



**amazon**

# FBA Restock Tool Guide

Your step-by-step guide to successful FBA restocking

# Welcome!

Did you know? Maintaining your FBA inventory at the right levels is key to offering faster delivery speeds to Prime customers. This guide will walk you through the FBA Restock Tool to help you make the right restocking decisions customized for your business.



**Get more one-day  
and same-day  
orders**



**Reduce  
out-of-stocks**



**Protect your  
sales rank**



**Minimize  
excess inventory**

# What are FBA sellers saying?



## Patrick, Ohio

I have never used any other tool—this has been very helpful for me. When I follow the recommendations, I do notice an increase in my sales and order intake.

## Lisa, Maine

Love Amazon's restock tool! Makes things so easy—love how easy it is to change my parameters to better get inventory to the warehouse in plenty of time before my current stock runs out.



## Brandon, Florida

These recommendations have been very accurate and greatly assist me with inventory management.

## Bret, North Carolina

We use Amazon's feature for replenishment. I like seeing quick where we are and when and how much to ship.



# First of all... What is it?

The FBA Restock Tool simplifies your inventory restocking process by helping you plan for how much to send to Amazon fulfillment centers and when to send it.

Plug in a couple of inputs about your supply chain and it will help plan and maintain the right level of inventory.



# FBA Restock Tool At a Glance



Free to use & integrated with Seller Central's workflow



Based on estimated future demand & your economics



Accounts for Case Pack Qty & Minimum Restock Qty



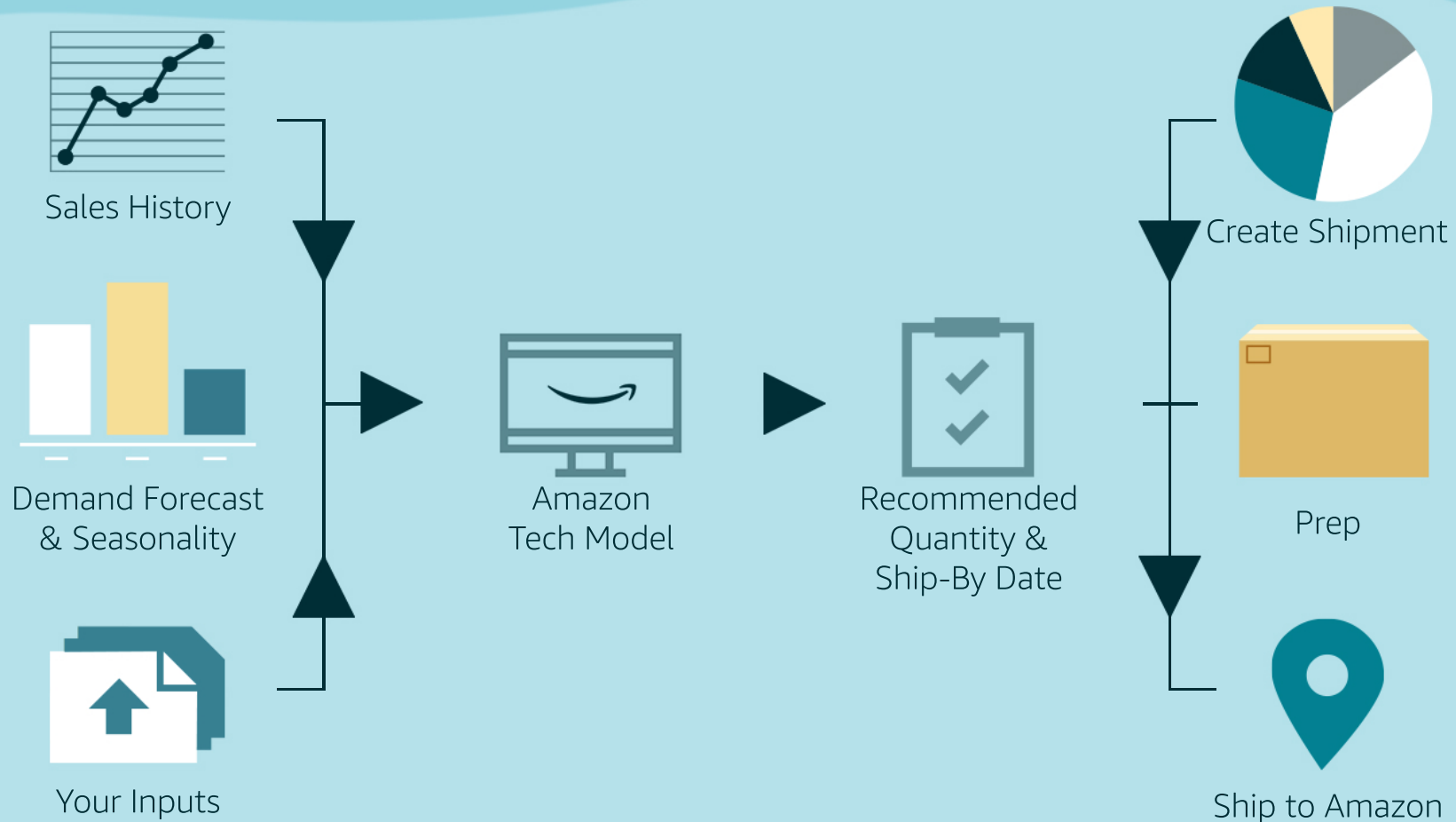
Customized for your shipping lead times



Get "ship by" dates & quantity suggestions.

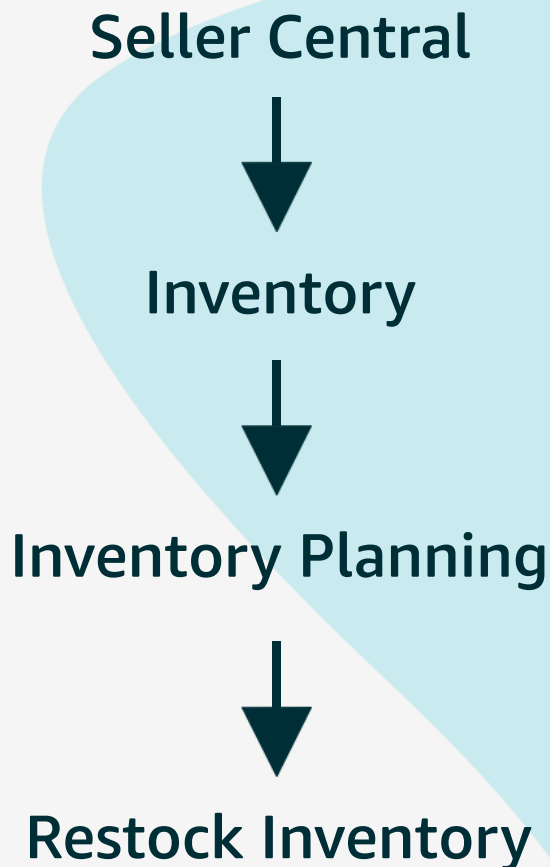
# Understanding How the Restock Tool Works

The tool takes into account your sales history, demand forecast and seasonality, and your inputs to help you determine how much inventory to send and when to send it. The tool is free to use, customizable, and is directly integrated into Seller Central's shipment creation workflow.



# How to Find the Restock Tool

In Seller Central, head over to *inventory*, select *inventory planning*, click *restock inventory*. The Restock Tool is located on the columns labeled Recommended Replenishment QTY and Recommended Ship Date.



| Recommended replenishment qty | Recommended ship date | Action  |
|-------------------------------|-----------------------|---|
| 240                           | 7/8/2020<br>Today     | <p>Under <i>Action</i>, select <i>Customize SKU Settings</i> to customize inputs for individual SKUs.</p> <p>See the Guide's FAQ to learn how to configure multiple SKU inputs in bulk.</p> <ul style="list-style-type: none"><li>Create shipping plan</li><li>Customize SKU settings</li><li>Hide recommendation</li></ul> |

