



*By: Nargiza R, Amber R, Shaimelys M,*

## Table of content

1. Research Project Team.....	2-4
2. Abstract.....	5
3. Company Information.....	6-9
4. Target Market & VALS.....	10-11
5. Drawings for Inventory.....	12-19
6. Fabric Swatches.....	20-21
7. Season Colors.....	21
8. Floor layout.....	22
9. Conclusion.....	23
10. SKU Charts/ Size Charts.....	24-61
11. Math portion.....	61-70
12. Work cited page.....	71

**Research Project Team:*****Nargiza Rahmatilloeva, Project Director***

Nargiza is a 20 years old student at New York City College of Technology majoring in Business & Technology of Fashion. She's currently pursuing Bachelors Degree and planning to graduate by the end of this year. She is interested in fashion design and is involved in business, therefore she is now about to become a designer and create her own clothing line and in the future she will make it a major clothing business. As a project director, her responsibility is to solve the math and make sure the research project is overall good and completed. She always makes sure that her work is completed on time. She has plans and dreams that she wants to become true. So she tries her best so that she fulfills her plans. When it comes to group work, she always likes to be the one to plan things out and work on all the parts of the project as a group collaborating with each other rather than just splitting the project and working on it individually without collaboration with each other. She also likes to help her group members to finish the project earlier before the deadline so there will be a time to go over it.

**Shaimelys Marcano, Research analyst/Designer/Product developer**



Shaimelys Marcano aspires to be a VP or COP in product development. She is currently working for a small private company that develops children's apparel to wholesale to large corporations. She works closely with Design, Product development, Production and Sales. Acquiring knowledge and overall experience is what is most important to her. She hopes to someday create her own company. As the research analyst she was responsible for conducting the research on the product as well as the consumer of the product and drawing conclusions from the findings. As a designer, she was responsible for developing 4 new prints for 8 new styles to be sold by ***Compression Fashion 4 Kids***. She was also responsible for designing the store layout. She sourced the materials that will be incorporated into the new product line. During this project one of the most important takeaways was how crucial communication is amongst any group of people you work with. When working as a team everyone needs to be on the same page, and if not then it must be addressed as a group. Building healthy relationships with your co-workers is important in order to have a productive environment. Timing was also a very important takeaway from this experience. I learned to manage my time wisely by making quick yet precise decisions.

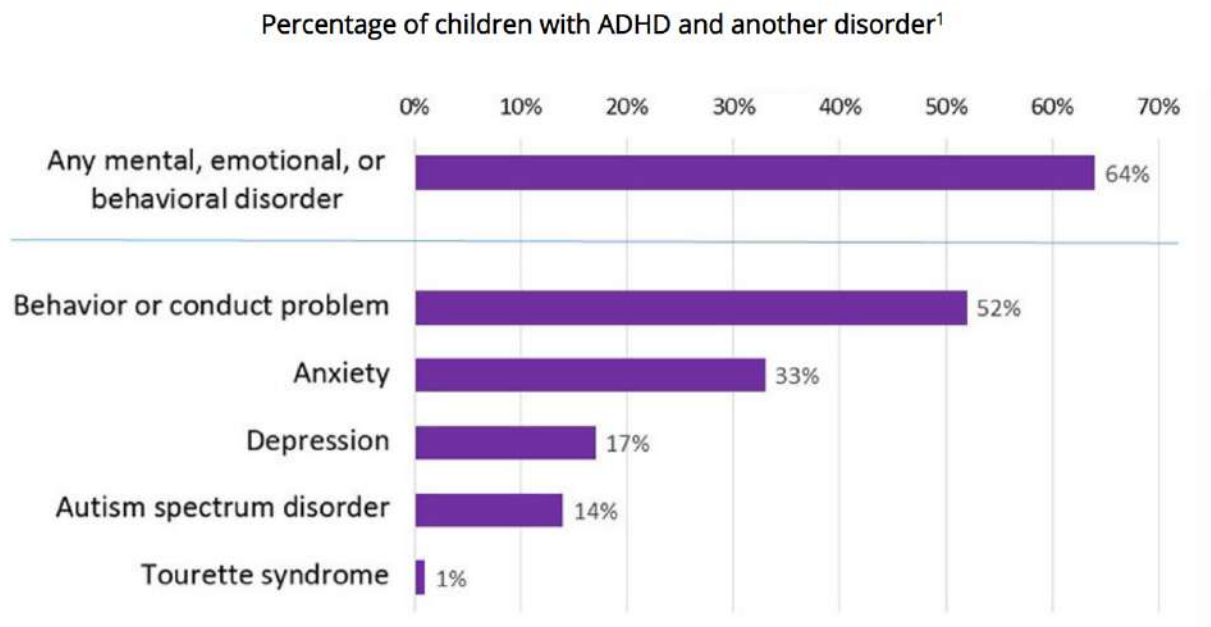
*Amber Ramos, Creative director*



Amber is a junior at the New York City College of Technology. She has graduated with an associates in business of fashion but she is currently working on her bachelor's degree. She aspires to be a fashion stylist at a magazine when she graduates in spring 2022. The role that Amber presents in this project is to create 4 of the styles and 8 designs that the group decided to do, another role she has is to create fabric swatches that will be used for the compression vest and hoodies. While working as a team everyone should have good communication and understanding of what each person is contributing in the project. There should be no miscommunication; everyone should be on the same page. A take away from this project was to work as a team and create a decent time management to get the project done and perfect. While working as a team it will show people that you have communication skills and you are able to manage your time well when it comes to group projects.

## Abstract

According to the CDC (Centers for Disease control and prevention) 1 in 54 children have been identified with Autism spectrum disorder, and about 1.6 million children have been diagnosed with ADHD. We at Compression Fashion 4 Kids have launched a new product line that features compression Hoodies as well as Vests that have the ability to be transformed into huggable plush. In this collection we have handpicked the materials as well as the trims based on our consumers special needs. We wanted to show our customers that we care about families and children within the censoring processing disorder community. We wanted to give these families a sense of comfort and calmness through our products. We have added a twist on the standardized compression vest and hoodies. We have made them fashionable.



*Figure 1. Percentage of Children with ADHD and another disorder.2020*

**Company Information:**

Compression fashion 4 kids is a company that sells and buys childrenswear apparel. Our retail store is located in Atlantic City, New Jersey. Compression Fashion 4 kids is also available online at **[CompressionFashion4Kids.com](http://CompressionFashion4Kids.com)**. Our company focuses on developing compression clothing for children between the ages of 2-12 years old. We develop seamless compression garments for children that have censoring processing disorders such as but not limited to; Autism, ADHD, Hypotonia, OCD, and anxiety. Recently we have developed a new product line that consists of compression hoodies and vests.

These hoodies and vest are not like the basic products we have available in store. Unlike the regular compression hoodies and vest we currently produce, these new products have the ability to turn into a plushie (stuffed animal and/or objects). This new product line is packed with vibrant and fun prints that children will love. Many which are on trend with the upcoming Spring/ Summer 2022 season. We have developed 8 new prints. Four of the prints will be for the boys styles while the other four prints will be for the girls styles. For the boys spring season we have developed two new prints such as the Dinosaur and Tiger. These two prints have corresponding plushies that the hoodie and vest can be transformed into. For The boys summer season we develop a shark and Surf print that also have corresponding plushies. For the girls spring samples we created an adorable cat and unicorn print that turns into a cat and unicorn plushie. For the summer samples we created a rainbow and flower prints that will turn into a flower and rainbow plushie. We have developed the hoodies for the spring season and the vest for the summer season. The concept behind this idea is that children will be able to wear these compression hoodies and vest during the day to give them a sense of comfort and support. When

they decide they want to take off their hoodie/ vest, they can turn it into an adorable plushie that they can hug and play with. While the hoodies/vests are in use the plushie is hidden away in a secret pocket on the hood. When the child is ready to play they can unzip the hidden pocket and turn their hoodie/ vest into the plushie.

Our biggest competitors are *Kozie Clothes*, *Smart Knit Kids* and *Fun and Function*. Kozie clothes, Smart knit kids and Fun and Function are childrenswear companies that produce therapeutic clothing and products for children with sensory needs. They have a wide range of clothing that is specifically engineered to provide comfort for children suffering from sensory disorders. They are our biggest competitors because they develop similar products to our product line. What sets us apart from them is that unlike these other brands we develop compression clothing with fun vibrant prints for children. We offer a larger spectrum of color palettes. Many of our competitors offer compression clothing that is used as an undergarment rather than clothes they can openly wear. Often this clothing is hidden under what they wear. Recently we have also launched our new product line of compression hoodies/vest that transform into plushies. This has not been done by any of our competitors. We also offer high quality and satisfactory products for an exceptional price. With our new product line these clothes will no longer be just an undergarment, but instead everyday stylish clothing.



# Compression Convertible Hoodies & Vests



## Our Products:

Our products are made from a Nylon/ Spandex fabric that is normally used in swimwear and activewear. This fabric is extremely stretchy, and has better moisture-wicking and breathability than cotton, which is normally used in the industry. This fabric is perfect to use for clothing for almost all geographic regions because it is extremely light and comfortable. It can be used in areas with extremely hot climates as well as areas with much cooler climates. It can serve many purposes but its main quality is its ability to be used as a form of compression in apparel. The Nylon spandex fabric provides a deep squeeze that fits snugly against the wearer's torso. This helps the wearer feel as though they are being hugged tightly because of how tight-fitting the

compression clothing is. We have also decided to use plastic zippers for the hoodies and vest to help facilitate the removal of the garment process for the children. We have decided to use 10mm zippers which are much bigger than the average children's zippers (5mm). The products we offer in store are compression Tees, Tanks, vests, hoodies, shorts, skorts, and socks. Our Basic stock list consists of T-shirts, Tanks, Shorts, Skorts, and socks. Our Fashion goods are the new collection of Hoodies and Vest we have developed specifically for the spring and summer seasons. Most of the items in our Basic stock list are unisex. We offer these items in various colors. The Hoodies will be sold for \$40 and the vest will be sold for \$30.

Children with special needs go through a lot of emotions, and have difficulties when it comes to socializing and interacting with others especially in school. The compression vest and hoodie will make them feel like they're in a safe space where they can be themselves. It will help the child become more aware and focused on the task at hand instead of being distracted by what they are wearing. Once the hoodie/vest is reversed, it becomes a stuffed animal they can hug, squeeze and play with it. Our compression vests and hoodies provide proprioceptive feedback that promote self-calming, focus, balance and increased body awareness. This product is affordable and useful for the family as well as the child. The fabrics used to make this product are soft and most definitely comfortable. We wanted to make a product with fun prints and colors because we wanted to grab the attention of the child and help them feel confident and safe wearing our products.

**Target Market:**



Our target customer would be a parent or family member with a young child with censoring processing disorder. They are seeking to find clothing that their child will feel comfortable wearing. Children with censoring processing disorders have difficulties when it comes to clothing due to the exposed clothing tags, itchy fabrics, and exposure to the elastic or buttons. For many parents it is extremely difficult to get their children dressed quickly in the morning due to these issues that they may encounter. A child can become extremely upset based on the materials that the clothing is made from. Many things can become distracting and irritating. Unfortunately the majority of the Childrenswear industry does not cater to children with special needs. Our clothing will not only help children have a sense of calmness and reduce anxiety but it will also help parents that have a more active lifestyle and are openly seeking clothing

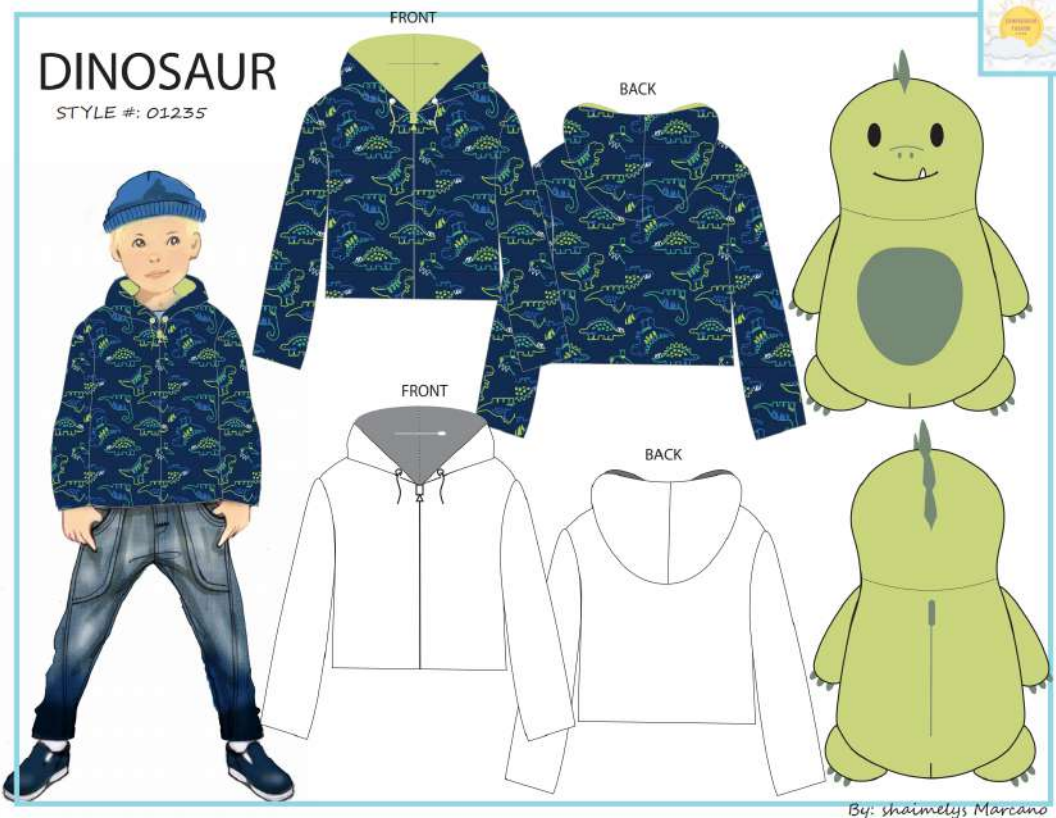
companies that cater to their child's special needs. Our products are aimed at people in the middle class.

