***Open to Buy***



Derian Pryce

Hugo Rodriguez

Ulugbek Zohirov

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# ***Company******Bios***



Derian Pryce is a Psychoanalyst who graduated from New York City College of Technology with a baccalaureate degree in Business and Technology of Fashion. He was in charge of the target market, V.A.L.S and the organization of the brand direction of Tres Galant. Teaming up with Ulugbek Zohirov and Hugo to bring the best product to your doorstep.



Ulugbek Zohirov is a Marketing Researcher who graduated from the New York City College of Technology with a Baccalaureate degree in Business and Fashion Technology. In this Tres Galant project, he worked on Part B and C of the project and also created the SKU. Ulugbek also teamed up with Derian Pryce and Hugo Rodriguez to finish up rest of the project.

A person wearing glasses

Description automatically generated

Hugo Rodriguez is a fashion marketer who graduated From the NYC College of technology. He graduated with a bachelor’s in business and technology of fashion. A small time designer and creative director. He worked on bringing the designs and fabrics as well as colors to the project.

# 

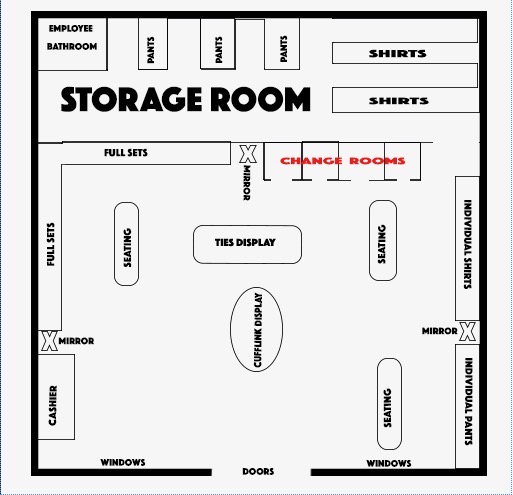
# ***Abstract***

For our products we believe the garments are best suited for People who are ready to accept any change in the society and they are ready to adapt to it. The products are mostly ready to wear suits for people who wear them daily. our products will be catered to creating an optimal experience for any thinker that wants to buy our suits. The materials that will be used will serve more than just the purpose of style. They will be adaptable to the environment that is currently suited for the consumer, examples of this are but not limited to (Waterproofing, Abrasion resistance and Wrinkle resistance) just to name a few. This will ensure that our customer will get exactly what they need to tackle any situation and feel like they made the right decision when buying a product from our store.

# ***Store front***



# ***Store Layout***



Store Location: 330 W Broadway, New York, NY 10013

# ***Target Market / Brand Values***

Our projected consumer characteristics are best represented by the Thinkers category of the VALS system. These individuals are Moderately active in their community and politics. Leisure activities center on home values, education & travel. These individuals tend to be health conscious and politically moderate/tolerant. There is no doubt that the thinker group is mature, open minded and intrinsically motivated. These individuals are looking for value and durability in their products whether it's at home or for their daily adventures. Our brand Tres Galant encapsulates that ideology with our love for resistant materials and classic colors that keeps every wardrobe equipped to handle daily tasks and the occasional large event. This level of diversity and effectiveness often comes with a price that any true thinker has already considered. The Thinkers are an above average consumer of products and have the resources to facilitate any adjustment or need they want fulfilled.

￼ Our brand is catered to the well-educated professional likely in the ages 35-62 categorized as the young professionals and the seasoned veterans of the workforce. These are the individuals likely to be looking to get an edge of the competition, so they are actively looking for reliable ways to maintain their prime efficiency. We carry a variety of suits that are fit for any task imaginable. Our suits are unisex but are tailored toward men. They come in a variety of colors to match any occasion some of which being Thulian which is a rosy color for that Thinker that wants to shine just a little brighter than the average person and Carnation which is a pastel pink nice for an outing in the day time that is casual but not too casual for you to choose more lax clothing. Tres Galant can provide you with the optimal attire for any and every situation

# ***Sketches***

The following images are the sketches for the products that Tres Galant will be selling for the Spring 2021. With the sketches Tres Galant also included the types of fabric they will be using for the product and also the description of each product

A picture containing text, whiteboard, drawing

Description automatically generated



***Figure 1***: is a pinstripe business suit made with worsted fabric, includes all pieces that come with a suit including jacket, pants, vest and cotton shirt.

A close up of a whiteboard

Description automatically generated



***Figure 2***: is a Peat coat that provides more than enough warmth. Being insulated with faux fur

A close up of text on a whiteboard

Description automatically generated

***Figure 3:*** is the traditional tuxedo built for any occasion, whether it’s a formal gathering or a wedding. The traditional tuxedo is made with cotton.

A close up of a whiteboard

Description automatically generated

***Figure 4:*** is a summer suit, made from light breathable fabric such as silk. Easily on of the most stylish options for the summer seasons.

A close up of text on a whiteboard

Description automatically generated

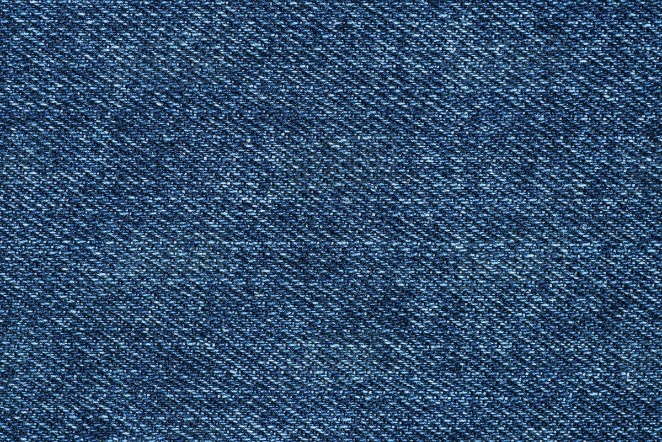
***Figure 5:*** is a new take on the kimono, offered in either silk or satin, it offers a different look from the traditional low thread count suit.

