

**Lunchbox Vendor Weekly by Item by Store 4-3-09**

This report is a Previous week by Item by Store Report. This is an EDI driven report that shows all the basic and normal metrics calculated just as they are shown in Vendor Dart reports. The Sales Units, Sales Dollars, Average Inventory, Turn Rate, Lost Sales, Margin, GMROI and Service Level are reflected in the example below. Also each of these metrics are shown for LY at the same time period. We are able to take the EDI driven data and make it into user friendly reports that we can be knowledgeable and actionable with. And as you can see the info is shown by item by store so we can see which items are having issues and then drill down to find which locations specifically the issues are occurring at.

| Vendor Number | Vendor Desc     | Item # | Item Desc      | Store # | Store Desc | Sales Units | LY Sales Units | Sales \$ | LY Sales \$ | Average Inventory On Hand Units | LY Average Inv on Hand Units | Average Inventory On Hand \$ | LY Average Inv on Hand \$ | Average Inventory on Order Units | LY Average Inv on Order Units | Average Inventory on Order \$ | LY Average Inv on Order \$ |
|---------------|-----------------|--------|----------------|---------|------------|-------------|----------------|----------|-------------|---------------------------------|------------------------------|------------------------------|---------------------------|----------------------------------|-------------------------------|-------------------------------|----------------------------|
| 12345         | Lunchbox Vendor | 54321  | Goofy lunchbox | 1415    | LOWE'S TOF | 0           | 0              | \$0.00   | \$0.00      | 0                               | 0                            | \$0                          | \$0                       | 12                               | 0                             | \$32                          | \$0                        |
| 12345         | Lunchbox Vendor | 54321  | Goofy lunchbox | 2413    | LOWE'S OF  | 0           | 0              | \$0.00   | \$0.00      | 13                              | 12                           | \$38                         | \$35                      | 0                                | 0                             | \$0                           | \$0                        |
| 12345         | Lunchbox Vendor | 54321  | Goofy lunchbox | 2492    | LOWE'S OF  | 0           | 1              | \$0.00   | \$0.00      | 7                               | 8                            | \$20                         | \$23                      | 0                                | 0                             | \$0                           | \$0                        |
| 12345         | Lunchbox Vendor | 54321  | Goofy lunchbox | 2493    | LOWE'S OF  | 2           | 1              | \$12.86  | \$6.43      | 6                               | 5                            | \$18                         | \$15                      | 0                                | 0                             | \$0                           | \$0                        |
| 12345         | Lunchbox Vendor | 54321  | Goofy lunchbox | 2631    | LOWE'S OF  | 3           | 5              | \$19.14  | \$31.90     | 10                              | 12                           | \$29                         | \$35                      | 0                                | 0                             | \$0                           | \$0                        |

| Average Inventory on Requisition Units | LY Average Inv on Requisition Units | Average Inventory on Requisition \$ | LY Average Inv on Requisition \$ | Average Cost | LY Average Cost | Average Selling Price | LY Average Selling Price | Calculated Margin % | LY Calculated Margin % | Calculated Margin \$ | LY Calculated Margin \$ | Turn Rate | LY Turn Rate | GMROI   | LY GMROI | WOS   | LY WOS |
|--|-------------------------------------|-------------------------------------|----------------------------------|--------------|-----------------|-----------------------|--------------------------|---------------------|------------------------|----------------------|-------------------------|-----------|--------------|---------|----------|-------|--------|
| 0                                      | 0                                   | \$0                                 | \$0                              |              |                 |                       |                          |                     |                        |                      |                         |           |              |         |          |       |        |
| 0                                      | 0                                   | \$0                                 | \$0                              | \$2.92       | \$ 2.92         |                       |                          |                     |                        |                      |                         |           |              |         |          | 16.71 | \$ -   |
| 0                                      | 0                                   | \$0                                 | \$0                              | \$2.86       | \$ 2.86         |                       | \$ -                     |                     |                        |                      |                         |           |              |         |          | 21.00 | \$ -   |
| 0                                      | 0                                   | \$0                                 | \$0                              | \$3.00       | \$ 3.00         | \$6.43                | \$ 6.43                  | 53.34%              | 53.34%                 | \$6.86               | \$3.43                  | 17.33     | \$ -         | 1981.78 | \$ -     | 10.80 | \$ -   |
| 0                                      | 0                                   | \$0                                 | \$0                              | \$2.90       | \$ 2.90         | \$6.38                | \$ 6.38                  | 54.55%              | 54.55%                 | \$10.44              | \$17.40                 | 15.60     | \$ -         | 1872.00 | \$ -     | 11.25 | \$ -   |

