

THD Thingies	April	May	June	July	August	Sept.	Oct.	Nov.	Dec.	Jan.	Feb.	March	Total
Sales history 2 years ago	411	493	695	623	550	541	666	1116	2386	356	630	413	8880
Sales history last year	356	448	727	750	784	308	1067	700	2925	437	540	538	9580
Sales history units	23	27	41	41	48	17	51	31	142	26	26	30	503
% Change to last yr	223.6	586.6	449	176.9	216.5	237	18.3	-10.1	-42.1	-47.6	-38.5	3	93.3
<b>Sales Total</b>	<b>1152</b>	<b>3076</b>	<b>3991</b>	<b>2077</b>	<b>2481</b>	<b>1038</b>	<b>1262</b>	<b>629</b>	<b>1694</b>	<b>229</b>	<b>332</b>	<b>554</b>	<b>18515</b>
Units sold	82	179	309	127	160	92	72	38	78	16	25	31	1209
<b>Budgeted Sales</b>	<b>1800</b>	<b>2000</b>	<b>1800</b>	<b>1300</b>	<b>1100</b>	<b>1700</b>	<b>400</b>	<b>200</b>	<b>2500</b>	<b>100</b>	<b>100</b>	<b>300</b>	<b>13300</b>
% Change	-36	53.8	121.7	59.8	125.5	-38.9	215.5	214.5	-32.2	129	232	84.7	39.2
Sales at cost	574	1569	2121	1071	1284	521	641	347	880	117	167	277	9569
BOM stock @ retail	3755	2603	5987	5581	5884	6602	5564	6761	6132	4438	4209	3877	5116
Average inventory													5116
Rec'd for month	0	6460	3585	2380	3199	0	2459	0	0	0	0		18083
Sales or adjusted sales	1152	3076	3991	2077	2481	1038	1262	629	1694	229	332	554	18515
<b>Actual EOM Stock</b>	<b>2603</b>	<b>5987</b>	<b>5581</b>	<b>5884</b>	<b>6602</b>	<b>5564</b>	<b>6761</b>	<b>6132</b>	<b>4438</b>	<b>4209</b>	<b>3877</b>	<b>3323</b>	<b>46830</b>
BOM stock @ retail	3755	2603	5987	5581	5884	6602	5564	6761	6132	4438	4209	3877	5116
On Order @ retail	705	2059	0	0	0	0	0	0	0	0	0	2676	453
Total liabilities	4460	4662	5987	5581	5884	6602	5564	6761	6132	4438	4209	6553	66833
<b>Estimated EOM Stock</b>	<b>2660</b>	<b>2662</b>	<b>4187</b>	<b>4281</b>	<b>4784</b>	<b>4902</b>	<b>5164</b>	<b>6561</b>	<b>3632</b>	<b>4338</b>	<b>4109</b>	<b>6253</b>	<b>53533</b>
<b>Planned EOM Stock</b>	<b>6200</b>	<b>5900</b>	<b>4500</b>	<b>3400</b>	<b>4800</b>	<b>3200</b>	<b>2900</b>	<b>3000</b>	<b>2300</b>	<b>4200</b>	<b>5900</b>	<b>6900</b>	<b>4433</b>
<b>Open to buy</b>	<b>3540</b>	<b>3238</b>	<b>313</b>	<b>-881</b>	<b>16</b>	<b>-1702</b>	<b>-2264</b>	<b>-3561</b>	<b>-1332</b>	<b>-138</b>	<b>1791</b>	<b>647</b>	<b>-28</b>
Gross margin \$	578	1507	1870	1006	1197	517	621	282	814	112	165	277	8946
Gross margin % (45%)	50	49	47	48	48	50	49	45	48	49	50	50	48.6
BOM units on hand	253	200	413	385	436	463	371	419	381	303	287	262	348
BOM stock @ cost	1894	1555	3096	2692	2833	3217	2696	3302	2955	2075	1958	1791	2505
Turn over (3)	4.35	6.16	7.34	6.49	6.05	5.38	4.84	4.34	4.35	4.05	4.06	3.62	3.62
GMIT (135)	218.26	301.79	343.92	314.34	291.89	267.96	238.16	194.58	209.03	198.08	201.78	181.00	176.00
GMROI	490.48	526.00	397.64	388.34	370.04	361.95	354.64	311.99	330.33	344.11	358.01	369.51	352.01