

INVENTORY  
OPTIMIZATION  
REPORTS



### Lost Sales Report

Item #	Store	Stock	Min.		Sale Price	Potential Sale
<b>Athletic Yoga Pant</b>						
<i>Athletic Yoga Pant</i>	-			<b>S</b>		
192	1	0	4		\$630.00	\$2,520.00
<i>Athletic Yoga Pant</i>	-			<b>L</b>		
194	1	0	2		\$630.00	\$1,260.00
<i>Athletic Yoga Pant</i>	-			<b>XL</b>		
195	1	0	3		\$630.00	\$1,890.00
<b>Bathing Suit</b>						
<i>Bathing Suit</i>	-			<b>L</b>		
122	1	0	5		\$425.45	\$2,127.27
<b>Beach Hat</b>						
<i>Beach Hat</i>	-			<b>XL</b>		
155	1	0	2		\$237.27	\$474.55
<b>Bikini</b>						
<i>Bikini</i>	-			<b>S</b>		
208	1	0	8		\$171.82	\$1,374.55
<i>Bikini</i>	-			<b>M</b>		
209	1	0	8		\$171.82	\$1,374.55
<b>Body Suit</b>						
<i>Body Suit</i>	-			<b>S</b>		
204	1	0	8		\$171.82	\$1,374.55
<i>Body Suit</i>	-			<b>M</b>		
205	1	0	11		\$171.82	\$1,890.00
<i>Body Suit</i>	-			<b>XL</b>		
207	1	0	11		\$171.82	\$1,890.00
<b>Bustier Top</b>						
<i>Bustier Top</i>	-			<b>M</b>		
197	1	0	5		\$703.64	\$3,518.18
<b>Chemise</b>						
<i>Chemise</i>	-			<b>L</b>		
66	1	0	5		\$155.45	\$777.27
<i>Chemise</i>	-			<b>XL</b>		
67	1	0	8		\$155.45	\$1,243.64
<b>Crinkle Silk Blouse</b>						
<i>Crinkle Silk Blouse</i>	-			<b>S</b>		
212	1	0	5		\$212.73	\$1,063.64



## Lost Sales as a Percentage of Total Sales

Store: 1 AP BT Airport Boutique

Sales Period:

11/1/01 - 12/15/02

Quantity in Inventory	Minimum	Lost Sale	Sales in Period	%
0	219	\$46,047.27	\$429,662.56	10.72%

Query

Order

STOCK.STORES\_ID = 1 AND  
STOCK.QTY = 0 AND  
NOT STOCK.MINIMUM = 0 AND  
STOCK.STORES\_ID = 1 AND  
INVOICES.STORES\_ID = 1 AND

Invent.ITEMS\_ID ASC,  
Invent.STORES\_ID ASC

File: LostSalesPercentTotal.rpt



**Unrealized Potential Sales**

Item #	Store	Stock	Min.	Overstock	Unit Price	Extended Price
<b>Athletic Yoga Pant</b>						
<i>Athletic Yoga Pant</i>		-				
192	1	0	4	4	\$630.00	\$2,520.00
<i>Athletic Yoga Pant</i>		-				
193	1	1	2	1	\$630.00	\$630.00
<i>Athletic Yoga Pant</i>		-				
194	1	0	2	2	\$630.00	\$1,260.00
<i>Athletic Yoga Pant</i>		-				
195	1	0	3	3	\$630.00	\$1,890.00
<b>Bathing Suit</b>						
<i>Bathing Suit</i>		-				
122	1	0	5	5	\$425.45	\$2,127.27
<b>Beach Hat</b>						
<i>Beach Hat</i>		-				
155	1	0	2	2	\$237.27	\$474.55
<b>Bermuda Shorts</b>						
<i>Bermuda Shorts</i>		-				
248	1	1	13	12	\$188.18	\$2,258.18
<i>Bermuda Shorts</i>		-				
249	1	1	2	1	\$188.18	\$188.18
<b>Bikini</b>						
<i>Bikini</i>		-				
208	1	0	8	8	\$171.82	\$1,374.55
<i>Bikini</i>		-				
209	1	0	8	8	\$171.82	\$1,374.55
<i>Bikini</i>		-				
210	1	1	7	6	\$171.82	\$1,030.91
<i>Bikini</i>		-				
211	1	1	7	6	\$171.82	\$1,030.91
<b>Body Suit</b>						
<i>Body Suit</i>		-				
204	1	0	8	8	\$171.82	\$1,374.55
<i>Body Suit</i>		-				
205	1	0	11	11	\$171.82	\$1,890.00
<i>Body Suit</i>		-				
206	1	2	8	6	\$171.82	\$1,030.91
<i>Body Suit</i>		-				
207	1	0	11	11	\$171.82	\$1,890.00
<b>Boxers</b>						
<i>Boxers</i>		-				
224	1	8	17	9	\$122.73	\$1,104.55
<i>Boxers</i>		-				
226	1	6	24	18	\$122.73	\$2,209.09



