Enter 12 mo. Sales Forecast

PROGRAM NAME: FOENTQTY
MENU OPTION TITLE: Enter 12 mo. Sales Forecast
MAIN MODULE: SALES FORECASTING
HELP KEY ACTIVE: YES

PROGRAM OVERVIEW

This program is the main input for the Master Sales Forecast. You can create a 12 month forecast of sales for any legitimate inventory part number. Sales projections can be entered in monthly, weekly, and/or daily quantities. Weekly quantities can be modified and automatically recalculated. You can have a combination of all quantities entered in any month. There is no total quantity displayed on screen, only printed. You can find the monthly total by using <F8> to switch to the second screen, where it is displayed.

The program tracks the inventory standard cost, which can be manipulated either manually or automatically. This allows for consideration of future cost fluctuations. Reference to the standard cost is always made. Sales prices can be modified for future considerations of price changes, either manually or globally.

The data that is entered into the Master Sales Forecast is accessed by the Manufacturing Forecasting system.

PROGRAM OPERATION

This program is very easy to operate and is done so primarily by the powerful functions built in. Therefore it makes sense to discuss these functions at the beginning of the program operation. These functions can be displayed by entering <F1>. When you press <F8> to switch to the second screen, and then hit <F1> while in the second screen...you will notice that the list of functions is different between the first and second screen. Here are those functions, per screen.

FIRST SCREEN FUNCTIONS

(F3) View Forecast Master List: You can view all parts that are already entered into the sales forecast. By pressing the (ENTER) key on the highlighted part, you will automatically load the part into the program.

(ESC) Exit program: You can exit the program this way until you have moved into the second screen. At this point you have saved data and the program protects you from inadvertently leaving.

 (F6) Delete Forecast Part: Be careful here, you will be prompted if the part has been saved. If you are entering in a new part and have not saved it yet, there is no prompt and it is final.

(F7) Re-calc Week Quantities: This will automatically recalculate all weekly totals.

(F8) Enter Week Quantities: This function will switch screens and allow you to enter in quantities per each day for both domestic and international sales. When you choose this option, the F1 key will now display a different set of function keys.

(F4) Change 12 Mos. Cost/Price: You can use this function to change all costs and selling prices real quick. CAUTION: You must enter in an amount in both fields. If you enter past and leave one or both of the fields blank, then you will store zeros in all the fields of the one you left blank.

SECOND SCREEN FUNCTIONS

(F7) Change Months: When you first move to the second screen, the program automatically brings up the month of January. You will use this key to change months for data entry, etc.

(ESC) Exit program

(UpArr,DnArr) Move highlight: Use these keys to highlight the entry you want to work with.

(F8) Switch between columns: This function is necessary if you have typed in enough daily quantities to fill both sides of the second screen.

(F6) Delete all entries for Month: Be careful, you will be prompted to confirm but it is final.

PART NUMBER: You will be required to enter in a legitimate inventory part number, which will bring up the description automatically. You can use the <IFF> functions to scroll through the inventory datafile. If you hit <F3> in this field, you will get to see a list of all part numbers entered into the sales forecast thus far. If you press <ENTER> on one of the parts displayed, it will load into the main screen automatically. To create a new part, you simply have to enter in a legitimate part number and return through the program entering in data as you desire, or by hitting <F10> any time you are done modifying the forecast data.

You must enter past this field to activate <F8>, which allows you to switch screens.

COST: This is the standard finished cost of the part you are working with, as stored in the part master file. Make sure you are working with the cost you want to work with. In other words, you may want to make sure the cost has been calculated currently, or not. You may also want to build in some type of inflation factor in the future months to assume cost and labor increases beyond your control... but economically predictable.

DEALER: This is the dealer selling price of the part you are working with, as stored in the part master file.

MONTH: You will see all 12 months of the calendar year. To the right of each month is the sales forecast date per that month.

DOM QTY: This field is for typing in a domestic quantity of sales. Once you enter past the part number the cursor will stop at this field.

DOM WKQ: This field is a summary of any detailed domestic sales quantities typed in on the second screen of this program. You can press <F8> to switch screens and move into the entry of daily/weekly quantities. You cannot edit this field on the first screen.

INT QTY: This field is for typing in an international quantity of sales. Once you enter past the {DOM QTY} the cursor will stop at this field.

INT WKQ: This field is a summary of any detailed international sales quantities typed in on the second screen of this program. You can press <F8> to switch screens and move into the entry of daily/weekly quantities. You cannot edit this field on the first screen.

XTRA QTY: This field is for typing in an extra quantity of sales. Once you enter past the {INT QTY} field the cursor will stop at this field.

COST PRICE: This is the standard cost of the part as stored in the part master file and will automatically pull up when you enter in a new part. This data is stored in this datafile and will also automatically pull up on a part that has been already entered into the sales forecast. (According to whatever you have typed in!) You can change this cost to whatever you want, it will represent the cost per that months totals of sales, all categories. You can globally change this by pressing <F4>. When you do this, the screen will change and show you the current part dealer price and finished cost for your part. You will be allowed to type in a new cost and price, which will be updated automatically when you confirm those changes. This makes experimenting easy and fast! CAUTION: The program literally takes whatever is loaded in, so if you return past this field or the DLR PRICE field with nothing in them, then you will store nothing in these fields in the forecast datafile.

DLR PRICEL Same as above, only this is the current dealer price as stored in the part master file. You can also edit each month individually or automatically as above. Be careful, if you type in a zero here it will store zeros.

PRESS RETURN TO SAVE CHANGES: You can hit <ESC> to exit the program and not save changes at this time. If you press <ENTER>, you will save all changes and the screen will blank.

When you move to the second screen either by returning, pressing <F10>, or pressing <F8>, you will have a row of options at the bottom of the second screen.

(A)dd: Allows you to enter in a new entry. You can enter in a domestic and/or international sales quantity for each day of the month. You cannot add more than one entry per day. The program will insert an entry according to the day you type in.

(E)dit: You must have the entry that you want to edit highlighted.

(D)elete: Same as edit.

(S)ee More: If you have more than both sides of the screen filled, then you will use this option to see, edit, or delete all these entries.

(R)ecalc: You can recalculate choosing this option.

(Q)uit: This will return you to the first screen and save any changes you have made. You cannot escape from the second screen and must use this option to go to the first screen and leave the program.

You will need to run the program {FOQTYLST} to print out the sales forecast.