Inventory Optimization Reports





Lost Sales Report

Item #	Store		Stock	Min.		Sale Price	Potential Sale
				Athleti	c Yoga Pant		
Athletic	Yoga Pant	-			S		
192	1		0	4		\$630.00	\$2,520.00
Athletic	Yoga Pant	-			L		
194	1		0	2		\$630.00	\$1,260.00
Athletic	Yoga Pant	-			XL		
195	1		0	3		\$630.00	\$1,890.00
				Bat	hing Suit		
Bathing	Suit	-			L		
122	1		0	5		\$425.45	\$2,127.27
				Be	ach Hat		
Beach H	lat	-			XL		
155	1		0	2	1.00 (P)	\$237.27	\$474.55
					Bikini	2000	0 m (To
Bikini		-			S		
208	1		0	8		\$171.82	\$1,374.55
Bikini	58	-			M	0177.02	\$1,014.00
209	1		0	8	7575/A	\$171.82	\$1,374.55
200					ody Suit		.,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,
Body Su	iit	-			S		
204	1		0	8		\$171.82	\$1,374.55
Body Su	iit	-	o	0	M	Q171.02	Ψ1,074.00
205	1		0	11	1-777//	\$171.82	\$1,890.00
Body Su	iit	- 2	0		XL .	4111100	.,
207	1		0	11		\$171.82	\$1,890.00
7.7.7					stier Top	AV. III. I SHARES	PALL PARTY OF PARTY O
Bustier	Top	-			M		
197	1		0	5	-500K)	\$703.64	\$3,518.18
101					hemise		
Chemis	е	-			L		
66	1		0	5	_	\$155.45	\$777.27
Chemis	e		U	9	XL	\$100.40	4111.21
67	1		0	8	7.5 4 (1970)	\$155.45	\$1,243.64
	12		T		Silk Blouse	4,100,110	A - San a a - a - a
Crinkle	Silk Blouse	120		OHINE	S		
	1	-	0	5		\$212.73	\$1,063.64
212	10		U	5		9212.13	\$1,003.04
	vera.		1		2024	(magaza) 14	-4.0
XpertM a	art		Dec	cember 19,	2001	Page 1	of 3



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

File:

LostSalesPercentTotal.rpt

Invent.ITEMS ID ASC,

Invent.STORES_ID ASC

1



Unrealized Potential Sales

tem#	Store	S	Stock	Min. Athletic	Yoga	Overstock Pant	Unit Price	Extended Price
Athletic	Yoga Pant	-			S			
192	1		0	4		4	\$630.00	\$2,520.00
	Yoga Pant	-		- 15	M	100	4000.00	42,020.00
193	1		1	2		1	\$630.00	\$630.00
	Yoga Pant	-	1.00	_	L		4444	******
194	1		0	2		2	\$630.00	\$1,260.00
	Yoga Pant	-		-	XL	1	4000.00	V1,200.00
195	1		0	3		3	\$630.00	\$1,890.00
100					ning S	uit	Ψ000.00	\$1,000.00
Bathing .	Suit	-			L			
122	1		0	5		5	\$425.45	\$2,127.27
for the					ach Ha		4 100:10	V41/12/14/
Beach H	at	-			XL			
155	1		0	2		2	\$237.27	\$474,55
				Bermi	uda Sh	orts	77	
Bermuda	Shorts	-			5			
248	1		1	13		12	\$188.18	\$2,258.18
Bermuda	Shorts	-			M			10.20.00 Pt 10.00 Pt 10.00 Pt 10.00
249	1		1	2		1	\$188.18	\$188.18
			121		3ikini 💮		N. Wilderson	TVA-SCORE I
Bikini		-			S			
208	1		0	8		8	\$171.82	\$1,374.55
Bikini					M			
209	1		0	8		8	\$171.82	\$1,374.55
Bikini		-			L			
210	1		1	7		6	\$171.82	\$1,030.91
Bikini		-			XL			
211	1		1	7		. 6	\$171.82	\$1,030.91
NIP NO				Bo	dy Sui	t	3 51 100 100 100	-40-40000000000000000000000000000000000
Body Su	ît	-			S			
204	1		0	8		8	\$171.82	\$1,374.55
Body Su	ît	-			M			
205	1		0	11		11	\$171.82	\$1,890.00
Body Sul	ît	-			L			
206	1		2	8		6	\$171.82	\$1,030.91
Body Su	it	-			XL			
207	1		0	11		11	\$171.82	\$1,890.00
				В	oxers			
Boxers		17			S			
224	1		8	17		9	\$122.73	\$1,104.55
Boxers		-			L			
226	1		6	24		18	\$122.73	\$2,209.09
	rt		institution and the second	ecember 19,			Page	1 of 10



