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May. 5th, 2020

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ABSTRACT

Our open to buy retail project takes on the lack of swimwear needs for children with disabilities. As buyers for Splash Safe™ retail store we have decided to stock our store with the finest quality of life saving swim gear that provides our consumers with the ability to enjoy themselves while splashing around. Carefully considering the needs of our very special clients we here at Splash Safe™ have come up with specific merchandise that meets their requirements. Some products we typically carry are flotation swimsuits, swim diapers, sarong wraps, and swim goggles that feature a nose protector. In order to run our store successfully it was pertinent that we had our finances and inventory organized. By calculating Splash Safe™ open to buy for each month, average monthly sales, average monthly orders, and markdown percentages for each month, and charting our SKU's for the spring/summer season we were able to successfully run our retail store.

BUSINESS PROFILE



SAFE SPLASH™ RETAIL STORE IMAGE

Splash Safe™

Tel. **(305) 412-8960**

Email infosplashsafeswimco@gmail.com

Website www.splashsafe.com

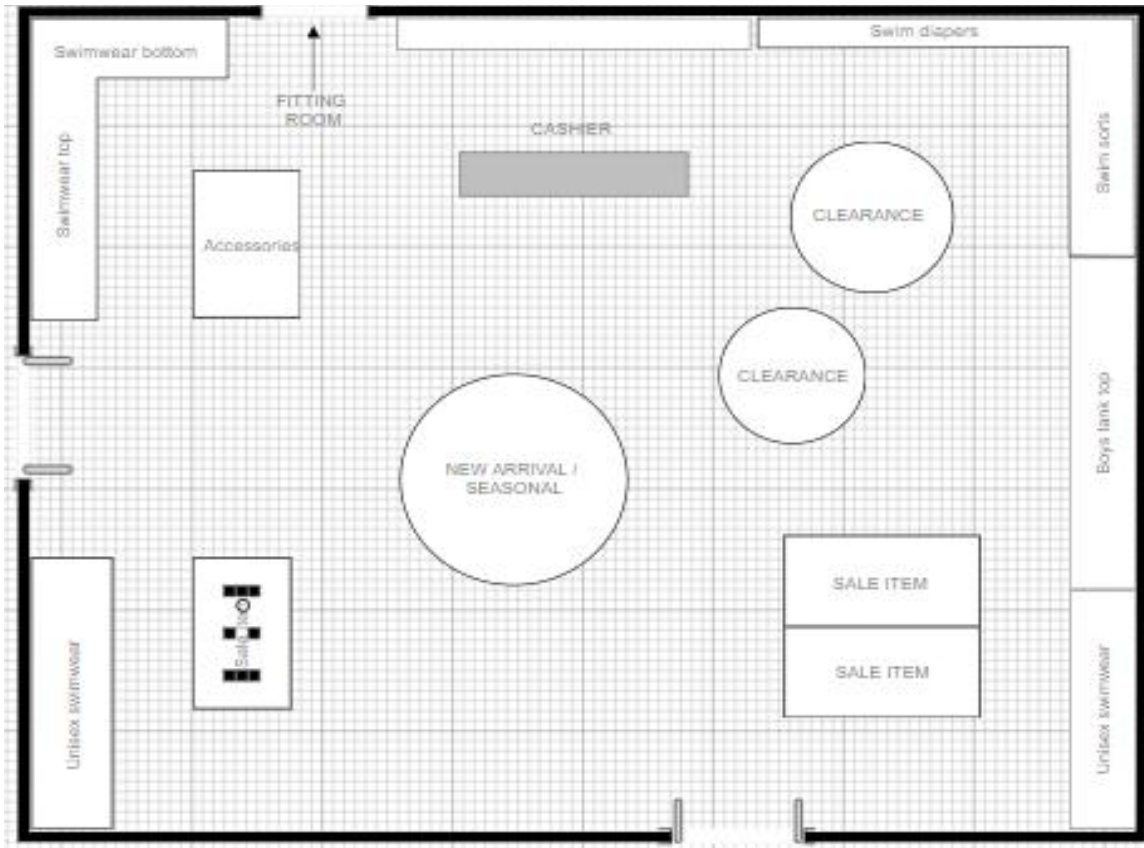
31 Ocean Reef Drive
Key Largo, Florida 33037

Merchandise Type: Swimwear & Swim Accessories for children with disabilities

Retail Store Slogan: *"changing lives one splash at a time"*

Retail Store Mission Statement: Our goal is to ensure that children and young adults with special needs have the ability to not only be safe while in the water but enjoy themselves while splashing around in our Splash Safe™ apparel and accessories.

Retail Store Layout Type: **Free Flow**



Retail Store Logo:



COMPANY BIO



Denique Spencer

Senior Creative Director/ Inventory Specialist

As the Senior Creative Director/Inventory Specialist at Splash Safe™ my job is to oversee and ensure that all advertising and marketing as well as inventory distribution is completed. My role for this project was to create and organize an open-to-buy concept for a special needs swimwear line, researching the specific needs of our consumer, and buy and stock merchandise for the store. Working in partnership with my Splash Safe™ team combining our strategic visions and executive leadership skills we were able to communicate and produce high performance standards that allowed us for a profitable first year. Coming out of this project, I was able to help lead a team of creative professionals who worked diligently to help make the brand a huge success.



Pedro Collado

Financial Manager

As the lead Financial Manager here at Splash Safe™ my role in this project was to run all of the numbers and calculate our profits for the store. It is my responsibility to price the merchandise at a reasonable and affordable price point for the company's target market. A brief summary of what is done is by calculating the open to buy for each month, which is done by first finding the planned reductions; you must add the employee discount, markdowns, and shortages. Once you find the answer, you will then add that up along with the planned end of month stock to get the total monthly needs. The information learned from completing this retail project I would use going forward for a future job or maybe even for myself when starting up my own retail business.

COMPANY BIO



Jessica Rosa

Product Development Manager

As the Product Development Manager here at Splash Safe™ my task is to supervise and oversee the efficient flow of materials and products between factories and material sources. Track and facilitate sampling and prototyping of products, identifying issues in design, construction, or manufacturing, adjusting to deliver proven and tested product. Build Merchandise Proposals for current & new products to launch by a partner with our Research & Merchandise team. I learned how a product could greatly impact a child's life and the parent's life as well. The products by splash will help alleviate stress at the time of training. It will also help make a difference and help the kids feel more confident at the time of training.



Halle Ward

Research Analyst

Conducted background research on the market and functions of special needs swim attire. Analyzed the background information and applied it to the group project. Throughout my research I noticed a wide range of prices starting at \$5-400. Depending on the disability the pricing for swim gear and equipment can get extremely expensive. The garments created in this project can help minimize the disparity in prices of swimsuits and equipment for those with special needs. This project was eye opening and helpful. I gained a lot of insight and can apply this knowledge to my own business. My team members were extremely helpful throughout this process.

CONSUMER PROFILE



We here at Splash Safe™ are in the market of manufacturing family friendly swimsuits and accessories to provide the ultimate fun in the sun experience for children and young adults with disabilities. These special needs people typically range between the ages of 2 through 18; having a selection of swimwear that can be used for both males and females creates a high demand for our product. Where the average swimwear provider lacks with its inclusion of people with disabilities we step in catering to the unanswered cries for affordable special needs swimwear. Splash Safe™ aims to target

the disability market for those high and low functioning special needs people some with limited or monitored schooling and employment. These consumers typically have a caregiver or handler that helps them out in regards to the decision buying process and would generally live in a state such as Florida at home or at an assisted living facility. Here we have young Sarah Dylan a four-year-old little girl with Down syndrome. Sarah loves Barbie's, snacks, the color pink, and splashing around in the water. She lives in Key Largo, Florida with her mom Patricia and dad Henry who recently enrolled their baby girl at the local YMCA for swimming lessons specific for children with special needs. The Dylan's believe in encouraging and nurturing their child's interests in order for her to continue to strive and reach her maximum potential in life. They are always looking for new and exciting ways to gain the necessary resources for young Sarah to be able to feel as normal as possible around her peers.

RESEARCH

Swim gear and attire for special needs children's have been in high demand but limited due to lack of availability within the swimwear market. Unfortunately, not all people are able to afford swimwear for their loved ones with special needs because of high prices due to the lack of availability. Our company focuses on making accessible, fashionable and affordable swimsuits for people with special needs.

Splash Safe™ is a retail store dedicated to helping kids with special needs reach their maximum potential; which is what prompted Splash Safe™ to decide to introduce their life saving swimwear products for both girls, boys and even unisex apparel. Our retail store is located on 31 Ocean Reef Drive, Key Largo, Florida 33037. We noticed the importance of swimming for special needs children as both recreational fun and a healthy physical activity. Learning how to swim is an important life and safety skill that all should be privy too. Swimming helps these kids to release energy and stay physically active and also helps them with their individualized goals. The National Autism Association has disclosed that drowning is the leading cause of death in children with autism among children in the U.S. under age 5.

We understand that learning how to swim and water safety skills is a vital step to make an impact on these statistics for the very young and those with special needs. We noticed that we can help to contribute to the individualized goals of every child by providing swimwear that can help build courage for this new step in their life. Children besides having their disability still want to be treated the same like other children. The benefits of teaching special needs children swimming range from gross motor skills to cognitive skills, to muscle strength and endurance and improvement in overall communication skills.

Furthermore, these items are designed to help kids in times of a life threatening situation. Some products we decided to stock our retail store up with include “The racer” swim tank tops, “The hero” swim shorts which are trunks lined with an absorbing fabric for our young boys, and “Lil’ swimmies” swim diapers both girls and boys. For young girls we carry “The diva” a two piece swimsuit that features a ruffle swim skirt attached, “The charmed” a one piece swimsuit with a built in flotation collar and lined with a absorbing fabric, “The chic one” a sarong wrap skirt/dress typically used as a cover up, and “Lil swimmies” swim diapers. For the unisex collection we have “The galactik” a floating swim trainer suit and “The ranger” one piece bodysuit with a built in floatie. The accessories include swim caps, a swim brace, swim goggles with nose protector feature and swimming shoes.

Our swimwear has a built in flotation element ensuring the safety of the kids. The fabrics we utilized for our product line is nylon, cotton, spandex, neoprene, and polyester. The swimsuits are constructed from nylon, neoprene, and polyester which will provide our consumers with a comfortable fit and fast drying elements. The nylon, the fabric utilized for the swimwear will help ensure comfortability while they swim. The neoprene fabric used is a type of synthetic rubber that exhibits good chemical stability and maintains flexibility over a wide temperature range. Another fabric used is polyester it will help prevent the color from fading. The swimwear we have in our store is washable and disposable.

Splash Safe™ swimsuits will also have built-in tech that will be programmed for the child's specific movement if the swimsuit detects any irregularities in movement the bathing suits will be programmed to activate the flotation system to protect the child from drowning. The purpose of the high tech swimwear is to help increase the swimmers glide through the water and to lower the absorption of water by the suit on the contrary to regular swimsuits. A selection of

the merchandise will have a floating system that will open in case of an emergency. The flotation will be customized to the body movements of each individual child and will monitor for any life threatening occurrences. The garments created by our company focus on accommodating those with bowel or urinary incontinence and can support a child's head and neck depending on the physical condition. The swim diaper helps those with bowel incontinence ensure that the kids can swim while being protected avoiding the bacteria from entering the water.