A close up of text on a whiteboard

Description automatically generated

***Figure 6:*** is a style we call golfer, with it being the most versatile outfit style for the summer season, comes in either cotton fabric, silk, satin and fleece.

A close up of text on a whiteboard

Description automatically generated

***Figure 7***: is a denim suit. Everything a traditional cotton suit is made for, but a more rugged denim look and feel. Made from denim cotton.

A close up of text on a whiteboard

Description automatically generated

***Figure 8***: is what we can a tech suit, being the most useful without compromising style and look. Made from a cotton nylon blend for durability and comfort.

A close up of text on a whiteboard

Description automatically generated

***Figure 9:*** is a new design. A one-piece satin/silk suit.

# ***Suit Sizes***

Tres Galant included the US men’s sizes in the SKU to give a better idea of which sizes was ordered. The sizes that was ordered for each product was decided by the most purchased sizes for each product. In the next chart Tres Galant will go in depth of the US sizes and to show what products most suits the customers.

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| *US size* | *Chest Measurement*  *(inches)* | *Waist measurement*  *(inches)* | *Shoulder width*  *(inches)* | *Sleeve length*  *(inches)* |
| 40 | 40 | 34 | 19 | 18.5 |
| 42 | 42 | 36 | 19.5 | 18.75 |
| 44 | 44 | 38 | 20 | 19 |
| 46 | 46 | 40 | 20.5 | 19.5 |
| 48 | 48 | 42 | 21 | 20 |
| 50 | 50 | 44 | 21.5 | 20.5 |

# ***Colors***

These are the colors that Tres Galant chose for the products that was ordered with the money received. The colors were chosen based on the Spring 2021 trends. Then the following colors were divided into each month according to the trend for the specific month

|  |  |  |
| --- | --- | --- |
| Navy Blue | Dark Brown | Black |
| Dark Grey | Charcoal Grey | Tan |
| Light Brown | Camel | Light Blue |
| Bright Blue | Burgundy | Medium Grey |
| Carnation | Thulian |  |

# 

# ***TRES GALANT SKUs***

Tres Galant is well stocked with the merchandise that sells in the brick and mortar store, therefore the overall stocks that are already in the store are valued at $1,236,000.00. As a result, Tres Galant received an additional $6128,000.00 to order more merchandise with new trends for the next 6 months of the Spring season. This amount will help Tres Galant be well stocked for the upcoming holidays, weddings, professional events and etc. To follow up with the money that Tres Galant received, Tres Galant included the monthly spending of the $618,000.00 that also includes monthly charts from February to July. The charts include the sizes, colors, and styles and textile of the products that was ordered with the money they have received.

|  |  |
| --- | --- |
| February | $77,250.00 |
| March | $77,250.00 |
| April | $96,562.50 |
| May | $115,875.00 |
| June | $115,875.00 |
| July | $135,187.50 |
| Total amount for Spring season | $618,000 |

# ***Styles List***

The following is the description of all the products that are included in the SKU for the six-month period for Spring 2021. The description includes the style number, the type of product and also the color of the products that was ordered for each month.

***February***

01234-Wool business suit (navy)

01235-Fleece business suit (charcoal grey)

01236-Cotton casual suit (black)

01237-Pete coat with faux fur (black)

***March***

01238-Linen cocktail suit (burgundy)

01239-Knit cardigan with fleece pants (camel, black)

01240-Spandex polo with fleece pants and jacket (burgundy, charcoal grey)

01241-Worsted suit (dark grey)

***April***

01242-Cashmere suit (light blue)

01243-Polyester jacket (tan)

01244-Knit polo shirt (carnation)

01245-Cotton golfers (every color)

01246-Linen golfers (every color)

***May***

01237-Satin polos (bright blue)

01248-Cotton tuxedos (black/white)

01249-Velvet suit (thulian)

01250-Cotton short sleeved polo (black)

01251-cashmere cardigan (camel)

01252-fleece tech suit (every color)

***June***

01253-Satin suits (light blue)

01254-Silk suit (carnation)

01255-Silk Cuban button down (bright blue)

01256-Satin polo (camel)

01257-Satin one-piece suit/jumper (carnation)

01258-Floral silk suit (every color)

***July***

01259-Silk kimono (every color)

01260-Silk golfers (every color)

01261-Satin shorts (every color)

01262-Satin/silk vests (every color)

01263- jersey suit (every color)

01264- jersey polo (every color)

01265- jersey shorts (every color)

# ***SKU Chart***

The following charts are the SKU charts that Tres Galant created to go in depth to explain the products that was ordered for Spring 2021 with the $618,000.00 that they have received. The charts include the Style numbers, color of the products, the sizes along with the season for which they have ordered. The SKU chart also include the SKU number to keep tracks of the products sold and also the number of products that was ordered for each month from February to July.