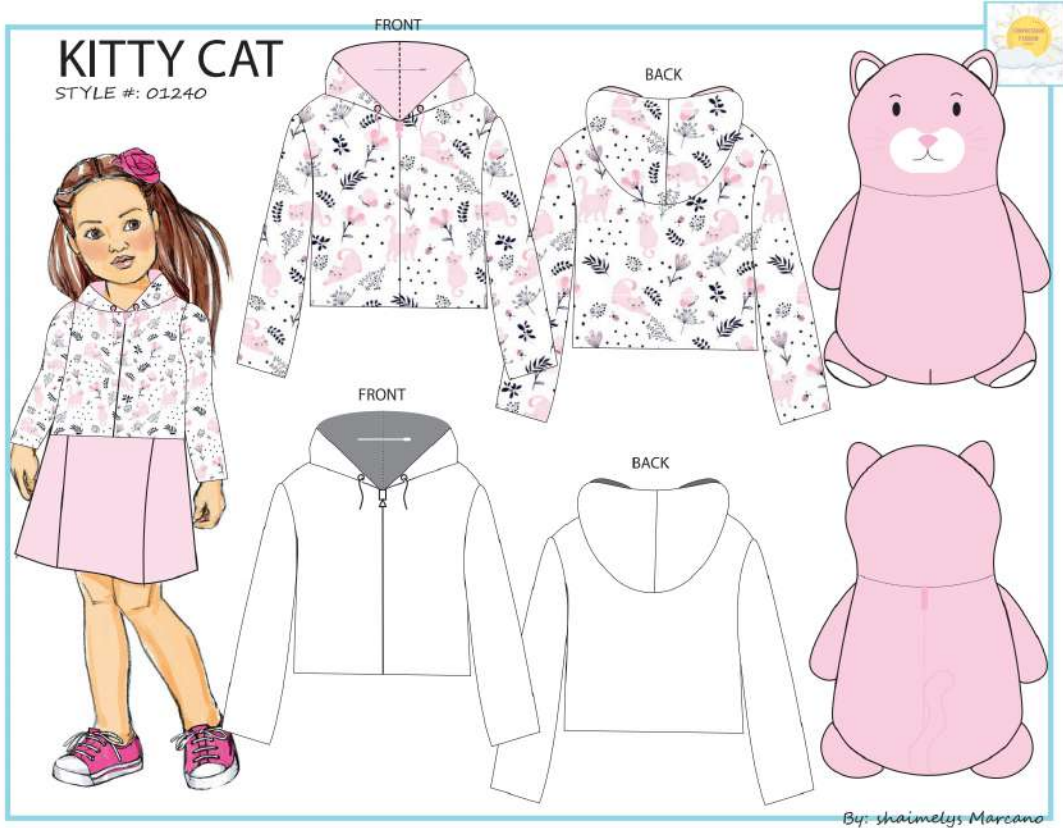
**VALS:**

Our consumers, as per VALS framework can be considered to be **Thinkers**. They are considered thinkers because these consumers are mature people who value order and knowledge in rational decision making (Merchandise Management articles, 2020). These consumers tend to be more informed about the products they are consuming. As discussed previously, our consumers tend to be parents and family members with children with Autism, ADHD, Hypotonia, OCD, and anxiety. Their lifestyles often are built around their child's special needs. They want what is best for their child, therefore they seek out brands, products, and services that will help to facilitate their everyday lives. These people are very well educated in their child's mental, physical, and social abilities. Because of all the things they take into consideration in decision making, they tend to be more open about trying new products. They love the opportunities to extend their knowledge. Our consumers want a safe and easy way to keep their child comfortable without having them go through so many emotions. Very often the child's days can be ruined by the slightest irregularity in their clothes. This makes it extremely difficult for the parent and/or family members when they have a daily routine or have to run errands. With the help of our products the child will feel comfortable and calm.

**New Inventory:**



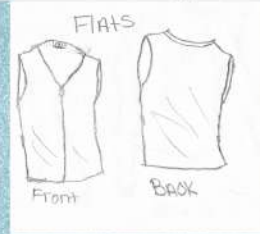
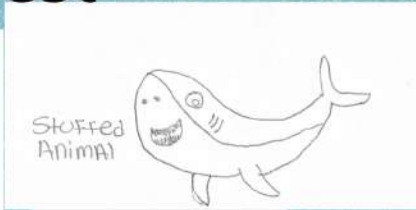








# shark vest



SKU: 01234-001-s10

By: Amber Ramos

# Shark hoodie



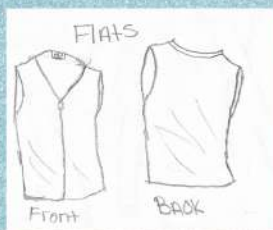
SKU: 01234-001-S10

By: Amber Ramos

## Surf board vest



Stuffed toy



SKU: 01234-001-S10

By : Amber Ramos

## Surf board hoodie



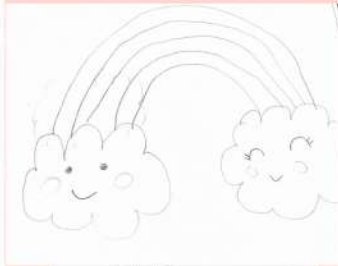
Stuffed toy



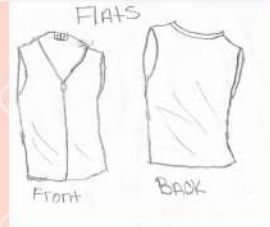
SKU: 01234-001-S10

By: Amber Ramos

## Rainbow vest



Stuffed toy



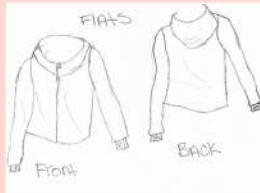
SKU: 01234-001-S10

By: Amber Ramos

## Rainbow hoodie



Stuffed toy



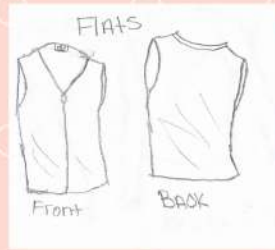
SKU: 01234-001-S10

By: Amber Ramos

### Flower vest



Stuffed toy



KU:01234-001-S10

By: Amber Ramos

### flower hoodie



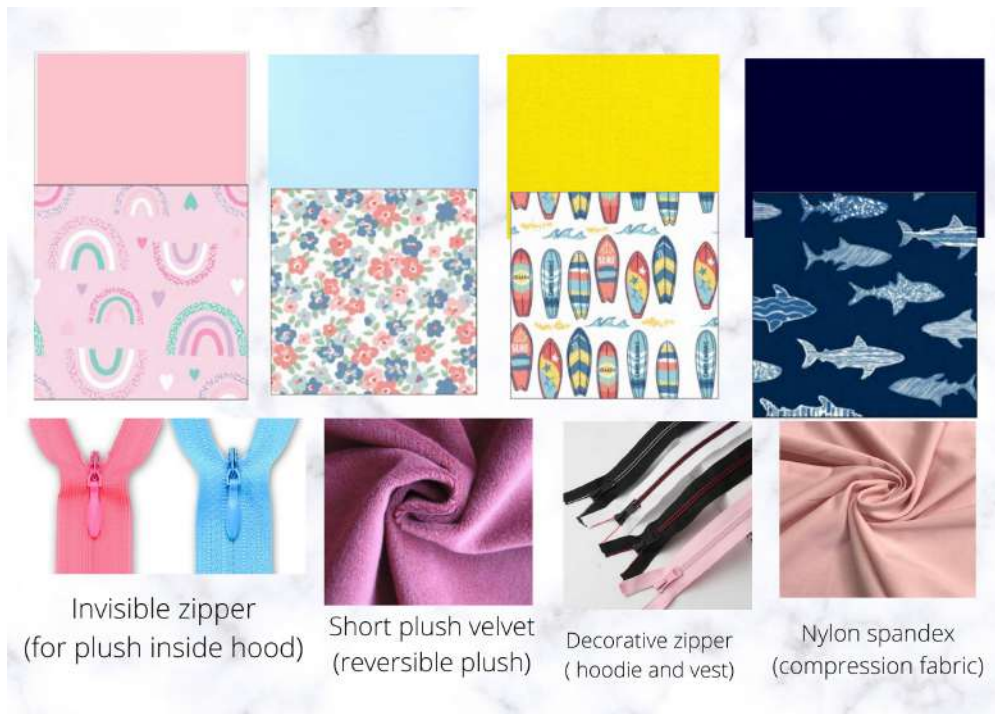
Stuffed toy



SKU:01234-001-S10

By: Amber Ramos

**Fabric Swatches:**



## HOW IT WORKS

*Plushie is hidden away inside the hood while the Hoodie/vest is in use. When the hoodie/vest is not in use, the plushie can be taken out of the hoodie.*

**2-in-1 plushie turns into down vest!**

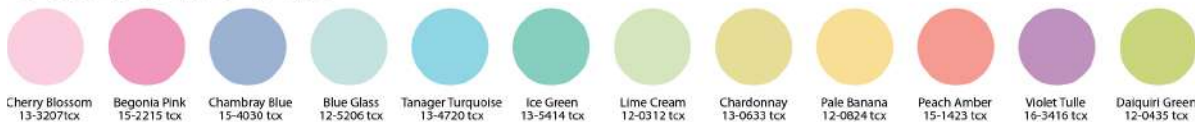
- 1 Flip Around
- 2 Zip Open
- 3 Roll Out
- 4 Hide Away!

By Shaimelys M.

**Seasonal Colors:**

# SPRING/SUMMER 2022 COLOR CARD

## DREAMLAND



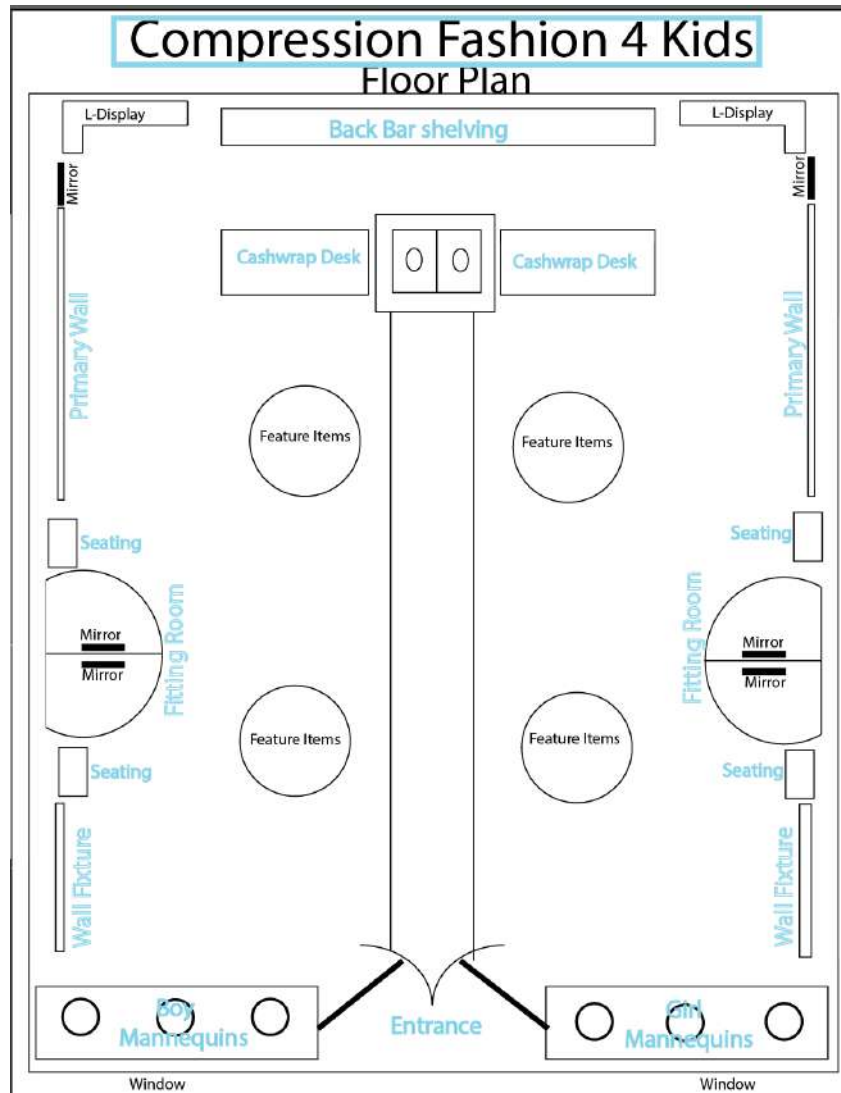
## GOOD VIBES



## ADVENTURER



## Store Layout:



For the interior design of our retail store we will have different shades of calming blue tones painted on the walls. In recent studies it was found that shades of soft blue colors have a calming effect on children. At our retail store we want to create a calming yet welcoming environment for our customers. We will also be color coordinating all the merchandise inside the store to give the customer a sense of satisfaction when they walk in and see how everything is well organized by color and size. The clothing will be hanging on the walls of the store leaving an open space in the center of the store for tables that will display our new products.

**Conclusion:**

Here at compression fashion 4 kids we make it our top priority to provide families of children with sensory processing disorders with the resources they need to excel in their everyday lives. Our mission is to create products that are not only affordable but also able to serve its purpose, which is to provide comfort and safety for children..

# INVENTORY AVAILABLE

## SPRING SEASON

HOODIES



LONG SLEEVE SHIRTS



T-SHIRTS



VEST



## SUMMER SEASON

VEST



T-SHIRTS



SKORTS



TANKS



SHORTS



*By: Sharmelys Margano*



**Month of February SKU Chart:**

Style#	Color#	Season	Size	SKU	IRN
		of February- Girl's			
01240	071- Cat	Spring 2022	2T	01240-001-S10-2T	002
01240	071- Cat	Spring 2022	3T	01240-001-S10-3T	003
01240	071- Cat	Spring 2022	4T	01240-001-S10-4T	004
01240	071- Cat	Spring 2022	5T	01240-001-S10-5T	005
01240	071- Cat	Spring 2022	6	01240-001-S10-6	006
01240	071- Cat	Spring 2022	7	01240-001-S10-7	007
01240	071- Cat	Spring 2022	8	01240-001-S10-8	008
01240	071- Cat	Spring 2022	10	01240-001-S10-10	010
01240	071- Cat	Spring 2022	12	01240-001-S10-12	012
01240	071- Cat	Spring 2022	14	01240-001-S10-14	014
01241	081-Unicorn	Spring 2022	2T	01241-001-S10-2T	002
01241	081-Unicorn	Spring 2022	3T	01241-001-S10-3T	003
01241	081-Unicorn	Spring 2022	4T	01241-001-S10-4T	004
01241	081-Unicorn	Spring 2022	5T	01241-001-S10-5T	005
01241	081-Unicorn	Spring 2022	6	01241-001-S10-6	006
01241	081-Unicorn	Spring 2022	7	01241-001-S10-7	007
01241	081-Unicorn	Spring 2022	8	01241-001-S10-8	008
01241	081-Unicorn	Spring 2022	10	01241-001-S10-10	010
01241	081-Unicorn	Spring 2022	12	01241-001-S10-12	012
01241	081-Unicorn	Spring 2022	14	01241-001-S10-14	014

		February: Girl's Vest			
01248	071- Cat	Spring 2022	2T	01248-001-S10-2T	002
01248	071- Cat	Spring 2022	3T	01248-001-S10-3T	003
01248	071- Cat	Spring 2022	4T	01248-001-S10-4T	004
01248	071- Cat	Spring 2022	5T	01248-001-S10-5T	005
01248	071- Cat	Spring 2022	6	01248-001-S10-6	006
01248	071- Cat	Spring 2022	7	01248-001-S10-7	007
01248	071- Cat	Spring 2022	8	01248-001-S10-8	008
01248	071- Cat	Spring 2022	10	01248-001-S10-10	010
01248	071- Cat	Spring 2022	12	01248-001-S10-12	012
01248	071- Cat	Spring 2022	14	01248-001-S10-14	014
01249	081-Unicorn	Spring 2022	2T	01249-001-S10-2T	002
01249	081-Unicorn	Spring 2022	3T	01249-001-S10-3T	003
01249	081-Unicorn	Spring 2022	4T	01249-001-S10-4T	004
01249	081-Unicorn	Spring 2022	5T	01249-001-S10-5T	005
01249	081-Unicorn	Spring 2022	6	01249-001-S10-6	006
01249	081-Unicorn	Spring 2022	7	01249-001-S10-7	007
01249	081-Unicorn	Spring 2022	8	01249-001-S10-8	008
01249	081-Unicorn	Spring 2022	10	01249-001-S10-10	010
01249	081-Unicorn	Spring 2022	12	01249-001-S10-12	012
01249	081-Unicorn	Spring 2022	14	01249-001-S10-14	014

