

## Inventory Optimization Reports

**XpertMart.**  
Smarter Retail.



## Lost Sales Report

Item #	Store	Stock	Min.		Sale Price	Potential Sale
<b>Athletic Yoga Pant</b>						
<b>Athletic Yoga Pant</b>	-			<b>S</b>		
192	1	0	4		\$630.00	\$2,520.00
<b>Athletic Yoga Pant</b>	-			<b>L</b>		
194	1	0	2		\$630.00	\$1,260.00
<b>Athletic Yoga Pant</b>	-			<b>XL</b>		
195	1	0	3		\$630.00	\$1,890.00
<b>Bathing Suit</b>						
<b>Bathing Suit</b>	-			<b>L</b>		
122	1	0	5		\$425.45	\$2,127.27
<b>Beach Hat</b>						
<b>Beach Hat</b>	-			<b>XL</b>		
155	1	0	2		\$237.27	\$474.55
<b>Bikini</b>						
<b>Bikini</b>	-			<b>S</b>		
208	1	0	8		\$171.82	\$1,374.55
<b>Bikini</b>	-			<b>M</b>		
209	1	0	8		\$171.82	\$1,374.55
<b>Body Suit</b>						
<b>Body Suit</b>	-			<b>S</b>		
204	1	0	8		\$171.82	\$1,374.55
<b>Body Suit</b>	-			<b>M</b>		
205	1	0	11		\$171.82	\$1,890.00
<b>Body Suit</b>	-			<b>XL</b>		
207	1	0	11		\$171.82	\$1,890.00
<b>Bustier Top</b>						
<b>Bustier Top</b>	-			<b>M</b>		
197	1	0	5		\$703.64	\$3,518.18
<b>Chemise</b>						
<b>Chemise</b>	-			<b>L</b>		
66	1	0	5		\$155.45	\$777.27
<b>Chemise</b>	-			<b>XL</b>		
67	1	0	8		\$155.45	\$1,243.64
<b>Crinkle Silk Blouse</b>						
<b>Crinkle Silk Blouse</b>	-			<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>						
<b>Athletic Yoga Pant</b>		-				
192	1	0	4	4	\$630.00	\$2,520.00
<b>Athletic Yoga Pant</b>		-				
193	1	1	2	1	\$630.00	\$630.00
<b>Athletic Yoga Pant</b>		-				
194	1	0	2	2	\$630.00	\$1,260.00
<b>Athletic Yoga Pant</b>		-				
195	1	0	3	3	\$630.00	\$1,890.00
<b>Bathing Suit</b>						
<b>Bathing Suit</b>		-				
122	1	0	5	5	\$425.45	\$2,127.27
<b>Beach Hat</b>						
<b>Beach Hat</b>		-				
155	1	0	2	2	\$237.27	\$474.55
<b>Bermuda Shorts</b>						
<b>Bermuda Shorts</b>		-				
248	1	1	13	12	\$188.18	\$2,258.18
<b>Bermuda Shorts</b>		-				
249	1	1	2	1	\$188.18	\$188.18
<b>Bikini</b>						
<b>Bikini</b>		-				
208	1	0	8	8	\$171.82	\$1,374.55
<b>Bikini</b>		-				
209	1	0	8	8	\$171.82	\$1,374.55
<b>Bikini</b>		-				
210	1	1	7	6	\$171.82	\$1,030.91
<b>Bikini</b>		-				
211	1	1	7	6	\$171.82	\$1,030.91
<b>Body Suit</b>						
<b>Body Suit</b>		-				
204	1	0	8	8	\$171.82	\$1,374.55
<b>Body Suit</b>		-				
205	1	0	11	11	\$171.82	\$1,890.00
<b>Body Suit</b>		-				
206	1	2	8	6	\$171.82	\$1,030.91
<b>Body Suit</b>		-				
207	1	0	11	11	\$171.82	\$1,890.00
<b>Boxers</b>						
<b>Boxers</b>		-				
224	1	8	17	9	\$122.73	\$1,104.55
<b>Boxers</b>		-				
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>						
<b>Acid-Wash Jeans</b>		-		<b>8</b>		
308	1	22	3	19	\$32.00	\$608.00
<b>Aruba Shirt</b>						
<b>Aruba Shirt</b>		-		<b>M</b>		
328	1	7	2	5	\$34.44	\$172.20
<b>Aruba Shirt</b>		-		<b>L</b>		
329	1	8	2	6	\$34.44	\$206.64
<b>Aruba Shirt</b>		-		<b>XL</b>		
330	1	6	4	2	\$34.44	\$68.88
<b>Baby Tank Top</b>						
<b>Baby Tank Top</b>		-		<b>S</b>		
76	1	3	2	1	\$178.00	\$178.00
<b>Baby Tank Top</b>		-		<b>M</b>		
77	1	4	1	3	\$178.00	\$534.00
<b>Baby Tank Top</b>		-		<b>XL</b>		
79	1	3	2	1	\$178.00	\$178.00
<b>Backpack</b>						
<b>Backpack</b>		-		<b>M</b>		
157	1	4	1	3	\$155.00	\$465.00
<b>Backpack</b>		-		<b>L</b>		
158	1	3	1	2	\$155.00	\$310.00
<b>Bathing Suit</b>						
<b>Bathing Suit</b>		-		<b>M</b>		
121	1	4	1	3	\$169.00	\$507.00
<b>Bathing Suit</b>		-		<b>XL</b>		
123	1	4	1	3	\$169.00	\$507.00
<b>Beach Hat</b>						
<b>Beach Hat</b>		-		<b>M</b>		
153	1	3	1	2	\$93.00	\$186.00
<b>Beanie Cap</b>						
<b>Beanie Cap</b>		-		<b>XL</b>		
167	1	4	1	3	\$149.00	\$447.00
<b>Boxers</b>						
<b>Boxers</b>		-		<b>M</b>		
225	1	15	10	5	\$49.00	\$245.00
<b>Bustier Top</b>						
<b>Bustier Top</b>		-		<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

