

Project 3: J. Crew Merchandising Plan

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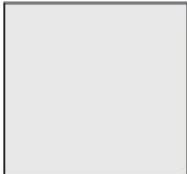
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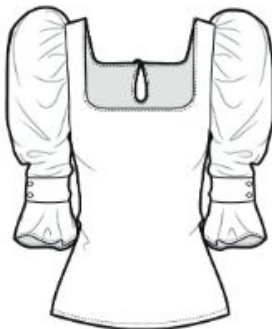
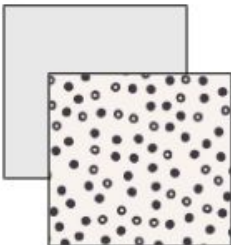
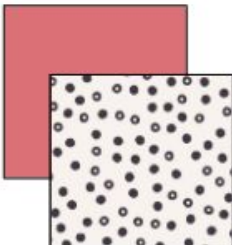
Revised Fabric Story

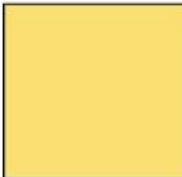
Swatch	Detailed Fabric Name (Include Fabrication)	Fiber Content	Suitability	Special Care	Vendor	Wholesale Price per yard
	Eco-conscious Twill Weave	65% Recycled Polyester, 35% Organic Cotton	Adjustable-Hem Trousers, Peplum Top	Machine-Wash Warm or Cold, Tumble Dry.	Mood Fabrics	5.99/yard
	Cotton Broadcloth	100% Pima Cotton	Jumpsuit, Blouse	Machine-Wash Warm or Cold, Tumble Dry.	Mood Fabrics	5.99/yard
	Linen Weave with Houndstooth Pattern	100% Natural Linen	Tailored Shorts and Matching Jacket	Dry-Clean Preferred, Machine-Wash Gentle, Lay Flat to Dry	Mood Fabrics	8.99/yard
	Bistro Squares Printed Crepe de Chine	100% Polyester	Midi-Skirt	Dry-Clean Preferred, Machine-Wash Gentle	Mood Fabrics	12.99/yard
	Cotton Sateen	100% Cotton	Wrap-Tie Jacket	Machine-Wash Warm or Cold, Tumble Dry	Mood Fabrics	3.99/yard
	Canvas Weave	100% Organic Cotton	Cropped Jacket, Wide-Legged Pants	Machine-Wash Warm or Cold, Tumble Dry.	Mood Fabrics	7.25/yard

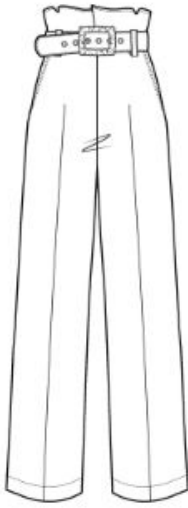
Revised Style Sheets

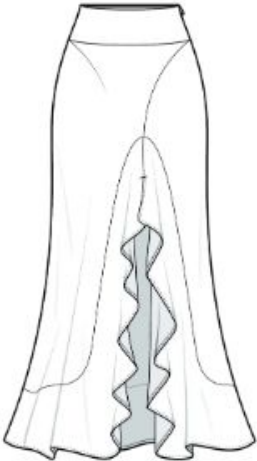
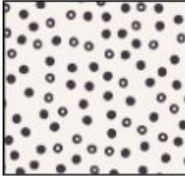
Styles aligned with J.Crew womenswear designer's vision to "reflect the America of today and of the future to be more inclusive, more diverse, and more modern" (Farra, 2018). These designs are tailored for the real, diverse spectrum of real-world women (Shenzhen Daily, 2018).

Flat 6.1  Image Source: WGSN	Style Number: #14567	Category: Shirts/Tops	Retail Price: \$69.00
	Sizes: XXX Small - 3X Large	Colors:	
		  Optic WhiteEvergreen	
	Fabric Name: Eco-conscious Twill (65% Recycled Polyester, 35% Organic Cotton)		
	Short Description: Peplum Top		
	Description: Peplum Blouse with Waist Tie		
Trims and Special Treatment: Elastic(Wristband)			

Flat 6.2  Image Source: WGSN	Style Number: #15532	Category: Shirts/Tops	Retail Price: \$98.00
	Sizes: XXX Small - 3X Large	Colors:	
		 Optic White / Geo Dot  Rose / Geo Dot	
	Fabric Name: Broadcloth (100% Pima Cotton)		
	Short Description: Blouse with Cuff Detailing		
Description: Blouse with Voluminous Sleeve Accented with Barrel Cuffs			
Trims and Special Treatment: Button Loop(1), Cuff Buttons(4), Crinkling Treatment for Sleeves			

Flat 6.3  Image Source: WGSN	Style Number: #26790	Category: Bottoms	Retail Price: \$110.00
	Sizes: 00-16	Colors:	
			
		Evergreen	Daffodil
	Fabric Name: Eco-conscious Twill (65% Recycled Polyester, 35% Organic Cotton)		
Short Description: Cinched Ankle Trousers			
Description: High-Waisted Adjustable Ankle-Cincher Trousers			
Trims and Special Treatment: Zipper(1), Hook-and-Eye(1), Velcro(2) for Adjustable Cincher			

Flat 6.4  Image Source: WGSN	Style Number: #25849	Category: Bottoms	Retail Price: \$110.00
	Sizes: 00-16	Colors:	
			
		Flax	Suiting Stripes
	Fabric Name: Canvas Weave (100% Organic Cotton)		
Short Description: Wide-Legged Pants			
Description: High-Waisted Wide-Legged Pants with Removable Belt			
Trims and Special Treatment: Zipper(1), Hook-and-Eye(1)			