		February: Girl's Long sleeve shirts			
12345	002-Blk	Spring 2022	2T	12345-002-S22-2T	002
12345	002-Blk	Spring 2022	3T	12345-002-S22-3T	003
12345	002-Blk	Spring 2022	4T	12345-002-S22-4T	004
12345	002-Blk	Spring 2022	5T	12345-002-S22-5T	005
12345	002-Blk	Spring 2022	6	12345-002-S22-6	006

12345	002-Blk	Spring 2022	7	12345-002-S22-7	007
12345	002-Blk	Spring 2022	8	12345-002-S22-8	008
12345	002-Blk	Spring 2022	9	12345-002-S22-9	009
12345	002-Blk	Spring 2022	10	12345-002-S22-10	010
12345	002-Blk	Spring 2022	11	12345-002-S22-11	011
12345	002-Blk	Spring 2022	12	12345-002-S22-12	012
12345	002-Blk	Spring 2022	13	12345-002-S22-13	013
12345	002-Blk	Spring 2022	14	12345-002-S22-14	014
12346	004-Pk	Spring 2022	2T	12346-004-S22-2T	002
12346	004-Pk	Spring 2022	3T	12346-004-S22-3T	003
12346	004-Pk	Spring 2022	4T	12346-004-S22-4T	004
12346	004-Pk	Spring 2022	5T	12346-004-S22-5T	005
12346	004-Pk	Spring 2022	6	12346-004-S22-6	006
12346	004-Pk	Spring 2022	7	12346-004-S22-7	007
12346	004-Pk	Spring 2022	8	12346-004-S22-8	008
12346	004-Pk	Spring 2022	10	12346-004-S22-10	010
12346	004-Pk	Spring 2022	12	12346-004-S22-12	012
12346	004-Pk	Spring 2022	14	12346-004-S22-14	014
12347	005-Bl	Spring 2022	2T	12347-005-S22-2T	002
12347	005-Bl	Spring 2022	3T	12347-005-S22-3T	003
12347	005-Bl	Spring 2022	4T	12347-005-S22-4T	004
12347	005-Bl	Spring 2022	5T	12347-005-S22-5T	005
12347	005-Bl	Spring 2022	6	12347-005-S22-6	006
12347	005-Bl	Spring 2022	7	12347-005-S22-7	007
12347	005-Bl	Spring 2022	8	12347-005-S22-8	008
12347	005-Bl	Spring 2022	10	12347-005-S22-10	010
12347	005-Bl	Spring 2022	12	12347-005-S22-12	012
12347	005-Bl	Spring 2022	14	12347-005-S22-14	014
12348	003-YI	Spring 2022	2T	12348-003-S22-2T	002
12348	003-YI	Spring 2022	3T	12348-003-S22-3T	003
12348	003-YI	Spring 2022	4T	12348-003-S22-4T	004
12348	003-YI	Spring 2022	5T	12348-003-S22-5T	005
12348	003-YI	Spring 2022	6	12348-003-S22-6	006
12348	003-YI	Spring 2022	7	12348-003-S22-7	007
12348	003-YI	Spring 2022	8	12348-003-S22-8	008

12348	003-YI	Spring 2022	10	12348-003-S22-10	010
12348	003-YI	Spring 2022	12	12348-003-S22-12	012
12348	003-YI	Spring 2022	14	12348-003-S22-14	014

Style#	Color#	Season	Size	SKU	IRN
		Month of February- Boy's hoodie			
01234	001-Tiger	Spring 2022	2T	01234-001-S10-2T	002
01234	001-Tiger	Spring 2022	3T	01234-001-S10-3T	003
01234	001-Tiger	Spring 2022	4T	01234-001-S10-4T	004
01234	001-Tiger	Spring 2022	5T	01234-001-S10-5T	005
01234	001-Tiger	Spring 2022	6	01234-001-S10-6	006
01234	001-Tiger	Spring 2022	7	01234-001-S10-7	007
01234	001-Tiger	Spring 2022	8	01234-001-S10-8	008
01234	001-Tiger	Spring 2022	10	01234-001-S10-10	010
01234	001-Tiger	Spring 2022	12	01234-001-S10-12	012
01234	001-Tiger	Spring 2022	14	01234-001-S10-14	014
01235	021-Dino	Spring 2022	2T	01235-001-S10-2T	002
01235	021-Dino	Spring 2022	3T	01235-001-S10-3T	003
01235	021-Dino	Spring 2022	4T	01235-001-S10-4T	004
01235	021-Dino	Spring 2022	5T	01235-001-S10-5T	005
01235	021-Dino	Spring 2022	6	01235-001-S10-6	006
01235	021-Dino	Spring 2022	7	01235-001-S10-7	007
01235	021-Dino	Spring 2022	8	01235-001-S10-8	008
01235	021-Dino	Spring 2022	10	01235-001-S10-10	010
01235	021-Dino	Spring 2022	12	01235-001-S10-12	012
01235	021-Dino	Spring 2022	14	01235-001-S10-14	014

			oy's Tops-Long s		
12345	002-Blk	Spring 2022	2T	12345-002-S22-2T	002

12345	002-Blk	Spring 2022	3T	12345-002-S22-3T	003
12345	002-Blk	Spring 2022	4T	12345-002-S22-4T	004
12345	002-Blk	Spring 2022	5T	12345-002-S22-5T	005
12345	002-Blk	Spring 2022	6	12345-002-S22-6	006
12345	002-Blk	Spring 2022	7	12345-002-S22-7	007
12345	002-Blk	Spring 2022	8	12345-002-S22-8	008
12345	002-Blk	Spring 2022	10	12345-002-S22-10	010
12345	002-Blk	Spring 2022	12	12345-002-S22-12	012
12345	002-Blk	Spring 2022	14	12345-002-S22-14	014
12346	004-Pk	Spring 2022	2T	12346-004-S22-2T	002
12346	004-Pk	Spring 2022	3T	12346-004-S22-3T	003
12346	004-Pk	Spring 2022	4T	12346-004-S22-4T	004
12346	004-Pk	Spring 2022	5T	12346-004-S22-5T	005
12346	004-Pk	Spring 2022	6	12346-004-S22-6	006
12346	004-Pk	Spring 2022	7	12346-004-S22-7	007
12346	004-Pk	Spring 2022	8	12346-004-S22-8	008
12346	004-Pk	Spring 2022	10	12346-004-S22-10	010
12346	004-Pk	Spring 2022	12	12346-004-S22-12	012
12346	004-Pk	Spring 2022	14	12346-004-S22-14	014
12347	005-BI	Spring 2022	2T	12347-005-S22-2T	002
12347	005-BI	Spring 2022	3T	12347-005-S22-3T	003
12347	005-BI	Spring 2022	4T	12347-005-S22-4T	004
12347	005-BI	Spring 2022	5T	12347-005-S22-5T	005
12347	005-BI	Spring 2022	6	12347-005-S22-6	006
12347	005-BI	Spring 2022	7	12347-005-S22-7	007
12347	005-BI	Spring 2022	8	12347-005-S22-8	008
12347	005-BI	Spring 2022	10	12347-005-S22-10	010
12347	005-BI	Spring 2022	12	12347-005-S22-12	012
12347	005-BI	Spring 2022	14	12347-005-S22-14	014
12348	003-YI	Spring 2022	2T	12348-003-S22-2T	002
12348	003-YI	Spring 2022	3T	12348-003-S22-3T	003
12348	003-YI	Spring 2022	4T	12348-003-S22-4T	004
12348	003-YI	Spring 2022	5T	12348-003-S22-5T	005
12348	003-YI	Spring 2022	6	12348-003-S22-6	006
12348	003-YI	Spring 2022	7	12348-003-S22-7	007

12348	003-YI	Spring 2022	8	12348-003-S22-8	008
12348	003-YI	Spring 2022	10	12348-003-S22-10	010
12348	003-YI	Spring 2022	12	12348-003-S22-12	012
12348	003-YI	Spring 2022	14	12348-003-S22-14	014

			February: Boy's Vest		
01242	001-Tiger	Spring 2022	2T	01242-001-S10-2T	002
01242	001-Tiger	Spring 2022	3T	01242-001-S10-3T	003
01242	001-Tiger	Spring 2022	4T	01242-001-S10-4T	004
01242	001-Tiger	Spring 2022	5T	01242-001-S10-5T	005
01242	001-Tiger	Spring 2022	6	01242-001-S10-6	006
01242	001-Tiger	Spring 2022	7	01242-001-S10-7	007
01242	001-Tiger	Spring 2022	8	01242-001-S10-8	008
01242	001-Tiger	Spring 2022	10	01242-001-S10-10	010
01242	001-Tiger	Spring 2022	12	01242-001-S10-12	012
01242	001-Tiger	Spring 2022	14	01242-001-S10-14	014
01243	021-Dino	Spring 2022	2T	01243-001-S10-2T	002
01243	021-Dino	Spring 2022	3T	01243-001-S10-3T	003
01243	021-Dino	Spring 2022	4T	01243-001-S10--4T	004
01243	021-Dino	Spring 2022	5T	01243-001-S10-5T	005
01243	021-Dino	Spring 2022	6	01243-001-S10-6	006
01243	021-Dino	Spring 2022	7	01243-001-S10-7	007
01243	021-Dino	Spring 2022	8	01243-001-S10-8	008
01243	021-Dino	Spring 2022	10	01243-001-S10-10	010
01243	021-Dino	Spring 2022	12	01243-001-S10-12	012
01243	021-Dino	Spring 2022	14	01243-001-S10-14	014

**Month of March SKU Chart:**

Style#	Color#	Season	Size	SKU	IRN
		March- Boy's hoodie			

01234	001-Tiger	Spring 2022	2T	01234-001-S10-2T	002
01234	001-Tiger	Spring 2022	3T	01234-001-S10-3T	003
01234	001-Tiger	Spring 2022	4T	01234-001-S10-4T	004
01234	001-Tiger	Spring 2022	5T	01234-001-S10-5T	005
01234	001-Tiger	Spring 2022	6	01234-001-S10-6	006
01234	001-Tiger	Spring 2022	7	01234-001-S10-7	007
01234	001-Tiger	Spring 2022	8	01234-001-S10-8	008
01234	001-Tiger	Spring 2022	10	01234-001-S10-10	010
01234	001-Tiger	Spring 2022	12	01234-001-S10-12	012
01234	001-Tiger	Spring 2022	14	01234-001-S10-14	014
01235	021-Dino	Spring 2022	2T	01234-001-S10-2T	002
01235	021-Dino	Spring 2022	3T	01234-001-S10-3T	003
01235	021-Dino	Spring 2022	4T	01234-001-S10-4T	004
01235	021-Dino	Spring 2022	5T	01234-001-S10-5T	005
01235	021-Dino	Spring 2022	6	01234-001-S10-6	006
01235	021-Dino	Spring 2022	7	01234-001-S10-7	007
01235	021-Dino	Spring 2022	8	01234-001-S10-8	008
01235	021-Dino	Spring 2022	10	01234-001-S10-10	010
01235	021-Dino	Spring 2022	12	01234-001-S10-12	012
01235	021-Dino	Spring 2022	14	01234-001-S10-14	014

			Long sleeve shirts		
12362	007- Green	Spring 2022	2T	12362-002-S22-2T	002
12362	007- Green	Spring 2022	3T	12362-002-S22-3T	003
12362	007- Green	Spring 2022	4T	12362-002-S22-4T	004
12362	007- Green	Spring 2022	5T	12362-002-S22-5T	005
12362	007- Green	Spring 2022	6	12362-002-S22-6	006
12362	007- Green	Spring 2022	7	12362-002-S22-7	007
12362	007- Green	Spring 2022	8	12362-002-S22-8	008
12362	007- Green	Spring 2022	10	12362-002-S22-10	010
12362	007- Green	Spring 2022	12	12362-002-S22-12	012
12362	007- Green	Spring 2022	14	12362-002-S22-14	014
12363	008- Red	Spring 2022	2T	12363-004-S22-2T	002

12363	008- Red	Spring 2022	3T	12363-0034-S22-3T	003
12363	008- Red	Spring 2022	4T	12363-004-S22-4T	004
12363	008- Red	Spring 2022	5T	12363-004-S22-5T	005
12363	008- Red	Spring 2022	6	12363-004-S22-6	006
12363	008- Red	Spring 2022	7	12363-004-S22-7	007
12363	008- Red	Spring 2022	8	12363-004-S22-8	008
12363	008- Red	Spring 2022	10	12363-004-S22-10	010
12363	008- Red	Spring 2022	12	12363-004-S22-12	012
12363	008- Red	Spring 2022	14	12363-004-S22-14	014
12364	009 - Orange	Spring 2022	2T	12364-005-S22-2T	002
12364	009 - Orange	Spring 2022	3T	12364-005-S22-3T	003
12364	009 - Orange	Spring 2022	4T	12364-005-S22-4T	004
12364	009 - Orange	Spring 2022	5T	12364-005-S22-5T	005
12364	009 - Orange	Spring 2022	6	12364-005-S22-6	006
12364	009 - Orange	Spring 2022	7	12364-005-S22-7	007
12364	009 - Orange	Spring 2022	8	12364-005-S22-8	008
12364	009 - Orange	Spring 2022	10	12364-005-S22-10	010
12364	009 - Orange	Spring 2022	12	12364-005-S22-12	012
12364	009 - Orange	Spring 2022	14	12364-005-S22-14	014
12365	010- Purple	Spring 2022	2T	12365-003-S22-2T	002
12365	010- Purple	Spring 2022	3T	12365-003-S22-3T	003
12365	010- Purple	Spring 2022	4T	12365-003-S22-4T	004
12365	010- Purple	Spring 2022	5T	12365-003-S22-5T	005
12365	010- Purple	Spring 2022	6	12365-003-S22-6	006
12365	010- Purple	Spring 2022	7	12365-003-S22-7	007
12365	010- Purple	Spring 2022	8	12365-003-S22-8	008
12365	010- Purple	Spring 2022	10	12365-003-S22-10	010
12365	010- Purple	Spring 2022	12	12365-003-S22-12	012
12365	010- Purple	Spring 2022	14	12365-003-S22-14	014

			March: Boy's Vest		
01242	001-Tiger	Spring 2022	2T	01242-001-S10-2T	002



01242	001-Tiger	Spring 2022	3T	01242-001-S10-3T	003
01242	001-Tiger	Spring 2022	4T	01242-001-S10-4T	004
01242	001-Tiger	Spring 2022	5T	01242-001-S10-5T	005
01242	001-Tiger	Spring 2022	6	01242-001-S10-6	006
01242	001-Tiger	Spring 2022	7	01242-001-S10-7	007
01242	001-Tiger	Spring 2022	8	01242-001-S10-8	008
01242	001-Tiger	Spring 2022	10	01242-001-S10-10	010
01242	001-Tiger	Spring 2022	12	01242-001-S10-12	012
01242	001-Tiger	Spring 2022	14	01242-001-S10-14	014
01243	021-Dino	Spring 2022	2T	01242-001-S10-2T	002
01243	021-Dino	Spring 2022	3T	01242-001-S10-3T	003
01243	021-Dino	Spring 2022	4T	01242-001-S10-4T	004
01243	021-Dino	Spring 2022	5T	01242-001-S10-5T	005
01243	021-Dino	Spring 2022	6	01242-001-S10-6	006
01243	021-Dino	Spring 2022	7	01242-001-S10-7	007
01243	021-Dino	Spring 2022	8	01242-001-S10-8	008
01243	021-Dino	Spring 2022	10	012-001-S10-10	010
01243	021-Dino	Spring 2022	12	01234-001-S10-12	012
01243	021-Dino	Spring 2022	14	01234-001-S10-14	014

		arch: Girl's hood			
01240	071- Cat	Spring 2022	2T	01240-001-S10-2T	002
01240	071- Cat	Spring 2022	3T	01240-001-S10-3T	003
01240	071- Cat	Spring 2022	4T	01240-001-S10-4T	004
01240	071- Cat	Spring 2022	5T	01240-001-S10-5T	005
01240	071- Cat	Spring 2022	6	01240-001-S10-6	006
01240	071- Cat	Spring 2022	7	01240-001-S10-7	007
01240	071- Cat	Spring 2022	8	01240-001-S10-8	008
01240	071- Cat	Spring 2022	10	01240-001-S10-10	010
01240	071- Cat	Spring 2022	12	01240-001-S10-12	012
01240	071- Cat	Spring 2022	14	01240-001-S10-14	014
01241	081-Unicorn	Spring 2022	2T	01241-001-S10-2T	002
01241	081-Unicorn	Spring 2022	3T	01241-001-S10-3T	003