The garments created by our company focuses on accommodating our young consumers and their caregivers. Top key players in the global swimwear market do not make swimwear for children and adults with special needs. This untapped market is extremely profitable yet there are not many companies that sell special needs swimsuits. Based on our research some different types of swimming products our competitors have on the market today for people with special needs are:

1. Aquatic Head Float

The aquatic head float may be able to help your child keep their head above the water. It also stops your child from tipping backwards or sideways. The Aquatic Head Float allows free range of movement so the child is able to swim or do therapy exercises.

2. Sectional Raft

This raft may be a great fit for children who can't swim, but wants to be in the water. It may make a child more comfortable being in water while providing support to the body. It comes with shoulder straps to help keep the child on the raft.

3. Aqua Ring Floats

The aqua ring float is a white ring with multiple floats on it that goes around the body. The child can hold onto the ring and walk in the water. It is meant for children (or adults) who can support themselves in an upright position, but needs assistance walking in water.

4. Adapted Life Jacket

Life Jacket-Adapted Inc. offers a number of life jackets that may work for your child. You can check them out by clicking the link above. The jackets are designed for different needs and focus on safety around potential unique needs a child may have.

5. Sprint Aquatics Water Walking Assistant

This walking assistance goes around the body and has floats. It has two bars on each side so the child can hold on. It is meant to help improve balance and allow the child to walk. It may even help your child gain strength in their legs.

6. Dolphin Float System by Danmar

This jacket has floats on the chest and the side to help a child with uneven weight distribution. It can even help with lateral rotation. The child should have head and trunk control to use this float system (Stern, 2016).

However, swimwear requires some special kind of systematic processing and designing of raw materials and fabrics such as polyester, nylon, polypropylene, spandex, and neoprene to produce the desired texture, design, look, and other fashion attributes of swimwear. Price volatility of these raw materials affects the size of the market to a greater extent. Huge investments are required for R&D to cater the fluctuating demand for different designs, which leads to high cost of designing, thereby hampering the growth of the market (“Swimwear Market Size”, 2019).

The construction of special needs swimsuits can be very expensive due to the requirement of high-quality durable fabrics and costs of production. These types of swimsuits require detail in order for the garments to be useful. Incontinence swimwear requires snaps or Velcro in the designs to ensure convenience. The garments must be easy to put on and remove along with having enough space to conceal swim diapers. Swim diapers are hydrophilic anti-absorbent diapers; there are two types of diapers; disposable and reusable. Based on our research reusable diapers are more economical and preferred by the consumers. Swim diapers retail for

anywhere between \$5-\$40. Other types of incontinence swimsuits are jammers and shorts.

Incontinence shorts are meant to be discreet and can be worn under standard swimsuits.

Jammers are form fitting swim shorts. They are mostly made out of neoprene and medical grade silicon. Jammers offer sun protectant and can be worn by adults and teens. Jammers are unisex and fashionable they retail for \$23-\$45.

Float suits are form-fitting rompers with foam flotation piece on the front and back upper body of the garment. These pieces help give the person wearing it a natural balance while being in water. The flotation swimsuit has side zippers to ensure easy removal. The buoyancy can be adjusted as the swimming abilities improve. The placement of the foam pieces helps with the development of a more natural swimming position. The fabrics used in these garments are usually nylon, neoprene or poly lyre because both fabrics are fast drying. This style of garment retails for \$40-\$70. Float jackets are the jacket version of the float suit. Some float jackets have foam flotation padding that support the neck and keep pressure off the shoulder. Float jackets are swim vests with flotation foam pieces on the inside of the garment. The float jacket has a zipper and sometimes a Velcro strap for easy removal and may retail for \$25-\$185.

Splash Safe™ prides itself on its use of quality textiles and materials. Our business will be utilizing the amount of \$618,000 for merchandise as follows. We have ordered “The racer” (*style #0201*) the absorbent swim tank top featured in color-ways red, blue and green, at a cost of \$7.00 each. The quantity ordered was 2,000 red, 2,000 blue, and 2,000 green shirts for a total amount of 6,000 items. The total cost for “The racer” is **\$42,000**. For the boy shorts lined with absorbing material “The hero” (*style #0214*) in colors red, blue, and green, the quantity ordered for each color is 2,500 and the shorts are \$7.00 at cost. The total quantity will be 7,500 and the total amount is **\$52,500**. The “Lil swimmies” (*style #0220*) are swimming diapers in light blue

for the boys and light pink for the girls. The quantity for each color will be 4,000 and the cost \$5.00 for each. The total cost is **\$40,000** for the swimming diapers.

In addition, the girl's section we have "The diva" (*style #0333*) a two-piece swimsuit with a ruffle skirt in colors pink, purple, and green. The quantity for each color is 2,500 and the cost is \$10.00. Total amount of items is 7,500 and total cost is **\$75,000**. "The charmed" (*style #0320*) our most acclaimed product a one-piece swimsuit with flotation collar comes in three colors pink, gold, and orange. Since this product is projected to be in high demand over the months the quantity ordered is 3,000 per color-way at a cost of \$10.00. The total cost for the three colors will be **\$90,000**. Furthermore, "The chic one" (*style #0301*) a sarong wrap skirt/dress is in two colors yellow and pink the quantity for this popular item will be 2,500 at a cost of \$8.00. The total cost will be **\$42,000**. Furthermore, two products will be featured in the unisex section, "The galactik" (*style #0400*) a floating swim trainer suit in colors purple and black. The quantity for each color will be 2,500 at a price of \$15.00; totaling amount for this product will be **\$75,000**. We also have "The ranger" (*style #0405*) a one-piece bodysuit with a built-in flotation system in colors white and grey. The quantities will be 2,000 items per color at a \$15.00 cost, totaling cost **\$60,000**.

The accessories included are swimming caps "Splash Caps" (*style #0501*) in gold and silver. The quantity for the gold and silver swimming caps are 1,500 each color-way at a \$2.00 cost. The total amount is 3,000 caps and the final cost for the swimming caps is **\$6,000**. The swim brace (*style #0510*) comes in blue and red and the quantity of each color is 3,000 at \$10.00 leaving the total cost **\$60,000**. Moreover, we have included swimming goggles with a nose protector (*style #0515*) the color range is white and black. The quantity for each will be 4,000 at \$4.00 each and the total items will be 8,000 and the cost will be **\$32,000**. Lastly, the swimming

shoes (*style #0530*) are produces colors red, blue, and purple. The quantity will be 2,000 for each color-way at a \$7.00 cost for production, and a total cost of \$42,000. **The total cost of Splash Safe™ merchandise for the spring/summer 2021 season will be \$616,500.**

Throughout this research we came to the conclusion that there is a wide range of prices consumers would have to pay for depending on the garment. Some are more expensive than others. Our company hopes to change the price disparity in the swimsuit market and make products for those with disabilities more affordable and accessible. These swimsuits and swim accessories designed for our special clients, to be able to have a sense of normalcy also giving them the opportunity to blend in with other kids. We have created this swimsuit line to as well put at ease the child, the parents and even their swimming instructors. We want to ensure that every parent no matter what the need is can feel that here at Splash Safe™ they have found the best option for their child swim needs.

Splash Safe™ Spring/Summer 2021 Sketches



Product Name: **“The racer”**

SKU/Model #0201-002-S21-S

Colors: red, green, blue, black

Sizes: XS, S, M, L, XL

Season: spring/summer2021

Product Details: absorbent swim tank top for boys; 70% cotton / 30% spandex

Product Name: **“The hero”**

SKU/Model #0214-003-S21-S

Colors: blue, green, red, black

Sizes: XS, S, M, L, XL

Season: spring/summer2021

Product Details: swim shorts lined with absorbing material; 60% nylon / 15% polyester / 15% spandex

Splash Safe™ Spring/Summer 2021 Sketches



Product Name: **“Splash cap”**

SKU/Model #0501-026-S21-OS

Colors: gold, silver

Sizes: OS

Season: spring/summer2021

Product Details: absorbent swim cap 50%
latex /50% spandex

Product Name: **“Lil swimmies”**

SKU/Model #0220-044-S21-S

Colors: light blue, light pink, green, yellow

Sizes: XS, S, M, L, XL

Season: spring/summer2021

Product Details: absorbent swim diaper for
boys & girls 70% cotton / 30% spandex

Splash Safe™ Spring/Summer 2021 Sketches



Product Name: **“The ranger”**

SKU/Model #0405-021-S21-S

Colors: white, grey, red

Sizes: XS, S, M, L, XL

Season: spring/summer2021

Product Details one-piece bodysuit
with built-in flotation system for boys
and girls; 30% polyester / 40% stretch
neoprene / 30% spandex

Splash Safe™ Spring/Summer 2021 Sketches



Product Name: **“The charmed”**

SKU/Model #0320-028-S21-S

Colors: orange, pink, gold, yellow

Sizes: XS, S, M, L, XL

Season: spring/summer2021

Product Details: absorbent one-piece swimsuit for girls; 30% cotton/ 40% stretch neoprene / 30% spandex

Product Name: **“Swim Goggles”**

SKU/Model #0515-005-S21-OS

Colors: white, black

Sizes: OS

Season: spring/summer2021

Product Details: rubber/ plastic goggles for both boys and girls

Splash Safe™ Spring/Summer 2021 Sketches



Product Name: **“The diva”**

SKU/Model #0333-004-S21-S

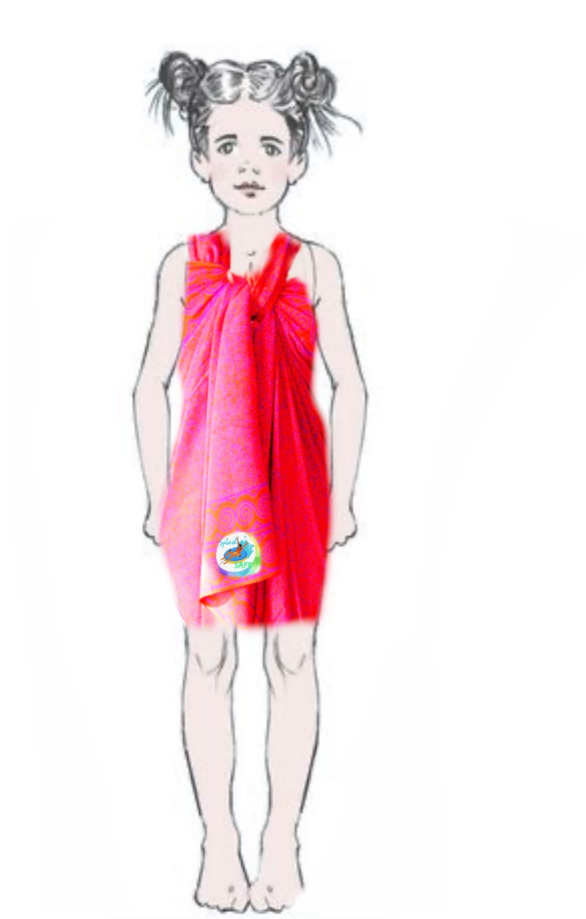
Colors: pink/purple, green/purple,
orange/purple

Sizes: XS, S, M, L, XL

Season: spring/summer2021

Product Details: two-piece swimsuit
with ruffle skirt for girls; 40% nylon /
30% polyester-spandex/ 30% stretch
neoprene

