FINAL EXAM

	Planned Sales	Employee Discount	MD$	Shortages	EOM	BOM
Feb.	$300,000	$125,000	2%	$8,000	2%	$200,000	$160,000
Mar.	$200,000	$15,000	3%	$12,000	4%	$80,000	$200,000
Apr.	$300,000	$145,000	4%	$4,000	5%	$110,000	$80,000
May	$200,000	$35,000	0%	$3,000	7%	$90,000	$110,000
June	$400,000	$170,000	5%	$18,000	2%	$210,000	$90,000
July	$200,000	$23,000	7%	$25,000	3%	$70,000	$210,000

*planned reductions + planned EOM stock= total monthly needs- BOM stock= planned purchases- merchandise on orders= open to buy (retail)
*employee discount+MD+shortages= reduction

	FEB	MAR	APR	MAY	JUNE	JULY
Planned sales	$300,000	$200,000	$300,000	$200,000	$400,000	$200,000
+reduction						
$markdowns	$8,000	$12,000	$4,000	$3,000	$18,000	$25,000
Employee discount	$6,000	$6,000	$12,000		$20,000	$14,000
shortages	$6,000	$8,000	$15,000	$14,000	$8,000	$6,000
+planned EOM stock	$200,000	$80,000	$110,000	$90,000	$210,000	$70,000
Total monthly needs	$520,000	$306,000	$441,000	$307,000	$656,000	$315,000
-BOM stock	$160,000	$200,000	$80,000	$110,000	$90,000	$210,000
Planned purchases	$360,000	$106,000	$361,000	$197,000	$566,000	$105,000

-merch order	$125,000	$15,000	$145,000	$35,000	$170,000	$23,000
Open to buy (retail)	$235,000	$91,000	$216,000	$162,000	$396,000	$82,000

Open to buy
(cost):
FEB- 235,000/2= 117,500
MAR- 91,000/2= 45,500
APR- 216,000/2= 108,000
MAY- 162,000/2= 81,000
JUNE- 396,000/2= 198,000
JULY- 82,000/2= 41,000

Average monthly sales:
* total of all sales combined divided by the # of months
300,000
200,000
300,000
200,000
400,000
200,000 = 1,600,000/6= 266,666.667

Average monthly on order:
* total of all orders divided by the # of months
125,000
15,000
145,000
35,000
170,000
23,000 = 513,000/6= 85,500

Markdown %:

Months	Markdown	Planned Sales	Markdowns & Planned Sales	Markdown %

FEB	$8,000	$300,000	8,000/300,000*100	2.67%
MAR	$12,000	$200,000	12,000/200,000*100	6.0%
APR	$4,000	$300,000	4,000/300,000*100	1.33%
MAY	$3,000	$200,000	3,000/200,000*100	1.50%
JUNE	$18,000	$400,000	18,000/400,000*100	4.50%
JULY	$25,000	$200,000	25,000/200,000*100	12.50%

PART C:

1. 1,600,000 *9.1% = $145,600
   145,600+1,600,000 = ***$1,745,600***

2. $1,740,000.00 - $1,745,600 = ***$5,600.00***
   5,600,00/ 1,740,000 = 0.00321 *100 = ***0.32% increase***

THE XYZ STORE
Shelby Simon
BUF 2255
Professor Adomaitis

The sales here at XYZ Store has increased by 32%. Despite the circumstances of covid-19, consumers have purchased an abundance of retail due to our free-shipping and

curbside service. The option of ordering online with a waived shipping fee heavily influenced shoppers to spend their money at XYZ.

We also offer curbside pickup which allows guests to order online and simply drive up to obtain their goods. These new features not only save money and time but extend the sense of comfortability and convenience. Several sources have documented the sales charts during the pandemic and are pleasantly surprised by the spike in numbers (Bhattarai and Seigel, 2020, para.1). The factors listed previously have contributed to our 32% increase in retail.

Bhattarai & Seigel, A. (2020, June 16). Record jump in retail sales sends stocks higher, but Fed Chief warns economic recovery remains uncertain. Retrieved June 20, 2020, from https://www.washingtonpost.com/business/2020/06/16/retail-sales-may/