01241	081-Unicorn	Spring 2022	4T	01241-001-S10-4T	004
01241	081-Unicorn	Spring 2022	5T	01241-001-S10-5T	005
01241	081-Unicorn	Spring 2022	6	01241-001-S10-6	006
01241	081-Unicorn	Spring 2022	7	01241-001-S10-7	007
01241	081-Unicorn	Spring 2022	8	01241-001-S10-8	008
01241	081-Unicorn	Spring 2022	10	01241-001-S10-10	010
01241	081-Unicorn	Spring 2022	12	01241-001-S10-12	012
01241	081-Unicorn	Spring 2022	14	01241-001-S10-14	014

		March: Girl's Vest			
01248	071- Cat	Spring 2022	2T	01248-001-S10-2T	002
01248	071- Cat	Spring 2022	3T	01248-001-S10-3T	003
01248	071- Cat	Spring 2022	4T	01248-001-S10-4T	004
01248	071- Cat	Spring 2022	5T	01248-001-S10-5T	005
01248	071- Cat	Spring 2022	6	01248-001-S10-6	006
01248	071- Cat	Spring 2022	7	01248-001-S10-7	007
01248	071- Cat	Spring 2022	8	01248-001-S10-8	008
01248	071- Cat	Spring 2022	10	01248-001-S10-10	010
01248	071- Cat	Spring 2022	12	01248-001-S10-12	012
01248	071- Cat	Spring 2022	14	01248-001-S10-14	014
01249	081-Unicorn	Spring 2022	2T	01249-001-S10-2T	002
01249	081-Unicorn	Spring 2022	3T	01249-001-S10-3T	003
01249	081-Unicorn	Spring 2022	4T	01249-001-S10-4T	004
01249	081-Unicorn	Spring 2022	5T	01249-001-S10-5T	005
01249	081-Unicorn	Spring 2022	6	01249-001-S10-6	006
01249	081-Unicorn	Spring 2022	7	01249-001-S10-7	007
01249	081-Unicorn	Spring 2022	8	01249-001-S10-8	008
01249	081-Unicorn	Spring 2022	10	01249-001-S10-10	010
01249	081-Unicorn	Spring 2022	12	01249-001-S10-12	012
01249	081-Unicorn	Spring 2022	14	01249-001-S10-14	014

**Month of April SKU Chart:**

Style#	Color#	Season	Size	SKU	IRN
		April: Boy's hoodie			
01234	001-Tiger	Spring 2022	2T	01234-001-S10-2T	002
01234	001-Tiger	Spring 2022	3T	01234-001-S10-3T	003
01234	001-Tiger	Spring 2022	4T	01234-001-S10-4T	004
01234	001-Tiger	Spring 2022	5T	01234-001-S10-5T	005
01234	001-Tiger	Spring 2022	6	01234-001-S10-6	006
01234	001-Tiger	Spring 2022	7	01234-001-S10-7	007
01234	001-Tiger	Spring 2022	8	01234-001-S10-8	008
01234	001-Tiger	Spring 2022	10	01234-001-S10-10	010
01234	001-Tiger	Spring 2022	12	01234-001-S10-12	012
01234	001-Tiger	Spring 2022	14	01234-001-S10-14	014
01235	021-Dino	Spring 2022	2T	01234-001-S10-2T	002
01235	021-Dino	Spring 2022	3T	01234-001-S10-3T	003
01235	021-Dino	Spring 2022	4T	01234-001-S10-4T	004
01235	021-Dino	Spring 2022	5T	01234-001-S10-5T	005
01235	021-Dino	Spring 2022	6	01234-001-S10-6	006
01235	021-Dino	Spring 2022	7	01234-001-S10-7	007
01235	021-Dino	Spring 2022	8	01234-001-S10-8	008
1235	021-Dino	Spring 2022	10	01234-001-S10-10	10
1235	021-Dino	Spring 2022	12	01234-001-S10-12	12
01235	021-Dino	Spring 2022	14	01234-001-S10-14	014

		April: Boy's vest			
01242	001-Tiger	Spring 2022	2T	01242-001-S10-2T	002
01242	001-Tiger	Spring 2022	3T	01242-001-S10-3T	003
01242	001-Tiger	Spring 2022	4T	01242-001-S10-4T	004
01242	001-Tiger	Spring 2022	5T	01242-001-S10-5T	005
01242	001-Tiger	Spring 2022	6	01242-001-S10-6	006

01242	001-Tiger	Spring 2022	7	01242-001-S10-7	007
01242	001-Tiger	Spring 2022	8	01242-001-S10-8	008
01242	001-Tiger	Spring 2022	10	01242-001-S10-10	010
01242	001-Tiger	Spring 2022	12	01242-001-S10-12	012
01242	001-Tiger	Spring 2022	14	01242-001-S10-14	014
01243	021-Dino	Spring 2022	2T	01243-001-S10-2T	002
01243	021-Dino	Spring 2022	3T	01243-001-S10-3T	003
01243	021-Dino	Spring 2022	4T	01243-001-S10--4 T	004
01243	021-Dino	Spring 2022	5T	01243-001-S10-5T	005
01243	021-Dino	Spring 2022	6	01243-001-S10-6	006
01243	021-Dino	Spring 2022	7	01243-001-S10-7	007
01243	021-Dino	Spring 2022	8	01243-001-S10-8	008
01243	021-Dino	Spring 2022	10	01243-001-S10-10	010
1243	021-Dino	Spring 2022	12	01243-001-S10-12	12
1243	021-Dino	Spring 2022	14	01243-001-S10-14	14

		April: Girl's hoodie			
01240	071- Cat	Spring 2022	2T	01240-001-S10-2T	002
01240	071- Cat	Spring 2022	3T	01240-001-S10-3T	003
01240	071- Cat	Spring 2022	4T	01240-001-S10-4T	004
01240	071- Cat	Spring 2022	5T	01240-001-S10-5T	005
01240	071- Cat	Spring 2022	6	01240-001-S10-6	006
01240	071- Cat	Spring 2022	7	01240-001-S10-7	007
01240	071- Cat	Spring 2022	8	01240-001-S10-8	008
01240	071- Cat	Spring 2022	10	01240-001-S10-10	010
01240	071- Cat	Spring 2022	12	01240-001-S10-12	012
01240	071- Cat	Spring 2022	14	01240-001-S10-14	014
01241	081-Unicorn	Spring 2022	2T	01241-001-S10-2T	002
01241	081-Unicorn	Spring 2022	3T	01241-001-S10-3T	003
01241	081-Unicorn	Spring 2022	4T	01241-001-S10-4T	004
01241	081-Unicorn	Spring 2022	5T	01241-001-S10-5T	005

01241	081-Unicorn	Spring 2022	6	01241-001-S10-6	006
01241	081-Unicorn	Spring 2022	7	01241-001-S10-7	007
01241	081-Unicorn	Spring 2022	8	01241-001-S10-8	008
01241	081-Unicorn	Spring 2022	10	01241-001-S10-10	010
01241	081-Unicorn	Spring 2022	12	01241-001-S10-12	012
1241	081-Unicorn	Spring 2022	14	01241-001-S10-14	14

		April: Girl's Vest			
01248	071- Cat	Spring 2022	2T	01248-001-S10-2T	002
01248	071- Cat	Spring 2022	3T	01248-001-S10-3T	003
01248	071- Cat	Spring 2022	4T	01248-001-S10-4T	004
01248	071- Cat	Spring 2022	5T	01248-001-S10-5T	005
01248	071- Cat	Spring 2022	6	01248-001-S10-6	006
01248	071- Cat	Spring 2022	7	01248-001-S10-7	007
01248	071- Cat	Spring 2022	8	01248-001-S10-8	008
01248	071- Cat	Spring 2022	10	01248-001-S10-10	010
01248	071- Cat	Spring 2022	12	01248-001-S10-12	012
01248	071- Cat	Spring 2022	14	01248-001-S10-14	014
01249	081-Unicorn	Spring 2022	2T	01249-001-S10-2T	002
01249	081-Unicorn	Spring 2022	3T	01249-001-S10-3T	003
01249	081-Unicorn	Spring 2022	4T	01249-001-S10-4T	004
01249	081-Unicorn	Spring 2022	5T	01249-001-S10-5T	005
01249	081-Unicorn	Spring 2022	6	01249-001-S10-6	006
01249	081-Unicorn	Spring 2022	7	01249-001-S10-7	007
01249	081-Unicorn	Spring 2022	8	01249-001-S10-8	008
01249	081-Unicorn	Spring 2022	10	01249-001-S10-10	010
01249	081-Unicorn	Spring 2022	12	01249-001-S10-12	012
01249	081-Unicorn	Spring 2022	14	01249-001-S10-14	014

		s&Girl's Long sle			
12362	007- Green	Spring 2022	2T	12362-002-S22-2T	2

12362	007- Green	Spring 2022	3T	12362-002-S22-3T	003
12362	007- Green	Spring 2022	4T	12362-002-S22-4T	004
12362	007- Green	Spring 2022	5T	12362-002-S22-5T	005
12362	007- Green	Spring 2022	6	12362-002-S22-6	006
12362	007- Green	Spring 2022	7	12362-002-S22-7	007
12362	007- Green	Spring 2022	8	12362-002-S22-8	008
12362	007- Green	Spring 2022	10	12362-002-S22-10	010
12362	007- Green	Spring 2022	12	12362-002-S22-12	012
12362	007- Green	Spring 2022	14	12362-002-S22-14	014
12363	008- Red	Spring 2022	2T	12363-004-S22-2T	002
12363	008- Red	Spring 2022	3T	12363-0034-S22-3 T	003
12363	008- Red	Spring 2022	4T	12363-004-S22-4T	004
12363	008- Red	Spring 2022	5T	12363-004-S22-5T	005
12363	008- Red	Spring 2022	6	12363-004-S22-6	006
12363	008- Red	Spring 2022	7	12363-004-S22-7	007
12363	008- Red	Spring 2022	8	12363-004-S22-8	008
12363	008- Red	Spring 2022	10	12363-004-S22-9	010
12363	008- Red	Spring 2022	12	12363-004-S22-10	012
12363	008- Red	Spring 2022	14	12363-004-S22-11	014
12345	002-Blk	Spring 2022	2T	12345-002-S22-2T	002
12345	002-Blk	Spring 2022	3T	12345-002-S22-3T	003
12345	002-Blk	Spring 2022	4T	12345-002-S22-4T	004
12345	002-Blk	Spring 2022	5T	12345-002-S22-5T	005
12345	002-Blk	Spring 2022	6	12345-002-S22-6	006
12345	002-Blk	Spring 2022	7	12345-002-S22-7	007
12345	002-Blk	Spring 2022	8	12345-002-S22-8	008
12345	002-Blk	Spring 2022	10	12345-002-S22-10	010
12345	002-Blk	Spring 2022	12	12345-002-S22-12	012
12345	002-Blk	Spring 2022	14	12345-002-S22-14	014
12348	003-YI	Spring 2022	2T	12348-003-S22-2T	002
12348	003-YI	Spring 2022	3T	12348-003-S22-3T	003
12348	003-YI	Spring 2022	4T	12348-003-S22-4T	004
12348	003-YI	Spring 2022	5T	12348-003-S22-5T	005
12348	003-YI	Spring 2022	6	12348-003-S22-6	006

12348	003-YI	Spring 2022	7	12348-003-S22-7	007
12348	003-YI	Spring 2022	8	12348-003-S22-8	008
12348	003-YI	Spring 2022	10	12348-003-S22-10	010
12348	003-YI	Spring 2022	12	12348-003-S22-12	012
12348	003-YI	Spring 2022	14	12348-003-S22-14	014

		April: Boy's&Girl's T-Shirt			
12346	004-Pink	Spring 2022	2T	12346-004-S22-2T	002
12346	004-Pink	Spring 2022	3T	12346-004-S22-3T	3
12346	004-Pink	Spring 2022	4T	12346-004-S22-4T	4
12346	004-Pink	Spring 2022	5T	12346-004-S22-5T	005
12346	004-Pink	Spring 2022	6	12346-004-S22-6	006
12346	004-Pink	Spring 2022	7	12346-004-S22-7	007
12346	004-Pink	Spring 2022	8	12346-004-S22-8	008
12346	004-Pink	Spring 2022	10	12346-004-S22-10	010
12346	004-Pink	Spring 2022	12	12346-004-S22-12	012
12346	004-Pink	Spring 2022	14	12346-004-S22-14	014
12347	005-Blue	Spring 2022	2T	12347-005-S22-2T	002
12347	005-Blue	Spring 2022	3T	12347-005-S22-3T	003
12347	005-Blue	Spring 2022	4T	12347-005-S22-4T	004
12347	005-Blue	Spring 2022	5T	12347-005-S22-5T	005
12347	005-Blue	Spring 2022	6	12347-005-S22-6	006
12347	005-Blue	Spring 2022	7	12347-005-S22-7	007
12347	005-Blue	Spring 2022	8	12347-005-S22-8	008
12347	005-Blue	Spring 2022	10	12347-005-S22-10	010
12347	005-Blue	Spring 2022	12	12347-005-S22-12	012
12347	005-Blue	Spring 2022	14	12347-005-S22-14	014
12382	009 - Orange	Spring 2022	2T	12382-005-S22-2T	002
12382	009 - Orange	Spring 2022	3T	12382-005-S22-3T	003
12382	009 - Orange	Spring 2022	4T	12382-005-S22-4T	004
12382	009 - Orange	Spring 2022	5T	12382-005-S22-5T	005

12382	009 - Orange	Spring 2022	6	12382-005-S22-6	006
12382	009 - Orange	Spring 2022	7	12382-005-S22-7	007
12382	009 - Orange	Spring 2022	8	12382-005-S22-8	008
12382	009 - Orange	Spring 2022	10	12382-005-S22-10	010
12382	009 - Orange	Spring 2022	12	12382-005-S22-12	012
12382	009 - Orange	Spring 2022	14	12382-005-S22-14	014
12383	010- Purple	Spring 2022	2T	12383-003-S22-2T	002
12383	010- Purple	Spring 2022	3T	12383-003-S22-3T	003
12383	010- Purple	Spring 2022	4T	12383-003-S22-4T	004
12383	010- Purple	Spring 2022	5T	12383-003-S22-5T	005
12383	010- Purple	Spring 2022	6	12383-003-S22-6	006
12383	010- Purple	Spring 2022	7	12383-003-S22-7	007
12383	010- Purple	Spring 2022	8	12383-003-S22-8	008
12383	010- Purple	Spring 2022	10	12383-003-S22-10	010
12383	010- Purple	Spring 2022	12	12383-003-S22-12	012
12383	010- Purple	Spring 2022	14	12383-003-S22-14	014