Splash Safe™ Spring/Summer 2021 Sketches



Product Name: **“The chic one”**

SKU/Model #0301-011-S21-S

Colors: pink, yellow, green, orange

Sizes: XS, S, M, L, XL

Season: spring/summer2021

Product Details: a sarong wrap

dress/skirt; 70% cotton / 30% polyester

Splash Safe™ Spring/Summer 2021 Sketches



Product Name: **“Splash Brace”**

SKU/Model #0510-002-S21-OS

Colors: red, blue

Sizes: XS, S, M, L, XL

Season: spring/summer2021

Product Details: swim brace with flotation/life vest for both boys and girls; 70% cotton / 30% spandex



February

Style #	Color #	Season	Size	SKU	IRN
0201	003-Blue	Spring2021	S	0201-003-S21-S	001
0201	003-Blue	Spring2021	M	0201-003-S21-M	002
0201	003-Blue	Spring2021	L	0201-003-S21-L	003
0201	004-Gre	Spring2021	S	0201-004-S21-S	004
0201	004-Gre	Spring2021	M	0201-004-S21-M	005
0201	004-Gre	Spring2021	L	0201-004-S21-L	006
0201	002-Red	Spring2021	S	0201-002-S21-S	007
0201	002-Red	Spring2021	M	0201-002-S21-M	008
0201	002-Red	Spring2021	L	0201-002-S21-L	009
0201	006-Blk	Spring2021	S	0201-006-S21-S	010
0201	006-Blk	Spring2021	M	0201-006-S21-M	011
0201	006-Blk	Spring2021	L	0201-006-S21-L	012
0214	004-Gre	Spring2021	S	0214-004-S21-S	013
0214	004-Gre	Spring2021	M	0214-004-S21-M	014
0214	004-Gre	Spring2021	L	0214-004-S21-L	015
0214	003-Blue	Spring2021	S	0214-003-S21-S	016
0214	003-Blue	Spring2021	M	0214-003-S21-M	017
0214	003-Blue	Spring2021	L	0214-003-S21-L	018
0214	002-Red	Spring2021	S	0214-002-S21-S	019
0214	002-Red	Spring2021	M	0214-002-S21-M	020
0214	002-Red	Spring2021	L	0214-002-S21-L	021
0214	006-Blk	Spring2021	S	0214-006-S21-S	022
0214	006-Blk	Spring2021	M	0214-006-S21-M	023
0214	006-Blk	Spring2021	L	0214-006-S21-L	024
0220	044-LtBlu	Spring2021	S	0220-044-S21-S	025
0220	044-LtBlu	Spring2021	M	0220-044-S21-M	026
0220	044-LtBlu	Spring2021	L	0220-044-S21-L	027
0220	045-LtPink	Spring2021	S	0220-045-S21-S	028
0220	045-LtPink	Spring2021	M	0220-045-S21-M	029
0220	045-LtPink	Spring2021	L	0220-045-S21-L	030
0220	011-Yell	Spring2021	S	0220-011-S21-S	031
0220	011-Yell	Spring2021	M	0220-011-S21-M	032
0220	011-Yell	Spring2021	L	0220-011-S21-L	033
0220	004-Gre	Spring2021	S	0220-004-S21-S	034

0220	004-Gre	Spring2021	M	0220-004-S21-M	035
0220	004-Gre	Spring2021	L	0220-004-S21-L	036
0333	001-Org	Spring2021	S	0333-001-S21-S	037
0333	001-Org	Spring2021	M	0333-001-S21-M	038
0333	001-Org	Spring2021	L	0333-001-S21-L	039
0333	007-Purp	Spring2021	S	0333-007-S21-S	040
0333	007-Purp	Spring2021	M	0333-007-S21-M	041
0333	007-Purp	Spring2021	L	0333-007-S21-L	042
0333	022-Pink	Spring2021	S	0333-022-S21-S	043
0333	022-Pink	Spring2021	M	0333-022-S21-M	044
0333	022-Pink	Spring2021	L	0333-022-S21-L	045
0333	004-Gre	Spring2021	S	0333-004-S21-S	046
0333	004-Gre	Spring2021	M	0333-004-S21-M	047
0333	004-Gre	Spring2021	L	0333-004-S21-L	048
0320	011-Yell	Spring2021	S	0320-011-S21-S	049
0320	011-Yell	Spring2021	M	0320-011-S21-M	050
0320	011-Yell	Spring2021	L	0320-011-S21-L	051
0320	022-Pink	Spring2021	S	0320-022-S21-S	052
0320	022-Pink	Spring2021	M	0320-022-S21-M	053
0320	022-Pink	Spring2021	L	0320-022-S21-L	054
0320	001-Org	Spring2021	S	0320-001-S21-S	055
0320	001-Org	Spring2021	M	0320-001-S21-M	056
0320	001-Org	Spring2021	L	0320-001-S21-L	057
0320	028-Gold	Spring2021	S	0320-028-S21-S	058
0320	028-Gold	Spring2021	M	0320-028-S21-M	059
0320	028-Gold	Spring2021	L	0320-028-S21-L	060
0301	011-Yell	Spring2021	S	0301-011-S21-S	061
0301	011-Yell	Spring2021	M	0301-011-S21-M	062
0301	011-Yell	Spring2021	L	0301-011-S21-L	063
0301	022-Pink	Spring2021	S	0301-022-S21-S	064
0301	022-Pink	Spring2021	M	0301-022-S21-M	065
0301	022-Pink	Spring2021	L	0301-022-S21-L	066
0301	004-Gre	Spring2021	S	0301-004-S21-S	067
0301	004-Gre	Spring2021	M	0301-004-S21-M	068
0301	004-Gre	Spring2021	L	0301-004-S21-L	069
0400	006-Blk	Spring2021	S	0400-006-S21-S	070
0400	006-Blk	Spring2021	M	0400-006-S21-M	071
0400	006-Blk	Spring2021	L	0400-006-S21-L	072
0400	007-Purp	Spring2021	S	0400-007-S21-S	073
0400	007-Purp	Spring2021	M	0400-007-S21-M	074
0400	007-Purp	Spring2021	L	0400-007-S21-L	075

0400	028-Gold	Spring2021	S	0400-028-S21-S	076
0400	028-Gold	Spring2021	M	0400-028-S21-M	077
0400	028-Gold	Spring2021	L	0400-028-S21-L	078
0405	021-Grey	Spring2021	S	0405-021-S21-S	079
0405	021-Grey	Spring2021	M	0405-021-S21-M	080
0405	021-Grey	Spring2021	L	0405-021-S21-L	081
0405	005-Whit	Spring2021	S	0405-005-S21-S	082
0405	005-Whit	Spring2021	M	0405-005-S21-M	083
0405	005-Whit	Spring2021	L	0405-005-S21-L	084
0405	002-Red	Spring2021	S	0405-002-S21-S	085
0405	002-Red	Spring2021	M	0405-002-S21-M	086
0405	002-Red	Spring2021	L	0405-002-S21-L	087
0501	028-Gold	Spring2021	OS	0501-028-S21-OS	088
0501	021- Silv	Spring2021	OS	0501-021-S21-OS	089
0510	003-Blue	Spring2021	OS	0510-003-S21-OS	090
0510	002-Red	Spring2021	OS	0510-002-S21-OS	091
0515	006-Blk	Spring2021	OS	0515-006-S21-OS	092
0515	005-Whit	Spring2021	OS	0515-005-S21-OS	093
0530	002-Red	Spring2021	S	0530-002-S21-S	094
0530	002-Red	Spring2021	M	0530-002-S21-M	095
0530	002-Red	Spring2021	L	0530-002-S21-L	096
0530	003-Blue	Spring2021	S	0530-003-S21-S	097
0530	003-Blue	Spring2021	M	0530-003-S21-M	098
0530	003-Blue	Spring2021	L	0530-003-S21-L	099

March

Style #	Color #	Season	Size	SKU	IRN
0201	002-Red	Spring2021	S	0201-002-S21-S	001
0201	002-Red	Spring2021	M	0201-002-S21-M	002
0201	002-Red	Spring2021	L	0201-002-S21-L	003
0201	002-Red	Spring2021	XL	0201-002-S21-XL	004
0201	004-Gre	Spring2021	S	0201-004-S21-S	005
0201	004-Gre	Spring2021	M	0201-004-S21-M	006
0201	004-Gre	Spring2021	L	0201-004-S21-L	007
0201	004-Gre	Spring2021	XL	0201-004-S21-XL	008
0201	003-Blue	Spring2021	S	0201-003-S21-S	009
0201	003-Blue	Spring2021	M	0201-003-S21-M	010
0201	003-Blue	Spring2021	L	0201-003-S21-L	011
0201	003-Blue	Spring2021	XL	0201-003-S21-XL	012
0201	006-Blk	Spring2021	S	0201-006-S21-S	013
0201	006-Blk	Spring2021	M	0201-006-S21-M	014
0201	006-Blk	Spring2021	L	0201-006-S21-L	015
0201	006-Blk	Spring2021	XL	0201-006-S21-XL	016
0214	004-Gre	Spring2021	S	0214-004-S21-S	017
0214	004-Gre	Spring2021	M	0214-004-S21-M	018
0214	004-Gre	Spring2021	L	0214-004-S21-L	019
0214	004-Gre	Spring2021	XL	0214-004-S21-XL	020
0214	002-Red	Spring2021	S	0214-002-S21-S	021
0214	002-Red	Spring2021	M	0214-002-S21-M	022
0214	002-Red	Spring2021	L	0214-002-S21-L	023
0214	002-Red	Spring2021	XL	0214-002-S21-XL	024
0214	003-Blue	Spring2021	S	0214-003-S21-S	025
0214	003-Blue	Spring2021	M	0214-003-S21-M	026
0214	003-Blue	Spring2021	L	0214-003-S21-L	027
0214	003-Blue	Spring2021	XL	0214-003-S21-XL	028
0214	006-Blk	Spring2021	S	0214-006-S21-S	029
0214	006-Blk	Spring2021	M	0214-006-S21-M	030
0214	006-Blk	Spring2021	L	0214-006-S21-L	031
0214	006-Blk	Spring2021	XL	0214-006-S21-XL	032
0220	011-Yell	Spring2021	S	0220-011-S21-S	033
0220	011-Yell	Spring2021	M	0220-011-S21-M	034
0220	011-Yell	Spring2021	L	0220-011-S21-L	035
0220	011-Yell	Spring2021	XL	0220-011-S21-XL	036
0220	004-Gre	Spring2021	S	0220-004-S21-S	037
0220	004-Gre	Spring2021	M	0220-004-S21-M	038

