

INVENTORY OPTIMIZATIO



Lost Sales Report

Item #	Store	Stock	Min.		Sale Price	Potential Sale
Athletic Yoga Pant						
<i>Athletic Yoga Pant</i>	-	-		S		
192	1	0	4		\$630.00	\$2,520.00
<i>Athletic Yoga Pant</i>	-	-		L		
194	1	0	2		\$630.00	\$1,260.00
<i>Athletic Yoga Pant</i>	-	-		XL		
195	1	0	3		\$630.00	\$1,890.00
Bathing Suit						
<i>Bathing Suit</i>	-	-		L		
122	1	0	5		\$425.45	\$2,127.27
Beach Hat						
<i>Beach Hat</i>	-	-		XL		
155	1	0	2		\$237.27	\$474.55
Bikini						
<i>Bikini</i>	-	-		S		
208	1	0	8		\$171.82	\$1,374.55
<i>Bikini</i>	-	-		M		
209	1	0	8		\$171.82	\$1,374.55
Body Suit						
<i>Body Suit</i>	-	-		S		
204	1	0	8		\$171.82	\$1,374.55
<i>Body Suit</i>	-	-		M		
205	1	0	11		\$171.82	\$1,890.00
<i>Body Suit</i>	-	-		XL		
207	1	0	11		\$171.82	\$1,890.00
Bustier Top						
<i>Bustier Top</i>	-	-		M		
197	1	0	5		\$703.64	\$3,518.18
Chemise						
<i>Chemise</i>	-	-		L		
66	1	0	5		\$155.45	\$777.27
<i>Chemise</i>	-	-		XL		
67	1	0	8		\$155.45	\$1,243.64
Crinkle Silk Blouse						
<i>Crinkle Silk Blouse</i>	-	-		S		
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
Athletic Yoga Pant						
<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
Bathing Suit						
<i>Bathing Suit</i>		-				
122	1	0	5	5	\$425.45	\$2,127.27
Beach Hat						
<i>Beach Hat</i>		-				
155	1	0	2	2	\$237.27	\$474.55
Bermuda Shorts						
<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
Bikini						
<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
Body Suit						
<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
Boxers						
<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
Acid-Wash Jeans						
<i>Acid-Wash Jeans</i> - 8						
308	1	22	3	19	\$32.00	\$608.00
Aruba Shirt						
<i>Aruba Shirt</i> - M						
328	1	7	2	5	\$34.44	\$172.20
<i>Aruba Shirt</i> - L						
329	1	8	2	6	\$34.44	\$206.64
<i>Aruba Shirt</i> - XL						
330	1	6	4	2	\$34.44	\$68.88
Baby Tank Top						
<i>Baby Tank Top</i> - S						
76	1	3	2	1	\$178.00	\$178.00
<i>Baby Tank Top</i> - M						
77	1	4	1	3	\$178.00	\$534.00
<i>Baby Tank Top</i> - XL						
79	1	3	2	1	\$178.00	\$178.00
Backpack						
<i>Backpack</i> - M						
157	1	4	1	3	\$155.00	\$465.00
<i>Backpack</i> - L						
158	1	3	1	2	\$155.00	\$310.00
Bathing Suit						
<i>Bathing Suit</i> - M						
121	1	4	1	3	\$169.00	\$507.00
<i>Bathing Suit</i> - XL						
123	1	4	1	3	\$169.00	\$507.00
Beach Hat						
<i>Beach Hat</i> - M						
153	1	3	1	2	\$93.00	\$186.00
Beanie Cap						
<i>Beanie Cap</i> - XL						
167	1	4	1	3	\$149.00	\$447.00
Boxers						
<i>Boxers</i> - M						
225	1	15	10	5	\$49.00	\$245.00
Bustier Top						
<i>Bustier Top</i> - L						
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	Items	Cost	Cost	
	Overstocked	Understocked	Overstocked	Understocked	%
	569	2220	\$29,356.46	\$101,482.60	28.93%

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	%
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 (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
					Total	
					Total 1593	2
	1594	Camel	02-Small	6/12/2001	North Mall	0
					Total 1594	0
	1595	Camel	03-Medium	14/11/2001	North Mall	0
					Total 1595	0
	1596	Camel	04-Large	23/11/2001	North Mall	0
					Total 1596	0
				Total	1007C	2
10251						
	854	Black	06	23/11/2001	North Mall	1
					Total 854	1
	855	Black	07	28/10/2001	North Mall	1
					Total 855	1
	856	Black	08	28/10/2001	North Mall	1
					Total 856	1
	857	Black	09	28/10/2001	North Mall	2
					Total 857	2
	858	Black	10	28/10/2001	North Mall	0
					Total 858	0
				Total	10251	5
10252						
	3594	Black	06	26/12/2001	North Mall	1
					Total 3594	1
	3595	Black	07	9/12/2001	North Mall	2
					Total 3595	2
	3596	Black	08	9/12/2001	North Mall	3
					Total 3596	3
	3597	Black	09	9/12/2001	North Mall	3
					Total 3597	3
	3598	Black	10	9/12/2001	North Mall	1
					Total 3598	1
	3599	Silver	06	9/12/2001		