



# SKU Sales and Stock by Dept./Cat./Vendor

Month of Jun 2005

Department: Boating Accessories		Category: Dry Bags			Vendor: Cascade Designs							
Style	Description	Base # <sup>1</sup>	Avg Cost (Sales)	Units Sold	Avg Sale	COGS	Sales	Margin	Units On Hand <sup>2</sup>	Avg Cost (Current) <sup>3</sup>	Inventory At Net Cost	Inventory At Retail
<b>02171</b>	<b>See Bag 20</b>	<b>983133</b>										
<i>Color / Size</i>	<i>Item Style</i>	<i>Sub. <sup>1</sup></i>	<i>Price <sup>1</sup></i>									
No Color / Ea.	02171	0001	\$15.00	1	\$15.00	\$8.82	\$15.00	41.2%	7	\$8.82	\$61.74	\$105.00
	<b>Style 02171 Totals</b>		\$8.82	1	\$15.00	\$8.82	\$15.00	41.2%	7	\$8.82	\$61.74	\$105.00
<b>03357</b>	<b>See Bag 40</b>	<b>983135</b>										
<i>Color / Size</i>	<i>Item Style</i>	<i>Sub. <sup>1</sup></i>	<i>Price <sup>1</sup></i>									
No Color / Ea.	03357	0001	\$25.00	1	\$25.00	\$14.70	\$25.00	41.2%	1	\$14.70	\$14.70	\$25.00
	<b>Style 03357 Totals</b>		\$14.70	1	\$25.00	\$14.70	\$25.00	41.2%	1	\$14.70	\$14.70	\$25.00
			<i>Avg Cost</i>	<i>Units</i>	<i>Avg Sale</i>	<i>COGS</i>	<i>Sales</i>	<i>Margin</i>	<i>Units On Hand</i>	<i>Avg Cost (Current)</i>	<i>Inventory At Net Cost</i>	<i>Inventory At Retail</i>
	<b>Cascade Designs</b>		\$11.76	2	\$20.00	\$23.52	\$40.00	41.2%	8	\$9.56	\$76.44	\$130.00
			<i>Avg Cost</i>	<i>Units</i>	<i>Avg Sale</i>	<i>COGS</i>	<i>Sales</i>	<i>Margin</i>	<i>Units On Hand</i>	<i>Avg Cost (Current)</i>	<i>Inventory At Net Cost</i>	<i>Inventory At Retail</i>
	<b>Dry Bags</b>		\$11.76	2	\$20.00	\$23.52	\$40.00	41.2%	8	\$9.56	\$76.44	\$130.00
Department: Boating Accessories		Category: PFDs			Vendor: Lotus Designs, Inc.							
Style	Description	Base # <sup>1</sup>	Avg Cost (Sales)	Units Sold	Avg Sale	COGS	Sales	Margin	Units On Hand <sup>2</sup>	Avg Cost (Current) <sup>3</sup>	Inventory At Net Cost	Inventory At Retail
<b>11121</b>	<b>Rio Grande</b>	<b>983136</b>										
<i>Color / Size</i>	<i>Item Style</i>	<i>Sub. <sup>1</sup></i>	<i>Price <sup>1</sup></i>									
Blue / XL	11121	0206	\$83.99	1	\$71.39	\$49.00	\$71.39	31.4%	0	\$49.00	\$0.00	\$0.00
	<b>Style 11121 Totals</b>		\$49.00	1	\$71.39	\$49.00	\$71.39	31.4%	0	\$49.00	\$0.00	\$0.00
			<i>Avg Cost</i>	<i>Units</i>	<i>Avg Sale</i>	<i>COGS</i>	<i>Sales</i>	<i>Margin</i>	<i>Units On Hand</i>	<i>Avg Cost (Current)</i>	<i>Inventory At Net Cost</i>	<i>Inventory At Retail</i>
	<b>Lotus Designs, Inc.</b>		\$49.00	1	\$71.39	\$49.00	\$71.39	31.4%	0	\$49.00	\$0.00	\$0.00
			<i>Avg Cost</i>	<i>Units</i>	<i>Avg Sale</i>	<i>COGS</i>	<i>Sales</i>	<i>Margin</i>	<i>Units On Hand</i>	<i>Avg Cost (Current)</i>	<i>Inventory At Net Cost</i>	<i>Inventory At Retail</i>
	<b>PFDs</b>		\$49.00	1	\$71.39	\$49.00	\$71.39	31.4%	0	\$49.00	\$0.00	\$0.00
			<i>Avg Cost</i>	<i>Units</i>	<i>Avg Sale</i>	<i>COGS</i>	<i>Sales</i>	<i>Margin</i>	<i>Units On Hand</i>	<i>Avg Cost (Current)</i>	<i>Inventory At Net Cost</i>	<i>Inventory At Retail</i>
	<b>Boating Accessories</b>		\$24.17	3	\$37.13	\$72.52	\$111.39	34.9%	8	\$9.56	\$76.44	\$130.00
			<i>Avg Cost</i>	<i>Units</i>	<i>Avg Sale</i>	<i>COGS</i>	<i>Sales</i>	<i>Margin</i>	<i>Units On Hand</i>	<i>Avg Cost (Current)</i>	<i>Inventory At Net Cost</i>	<i>Inventory At Retail</i>
	<b>Grand Totals</b>		\$24.17	3	\$37.13	\$72.52	\$111.39	34.9%	8	\$9.56	\$76.44	\$130.00

<sup>1</sup> The Base # indicates the first six-digits of the PIC for each color/size in the Style. The Sub indicates the last four-digits of the PIC.

<sup>2</sup> Negative On Hand values are shown as 0.

<sup>3</sup> The Current Average Cost Totals are weighted by the number of Units on Hand (Inventory @ Net Cost / Units on Hand).