0220	004-Gre	Spring2021	L	0220-004-S21-L	039
0220	004-Gre	Spring2021	XL	0220-004-S21-XL	040
0220	045-LtPi	Spring2021	S	0220-045-S21-S	041
0220	045-LtPi	Spring2021	M	0220-045-S21-M	042
0220	045-LtPi	Spring2021	L	0220-045-S21-L	043
0220	045-LtPi	Spring2021	XL	0220-045-S21-XL	044
0220	044-LtBlu	Spring2021	S	0220-044-S21-S	045
0220	044-LtBlu	Spring2021	M	0220-044-S21-M	046
0220	044-LtBlu	Spring2021	L	0220-044-S21-L	047
0220	044-LtBlu	Spring2021	XL	0220-044-S21-XL	048
0333	007-Purp	Spring2021	S	0333-007-S21-S	049
0333	007-Purp	Spring2021	M	0333-007-S21-M	050
0333	007-Purp	Spring2021	L	0333-007-S21-L	051
0333	007-Purp	Spring2021	XL	0333-007-S21-XL	052
0333	022-Pink	Spring2021	S	0333-022-S21-S	053
0333	022-Pink	Spring2021	M	0333-022-S21-M	054
0333	022-Pink	Spring2021	L	0333-022-S21-L	055
0333	022-Pink	Spring2021	XL	0333-022-S21-XL	056
0333	004-Gre	Spring2021	S	0333-004-S21-S	057
0333	004-Gre	Spring2021	M	0333-004-S21-M	058
0333	004-Gre	Spring2021	L	0333-004-S21-L	059
0333	004-Gre	Spring2021	XL	0333-004-S21-XL	060
0333	001-Org	Spring2021	S	0333-001-S21-S	061
0333	001-Org	Spring2021	M	0333-001-S21-M	062
0333	001-Org	Spring2021	L	0333-001-S21-L	063
0333	001-Org	Spring2021	XL	0333-001-S21-XL	064
0320	011-Yell	Spring2021	S	0320-011-S21-S	065
0320	011-Yell	Spring2021	M	0320-011-S21-M	066
0320	011-Yell	Spring2021	L	0320-011-S21-L	067
0320	011-Yell	Spring2021	XL	0320-011-S21-XL	068
0320	028-Gold	Spring2021	S	0320-028-S21-S	069
0320	028-Gold	Spring2021	M	0320-028-S21-M	070
0320	028-Gold	Spring2021	L	0320-028-S21-L	071
0320	028-Gold	Spring2021	XL	0320-028-S21-XL	072
0320	022-Pink	Spring2021	S	0320-022-S21-S	073
0320	022-Pink	Spring2021	M	0320-022-S21-M	074
0320	022-Pink	Spring2021	L	0320-022-S21-L	075
0320	022-Pink	Spring2021	XL	0320-022-S21-XL	076
0320	001-Org	Spring2021	S	0320-001-S21-S	077
0320	001-Org	Spring2021	M	0320-001-S21-M	078
0320	001-Org	Spring2021	L	0320-001-S21-L	079

0320	001-Org	Spring2021	XL	0320-001-S21-XL	080
0301	022-Pink	Spring2021	S	0301-022-S21-S	081
0301	022-Pink	Spring2021	M	0301-022-S21-M	082
0301	022-Pink	Spring2021	L	0301-022-S21-L	083
0301	022-Pink	Spring2021	XL	0301-022-S21-XL	084
0301	011-Yell	Spring2021	S	0301-011-S21-S	085
0301	011-Yell	Spring2021	M	0301-011-S21-M	086
0301	011-Yell	Spring2021	L	0301-011-S21-L	087
0301	011-Yell	Spring2021	XL	0301-011-S21-XL	088
0301	004-Gre	Spring2021	S	0301-004-S21-S	089
0301	004-Gre	Spring2021	M	0301-004-S21-M	090
0301	004-Gre	Spring2021	L	0301-004-S21-L	091
0301	004-Gre	Spring2021	XL	0301-004-S21-XL	092
0400	006-Blk	Spring2021	S	0400-006-S21-S	093
0400	006-Blk	Spring2021	M	0400-006-S21-M	094
0400	006-Blk	Spring2021	L	0400-006-S21-L	095
0400	006-Blk	Spring2021	XL	0400-006-S21-XL	096
0400	007-Purp	Spring2021	S	0400-007-S21-S	097
0400	007-Purp	Spring2021	M	0400-007-S21-M	098
0400	007-Purp	Spring2021	L	0400-007-S21-L	099
0400	007-Purp	Spring2021	XL	0400-007-S21-XL	100
0400	028-Gold	Spring2021	S	0400-028-S21-S	101
0400	028-Gold	Spring2021	M	0400-028-S21-M	102
0400	028-Gold	Spring2021	L	0400-028-S21-L	103
0400	028-Gold	Spring2021	XL	0400-028-S21-XL	104
0405	021-Grey	Spring2021	S	0405-021-S21-S	105
0405	021-Grey	Spring2021	M	0405-021-S21-M	106
0405	021-Grey	Spring2021	L	0405-021-S21-L	107
0405	021-Grey	Spring2021	XL	0405-021-S21-XL	108
0405	005-Whit	Spring2021	S	0405-005-S21-S	109
0405	005-Whit	Spring2021	M	0405-005-S21-M	110
0405	005-Whit	Spring2021	L	0405-005-S21-L	111
0405	005-Whit	Spring2021	XL	0405-005-S21-XL	112
0405	002-Red	Spring2021	S	0405-002-S21-S	113
0405	002-Red	Spring2021	M	0405-002-S21-M	114
0405	002-Red	Spring2021	L	0405-002-S21-L	115
0405	002-Red	Spring2021	XL	0405-002-S21-XL	116
0501	026-Silv	Spring2021	OS	0501-026-S21-OS	117
0501	028-Gold	Spring2021	OS	0501-028-S21-OS	118
0510	002-Red	Spring2021	OS	0510-002-S21-OS	119
0510	003-Blue	Spring2021	OS	0510-003-S21-OS	120

0515	006-Blk	Spring2021	OS	0515-007-S21-OS	121
0515	005-Whit	Spring2021	OS	0515-005-S21-OS	122
0530	002-Red	Spring2021	S	0530-002-S21-S	123
0530	002-Red	Spring2021	M	0530-002-S21-M	124
0530	002-Red	Spring2021	L	0530-002-S21-L	125
0530	002-Red	Spring2021	XL	0530-002-S21-XL	126
0530	007-Purp	Spring2021	S	0530-002-S21-S	126
0530	007-Purp	Spring2021	M	0530-002-S21-M	127
0530	007-Purp	Spring2021	L	0530-002-S21-L	128
0530	007-Purp	Spring2021	XL	0530-002-S21-XL	129

April

Style #	Color #	Season	Size	SKU	IRN
0201	002-Red	Spring2021	XS	0201-002-S21-XS	001
0201	002-Red	Spring2021	S	0201-002-S21-S	002
0201	002-Red	Spring2021	M	0201-002-S21-M	003
0201	002-Red	Spring2021	L	0201-002-S21-L	004
0201	004-Gre	Spring2021	XS	0201-004-S21-XS	005
0201	004-Gre	Spring2021	S	0201-004-S21-S	006
0201	004-Gre	Spring2021	M	0201-004-S21-M	007
0201	004-Gre	Spring2021	L	0201-004-S21-L	008
0201	003-Blue	Spring2021	XS	0201-003-S21-XS	009
0201	003-Blue	Spring2021	S	0201-003-S21-S	010
0201	003-Blue	Spring2021	M	0201-003-S21-M	011
0201	003-Blue	Spring2021	L	0201-003-S21-L	012
0201	006-Blk	Spring2021	XS	0201-006-S21-XS	013
0201	006-Blk	Spring2021	S	0201-006-S21-S	014
0201	006-Blk	Spring2021	M	0201-006-S21-M	015
0201	006-Blk	Spring2021	L	0201-006-S21-L	016
0214	004-Gre	Spring2021	XS	0214-004-S21-XS	017
0214	004-Gre	Spring2021	S	0214-004-S21-S	018
0214	004-Gre	Spring2021	M	0214-004-S21-M	019
0214	004-Gre	Spring2021	L	0214-004-S21-L	020
0214	002-Red	Spring2021	XS	0214-002-S21-XS	021
0214	002-Red	Spring2021	S	0214-002-S21-S	022
0214	002-Red	Spring2021	M	0214-002-S21-M	023
0214	002-Red	Spring2021	L	0214-002-S21-L	024
0214	003-Blue	Spring2021	XS	0214-003-S21-XS	025
0214	003-Blue	Spring2021	S	0214-003-S21-S	026
0214	003-Blue	Spring2021	M	0214-003-S21-M	027
0214	003-Blue	Spring2021	L	0214-003-S21-L	028
0214	006-Blk	Spring2021	XS	0214-006-S21-XS	029
0214	006-Blk	Spring2021	S	0214-006-S21-S	030
0214	006-Blk	Spring2021	M	0214-006-S21-M	031
0214	006-Blk	Spring2021	L	0214-006-S21-L	032
0220	011-Yell	Spring2021	XS	0220-011-S21-XS	033
0220	011-Yell	Spring2021	S	0220-011-S21-S	034
0220	011-Yell	Spring2021	M	0220-011-S21-M	035
0220	011-Yell	Spring2021	L	0220-011-S21-L	036
0220	004-Gre	Spring2021	XS	0220-004-S21-XS	037

0220	004-Gre	Spring2021	S	0220-004-S21-S	038
0220	004-Gre	Spring2021	M	0220-004-S21-M	039
0220	004-Gre	Spring2021	L	0220-004-S21-L	040
0220	045-LtPi	Spring2021	XS	0220-045-S21-XS	041
0220	045-LtPi	Spring2021	S	0220-045-S21-S	042
0220	045-LtPi	Spring2021	M	0220-045-S21-M	043
0220	045-LtPi	Spring2021	L	0220-045-S21-L	044
0220	044-LtBlu	Spring2021	XS	0220-044-S21-XS	045
0220	044-LtBlu	Spring2021	S	0220-044-S21-S	046
0220	044-LtBlu	Spring2021	M	0220-044-S21-M	047
0220	044-LtBlu	Spring2021	L	0220-044-S21-L	048
0333	007-Purp	Spring2021	XS	0333-007-S21-XS	049
0333	007-Purp	Spring2021	S	0333-007-S21-S	050
0333	007-Purp	Spring2021	M	0333-007-S21-M	051
0333	007-Purp	Spring2021	L	0333-007-S21-L	052
0333	022-Pink	Spring2021	XS	0333-022-S21-XS	053
0333	022-Pink	Spring2021	S	0333-022-S21-S	054
0333	022-Pink	Spring2021	M	0333-022-S21-M	055
0333	022-Pink	Spring2021	L	0333-022-S21-L	056
0333	004-Gre	Spring2021	XS	0333-004-S21-XS	057
0333	004-Gre	Spring2021	S	0333-004-S21-S	058
0333	004-Gre	Spring2021	M	0333-004-S21-M	059
0333	004-Gre	Spring2021	L	0333-004-S21-L	060
0333	001-Org	Spring2021	XS	0333-001-S21-XS	061
0333	001-Org	Spring2021	S	0333-001-S21-S	062
0333	001-Org	Spring2021	M	0333-001-S21-M	063
0333	001-Org	Spring2021	L	0333-001-S21-L	064
0320	011-Yell	Spring2021	XS	0320-011-S21-XS	065
0320	011-Yell	Spring2021	S	0320-011-S21-S	066
0320	011-Yell	Spring2021	M	0320-011-S21-M	067
0320	011-Yell	Spring2021	L	0320-011-S21-L	068
0320	028-Gold	Spring2021	XS	0320-028-S21-XS	069
0320	028-Gold	Spring2021	S	0320-028-S21-S	070
0320	028-Gold	Spring2021	M	0320-028-S21-M	071
0320	028-Gold	Spring2021	L	0320-028-S21-L	072
0320	022-Pink	Spring2021	XS	0320-022-S21-XS	073
0320	022-Pink	Spring2021	S	0320-022-S21-S	074
0320	022-Pink	Spring2021	M	0320-022-S21-M	075
0320	022-Pink	Spring2021	L	0320-022-S21-L	076
0320	001-Org	Spring2021	XS	0320-001-S21-XS	077
0320	001-Org	Spring2021	S	0320-001-S21-S	078

