

	Planned Sales	On Order	Employee Discount	MD\$	Shortages	EOM	BOM		
February	\$300,000.00	\$125,000.00	2.00%	\$8,000.00	2.00%	\$200,000.00	\$160,000.00		
March	\$200,000.00	\$15,000.00	3.00%	\$12,000.00	4.00%	\$80,000.00	\$200,000.00		
April	\$300,000.00	\$145,000.00	4.00%	\$4,000.00	5.00%	\$110,000.00	\$80,000.00		
May	\$200,000.00	\$35,000.00	0.00%	\$3,000.00	7.00%	\$90,000.00	\$110,000.00		
June	\$400,000.00	\$170,000.00	5.00%	\$18,000.00	2.00%	\$210,000.00	\$90,000.00		
July	\$250,000.00	\$24,000.00	7.00%	\$25,000.00	3.00%	\$70,000.00	\$210,000.00		
Sum	\$1,650,000.00	\$514,000.00							
				Feb	Mar	Apr	May	June	July
B1 Open to buy for each month				B1					
Formula									
Planned Sales + Planned Reductions = G				\$20,000.00	\$26,000.00	\$31,000.00	\$203,000.07	\$46,000.00	\$50,000.00
G + Planned Sales + Planned EOM Stock = Total Monthly Needs				\$520,000.00	\$306,000.00	\$441,000.00	\$493,000.07	\$656,000.00	\$370,000.00
Total Monthly Needs - BOM Stock = Planned Purchases				\$360,000.00	\$106,000.00	\$361,000.00	\$383,000.07	\$566,000.00	\$160,000.00
Planned Purchases - Merchandise On Order = Open to Buy (At Retail)				\$235,000.00	\$91,000.00	\$216,000.00	\$348,000.07	\$396,000.00	\$136,000.00
B2 Average monthly sales				B2					
Total Planned Sales / Number of Months				\$275,000.00					
B3 Average monthly on order				B3					
Total Monthly On Order / Number of Months				\$85,666.67					
B4 Markdown % for each month				B4					
Markdown / Planned Sales				0.02666666667	0.06	0.01333333333	0.015	0.045	0.1
			PERCENTAGES	2.67%	6.00%	1.33%	1.50%	4.50%	10.00%
PART C									
C1									
Total Planned Sales * 6.2%		\$102,300.00							
C2 in %									
(Actual Sales - C1)		\$1,717,700.00							
Actual Sales	\$1,820,000.00								
Retail Value	\$1,236,000.00								
			C2 Decreased- Could be due to our current epidemic						

Comparisons									
(Actual Sales - C1) /Actual Sales		94.38%							
(Actual Sales - C1) /Retail Value		138.97%							