**Month of May SKU Chart:**

Style#	Color#	Season	Size	SKU	IRN
		May boys vest			
01244	031-Shark	Spring 2022	2T	01244-001-S10-2 T	002
01244	031-Shark	Spring 2022	3T	01244-001-S10-3 T	003
01244	031-Shark	Spring 2022	4T	01244-001-S10-4 T	004
01244	031-Shark	Spring 2022	5T	01244-001-S10-5 T	005
01244	031-Shark	Spring 2022	6	01244-001-S10-6	006
01244	031-Shark	Spring 2022	7	01244-001-S10-7	007
01244	031-Shark	Spring 2022	8	01244-001-S10-8	008
01244	031-Shark	Spring 2022	10	01244-001-S10-1 0	010
01244	031-Shark	Spring 2022	12	01244-001-S10-1 2	012



01244	031-Shark	Spring 2022	14	01244-001-S10-14	014
01245	041-Surf	Spring 2022	2T	01245-001-S10-2T	002
01245	041-Surf	Spring 2022	3T	01245-001-S10-3T	003
01245	041-Surf	Spring 2022	4T	01245-001-S10-4T	004
01245	041-Surf	Spring 2022	5T	01245-001-S10-5T	005
01245	041-Surf	Spring 2022	6	01245-001-S10-6	006
01245	041-Surf	Spring 2022	7	01245-001-S10-7	007
01245	041-Surf	Spring 2022	8	01245-001-S10-8	008
01245	041-Surf	Spring 2022	10	01245-001-S10-10	010
01245	041-Surf	Spring 2022	12	01245-001-S10-12	012
01245	041-Surf	Spring 2022	14	01245-001-S10-14	014

		May: Girl's vest			
01246	051-Rainbow	Spring 2022	2T	01234-001-S10-2T	002
01246	051-Rainbow	Spring 2022	3T	01234-001-S10-3T	003
01246	051-Rainbow	Spring 2022	4T	01234-001-S10-4T	004
01246	051-Rainbow	Spring 2022	5T	01234-001-S10-5T	005
01246	051-Rainbow	Spring 2022	6	01234-001-S10-6	006
01246	051-Rainbow	Spring 2022	7	01234-001-S10-7	007
01246	051-Rainbow	Spring 2022	8	01234-001-S10-8	008
01246	051-Rainbow	Spring 2022	10	01234-001-S10-10	010

01246	051-Rainbow	Spring 2022	12	01234-001-S10-1 2T	012
01246	051-Rainbow	Spring 2022	14	01234-001-S10-1 4T	014
01247	061- Flower	Spring 2022	2T	01234-001-S10-2 T	002
01247	061- Flower	Spring 2022	3T	01234-001-S10-3 T	003
01247	061- Flower	Spring 2022	4T	01234-001-S10-4 T	004
01247	061- Flower	Spring 2022	5T	01234-001-S10-5 T	005
01247	061- Flower	Spring 2022	6	01234-001-S10-6	006
01247	061- Flower	Spring 2022	7	01234-001-S10-7	007
01247	061- Flower	Spring 2022	8	01234-001-S10-8	008
01247	061- Flower	Spring 2022	10	01234-001-S10-1 0	010
01247	061- Flower	Spring 2022	12	01234-001-S10-1 2	012
01247	061- Flower	Spring 2022	14	01234-001-S10-1 4	144

		May boy's & girls Tee's			
01235	003-yl	Summer 2022	2T	01235-001-S15-2 T	002
01235	003-yl	Summer 2022	3T	01235-001-S15-3 T	003
01235	003-yl	Summer 2022	4T	01235-001-S15-4 T	004
01235	003-yl	Summer 2022	5T	01235-001-S15-5 T	005
01235	003-yl	Summer 2022	6	01235-001-S15-6	006
01235	003-yl	Summer 2022	7	01235-001-S15-7	007
01235	003-yl	Summer 2022	8	01235-001-S15-8	008
01235	003-yl	Summer 2022	10	01235-001-S15-1 0	010

01235	003-yl	Summer 2022	12	01235-001-S15-1 2	012
01235	003-yl	Summer 2022	14	01235-001-S15-1 4	144
01236	004-pk	Summer 2022	2T	01236-001-S15-2	002
01236	004-pk	Summer 2022	3T	01236-001-S15-3	003
01236	004-pk	Summer 2022	4T	01236-001-S15-4	004
01236	004-pk	Summer 2022	5T	01236-001-S15-5	005
01236	004-pk	Summer 2022	6	01236-001-S15-6	006
01236	004-pk	Summer 2022	7	01236-001-S15-7	007
01236	004-pk	Summer 2022	8	01236-001-S15-8	008
01236	004-pk	Summer 2022	10	01236-001-S15-1 0	010
01236	004-pk	Summer 2022	12	01236-001-S15-1 2	012
01236	004-pk	Summer 2022	14	01236-001-S15-1 4	144
01237	005-Blue	Summer 2022	2T	01237-001-S15-2 T	002
01237	005-Blue	Summer 2022	3T	01237-001-S15-3 T	003
01237	005-Blue	Summer 2022	4T	01237-001-S15-4 T	004
01237	005-Blue	Summer 2022	5T	01237-001-S15-5 T	005
01237	005-Blue	Summer 2022	6	01237-001-S15-6	006
01237	005-Blue	Summer 2022	7	01237-001-S15-7	007
01237	005-Blue	Summer 2022	8	01237-001-S15-8	008
01237	005-Blue	Summer 2022	10	01237-001-S15-1 0	010
01237	005-Blue	Summer 2022	12	01237-001-S15-1 2	012
01238	009 - Orange	Summer 2022	14	01237-001-S15-1 4	144
01238	009 - Orange	Summer 2022	2T	01238-001-S15-2 T	002
01238	009 - Orange	Summer 2022	3T	01238-001-S15-3 T	003

01238	009 - Orange	Summer 2022	4T	01238-001-S15-4 T	004
01238	009 - Orange	Summer 2022	5T	01238-001-S15-5 T	005
01238	009 - Orange	Summer 2022	6	01238-001-S15-6	006
01238	009 - Orange	Summer 2022	7	01238001-S15-7	007
01238	009 - Orange	Summer 2022	8	01238-001-S15-8	008
01238	009 - Orange	Summer 2022	10	01238-001-S15-1 0	010
01238	009 - Orange	Summer 2022	12	01238-001-S15-1 2	012
01238	009 - Orange	Summer 2022	14	01238-001-S15-1 4	144

		Boy's & Girl's Tanks			
01239	003-yl	Summer 2022	2T	01239-001-S15-2 T	002
01239	003-yl	Summer 2022	3T	01239-001-S15-3 T	003
01239	003-yl	Summer 2022	4T	01239-001-S15-4 T	004
01239	003-yl	Summer 2022	5T	01239-001-S15-5 T	005
01239	003-yl	Summer 2022	6	01239-001-S15-6	006
01239	003-yl	Summer 2022	7	01239-001-S15-7	007
01239	003-yl	Summer 2022	8	01239-001-S15-8	008
01239	003-yl	Summer 2022	10	01239-001-S15-1 0	010
01239	003-yl	Summer 2022	12	01239-001-S15-1 2	012
01239	003-yl	Summer 2022	14	01239-001-S15-1 4	144
01240	004-pk	Summer 2022	2T	01240-001-S15-2 T	002

01240	004-pk	Summer 2022	3T	01240-001-S15-3 T	003
01240	004-pk	Summer 2022	4T	01240-001-S15-4 T	004
01240	004-pk	Summer 2022	5T	01240-001-S15-5 T	005
01240	004-pk	Summer 2022	6	01240-001-S15-6	006
01240	004-pk	Summer 2022	7	01240-001-S15-7	007
01240	004-pk	Summer 2022	8	01240-001-S15-8	008
01240	004-pk	Summer 2022	10	01240-001-S15-1 0	010
01240	004-pk	Summer 2022	12	01240-001-S15-1 2	012
01240	004-pk	Summer 2022	14	01240-001-S15-1 4	144
01241	005-Blue	Summer 2022	2T	01241-001-S15-2 T	002
01241	005-Blue	Summer 2022	3T	01241-001-S15-3 T	003
01241	005-Blue	Summer 2022	4T	01241-001-S15-4 T	004
01241	005-Blue	Summer 2022	5T	01241-001-S15-5 T	005
01241	005-Blue	Summer 2022	6	01241-001-S15-6	006
01241	005-Blue	Summer 2022	7	01241-001-S15-7	007
01241	005-Blue	Summer 2022	8	01241-001-S15-8	008
01241	005-Blue	Summer 2022	10	01241-001-S15-1 0	010
01241	005-Blue	Summer 2022	12	01241-001-S15-1 2	012
01242	009 - Orange	Summer 2022	14	01241-001-S15-1 4	144
01242	009 - Orange	Summer 2022	2T	01242-001-S15-2 T	002
01242	009 - Orange	Summer 2022	3T	01242-001-S15-3 T	003
01242	009 - Orange	Summer 2022	4T	01242-001-S15-4 T	004
01242	009 - Orange	Summer 2022	5T	01242-001-S15-5	005

				T	
01242	009 - Orange	Summer 2022	6	01242-001-S15-6	006
01242	009 - Orange	Summer 2022	7	01242-001-S15-7	007
01242	009 - Orange	Summer 2022	8	01242-001-S15-8	008
01242	009 - Orange	Summer 2022	10	01242-001-S15-10	010
01242	009 - Orange	Summer 2022	12	01242-001-S15-12	012
01242	009 - Orange	Summer 2022	14	01242-001-S15-14	144

			May: Boy's & Girls Shorts		
01243	002-Black	Summer 2022	2T	01243-001-S15-2T	002
01243	002-Black	Summer 2022	3T	01243-001-S15-3T	003
01243	002-Black	Summer 2022	4T	01243-001-S15-4T	004
01243	002-Black	Summer 2022	5T	01243-001-S15-5T	005
01243	002-Black	Summer 2022	6	01243-001-S15-6	006
01243	002-Black	Summer 2022	7	01243-001-S15-7	007
01243	002-Black	Summer 2022	8	01243-001-S15-8	008
01243	002-Black	Summer 2022	10	01243-001-S15-10	010
01243	002-Black	Summer 2022	12	01243-001-S15-12	012
01243	002-Black	Summer 2022	14	01243-001-S15-14	144
01244	004-Pink	Summer 2022	2T	01244-001-S15-2T	002
01244	004-Pink	Summer 2022	3T	01244-001-S15-3T	003
01244	004-Pink	Summer 2022	4T	01244-001-S15-4T	004

01244	004-Pink	Summer 2022	5T	01244-001-S15-5 T	005
01244	004-Pink	Summer 2022	6	01244-001-S15-6	006
01244	004-Pink	Summer 2022	7	01244-001-S15-7	007
01244	004-Pink	Summer 2022	8	01244-001-S15-8	008
01244	004-Pink	Summer 2022	10	01244-001-S15-1 0	010
01244	004-Pink	Summer 2022	12	01244-001-S15-1 2	012
01244	004-Pink	Summer 2022	14	01244-001-S15-1 4	144
01245	005-Blue	Summer 2022	2T	01245-001-S15-2 T	002
01245	005-Blue	Summer 2022	3T	01245-001-S15-3 T	003
01245	005-Blue	Summer 2022	4T	01245-001-S15-4 T	004
01245	005-Blue	Summer 2022	5T	01245-001-S15-5 T	005
01245	005-Blue	Summer 2022	6	01245-001-S15-6	006
01245	005-Blue	Summer 2022	7	01245-001-S15-7	007
01245	005-Blue	Summer 2022	8	01245-001-S15-8	008
01245	005-Blue	Summer 2022	10	01245-001-S15-1 0	010
01245	005-Blue	Summer 2022	12	01245-001-S15-1 2	012
01245	005-Blue	Summer 2022	14	01245-001-S15-1 4	144
01246	003-Yellow	Summer 2022	2T	01246-001-S15-2 T	002
01246	003-Yellow	Summer 2022	3T	01246-001-S15-3 T	003
01246	003-Yellow	Summer 2022	4T	01246-001-S15-4 T	004
01246	003-Yellow	Summer 2022	5T	01246-001-S15-5 T	005
01246	003-Yellow	Summer 2022	6	01246-001-S15-6	006
01246	003-Yellow	Summer 2022	7	01246-001-S15-7	007
01246	003-Yellow	Summer 2022	8	01246-001-S15-8	008

01246	003-Yellow	Summer 2022	10	01246-001-S15-10	010
01246	003-Yellow	Summer 2022	12	01246-001-S15-12	012
01246	003-Yellow	Summer 2022	14	01246-001-S15-14	144

		May: Girl's Skorts			
01247	002-Black	Summer 2022	2T	01247-001-S15-2T	002
01247	002-Black	Summer 2022	3T	01247-001-S15-3T	003
01247	002-Black	Summer 2022	4T	01247-001-S15-4T	004
01247	002-Black	Summer 2022	5T	01247-001-S15-5T	005
01247	002-Black	Summer 2022	6	01247-001-S15-6	006
01247	002-Black	Summer 2022	7	01247-001-S15-7	007
01247	002-Black	Summer 2022	8	01247-001-S15-8	008
01247	002-Black	Summer 2022	10	01247-001-S15-10	010
01247	002-Black	Summer 2022	12	01247-001-S15-12	012
01247	002-Black	Summer 2022	14	01247-001-S15-14	144
01248	004-Pink	Summer 2022	2T	01248-001-S15-2T	002
01248	004-Pink	Summer 2022	3T	01248-001-S15-3T	003
01248	004-Pink	Summer 2022	4T	01248-001-S15-4T	004
01248	004-Pink	Summer 2022	5T	01248-001-S15-5T	005
01248	004-Pink	Summer 2022	6	01248-001-S15-6	006
01248	004-Pink	Summer 2022	7	01248-001-S15-7	007



01248	004-Pink	Summer 2022	8	01248-001-S15-8	008
01248	004-Pink	Summer 2022	10	01248-001-S15-10	010
01248	004-Pink	Summer 2022	12	01248-001-S15-12	012
01248	004-Pink	Summer 2022	14	01248-001-S15-14	144
01249	005-Blue	Summer 2022	2T	01249-001-S15-2T	002
01249	005-Blue	Summer 2022	3T	01249-001-S15-3T	003
01249	005-Blue	Summer 2022	4T	01249-001-S15-4T	004
01249	005-Blue	Summer 2022	5T	01249-001-S15-5T	005
01249	005-Blue	Summer 2022	6	01249-001-S15-6	006
01249	005-Blue	Summer 2022	7	01249-001-S15-7	007
01249	005-Blue	Summer 2022	8	01249-001-S15-8	008
01249	005-Blue	Summer 2022	10	01249-001-S15-10	010
01249	005-Blue	Summer 2022	12	01249-001-S15-12	012
01249	005-Blue	Summer 2022	14	01249-001-S15-14	144
01250	003-Yellow	Summer 2022	2T	01250-001-S15-2T	002
01250	003-Yellow	Summer 2022	3T	01250-001-S15-3T	003
01250	003-Yellow	Summer 2022	4T	01250-001-S15-4T	004
01250	003-Yellow	Summer 2022	5T	01250-001-S15-5T	005
01250	003-Yellow	Summer 2022	6	01250-001-S15-6	006
01250	003-Yellow	Summer 2022	7	01250-001-S15-7	007
01250	003-Yellow	Summer 2022	8	01250-001-S15-8	008
01250	003-Yellow	Summer 2022	10	01250-001-S15-10	010
01250	003-Yellow	Summer 2022	12	01250-001-S15-12	012

01250	003-Yellow	Summer 2022	14	01250-001-S15-1 4	144
-------	------------	-------------	----	----------------------	-----