## ***February***

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| **Style #** | **Color #** | **Season** | **US Size** | **SKU** | **IRN** |
| 01234 | Navy Blue 111 | Spring 2021 | 40 | 01234-111-S21-40 | 001 |
| 01234 | Navy Blue 111 | Spring 2021 | 42 | 01234-111-S21-42 | 002 |
| 01234 | Navy Blue 111 | Spring 2021 | 44 | 01234-111-S21-44 | 003 |
| 01234 | Navy Blue 111 | Spring 2021 | 46 | 01234-111-S21-46 | 004 |
| 01234 | Navy Blue 111 | Spring 2021 | 48 | 01234-111-S21-48 | 005 |
| 01234 | Navy Blue 111 | Spring 2021 | 50 | 01234-111-S21-50 | 006 |
| 01235 | Black 121 | Spring 2021 | 40 | 01235-121-S21-40 | 007 |
| 01235 | Black 121 | Spring 2021 | 42 | 01235-121-S21-42 | 008 |
| 01235 | Black 121 | Spring 2021 | 44 | 01235-121-S21-44 | 009 |
| 01235 | Black 121 | Spring 2021 | 46 | 01235-121-S21-46 | 010 |
| 01235 | Black 121 | Spring 2021 | 48 | 01235-121-S21-48 | 011 |
| 01235 | Black 121 | Spring 2021 | 50 | 01235-121-S21-50 | 012 |
| 01236 | Dark Grey 112 | Spring 2021 | 40 | 01236-112-S21-40 | 013 |
| 01236 | Dark Grey 112 | Spring 2021 | 42 | 01236-112-S21-42 | 014 |
| 01236 | Dark Grey 112 | Spring 2021 | 44 | 01236-112-S21-44 | 015 |
| 01236 | Dark Grey 112 | Spring 2021 | 46 | 01236-112-S21-46 | 016 |
| 01236 | Dark Grey 112 | Spring 2021 | 48 | 01236-112-S21-48 | 017 |
| 01236 | Dark Grey 112 | Spring 2021 | 50 | 01236-112-S21-50 | 018 |
| 01237 | Burgundy 211 | Spring 2021 | 40 | 01237-211-S21-40 | 019 |
| 01237 | Burgundy 211 | Spring 2021 | 42 | 01237-211-S21-42 | 020 |
| 01237 | Burgundy 211 | Spring 2021 | 44 | 01237-211-S21-44 | 021 |
| 01237 | Burgundy 211 | Spring 2021 | 46 | 01237-211-S21-46 | 022 |
| 01237 | Burgundy 211 | Spring 2021 | 48 | 01237-211-S21-48 | 023 |
| 01237 | Burgundy 211 | Spring 2021 | 50 | 01237-211-S21-48 | 024 |

## ***March***

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| **Style #** | **Color #** | **Season** | **Size** | **SKU** | **IRN** |
| 01238 | Black 012 | Spring 2021 | 40 | 01238-012-S21-40 | 001 |
| 01238 | Black 012 | Spring 2021 | 42 | 01238-012-S21-42 | 002 |
| 01238 | Black 012 | Spring 2021 | 44 | 01238-012-S21-44 | 003 |
| 01238 | Black 012 | Spring 2021 | 46 | 01238-012-S21-46 | 004 |
| 01238 | Black 012 | Spring 2021 | 48 | 01238-012-S21-48 | 005 |
| 01238 | Black 012 | Spring 2021 | 50 | 01238-012-S21-50 | 006 |
| 01239 | Charcoal Grey 023 | Spring 2021 | 40 | 01239-023-S21-40 | 007 |
| 01239 | Charcoal Grey 023 | Spring 2021 | 42 | 01239-023-S21-42 | 008 |
| 01239 | Charcoal Grey 023 | Spring 2021 | 44 | 01239-023-S21-44 | 009 |
| 01239 | Charcoal Grey 023 | Spring 2021 | 46 | 01239-023-S21-46 | 010 |
| 01239 | Charcoal Grey 023 | Spring 2021 | 48 | 01239-023-S21-48 | 011 |
| 01239 | Charcoal Grey 023 | Spring 2021 | 50 | 01240-023-S21-50 | 012 |
| 01240 | Navy Blue 022 | Spring 2021 | 40 | 01240-022-S21-40 | 013 |
| 01240 | Navy Blue 022 | Spring 2021 | 42 | 01240-022-S21-42 | 014 |
| 01240 | Navy Blue 022 | Spring 2021 | 44 | 01240-022-S21-44 | 015 |
| 01240 | Navy Blue 022 | Spring 2021 | 46 | 01240-022-S21-46 | 016 |
| 01240 | Navy Blue 022 | Spring 2021 | 48 | 01240-022-S21-48 | 017 |
| 01240 | Navy Blue 022 | Spring 2021 | 50 | 01240-022-S21-50 | 018 |
| 01241 | Dark Brown 023 | Spring 2021 | 40 | 01241-023-S21-40 | 019 |
| 01241 | Dark Brown 023 | Spring 2021 | 42 | 01241-023-S21-42 | 020 |
| 01241 | Dark Brown 023 | Spring 2021 | 44 | 01241-023-S21-44 | 021 |
| 01241 | Dark Brown 023 | Spring 2021 | 46 | 01241-023-S21-46 | 022 |
| 01241 | Dark Brown 023 | Spring 2021 | 48 | 01241-023-S21-48 | 023 |
| 01241 | Dark Brown 023 | Spring 2021 | 50 | 01241-023-S21-50 | 024 |

