

THE MAKER'S STOCKROOM WORKBOOK

Handmade Inventory Tracker

Know exactly what you have, what you have made, and what it is worth — a simple system to track materials, stock, and finished products for your handmade business.

CANDLES

SOAP

JEWELRY

FIBER ARTS

CERAMICS

ETSY SELLERS

THIS TRACKER BELONGS TO

STUDIO / YEAR

HANDMADE INVENTORY WORKBOOK · PRINTABLE EDITION

How to Use This Tracker

When you make things by hand, your money is tied up in stuff — jars of supplies, half-finished pieces, and shelves of finished products waiting to sell. This workbook helps you see all of it clearly: what you own, what it cost, what is running low, and what to make next. No accounting background required — just count, record, and update once a month.

The inventory cycle



Getting started in five minutes

- Pick a regular “count day” — the first of each month works well — and set aside 30 minutes.
- List your raw materials in **Section 2** and your finished products in **Section 4**.
- Set a **reorder point** for each material so you never run out mid-project.
- Fill the **Inventory Dashboard** (Section 1) to capture your starting totals.
- Each month, update counts, value your stock, and use the review and planning pages to look ahead.

HOW TO









To count accurately, work one shelf or bin at a time and record as you go. Count finished products by SKU (each size or scent is its own line), and weigh or measure bulk materials in the same unit you buy them in — pounds, ounces, yards, or each.

 Shaded tables are filled-in worked examples — read these first.

White tables are yours to print and fill in each month.

What's Inside

Eight sections move from a single big-picture dashboard down into materials, products, and value, then back up into review and planning. Every section pairs a worked example with printable tables.

01	Inventory Dashboard	
	Everything you own, at a glance	
02	Raw Materials Tracker	
	Supplies on hand and what they cost	
03	Supply Reorder Tracker	
	What to restock, and when	
04	Finished Product Inventory	
	Made, sold, and in stock by product	
05	Inventory Valuation Worksheet	
	What your whole stockroom is worth	
06	Best-Selling Products Tracker	
	Your top sellers and earners	
07	Monthly Inventory Review	
	Open vs. close, with reflection	
08	Inventory Planning Worksheet	
	Plan production for the season ahead	

Tip: print the tables you use most and keep them in a binder by your workbench, or duplicate this file each month as a fresh digital copy.

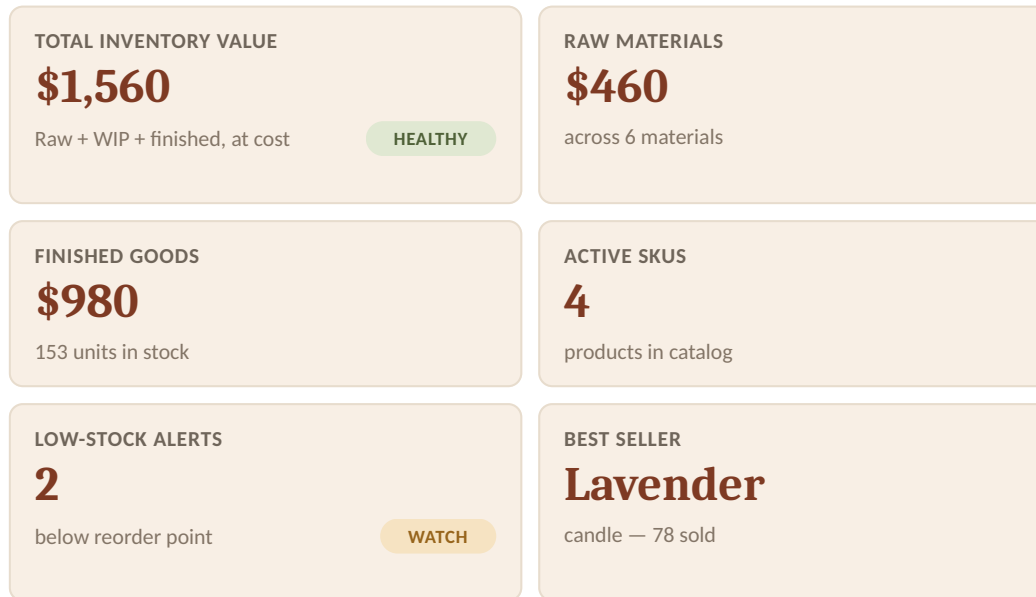
Inventory Dashboard

This is the big picture. Once a month, bring your key totals onto one page so you can see what your stockroom holds and what it is worth. Fill the dashboard after you have updated the detailed trackers behind it — then any number that looks off tells you exactly which section to revisit.