Unrealized Potential Sales as Percent of Total

Store:

Sales Period:

11/1/01 - 12/15/01

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

Order

Query

STOCK.STORES_ID = 1 AND

Estanc.STORES_ID ASC

AND

INVOICES.STORES_ID = 1 AND

INVOICES.INVDATE BETWEEN '11-01-2001'

(STOCK.QTY - STOCK.MINIMUM) < 0.0

File:

UnrealizedPotentialSalesPercentTotal.rpt



Stagnant Inventory (Items Over Minimum)

Acid-Wash Jeans - 8 308 1 22 3 19 \$32.00 Aruba Shirt - M 328 1 7 2 5 \$34.44 Aruba Shirt - L 329 1 8 2 6 \$34.44 Aruba Shirt - XL 330 1 6 4 2 \$34.44 Baby Tank Top Baby Tank Top	\$608.00 \$172.20 \$206.64 \$68.88 \$178.00
308 1 22 3 19 \$32.00 Aruba Shirt Aruba Shirt - M 328 1 7 2 5 \$34.44 Aruba Shirt - L 329 1 8 2 6 \$34.44 Aruba Shirt - XL 330 1 6 4 2 \$34.44 Baby Tank Top	\$172.20 \$206.64 \$68.88
Aruba Shirt - M 328	\$172.20 \$206.64 \$68.88
Aruba Shirt - M 328 1 7 2 5 \$34.44 Aruba Shirt - L 6 \$34.44 Aruba Shirt - XL 330 1 6 4 2 \$34.44 Baby Tank Top	\$206.64 \$68.88
328	\$206.64 \$68.88
Aruba Shirt - L 329 1 8 2 6 \$34.44 Aruba Shirt - XL 330 1 6 4 2 \$34.44 Baby Tank Top	\$206.64 \$68.88
8 2 6 \$34.44 Aruba Shirt - XL 330 1 6 4 2 \$34.44 Baby Tank Top	\$68.88
Aruba Shirt - XL 330 1 6 4 2 \$34.44 Baby Tank Top	\$68.88
330 1 6 4 2 \$34.44 Baby Tank Top	
Baby Tank Top	
	\$178.00
	\$178.00
	\$176.00
76 1 3 2 1 \$178.00 **Baby Tank Top - M**	
	\$534.00
77 1 4 1 3 \$178.00 **Baby Tank Top - XL	\$334.00
79 1 3 2 1 \$178.00	\$178.00
	\$170.00
Backpack - M	
	\$46E 00
157 1 4 1 3 \$155.00 Backpack - L	\$465.00
	\$310.00
158 1 3 1 2 \$155.00	\$310.00
Bathing Suit	
Bathing Suit - M	8507.00
121 1 4 1 3 \$169.00 Bathing Suit - XL	\$507.00
	ee07.00
123 1 4 1 3 \$169.00	\$507.00
Beach Hat	
Beach Hat - M	#400.00
153 1 3 1 2 \$93.00	\$186.00
Beanie Cap	
Beanie Cap - XL	
167 1 4 1 3 \$149.00	\$447.00
Boxers	
Boxers - M	
225 1 15 10 5 \$49.00	\$245.00
Bustier Top	
Bustier Top - L	
198 1 3 2 1 \$305.00	\$305.00
	of 7
XpertMart December 19, 2001 Page 1	OI /



Percent of Total Inventory Investment that is Stagnant

Store: 1

AP BT

Airport Boutique

Total Items 2,125

Items Overstock 569 Total Cost \$114,586.46 Cost Overstock \$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

1



Overstocked Inventory as % of Understocked Inventory

Store: 1 Items Overstocked		Items Understocked	Cost Overstocked	Cost Understocked	%	
569		2220	\$29,356.46	\$101,482.60	28.93%	
Query	STO	OCK.STORES_ID = 1 /	AND CQTY - STOCK.MINIM	UM) * - 1 > 0.0 AND		
Order	Inve	ent.ITEMS_ID ASC,	ORES ID ASC			