**Lunchbox Vendor Weekly by Item by Store 4-3-09**

This is the Item Total weekly report which shows total and grand total lines.

We show the same time frame last year for every metric available in order to compare increase or decrease of each. This report allows us to determine which items are having issues. When and if you have multiple Assortments or Products Groups this would show a total for each. All the same metrics just rolled up by those predetermined levels.

| Vendor Number      | Vendor Desc   | Item # | Item Desc         | Sales Units | LY Sales Units | Sales \$       | LY Sales \$     | Average Inventory On Hand Units | LY Average Inv on Hand Units | Average Inventory On Hand \$ | LY Average Inv on Hand \$ | Average Inventory on Order Units | LY Average Inv on Order Units | Average Inventory on Order \$ | LY Average Inv on Order \$ | Average Inventory on Requisition Units | LY Average Inv on Requisition Units |
|--------------------|---------------|--------|-------------------|-------------|----------------|----------------|-----------------|---------------------------------|------------------------------|------------------------------|---------------------------|----------------------------------|-------------------------------|-------------------------------|----------------------------|--|-------------------------------------|
| 12345              | Lunchbox Vend | 54321  | Goofy lunchbox T  | 5           | 7              | \$32.00        | \$38.33         | 112                             | 97                           | \$349                        | \$305                     | 12                               | 0                             | \$32                          | \$0                        | 0                                      | 0                                   |
| 12345              | Lunchbox Vend | 54322  | Donald Duck lunch | 5           | 7              | \$32.00        | \$38.33         | 112                             | 97                           | \$349                        | \$305                     | 12                               | 0                             | \$32                          | \$0                        | 0                                      | 0                                   |
| 12345              | Lunchbox Vend | 54323  | Mickey lunchbox T | 5           | 7              | \$32.00        | \$38.33         | 112                             | 97                           | \$349                        | \$305                     | 12                               | 0                             | \$32                          | \$0                        | 0                                      | 0                                   |
| <b>Grand Total</b> |               |        |                   | <b>15</b>   | <b>21</b>      | <b>\$96.00</b> | <b>\$114.99</b> | <b>336</b>                      | <b>291</b>                   | <b>\$1,047</b>               | <b>\$914</b>              | <b>36</b>                        | <b>0</b>                      | <b>\$96</b>                   | <b>\$0</b>                 | <b>0</b>                               | <b>0</b>                            |