## ***April***

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| **Style #** | **Color #** | **Season** | **Size** | **SKU** | **IRN** |
| 01242 | Black 001 | Spring 2021 | 40 | 01242-001-S21-40 | 001 |
| 01242 | Black 001 | Spring 2021 | 42 | 01242-001-S21-42 | 002 |
| 01242 | Black 001 | Spring 2021 | 44 | 01242-001-S21-44 | 003 |
| 01242 | Black 001 | Spring 2021 | 46 | 01242-001-S21-46 | 004 |
| 01242 | Black 001 | Spring 2021 | 48 | 01242-001-S21-48 | 005 |
| 01242 | Black 001 | Spring 2021 | 50 | 01242-001-S21-50 | 006 |
| 01243 | Light Grey 002 | Spring 2021 | 40 | 01243-002-S21-40 | 007 |
| 01243 | Light Grey 002 | Spring 2021 | 42 | 01243-002-S21-42 | 008 |
| 01243 | Light Grey 002 | Spring 2021 | 44 | 01243-002-S21-44 | 009 |
| 01243 | Light Grey 002 | Spring 2021 | 46 | 01243-002-S21-46 | 010 |
| 01243 | Light Grey 002 | Spring 2021 | 48 | 01243-002-S21-48 | 011 |
| 01243 | Light Grey 002 | Spring 2021 | 50 | 01243-002-S21-50 | 012 |
| 01244 | Bright Blue 003 | Spring 2021 | 40 | 01244-003-S21-40 | 013 |
| 01244 | Bright Blue 003 | Spring 2021 | 42 | 01244-003-S21-42 | 014 |
| 01244 | Bright Blue 003 | Spring 2021 | 44 | 01244-003-S21-44 | 015 |
| 01244 | Bright Blue 003 | Spring 2021 | 46 | 01244-003-S21-46 | 016 |
| 01244 | Bright Blue 003 | Spring 2021 | 48 | 01244-003-S21-48 | 017 |
| 01244 | Bright Blue 003 | Spring 2021 | 50 | 01244-003-S21-50 | 018 |
| 01245 | Tan 004 | Spring 2021 | 40 | 01245-004-S21-40 | 019 |
| 01245 | Tan 004 | Spring 2021 | 42 | 01245-004-S21-42 | 020 |
| 01245 | Tan 004 | Spring 2021 | 44 | 01245-004-S21-44 | 021 |
| 01245 | Tan 004 | Spring 2021 | 46 | 01245-004-S21-46 | 022 |
| 01245 | Tan 004 | Spring 2021 | 48 | 01245-004-S21-48 | 023 |
| 01245 | Tan 004 | Spring 2021 | 50 | 01245-004-S21-50 | 024 |
| 01246 | Thulian 005 | Spring 2021 | 40 | 01246-005-S21-40 | 025 |
| 01246 | Thulian 005 | Spring 2021 | 42 | 01246-005-S21-42 | 026 |
| 01246 | Thulian 005 | Spring 2021 | 44 | 01246-005-S21-44 | 026 |
| 01246 | Thulian 005 | Spring 2021 | 46 | 01246-005-S21-46 | 028 |
| 01246 | Thulian 005 | Spring 2021 | 48 | 01246-005-S21-48 | 029 |
| 01246 | Thulian 005 | Spring 2021 | 50 | 01246-005-S21-50 | 030 |

## ***MAY***

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| **Style #** | **Color #** | **Season** | **Size** | **SKU** | **IRN** |
| 01247 | Black 011 | Spring 2021 | 40 | 01247-011-S21-40 | 001 |
| 01247 | Black 011 | Spring 2021 | 42 | 01247-011-S21-42 | 002 |
| 01247 | Black 011 | Spring 2021 | 44 | 01247-011-S21-44 | 003 |
| 01247 | Black 011 | Spring 2021 | 46 | 01247-011-S21-46 | 004 |
| 01247 | Black 011 | Spring 2021 | 48 | 01247-011-S21-48 | 005 |
| 01247 | Black 011 | Spring 2021 | 50 | 01247-011-S21-50 | 006 |
| 01248 | Thulian 022 | Spring 2021 | 40 | 01248-022-S21-40 | 007 |
| 01248 | Thulian 022 | Spring 2021 | 42 | 01248-022-S21-42 | 008 |
| 01248 | Thulian 022 | Spring 2021 | 44 | 01248-022-S21-44 | 009 |
| 01248 | Thulian 022 | Spring 2021 | 46 | 01248-022-S21-46 | 010 |
| 01248 | Thulian 022 | Spring 2021 | 48 | 01248-022-S21-48 | 011 |
| 01248 | Thulian 022 | Spring 2021 | 50 | 01248-022-S21-50 | 012 |
| 01249 | Light Blue 033 | Spring 2021 | 40 | 01249-033-S21-40 | 013 |
| 01249 | Light Blue 033 | Spring 2021 | 42 | 01249-033-S21-42 | 014 |
| 01249 | Light Blue 033 | Spring 2021 | 44 | 01249-033-S21-44 | 015 |
| 01249 | Light Blue 033 | Spring 2021 | 46 | 01249-033-S21-46 | 016 |
| 01249 | Light Blue 033 | Spring 2021 | 48 | 01249-033-S21-48 | 017 |
| 01249 | Light Blue 033 | Spring 2021 | 50 | 012490-033-S21-50 | 018 |
| 01250 | Tan 044 | Spring 2021 | 40 | 01250-044-S21-40 | 019 |
| 01250 | Tan 044 | Spring 2021 | 42 | 01250-044-S21-42 | 020 |
| 01250 | Tan 044 | Spring 2021 | 44 | 01250-044-S21-44 | 021 |
| 01250 | Tan 044 | Spring 2021 | 46 | 01250-044-S21-46 | 022 |
| 01250 | Tan 044 | Spring 2021 | 48 | 01250-044-S21-48 | 023 |
| 01250 | Tan 044 | Spring 2021 | 50 | 01250-044-S21-50 | 024 |
| 01251 | Medium Grey 055 | Spring 2021 | 40 | 01251-055-S21-40 | 025 |
| 01251 | Medium Grey 055 | Spring 2021 | 42 | 01251-055-S21-42 | 026 |
| 01251 | Medium Grey 055 | Spring 2021 | 44 | 01251-055-S21-44 | 027 |
| 01251 | Medium Grey 055 | Spring 2021 | 46 | 01251-055-S21-46 | 028 |
| 01251 | Medium Grey 055 | Spring 2021 | 48 | 01251-055-S21-48 | 029 |
| 01251 | Medium Grey 055 | Spring 2021 | 50 | 01251-055-S21-50 | 030 |
| 01252 | Burgundy 066 | Spring 2021 | 40 | 01252-055-S21-40 | 031 |
| 01252 | Burgundy 066 | Spring 2021 | 42 | 01252-055-S21-42 | 032 |
| 01252 | Burgundy 066 | Spring 2021 | 44 | 01252-055-S21-44 | 033 |
| 01252 | Burgundy 066 | Spring 2021 | 46 | 01252-055-S21-46 | 034 |
| 01252 | Burgundy 066 | Spring 2021 | 48 | 01252-055-S21-48 | 035 |
| 01252 | Burgundy 066 | Spring 2021 | 50 | 01252-055-S21-50 | 036 |

