

# *Open to Buy*



Derian Pryce

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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.



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.

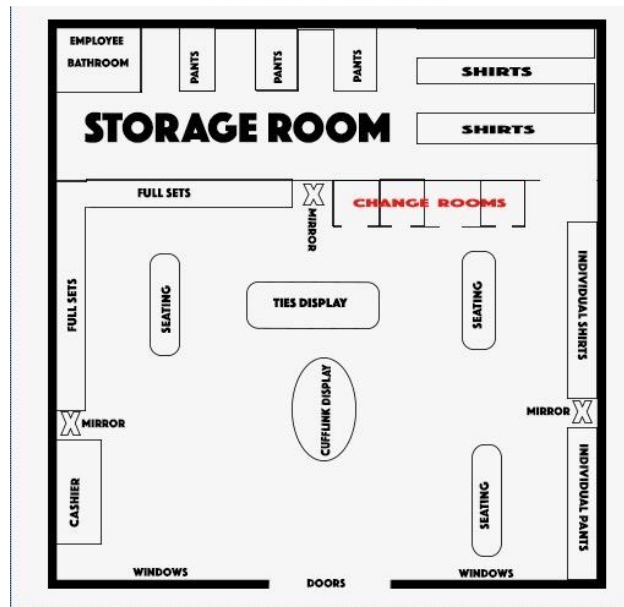
## *Abstract*

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

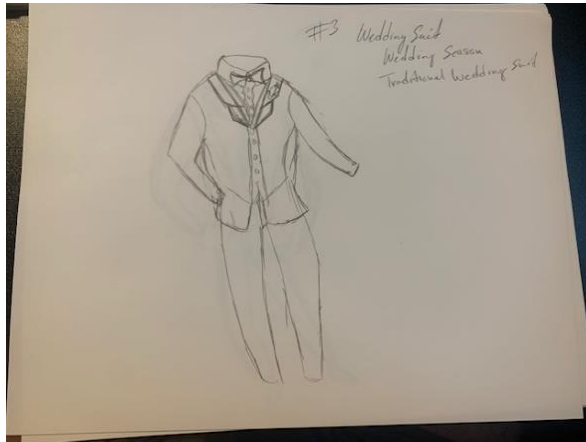


**Figure 1:** is a pinstripe business suit made with worsted fabric, includes all pieces that come with a suit including jacket, pants, vest and cotton shirt.