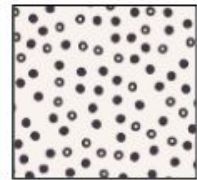
Flat 6.5  Image Source: WGSN	Style Number: #29127	Category: Bottoms	Retail Price: \$120.00
	Sizes: 00-16	Colors:	
			
		Daffodil	Geo Dot
	Fabric Name: Bistro Squares Printed Crepe de Chine (100% Polyester)		
	Short Description: Midi-skirt with Slit		
	Description: Midi Ruffle Skirt with Knee-Length Slit		
	Trims and Special Treatment: Invisible Zipper(1)		

Flat 6.6  Image Source: WGSN	Style Number: #31235	Category: Suiting	Retail Price: \$110.00
	Sizes: 00-12	Colors:	
			
		Daffodil	Suiting Stripes
	Fabric Name: Linen Weave with Houndstooth Pattern (100% Natural Linen)		
	Short Description: Tailored Shorts		
	Description: Lightweight Knee-Length Tailored Shorts		
	Trims and Special Treatment: Zipper(1), Hook-and-Eye(1)		

Flat 6.7  Image Source: WGSN	Style Number: #31236	Category: Suiting	Retail Price: \$110.00
	Sizes: 00-12	Colors:	
			
		Daffodil	Suiting Stripes
	Fabric Name: Linen Weave with Houndstooth Pattern (100% Natural Linen)		
	Short Description: Tailored Jacket		
	Description: Slim Lightweight Tailored Jacket		
	Trims and Special Treatment: Button(2)		

Flat 6.10  Image Source: WGSN	Style Number: #33338	Category: Dresses/Jumpsuits	Retail Price: \$140.00
	Sizes: 00-16	Colors:	
			
		Evergreen	Optic White
	Fabric Name: Broadcloth (100% Pima Cotton)		
	Short Description: Jumpsuit		
	Description: Bell Sleeve Jumpsuit with Waist Tie		
	Trims and Special Treatment: Hook-and-Eye(1), Elastic(Waist)		

Flat 6.8  Image Source: WGSN	Style Number: #47823	Category: Coats/Jackets	Retail Price: \$120.00
	Sizes: XXX Small - 3X Large	Colors:	
		 	
		FlaxEvergreen	
	Fabric Name: Canvas Weave (100% Organic Cotton)		
	Short Description: Cropped Jacket		
Description: Structured Cropped Jacket with Embellishments			
Trims and Special Treatment: Buttons(5)			

Flat 6.9  Image Source: WGSN	Style Number: #43215	Category: Coats/Jackets	Retail Price: \$110.00
	Sizes: XXX Small - 3X Large	Colors:	
		 	
		Rose Geo Dot	
	Fabric Name: Sateen (100% Cotton)		
	Short Description: Lightweight Jacket		
Description: Lightweight Wrap-Tie Jacket			
Trims and Special Treatment: Anti-static Finish			

Part 3: Merchandising Plan

Quick Costing

Calculated below is the amount of fabric yardage needed and the resulting cost to execute the following styles. Two of the original fabric choices, the cotton sateen and the canvas weave, needed to be switched to a less expensive option. In doing so, the prices of the garments were kept consistent with the rest of the brand. In conclusion, the calculations proved that the garments can be offered for retail prices listed in the style sheet.

Style Number	Unit Retail	Unit Cost	Target Fabric Cost	Fabric Yardage @ cost/yd	Fabric Quick Cost	Fabric Quick Cost TOTAL
#14567	\$69.00	\$27.60	\$16.56	2.7 yards @ \$5.99/yd	\$16.17	\$16.17
#15532	\$98.00	\$39.20	\$23.52	2.7 yards @ \$5.99/yd	\$16.17	\$16.17
#26790	\$110.00	\$44.00	\$26.40	2.5 yards @ \$5.99/yd	\$14.98	\$14.98
#25849	\$110.00	\$44.00	\$26.40	2.5 yards @ \$7.25/yd	\$18.13	\$18.13
#29127	\$120.00	\$48.00	\$28.80	2.2 yards @ \$12.99/yd	\$28.58	\$28.58
#31235	\$110.00	\$44.00	\$26.40	2.0 yards @ \$8.99/yd	\$17.98	\$17.98
#31236	\$110.00	\$44.00	\$26.40	2.3 yards @ \$8.99/yd	Outer: \$20.68	\$25.26
				2.3 yards @ \$1.99/yd	Lining: \$4.58	
#33338	\$140.00	\$56.00	\$33.60	5.0 yards @ \$5.99/yd	\$29.95	\$29.95
#47823	\$120.00	\$48.00	\$28.80	2.5 yards @ \$7.25/yd	Outer: \$18.13	\$23.11
				2.5 yards @ \$1.99/yd	Lining: \$4.98	
#43215	\$110.00	\$44.00	\$26.40	2.5 yards @ \$3.99/yd	Outer: \$9.98	\$14.96
				2.5 yards @ \$1.99/yd	Lining: \$4.98	

Six-Month Merchandising Plan

SIX-MONTH MERCHANDISING PLAN								
		Feb	Mar	Apr	May	June	July	SEASON TOTAL
PLANNED SALES \$	Last Year %	17%	17%	15%	18%	25%	8%	100%
	LY \$\$							
	Plan	\$13,600	\$13,600	\$12,000	\$14,400	\$20,000	\$6,400	\$80,000
	Percent of Increase							
	Revised							
RETAIL STOCK (BOM) \$	Last Year							
	Plan	\$42,160	\$34,000	\$27,600	\$28,800	\$40,000	\$22,400	\$194,960
	Percent of Increase							
	Revised							
	Actual							
MARKDOWNS \$	Last Year							
	Plan (dollar)	\$2,040	\$2,040	\$1,800	\$2,160	\$3,000	\$960	\$12,000
	Plan (%)	15%	15%	15%	15%	15%	15%	15%
	Percent of Increase							
	Revised							
RETAIL PURCHASES \$	Last Year							
	Plan	\$7,480	\$9,240	\$15,000	\$27,760	\$5,400	\$24,960	\$89,840
	Percent of Increase							
	Revised							
	Actual							
PLANNED PURCHASES AT \$	Last Year							
	Plan	\$2,992	\$3,696	\$6,000	\$11,104	\$2,160	\$9,984	\$35,936
	Percent of Initial Markup	60%	60%	60%	60%	60%	60%	60%
	Revised							
	Actual							
ENDING STOCK (EOM) 31-Jul	Last Year							
	Plan	\$34,000	\$27,600	\$28,800	\$40,000	\$22,400	\$40,000	
	Percent of Increase							
	Revised							
	Actual							
	Stock-Sales Ratio	3.1	2.5	2.3	2.0	2.0	3.5	2.44