Worked example — a small candle studio

EXAMPLE

A snapshot after one busy month. Green is healthy, amber means something needs attention:



Your inventory dashboard

CATEGORY	ITEMS / UNITS	VALUE (\$)	STATUS
Raw materials			
Work in progress			
Finished goods			
Total inventory value			

Value finished goods at cost (materials + labor), not retail price — see Section 5 for how.

MAKER TIP

Your inventory is cash sitting on a shelf. Tracking it does two jobs at once: it stops you over-buying supplies you already have, and it gives you the numbers you need for taxes and pricing. Update on the same day each month so the habit sticks.

02

SECTION TWO

Raw Materials Tracker

Raw materials are everything you buy to make your products — wax, fabric, beads, clay, packaging. Track each material’s quantity on hand, what it cost per unit, and the point at which you should reorder. Multiplying quantity by unit cost gives the value tied up in supplies.

Worked example — a candle maker’s supplies

MATERIAL	UNIT	ON HAND	UNIT COST	VALUE	REORDER AT
Soy wax	lb	40	\$3.20	\$128.00	15
Fragrance oil	oz	60	\$1.10	\$66.00	20
Cotton wicks	ea	300	\$0.08	\$24.00	100
Glass jars (8oz)	ea	120	\$1.40	\$168.00	50
Labels	ea	250	\$0.12	\$30.00	100
Gift boxes	ea	80	\$0.55	\$44.00	40
Total raw materials				\$460.00	

Your raw materials

MATERIAL	UNIT	ON HAND	UNIT COST	VALUE	REORDER AT
Total raw materials					

MAKER TIP
 Record cost in the same unit you use, not just the unit you buy. If you buy wax in 50 lb boxes but use it by the pound, track it per pound — that way your product costs and reorder points stay accurate.

03

SECTION THREE

Supply Reorder Tracker

Running out of a key material can stop production cold — and rush-ordering costs more. This page is your shopping list: whenever a material in Section 2 drops to its reorder point, add it here with the supplier, how much to order, and the order status so nothing falls through the cracks.

Worked example — this week’s reorders

EXAMPLE

Two materials are already below their reorder point and one is close behind:

MATERIAL	SUPPLIER	ON HAND	REORDER AT	ORDER QTY	STATUS
Cotton wicks	WickCo	90	100	400 ea	Ordered 6/12
Soy wax	WaxSupply	12	15	50 lb	To order
Gift boxes	BoxMart	38	40	100 ea	To order

Your reorder list

MATERIAL	SUPPLIER	ON HAND	REORDER AT	ORDER QTY	STATUS

HOW TO

Set each reorder point using this rule of thumb: **(how much you use per week × weeks of lead time) + a little safety stock**. If you use 10 lb of wax a week and it takes two weeks to arrive, reorder at roughly 25 lb.

MAKER TIP

Note your typical lead time and minimum order with each supplier in the supplier column. Over a few months you will spot which suppliers are reliable and which to keep a deeper buffer for.

04

SECTION FOUR

Finished Product Inventory

These are the products ready to sell. For each one, track how many you have made, how many have sold, and how many remain in stock. **In stock = made - sold.** Multiplying what is left by your price shows the retail value waiting on your shelves.

Worked example — finished goods on hand

PRODUCT	MADE	SOLD	IN STOCK	PRICE	RETAIL VALUE
Lavender candle (8oz)	120	78	42	\$18	\$756
Vanilla candle (8oz)	90	65	25	\$18	\$450
Wax melts	200	150	50	\$6	\$300
Soap bar	80	44	36	\$8	\$288
All products	490	337	153		\$1,794

Your finished products

PRODUCT	MADE	SOLD	IN STOCK	PRICE	RETAIL VALUE
All products					

MAKER TIP

Keep one row per *variant* — each scent, size, or color is its own SKU with its own count. Lumping them together hides which versions actually sell and leaves you guessing at restock time.

Inventory Valuation Worksheet

Your total inventory value is the sum of three layers: raw materials, work in progress, and finished goods. This single number matters for pricing, for insurance, and for your taxes — the cost of what you sold (your COGS) flows directly from how your inventory changes month to month.