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



**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.



**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.



**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.

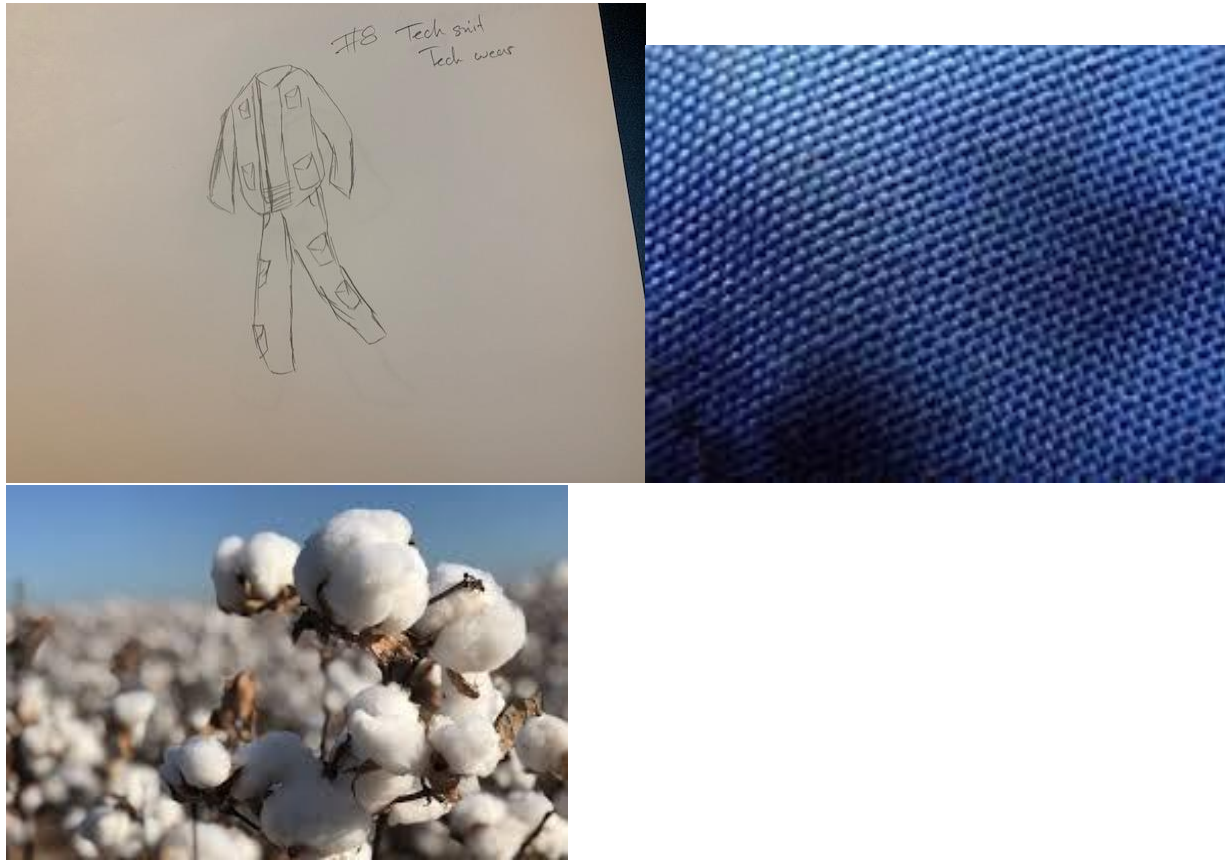


**Figure 6:** is a style we call golfer, with it being the most versatile outfit style for the summer season, comes in either cotton fabric, silk, satin and fleece.

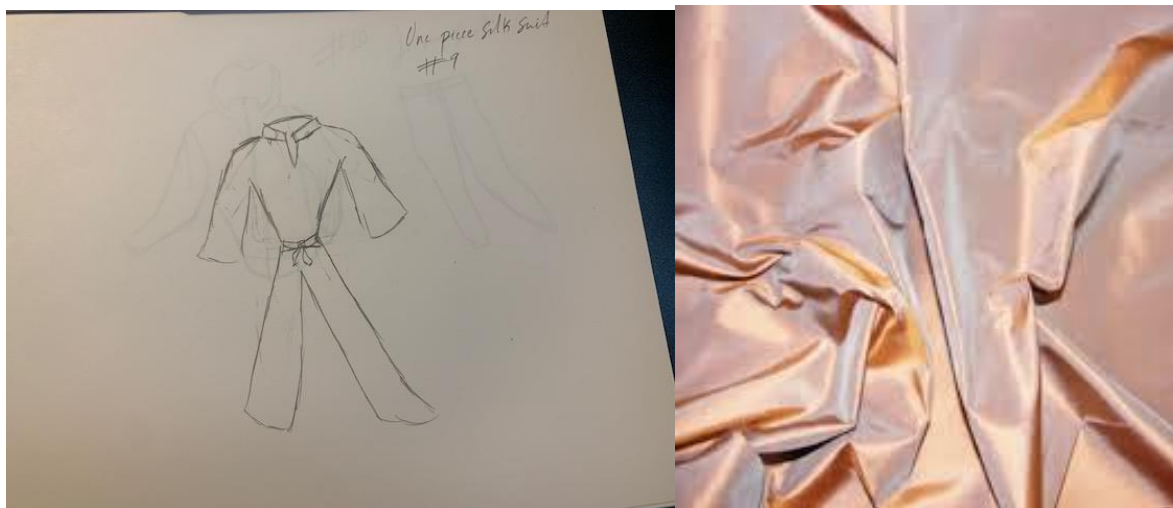


**Figure 7:** is a denim suit. Everything a traditional cotton suit is made for, but a more rugged denim look and feel. Made from denim cotton.





