

**Abstract:**

**B1.) Open-to-Buy Statements**

<b>February</b>	
Planned Sales	\$300,000.00
Planned Reductions	\$20,000.00
Planned EOM Stock	\$200,000.00
= Total Monthly Needs	\$520,000.00
BOM Stock	\$160,000.000
Planned Purchases	\$360,000.00
Merchandise on Order	\$125,000.00
<b>Open to Buy Statement</b>	<b>\$235,000.00</b>

<b>March</b>	
Planned Sales	\$200,000.00
Planned Reductions	\$26,000.00
Planned EOM Stock	\$80,000.00
= Total Monthly Needs	\$306,000.00
BOM Stock	\$200,000.00
Planned Purchases	\$106,000.00
Merchandise on Order	\$15,000.00
<b>Open to Buy Statement</b>	<b>\$91,000.00</b>

<b>April</b>	
Planned Sales	\$300,000.00
Planned Reductions	\$31,000.00
Planned EOM Stock	\$110,000.00
= Total Monthly Needs	\$441,000.00
BOM Stock	\$80,000.00
= Planned Purchases	\$361,000.00
Merchandise on Order	\$145,000.00
<b>= Open to Buy Statement</b>	<b>\$216,000.00</b>

<b>May</b>	
Planned Sales	\$200,000.00
Planned Reductions	\$17,000.00
Planned EOM Stock	\$90,000.00
= Total Monthly Needs	\$307,000.00
BOM Stock	\$110,000.00
= Planned Purchases	\$197,000.00
Merchandise on Order	\$35,000.00
<b>= Open to Buy Statement</b>	<b>\$162,000.00</b>

<b>June</b>	
Planned Sales	\$400,000.00
Planned Reductions	\$46,000.00
Planned EOM Stock	\$210,000.00
= Total Monthly Needs	\$656,000.00
BOM Stock	\$90,000.00
= Planned Purchases	\$566,000.00
Merchandise on Order	\$170,000.00
<b>= Open to Buy Statement</b>	<b>\$396,000.00</b>

<b>July</b>	
Planned Sales	\$250,000.00
Planned Reductions	\$50,000.00
Planned EOM Stock	\$70,000.00
= Total Monthly Needs	\$370,000.00
BOM Stock	\$210,000.00
= Planned Purchases	\$160,000.00
Merchandise on Order	\$24,000.00
<b>= Open to Buy Statement</b>	<b>\$136,000.00</b>

**B2.) = (Planned Sale) \$300,000 + \$200,000 + \$300,000 + \$200,000 + \$400,000 + \$250,000 / (Number of Months) 6 =(Average monthly sales) \$275,000**

**B3.) = Monthly on order (\$125,000 + \$15,000.00 + \$145,000.00 + \$35,000.00 \$170,000.00 + \$24,000.00) / Number of Months (6) = (Average monthly on order) \$85,666.67**

B4.) (\$Markdown/ \$Planned Sales Feb-July) = 2.60% , 6%, 1.30%, 1.5%, 4.50%, 10%

<https://dujour.com/style/chloe-soho-store-photos/>





Different green and brown color palette image format. " Brown "  
SchemeColor.com. (n.d.). Retrieved May 17, 2022, from  
<https://www.schemecolor.com/different-green-and-brown.php>

Green-Brown. ColorsWall. (2021, April 26). Retrieved May 17, 2022, from  
<https://colorswall.com/palette/123945>