Investment In Inventory Needed to Cover Minimums as % of Total

St	ore: 1 APBT	Airport Bouti	que	
Total Items	Items	Total Cost	Cost to Acquire	11 100
In Inventory	Understocked	Of Inventory	Understocked Items	%
2,125	2,220	\$114,586.46	\$101,482.60	88.56%

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

File: InvestmentNeededCoverMinimumsPorcentTotal.rpt

Items with Stock but No Sales

Date Range: 01/07/02 - 03/08/02

DM 002022 (CT				Quant.	18	Total Cost	\$11,359.26
Style DM002022 CT	Color	Size 360	Sec Size	Price \$847.83	Store Ellis Center	Stock 2	Cost \$631.07	Total Cost \$1,262.14
DM002022 CT	Cocco	360		\$847.83	Plaza	1	\$631.07	\$631.07
DM002022 CT	Cocco	365		\$847.83	Eastgate	2	\$631.07	\$1,262.14
DM002022 CT	Cocco	365		\$847.83	Ellis Center	2	\$631.07	\$1,262.14
DM002022 CT	Cocco	365		\$847.83	Plaza	2	\$631.07	\$1,262.14
DM002022 CT	Cocco	370		\$847.83	Ellis Center	2	\$631.07	\$1,262.14
DM002022 CT	Cocco	370		\$847.83	Galeria	2	\$631.07	\$1,262.14
DM002022 CT	Cocco	375		\$847.83	Eastgate	1	\$631.07	\$631.07
DM002022 CT	Cocco	375		\$847.83	Ellis Center	1	\$631.07	\$631.07
DM002022 CT	Cocco	385		\$847.83	Eastgate	1	\$631.07	\$631.07
DM002022 CT	Cocco	390		\$847.83	Eastgate	1	\$631.07	\$631.07
DM002022 CT	Cocco	390		\$847.83	Ellis Center	1	\$631.07	\$631.07

Last Sale and Stock by Style, Item and Store

	7.	6.1	637	D I C . I	Cit		Creat V
Style	Item	Color	Size	Date Last Sale	Total	1593	Stock
		0 1		0400004	Total	1393	
	1594	Camel	02-Small	6/12/2001	North Mall		714
					AND REAL PROPERTY AND ADDRESS OF THE PARTY O	1594	
		01	00 14-11	4.4/4.4/0004	Total	1374	\ \
	1595	Camel	03-Medium	14/11/2001	North Mall		
					Total	1595	
	****	A 2000	0.41	0014410004	Total	1373	
	1596	Camel	04-Large	23/11/2001	North Mall		17
					Total	1596	
						1570	
				Total 10	07C		
10251							
	854	Black	06	23/11/2001			
					North Mall		
					Total	854	
	855	Black	07	28/10/2001			
					North Mall		
					Total	855	
	856	Black	08	28/10/2001			
					North Mall		
					Total	856	
	857	Black	09	28/10/2001			
					North Mall		
					Total	857	
	858	Black	10	28/10/2001			
					North Mall		
					Total	858	
				Total 10	251		
10252							
. Ozoz	2504	Plack	06	26/12/2001			
	3594	Black	00	20/12/2001	North Mall		
					Total	3594	
	2505	Disale	0.7	. 0/42/2004	Total	3594	
	3595	Black	07	9/12/2001		3594	
	3595	Black	07	9/12/2001	North Mall	N=====	
						3594	
	3595 3596	Black Black	07	9/12/2001	North Mall Total	N=====	
					North Mall Total North Mall	3595	
	3596	Black	08	9/12/2001	North Mall Total	N=====	
					North Mall Total North Mall Total	3595	
	3596	Black	08	9/12/2001	North Mall Total North Mall Total North Mall	3595 3596	
	3596 3597	Black Black	08	9/12/2001	North Mall Total North Mall Total	3595	
	3596	Black	08	9/12/2001	North Mall Total North Mall Total North Mall Total	3595 3596	
	3596 3597	Black Black	08	9/12/2001	North Mall Total North Mall Total North Mall Total North Mall	3595 3596 3597	
	3596 3597 3598	Black Black Black	08 09 10	9/12/2001 9/12/2001 9/12/2001	North Mall Total North Mall Total North Mall Total	3595 3596	
	3596 3597	Black Black	08	9/12/2001	North Mall Total North Mall Total North Mall Total North Mall	3595 3596 3597	