

ABC Analysis Example

Product name	Annual demand	Unit cost	Product value	Percentage sales value
 30L Gear Bag	2,500	\$650	\$1,625,000	75.76%
 20L Day Bag	4,000	\$80	\$320,000	14.92%
 Fanny pack	15,000	\$10	\$150,000	6.99%
 Divider	20,000	\$5	\$50,000	2.33%

The Abcs Of Sales Management

L Cohen



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