**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.



**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.

<i>US size</i>	<i>Chest Measurement (inches)</i>	<i>Waist measurement (inches)</i>	<i>Shoulder width (inches)</i>	<i>Sleeve length (inches)</i>
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 Grey  
Light Brown  
Bright Blue  
Carnation

Dark Brown  
Charcoal Grey  
Camel  
Burgundy  
Thulian

Black  
Tan  
Light Blue  
Medium Grey

## *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.

<b>February</b>	<b>\$77,250.00</b>
<b>March</b>	\$77,250.00
<b>April</b>	\$96,562.50
<b>May</b>	\$115,875.00
<b>June</b>	\$115,875.00
<b>July</b>	\$135,187.50
<b>Total amount for Spring season</b>	<b>\$618,000</b>

## *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*

<i>Style #</i>	<i>Color #</i>	<i>Season</i>	<i>US Size</i>	<i>SKU</i>	<i>IRN</i>
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*

<b>Style #</b>	<b>Color #</b>	<b>Season</b>	<b>Size</b>	<b>SKU</b>	<b>IRN</b>
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

<b>Style #</b>	<b>Color #</b>	<b>Season</b>	<b>Size</b>	<b>SKU</b>	<b>IRN</b>
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

<i>Style #</i>	<i>Color #</i>	<i>Season</i>	<i>Size</i>	<i>SKU</i>	<i>IRN</i>
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	01249-033-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*

<b>Style #</b>	<b>Color #</b>	<b>Season</b>	<b>Size</b>	<b>SKU</b>	<b>IRN</b>
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*

<b>Style #</b>	<b>Color #</b>	<b>Season</b>	<b>Size</b>	<b>SKU</b>	<b>IRN</b>
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
<b>Feb.</b>	\$300,000	\$125,000	2%	\$8,000	2%	\$200,000	\$160,000
<b>Mar.</b>	\$200,000	\$15,000	3%	\$12,000	4%	\$80,000	\$200,000
<b>Apr</b>	\$300,000	\$145,000	4%	\$4,000	5%	\$110,000	\$80,000
<b>May</b>	\$200,000	\$35,000	0%	\$3,000	7%	\$90,000	\$110,000
<b>June</b>	\$400,000	\$170,000	5%	\$18,000	2%	\$210,000	\$90,000
<b>July</b>	\$250,000	\$24,000	7%	\$25,000	3%	\$70,000	\$210,000

	Planned Sales	On order	Employee Discount	MD\$	Shortage	EOM	BOM
<b>Feb.</b>	\$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**

$$8,000/300,000 \times (100) = 2.67\%$$

	Planned Sales	On order	Employee Discount	MD\$	Shortage	EOM	BOM
<b>March</b>	\$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  
 $12,000/200,000 = 0.06 \times (100) =6\%$

	Planned Sales	On order	Employee Discount	MD\$	Shortage	EOM	BOM
<b>April</b>	\$300,000	\$145,000	4%	\$4,000	5%	\$110,000	\$80,000

### B1. Open to buy for each month

Planned sales	300,000
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+ 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

$4,000/300,000 \times (100) = 1.34\%$

	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**

$3,000/200,000 \times (100) = 1.5\%$

	Planned Sales	On order	Employee Discount	MD\$	Shortage	EOM	BOM
<b>June</b>	\$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
	$0.05 \times 400,000 = \$20,000$
	18,000
	$0.02 \times 400,000 = \$8,000$
	$20,000+18,000+8,000 = \$46,000$
+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**

$18,000/400,000 \times (100) = 4.5\%$

	Planned Sales	On order	Employee Discount	MD\$	Shortage	EOM	BOM
<b>July</b>	\$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

$25,000 / 250,000 \times (100) = 10\%$

**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 %**

$$\text{Feb-July) } = \$1,650,000 \times 6.2\% (0.062) = \$102,300$$

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**

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

**B. Percent Amount**

$$102,300 / 1,717,700$$

$$0.059 \times (100) = 5.9\%$$

**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%.