**Month of June SKU Chart:**

		<b>T-SHIRTS</b>			
Style#	Color#	Season	Size	SKU	IRN
12345	002-Black	Summer2022	2T	12345-002-S22-2T	002
12345	002-Black	Summer2022	3T	12345-002-S22-3T	003
12345	002-Black	Summer2022	4T	12345-002-S22-4T	004
12345	002-Black	Summer2022	5T	12345-002-S22-5T	005
12345	002-Black	Summer2022	6	12345-002-S22-6	006
12345	002-Black	Summer2022	7	12345-002-S22-7	007
12345	002-Black	Summer2022	8	12345-002-S22-8	008
12345	002-Black	Summer2022	10	12345-002-S22-10	010
12345	002-Black	Summer2022	12	12345-002-S22-12	012
12345	002-Black	Summer2022	14	12345-002-S22-14	014
12346	004-Pink	Summer2022	2T	12346-004-S22-2T	002
12346	004-Pink	Summer2022	3T	12346-004-S22-3T	003
12346	004-Pink	Summer2022	4T	12346-004-S22-4T	004
12346	004-Pink	Summer2022	5T	12346-004-S22-5T	005
12346	004-Pink	Summer2022	6	12346-004-S22-6	006
12346	004-Pink	Summer2022	7	12346-004-S22-7	007
12346	004-Pink	Summer2022	8	12346-004-S22-8	008
12346	004-Pink	Summer2022	10	12346-004-S22-10	010
12346	004-Pink	Summer2022	12	12346-004-S22-12	012
12346	004-Pink	Summer2022	14	12346-004-S22-14	014
12347	005-Blue	Summer2022	2T	12347-005-S22-2T	002
12347	005-Blue	Summer2022	3T	12347-005-S22-3T	003
12347	005-Blue	Summer2022	4T	12347-005-S22-4T	004
12347	005-Blue	Summer2022	5T	12347-005-S22-5T	005
12347	005-Blue	Summer2022	6	12347-005-S22-6	006
12347	005-Blue	Summer2022	7	12347-005-S22-7	007

12347	005-Blue	Summer2022	8	12347-005-S22-8	008
12347	005-Blue	Summer2022	10	12347-005-S22-10	010
12347	005-Blue	Summer2022	12	12347-005-S22-12	012
12347	005-Blue	Summer2022	14	12347-005-S22-14	014
12348	003-Yellow	Summer2022	2T	12348-003-S22-2T	002
12348	003-Yellow	Summer2022	3T	12348-003-S22-3T	003
12348	003-Yellow	Summer2022	4T	12348-003-S22-4T	004
12348	003-Yellow	Summer2022	5T	12348-003-S22-5T	005
12348	003-Yellow	Summer2022	6	12348-003-S22-6	006
12348	003-Yellow	Summer2022	7	12348-003-S22-7	007
12348	003-Yellow	Summer2022	8	12348-003-S22-8	008
12348	003-Yellow	Summer2022	10	12348-003-S22-10	010
12348	003-Yellow	Summer2022	12	12348-003-S22-12	012
12348	003-Yellow	Summer2022	14	12348-003-S22-14	014
		<b>TANKS</b>			
Style#	Color#	Season	Size	SKU	IRN
12357	002-Black	Summer2022	2T	12357-002-S22-2T	002
12357	002-Black	Summer2022	3T	12357-002-S22-3T	003
12357	002-Black	Summer2022	4T	12357-002-S22-4T	004
12357	002-Black	Summer2022	5T	12357-002-S22-5T	005
12357	002-Black	Summer2022	6	12357-002-S22-6	006
12357	002-Black	Summer2022	7	12357-002-S22-7	007
12357	002-Black	Summer2022	8	12357-002-S22-8	008
12357	002-Black	Summer2022	10	12357-002-S22-10	010
12357	002-Black	Summer2022	12	12357-002-S22-12	012
12357	002-Black	Summer2022	14	12357-002-S22-14	014
12358	004-Pink	Summer2022	2T	12358-004-S22-2T	002
12358	004-Pink	Summer2022	3T	12358-004-S22-3T	003
12358	004-Pink	Summer2022	4T	12358-004-S22-4T	004
12358	004-Pink	Summer2022	5T	12358-004-S22-5T	005
12358	004-Pink	Summer2022	6	12358-004-S22-6	006
12358	004-Pink	Summer2022	7	12358-004-S22-7	007
12358	004-Pink	Summer2022	8	12358-004-S22-8	008
12358	004-Pink	Summer2022	10	12358-004-S22-10	010
12358	004-Pink	Summer2022	12	12358-004-S22-12	012

12358	004-Pink	Summer2022	14	12358-004-S22-14	014
12359	005-Blue	Summer2022	2T	12359-005-S22-2T	002
12359	005-Blue	Summer2022	3T	12359-005-S22-3T	003
12359	005-Blue	Summer2022	4T	12359-005-S22-4T	004
12359	005-Blue	Summer2022	5T	12359-005-S22-5T	005
12359	005-Blue	Summer2022	6	12359-005-S22-6	006
12359	005-Blue	Summer2022	7	12359-005-S22-7	007
12359	005-Blue	Summer2022	8	12359-005-S22-8	008
12359	005-Blue	Summer2022	10	12359-005-S22-10	010
12359	005-Blue	Summer2022	12	12359-005-S22-12	012
12359	005-Blue	Summer2022	14	12359-005-S22-14	014
12360	003-Yellow	Summer2022	2T	12360-003-S22-2T	002
12360	003-Yellow	Summer2022	3T	12360-003-S22-3T	003
12360	003-Yellow	Summer2022	4T	12360-003-S22-4T	004
12360	003-Yellow	Summer2022	5T	12360-003-S22-5T	005
12360	003-Yellow	Summer2022	6	12360-003-S22-6	006
12360	003-Yellow	Summer2022	7	12360-003-S22-7	007
12360	003-Yellow	Summer2022	8	12360-003-S22-8	008
12360	003-Yellow	Summer2022	10	12360-003-S22-10	010
12360	003-Yellow	Summer2022	12	12360-003-S22-12	012
12360	003-Yellow	Summer2022	14	12360-003-S22-14	014
		<b>SHORTS</b>			
<b>Style#</b>	<b>Color#</b>	<b>Season</b>	<b>Size</b>	<b>SKU</b>	<b>IRN</b>
12349	002-Black	Summer2022	2T	12349-002-S22-2T	002
12349	002-Black	Summer2022	3T	12349-002-S22-3T	003
12349	002-Black	Summer2022	4T	12349-002-S22-4T	004
12349	002-Black	Summer2022	5T	12349-002-S22-5T	005
12349	002-Black	Summer2022	6	12349-002-S22-6	006
12349	002-Black	Summer2022	7	12349-002-S22-7	007
12349	002-Black	Summer2022	8	12349-002-S22-8	008
12349	002-Black	Summer2022	10	12349-002-S22-10	010
12349	002-Black	Summer2022	12	12349-002-S22-12	012
12349	002-Black	Summer2022	14	12349-002-S22-14	014
12350	004-Pink	Summer2022	2T	12350-004-S22-2T	002
12350	004-Pink	Summer2022	3T	12350-004-S22-3T	003

12350	004-Pink	Summer2022	4T	12350-004-S22-4T	004
12350	004-Pink	Summer2022	5T	12350-004-S22-5T	005
12350	004-Pink	Summer2022	6	12350-004-S22-6	006
12350	004-Pink	Summer2022	7	12350-004-S22-7	007
12350	004-Pink	Summer2022	8	12350-004-S22-8	008
12350	004-Pink	Summer2022	10	12350-004-S22-10	010
12350	004-Pink	Summer2022	12	12350-004-S22-12	012
12350	004-Pink	Summer2022	14	12350-004-S22-14	014
12351	005-Blue	Summer2022	2T	12351-005-S22-2T	002
12351	005-Blue	Summer2022	3T	12351-005-S22-3T	003
12351	005-Blue	Summer2022	4T	12351-005-S22-4T	004
12351	005-Blue	Summer2022	5T	12351-005-S22-5T	005
12351	005-Blue	Summer2022	6	12351-005-S22-6	006
12351	005-Blue	Summer2022	7	12351-005-S22-7	007
12351	005-Blue	Summer2022	8	12351-005-S22-8	008
12351	005-Blue	Summer2022	10	12351-005-S22-10	010
12351	005-Blue	Summer2022	12	12351-005-S22-12	012
12351	005-Blue	Summer2022	14	12351-005-S22-14	014
12352	003-Yellow	Summer2022	2T	12352-003-S22-2T	002
12352	003-Yellow	Summer2022	3T	12352-003-S22-3T	003
12352	003-Yellow	Summer2022	4T	12352-003-S22-4T	004
12352	003-Yellow	Summer2022	5T	12352-003-S22-5T	005
12352	003-Yellow	Summer2022	6	12352-003-S22-6	006
12352	003-Yellow	Summer2022	7	12352-003-S22-7	007
12352	003-Yellow	Summer2022	8	12352-003-S22-8	008
12352	003-Yellow	Summer2022	10	12352-003-S22-10	010
12352	003-Yellow	Summer2022	12	12352-003-S22-12	012
12352	003-Yellow	Summer2022	14	12352-003-S22-14	014
		<b>SKORTS</b>			
<b>Style#</b>	<b>Color#</b>	<b>Season</b>	<b>Size</b>	<b>SKU</b>	<b>IRN</b>
12353	002-Black	Summer2022	2T	12353-002-S22-2T	002
12353	002-Black	Summer2022	3T	12353-002-S22-3T	003
12353	002-Black	Summer2022	4T	12353-002-S22-4T	004
12353	002-Black	Summer2022	5T	12353-002-S22-5T	005
12353	002-Black	Summer2022	6	12353-002-S22-6	006

12353	002-Black	Summer2022	7	12353-002-S22-7	007
12353	002-Black	Summer2022	8	12353-002-S22-8	008
12353	002-Black	Summer2022	10	12353-002-S22-10	010
12353	002-Black	Summer2022	12	12353-002-S22-12	012
12353	002-Black	Summer2022	14	12353-002-S22-14	014
12354	004-Pink	Summer2022	2T	12354-004-S22-2T	002
12354	004-Pink	Summer2022	3T	12354-004-S22-3T	003
12354	004-Pink	Summer2022	4T	12354-004-S22-4T	004
12354	004-Pink	Summer2022	5T	12354-004-S22-5T	005
12354	004-Pink	Summer2022	6	12354-004-S22-6	006
12354	004-Pink	Summer2022	7	12354-004-S22-7	007
12354	004-Pink	Summer2022	8	12354-004-S22-8	008
12354	004-Pink	Summer2022	10	12354-004-S22-10	010
12354	004-Pink	Summer2022	12	12354-004-S22-12	012
12354	004-Pink	Summer2022	14	12354-004-S22-14	014
12355	005-Blue	Summer2022	2T	12355-005-S22-2T	002
12355	005-Blue	Summer2022	3T	12355-005-S22-3T	003
12355	005-Blue	Summer2022	4T	12355-005-S22-4T	004
12355	005-Blue	Summer2022	5T	12355-005-S22-5T	005
12355	005-Blue	Summer2022	6	12355-005-S22-6	006
12355	005-Blue	Summer2022	7	12355-005-S22-7	007
12355	005-Blue	Summer2022	8	12355-005-S22-8	008
12355	005-Blue	Summer2022	10	12355-005-S22-10	010
12355	005-Blue	Summer2022	12	12355-005-S22-12	012
12355	005-Blue	Summer2022	14	12355-005-S22-14	014
12356	003-Yellow	Summer2022	2T	12356-003-S22-2T	002
12356	003-Yellow	Summer2022	3T	12356-003-S22-3T	003
12356	003-Yellow	Summer2022	4T	12356-003-S22-4T	004
12356	003-Yellow	Summer2022	5T	12356-003-S22-5T	005
12356	003-Yellow	Summer2022	6	12356-003-S22-6	006
12356	003-Yellow	Summer2022	7	12356-003-S22-7	007
12356	003-Yellow	Summer2022	8	12356-003-S22-8	008
12356	003-Yellow	Summer2022	10	12356-003-S22-10	010
12356	003-Yellow	Summer2022	12	12356-003-S22-12	012
12356	003-Yellow	Summer2022	14	12356-003-S22-14	014

		<b>VESTS</b>			
Style#	Color#	Season	Size	SKU	IRN
01238	051-Rainbow	Spring 2022	2T	01234-001-S22-2T	002
01238	051-Rainbow	Spring 2022	3T	01234-001-S22-3T	003
01238	051-Rainbow	Spring 2022	4T	01234-001-S22-4T	004
01238	051-Rainbow	Spring 2022	5T	01234-001-S22-5T	005
01238	051-Rainbow	Spring 2022	6	01234-001-S22-6	006
01238	051-Rainbow	Spring 2022	7	01234-001-S22-7	007
01238	051-Rainbow	Spring 2022	8	01234-001-S22-8	008
01238	051-Rainbow	Spring 2022	10	01234-001-S22-10	010
01238	051-Rainbow	Spring 2022	12	01234-001-S22-12	012
01238	051-Rainbow	Spring 2022	14	01234-001-S22-14	014
01239	061- Flower	Spring 2022	2T	01234-001-S22-2T	002
01239	061- Flower	Spring 2022	3T	01234-001-S22-3T	003
01239	061- Flower	Spring 2022	4T	01234-001-S22-4T	004
01239	061- Flower	Spring 2022	5T	01234-001-S22-5T	005
01239	061- Flower	Spring 2022	6	01234-001-S22-6	006
01239	061- Flower	Spring 2022	7	01234-001-S22-7	007
01239	061- Flower	Spring 2022	8	01234-001-S22-8	008
01239	061- Flower	Spring 2022	10	01234-001-S22-10	010
01239	061- Flower	Spring 2022	12	01234-001-S22-12	012
01239	061- Flower	Spring 2022	14	01234-001-S22-14	014
01244	031-Shark	Spring 2022	2T	01234-001-S22-2T	002
01244	031-Shark	Spring 2022	3T	01234-001-S22-3T	003
01244	031-Shark	Spring 2022	4T	01234-001-S22-4T	004
01244	031-Shark	Spring 2022	5T	01234-001-S22-5T	005
01244	031-Shark	Spring 2022	6	01234-001-S22-6	006
01244	031-Shark	Spring 2022	7	01234-001-S22-7	007
01244	031-Shark	Spring 2022	8	01234-001-S22-8	008
01244	031-Shark	Spring 2022	10	01234-001-S22-10	010
01244	031-Shark	Spring 2022	12	01234-001-S22-12	012
01244	031-Shark	Spring 2022	14	01234-001-S22-14	014
01245	041-Surf	Spring 2022	2T	01234-001-S22-2T	002
01245	041-Surf	Spring 2022	3T	01234-001-S22-3T	003
01245	041-Surf	Spring 2022	4T	01234-001-S22-4T	004

01245	041-Surf	Spring 2022	5T	01234-001-S22-4T	005
01245	041-Surf	Spring 2022	6	01234-001-S22-6	006
01245	041-Surf	Spring 2022	7	01234-001-S22-7	007
01245	041-Surf	Spring 2022	8	01234-001-S22-8	008
01245	041-Surf	Spring 2022	10	01234-001-S22-10	010
01245	041-Surf	Spring 2022	12	01234-001-S22-12	012
01245	041-Surf	Spring 2022	14	01234-001-S22-14	014