| Average Inventory on Requisition \$ | LY Average Inv on Requisition \$ | Average Cost | LY Average Cost | Average Selling Price | LY Average Selling Price | Calculated Margin % | LY Calculated Margin % | Calculated Margin \$ | LY Calculated Margin \$ | Turn Rate | LY Turn Rate | GMROI  | LY GMROI | WOS   | LY WOS |
|-------------------------------------|----------------------------------|--------------|-----------------|-----------------------|--------------------------|---------------------|------------------------|----------------------|-------------------------|-----------|--------------|--------|----------|-------|--------|
| \$0                                 | \$0                              | \$3.12       | \$3.14          | \$6.40                | \$5.48                   | 51.31%              | 42.66%                 | \$16.42              | \$16.35                 | 2.19      | 0.00         | 257.77 | 0.00     | 22.32 | 0.00   |
| \$0                                 | \$0                              | \$3.12       | \$3.14          | \$6.40                | \$5.48                   | 51.31%              | 42.66%                 | \$16.42              | \$16.35                 | 2.19      | 0.00         | 257.77 | 0.00     | 22.32 | 0.00   |
| \$0                                 | \$0                              | \$3.12       | \$3.14          | \$6.40                | \$5.48                   | 51.31%              | 42.66%                 | \$16.42              | \$16.35                 | 2.19      | 0.00         | 257.77 | 0.00     | 22.32 | 0.00   |
| \$0                                 | \$0                              | \$3.12       | \$3.14          | \$6.40                | \$5.48                   | 51.31%              | 42.66%                 | \$49.26              | \$49.06                 | 6.57      | 0.00         | 773.30 | 0.00     | 66.96 | 0.00   |

**Lunchbox Vendor YTD by Item by Store 4-3-09**

This report shows the same metrics as the weekly by store by item and also shows YTD time frame and LYTD time frame in the LY columns.

The YTD time frame is very useful when doing analysis because even though there may have been a spike in the weekly numbers you can look back to the YTD tabs to see how the items and locations are doing overall. Again these numbers are calculated off the weekly EDI driven data and rolled up into a year to date number.

| HOVBU # | HOVBU Desc      | Item # | Item Desc      | Store # | Store Desc       | Sales Units | LY Sales Units | Sales \$ | LY Sales \$ | Average Inventory On Hand Units | LY Average Inv on Hand Units | Average Inventory On Hand \$ | LY Average Inv on Hand \$ | Average Inventory on Order Units | LY Average Inv on Order Units | Average Inventory on Order \$ |
|---------|-----------------|--------|----------------|---------|------------------|-------------|----------------|----------|-------------|---------------------------------|------------------------------|------------------------------|---------------------------|----------------------------------|-------------------------------|-------------------------------|
| 12345   | Lunchbox Vendor | 54321  | Goofy lunchbox | 1415    | LOWE'S TORONTC   | 0           | 0              | \$0.00   | \$0.00      | 0                               | 0                            | \$0                          | \$0                       | 4                                | 0                             | \$11                          |
| 12345   | Lunchbox Vendor | 54321  | Goofy lunchbox | 2413    | LOWE'S OF NE HA  | 7           | 0              | \$48.86  | \$0.00      | 11                              | 0                            | \$30                         | \$0                       | 0                                | 0                             | \$0                           |
| 12345   | Lunchbox Vendor | 54321  | Goofy lunchbox | 2492    | LOWE'S OF BRANT  | 3           | 0              | \$20.94  | \$0.00      | 8                               | 0                            | \$22                         | \$0                       | 0                                | 0                             | \$0                           |
| 12345   | Lunchbox Vendor | 54321  | Goofy lunchbox | 2493    | LOWE'S OF N. BRA | 5           | 0              | \$33.80  | \$0.00      | 9                               | 0                            | \$25                         | \$0                       | 0                                | 0                             | \$0                           |
| 12345   | Lunchbox Vendor | 54321  | Goofy lunchbox | 2631    | LOWE'S OF S. BRA | 8           | 0              | \$54.04  | \$0.00      | 12                              | 0                            | \$34                         | \$0                       | 0                                | 0                             | \$0                           |