Merchandising Plan CalculationsPlanned Sales \$

Monthly Planned Sales (\$) = LY Monthly Sales(%) * Season Total(\$)

EX: Planned Sales for May = 18% * \$80,000 = \$14,400

Retail Stock

BOM Retail Stock = Stock-to-Sales Ratio for Month * Monthly Planned Sales

EX: BOM Retail Stock for May = 2.0 * \$14,400 = \$28,800

Markdown \$

Markdown \$ = Markdown % * Monthly Planned Sales

EX: Markdown \$ for May = 15% * \$14,400 = \$2,160

Planned Retail Purchases

Planned Retail Purchases = Planned Sales \$ + Markdown \$ + EOM – BOM

EX: Planned Retail Purchases for May = \$14,400 + \$2,160 + \$40,000 – \$28,800= \$27,760

Planned Purchases at Cost

Planned Purchases at Cost = Planned Retail Purchases * (100% – Markup %)

EX: Planned Purchases at Cost for May = \$27,760 * (100% – 60%)= \$11,104

EOM Inventory

EOM = Retail Stock (BOM) \$ of Following Month

EX: EOM for May = June BOM= \$40,000

Total Stock-to-Sales Ratio

Total Stock-to-Sales Ratio = Total Retail Stock (BOM) / Total Planned Sales

EX: Total Stock-to-Sales Ratio for the Season = \$194,960/\$80,000=2.44

Based on the following 6-month merchandising plan, the planned retail purchases for May is \$27,760 allocated for the J.Crew retail store located in Santa Clara, California.

Assortment Distribution

The following tables present assortment distributions of style, size, color, and pattern for the Spring/Summer 2021 Womenswear line for J.Crew.

Style Distribution

Class #	Class	% of Units	Estimated \$
1	Tops	18%	\$4,996.80
2	Bottoms	28%	\$7,772.80
3	Dress/Suits	33%	\$9,160.80
4	Jackets/Coats	21%	\$5,829.60
5	Other	0%	\$ -

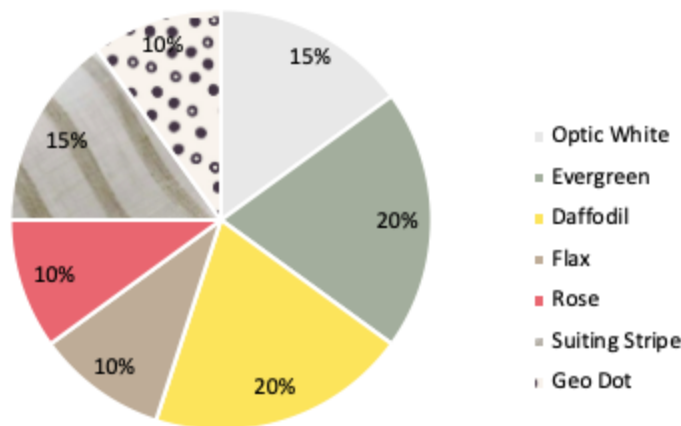
Our goal with this launch is to modernize J.Crew's ideal of womens workwear, as a result, suits will be the main focus of our launch holding 33% of the total units. Because of the high variety of bottoms involved with workwear, we needed bottoms to hold a higher percentage than tops. Tops and Jackets/Coats are relatively similar in percentage as the two categories often go together when women shop for workwear.

Size Distribution

Size	Percentage	Size	Percentage	Size	Percentage
00	3%	00	3%	XXX-Small	2%
0	5%	0	7%	XX-Small	3%
2	18%	2	15%	X-Small	10%
4	23%	4	24%	Small	22%
6	30%	6	24%	Medium	27%
8	16%	8	18%	Large	22%
10	3%	10	4%	X-Large	10%
12	2%	12	3%	XX-Large	2%
		16	2%	XXX-Large	2%

According to the J.Crew's website, tops and jackets are letter sized. Newer styles are often sized from XXX-Small to 3X Large. Bottoms, suits, and jumpsuits are sized numerically from 00 to 16 with suits only going up to a size 12. Having a more inclusive sizing aligned with J.Crew's mission to "make great style available to everyone" (Shenzhen Daily, 2018). With the majority of consumers purchasing from XS, S, M, and L in retail locations, there is more distribution of products to these sizes (Parkin, 2018).

Color/Print Distribution



Colors selected align with Cotton Incorporated's On The Mend forecast for Spring/Summer 2021 (Cotton Incorporated, n.d.). The majority of "best selling" items in J.Crew are available in neutrals and warmer tones, as a result, Optic White, Evergreen, and Flax were chosen because they have a history of selling well with J.Crew's target market. Prints and patterns are currently emphasized on J.Crew's website under "printed matter" (J.Crew, 2020). Prints selected follow Doneger's forecast of being simplistic and geometric, allowing these prints to be easily mixed and matched. (The Doneger Group, n.d.). Daffodil and Rose were picked as J.Crew's new designer believes there will be "a big opportunity with...lighter colors, and beautiful patterns that will be feminine, elegant, and modern." (Farra, 2018).