0320	001-Org	Spring2021	M	0320-001-S21-M	079
0320	001-Org	Spring2021	L	0320-001-S21-L	080
0301	022-Pink	Spring2021	XS	0301-022-S21-XS	081
0301	022-Pink	Spring2021	S	0301-022-S21-S	082
0301	022-Pink	Spring2021	M	0301-022-S21-M	083
0301	022-Pink	Spring2021	L	0301-022-S21-L	084
0301	011-Yell	Spring2021	XS	0301-011-S21-XS	085
0301	011-Yell	Spring2021	S	0301-011-S21-S	086
0301	011-Yell	Spring2021	M	0301-011-S21-M	087
0301	011-Yell	Spring2021	L	0301-011-S21-L	088
0301	004-Gre	Spring2021	XS	0301-004-S21-XS	089
0301	004-Gre	Spring2021	S	0301-004-S21-S	090
0301	004-Gre	Spring2021	M	0301-004-S21-M	091
0301	004-Gre	Spring2021	L	0301-004-S21-L	092
0400	006-Blk	Spring2021	XS	0400-006-S21-XS	093
0400	006-Blk	Spring2021	S	0400-006-S21-S	094
0400	006-Blk	Spring2021	M	0400-006-S21-M	095
0400	006-Blk	Spring2021	L	0400-006-S21-L	096
0400	007-Purp	Spring2021	XS	0400-007-S21-XS	097
0400	007-Purp	Spring2021	S	0400-007-S21-S	098
0400	007-Purp	Spring2021	M	0400-007-S21-M	099
0400	007-Purp	Spring2021	L	0400-007-S21-L	100
0400	028-Gold	Spring2021	XS	0400-028-S21-XS	101
0400	028-Gold	Spring2021	S	0400-028-S21-S	102
0400	028-Gold	Spring2021	M	0400-028-S21-M	103
0400	028-Gold	Spring2021	L	0400-028-S21-L	104
0405	021-Grey	Spring2021	XS	0405-021-S21-XS	105
0405	021-Grey	Spring2021	S	0405-021-S21-S	106
0405	021-Grey	Spring2021	M	0405-021-S21-M	107
0405	021-Grey	Spring2021	L	0405-021-S21-L	108
0405	005-Whit	Spring2021	XS	0405-005-S21-XS	109
0405	005-Whit	Spring2021	S	0405-005-S21-S	110
0405	005-Whit	Spring2021	M	0405-005-S21-M	111
0405	005-Whit	Spring2021	L	0405-005-S21-L	112
0405	002-Red	Spring2021	XS	0405-002-S21-XS	113
0405	002-Red	Spring2021	S	0405-002-S21-S	114
0405	002-Red	Spring2021	M	0405-002-S21-M	115
0405	002-Red	Spring2021	L	0405-002-S21-L	116
0501	026-Silv	Spring2021	OS	0501-026-S21-OS	117
0501	028-Gold	Spring2021	OS	0501-028-S21-OS	118
0510	002-Red	Spring2021	OS	0510-002-S21-OS	119

0510	003-Blue	Spring2021	OS	0510-003-S21-OS	120
0515	006-Blk	Spring2021	OS	0515-007-S21-OS	121
0515	005-Whit	Spring2021	OS	0515-005-S21-OS	122
0530	002-Red	Spring2021	XS	0530-002-S21-XS	123
0530	002-Red	Spring2021	S	0530-002-S21-S	124
0530	002-Red	Spring2021	M	0530-002-S21-M	125
0530	002-Red	Spring2021	L	0530-002-S21-L	126
0530	007-Purp	Spring2021	XS	0530-002-S21-XS	126
0530	007-Purp	Spring2021	S	0530-002-S21-S	127
0530	007-Purp	Spring2021	M	0530-002-S21-M	128
0530	007-Purp	Spring2021	L	0530-002-S21-L	129

May

Style #	Color #	Season	Size	SKU	IRN
0201	006-Blk	Spring2021	XS	0201-006-S21-XS	001
0201	006-Blk	Spring2021	S	0201-006-S21-S	002
0201	006-Blk	Spring2021	M	0201-006-S21-M	003
0201	006-Blk	Spring2021	L	0201-006-S21-L	004
0201	006-Blk	Spring2021	XL	0201-006-S21-XL	005
0201	003-Blue	Spring2021	XS	0201-003-S21-XS	006
0201	003-Blue	Spring2021	S	0201-003-S21-S	007
0201	003-Blue	Spring2021	M	0201-003-S21-M	008
0201	003-Blue	Spring2021	L	0201-003-S21-L	009
0201	003-Blue	Spring2021	XL	0201-003-S21-XL	010
0201	002-Red	Spring2021	XS	0201-002-S21-XS	011
0201	002-Red	Spring2021	S	0201-002-S21-S	012
0201	002-Red	Spring2021	M	0201-002-S21-M	013
0201	002-Red	Spring2021	L	0201-002-S21-L	014
0201	002-Red	Spring2021	XL	0201-002-S21-XL	015
0201	004-Gre	Spring2021	XS	0201-004-S21-XS	016
0201	004-Gre	Spring2021	S	0201-004-S21-S	017
0201	004-Gre	Spring2021	M	0201-004-S21-M	018
0201	004-Gre	Spring2021	L	0201-004-S21-L	019
0201	004-Gre	Spring2021	XL	0201-004-S21-XL	020
0214	002-Red	Spring2021	XS	0214-002-S21-XS	021
0214	002-Red	Spring2021	S	0214-002-S21-S	022
0214	002-Red	Spring2021	M	0214-002-S21-M	023
0214	002-Red	Spring2021	L	0214-002-S21-L	024
0214	002-Red	Spring2021	XL	0214-002-S21-XL	025
0214	003-Blue	Spring2021	XS	0214-003-S21-XS	026
0214	003-Blue	Spring2021	S	0214-003-S21-S	027
0214	003-Blue	Spring2021	M	0214-003-S21-M	028
0214	003-Blue	Spring2021	L	0214-003-S21-L	029
0214	003-Blue	Spring2021	XL	0214-003-S21-XL	030
0214	004-Gre	Spring2021	XS	0214-004-S21-XS	031
0214	004-Gre	Spring2021	S	0214-004-S21-S	032
0214	004-Gre	Spring2021	M	0214-004-S21-M	033
0214	004-Gre	Spring2021	L	0214-004-S21-L	034
0214	004-Gre	Spring2021	XL	0214-004-S21-XL	035
0214	006-Blk	Spring2021	XS	0214-006-S21-XS	036
0214	006-Blk	Spring2021	S	0214-006-S21-S	037
0214	006-Blk	Spring2021	M	0214-006-S21-M	038

0214	006-Blk	Spring2021	L	0214-006-S21-L	039
0214	006-Blk	Spring2021	XL	0214-006-S21-XL	040
0220	011-Yell	Spring2021	XS	0220-011-S21-XS	041
0220	011-Yell	Spring2021	S	0220-011-S21-S	042
0220	011-Yell	Spring2021	M	0220-011-S21-M	043
0220	011-Yell	Spring2021	L	0220-011-S21-L	044
0220	011-Yell	Spring2021	XL	0220-011-S21-XL	045
0220	045-LtPi	Spring2021	XS	0220-045-S21-XS	046
0220	045-LtPi	Spring2021	S	0220-045-S21-S	047
0220	045-LtPi	Spring2021	M	0220-045-S21-M	048
0220	045-LtPi	Spring2021	L	0220-045-S21-L	049
0220	045-LtPi	Spring2021	XL	0220-045-S21-XL	050
0220	044-LtBlu	Spring2021	XS	0220-044-S21-XS	051
0220	044-LtBlu	Spring2021	S	0220-044-S21-S	052
0220	044-LtBlu	Spring2021	M	0220-044-S21-M	053
0220	044-LtBlu	Spring2021	L	0220-044-S21-L	054
0220	044-LtBlu	Spring2021	XL	0220-044-S21-XL	055
0220	004-Gre	Spring2021	XS	0220-004-S21-XS	056
0220	004-Gre	Spring2021	S	0220-004-S21-S	057
0220	004-Gre	Spring2021	M	0220-004-S21-M	058
0220	004-Gre	Spring2021	L	0220-004-S21-L	059
0220	004-Gre	Spring2021	XL	0220-004-S21-XL	060
0333	022-Pink	Spring2021	XS	0333-022-S21-XS	061
0333	022-Pink	Spring2021	S	0333-022-S21-S	062
0333	022-Pink	Spring2021	M	0333-022-S21-M	063
0333	022-Pink	Spring2021	L	0333-022-S21-L	064
0333	022-Pink	Spring2021	XL	0333-022-S21-XL	065
0333	007-Purp	Spring2021	XS	0333-007-S21-XS	066
0333	007-Purp	Spring2021	S	0333-007-S21-S	067
0333	007-Purp	Spring2021	M	0333-007-S21-M	068
0333	007-Purp	Spring2021	L	0333-007-S21-L	069
0333	007-Purp	Spring2021	XL	0333-007-S21-XL	070
0333	004-Gre	Spring2021	XS	0333-004-S21-XS	071
0333	004-Gre	Spring2021	S	0333-004-S21-S	072
0333	004-Gre	Spring2021	M	0333-004-S21-M	073
0333	004-Gre	Spring2021	L	0333-004-S21-L	074
0333	004-Gre	Spring2021	XL	0333-004-S21-XL	075
0333	001-Org	Spring2021	XS	0333-001-S21-XS	076
0333	001-Org	Spring2021	S	0333-001-S21-S	077
0333	001-Org	Spring2021	M	0333-001-S21-M	078
0333	001-Org	Spring2021	L	0333-001-S21-L	079

0333	001-Org	Spring2021	XL	0333-001-S21-XL	080
0320	028-Gold	Spring2021	XS	0320-028-S21-XS	081
0320	028-Gold	Spring2021	S	0320-028-S21-S	082
0320	028-Gold	Spring2021	M	0320-028-S21-M	083
0320	028-Gold	Spring2021	L	0320-028-S21-L	084
0320	028-Gold	Spring2021	XL	0320-028-S21-XL	085
0320	022-Pink	Spring2021	XS	0320-022-S21-XS	086
0320	022-Pink	Spring2021	S	0320-022-S21-S	087
0320	022-Pink	Spring2021	M	0320-022-S21-M	088
0320	022-Pink	Spring2021	L	0320-022-S21-L	089
0320	022-Pink	Spring2021	XL	0320-022-S21-XL	090
0320	001-Org	Spring2021	XS	0320-001-S21-XS	091
0320	001-Org	Spring2021	S	0320-001-S21-S	092
0320	001-Org	Spring2021	M	0320-001-S21-M	093
0320	001-Org	Spring2021	L	0320-001-S21-L	094
0320	001-Org	Spring2021	XL	0320-001-S21-XL	095
0320	011-Yell	Spring2021	XS	0320-011-S21-XS	096
0320	011-Yell	Spring2021	S	0320-011-S21-S	097
0320	011-Yell	Spring2021	M	0320-011-S21-M	098
0320	011-Yell	Spring2021	L	0320-011-S21-L	099
0320	011-Yell	Spring2021	XL	0320-011-S21-XL	100
0301	022-Pink	Spring2021	XS	0301-022-S21-XS	101
0301	022-Pink	Spring2021	S	0301-022-S21-S	102
0301	022-Pink	Spring2021	M	0301-022-S21-M	103
0301	022-Pink	Spring2021	L	0301-022-S21-L	104
0301	022-Pink	Spring2021	XL	0301-022-S21-XL	105
0301	011-Yell	Spring2021	XS	0301-011-S21-XS	106
0301	011-Yell	Spring2021	S	0301-011-S21-S	107
0301	011-Yell	Spring2021	M	0301-011-S21-M	108
0301	011-Yell	Spring2021	L	0301-011-S21-L	109
0301	011-Yell	Spring2021	XL	0301-011-S21-XL	110
0301	004-Gre	Spring2021	XS	0301-004-S21-XS	111
0301	004-Gre	Spring2021	S	0301-004-S21-S	112
0301	004-Gre	Spring2021	M	0301-004-S21-M	113
0301	004-Gre	Spring2021	L	0301-004-S21-L	114
0301	004-Gre	Spring2021	XL	0301-004-S21-XL	115
0400	007-Purp	Spring2021	XS	0400-007-S21-XS	116
0400	007-Purp	Spring2021	S	0400-007-S21-S	117
0400	007-Purp	Spring2021	M	0400-007-S21-M	118
0400	007-Purp	Spring2021	L	0400-007-S21-L	119
0400	007-Purp	Spring2021	XL	0400-007-S21-XL	120