## ***June***

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| **Style #** | **Color #** | **Season** | **Size** | **SKU** | **IRN** |
| 01253 | Black 100 | Spring 2021 | 40 | 01253-100-S21-40 | 001 |
| 01253 | Black 100 | Spring 2021 | 42 | 01253-100-S21-42 | 002 |
| 01253 | Black 100 | Spring 2021 | 44 | 01253-100-S21-44 | 003 |
| 01253 | Black 100 | Spring 2021 | 46 | 01253-100-S21-46 | 004 |
| 01253 | Black 100 | Spring 2021 | 48 | 01253-100-S21-48 | 005 |
| 01253 | Black 100 | Spring 2021 | 50 | 01253-100-S21-50 | 006 |
| 01254 | Carnation 200 | Spring 2021 | 40 | 01254-200-S21-40 | 007 |
| 01254 | Carnation 200 | Spring 2021 | 42 | 01254-200-S21-42 | 008 |
| 01254 | Carnation 200 | Spring 2021 | 44 | 01254-200-S21-44 | 009 |
| 01254 | Carnation 200 | Spring 2021 | 46 | 01254-200-S21-46 | 010 |
| 01254 | Carnation 200 | Spring 2021 | 48 | 01254-200-S21-48 | 011 |
| 01254 | Carnation 200 | Spring 2021 | 50 | 01254-200-S21-50 | 012 |
| 01255 | Bright Blue 300 | Spring 2021 | 40 | 01255-300-S21-40 | 013 |
| 01255 | Bright Blue 300 | Spring 2021 | 42 | 01255-300-S21-42 | 014 |
| 01255 | Bright Blue 300 | Spring 2021 | 44 | 01255-300-S21-44 | 015 |
| 01255 | Bright Blue 300 | Spring 2021 | 46 | 01255-300-S21-46 | 016 |
| 01255 | Bright Blue 300 | Spring 2021 | 48 | 01255-300-S21-48 | 017 |
| 01255 | Bright Blue 300 | Spring 2021 | 50 | 01255-300-S21-50 | 018 |
| 01256 | Light Brown 400 | Spring 2021 | 40 | 01256-400-S21-40 | 019 |
| 01256 | Light Brown 400 | Spring 2021 | 42 | 01256-400-S21-42 | 020 |
| 01256 | Light Brown 400 | Spring 2021 | 44 | 01256-400-S21-44 | 021 |
| 01256 | Light Brown 400 | Spring 2021 | 46 | 01256-400-S21-46 | 022 |
| 01256 | Light Brown 400 | Spring 2021 | 48 | 01256-400-S21-48 | 023 |
| 01256 | Light Brown 400 | Spring 2021 | 50 | 01256-400-S21-50 | 024 |
| 01257 | Navy Blue 500 | Spring 2021 | 40 | 01257-500-S21-40 | 025 |
| 01257 | Navy Blue 500 | Spring 2021 | 42 | 01257-500-S21-42 | 026 |
| 01257 | Navy Blue 500 | Spring 2021 | 44 | 01257-500-S21-44 | 027 |
| 01257 | Navy Blue 500 | Spring 2021 | 46 | 01257-500-S21-46 | 028 |
| 01257 | Navy Blue 500 | Spring 2021 | 48 | 01257-500-S21-48 | 029 |
| 01257 | Navy Blue 500 | Spring 2021 | 50 | 01257-500-S21-50 | 030 |
| 01258 | Tan 600 | Spring 2021 | 40 | 01258-600-S21-40 | 031 |
| 01258 | Tan 600 | Spring 2021 | 42 | 01258-600-S21-42 | 032 |
| 01258 | Tan 600 | Spring 2021 | 44 | 01258-600-S21-44 | 033 |
| 01258 | Tan 600 | Spring 2021 | 46 | 01258-600-S21-46 | 034 |
| 01258 | Tan 600 | Spring 2021 | 48 | 01258-600-S21-48 | 035 |
| 01258 | Tan 600 | Spring 2021 | 50 | 01258-600-S21-50 | 036 |

