

PURCHASING



How to keep a 98.3% In-Stock rate

Facts about Rothco's Inventory

- We have about \$40 million worth of inventory on our shelves at any given time.
- We carry over **4000** items that equates into over **9000** SKUs
- We bring in an average of 5 containers of goods per week
- We maintain a 98.3% in stock rate

BUYING

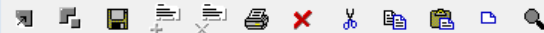
- Rothco has 5 buyers that are assigned vendors
- Two types of vendors: Domestic & Import
- Each buyers has lines that they review periodically
- Buyers use a set of tools to help review the line and predict what needs to be ordered.

DATA ANALYSIS

3RDWAVE

File Edit Function Output

Help



Sales Analysis & Current Position

Product: 8777 +ROTHCO T-SHIRT / WOODLAND CAMO

Prod Cat: 295

1/1

Sales Amt

Cur Year: 2014

Cumulative: ☐

Show Stat: ☐

Year	TOTAL	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	InvRtn
2014	38357	6011	5615	10458	12118	4155	0	0	0	0	0	0	0	6
2013	157882	6454	6719	10845	13603	12800	9798	10682	14070	13819	17280	8263	33549	275
2012	118698	6694	7643	8592	15053	10854	8150	10021	10902	12658	15002	9341	3788	1358
2011	112142	4748	9069	10514	10161	9716	17467	6794	9392	11848	13118	5679	3636	564

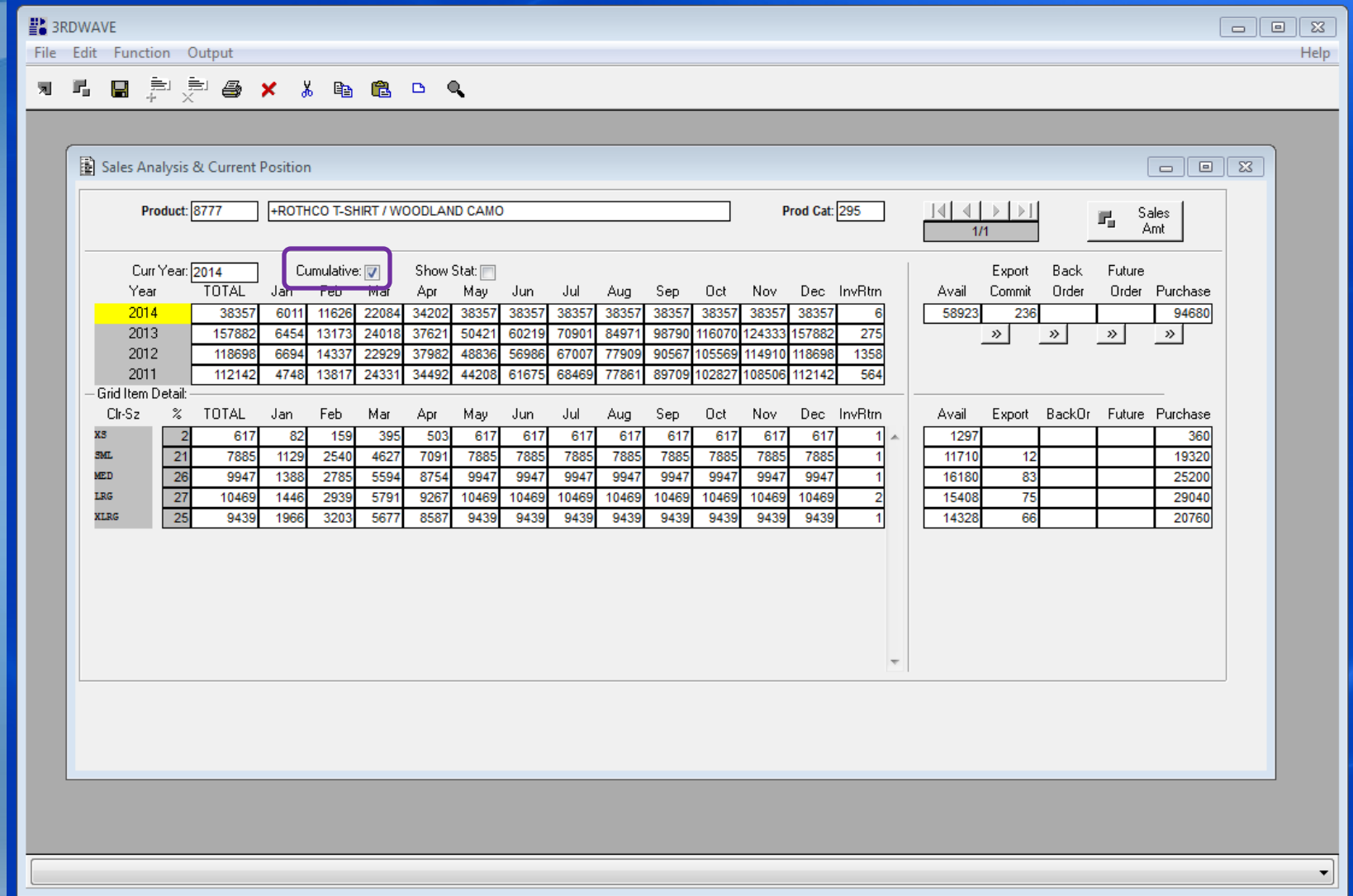
Grid Item Detail:

Clr-Sz	%	TOTAL	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	InvRtn
XS	2	617	82	77	236	108	114	0	0	0	0	0	0	0	1
SML	21	7885	1129	1411	2087	2464	794	0	0	0	0	0	0	0	1
MED	26	9947	1388	1397	2809	3160	1193	0	0	0	0	0	0	0	1
LRG	27	10469	1446	1493	2852	3476	1202	0	0	0	0	0	0	0	2
XLRG	25	9439	1966	1237	2474	2910	852	0	0	0	0	0	0	0	1

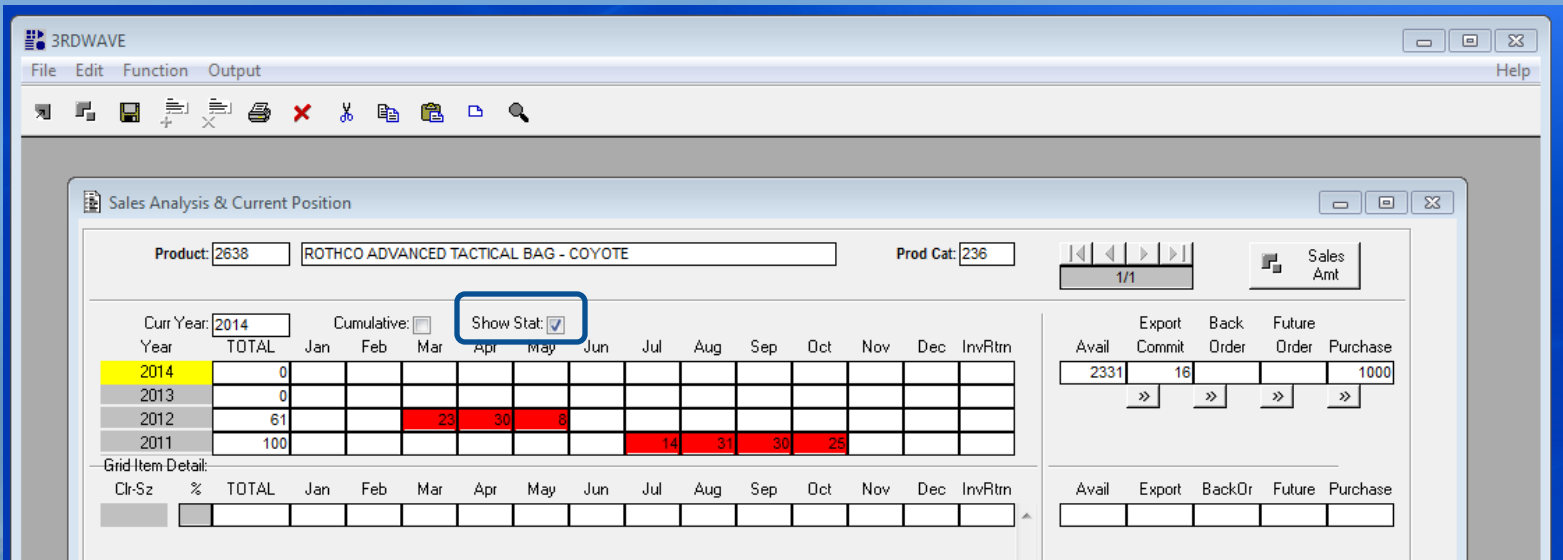
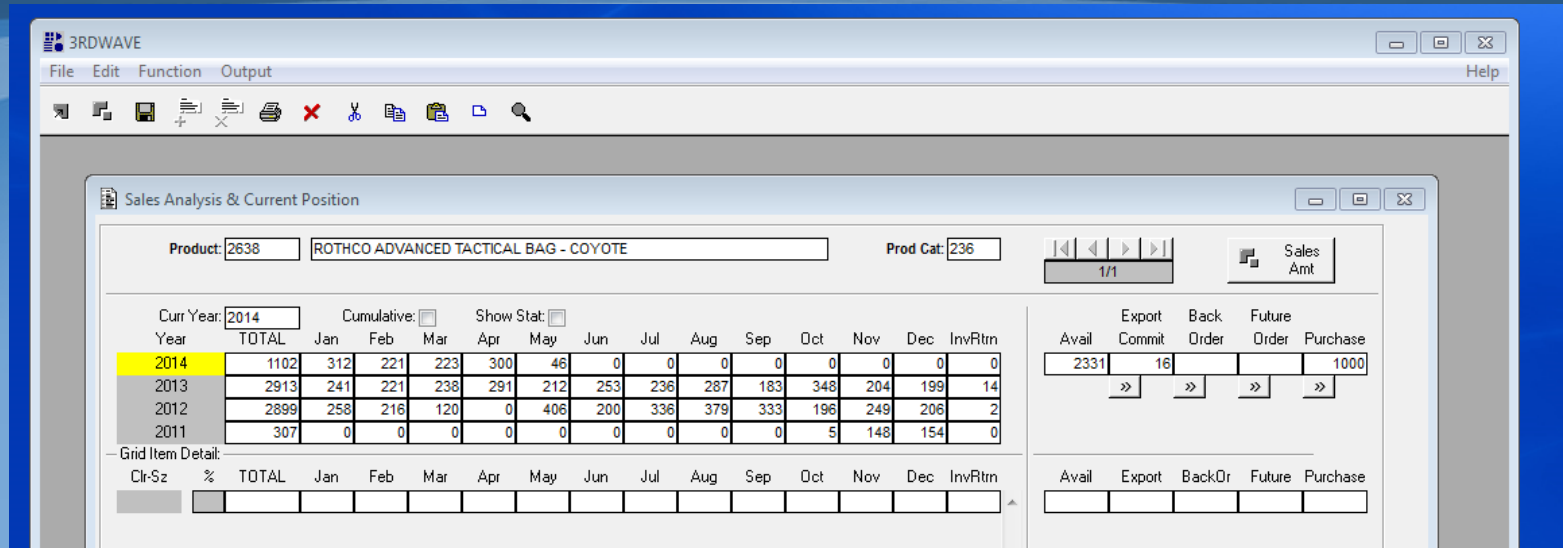
Avail	Export	Back	Future	Purchase
58923	236	Order	Order	94680
>>	>>	>>	>>	>>

Avail	Export	BackOr	Future	Purchase
1297				360
11710	12			19320
16180	83			25200
15408	75			29040
14328	66			20760

DATA ANALYSIS



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REPORTS

We run many reports each day in order to make sure that we are reviewing all situations where an item can run out of stock.

- ↪ DAILY HITS REPORT
- ↪ REORDER REPORT
- ↪ WATCH LIST REPORT
- ↪ ETA REPORT
- ↪ FLAGGED OUT OF STOCK REPORT