0400	006-Blk	Spring2021	XS	0400-006-S21-XS	121
0400	006-Blk	Spring2021	S	0400-006-S21-S	122
0400	006-Blk	Spring2021	M	0400-006-S21-M	123
0400	006-Blk	Spring2021	L	0400-006-S21-L	124
0400	006-Blk	Spring2021	XL	0400-006-S21-XL	125
0400	028-Gold	Spring2021	XS	0400-028-S21-XS	126
0400	028-Gold	Spring2021	S	0400-028-S21-S	126
0400	028-Gold	Spring2021	M	0400-028-S21-M	127
0400	028-Gold	Spring2021	L	0400-028-S21-L	128
0400	028-Gold	Spring2021	XL	0400-028-S21-XL	129
0405	021-Grey	Spring2021	XS	0405-021-S21-XS	130
0405	021-Grey	Spring2021	S	0405-021-S21-S	131
0405	021-Grey	Spring2021	M	0405-021-S21-M	132
0405	021-Grey	Spring2021	L	0405-021-S21-L	133
0405	021-Grey	Spring2021	XL	0405-021-S21-XL	134
0405	005-Whit	Spring2021	XS	0405-005-S21-XS	135
0405	005-Whit	Spring2021	S	0405-005-S21-S	136
0405	005-Whit	Spring2021	M	0405-005-S21-M	137
0405	005-Whit	Spring2021	L	0405-005-S21-L	138
0405	005-Whit	Spring2021	XL	0405-005-S21-XL	139
0405	002-Red	Spring2021	XS	0405-002-S21-XS	140
0405	002-Red	Spring2021	S	0405-002-S21-S	141
0405	002-Red	Spring2021	M	0405-002-S21-M	142
0405	002-Red	Spring2021	L	0405-002-S21-L	143
0405	002-Red	Spring2021	XL	0405-002-S21-XL	144
0501	026-Sliv	Spring2021	OS	0501-026-S21-OS	145
0501	028-Gold	Spring2021	OS	0501-028-S21-OS	146
0510	003-Blue	Spring2021	OS	0510-003-S21-OS	147
0510	002-Red	Spring2021	OS	0510-002-S21-OS	148
0515	005-Whit	Spring2021	OS	0515-005-S21-OS	149
0515	006-Blk	Spring2021	OS	0515-006-S21-OS	150
0530	007-Purp	Spring2021	XS	0530-007-S21-XS	151
0530	007-Purp	Spring2021	S	0530-007-S21-S	152
0530	007-Purp	Spring2021	M	0530-007-S21-M	153
0530	007-Purp	Spring2021	L	0530-007-S21-L	154
0530	007-Purp	Spring2021	XL	0530-007-S21-XL	154
0530	003-Blue	Spring2021	XS	0530-003-S21-XS	155
0530	003-Blue	Spring2021	S	0530-003-S21-S	156
0530	003-Blue	Spring2021	M	0530-003-S21-M	157
0530	003-Blue	Spring2021	L	0530-003-S21-L	158
0530	003-Blue	Spring2021	XL	0530-003-S21-XL	159

0530	002-Red	Spring2021	XS	0530-002-S21-XS	160
0530	002-Red	Spring2021	S	0530-002-S21-S	161
0530	002-Red	Spring2021	M	0530-002-S21-M	162
0530	002-Red	Spring2021	L	0530002-S21-L	163
0530	002-Red	Spring2021	XL	0530-002-S21-XL	164

June

Style #	Color #	Season	Size	SKU	IRN
0201	006-Blk	Spring2021	XS	0201-006-S21-XS	001
0201	006-Blk	Spring2021	S	0201-006-S21-S	002
0201	006-Blk	Spring2021	M	0201-006-S21-M	003
0201	006-Blk	Spring2021	L	0201-006-S21-L	004
0201	006-Blk	Spring2021	XL	0201-006-S21-XL	005
0201	003-Blue	Spring2021	XS	0201-003-S21-XS	006
0201	003-Blue	Spring2021	S	0201-003-S21-S	007
0201	003-Blue	Spring2021	M	0201-003-S21-M	008
0201	003-Blue	Spring2021	L	0201-003-S21-L	009
0201	003-Blue	Spring2021	XL	0201-003-S21-XL	010
0201	002-Red	Spring2021	XS	0201-002-S21-XS	011
0201	002-Red	Spring2021	S	0201-002-S21-S	012
0201	002-Red	Spring2021	M	0201-002-S21-M	013
0201	002-Red	Spring2021	L	0201-002-S21-L	014
0201	002-Red	Spring2021	XL	0201-002-S21-XL	015
0201	004-Gre	Spring2021	XS	0201-004-S21-XS	016
0201	004-Gre	Spring2021	S	0201-004-S21-S	017
0201	004-Gre	Spring2021	M	0201-004-S21-M	018
0201	004-Gre	Spring2021	L	0201-004-S21-L	019
0201	004-Gre	Spring2021	XL	0201-004-S21-XL	020
0214	002-Red	Spring2021	XS	0214-002-S21-XS	021
0214	002-Red	Spring2021	S	0214-002-S21-S	022
0214	002-Red	Spring2021	M	0214-002-S21-M	023
0214	002-Red	Spring2021	L	0214-002-S21-L	024
0214	002-Red	Spring2021	XL	0214-002-S21-XL	025
0214	003-Blue	Spring2021	XS	0214-003-S21-XS	026
0214	003-Blue	Spring2021	S	0214-003-S21-S	027
0214	003-Blue	Spring2021	M	0214-003-S21-M	028
0214	003-Blue	Spring2021	L	0214-003-S21-L	029
0214	003-Blue	Spring2021	XL	0214-003-S21-XL	030
0214	004-Gre	Spring2021	XS	0214-004-S21-XS	031
0214	004-Gre	Spring2021	S	0214-004-S21-S	032
0214	004-Gre	Spring2021	M	0214-004-S21-M	033
0214	004-Gre	Spring2021	L	0214-004-S21-L	034
0214	004-Gre	Spring2021	XL	0214-004-S21-XL	035
0214	006-Blk	Spring2021	XS	0214-006-S21-XS	036
0214	006-Blk	Spring2021	S	0214-006-S21-S	037
0214	006-Blk	Spring2021	M	0214-006-S21-M	038

0214	006-Blk	Spring2021	L	0214-006-S21-L	039
0214	006-Blk	Spring2021	XL	0214-006-S21-XL	040
0220	011-Yell	Spring2021	XS	0220-011-S21-XS	041
0220	011-Yell	Spring2021	S	0220-011-S21-S	042
0220	011-Yell	Spring2021	M	0220-011-S21-M	043
0220	011-Yell	Spring2021	L	0220-011-S21-L	044
0220	011-Yell	Spring2021	XL	0220-011-S21-XL	045
0220	045-LtPi	Spring2021	XS	0220-045-S21-XS	046
0220	045-LtPi	Spring2021	S	0220-045-S21-S	047
0220	045-LtPi	Spring2021	M	0220-045-S21-M	048
0220	045-LtPi	Spring2021	L	0220-045-S21-L	049
0220	045-LtPi	Spring2021	XL	0220-045-S21-XL	050
0220	044-LtBlu	Spring2021	XS	0220-044-S21-XS	051
0220	044-LtBlu	Spring2021	S	0220-044-S21-S	052
0220	044-LtBlu	Spring2021	M	0220-044-S21-M	053
0220	044-LtBlu	Spring2021	L	0220-044-S21-L	054
0220	044-LtBlu	Spring2021	XL	0220-044-S21-XL	055
0220	004-Gre	Spring2021	XS	0220-004-S21-XS	056
0220	004-Gre	Spring2021	S	0220-004-S21-S	057
0220	004-Gre	Spring2021	M	0220-004-S21-M	058
0220	004-Gre	Spring2021	L	0220-004-S21-L	059
0220	004-Gre	Spring2021	XL	0220-004-S21-XL	060
0333	022-Pink	Spring2021	XS	0333-022-S21-XS	061
0333	022-Pink	Spring2021	S	0333-022-S21-S	062
0333	022-Pink	Spring2021	M	0333-022-S21-M	063
0333	022-Pink	Spring2021	L	0333-022-S21-L	064
0333	022-Pink	Spring2021	XL	0333-022-S21-XL	065
0333	007-Purp	Spring2021	XS	0333-007-S21-XS	066
0333	007-Purp	Spring2021	S	0333-007-S21-S	067
0333	007-Purp	Spring2021	M	0333-007-S21-M	068
0333	007-Purp	Spring2021	L	0333-007-S21-L	069
0333	007-Purp	Spring2021	XL	0333-007-S21-XL	070
0333	004-Gre	Spring2021	XS	0333-004-S21-XS	071
0333	004-Gre	Spring2021	S	0333-004-S21-S	072
0333	004-Gre	Spring2021	M	0333-004-S21-M	073
0333	004-Gre	Spring2021	L	0333-004-S21-L	074
0333	004-Gre	Spring2021	XL	0333-004-S21-XL	075
0333	001-Org	Spring2021	XS	0333-001-S21-XS	076
0333	001-Org	Spring2021	S	0333-001-S21-S	077
0333	001-Org	Spring2021	M	0333-001-S21-M	078
0333	001-Org	Spring2021	L	0333-001-S21-L	079