Assortment Plan

Class:

1-Tops(Blouse, Tops)

2-Bottoms(Trousers, Pants, Skirts)

3-Dress/Suits(Matching Suit, Jumpsuit)

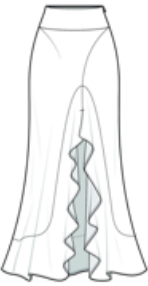
4-Jackets/Coats(Jackets)

Flat	Class	SKU #	Short Description	Color	Size	Total Quantity	Unit Cost	Unit Retail	Total Cost	Total Retail
	1	14567-O1	Peplum Top	Optic White	XXX-Small	1	\$27.60	\$69.00	\$24.98	\$62.46
	1	14567-O2	Peplum Top	Optic White	XX-Small	1	\$27.60	\$69.00	\$37.48	\$93.69
	1	14567-O3	Peplum Top	Optic White	X-Small	4	\$27.60	\$69.00	\$110.40	\$276.00
	1	14567-O4	Peplum Top	Optic White	Small	10	\$27.60	\$69.00	\$274.82	\$687.06
	1	14567-O5	Peplum Top	Optic White	Medium	12	\$27.60	\$69.00	\$337.28	\$843.21
	1	14567-O6	Peplum Top	Optic White	Large	10	\$27.60	\$69.00	\$274.82	\$687.06
	1	14567-O7	Peplum Top	Optic White	X-Large	4	\$27.60	\$69.00	\$110.40	\$276.00
	1	14567-O8	Peplum Top	Optic White	XX-Large	1	\$27.60	\$69.00	\$24.98	\$62.46
	1	14567-O9	Peplum Top	Optic White	XXX-Large	1	\$27.60	\$69.00	\$24.98	\$62.46
	1	14567-E1	Peplum Top	Evergreen	XXX-Small	1	\$27.60	\$69.00	\$24.98	\$62.46
	1	14567-E2	Peplum Top	Evergreen	XX-Small	1	\$27.60	\$69.00	\$37.48	\$93.69
	1	14567-E3	Peplum Top	Evergreen	X-Small	4	\$27.60	\$69.00	\$110.40	\$276.00
	1	14567-E4	Peplum Top	Evergreen	Small	10	\$27.60	\$69.00	\$274.82	\$687.06
	1	14567-E5	Peplum Top	Evergreen	Medium	12	\$27.60	\$69.00	\$337.28	\$843.21
	1	14567-E6	Peplum Top	Evergreen	Large	10	\$27.60	\$69.00	\$274.82	\$687.06
	1	14567-E7	Peplum Top	Evergreen	X-Large	4	\$27.60	\$69.00	\$110.40	\$276.00
	1	14567-E8	Peplum Top	Evergreen	XX-Large	1	\$27.60	\$69.00	\$24.98	\$62.46
	1	14567-E9	Peplum Top	Evergreen	XXX-Large	1	\$27.60	\$69.00	\$24.98	\$62.46
#14567	Totals					88			\$2,440.32	\$6,100.80

Flat	Class	SKU #	Short Description	Color	Size	Total Quantity	Unit Cost	Unit Retail	Total Cost	Total Retail
	1	15532-O1	Blouse with Cuff Detailing	Optic White / Geo Dot	XXX-Small	1	\$39.20	\$98.00	\$24.98	\$62.46
	1	15532-O2	Blouse with Cuff Detailing	Optic White / Geo Dot	XX-Small	1	\$39.20	\$98.00	\$37.48	\$93.69
	1	15532-O3	Blouse with Cuff Detailing	Optic White / Geo Dot	X-Small	3	\$39.20	\$98.00	\$124.92	\$312.30
	1	15532-O4	Blouse with Cuff Detailing	Optic White / Geo Dot	Small	7	\$39.20	\$98.00	\$274.82	\$687.06
	1	15532-O5	Blouse with Cuff Detailing	Optic White / Geo Dot	Medium	8	\$39.20	\$98.00	\$313.60	\$784.00
	1	15532-O6	Blouse with Cuff Detailing	Optic White / Geo Dot	Large	7	\$39.20	\$98.00	\$274.82	\$687.06
	1	15532-O7	Blouse with Cuff Detailing	Optic White / Geo Dot	X-Large	3	\$39.20	\$98.00	\$124.92	\$312.30
	1	15532-O8	Blouse with Cuff Detailing	Optic White / Geo Dot	XX-Large	1	\$39.20	\$98.00	\$24.98	\$62.46
	1	15532-O9	Blouse with Cuff Detailing	Optic White / Geo Dot	XXX-Large	1	\$39.20	\$98.00	\$24.98	\$62.46
	1	15532-R1	Blouse with Cuff Detailing	Rose / Geo Dot	XXX-Small	1	\$39.20	\$98.00	\$24.98	\$62.46
	1	15532-R2	Blouse with Cuff Detailing	Rose / Geo Dot	XX-Small	1	\$39.20	\$98.00	\$37.48	\$93.69
	1	15532-R3	Blouse with Cuff Detailing	Rose / Geo Dot	X-Small	3	\$39.20	\$98.00	\$124.92	\$312.30
	1	15532-R4	Blouse with Cuff Detailing	Rose / Geo Dot	Small	7	\$39.20	\$98.00	\$274.82	\$687.06
	1	15532-R5	Blouse with Cuff Detailing	Rose / Geo Dot	Medium	8	\$39.20	\$98.00	\$313.60	\$784.00
	1	15532-R6	Blouse with Cuff Detailing	Rose / Geo Dot	Large	7	\$39.20	\$98.00	\$274.82	\$687.06
	1	15532-R7	Blouse with Cuff Detailing	Rose / Geo Dot	X-Large	3	\$39.20	\$98.00	\$124.92	\$312.30
	1	15532-R8	Blouse with Cuff Detailing	Rose / Geo Dot	XX-Large	1	\$39.20	\$98.00	\$24.98	\$62.46
	1	15532-R9	Blouse with Cuff Detailing	Rose / Geo Dot	XXX-Large	1	\$39.20	\$98.00	\$24.98	\$62.46
#15532	Totals					64			\$2,451.03	\$6,127.58

