Planning 6 Months

1. Calculate planned sales for the period
    a. ($LY + INC$) or (Inc% + LY%) X LY$
    b. 5.1 Lecture Note
2. Calculate sales for each month
    a. (Sales for the period X % for each month)
    b. 5.1 lecture Note
3. Calculate BOM for the month by using the stock planning method
    a. S-S Ratio, BOM Stock, or WOS (Check Chapter 5.2/5.3 Lecture Note for Details)
4. Calculate total reductions for the period
    a. MD% X Sales = MD$ (5.3 lecture note)
5. Calculate MD for each month
    a. (MD$ X % for each month)
    b. 5.3 lecture note
6. Calculate planned purchases at retail for each month
    a. (EOM+SALES+MD)-BOM
    b. Convert to cost= R X (100-MU%)