***July***

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| **Style #** | **Color #** | **Season** | **Size** | **SKU** | **IRN** |
| 01259 | Black 101 | Spring 2021 | 40 | 01259-101-S21-40 | 001 |
| 01259 | Black 101 | Spring 2021 | 42 | 01259-101-S21-42 | 002 |
| 01259 | Black 101 | Spring 2021 | 44 | 01259-101-S21-44 | 003 |
| 01259 | Black 101 | Spring 2021 | 46 | 01259-101-S21-46 | 004 |
| 01259 | Black 101 | Spring 2021 | 48 | 01259-101-S21-48 | 005 |
| 01259 | Black 101 | Spring 2021 | 50 | 01259-101-S21-50 | 006 |
| 01260 | Navy Blue 202 | Spring 2021 | 40 | 01260-202-S21-40 | 007 |
| 01260 | Navy Blue 202 | Spring 2021 | 42 | 01260-202-S21-42 | 008 |
| 01260 | Navy Blue 202 | Spring 2021 | 44 | 01260-202-S21-44 | 009 |
| 01260 | Navy Blue 202 | Spring 2021 | 46 | 01260-202-S21-46 | 010 |
| 01260 | Navy Blue 202 | Spring 2021 | 48 | 01260-202-S21-48 | 011 |
| 01260 | Navy Blue 202 | Spring 2021 | 50 | 01260-202-S21-50 | 012 |
| 01261 | Light Blue 303 | Spring 2021 | 40 | 01261-303-S21-40 | 013 |
| 01261 | Light Blue 303 | Spring 2021 | 42 | 01261-303-S21-42 | 014 |
| 01261 | Light Blue 303 | Spring 2021 | 44 | 01261-303-S21-44 | 015 |
| 01261 | Light Blue 303 | Spring 2021 | 46 | 01261-303-S21-46 | 016 |
| 01261 | Light Blue 303 | Spring 2021 | 48 | 01261-303-S21-48 | 017 |
| 01261 | Light Blue 303 | Spring 2021 | 50 | 01261-303-S21-50 | 018 |
| 01262 | Thulian 404 | Spring 2021 | 40 | 01262-404-S21-40 | 019 |
| 01262 | Thulian 404 | Spring 2021 | 42 | 01262-404-S21-42 | 020 |
| 01262 | Thulian 404 | Spring 2021 | 44 | 01262-404-S21-44 | 021 |
| 01262 | Thulian 404 | Spring 2021 | 46 | 01262-404-S21-46 | 022 |
| 01262 | Thulian 404 | Spring 2021 | 48 | 01262-404-S21-48 | 023 |
| 01262 | Thulian 404 | Spring 2021 | 50 | 01262-404-S21-50 | 024 |
| 01263 | Charcoal Grey 505 | Spring 2021 | 40 | 01263-505-S21-40 | 025 |
| 01263 | Charcoal Grey 505 | Spring 2021 | 42 | 01263-505-S21-42 | 026 |
| 01263 | Charcoal Grey 505 | Spring 2021 | 44 | 01263-505-S21-44 | 027 |
| 01263 | Charcoal Grey 505 | Spring 2021 | 46 | 01263-505-S21-46 | 028 |
| 01263 | Charcoal Grey 505 | Spring 2021 | 48 | 01263-505-S21-48 | 029 |
| 01263 | Charcoal Grey 505 | Spring 2021 | 50 | 01263-505-S21-50 | 030 |
| 01264 | Tan 606 | Spring 2021 | 40 | 01264-606-S21-40 | 031 |
| 01264 | Tan 606 | Spring 2021 | 42 | 01264-606-S21-42 | 032 |
| 01264 | Tan 606 | Spring 2021 | 44 | 01264-606-S21-44 | 033 |
| 01264 | Tan 606 | Spring 2021 | 46 | 01264-606-S21-46 | 034 |
| 01264 | Tan 606 | Spring 2021 | 48 | 01264-606-S21-48 | 035 |
| 01264 | Tan 606 | Spring 2021 | 50 | 01264-606-S21-50 | 036 |
| 01265 | Bright Blue 707 | Spring 2021 | 40 | 01265-606-S21-40 | 037 |
| 01265 | Bright Blue 707 | Spring 2021 | 42 | 01265-606-S21-42 | 038 |
| 01265 | Bright Blue 707 | Spring 2021 | 44 | 01265-606-S21-44 | 039 |
| 01265 | Bright Blue 707 | Spring 2021 | 46 | 01265-606-S21-46 | 040 |
| 01265 | Bright Blue 707 | Spring 2021 | 48 | 01265-606-S21-48 | 041 |
| 01265 | Bright Blue 707 | Spring 2021 | 50 | 01265-606-S21-50 | 042 |