| LY Average Inventory on Order \$ | Average Inventory on Requisition Units | LY Average Inv on Requisition Units | Average Inventory on Requisition \$ | LY Average Inv on Requisition \$ | Average Cost | LY Average Cost | Average Selling Price | LY Average Selling Price | Calculated Margin % | LY Calculated Margin % | Calculated Margin \$ | LY Calculated Margin \$ | Turn Rate | LY Turn Rate | GMROI  | LY GMROI |
|----------------------------------|--|-------------------------------------|-------------------------------------|----------------------------------|--------------|-----------------|-----------------------|--------------------------|---------------------|------------------------|----------------------|-------------------------|-----------|--------------|--------|----------|
| \$0                              | 0                                      | 0                                   | \$0                                 | \$0                              | \$0.00       | \$0.00          | \$0.00                | \$0.00                   | 0.00%               | 0.00%                  | 0                    | 0                       | 0         | 0            | 0.00   | 0.00     |
| \$0                              | 1                                      | 0                                   | \$2                                 | \$0                              | \$2.68       | \$0.00          | \$6.98                | \$0.00                   | 61.56%              | 0.00%                  | \$30.08              | 0                       | 3.60      | 0            | 577.14 | 0.00     |
| \$0                              | 0                                      | 0                                   | \$0                                 | \$0                              | \$2.86       | \$0.00          | \$6.98                | \$0.00                   | 59.07%              | 0.00%                  | \$12.37              | 0                       | 2.23      | 0            | 321.58 | 0.00     |
| \$0                              | 0                                      | 0                                   | \$0                                 | \$0                              | \$2.73       | \$0.00          | \$6.76                | \$0.00                   | 59.67%              | 0.00%                  | \$20.17              | 0                       | 3.10      | 0            | 457.99 | 0.00     |
| \$0                              | 0                                      | 0                                   | \$0                                 | \$0                              | \$2.81       | \$0.00          | \$6.76                | \$0.00                   | 58.33%              | 0.00%                  | \$31.52              | 0                       | 3.85      | 0            | 539.18 | 0.00     |

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**Lunchbox Vendor YTD by Item by Store 4-3-09**

This report is the same as the Weekly by Item Total report except this is pulling YTD time frame. This allows you do see how the items are doing overall at YTD level. If you have different Assortment or Product Groups the data would display here by whatever level is specified. This would be very useful in finding issues at category level.

| HOVBU # | HOVBU Desc      | Item # | Item Desc                  | Sales Units | LY Sales Units | Sales \$          | LY Sales \$   | Average Inventory On Hand Units | LY Average Inv on Hand Units | Average Inventory On Hand \$ | LY Average Inv on Hand \$ | Average Inventory on Order Units | LY Average Inv on Order Units | Average Inventory on Order \$ | LY Average Inv on Order \$ |
|---------|-----------------|--------|----------------------------|-------------|----------------|-------------------|---------------|---------------------------------|------------------------------|------------------------------|---------------------------|----------------------------------|-------------------------------|-------------------------------|----------------------------|
| 12343   | Lunchbox Vendor | 54321  | Goofy lunchbox Total       | 50          | 0              | \$346.10          | \$0.00        | 124                             | 0                            | \$379                        | \$0                       | 4                                | 0                             | \$11                          | \$0                        |
| 12346   | Lunchbox Vendor | 54322  | Donald Duck lunchbox Total | 75          | 0              | \$522.80          | \$0.00        | 98                              | 0                            | \$281                        | \$0                       | 11                               | 0                             | \$30                          | \$0                        |
| 12343   | Lunchbox Vendor | 54323  | Mickey lunchbox Total      | 94          | 0              | \$559.92          | \$0.00        | 117                             | 0                            | \$344                        | \$0                       | 20                               | 0                             | \$53                          | \$0                        |
|         |                 |        | <b>Grand Total</b>         | <b>248</b>  | <b>0</b>       | <b>\$1,631.24</b> | <b>\$0.00</b> | <b>466</b>                      | <b>0</b>                     | <b>\$1,419</b>               | <b>\$0</b>                | <b>40</b>                        | <b>0</b>                      | <b>\$109</b>                  | <b>\$0</b>                 |