**Month of July SKU Chart:**

		<b>T-SHIRTS</b>			
Style#	Color#	Season	Size	SKU	IRN
12372	007- Green	Summer2022	2T	12372-007-S22-2T	002
12372	007- Green	Summer2022	3T	12372-007-S22-3T	003
12372	007- Green	Summer2022	4T	12372-007-S22-4T	004
12372	007- Green	Summer2022	5T	12372-007-S22-5T	005
12372	007- Green	Summer2022	6	12372-007-S22-6	006
12372	007- Green	Summer2022	7	12372-007-S22-7	007
12372	007- Green	Summer2022	8	12372-007-S22-8	008
12372	007- Green	Summer2022	10	12372-007-S22-10	010
12372	007- Green	Summer2022	12	12372-007-S22-12	012
12372	007- Green	Summer2022	14	12372-007-S22-14	014
12373	010- Purple	Summer2022	2T	12373-010-S22-2T	002
12373	010- Purple	Summer2022	3T	12373-010-S22-3T	003
12373	010- Purple	Summer2022	4T	12373-010-S22-4T	004
12373	010- Purple	Summer2022	5T	12373-010-S22-5T	005
12373	010- Purple	Summer2022	6	12373-010-S22-6	006
12373	010- Purple	Summer2022	7	12373-010-S22-7	007
12373	010- Purple	Summer2022	8	12373-010-S22-8	008
12373	010- Purple	Summer2022	10	12373-010-S22-10	010
12373	010- Purple	Summer2022	12	12373-010-S22-12	012
12373	010- Purple	Summer2022	14	12373-010-S22-14	014
12347	005-Blue	Summer2022	2T	12347-005-S22-2T	002



12347	005-Blue	Summer2022	3T	12347-005-S22-3T	003
12347	005-Blue	Summer2022	4T	12347-005-S22-4T	004
12347	005-Blue	Summer2022	5T	12347-005-S22-5T	005
12347	005-Blue	Summer2022	6	12347-005-S22-6	006
12347	005-Blue	Summer2022	7	12347-005-S22-7	007
12347	005-Blue	Summer2022	8	12347-005-S22-8	008
12347	005-Blue	Summer2022	10	12347-005-S22-10	010
12347	005-Blue	Summer2022	12	12347-005-S22-12	012
12347	005-Blue	Summer2022	14	12347-005-S22-14	014
12348	003-Yellow	Summer2022	2T	12348-003-S22-2T	002
12348	003-Yellow	Summer2022	3T	12348-003-S22-3T	003
12348	003-Yellow	Summer2022	4T	12348-003-S22-4T	004
12348	003-Yellow	Summer2022	5T	12348-003-S22-5T	005
12348	003-Yellow	Summer2022	6	12348-003-S22-6	006
12348	003-Yellow	Summer2022	7	12348-003-S22-7	007
12348	003-Yellow	Summer2022	8	12348-003-S22-8	008
12348	003-Yellow	Summer2022	10	12348-003-S22-10	010
12348	003-Yellow	Summer2022	12	12348-003-S22-12	012
12348	003-Yellow	Summer2022	14	12348-003-S22-14	014
		<b>TANKS</b>			
Style#	Color#	Season	Size	SKU	IRN
12375	009 - Orange	Summer2022	2T	12375-009-S22-2T	002
12375	009 - Orange	Summer2022	3T	12375-009-S22-3T	003
12375	009 - Orange	Summer2022	4T	12375-009-S22-4T	004
12375	009 - Orange	Summer2022	5T	12375-009-S22-5T	005
12375	009 - Orange	Summer2022	6	12375-009-S22-6	006
12375	009 - Orange	Summer2022	7	12375-009-S22-7	007
12375	009 - Orange	Summer2022	8	12375-009-S22-8	008
12375	009 - Orange	Summer2022	10	12375-009-S22-10	010
12375	009 - Orange	Summer2022	12	12375-009-S22-12	012
12375	009 - Orange	Summer2022	14	12375-009-S22-14	014
12376	004-Pink	Summer2022	2T	12376-004-S22-2T	002
12376	004-Pink	Summer2022	3T	12376-004-S22-3T	003
12376	004-Pink	Summer2022	4T	12376-004-S22-4T	004
12376	004-Pink	Summer2022	5T	12376-004-S22-5T	005

12376	004-Pink	Summer2022	6	12376-004-S22-6	006
12376	004-Pink	Summer2022	7	12376-004-S22-7	007
12376	004-Pink	Summer2022	8	12376-004-S22-8	008
12376	004-Pink	Summer2022	10	12376-004-S22-10	010
12376	004-Pink	Summer2022	12	12376-004-S22-12	012
12376	004-Pink	Summer2022	14	12376-004-S22-14	014
12359	005-Blue	Summer2022	2T	12359-005-S22-2T	002
12359	005-Blue	Summer2022	3T	12359-005-S22-3T	003
12359	005-Blue	Summer2022	4T	12359-005-S22-4T	004
12359	005-Blue	Summer2022	5T	12359-005-S22-5T	005
12359	005-Blue	Summer2022	6	12359-005-S22-6	006
12359	005-Blue	Summer2022	7	12359-005-S22-7	007
12359	005-Blue	Summer2022	8	12359-005-S22-8	008
12359	005-Blue	Summer2022	10	12359-005-S22-10	010
12359	005-Blue	Summer2022	12	12359-005-S22-12	012
12359	005-Blue	Summer2022	14	12359-005-S22-14	014
12360	003-Yellow	Summer2022	2T	12360-003-S22-2T	002
12360	003-Yellow	Summer2022	3T	12360-003-S22-3T	003
12360	003-Yellow	Summer2022	4T	12360-003-S22-4T	004
12360	003-Yellow	Summer2022	5T	12360-003-S22-5T	005
12360	003-Yellow	Summer2022	6	12360-003-S22-6	006
12360	003-Yellow	Summer2022	7	12360-003-S22-7	007
12360	003-Yellow	Summer2022	8	12360-003-S22-8	008
12360	003-Yellow	Summer2022	10	12360-003-S22-10	010
12360	003-Yellow	Summer2022	12	12360-003-S22-12	012
12360	003-Yellow	Summer2022	14	12360-003-S22-14	014
		<b>SHORTS</b>			
<b>Style#</b>	<b>Color#</b>	<b>Season</b>	<b>Size</b>	<b>SKU</b>	<b>IRN</b>
12378	008- Red	Summer2022	2T	12378-008-S22-2T	002
12378	008- Red	Summer2022	3T	12378-008-S22-3T	003
12378	008- Red	Summer2022	4T	12378-008-S22-4T	004
12378	008- Red	Summer2022	5T	12378-008-S22-5T	005
12378	008- Red	Summer2022	6	12378-008-S22-6	006
12378	008- Red	Summer2022	7	12378-008-S22-7	007
12378	008- Red	Summer2022	8	12378-008-S22-8	008

12378	008- Red	Summer2022	10	12378-008-S22-10	010
12378	008- Red	Summer2022	12	12378-008-S22-12	012
12378	008- Red	Summer2022	14	12378-008-S22-14	014
12350	004-Pink	Summer2022	2T	12350-004-S22-2T	002
12350	004-Pink	Summer2022	3T	12350-004-S22-3T	003
12350	004-Pink	Summer2022	4T	12350-004-S22-4T	004
12350	004-Pink	Summer2022	5T	12350-004-S22-5T	005
12350	004-Pink	Summer2022	6	12350-004-S22-6	006
12350	004-Pink	Summer2022	7	12350-004-S22-7	007
12350	004-Pink	Summer2022	8	12350-004-S22-8	008
12350	004-Pink	Summer2022	10	12350-004-S22-10	010
12350	004-Pink	Summer2022	12	12350-004-S22-12	012
12350	004-Pink	Summer2022	14	12350-004-S22-14	014
12351	005-Blue	Summer2022	2T	12351-005-S22-2T	002
12351	005-Blue	Summer2022	3T	12351-005-S22-3T	003
12351	005-Blue	Summer2022	4T	12351-005-S22-4T	004
12351	005-Blue	Summer2022	5T	12351-005-S22-5T	005
12351	005-Blue	Summer2022	6	12351-005-S22-6	006
12351	005-Blue	Summer2022	7	12351-005-S22-7	007
12351	005-Blue	Summer2022	8	12351-005-S22-8	008
12351	005-Blue	Summer2022	10	12351-005-S22-10	010
12351	005-Blue	Summer2022	12	12351-005-S22-12	012
12351	005-Blue	Summer2022	14	12351-005-S22-14	014
12352	003-Yellow	Summer2022	2T	12352-003-S22-2T	002
12352	003-Yellow	Summer2022	3T	12352-003-S22-3T	003
12352	003-Yellow	Summer2022	4T	12352-003-S22-4T	004
12352	003-Yellow	Summer2022	5T	12352-003-S22-5T	005
12352	003-Yellow	Summer2022	6	12352-003-S22-6	006
12352	003-Yellow	Summer2022	7	12352-003-S22-7	007
12352	003-Yellow	Summer2022	8	12352-003-S22-8	008
12352	003-Yellow	Summer2022	10	12352-003-S22-10	010
12352	003-Yellow	Summer2022	12	12352-003-S22-12	012
12352	003-Yellow	Summer2022	14	12352-003-S22-14	014
		<b>SKORTS</b>			
Style#	Color#	Season	Size	SKU	IRN

12353	002-Black	Summer2022	2T	12353-002-S22-2T	002
12353	002-Black	Summer2022	3T	12353-002-S22-3T	003
12353	002-Black	Summer2022	4T	12353-002-S22-4T	004
12353	002-Black	Summer2022	5T	12353-002-S22-5T	005
12353	002-Black	Summer2022	6	12353-002-S22-6	006
12353	002-Black	Summer2022	7	12353-002-S22-7	007
12353	002-Black	Summer2022	8	12353-002-S22-8	008
12353	002-Black	Summer2022	10	12353-002-S22-10	010
12353	002-Black	Summer2022	12	12353-002-S22-12	012
12353	002-Black	Summer2022	14	12353-002-S22-14	014
12354	004-Pink	Summer2022	2T	12354-004-S22-2T	002
12354	004-Pink	Summer2022	3T	12354-004-S22-3T	003
12354	004-Pink	Summer2022	4T	12354-004-S22-4T	004
12354	004-Pink	Summer2022	5T	12354-004-S22-5T	005
12354	004-Pink	Summer2022	6	12354-004-S22-6	006
12354	004-Pink	Summer2022	7	12354-004-S22-7	007
12354	004-Pink	Summer2022	8	12354-004-S22-8	008
12354	004-Pink	Summer2022	10	12354-004-S22-10	010
12354	004-Pink	Summer2022	12	12354-004-S22-12	012
12354	004-Pink	Summer2022	14	12354-004-S22-14	014
12355	005-Blue	Summer2022	2T	12355-005-S22-2T	002
12355	005-Blue	Summer2022	3T	12355-005-S22-3T	003
12355	005-Blue	Summer2022	4T	12355-005-S22-4T	004
12355	005-Blue	Summer2022	5T	12355-005-S22-5T	005
12355	005-Blue	Summer2022	6	12355-005-S22-6	006
12355	005-Blue	Summer2022	7	12355-005-S22-7	007
12355	005-Blue	Summer2022	8	12355-005-S22-8	008
12355	005-Blue	Summer2022	10	12355-005-S22-10	010
12355	005-Blue	Summer2022	12	12355-005-S22-12	012
12355	005-Blue	Summer2022	14	12355-005-S22-14	014
12380	025-White	Summer2022	2T	12380-025-S22-2T	002
12380	025-White	Summer2022	3T	12380-025-S22-3T	003
12380	025-White	Summer2022	4T	12380-025-S22-4T	004
12380	025-White	Summer2022	5T	12380-025-S22-5T	005
12380	025-White	Summer2022	6	12380-025-S22-6	006

12380	025-White	Summer2022	7	12380-025-S22-7	007
12380	025-White	Summer2022	8	12380-025-S22-8	008
12380	025-White	Summer2022	10	12380-025-S22-10	010
12380	025-White	Summer2022	12	12380-025-S22-12	012
12380	025-White	Summer2022	14	12380-025-S22-14	014
		<b>VESTS</b>			
<b>Style#</b>	<b>Color#</b>	<b>Season</b>	<b>Size</b>	<b>SKU</b>	<b>IRN</b>
01238	051-Rainbow	Spring 2022	2T	01234-001-S22-2T	002
01238	051-Rainbow	Spring 2022	3T	01234-001-S22-3T	003
01238	051-Rainbow	Spring 2022	4T	01234-001-S22-4T	004
01238	051-Rainbow	Spring 2022	5T	01234-001-S22-5T	005
01238	051-Rainbow	Spring 2022	6	01234-001-S22-6	006
01238	051-Rainbow	Spring 2022	7	01234-001-S22-7	007
01238	051-Rainbow	Spring 2022	8	01234-001-S22-8	008
01238	051-Rainbow	Spring 2022	10	01234-001-S22-10	010
01238	051-Rainbow	Spring 2022	12	01234-001-S22-12	012
01238	051-Rainbow	Spring 2022	14	01234-001-S22-14	014
01239	061- Flower	Spring 2022	2T	01234-001-S22-2T	002
01239	061- Flower	Spring 2022	3T	01234-001-S22-3T	003
01239	061- Flower	Spring 2022	4T	01234-001-S22-4T	004
01239	061- Flower	Spring 2022	5T	01234-001-S22-5T	005
01239	061- Flower	Spring 2022	6	01234-001-S22-6	006
01239	061- Flower	Spring 2022	7	01234-001-S22-7	007
01239	061- Flower	Spring 2022	8	01234-001-S22-8	008
01239	061- Flower	Spring 2022	10	01234-001-S22-10	010
01239	061- Flower	Spring 2022	12	01234-001-S22-12	012
01239	061- Flower	Spring 2022	14	01234-001-S22-14	014
01244	031-Shark	Spring 2022	2T	01234-001-S22-2T	002
01244	031-Shark	Spring 2022	3T	01234-001-S22-3T	003
01244	031-Shark	Spring 2022	4T	01234-001-S22-4T	004
01244	031-Shark	Spring 2022	5T	01234-001-S22-5T	005
01244	031-Shark	Spring 2022	6	01234-001-S22-6	006
01244	031-Shark	Spring 2022	7	01234-001-S22-7	007
01244	031-Shark	Spring 2022	8	01234-001-S22-8	008
01244	031-Shark	Spring 2022	10	01234-001-S22-10	010

01244	031-Shark	Spring 2022	12	01234-001-S22-12	012
01244	031-Shark	Spring 2022	14	01234-001-S22-14	014
01245	041-Surf	Spring 2022	2T	01234-001-S22-2T	002
01245	041-Surf	Spring 2022	3T	01234-001-S22-3T	003
01245	041-Surf	Spring 2022	4T	01234-001-S22-4T	004
01245	041-Surf	Spring 2022	5T	01234-001-S22-4T	005
01245	041-Surf	Spring 2022	6	01234-001-S22-6	006
01245	041-Surf	Spring 2022	7	01234-001-S22-7	007
01245	041-Surf	Spring 2022	8	01234-001-S22-8	008
01245	041-Surf	Spring 2022	10	01234-001-S22-10	010
01245	041-Surf	Spring 2022	12	01234-001-S22-12	012
01245	041-Surf	Spring 2022	14	01234-001-S22-14	014

### **Kids' Size Chart:**

For the best fit, use the chart below to find the size that best corresponds to your child's body measurement.