0333	001-Org	Spring2021	XL	0333-001-S21-XL	080
0320	028-Gold	Spring2021	XS	0320-028-S21-XS	081
0320	028-Gold	Spring2021	S	0320-028-S21-S	082
0320	028-Gold	Spring2021	M	0320-028-S21-M	083
0320	028-Gold	Spring2021	L	0320-028-S21-L	084
0320	028-Gold	Spring2021	XL	0320-028-S21-XL	085
0320	022-Pink	Spring2021	XS	0320-022-S21-XS	086
0320	022-Pink	Spring2021	S	0320-022-S21-S	087
0320	022-Pink	Spring2021	M	0320-022-S21-M	088
0320	022-Pink	Spring2021	L	0320-022-S21-L	089
0320	022-Pink	Spring2021	XL	0320-022-S21-XL	090
0320	001-Org	Spring2021	XS	0320-001-S21-XS	091
0320	001-Org	Spring2021	S	0320-001-S21-S	092
0320	001-Org	Spring2021	M	0320-001-S21-M	093
0320	001-Org	Spring2021	L	0320-001-S21-L	094
0320	001-Org	Spring2021	XL	0320-001-S21-XL	095
0320	011-Yell	Spring2021	XS	0320-011-S21-XS	096
0320	011-Yell	Spring2021	S	0320-011-S21-S	097
0320	011-Yell	Spring2021	M	0320-011-S21-M	098
0320	011-Yell	Spring2021	L	0320-011-S21-L	099
0320	011-Yell	Spring2021	XL	0320-011-S21-XL	100
0301	022-Pink	Spring2021	XS	0301-022-S21-XS	101
0301	022-Pink	Spring2021	S	0301-022-S21-S	102
0301	022-Pink	Spring2021	M	0301-022-S21-M	103
0301	022-Pink	Spring2021	L	0301-022-S21-L	104
0301	022-Pink	Spring2021	XL	0301-022-S21-XL	105
0301	011-Yell	Spring2021	XS	0301-011-S21-XS	106
0301	011-Yell	Spring2021	S	0301-011-S21-S	107
0301	011-Yell	Spring2021	M	0301-011-S21-M	108
0301	011-Yell	Spring2021	L	0301-011-S21-L	109
0301	011-Yell	Spring2021	XL	0301-011-S21-XL	110
0301	004-Gre	Spring2021	XS	0301-004-S21-XS	111
0301	004-Gre	Spring2021	S	0301-004-S21-S	112
0301	004-Gre	Spring2021	M	0301-004-S21-M	113
0301	004-Gre	Spring2021	L	0301-004-S21-L	114
0301	004-Gre	Spring2021	XL	0301-004-S21-XL	115
0400	007-Purp	Spring2021	XS	0400-007-S21-XS	116
0400	007-Purp	Spring2021	S	0400-007-S21-S	117
0400	007-Purp	Spring2021	M	0400-007-S21-M	118
0400	007-Purp	Spring2021	L	0400-007-S21-L	119
0400	007-Purp	Spring2021	XL	0400-007-S21-XL	120

0400	006-Blk	Spring2021	XS	0400-006-S21-XS	121
0400	006-Blk	Spring2021	S	0400-006-S21-S	122
0400	006-Blk	Spring2021	M	0400-006-S21-M	123
0400	006-Blk	Spring2021	L	0400-006-S21-L	124
0400	006-Blk	Spring2021	XL	0400-006-S21-XL	125
0400	028-Gold	Spring2021	XS	0400-028-S21-XS	126
0400	028-Gold	Spring2021	S	0400-028-S21-S	126
0400	028-Gold	Spring2021	M	0400-028-S21-M	127
0400	028-Gold	Spring2021	L	0400-028-S21-L	128
0400	028-Gold	Spring2021	XL	0400-028-S21-XL	129
0405	021-Grey	Spring2021	XS	0405-021-S21-XS	130
0405	021-Grey	Spring2021	S	0405-021-S21-S	131
0405	021-Grey	Spring2021	M	0405-021-S21-M	132
0405	021-Grey	Spring2021	L	0405-021-S21-L	133
0405	021-Grey	Spring2021	XL	0405-021-S21-XL	134
0405	005-Whit	Spring2021	XS	0405-005-S21-XS	135
0405	005-Whit	Spring2021	S	0405-005-S21-S	136
0405	005-Whit	Spring2021	M	0405-005-S21-M	137
0405	005-Whit	Spring2021	L	0405-005-S21-L	138
0405	005-Whit	Spring2021	XL	0405-005-S21-XL	139
0405	002-Red	Spring2021	XS	0405-002-S21-XS	140
0405	002-Red	Spring2021	S	0405-002-S21-S	141
0405	002-Red	Spring2021	M	0405-002-S21-M	142
0405	002-Red	Spring2021	L	0405-002-S21-L	143
0405	002-Red	Spring2021	XL	0405-002-S21-XL	144
0501	026-Sliv	Spring2021	OS	0501-026-S21-OS	145
0501	028-Gold	Spring2021	OS	0501-028-S21-OS	146
0510	003-Blue	Spring2021	OS	0510-003-S21-OS	147
0510	002-Red	Spring2021	OS	0510-002-S21-OS	148
0515	005-Whit	Spring2021	OS	0515-005-S21-OS	149
0515	006-Blk	Spring2021	OS	0515-006-S21-OS	150
0530	007-Purp	Spring2021	XS	0530-007-S21-XS	151
0530	007-Purp	Spring2021	S	0530-007-S21-S	152
0530	007-Purp	Spring2021	M	0530-007-S21-M	153
0530	007-Purp	Spring2021	L	0530-007-S21-L	154
0530	007-Purp	Spring2021	XL	0530-007-S21-XL	154
0530	003-Blue	Spring2021	XS	0530-003-S21-XS	155
0530	003-Blue	Spring2021	S	0530-003-S21-S	156
0530	003-Blue	Spring2021	M	0530-003-S21-M	157
0530	003-Blue	Spring2021	L	0530-003-S21-L	158
0530	003-Blue	Spring2021	XL	0530-003-S21-XL	159

0530	002-Red	Spring2021	XS	0530-002-S21-XS	160
0530	002-Red	Spring2021	S	0530-002-S21-S	161
0530	002-Red	Spring2021	M	0530-002-S21-M	162
0530	002-Red	Spring2021	L	0530002-S21-L	163
0530	002-Red	Spring2021	XL	0530-002-S21-XL	164

July

Style #	Color #	Season	Size	SKU	IRN
0201	006-Blk	Spring2021	XS	0201-006-S21-XS	001
0201	006-Blk	Spring2021	S	0201-006-S21-S	002
0201	006-Blk	Spring2021	M	0201-006-S21-M	003
0201	006-Blk	Spring2021	L	0201-006-S21-L	004
0201	006-Blk	Spring2021	XL	0201-006-S21-XL	005
0201	003-Blue	Spring2021	XS	0201-003-S21-XS	006
0201	003-Blue	Spring2021	S	0201-003-S21-S	007
0201	003-Blue	Spring2021	M	0201-003-S21-M	008
0201	003-Blue	Spring2021	L	0201-003-S21-L	009
0201	003-Blue	Spring2021	XL	0201-003-S21-XL	010
0201	002-Red	Spring2021	XS	0201-002-S21-XS	011
0201	002-Red	Spring2021	S	0201-002-S21-S	012
0201	002-Red	Spring2021	M	0201-002-S21-M	013
0201	002-Red	Spring2021	L	0201-002-S21-L	014
0201	002-Red	Spring2021	XL	0201-002-S21-XL	015
0201	004-Gre	Spring2021	XS	0201-004-S21-XS	016
0201	004-Gre	Spring2021	S	0201-004-S21-S	017
0201	004-Gre	Spring2021	M	0201-004-S21-M	018
0201	004-Gre	Spring2021	L	0201-004-S21-L	019
0201	004-Gre	Spring2021	XL	0201-004-S21-XL	020
0214	002-Red	Spring2021	XS	0214-002-S21-XS	021
0214	002-Red	Spring2021	S	0214-002-S21-S	022
0214	002-Red	Spring2021	M	0214-002-S21-M	023
0214	002-Red	Spring2021	L	0214-002-S21-L	024
0214	002-Red	Spring2021	XL	0214-002-S21-XL	025
0214	003-Blue	Spring2021	XS	0214-003-S21-XS	026
0214	003-Blue	Spring2021	S	0214-003-S21-S	027
0214	003-Blue	Spring2021	M	0214-003-S21-M	028
0214	003-Blue	Spring2021	L	0214-003-S21-L	029
0214	003-Blue	Spring2021	XL	0214-003-S21-XL	030
0214	004-Gre	Spring2021	XS	0214-004-S21-XS	031
0214	004-Gre	Spring2021	S	0214-004-S21-S	032
0214	004-Gre	Spring2021	M	0214-004-S21-M	033
0214	004-Gre	Spring2021	L	0214-004-S21-L	034
0214	004-Gre	Spring2021	XL	0214-004-S21-XL	035
0214	006-Blk	Spring2021	XS	0214-006-S21-XS	036
0214	006-Blk	Spring2021	S	0214-006-S21-S	037
0214	006-Blk	Spring2021	M	0214-006-S21-M	038

0214	006-Blk	Spring2021	L	0214-006-S21-L	039
0214	006-Blk	Spring2021	XL	0214-006-S21-XL	040
0220	011-Yell	Spring2021	XS	0220-011-S21-XS	041
0220	011-Yell	Spring2021	S	0220-011-S21-S	042
0220	011-Yell	Spring2021	M	0220-011-S21-M	043
0220	011-Yell	Spring2021	L	0220-011-S21-L	044
0220	011-Yell	Spring2021	XL	0220-011-S21-XL	045
0220	045-LtPi	Spring2021	XS	0220-045-S21-XS	046
0220	045-LtPi	Spring2021	S	0220-045-S21-S	047
0220	045-LtPi	Spring2021	M	0220-045-S21-M	048
0220	045-LtPi	Spring2021	L	0220-045-S21-L	049
0220	045-LtPi	Spring2021	XL	0220-045-S21-XL	050
0220	044-LtBlu	Spring2021	XS	0220-044-S21-XS	051
0220	044-LtBlu	Spring2021	S	0220-044-S21-S	052
0220	044-LtBlu	Spring2021	M	0220-044-S21-M	053
0220	044-LtBlu	Spring2021	L	0220-044-S21-L	054
0220	044-LtBlu	Spring2021	XL	0220-044-S21-XL	055
0220	004-Gre	Spring2021	XS	0220-004-S21-XS	056
0220	004-Gre	Spring2021	S	0220-004-S21-S	057
0220	004-Gre	Spring2021	M	0220-004-S21-M	058
0220	004-Gre	Spring2021	L	0220-004-S21-L	059
0220	004-Gre	Spring2021	XL	0220-004-S21-XL	060
0333	022-Pink	Spring2021	XS	0333-022-S21-XS	061
0333	022-Pink	Spring2021	S	0333-022-S21-S	062
0333	022-Pink	Spring2021	M	0333-022-S21-M	063
0333	022-Pink	Spring2021	L	0333-022-S21-L	064
0333	022-Pink	Spring2021	XL	0333-022-S21-XL	065
0333	007-Purp	Spring2021	XS	0333-007-S21-XS	066
0333	007-Purp	Spring2021	S	0333-007-S21-S	067
0333	007-Purp	Spring2021	M	0333-007-S21-M	068
0333	007-Purp	Spring2021	L	0333-007-S21-L	069
0333	007-Purp	Spring2021	XL	0333-007-S21-XL	070
0333	004-Gre	Spring2021	XS	0333-004-S21-XS	071
0333	004-Gre	Spring2021	S	0333-004-S21-S	072
0333	004-Gre	Spring2021	M	0333-004-S21-M	073
0333	004-Gre	Spring2021	L	0333-004-S21-L	074
0333	004-Gre	Spring2021	XL	0333-004-S21-XL	075
0333	001-Org	Spring2021	XS	0333-001-S21-XS	076
0333	001-Org	Spring2021	S	0333-001-S21-S	077
0333	001-Org	Spring2021	M	0333-001-S21-M	078
0333	001-Org	Spring2021	L	0333-001-S21-L	079