| Average Inventory on Requisition Units | LY Average Inv on Requisition Units | Average Inventory on Requisition \$ | LY Average Inv on Requisition \$ | Average Cost | LY Average Cost | Average Selling Price | LY Average Selling Price | Calculated Margin % | LY Calculated Margin % | Calculated Margin \$ | LY Calculated Margin \$ | Turn Rate | LY Turn Rate | GMROI | LY GMROI |
|--|-------------------------------------|-------------------------------------|----------------------------------|--------------|-----------------|-----------------------|--------------------------|---------------------|------------------------|----------------------|-------------------------|-----------|--------------|-------|----------|
| 1                                      | 0                                   | \$4                                 | \$0                              | \$0.00       | \$0.00          | \$3.06                | \$0.00                   | 692.20%             | 0.00%                  | \$0.58               | \$0.00                  | 200.55    | 0.00         | 2.22  | 0.00     |
| 3                                      | 0                                   | \$16                                | \$0                              | \$0.00       | \$0.00          | \$2.86                | \$0.00                   | 697.07%             | 0.00%                  | \$0.58               | \$0.00                  | 305.37    | 0.00         | 4.47  | 0.00     |
| 12                                     | 0                                   | \$36                                | \$0                              | \$0.00       | \$0.00          | \$2.93                | \$0.00                   | 595.66%             | 0.00%                  | \$0.50               | \$0.00                  | 281.99    | 0.00         | 4.67  | 0.00     |
| 23                                     | 0                                   | \$66                                | \$0                              | \$0.00       | \$0.00          | \$0.00                | \$0.00                   | 0.00%               | 0.00%                  | \$0.55               | \$0.00                  | 895.05    | 0.00         | 3.00  | 0.00     |

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**Lunchbox Vendor YTD Zero Sales by Item by Store 4-3-09**

This is the Zero Sales Report. If any item location combination has had zero sales year to date then it would show up on this report. It allows us to identify inventory issues and/or planogram issues. These can become a major problem when involving new stores and or new products going out to the stores. With this data we are able to follow up with these issues and get them resolved relatively quick.

| HOVBU # | HOVBU Desc      | Item # | Item Desc   | Store # | Store Desc | Sales Units | LY Sales Units | Sales \$ | LY Sales \$ | Average Inventory On Hand Units | LY Average Inv on Hand Units | Average Inventory On Hand \$ | LY Average Inv on Hand \$ | Average Inventory on Order Units | LY Average Inv on Order Units | Average Inventory on Order \$ | LY Average Inv on Order \$ |
|---------|-----------------|--------|-------------|---------|------------|-------------|----------------|----------|-------------|---------------------------------|------------------------------|------------------------------|---------------------------|----------------------------------|-------------------------------|-------------------------------|----------------------------|
| 12345   | Lunchbox Vendor | 54322  | Donald Duck | 2631    | LOWE'S OF  | 0           | 0              | \$0.00   | \$0.00      | 22                              | 0                            | \$234                        | \$0                       | 12                               | 0                             | \$127                         | \$0                        |

  

| Average Inventory on Requisition Units | LY Average Inv on Requisition Units | Average Inventory on Requisition \$ | LY Average Inv on Requisition \$ | Average Cost | LY Average Cost | Average Selling Price | LY Average Selling Price | Calculated Margin % | LY Calculated Margin % | Calculated Margin \$ | LY Calculated Margin \$ | Turn Rate | LY Turn Rate | GMROI | LY GMROI | WOS | LY WOS |
|--|-------------------------------------|-------------------------------------|----------------------------------|--------------|-----------------|-----------------------|--------------------------|---------------------|------------------------|----------------------|-------------------------|-----------|--------------|-------|----------|-----|--------|
| 6                                      | 0                                   | \$62                                | \$0                              | \$10.22      | \$0.00          | \$0.00                | \$0.00                   | 0.00%               | 0.00%                  | \$0.00               | \$0.00                  | 0.00      | 0.00         | 0.00  | \$0.00   | 0   | 0      |

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