Open-to-Buy Final Exam

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Part B.

1. Open to buy for each month

For Feb.	For Mar.	For Apr.	For May	For June	For July
300,000	200,000	300,000	200,000	400,000	250,000
+20,000	+26,000	+31,000	+17,000	+46,000	+50,000
+200,000	+80,000	+110,00	+90,000	+210,000	+70,000
=520,000	=306,000	=441,000	=307,000	=656,000	=370,000
-160,000	-200,000	-80,000	-110,000	-90,000	-210,000
=360,000	=106,000	=361,000	=197,000	=566,000	=160,000
-125,000	-15,000	-145,000	-35,000	-170,000	-24,000
A. =235,000	**=91,000**	**=216,000**	**=162,000**	**=396,000**	**=136,000 (Retail)**
/2	/2	/2	/2	/2	/2
A. =117,500	**=45,500**	**=108,000**	**=81,000**	**=396,000**	**=68,000 (Cost)**

2. Average monthly Sales

1,650,000 / 6 = **275,000**

3. Average monthly on order

514,000 / 6 = **85,666.67 (85,666.66)**

4.Mark down % for each month

Feb. 8,000 / 300,000 = 2.6% (0.0266)

Mar.12,000 / 200,000 = 6% (0.06)

Apr. 4,000 / 300,000 = 1.3% (0.0133)

May 3,000 / 200,000 = 1.5% (0.015)

June 18,000 / 40,000 = 4.5% (0.45)

July 25,000 / 200,000 = 12.5% (0.125)

Part C

1. 1,650,000 / 0.062 = **102,300 (planned sales)**

    102,300 + 1,650,000 = 1,752,300

2.