0333	001-Org	Spring2021	XL	0333-001-S21-XL	080
0320	028-Gold	Spring2021	XS	0320-028-S21-XS	081
0320	028-Gold	Spring2021	S	0320-028-S21-S	082
0320	028-Gold	Spring2021	M	0320-028-S21-M	083
0320	028-Gold	Spring2021	L	0320-028-S21-L	084
0320	028-Gold	Spring2021	XL	0320-028-S21-XL	085
0320	022-Pink	Spring2021	XS	0320-022-S21-XS	086
0320	022-Pink	Spring2021	S	0320-022-S21-S	087
0320	022-Pink	Spring2021	M	0320-022-S21-M	088
0320	022-Pink	Spring2021	L	0320-022-S21-L	089
0320	022-Pink	Spring2021	XL	0320-022-S21-XL	090
0320	001-Org	Spring2021	XS	0320-001-S21-XS	091
0320	001-Org	Spring2021	S	0320-001-S21-S	092
0320	001-Org	Spring2021	M	0320-001-S21-M	093
0320	001-Org	Spring2021	L	0320-001-S21-L	094
0320	001-Org	Spring2021	XL	0320-001-S21-XL	095
0320	011-Yell	Spring2021	XS	0320-011-S21-XS	096
0320	011-Yell	Spring2021	S	0320-011-S21-S	097
0320	011-Yell	Spring2021	M	0320-011-S21-M	098
0320	011-Yell	Spring2021	L	0320-011-S21-L	099
0320	011-Yell	Spring2021	XL	0320-011-S21-XL	100
0301	022-Pink	Spring2021	XS	0301-022-S21-XS	101
0301	022-Pink	Spring2021	S	0301-022-S21-S	102
0301	022-Pink	Spring2021	M	0301-022-S21-M	103
0301	022-Pink	Spring2021	L	0301-022-S21-L	104
0301	022-Pink	Spring2021	XL	0301-022-S21-XL	105
0301	011-Yell	Spring2021	XS	0301-011-S21-XS	106
0301	011-Yell	Spring2021	S	0301-011-S21-S	107
0301	011-Yell	Spring2021	M	0301-011-S21-M	108
0301	011-Yell	Spring2021	L	0301-011-S21-L	109
0301	011-Yell	Spring2021	XL	0301-011-S21-XL	110
0301	004-Gre	Spring2021	XS	0301-004-S21-XS	111
0301	004-Gre	Spring2021	S	0301-004-S21-S	112
0301	004-Gre	Spring2021	M	0301-004-S21-M	113
0301	004-Gre	Spring2021	L	0301-004-S21-L	114
0301	004-Gre	Spring2021	XL	0301-004-S21-XL	115
0400	007-Purp	Spring2021	XS	0400-007-S21-XS	116
0400	007-Purp	Spring2021	S	0400-007-S21-S	117
0400	007-Purp	Spring2021	M	0400-007-S21-M	118
0400	007-Purp	Spring2021	L	0400-007-S21-L	119
0400	007-Purp	Spring2021	XL	0400-007-S21-XL	120

0400	006-Blk	Spring2021	XS	0400-006-S21-XS	121
0400	006-Blk	Spring2021	S	0400-006-S21-S	122
0400	006-Blk	Spring2021	M	0400-006-S21-M	123
0400	006-Blk	Spring2021	L	0400-006-S21-L	124
0400	006-Blk	Spring2021	XL	0400-006-S21-XL	125
0400	028-Gold	Spring2021	XS	0400-028-S21-XS	126
0400	028-Gold	Spring2021	S	0400-028-S21-S	126
0400	028-Gold	Spring2021	M	0400-028-S21-M	127
0400	028-Gold	Spring2021	L	0400-028-S21-L	128
0400	028-Gold	Spring2021	XL	0400-028-S21-XL	129
0405	021-Grey	Spring2021	XS	0405-021-S21-XS	130
0405	021-Grey	Spring2021	S	0405-021-S21-S	131
0405	021-Grey	Spring2021	M	0405-021-S21-M	132
0405	021-Grey	Spring2021	L	0405-021-S21-L	133
0405	021-Grey	Spring2021	XL	0405-021-S21-XL	134
0405	005-Whit	Spring2021	XS	0405-005-S21-XS	135
0405	005-Whit	Spring2021	S	0405-005-S21-S	136
0405	005-Whit	Spring2021	M	0405-005-S21-M	137
0405	005-Whit	Spring2021	L	0405-005-S21-L	138
0405	005-Whit	Spring2021	XL	0405-005-S21-XL	139
0405	002-Red	Spring2021	XS	0405-002-S21-XS	140
0405	002-Red	Spring2021	S	0405-002-S21-S	141
0405	002-Red	Spring2021	M	0405-002-S21-M	142
0405	002-Red	Spring2021	L	0405-002-S21-L	143
0405	002-Red	Spring2021	XL	0405-002-S21-XL	144
0501	026-Sliv	Spring2021	OS	0501-026-S21-OS	145
0501	028-Gold	Spring2021	OS	0501-028-S21-OS	146
0510	003-Blue	Spring2021	OS	0510-003-S21-OS	147
0510	002-Red	Spring2021	OS	0510-002-S21-OS	148
0515	005-Whit	Spring2021	OS	0515-005-S21-OS	149
0515	006-Blk	Spring2021	OS	0515-006-S21-OS	150
0530	007-Purp	Spring2021	XS	0530-007-S21-XS	151
0530	007-Purp	Spring2021	S	0530-007-S21-S	152
0530	007-Purp	Spring2021	M	0530-007-S21-M	153
0530	007-Purp	Spring2021	L	0530-007-S21-L	154
0530	007-Purp	Spring2021	XL	0530-007-S21-XL	154
0530	003-Blue	Spring2021	XS	0530-003-S21-XS	155
0530	003-Blue	Spring2021	S	0530-003-S21-S	156
0530	003-Blue	Spring2021	M	0530-003-S21-M	157
0530	003-Blue	Spring2021	L	0530-003-S21-L	158
0530	003-Blue	Spring2021	XL	0530-003-S21-XL	159

0530	002-Red	Spring2021	XS	0530-002-S21-XS	160
0530	002-Red	Spring2021	S	0530-002-S21-S	161
0530	002-Red	Spring2021	M	0530-002-S21-M	162
0530	002-Red	Spring2021	L	0530002-S21-L	163
0530	002-Red	Spring2021	XL	0530-002-S21-XL	164

THE NUMBERS

PART B

February

B1. Open to buy for each month

Planned sales 300,000
+ Planned reductions (Employee discount (2%) + Markdown (\$8,000) + Shortage (2%) = 20,000)
+ Planned EOM Stock 200,000
= Total Monthly needs **520,000**
- BOM Stock 160,000
= Planned Purchases 360,000
- Merchandise on order 125,000
= Open to buy (At Retail) **235,000**

B2 Average monthly sales: $1,650,000 / 6 = 275,000$

B3 Average monthly on order: $514,000 / 6 = 85,666.66$

B4. Markdown % for each month: $MD \$8,000 / PS \$300,000 = 0.026 \times 100 = 2.66$

March

B1. Open to buy for each month

Planned sales 200,000
+ Planned reductions (Employee discount (3%) + Markdown (\$12,000) + Shortage (4%) = 20,000)
+ Planned EOM Stock 80,000
= Total Monthly needs **300,000**
- BOM Stock 200,000
= Planned Purchases 100,000
- Merchandise on order 15,000
= Open to buy (At Retail) **85,000**

B2 Average monthly sales: $1,650,000 / 6 = 275,000$

B3 Average monthly on order: $514,000 / 6 = 85,666.66$

B4. Markdown % for each month: $MD \$12,000 / PS \$200,000 = 0.06 \times 100 = 6$

April

B1. Open to buy for each month

Planned sales 300,000

+ Planned reductions (Employee discount (4%) + Markdown (\$4,000) + Shortage (5%) = 31,000)

+ Planned EOM Stock 110,000

= Total Monthly needs **441,000**

- BOM Stock 80,000

= Planned Purchases 361,000

- Merchandise on order 15,000

= Open to buy (At Retail) **216,000**

B2 Average monthly sales: $1,650,000 / 6 = 275,000$

B3 Average monthly on order: $514,000 / 6 = 85,666.66$

B4. Markdown % for each month: $MD \$4,000 / PS \$300,000 = 0.013 \times 100 = 1.33$

May

B1. Open to buy for each month

Planned sales 200,000

+ Planned reductions (Employee discount (0%) + Markdown (\$3,000) + Shortage (7%) = 17,000)

+ Planned EOM Stock 90,000

= Total Monthly needs **307,000**

- BOM Stock 110,000

= Planned Purchases 197,000

- Merchandise on order 35,000

= Open to buy (At Retail) **162,000**

B2 Average monthly sales: $1,650,000 / 6 = 275,000$

B3 Average monthly on order: $514,000 / 6 = 85,666.66$

B4. Markdown % for each month: $MD \$3,000 / PS \$200,000 = 0.015 \times 100 = 1.5$

June

B1. Open to buy for each month

Planned sales 400,000
+ Planned reductions (Employee discount (5%) + Markdown (\$18,000) + Shortage (2%) = 46,000)
+ Planned EOM Stock 210,000
= Total Monthly needs **656,000**
- BOM Stock 90,000
= Planned Purchases 566,000
- Merchandise on order 170,000
= Open to buy (At Retail) **396,000**

B2 Average monthly sales: $1,650,000 / 6 = 275,000$

B3 Average monthly on order: $514,000 / 6 = 85,666.66$

B4. Markdown % for each month: $MD \$18,000 / PS \$400,000 = 0.0625 \times 100 = 6.25$

July

B1. Open to buy for each month

Planned sales 250,000
+ Planned reductions (Employee discount (7%) + Markdown (\$25,000) + Shortage (3%) = 50,000)
+ Planned EOM Stock 70,000
= Total Monthly needs **370,000**
- BOM Stock 210,000
= Planned Purchases 160,000
- Merchandise on order 24,000
= Open to buy (At Retail) **136,000**

B2 Average monthly sales: $1,650,000 / 6 = 275,000$

B3 Average monthly on order: $514,000 / 6 = 85,666.66$

B4. Markdown % for each month: $MD \$25,000 / PS \$400,000 = 0.1 \times 100 = 10$

THE NUMBERS

PART C

The formula for C1, or the New Projected Average Sales Plan for the next season is =

Total of all Planned Sales (six months) X's the (Feb. – July) 6.2%.

The sum you get from the above calculation will be your company's new projected sales plan for the next season.

$$1,650,000 \text{ (Sum of six months)} \times 6.2\% = 102,3000$$

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

Company's new projected sales for next season = **\$1,752,300**

The formula for C2, is to subtract from \$1,820,000.00 the sum you got in C1.

$$\$1,820,000.00 - 1,752,300 = \mathbf{\$67,700}$$

In 2020 the company had actual sales of \$1,820,000.00. In comparison to the following year, we saw a decrease in sales of \$170,000.00, which brought the sales down to \$1,650,00.00. Due to the unforeseen circumstances of Covid-19, Splash Safe™ was forced to close the store for a few months. The regular customers cut their normal shopping down, and new customers were not likely to shop since they were forced into quarantine for majority of the spring/summer season. Since Covid-19 was a worldwide pandemic, foreign sales also decreased. Moving forward, Splash Safe™ will take all the necessary precautions to protect their customers and employees.

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