Flat	Class	SKU #	Short Description	Color	Size	Total Quantity	Unit Cost	Unit Retail	Total Cost	Total Retail
	2	26790-E1	Cinched Ankle Trousers	Evergreen	00	1	\$44.00	\$110.00	\$38.86	\$97.16
	2	26790-E2	Cinched Ankle Trousers	Evergreen	0	2	\$44.00	\$110.00	\$90.68	\$226.71
	2	26790-E3	Cinched Ankle Trousers	Evergreen	2	4	\$44.00	\$110.00	\$194.32	\$485.80
	2	26790-E4	Cinched Ankle Trousers	Evergreen	4	7	\$44.00	\$110.00	\$310.91	\$777.28
	2	26790-E5	Cinched Ankle Trousers	Evergreen	6	7	\$44.00	\$110.00	\$310.91	\$777.28
	2	26790-E6	Cinched Ankle Trousers	Evergreen	8	5	\$44.00	\$110.00	\$233.18	\$582.96
	2	26790-E7	Cinched Ankle Trousers	Evergreen	10	1	\$44.00	\$110.00	\$51.82	\$129.55
	2	26790-E8	Cinched Ankle Trousers	Evergreen	12	1	\$44.00	\$110.00	\$38.86	\$97.16
	2	26790-E9	Cinched Ankle Trousers	Evergreen	16	1	\$44.00	\$110.00	\$25.91	\$64.77
	2	26790-D1	Cinched Ankle Trousers	Daffodil	00	1	\$44.00	\$110.00	\$38.86	\$97.16
	2	26790-D2	Cinched Ankle Trousers	Daffodil	0	2	\$44.00	\$110.00	\$90.68	\$226.71
	2	26790-D3	Cinched Ankle Trousers	Daffodil	2	4	\$44.00	\$110.00	\$194.32	\$485.80
	2	26790-D4	Cinched Ankle Trousers	Daffodil	4	7	\$44.00	\$110.00	\$310.91	\$777.28
	2	26790-D5	Cinched Ankle Trousers	Daffodil	6	7	\$44.00	\$110.00	\$310.91	\$777.28
	2	26790-D6	Cinched Ankle Trousers	Daffodil	8	5	\$44.00	\$110.00	\$233.18	\$582.96
	2	26790-D7	Cinched Ankle Trousers	Daffodil	10	1	\$44.00	\$110.00	\$51.82	\$129.55
	2	26790-D8	Cinched Ankle Trousers	Daffodil	12	1	\$44.00	\$110.00	\$38.86	\$97.16
	2	26790-D9	Cinched Ankle Trousers	Daffodil	16	1	\$44.00	\$110.00	\$25.91	\$64.77
#26790	Totals					58			\$2,590.93	\$6,477.33

Flat	Class	SKU #	Short Description	Color	Size	Total Quantity	Unit Cost	Unit Retail	Total Cost	Total Retail
	2	25849-F1	Wide-Legged Pants	Flax	00	1	\$44.00	\$110.00	\$38.86	\$97.16
	2	25849-F2	Wide-Legged Pants	Flax	0	2	\$44.00	\$110.00	\$90.68	\$226.71
	2	25849-F3	Wide-Legged Pants	Flax	2	4	\$44.00	\$110.00	\$194.32	\$485.80
	2	25849-F4	Wide-Legged Pants	Flax	4	7	\$44.00	\$110.00	\$310.91	\$777.28
	2	25849-F5	Wide-Legged Pants	Flax	6	7	\$44.00	\$110.00	\$310.91	\$777.28
	2	25849-F6	Wide-Legged Pants	Flax	8	5	\$44.00	\$110.00	\$233.18	\$582.96
	2	25849-F7	Wide-Legged Pants	Flax	10	1	\$44.00	\$110.00	\$51.82	\$129.55
	2	25849-F8	Wide-Legged Pants	Flax	12	1	\$44.00	\$110.00	\$38.86	\$97.16
	2	25849-F9	Wide-Legged Pants	Flax	16	1	\$44.00	\$110.00	\$25.91	\$64.77
	2	25849-S1	Wide-Legged Pants	Suiting Stripes	00	1	\$44.00	\$110.00	\$38.86	\$97.16
	2	25849-S2	Wide-Legged Pants	Suiting Stripes	0	2	\$44.00	\$110.00	\$90.68	\$226.71
	2	25849-S3	Wide-Legged Pants	Suiting Stripes	2	4	\$44.00	\$110.00	\$194.32	\$485.80
	2	25849-S4	Wide-Legged Pants	Suiting Stripes	4	7	\$44.00	\$110.00	\$310.91	\$777.28
	2	25849-S5	Wide-Legged Pants	Suiting Stripes	6	7	\$44.00	\$110.00	\$310.91	\$777.28
	2	25849-S6	Wide-Legged Pants	Suiting Stripes	8	5	\$44.00	\$110.00	\$233.18	\$582.96
	2	25849-S7	Wide-Legged Pants	Suiting Stripes	10	1	\$44.00	\$110.00	\$51.82	\$129.55
	2	25849-S8	Wide-Legged Pants	Suiting Stripes	12	1	\$44.00	\$110.00	\$38.86	\$97.16
	3	25849-S9	Wide-Legged Pants	Suiting Stripes	16	1	\$44.00	\$110.00	\$25.91	\$64.77
#25849	Totals					58			\$2,590.93	\$6,477.33

