



DIVISION: Women

BUYER Tascila Gobbi

FISCAL YEAR									
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SPRING		FEB	MARCH	APRIL	MAY	JUNE	JULY	AUG	SEASON TOTAL
SALES \$	% TTL	11.2%	13.4%	14.9%	20.2%	27.4%	12.9%		100%
	Last Year	\$ 66.7	\$ 80.1	\$ 89.1	\$ 120.1	\$ 163.2	\$ 76.8	\$ 96.3	\$ 596.0
	Plan	\$ 71.0	\$ 85.3	\$ 94.9	\$ 127.9	\$ 173.8	\$ 81.8	\$ 102.6	\$ 634.7
	% Inc/Dec	6.5%	6.5%	6.5%	6.5%	6.5%	6.5%		6.5%
	Revised								
	Actual								
STOCK/SALES RATIO									
	Last Year	3.0	2.8	2.5	3.0	2.2	2.8	2.0	
	Plan	3.0	2.8	2.5	3.0	2.2	2.8	2.0	
BOM STOCK \$ (Retail)									
	Last Year	\$ 200.1	\$ 224.3	\$ 222.8	\$ 360.3	\$ 359.0	\$ 215.0	\$ 192.6	\$ 1,581.5
	Plan	\$ 213.1	\$ 238.9	\$ 237.3	\$ 383.7	\$ 382.3	\$ 229.0	\$ 205.1	\$ 1,684.3
	Revised								
MARKDOWNS %	Actual								
	Last Year	\$ 12.9	\$ 7.8	\$ 16.8	\$ 20.7	\$ 24.7	\$ 29.2		\$ 112.1
	Plan	\$ 13.7	\$ 8.3	\$ 17.9	\$ 22.0	\$ 26.3	\$ 31.1		\$ 119.4
	% to Sales	19.3%	9.7%	18.9%	17.2%	15.1%	38.0%		18.8%
	by mnth								
	Revised								
PURCHASES \$ (Retail)	Actual								
	Last Year	\$ 103.8	\$ 86.4	\$ 243.4	\$ 139.5	\$ 43.9	\$ 83.6		\$ 700.6
	Plan	\$ 110.5	\$ 92.0	\$ 259.2	\$ 148.6	\$ 46.8	\$ 89.0		\$ 746.1
	Revised								
Future Sales	Actual								
	LY	Sep 102.3	Oct 122.0						
SEASON TOT.		LAST YEAR			PLAN		ACTUAL		
Sales		\$596.00			\$ 634.7				
Markup %		50%			50%				
Markdown %		19%			19%				
Gross Margin %		45.0%			45.0%				
Average Stock		253.4			\$ 269.9				
Turnover		2.35			2.35				
NOTES:									