# ***Manufacturing***

Tres Galant uses only the finest wool from around the world and works exclusively with Merino sheep farms when constructing our wool suits. Every year the sheep are shorn, and the fleeces are washed. The different areas of the fleece are classified into different qualities and grades of fiber. The next process is to turn the newly washed (scoured) wool into a yarn that can be woven within a loom. State of the art spinning machines draw the fibers together and spin the wool into various thickness of yarn At Tres Galant the experienced design team produce exclusive collections every season. This is done by creating various colors and designs with the use of a CAD (computer aided design) system which is linked directly with the pattern looms to produce the varying colors and styles that the customer can select. Once a customer has placed an order on a design the yarn goes through various production processes. Tres Galant uses within its production factory several state-of-the-art Karl Meyer warping machine. The threads of yarn in the vertical direction in the cloth (warp) are placed onto a beam of various lengths and density which are then prepared for weaving. Tres Galant use only the very best Dornier rapier looms from Zürich, Switzerland and it is this process in which the horizontal threads (picks) are inserted using the age old process of woven fabrics, shedding, picking and beating, at this very point the fundamental principal of turning yarn into a woven fabric is completed. Fabrics can have all types of varying construction, plain weave, 2 x 2 twill as warp threads pass over and under the weft threads at varying intervals of construction. The woven fabric is collected onto a beam at the front of the loom. Once the woven fabric is removed from the loom, it is then carefully inspected inch by inch on the face and back of the cloth for any faults or broken threads that could have happened during weaving. These highly skilled staff carefully mend any flaws in the cloth which can take up to 12 hours per piece length. The fabric is then washed and pressed into the finished article you see in a suit in store, although there are many other processes which can be applied to fabrics at this stage including, water proofing (Teflon) and atmospheric setting of the fabric so it does not shrink. Our manufactures use the very latest technology in finishing processes to ensure the very highest of standards are achieved. After finishing the fabric is then fully inspected again inch by inch by our quality control team to ensure the customer is going to receive cloth of the very highest standard. It is not until these fabrics have passed all levels of our quality control that they will then be ready for final dispatch to the customer.

***Part B* of the Open to Buy Project**

Using the figures provided you will calculate the following for the Tres Galant.

|  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- |
|  | Planned Sales | On Oder | Employee Discount | MD$ | Shortage | EOM | BOM |
| Feb. | $300,000 | $125,000 | 2% | $8,000 | 2% | $200,000 | $160,000 |
| Mar. | $200,000 | $15,000 | 3% | $12,000 | 4% | $80,000 | $200,000 |
| Apr | $300,000 | $145,000 | 4% | $4,000 | 5% | $110,000 | $80,000 |
| May | $200,000 | $35,000 | 0% | $3,000 | 7% | $90,000 | $110,000 |
| June | $400,000 | $170,000 | 5% | $18,000 | 2% | $210,000 | $90,000 |
| July | $250,000 | $24,000 | 7% | $25,000 | 3% | $70,000 | $210,000 |

|  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- |
|  | Planned Sales | On order | Employee Discount | MD$ | Shortage | EOM | BOM |
| Feb. | $300,000 | $125,000 | 2% | $8,000 | 2% | $200,000 | $160,000 |

**B1**. **Open to buy for each month**

Planned sales 300,000

+ Planned Reductions 20,000 (Emp Dis (2%) + Markdown $8,000)

+Shortage (2%) =$20,000

0.02 X’s 300,000= $6,000

8,000

0.02 X’s 300,000 =$6,000

6,000+8,000+6,000=$20,000

+Planned EOM Stock 200,000

=Total monthly needs 520,000

-BOM Stock 160,000

=Planned purchase 360,000

-Merchandise on order 125,000

=Open to buy (At Retail) 235,000

**B2. Average monthly sales**

Monthly Planned Sales/ The Number of months.

(300,000+200,000+300,000+200,000+400,000+250,000)/ (6)

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

**B3**. **Average monthly on order**

All Merchandise on order/Number of months

(125,000+15,000+145,000+35,000+170,000+24,000)/ (6)

514,000/6= $85,667

**B4**. **Markdown % for each month**

8,000/300,000 x (100) = 2.67%

|  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- |
|  | Planned Sales | On order | Employee Discount | MD$ | Shortage | EOM | BOM |
| March | $200,000 | $15,000 | 3% | $12,000 | 4% | $80,000 | $200,000 |

**B1. Open to buy for each month**

Planned sales 200,000

+ Planned Reductions 26,000(Emp. Dis. (3%) + Markdown $12,000)

+Shortage (4%) =$26,000

0.03 X’s 200,000=$6,000

12,000

0.04 X’s 200,000=$8,000

6,000+12,000+8,000=$26,000

+Planned EOM Stock 80,000

=Total monthly needs 306,000

-BOM Stock 200,000

=Planned purchase 106,000

-Merchandise on order 15,000

=Open to buy (At Retail) 91,000

**B2. Average monthly sales**

Monthly Planned Sales/ The Number of months.

(300,000+200,000+300,000+200,000+400,000+250,000)/ (6)

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

**B3**. **Average monthly on order**

All Merchandise on order/Number of months

(125,000+15,000+145,000+35,000+170,000+24,000)/ (6)

514,000/6= $85,667

**B4. Markdown % for each month**

Markdown / Planned Sales

12,000/200,000 = 0.06 x (100) =6%

|  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- |
|  | Planned Sales | On order | Employee Discount | MD$ | Shortage | EOM | BOM |
| April | $300,000 | $145,000 | 4% | $4,000 | 5% | $110,000 | $80,000 |

**B1**. **Open to buy for each month**

Planned sales 300,000

+ Planned Reductions 31,000(Emp. Dis. (4%) + Markdown $4,000)

+Shortage (5%) = 31,000

0.04 X’s 300,000 =12,000

4,000

0.05 X’s 300,000 =15,000

+Planned EOM Stock 110,000

=Total monthly needs 441,000

-BOM Stock 80,000

=Planned purchase 361,000

-Merchandise on order 145,000

=Open to buy (At Retail) 216,000

**B2. Average monthly sales**

Monthly Planned Sales/ The Number of months.