Month: August  
Fabric: Spandex & Nylon



Month: July  
Fabric: Satin

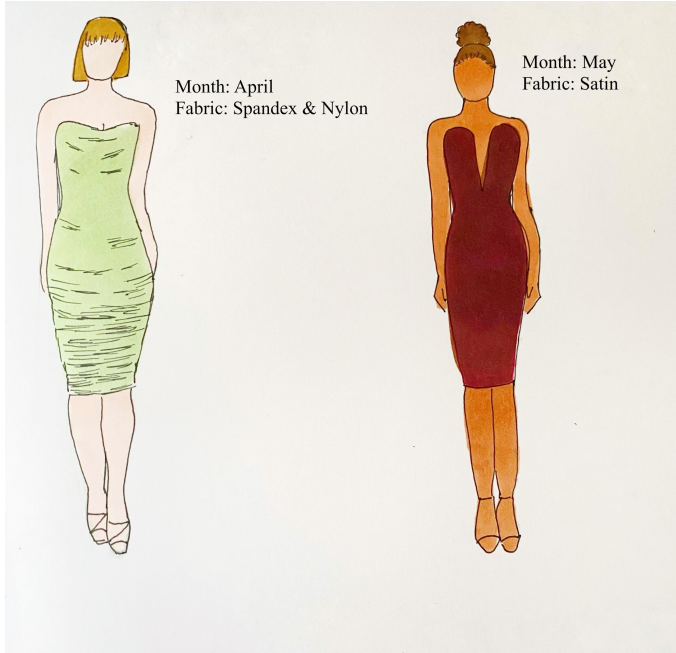


Month: June  
Fabric: Spandex & Nylon



Month: March  
Fabric: Satin





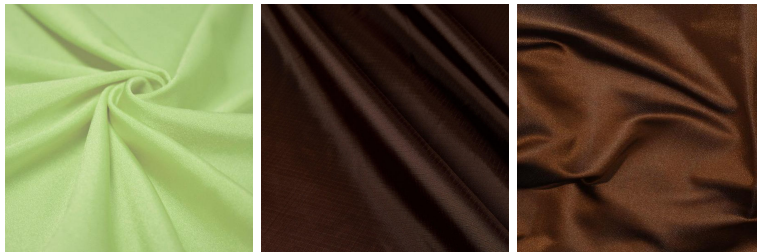
**Satin Fabric Swatches:**



Crepe back satin fabric - #828 L/sage. Best Fabric Store. (n.d.). Retrieved May 17, 2022, from <https://bestfabricstore.com/CRNSEM.html>

Chocolate brown polyester satin. Mood Fabrics. (n.d.). Retrieved May 17, 2022, from <https://www.moodfabrics.com/chocolate-brown-polyester-satin-310572>

**Nylon/Spandex (Econyl) Swatches:**





	1	2	3	4	5	6	7
1	<b>Line</b>	<b>Season</b>	<b>SKU Number</b>	<b>Style Number</b>	<b>Size Run EU/US</b>	<b>Invoice Reference Number</b>	<b>Color/ Shades</b>
2	JET CL.	Spring/ Summer 2022	GR321-000	01582	30-42 /00-14	JT657	<b>Ivy</b> <b>#8fb043</b>
3	JET CL.	Spring/ Summer 2022	GR319-010	01734	30-42 /00-14	JT364	<b>Tinker</b> <b>#a1c94a</b>
4	JET CL.	Spring/ Summer 2022	GR325-021	01096	30-42 /00-14	JT946	<b>Festive</b> <b>#b6e368</b>
5	JET CL.	Spring/ Summer 2022	BR230-000	01345	30-42 /00-14	JT456	<b>Mauve</b> <b>#8e4036</b>
6	JET CL.	Fall/ Winter 2022	BR218-015	01904	30-42 /00-14	JT903	<b>Seductive</b> <b>#571609</b>
7	JET CL.	Spring/ Summer 2022	BR890-001	01469	30-42 /00-14	JT378	<b>Catwoman</b> <b>#2f0600</b>
8	JET CL.	Spring/ Summer 2022	RD800-432	01567	30-42 /00-14	JT501	<b>Fine Wine</b> <b>#77211e</b>
9	JET CL.	Spring/ Summer 2022	BR001-010	00345	30-42 /00-14	JT485	<b>Nude</b> <b>#d7aa78</b>
10	JET CL.	Spring/ Summer 2022	BR780-090	015432	30-42 /00-14	JT273	<b>Brown</b> <b>#251e14</b>

	1	2	3	4	5	6	7
1	Line	Season	SKU Number	Style Number	Size Run EU/US	Invoice Reference Number	Color/ Shades
2	JET CL.	Spring/ Summer 2022	GR229-001	01582	30-42 /00-14	JT000	<b>Ivy</b> <b>#8fb043</b>
3	JET CL.	Spring/ Summer 2022	GR211-010	01734	30-42 /00-14	JT0675	<b>Tinker</b> <b>#a1c94a</b>
4	JET CL.	Spring/ Summer 2022	GR128-546	01096	30-42 /00-14	JT444	<b>Festive</b> <b>#b6e368</b>
5	JET CL.	Spring/ Summer 2022	BR133-220	01345	30-42 /00-14	JT471	<b>Mauve</b> <b>#8e4036</b>
6	JET CL.	Fall/ Winter 2022	BR590-556	01904	30-42 /00-14	JT441	<b>Seductive</b> <b>#571609</b>
7	JET CL.	Spring/ Summer 2022	BR721-678	01469	30-42 /00-14	JT991	<b>Catwoman</b> <b>#2f0600</b>
8	JET CL.	Spring/ Summer 2022	RD500-100	01567	30-42/ 00-14	JT911	<b>Fine Wine</b> <b>#77211e</b>
9	JET CL.	Spring/ Summer 2022	BR230-101	00345	30-42/ 00-14	JT311	<b>Nude</b> <b>#d7aa78</b>
10	JET CL.	Spring/ Summer 2022	BR720-360	015432	30-42/ 00-14	JT303	<b>Brown</b> <b>#251e14</b>