*Using the*  
**RESTOCK  
TOOL**  
*in 3 simple steps!*

**1**



**Lead Time**

**2**



**Replenishment  
Settings**

**3**

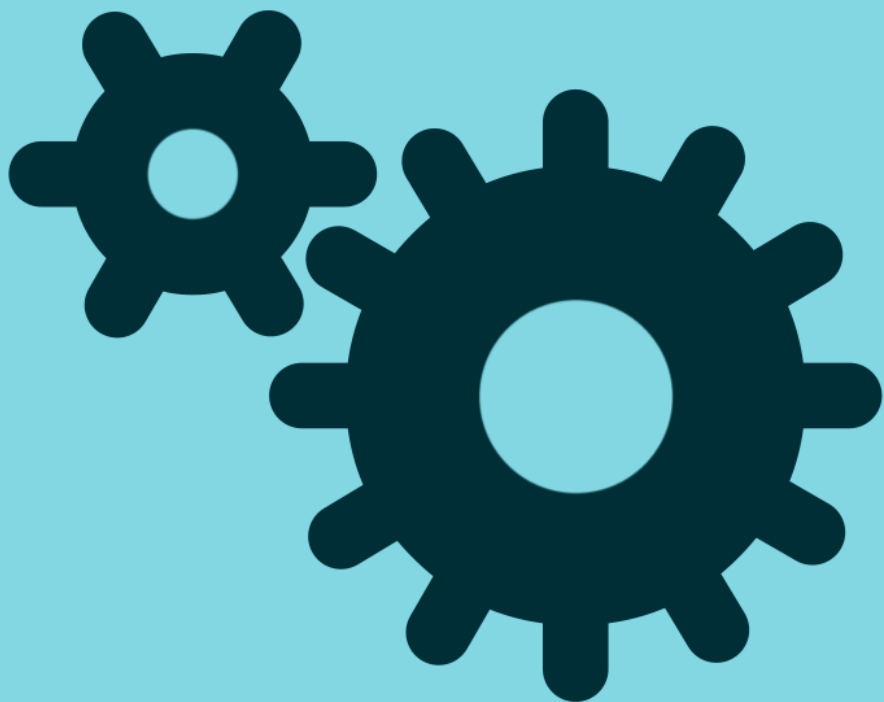


**Economics**



# 1

## Lead Time




Let's start with the most important inputs!

- Supply chain settings
- Supplier lead time
- Your lead time

Tell us how you typically ship your products and how much time it takes for your product to reach Amazon's warehouse.

# First, how do you ship?


Select one of three options:

Supply chain 


- Supplier ships directly to Amazon
- Supplier ships to your facility, then you forward the full shipment to Amazon
- Supplier ships a bulk supply to your facility, then you replenish inventory to Amazon

[See the supply chain map](#)

Next, input how long it typically takes for your shipment to reach Amazon using the “lead time” boxes:

Supplier lead time 

week(s)

Your lead time 

week(s)

# Let's look at some examples

Take a look at how 3 different sellers with unique businesses use the Restock Tool to help them stay on top of fulfillment and deliver a great customer experience.



# Zane (Tampa, Florida)



Supply chain ?

- Supplier ships directly to Amazon
- Supplier ships to your facility, then you forward the full shipment to Amazon
- Supplier ships a bulk supply to your facility, then you replenish inventory to Amazon

[See the supply chain map](#)

Supplier lead time ? 10 week(s)

Your lead time ? 1 week(s)

Zane places an order for his auto accessory business from his supplier and has the supplier ship the entire pallet-full directly to the FBA warehouse.

He should select the first option: "Supplier ships directly to Amazon."

Then, he should enter the time it takes for his supplier to ship to Amazon's warehouse. Because his product comes from overseas, he inputs a longer lead time in the "Supplier lead time" box.

# Belinda (Scottsdale, Arizona)



Supply chain ?

- Supplier ships directly to Amazon
- Supplier ships to your facility, then you forward the full shipment to Amazon
- Supplier ships a bulk supply to your facility, then you replenish inventory to Amazon

[See the supply chain map](#)

Supplier lead time ? 2 week(s)

Your lead time ? 2 week(s)

Belinda sells organic laundry detergent. She has her supplier ship to her warehouse in Arizona. Once the shipment arrives, she does a quality check and forwards the entire order to the Amazon warehouse.

She should select the second option: "Supplier ships to your facility, then you forward the full shipment to Amazon."

She should also enter the time it takes to ship her product from her warehouse to Amazon in the "Your lead time" box.

# Tricia (Brooklyn, New York)



Supply chain ?

- Supplier ships directly to Amazon
- Supplier ships to your facility, then you forward the full shipment to Amazon
- Supplier ships a bulk supply to your facility, then you replenish inventory to Amazon

[See the supply chain map](#)

Supplier lead time ? 1 week(s)

Your lead time ? 4 week(s)

Tricia orders from her supplier and reserves some of her product for her storefront, sending a portion to Amazon to replenish her FBA stock.