Flat	Class	SKU #	Short Description	Color	Size	Total Quantity	Unit Cost	Unit Retail	Total Cost	Total Retail
	2	29127-D1	Midi-skirt with Slit	Daffodil	00	1	\$48.00	\$120.00	\$38.86	\$97.16
	2	29127-D2	Midi-skirt with Slit	Daffodil	0	2	\$48.00	\$120.00	\$90.68	\$226.71
	2	29127-D3	Midi-skirt with Slit	Daffodil	2	4	\$48.00	\$120.00	\$194.32	\$485.80
	2	29127-D4	Midi-skirt with Slit	Daffodil	4	6	\$48.00	\$120.00	\$310.91	\$777.28
	2	29127-D5	Midi-skirt with Slit	Daffodil	6	6	\$48.00	\$120.00	\$310.91	\$777.28
	2	29127-D6	Midi-skirt with Slit	Daffodil	8	5	\$48.00	\$120.00	\$233.18	\$582.96
	2	29127-D7	Midi-skirt with Slit	Daffodil	10	1	\$48.00	\$120.00	\$51.82	\$129.55
	2	29127-D8	Midi-skirt with Slit	Daffodil	12	1	\$48.00	\$120.00	\$38.86	\$97.16
	2	29127-D9	Midi-skirt with Slit	Daffodil	16	1	\$48.00	\$120.00	\$25.91	\$64.77
	2	29127-G1	Midi-skirt with Slit	Geo Dot	00	1	\$48.00	\$120.00	\$38.86	\$97.16
	2	29127-G2	Midi-skirt with Slit	Geo Dot	0	2	\$48.00	\$120.00	\$90.68	\$226.71
	2	29127-G3	Midi-skirt with Slit	Geo Dot	2	4	\$48.00	\$120.00	\$194.32	\$485.80
	2	29127-G4	Midi-skirt with Slit	Geo Dot	4	6	\$48.00	\$120.00	\$310.91	\$777.28
	2	29127-G5	Midi-skirt with Slit	Geo Dot	6	6	\$48.00	\$120.00	\$310.91	\$777.28
	2	29127-G6	Midi-skirt with Slit	Geo Dot	8	5	\$48.00	\$120.00	\$233.18	\$582.96
	2	29127-G7	Midi-skirt with Slit	Geo Dot	10	1	\$48.00	\$120.00	\$51.82	\$129.55
	2	29127-G8	Midi-skirt with Slit	Geo Dot	12	1	\$48.00	\$120.00	\$38.86	\$97.16
	2	29127-G9	Midi-skirt with Slit	Geo Dot	16	1	\$48.00	\$120.00	\$25.91	\$64.77
#29127	Totals					54			\$2,590.93	\$6,477.33

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Flat	Class	SKU #	Short Description	Color	Size	Total Quantity	Unit Cost	Unit Retail	Total Cost	Total Retail
	3	31235-D1	Tailored Shorts	Daffodil	00	1	\$44.00	\$110.00	\$45.80	\$114.51
	3	31235-D2	Tailored Shorts	Daffodil	0	2	\$44.00	\$110.00	\$76.34	\$190.85
	3	31235-D3	Tailored Shorts	Daffodil	2	6	\$44.00	\$110.00	\$274.82	\$687.06
	3	31235-D4	Tailored Shorts	Daffodil	4	8	\$44.00	\$110.00	\$351.16	\$877.91
	3	31235-D5	Tailored Shorts	Daffodil	6	10	\$44.00	\$110.00	\$458.04	\$1,145.10
	3	31235-D6	Tailored Shorts	Daffodil	8	5	\$44.00	\$110.00	\$220.00	\$550.00
	3	31235-D7	Tailored Shorts	Daffodil	10	1	\$44.00	\$110.00	\$45.80	\$114.51
	3	31235-D8	Tailored Shorts	Daffodil	12	1	\$44.00	\$110.00	\$30.54	\$76.34
	3	31235-S1	Tailored Shorts	Suiting Stripes	00	1	\$44.00	\$110.00	\$45.80	\$114.51
	3	31235-S2	Tailored Shorts	Suiting Stripes	0	2	\$44.00	\$110.00	\$76.34	\$190.85
	3	31235-S3	Tailored Shorts	Suiting Stripes	2	6	\$44.00	\$110.00	\$274.82	\$687.06
	3	31235-S4	Tailored Shorts	Suiting Stripes	4	8	\$44.00	\$110.00	\$351.16	\$877.91
	3	31235-S5	Tailored Shorts	Suiting Stripes	6	10	\$44.00	\$110.00	\$458.04	\$1,145.10
	3	31235-S6	Tailored Shorts	Suiting Stripes	8	5	\$44.00	\$110.00	\$220.00	\$550.00
	3	31235-S7	Tailored Shorts	Suiting Stripes	10	1	\$44.00	\$110.00	\$45.80	\$114.51
	3	31235-S8	Tailored Shorts	Suiting Stripes	12	1	\$44.00	\$110.00	\$30.54	\$76.34
#31235	Totals					68			\$3,005.02	\$7,512.56

