

## 4.6. Accounting for Lost Sales

If the sales history includes periods with zero sales due to the lack of inventory, use the **Zeros are lost sales** option to prevent Streamline to undervalue the forecasts.

Watch a video tutorial (0:48)

To do this:

1. Choose the item or the category in the **Tree View**
2. Select **Yes** in the **Zeroes are lost sales** control in the **Forecasting** tab of the **Properties** panel.
3. Click the **Forecast** button to regenerate the forecasts.

The screenshot displays the 'Single-Location Inventory Planning by Month.gsl' window. The top menu includes 'File', 'Item', 'Process', and 'Help'. Below the menu, there are buttons for 'New', 'Open...', 'Save', 'Update data', and 'Forecast as of' (set to Dec 2016). The 'Horizon' is set to 12 months. The main area shows a tree view on the left with '016542 Yellow - Winter Coat' selected. The central table shows actual sales and statistical forecasts from June 2016 to July 2017. The bottom chart shows 'Quantity' and 'Revenue' over time, with a red box highlighting the 'Forecast' line. On the right, the 'Forecasting' tab is active, showing 'Forecast approach' as 'Inherit (Bottom-up)' and 'Zeroes are lost sales' set to 'Yes'.

	Jun 2016	Jul 2016	Aug 2016	Sep 2016	Oct 2016	Nov 2016	Dec 2016	Jan 2017	Feb 2017	Mar 2017	Apr 2017	May 2017	Jun 2017	Jul 2017
Actual sales	142	140	212	440	649	611	473							
Statistical forecast	161	174	222	444	644	608	471	287	228	237	207	169	142	153
Forecast adjustments														
Average sales price	11445.20	11284.00	17087.20	35464.00	52309.40	49246.60	38123.80	38123.80	38123.80	38123.80	38123.80	38123.80	38123.80	38123.80
Revenue	1625218.43	1579760.00	3622486.23	15604160.00	33948799.59	30089673.55	18032557.77	10941530.82	8692226.58	9035340.79	7891626.76	6442922.33	5413579.71	58329
On hand	3881	3740	3600	3389	2950	2301	1690							
Projected inventory levels								1403	1175	938	731	562	420	267
Purchase plan								0	0	0	0	0	0	0

Next: Accounting for Calendar Events

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