She should select the third option: “Supplier ships a bulk supply to your facility, then you replenish inventory to Amazon.”

It takes Tricia 4 weeks to send her product to Amazon, so she should enter this in the “Your lead time” box.

# 2

# Replenishment



Next, indicate how frequently you send inventory and how you plan your units in cases.

- Replenishment frequency
- Case pack quantity
- Minimum replenishment quantity

# How frequently do you send inventory?



Let's check back with Zane:

Zane meets his supplier once a month to place his order of Hawaiian dashboard dolls.

Then, he sends his order to Amazon once a month, every month.

Zane's replenishment frequency is 4 weeks.

Replenishment frequency



week(s)




# How many units do you include per case or carton?



Belinda places pretty big orders:

Each of her products arrive in packs of 1,000 per case. For this step, she's just concerned about how many are in a case, not how many cases she orders.

Entering case pack quantity will give a personalized recommendation in a multiple of her case pack quantity.

Case pack quantity 

units per case

# What's the minimum amount of units you ship?



Tricia can keep a small portion of her product on her brick-and-mortar store shelves, so she typically sends the bulk of her orders to Amazon's warehouse. She puts 500 units in the "Minimum replenishment quantity" box.

Making sure to enter the minimum quantity that makes sense for your business will give the right quantity and ship date recommendations.

Minimum replenishment  
quantity



units

# 3

# Economics



In this section, input the cost of purchase and the future price (if any) of your product to make sure the tool takes into account your specific pricing.


## Economics settings

These settings help us generate recommendations based on your economics.

Cost of purchase 


\$

per unit

Variable costs 

\$

per unit

Future price 

\$

per unit

# Cost of Purchase

What is the cost you pay your supplier for each individual unit?

# Variable Costs

Do you have any variable costs, like shipping to a fulfillment center?

# Future Price

Are you planning on changing the price for this item in the future?



# You're all set!

Update

Don't forget to click the update button at the bottom of the page every time you make a change. Like when Zane decided to ship via air and cut his lead time in half. And if you've got a lot of changes to make, use the bulk change tool. For more information on bulk changes, see the FAQ section at the end of this guide.





# No matter what you sell,

keeping the right amount of product in stock is a key decision for your FBA business, and the FBA Restock Tool is here to help.



# FAQ's

## Frequently Asked Questions



# **1 Is the Restock Tool the only way to get replenishment recommendations?**

Nope! On the restock page, there are also Automatically Generated Inventory Levels Guidance & Target Inventory Levels. Sellers offering certain high-demand FBA products may see a populated “days of supply” ideal inventory level that is automatically calculated based on your past levels and forecast of demand.

# **2 Can I download these recommendations?**

Absolutely! Use the Restock Inventory Report. This report provides suggested replenishment quantities and ship dates. It helps keep track of inventory and also provides target inventory levels where available.

# **3 Why do recommended replenishment quantity and date keep changing?**

Recommendations are dynamic and take into account real-time inventory position and latest demand forecast. Check back often to stay current!

# **4 Do I need to send my shipments by the recommended ship date?**

These dates are our best estimate of when to send in a shipment to help you avoid low stock or out-of-stock scenarios. However, it’s always your decision whether or not to follow the recommended ship date.



## **5 Do I need to follow Amazon's restock recommendations?**

We encourage you to follow the recommended replenishment quantity and ship dates to avoid out of stock or low stock situations. Our recommendations take into account future demand forecasts and the product-level information you provide. Please fine-tune your restock recommendations by adjusting product-level information, such as seller and supplier lead times, and replenishment frequency. However, it is always your decision whether or not to follow our replenishment recommendations.

## **6 How do I adjust my restock settings?**

To update these settings for a particular product, click on the drop-down menu in the **Action** column and select **Customize SKU Settings** to be taken to the SKU Details page. You can also configure your settings in **bulk** by clicking **Customize SKU Settings** at the top right of the Restock Inventory page.

## **7 Can I give feedback about the recommendations or the Restock Inventory feature?**

Of course! We welcome your feedback to help us improve our inventory management tools. Send any feedback by using the **Feedback** button on the bottom of the Restock Inventory page.