Worked example — valuing the whole stockroom

INVENTORY TYPE	HOW TO VALUE IT	VALUE
Raw materials on hand	Quantity × unit cost	\$460
Work in progress	Materials already used in unfinished pieces	\$120
Finished goods (at cost)	Material + labor cost per unit × units in stock	\$980
Total inventory value		\$1,560

Your inventory valuation

INVENTORY TYPE	NOTES	VALUE
Raw materials on hand		
Work in progress		
Finished goods (at cost)		
Total inventory value		

HOW TO

Value finished goods at **cost, not retail**. Cost = the materials in the item plus a fair value for your labor. A candle that sells for \$18 might cost \$5 in wax, wick, jar, and label — so you would value it at about \$5 here, not \$18.

MAKER TIP

Cost of goods sold (COGS) = opening inventory + what you bought - closing inventory. Carry your opening and closing values from the Monthly Review so this number almost fills itself in.

06

SECTION SIX

Best-Selling Products Tracker

Knowing what sells tells you what to make. Rank your products by units sold and by revenue — they are not always the same. A low-price item can lead in units while a higher-price one leads in revenue. Both views guide what to restock and what to retire.

Worked example — top sellers by units

RANK	PRODUCT	UNITS SOLD	REVENUE	MARGIN
1	Wax melts	150	\$900	55%
2	Lavender candle	78	\$1,404	58%
3	Vanilla candle	65	\$1,170	57%
4	Soap bar	44	\$352	50%

Your best sellers

RANK	PRODUCT	UNITS SOLD	REVENUE	MARGIN
1				
2				
3				
4				
5				
6				

MAKER TIP

Watch the gap between your unit leader and your revenue leader. In the example, wax melts sell the most units but the lavender candle earns the most money — so it is worth keeping both well stocked, for different reasons. Drop or rework anything that sells slowly *and* earns a thin margin.

Monthly Inventory Review

Once a month, close the loop. Start from last month's closing value, add what you bought and made, subtract the cost of what sold, and you arrive at this month's closing value. The review turns a pile of counts into a story: what is growing, what is stuck, and where stock is slipping away.

Worked example — the month in review

MEASURE	THIS MONTH	NOTES
Opening inventory value	\$1,420	Carried from last month
+ Materials & products added	\$640	Purchases + items made (at cost)
- Cost of goods sold	\$500	Cost of items that sold
= Closing inventory value	\$1,560	Matches the dashboard
Shrinkage / loss	\$0	Breakage, samples, waste
Sell-through rate	62%	Units sold ÷ units available

Your monthly review

MEASURE	THIS MONTH	NOTES
Opening inventory value		
+ Materials & products added		
- Cost of goods sold		
= Closing inventory value		
Shrinkage / loss		
Sell-through rate		

Reflection

Which products are overstocked or moving too slowly?

Where did stock go missing — breakage, samples, or waste — and how can I reduce it?

Inventory Planning Worksheet

Planning ahead is how makers avoid the holiday scramble. Use last season’s sales and your best-seller ranking to forecast what you will need, list the materials each product requires, and work backward from your launch date to set order-by and make-by deadlines.

Worked example — planning for a busy season

EXAMPLE

Working back from a November launch so supplies arrive with time to spare:

PRODUCT	FORECAST	MATERIALS NEEDED	ORDER BY	MAKE BY
Lavender candle	200 units	67 lb wax, 200 jars, 200 wicks	Oct 15	Nov 10
Vanilla candle	120 units	40 lb wax, 120 jars, 120 wicks	Oct 15	Nov 15
Gift sets	60 sets	60 boxes, ribbon, inserts	Oct 20	Nov 20

Your production plan

PRODUCT	FORECAST	MATERIALS NEEDED	ORDER BY	MAKE BY

HOW TO

Work backward from the date you want products ready. Subtract your supplier lead time to find the order-by date, then leave yourself enough making and curing time before the launch. Build in a buffer — suppliers and busy seasons are rarely perfectly on schedule.

MAKER TIP

Plan for your best sellers first; they earn the most and sell out fastest. Keep new or unproven products to small test batches until the numbers in Section 6 prove the demand.

Inventory Formula Cheat Sheet

Every formula in this workbook in one place. None of them require more than a calculator and the counts you already keep on these pages.

Inventory Value

Quantity on hand \times unit cost

In Stock

Units made - units sold

Cost of Goods Sold

Opening + purchases - closing inventory

Sell-Through Rate

Units sold \div units available \times 100

Reorder Point

(Use per week \times lead-time weeks) + safety stock

Gross Margin

(Price - unit cost) \div price \times 100

Notes & ideas

Made by hand, managed with care.

A handmade business runs on more than craft — it runs on knowing your numbers. Count consistently, value your stock honestly, and let these pages show you what to make, what to reorder, and what to leave behind. Your shelves, and your bank account, will thank you.

HANDMADE INVENTORY TRACKER