	1	2	3	4	5	6	7
1	Line	Season	SKU Number	Style Number	Size Run EU/US	Invoice Reference Number	Color/ Shades
2	JET CL.	Spring/ Summer 2022	GR900-205	01582	30-42 /00-14	JT301	Ivy #8fb043
3	JET CL.	Spring/ Summer 2022	GR282-101	01734	30-42 /00-14	JT409	Tinker #a1c94a
4	JET CL.	Spring/ Summer 2022	GR421-067	01096	30-42 /00-14	JT448	Festive #b6e368
5	JET CL.	Spring/ Summer 2022	BR429-607	01345	30-42 /00-14	JT602	Mauve #8e4036
6	JET CL.	Fall/ Winter 2022	BR233-340	01904	30-42 /00-14	JT701	Seductive #571609
7	JET CL.	Spring/ Summer 2022	BR322-403	01469	30-42 /00-14	JT232	Catwoman #2f0600
8	JET CL.	Spring/ Summer 2022	RD646-683	01567	30-42 /00-14	JT358	Fine Wine #77211e
9	JET CL.	Spring/ Summer 2022	BR304-700	00345	30-42 /00-14	JT396	Nude #d7aa78
10	JET CL.	Spring/ Summer 2022	BR917-4898	015432	30-42 /00-14	JT212	Brown #251e14

**C1.)** Sum of planned sales (\$1,650,000.00) x Sales plan increase (6.2%) =(Projected Sales

**Plan for Next Season) \$102,300.00**

**C2.) (Prior Sales Period) \$1,820,000.00 - (Current Sales Plan) \$102,300.00 = \$1,717,700.00**

**\$1,717,00.00 - (Current Planned Sales Sum) \$1,650,000.00 = (Increase in \$) \$67,700.00**

Current Planned Sales Sum (\$1,650,000.00) /Prior Planned Sales Period (\$1,820,000.00) = **(90.65%)**

**\$1,717,700.00 / Prior Planned Sales Period (\$1,820,000.00) = (94.34%)**

**94.34% - 90.65% = Percent Increase (3.69%)**

### **PART C**

Extensive and thorough analysis was implemented regarding the economic data from the United States government. This data was used as a strong basis for Jet Clothing's sales plan increase which is projected for a astonishing 6.2% growth. According to this data Jet Clothing is expected to curate a sales plan of \$102,300.00. Prior to this year, the line amassed a sales plan of \$1,820,00.00. During this year, the line capitalized on the latest trends and garnished them with a luxury feel. The fashion forecasting, marketing, and sales team made it possible for the store to earn an additional \$67,700.00 during last year's sales period. The 3.69% increase has made it possible for Jet Clothing to invest that capital back into the store to increase productivity and efficiency. Other portions of the increase were used to renovate the fitting room walls and mirrors to curate a vibrant and classy aesthetic. This investment although having an intangible effect on our client will help them dramatically during the psychological aspect of the buying process. Jet Clothing makes it a priority to adhere to client needs and that was possible thanks to the economic and consumer data retrieved periodically.

As the data shows Jet Clothing was able to turn a profit and generate the increase. Despite Covid-19 protocols still being exercised, Jet Clothing was able to adapt hastley to the

e-commerce side of fashion. The business acknowledged that some clients would not want to surround themselves with items many people have touched, giving even more reason to emphasize shopping online. Jet Clothing also offers tailoring and fittings for some pieces which give our clients a glove fit. However, to maintain and thrive a profit, Jet Clothing must continue to adhere to consumer needs and keep an ear to the streets regarding the latest trends.