Flat	Class	SKU #	Short Description	Color	Size	Total Quantity	Unit Cost	Unit Retail	Total Cost	Total Retail
	3	31236-D1	Tailored Jacket	Daffodil	00	1	\$44.00	\$110.00	\$45.80	\$114.51
	3	31236-D2	Tailored Jacket	Daffodil	0	2	\$44.00	\$110.00	\$76.34	\$190.85
	3	31236-D3	Tailored Jacket	Daffodil	2	6	\$44.00	\$110.00	\$274.82	\$687.06
	3	31236-D4	Tailored Jacket	Daffodil	4	8	\$44.00	\$110.00	\$351.16	\$877.91
	3	31236-D5	Tailored Jacket	Daffodil	6	10	\$44.00	\$110.00	\$458.04	\$1,145.10
	3	31236-D6	Tailored Jacket	Daffodil	8	5	\$44.00	\$110.00	\$220.00	\$550.00
	3	31236-D7	Tailored Jacket	Daffodil	10	1	\$44.00	\$110.00	\$45.80	\$114.51
	3	31236-D8	Tailored Jacket	Daffodil	12	1	\$44.00	\$110.00	\$30.54	\$76.34
	3	31236-S1	Tailored Jacket	Suiting Stripes	00	1	\$44.00	\$110.00	\$45.80	\$114.51
	3	31236-S2	Tailored Jacket	Suiting Stripes	0	2	\$44.00	\$110.00	\$76.34	\$190.85
	3	31236-S3	Tailored Jacket	Suiting Stripes	2	6	\$44.00	\$110.00	\$274.82	\$687.06
	3	31236-S4	Tailored Jacket	Suiting Stripes	4	8	\$44.00	\$110.00	\$351.16	\$877.91
	3	31236-S5	Tailored Jacket	Suiting Stripes	6	10	\$44.00	\$110.00	\$458.04	\$1,145.10
	3	31236-S6	Tailored Jacket	Suiting Stripes	8	5	\$44.00	\$110.00	\$220.00	\$550.00
	3	31236-S7	Tailored Jacket	Suiting Stripes	10	1	\$44.00	\$110.00	\$45.80	\$114.51
	3	31236-S8	Tailored Jacket	Suiting Stripes	12	1	\$44.00	\$110.00	\$30.54	\$76.34
#31236	Totals					68			\$3,005.02	\$7,512.56

Flat	Class	SKU #	Short Description	Color	Size	Total Quantity	Unit Cost	Unit Retail	Total Cost	Total Retail
	3	33338-E1	Jumpsuit	Evergreen	00	1	\$56.00	\$140.00	\$45.80	\$114.51
	3	33338-E2	Jumpsuit	Evergreen	0	2	\$56.00	\$140.00	\$106.88	\$267.19
	3	33338-E3	Jumpsuit	Evergreen	2	4	\$56.00	\$140.00	\$229.02	\$572.55
	3	33338-E4	Jumpsuit	Evergreen	4	6	\$56.00	\$140.00	\$336.00	\$840.00
	3	33338-E5	Jumpsuit	Evergreen	6	6	\$56.00	\$140.00	\$336.00	\$840.00
	3	33338-E6	Jumpsuit	Evergreen	8	5	\$56.00	\$140.00	\$274.82	\$687.06
	3	33338-E7	Jumpsuit	Evergreen	10	1	\$56.00	\$140.00	\$61.07	\$152.68
	3	33338-E8	Jumpsuit	Evergreen	12	1	\$56.00	\$140.00	\$45.80	\$114.51
	3	33338-E9	Jumpsuit	Evergreen	16	1	\$56.00	\$140.00	\$30.54	\$76.34
	3	33338-O1	Jumpsuit	Optic White	00	1	\$56.00	\$140.00	\$45.80	\$114.51
	3	33338-O2	Jumpsuit	Optic White	0	2	\$56.00	\$140.00	\$106.88	\$267.19
	3	33338-O3	Jumpsuit	Optic White	2	4	\$56.00	\$140.00	\$229.02	\$572.55
	3	33338-O4	Jumpsuit	Optic White	4	6	\$56.00	\$140.00	\$336.00	\$840.00
	3	33338-O5	Jumpsuit	Optic White	6	6	\$56.00	\$140.00	\$336.00	\$840.00
	3	33338-O6	Jumpsuit	Optic White	8	5	\$56.00	\$140.00	\$274.82	\$687.06
	3	33338-O7	Jumpsuit	Optic White	10	1	\$56.00	\$140.00	\$61.07	\$152.68
	3	33338-O8	Jumpsuit	Optic White	12	1	\$56.00	\$140.00	\$45.80	\$114.51
	3	33338-O9	Jumpsuit	Optic White	16	1	\$56.00	\$140.00	\$30.54	\$76.34
#33338	Totals					54			\$2,931.87	\$7,329.68

Flat	Class	SKU #	Short Description	Color	Size	Total Quantity	Unit Cost	Unit Retail	Total Cost	Total Retail
	4	47823-F1	Cropped Jacket	Flax	XXX-Small	1	\$48.00	\$120.00	\$29.15	\$72.87
	4	47823-F2	Cropped Jacket	Flax	XX-Small	1	\$48.00	\$120.00	\$43.72	\$109.31
	4	47823-F3	Cropped Jacket	Flax	X-Small	3	\$48.00	\$120.00	\$145.74	\$364.35
	4	47823-F4	Cropped Jacket	Flax	Small	7	\$48.00	\$120.00	\$320.63	\$801.57
	4	47823-F5	Cropped Jacket	Flax	Medium	8	\$48.00	\$120.00	\$393.50	\$983.75
	4	47823-F6	Cropped Jacket	Flax	Large	7	\$48.00	\$120.00	\$320.63	\$801.57
	4	47823-F7	Cropped Jacket	Flax	X-Large	3	\$48.00	\$120.00	\$145.74	\$364.35
	4	47823-F8	Cropped Jacket	Flax	XX-Large	1	\$48.00	\$120.00	\$29.15	\$72.87
	4	47823-F9	Cropped Jacket	Flax	XXX-Large	1	\$48.00	\$120.00	\$29.15	\$72.87
	4	47823-E1	Cropped Jacket	Evergreen	XXX-Small	1	\$48.00	\$120.00	\$29.15	\$72.87
	4	47823-E2	Cropped Jacket	Evergreen	XX-Small	1	\$48.00	\$120.00	\$43.72	\$109.31
	4	47823-E3	Cropped Jacket	Evergreen	X-Small	3	\$48.00	\$120.00	\$145.74	\$364.35
	4	47823-E4	Cropped Jacket	Evergreen	Small	7	\$48.00	\$120.00	\$320.63	\$801.57
	4	47823-E5	Cropped Jacket	Evergreen	Medium	8	\$48.00	\$120.00	\$393.50	\$983.75
	4	47823-E6	Cropped Jacket	Evergreen	Large	7	\$48.00	\$120.00	\$320.63	\$801.57
	4	47823-E7	Cropped Jacket	Evergreen	X-Large	3	\$48.00	\$120.00	\$145.74	\$364.35
	4	47823-E8	Cropped Jacket	Evergreen	XX-Large	1	\$48.00	\$120.00	\$29.15	\$72.87
	4	47823-E9	Cropped Jacket	Evergreen	XXX-Large	1	\$48.00	\$120.00	\$29.15	\$72.87
#47823	Totals					64			\$2,914.80	\$7,287.00