Sizes	Height(in)	Weight(lb)	Chest(lb)	Waist(in)	Hip(in)
2T(XS)	33-36	30-33	20	20	21
3T(XS)	36-39	33-36	21	20.5	22
4T(S)	39-42	36-40	22	21	23
5T(S)	42-45	42-46	23	21.5	24
6(M)	45-49	48-54	24	22	25
7(M)	49-53	56-60	25	22.5	27
8(L)	53-55	62-66	26	23	28
10(L)	55-57	68-74	28	24	30
12(XL)	57-60	76-84	29	25	32
14(XL)	60-62	86-96	31	26	34

### **MONTH OF FEBRUARY**

	Planned Sales	On order	Employee Discount	MDS	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	\$250,000	\$24,000	7%	\$25,000	3%	\$70,000	\$210,000

### Part B & C: Month of February

#### B1: Open to buy for February is \$95,000.

$$\$220,000 - \$125,000 = \$95,000$$

- Planned Sales= **\$300,000**
- Planned Reductions=  $\$6,000 + \$8,000 + \$6,000 = \mathbf{\$20,000}$ 
  - Employee Discount=  $\$300,000 * 2\% (.02) = \$6,000$
  - Markdown=  $\$8,000$
  - Shortages=  $\$300,000 * 2\% = \$6,000$   
 $\$6,000 + \$8,000 + \$6,000 = \$20,000$
- Planned EOM stock= **\$200,000**
- Total monthly needs= **\$520,000**
  - $\$300,000 + \$20,000 + \$200,000 = \$520,000$
- BOM Stock= **\$160,000**
- Planned Purchases=  $\$520,000 - \$300,000 = \mathbf{\$220,000}$ 
  - Total monthly needs =  $\$520,000$
  - BOM stocks=  $\$160,000$
- Merchandise on order= **\$125,000**
- Open to Buy=  $\$220,000 - \$125,000 = \mathbf{\$95,000}$ 
  - Planned purchases =  $\$220,000$
  - Merchandise on order =  $\$125,000$

#### B2: Average monthly Sales is \$275,000.

$$\$1,650,000 / 6\text{months} = \$275,000$$

#### B3: Average monthly on order is \$86,666.67

$$\$514,000 / 6\text{ months} = \$86,666.67$$

#### B4: Markdown % for February is 2.7%.

$$\$8,000 / \$300,000 = 2.7\%$$

#### C1: Sales Plan for the next season is \$102,300.

Total planned sales=\$300,000+\$200,000+\$300,000+\$200,000+\$400,000+\$250,000= \$1,650,000

Sales plan for next season=\$1,650,000x 6.2%=\$102,300

C2:

$\$1,820,000 - C1 = \$1,820,000 - \$102,300 = \$1,717,700$

$\$1,717,700 / \$1,820,000 \times 100\% = 94.34\%$

### MONTH OF MARCH

	Planned Sales	On order	Employee Discount	MD\$	Shortages	EOM	BOM
Feb.	\$300,000	\$125,000	2%	\$8,000	2%	\$200,000	\$160,000
<b>Mar.</b>	<b>\$200,000</b>	<b>\$15,000</b>	<b>3%</b>	<b>\$12,000</b>	<b>4%</b>	<b>\$80,000</b>	<b>\$200,000</b>
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	\$250,000	\$24,000	7%	\$25,000	3%	\$70,000	\$210,000

### **Part B & C: Month of March**

**B1: Open to buy for March is \$91,000.**

$\$106,000 - \$15,000 = \$91,000$

- Planned Sales= **\$200,000**
- Planned Reductions=  $\$6,000 + \$12,000 + \$8,000 = \mathbf{\$26,000}$ 
  - Employee Discount=  $\$200,000 \times 3\% = \$6,000$
  - Markdown=  $\$12,000$
  - Shortages=  $\$200,000 \times 4\% = \$8,000$
- Planned EOM stock= **\$80,000**
- Total monthly needs= **\$306,000**
  - $\$200,000 + \$26,000 + \$80,000 = \$306,000$
- BOM Stock= **\$200,000**
- Planned Purchases=  $\$306,000 - \$200,000 = \mathbf{\$106,000}$ 
  - Total monthly needs =  $\$306,000$
  - BOM stocks=  $\$200,000$



- Merchandise on order= **\$15,000**
- Open to Buy= \$106,000 - \$15,000 = **\$91,000**
  - Planned purchases = \$106,000
  - Merchandise on order = \$15,000

**B2: Average monthly Sales is \$275,000.**

$$\$1,650,000 / 6\text{months} = \$275,000$$

**B3: Average monthly on order is \$86,666.67**

$$\$514,000 / 6\text{ months} = \$86,666.67$$

**B4: Markdown % for march is 6%.**

$$\$12,000 / \$200,000 = 6\%$$

**C1: Sales Plan for the next season is \$102,300.**

$$\text{Total planned sales} = \$300,000 + \$200,000 + \$300,000 + \$200,000 + \$400,000 + \$250,000 = \$1,650,000$$

$$\text{Sales plan for next season} = \$1,650,000 \times 6.2\% = \$102,300$$

**C2:**

$$\$1,820,000 - C1 = \$1,820,000 - \$102,300 = \mathbf{\$1,717,700}$$

$$\$1,717,700 / \$1,820,000 \times 100\% = 94.34\%$$

### **MONTH OF APRIL**

	Planned Sales	On order	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
<b>Apr.</b>	<b>\$300,000</b>	<b>\$145,000</b>	<b>4%</b>	<b>\$4,000</b>	<b>5%</b>	<b>\$110,000</b>	<b>\$80,000</b>
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	\$250,000	\$24,000	7%	\$25,000	3%	\$70,000	\$210,000

**Part B & C: Month of April**

**B1: Open to buy for April is \$212,000.**

$$\$357,000 - \$145,000 = \$216,000$$

- Planned Sales= **\$300,000**
- Planned Reductions=  $\$12,000 + \$4,000 + 15,000 =$  **\$31,000**
  - Employee Discount=  $\$300,000 * 4\% =$  \$12,000
  - Markdown= \$4,000
  - Shortages=  $\$300,000 * 5\% =$  \$15,000
- Planned EOM stock= **\$110,000**
- Total monthly needs=  $\$110,000 + \$31,000 + \$300,000 =$  **\$441,000**
  - EOM= \$110,000
  - Planned reduction= \$31,000
  - Planned sales= \$300,000
- BOM Stock= **\$80,000**
- Planned Purchases=  $\$441,000 - \$80,000 =$  **\$361,000**
  - Total monthly needs = \$441,000
  - BOM stocks= \$80,000
- Merchandise on order= **\$145,000**
- Open to Buy=  $\$361,000 - \$145,000 =$  **\$216,000**
  - Planned purchases
  - Merchandise on order

**B2: Average monthly Sales is \$275,000.**

$$\$1,650,000 / 6 \text{ months} = \$275,000$$

**B3: Average monthly on order is \$86,666.67**

$$\$514,000 / 6 \text{ months} = \$86,666.67$$

**B4: Markdown % for April is 1.3%.**

$$\$4,000 / \$300,000 \times 100 = 1.3\%$$

**C1: Sales Plan for the next season is \$102,300.**

$$\text{Total planned sales} = \$300,000 + \$200,000 + \$300,000 + \$200,000 + \$400,000 + \$250,000 = \$1,650,000$$

$$\text{Sales plan for next season} = \$1,650,000 \times 6.2\% = \$102,300$$

**C2:**

$$\$1,820,000 - C1 = \$1,820,000 - \$102,300 = \mathbf{\$1,717,700}$$

$$\$1,717,700 / \$1,820,000 \times 100\% = 94.34\%$$


---

**MONTH OF MAY**

	Planned Sales	On order	Employee Discount	MDS	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
<b>May</b>	<b>\$200,000</b>	<b>\$35,000</b>	<b>0%</b>	<b>\$3,000</b>	<b>7%</b>	<b>\$90,000</b>	<b>\$110,000</b>
June	\$400,000	\$170,000	5%	\$18,000	2%	\$210,000	\$90,000
July	\$250,000	\$24,000	7%	\$25,000	3%	\$70,000	\$210,000

**Part B & C: Month of May****B1: Open to buy for May is \$162,000.**

Open to Buy= \$197,000 - \$35,000 = \$162,000

- Planned Sales= **\$200,000**
- Planned Reductions= \$0+\$14,000+\$3,000= **\$17,000**
  - Employee Discount= \$200,000\*0%= \$0
  - Markdown= \$3,000
  - Shortages= \$200,000\*7%= \$14,000
- Planned EOM stock= **\$90,000**
- Total monthly needs= \$90,000+\$17,000+\$200,000= **\$307,000**
  - EOM=\$90,000
  - Planned reduction=\$17,000
  - Planned sales=\$200,000
- BOM Stock= **\$110,000**
- Planned Purchases= **\$197,000**
  - Total monthly needs \$307,000
  - BOM stocks= \$110,000
- Merchandise on order **\$35,000**
- Open to Buy= \$197,000 - \$35,000 = **\$162,000**
  - Planned purchases= \$197,000
  - Merchandise on order= \$35,000

**B2: Average monthly Sales is \$275,000.**

\$1,650,000/ 6months= \$275,000

**B3: Average monthly on order is \$86,666.67**

$$\$514,000/6 \text{ months} = \$86,666.67$$

**B4: Markdown % for May is 1.5%.**

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

**C1: Sales Plan for the next season is \$102,300.**

$$\text{Total planned sales} = \$300,000 + \$200,000 + \$300,000 + \$200,000 + \$400,000 + \$250,000 = \$1,650,000$$

$$\text{Sales plan for next season} = \$1,650,000 \times 6.2\% = \$102,300$$

**C2:**

$$\$1,820,000 - C1 = \$1,820,000 - \$102,300 = \$1,717,700$$

$$\$1,717,700/\$1,820,000 \times 100\% = 94.34\%$$

### MONTH OF JUNE

	Planned Sales	On order	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
<b>June</b>	<b>\$400,000</b>	<b>\$170,000</b>	<b>5%</b>	<b>\$18,000</b>	<b>2%</b>	<b>\$210,000</b>	<b>\$90,000</b>
July	\$250,000	\$24,000	7%	\$25,000	3%	\$70,000	\$210,000

### **Part B & C: Month of June**

**B1: Open to buy for June is \$396,00.**

$$\$566,000 - \$170,000 = \$396,000$$

- Planned Sales= **\$400,000**
- Planned Reductions= \$20,000+\$8,000 +18,000+= **\$46,000**
  - Employee Discount= \$400,000\*5%= \$,20,000
  - Markdown= \$18,000
  - Shortages= \$400,000\*2%= \$8,000

- Planned EOM stock= **\$210,000**
- Total monthly needs= \$210,000+\$46,000+\$400,000= **\$656,000**
  - EOM \$210,000
  - Planned reduction: \$46,000
  - Planned slaes: \$400,000
- BOM Stock= **\$90,000**
- Planned Purchases= \$656,000-90,000 = **\$566,000**
  - Total monthly needs = \$656,000
  - BOM stocks= \$90,000
- Merchandise on order= **\$170,000**
- Open to Buy= \$566,000 - \$170,000= **\$396,000**
  - Planned purchases
  - Merchandise on order

**B2: Average monthly Sales is \$275,000.**

$$\$1,650,000 / 6\text{months} = \$275,000$$

**B3: Average monthly on order is \$86,666.67**

$$\$514,000 / 6 \text{ months} = \$86,666.67$$

**B4: Markdown % for march is 4.5%.**

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

**C1: Sales Plan for the next season is \$102,300.**

$$\text{Total planned sales} = \$300,000 + \$200,000 + \$300,000 + \$200,000 + \$400,000 + \$250,000 = \$1,650,000$$

$$\text{Sales plan for next season} = \$1,650,000 \times 6.2\% = \$102,300$$

**C2:**

$$\$1,820,000 - C1 = \$1,820,000 - \$102,300 = \$1,717,700$$

$$\$1,717,700 / \$1,820,000 \times 100\% = 94.34\%$$

### MONTH OF JULY

	Planned Sales	On order	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	\$250,000	\$24,000	7%	\$25,000	3%	\$70,000	\$210,000

### Part B & C: Month of July

#### B1: Open to buy for July is \$136,000.

$$\$160,000 - \$24,000 = \$136,000$$

- Planned Sales= **\$250,000**
- Planned Reductions=  $\$17,500 + 7,500 + 25,000 = \mathbf{\$50,000}$ 
  - Employee Discount=  $\$250,000 \times 7\% = \$17,000$
  - Markdown=  $\$25,000$
  - Shortages=  $\$250,000 \times 3\% = \$7,500$
- Planned EOM stock= **\$70,000**
- Total monthly needs=  $\$70,000 + \$50,000 + \$250,000 = \mathbf{\$370,000}$ 
  - EOM:  $\$70,000$
  - Planned reduction:  $\$50,000$
  - Planned sales:  $\$250,000$
- BOM Stock= **\$210,000**
- Planned Purchases=  $\$370,000 - 210,000 = \mathbf{\$160,000}$ 
  - Total monthly needs =  $\$370,000$
  - BOM stocks=  $\$210,000$
- Merchandise on order= **\$24,000**
- Open to Buy=  $\$160,000 - \$24,000 = \mathbf{\$136,000}$ 
  - Planned purchases
  - Merchandise on order

#### B2: Average monthly Sales is \$275,000.

$$\$1,650,000 / 6 \text{ months} = \$275,000$$

#### B3: Average monthly on order is \$86,666.67

$$\$514,000 / 6 \text{ months} = \$86,666.67$$

#### B4: Markdown % for march is 10%.

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

#### C1: Sales Plan for the next season is \$102,300.

Total planned sales=\$300,000+\$200,000+\$300,000+\$200,000+\$400,000+\$250,000= \$1,650,000  
 Sales plan for next season=\$1,650,000x 6.2%=\$102,300

**C2:**

**\$1,820,000-C1= \$1,820,000-\$102,300=\$1,717,700**

**\$1,717,700/\$1,820,000x 100%=94.34%**

### **Work cited Page:**

Adaptive medical clothing for babies, preemies, and kids. (n.d.). Retrieved May 18, 2021, from <https://www.kozielclothes.com/adaptive-medical>

Data and statistics about adhd. (2020, November 16). Retrieved May 18, 2021, from <https://www.cdc.gov/ncbddd/adhd/data.html>

Easterling, C. R. (2013). *Merchandising mathematics for retailing* (5TH ed.). Boston: Pearson.

Helpmychildlearn\_fnozeh. (2020, January 29). Weighted and compression clothing can calm your child. Retrieved May 18, 2021, from <https://www.helpmychildlearn.org/2019/11/21/4-types-of-compression-clothing-that-can-calm-your-child/>

Sensory clothing. (n.d.). Retrieved May 16, 2021, from [https://funandfunction.com/product-type/clothing.html?cat=590%2C582&product\\_list\\_limit=9&product\\_list\\_order=bestsellers&gclid=CjwKCAjwhYOFBhBkEiwASF3KGSZx0RSBiRYH-ss3-dZepGJTujNtim5sZCx2tql0hZeiADMJyskDLRoC0SsQAvD\\_BwE](https://funandfunction.com/product-type/clothing.html?cat=590%2C582&product_list_limit=9&product_list_order=bestsellers&gclid=CjwKCAjwhYOFBhBkEiwASF3KGSZx0RSBiRYH-ss3-dZepGJTujNtim5sZCx2tql0hZeiADMJyskDLRoC0SsQAvD_BwE)

Guinchat, V., Vlamynck, E., Diaz, L., Chambon, C., Pouzenc, J., Cravero, C., Baeza-Velasco, C., Hamonet, C., Xavier, J., & Cohen, D. (2020). Compressive Garments in Individuals with Autism and Severe Proprioceptive Dysfunction: A Retrospective Exploratory Case Series. *Children (Basel, Switzerland)*, 7(7), 77. <https://doi.org/10.3390/children7070077>