(300,000+200,000+300,000+200,000+400,000+250,000)/ (6)

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

**B3**. **Average monthly on order**

All Merchandise on order/Number of months

(125,000+15,000+145,000+35,000+170,000+24,000)/ (6)

514,000/6= $85,667

**B4**. **Markdown % for each month**

4,000/300,000 x (100) = 1.34%

|  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- |
|  | Planned Sales | On order | Employee Discount | MD$ | Shortage | EOM | BOM |
| May | $200,000 | $35,000 | 0% | $3,000 | 7% | $90,000 | $110,000 |

**B1**. **Open to buy for each month**

Planned sales 200,000

+ Planned Reductions 17,000(Emp. Dis. (0%) + Markdown $3,000)

+Shortage (7%) = $17,000

0 X’s 200,000 = 0

3,000

0.07 X’s 200,000 = $14,000

0 + 3,000 + 14,000=17,000

+Planned EOM Stock 90,000

=Total monthly needs 307,000

-BOM Stock 110,000

=Planned purchase 197,000

-Merchandise on order 35,000

=Open to buy (At Retail) 162,000

**B2. Average monthly sales**

Monthly Planned Sales/ The Number of months.

(300,000+200,000+300,000+200,000+400,000+250,000)/ (6)

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

**B3**. **Average monthly on order**

All Merchandise on order/Number of months

(125,000+15,000+145,000+35,000+170,000+24,000)/ (6)

514,000/6= $85,667

**B4**. **Markdown % for each month**

3,000/200,000 x (100) = 1.5%

|  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- |
|  | Planned Sales | On order | Employee Discount | MD$ | Shortage | EOM | BOM |
| June | $400,000 | $170,000 | 5% | $18,000 | 2% | $210,000 | $90,000 |

**B1**. **Open to buy for each month**

Planned sales 400,000

+ Planned Reductions 46,000(Emp. Dis. (5%) + Markdown $18,000)

+Shortage (2%) =$46,000

0.05 x’s 400,000=$20,000

18,000

0.02 X’s 400,000=$8,000

20,000+18,000+8,000=$46,000

+Planned EOM Stock 210,000

=Total monthly needs 656,000

-BOM Stock 90,000

=Planned purchase 566,000

-Merchandise on order 170,000

=Open to buy (At Retail) 396,000

**B2. Average monthly sales**

Monthly Planned Sales/ The Number of months.

(300,000+200,000+300,000+200,000+400,000+250,000)/ (6)

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

**B3**. **Average monthly on order**

All Merchandise on order/Number of months

(125,000+15,000+145,000+35,000+170,000+24,000)/ (6)

514,000/6= $85,667

**B4**. **Markdown % for each month**

18,000/400,000 x (100) = 4.5%

|  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- |
|  | Planned Sales | On order | Employee Discount | MD$ | Shortage | EOM | BOM |
| July | $250,000 | $24,000 | 7% | $25,000 | 3% | $70,000 | $210,000 |

**B1. Open to buy for each month**

Planned sales 250,000

+ Planned Reductions 50,000(Emp. Dis. (7%) + Markdowns $25,000)

+Shortage (3%) = $50,000

0.07 X’s 250,000 =$17,500

25,000

0.03 X’s 250,000=$7,500

17,500 + 25,000 +7,500=$50,000

+Planned EOM Stock 70,000

=Total monthly needs 370,000

-BOM Stock 210,000

=Planned purchase 160,000

-Merchandise on order 24,000

=Open to buy (At Retail) 136,000

**B2. Average monthly sales**

Monthly Planned Sales/ The Number of months.

(300,000+200,000+300,000+200,000+400,000+250,000)/ (6)

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

**B3**. **Average monthly on order**

All Merchandise on order/Number of months

(125,000+15,000+145,000+35,000+170,000+24,000)/ (6)

514,000/6= $85,667

**B4**. Markdown % for each month

25,000/250,000 x (100) = 10%

***Part C***. Solve the following

**C1**. After careful analysis of the following economic data from the U.S. government the Tres Galant set a sales plan increase for the next season (Feb-July) of 6.2%. Based on this year’s sales plan what is the company’s new projected sale plan for the next season?

PLANNED SALES X’S SALES INCREASE %

Feb-July) =$1,650,000 X’s 6.2% (0.062) =$102,300

Since the store is set for a sales increase by 6.2% over 6 months, the planned increase in sales increased by $102,300 for the next season.

**C2.** In the prior year same sales period the Tres Galant actual sales of $1,820,000.00. What was the increase/decrease for the sales period and suggest reasons for the change from one season to the next? ACTUAL SALES MINUS SALES INCREASE (IN DOLLARS AND PERCENT)

**A. Dollar Amount**

1,820,000 -102,300 – 1,820,000 = $1,717,700

**B. Percent Amount**

102,300/1,717,700

0.59 x (100) = 5.9%

The Percent amount is 5.9% decrease

In the prior year once we subtract this year’s total planned sales from prior increased amount, we get $1,717,700. The percent amount is decreased for the sales period from one season to the next is the decrease of 5.9 percent because in the prior year, the sales were up by 5.9%.