## Unrealized Potential Sales as Percent of Total

Store:

Sales Period: 11/1/01 - 12/15/01

Stock	Understock	Potential Sales	Period Sales	%
824	2220	\$259,388.18	\$429,662.56	60.37%

Query

Order

STOCK.STORES\_ID = 1 AND  
 ( STOCK.QTY - STOCK.MINIMUM ) < 0.0

Estanc.STORES\_ID ASC

AND

INVOICES.STORES\_ID = 1 AND  
 INVOICES.INVDATE BETWEEN '11-01-2001'

File: UnrealizedPotentialSalesPercentTotal.rpt



**Stagnant Inventory (Items Over Minimum)**

Item #	Store	Stock	Min.	Overstock	Unit Cost	Extended Cost
<b>Acid-Wash Jeans</b>						
<i>Acid-Wash Jeans</i> - <b>8</b>						
308	1	22	3	19	\$32.00	\$608.00
<b>Aruba Shirt</b>						
<i>Aruba Shirt</i> - <b>M</b>						
328	1	7	2	5	\$34.44	\$172.20
<i>Aruba Shirt</i> - <b>L</b>						
329	1	8	2	6	\$34.44	\$206.64
<i>Aruba Shirt</i> - <b>XL</b>						
330	1	6	4	2	\$34.44	\$68.88
<b>Baby Tank Top</b>						
<i>Baby Tank Top</i> - <b>S</b>						
76	1	3	2	1	\$178.00	\$178.00
<i>Baby Tank Top</i> - <b>M</b>						
77	1	4	1	3	\$178.00	\$534.00
<i>Baby Tank Top</i> - <b>XL</b>						
79	1	3	2	1	\$178.00	\$178.00
<b>Backpack</b>						
<i>Backpack</i> - <b>M</b>						
157	1	4	1	3	\$155.00	\$465.00
<i>Backpack</i> - <b>L</b>						
158	1	3	1	2	\$155.00	\$310.00
<b>Bathing Suit</b>						
<i>Bathing Suit</i> - <b>M</b>						
121	1	4	1	3	\$169.00	\$507.00
<i>Bathing Suit</i> - <b>XL</b>						
123	1	4	1	3	\$169.00	\$507.00
<b>Beach Hat</b>						
<i>Beach Hat</i> - <b>M</b>						
153	1	3	1	2	\$93.00	\$186.00
<b>Beanie Cap</b>						
<i>Beanie Cap</i> - <b>XL</b>						
167	1	4	1	3	\$149.00	\$447.00
<b>Boxers</b>						
<i>Boxers</i> - <b>M</b>						
225	1	15	10	5	\$49.00	\$245.00
<b>Bustier Top</b>						
<i>Bustier Top</i> - <b>L</b>						
198	1	3	2	1	\$305.00	\$305.00



## Percent of Total Inventory Investment that is Stagnant

Store: 1    AP BT    Airport Boutique

Total Items	Items Overstock	Total Cost	Cost Overstock	%
2,125	569	\$114,586.46	\$29,356.46	25.62%

*NOTE: The cost of merchandise in stock above its Minimum is a stagnant investment that will not create profits.*

Query	Order
STOCK.STORES_ID = 1 AND ( STOCK.QTY - STOCK.MINIMUM ) > 0.0 AND STOCK.STORES_ID = 1	Invent.ITEMS_ID ASC, Invent.STORES_ID ASC

Archivo: PercentStagnantInventoryInvestment.rpt



### Overstocked Inventory as % of Understocked Inventory

Store:	1	AP BT	Airport Boutique		
	<b>Items</b>	<b>Items</b>	<b>Cost</b>	<b>Cost</b>	
	<b>Overstocked</b>	<b>Understocked</b>	<b>Overstocked</b>	<b>Understocked</b>	<b>%</b>
	569	2220	\$29,356.46	\$101,482.60	28.93%

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Query STOCK.STORES\_ID = 1 AND  
( STOCK.QTY - STOCK.MINIMUM ) \* - 1 > 0.0 AND

Order Invent.ITEMS\_ID ASC,  
Invent.STORES\_ID ASC



**Investment In Inventory Needed to Cover Minimums as % of Total**

Store: 1 AP BT		Airport Boutique		
Total Items In Inventory	Items Understocked	Total Cost Of Inventory	Cost to Acquire Understocked Items	%
<b>2,125</b>	<b>2,220</b>	<b>\$114,586.46</b>	<b>\$101,482.60</b>	<b>88.56%</b>

*NOTE: We can assume that items below their Minimum represent potential lost sales. This report shows the additional investment necessary to bring all stock levels to their Minimum as a percent of total current investment in inventory.*

Query	Order
STOCK.STORES_ID = 1 AND ( STOCK.QTY - STOCK.MINIMUM ) < 0.0 AND STOCK.STORES_ID = 1	Invent.ITEMS_ID ASC, Invent.STORES_ID ASC

File: InvestmentNeededCoverMinimumsPorcentTotal.rpt