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

Order

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

Archivo: PercentStagnantInventoryInvestment.rpt



## Overstocked Inventory as % of Understocked Inventory

Store: 1 AP BT Airport Boutique

Items Overstocked	Items Understocked	Cost Overstocked	Cost Understocked	%
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	%
<u>2,125</u>	<u>2,220</u>	<u>\$114,586.46</u>	<u>\$101,482.60</u>	<u>88.56%</u>

*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

# Items with Stock but No Sales

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

DM002022 CT					Quant.	18	Total Cost	\$11,359.26
Style	Color	Size	Sec Size	Price	Store	Stock	Cost	Total Cost
DM002022 CT	Cocco	360		\$847.83	Ellis Center	2	\$631.07	\$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

Style	Item	Color	Size	Date Last Sale	Store	Stock
					<b>Total</b>	<b>1593</b>
						<b>2</b>
	1594	Camel	02-Small	6/12/2001	North Mall	0
					<b>Total</b>	<b>1594</b>
						<b>0</b>
	1595	Camel	03-Medium	14/11/2001	North Mall	0
					<b>Total</b>	<b>1595</b>
						<b>0</b>
	1596	Camel	04-Large	23/11/2001	North Mall	0
					<b>Total</b>	<b>1596</b>
						<b>0</b>
					<b>Total</b>	<b>1007C</b>
						<b>2</b>
<b>10251</b>						
	854	Black	06	23/11/2001	North Mall	1
					<b>Total</b>	<b>854</b>
						<b>1</b>
	855	Black	07	28/10/2001	North Mall	1
					<b>Total</b>	<b>855</b>
						<b>1</b>
	856	Black	08	28/10/2001	North Mall	1
					<b>Total</b>	<b>856</b>
						<b>1</b>
	857	Black	09	28/10/2001	North Mall	2
					<b>Total</b>	<b>857</b>
						<b>2</b>
	858	Black	10	28/10/2001	North Mall	0
					<b>Total</b>	<b>858</b>
						<b>0</b>
					<b>Total</b>	<b>10251</b>
						<b>5</b>
<b>10252</b>						
	3594	Black	06	26/12/2001	North Mall	1
					<b>Total</b>	<b>3594</b>
						<b>1</b>
	3595	Black	07	9/12/2001	North Mall	2
					<b>Total</b>	<b>3595</b>
						<b>2</b>
	3596	Black	08	9/12/2001	North Mall	3
					<b>Total</b>	<b>3596</b>
						<b>3</b>
	3597	Black	09	9/12/2001	North Mall	3
					<b>Total</b>	<b>3597</b>
						<b>3</b>
	3598	Black	10	9/12/2001	North Mall	1
					<b>Total</b>	<b>3598</b>
						<b>1</b>
	3599	Silver	06	9/12/2001		