Flat	Class	SKU #	Short Description	Color	Size	Total Quantity	Unit Cost	Unit Retail	Total Cost	Total Retail
	4	43215-R1	Lightweight Jacket	Rose	XXX-Small	1	\$44.00	\$110.00	\$29.15	\$72.87
	4	43215-R2	Lightweight Jacket	Rose	XX-Small	1	\$44.00	\$110.00	\$43.72	\$109.31
	4	43215-R3	Lightweight Jacket	Rose	X-Small	3	\$44.00	\$110.00	\$145.74	\$364.35
	4	43215-R4	Lightweight Jacket	Rose	Small	7	\$44.00	\$110.00	\$320.63	\$801.57
	4	43215-R5	Lightweight Jacket	Rose	Medium	9	\$44.00	\$110.00	\$393.50	\$983.75
	4	43215-R6	Lightweight Jacket	Rose	Large	7	\$44.00	\$110.00	\$320.63	\$801.57
	4	43215-R7	Lightweight Jacket	Rose	X-Large	3	\$44.00	\$110.00	\$145.74	\$364.35
	4	43215-R8	Lightweight Jacket	Rose	XX-Large	1	\$44.00	\$110.00	\$29.15	\$72.87
	4	43215-R9	Lightweight Jacket	Rose	XXX-Large	1	\$44.00	\$110.00	\$29.15	\$72.87
	4	43215-G1	Lightweight Jacket	Geo Dot	XXX-Small	1	\$44.00	\$110.00	\$29.15	\$72.87
	4	43215-G2	Lightweight Jacket	Geo Dot	XX-Small	1	\$44.00	\$110.00	\$43.72	\$109.31
	4	43215-G3	Lightweight Jacket	Geo Dot	X-Small	3	\$44.00	\$110.00	\$145.74	\$364.35
	4	43215-G4	Lightweight Jacket	Geo Dot	Small	7	\$44.00	\$110.00	\$320.63	\$801.57
	4	43215-G5	Lightweight Jacket	Geo Dot	Medium	9	\$44.00	\$110.00	\$393.50	\$983.75
	4	43215-G6	Lightweight Jacket	Geo Dot	Large	7	\$44.00	\$110.00	\$320.63	\$801.57
	4	43215-G7	Lightweight Jacket	Geo Dot	X-Large	3	\$44.00	\$110.00	\$145.74	\$364.35
	4	43215-G8	Lightweight Jacket	Geo Dot	XX-Large	1	\$44.00	\$110.00	\$29.15	\$72.87
	4	43215-G9	Lightweight Jacket	Geo Dot	XXX-Large	1	\$44.00	\$110.00	\$29.15	\$72.87
#43215	Totals					66			\$2,914.80	\$7,287.00

*Flats were rearranged to save space.

Purchase Order

The table below displays the final purchase order for 643 units for the Spring/Summer 2021 line. The purchase order meets the budget of planned retail sales for May of \$27,760 at the J.Crew retail store located in Santa Clara, California with a resulting surplus of \$94.03.

Class	Style #	Short Description	Total Quantity	Unit Cost	Unit Retail	Total Cost	Total Retail	Total Retail Per Classification
1	14567	Peplum Top	88	\$ 27.60	\$ 69.00	\$ 2,440.32	\$ 6,100.80	Tops: \$12,372.80
1	15532	Blouse with Cuff Detailing	64	\$ 39.20	\$ 98.00	\$ 2,508.80	\$ 6,272.00	
2	26790	Cinched Ankle Trousers	58	\$ 44.00	\$ 110.00	\$ 2,552.00	\$ 6,380.00	Bottoms: \$19,240.00
2	25849	Wide-Legged Pants	58	\$ 44.00	\$ 110.00	\$ 2,552.00	\$ 6,380.00	
2	29127	Mid-skirt with Slit	54	\$ 48.00	\$ 120.00	\$ 2,592.00	\$ 6,480.00	Dress/Suits: \$22,585.12
3	31235	Tailored Shorts	68	\$ 44.00	\$ 110.00	\$ 3,005.02	\$ 7,512.56	
3	31236	Tailored Jacket	68	\$ 44.00	\$ 110.00	\$ 3,005.02	\$ 7,512.56	
3	33338	Jumpsuit	54	\$ 56.00	\$ 140.00	\$ 3,024.00	\$ 7,560.00	Jackets/Coats: \$14,967.00
4	47823	Cropped Jacket	64	\$ 48.00	\$ 120.00	\$ 3,072.00	\$ 7,680.00	
4	43215	Lightweight Jacket	66	\$ 44.00	\$ 110.00	\$ 2,914.80	\$ 7,287.00	
Totals			643			\$27,665.97	\$69,164.92	\$ 69,164.92

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Image Citations

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- Lining Swatch: <https://www.moodfabrics.com/black-polyester-lining-113185?refSrc=108356&nosto=nosto-page-search1>
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