



Lunchbox Master Item Workbook

The Master Item Workbook is a great quick reference workbook detailing all important information relating to a vendor's items. Included on the several tabs in the workbook is the Item list, Stocking Stores Matrix, and the History. The Item List is a listing all of the items the vendor has, the assortment and product groups they belong to, as well as when the items started selling at Lowe's. We like to include model number, cost, retail, ship unit, and current number of stocking stores to provide an all inclusive snapshot of each item. The Stocking Stores Matrix shows which stores stock which items currently. The History worksheet keeps any notes of any important program changes to reference in the future.

The below are snapshots of some of the information in the Master Item Workbook.

Updated 12-9-2008

Home Office VBU Number	Home Office VBU Number	Product Group ID	Product Group DESC	Assortment ID	Assortment DESC	Item Number ID	Item Number DESC	Model Number	Item Type ID	Item Type DESC	Program Information	Item Status ID	Item Status DESC	Item Status Date ID	Stocked Stores	Case Pack	Cost	Retail
12	Lbox Inc.	148256	Back to School	12345	Lunch Box	1234568	Mickey	A-1278	11	REGULAR	PROMO	1	ACTIVE	4/17/1993	1231	9	\$5.95	\$9.98
12	Lbox Inc.	148256	Back to School	12345	Lunch Box	1234569	Donald	B-1279	11	REGULAR	ACTIVE	1	ACTIVE	4/17/1993	1232	9	\$5.95	\$9.98
12	Lbox Inc.	148256	Back to School	12345	Lunch Box	1234570	Pooh	C-1280	11	REGULAR	ACTIVE	1	ACTIVE	9/8/1992	1231	9	\$5.95	\$9.98
12	Lbox Inc.	148256	Back to School	12345	Lunch Box	1234571	Tigger	A-1279	11	REGULAR	ACTIVE	1	ACTIVE	6/12/1993	855	9	\$5.95	\$9.98

Stocked Stores Matrix

Store #	Name	1234568 Mickey	1234569 Donald	1234570 Pooh	1234571 Tigger
3	LOWE'S C	0	0	0	0
4	LOWE'S C	1	1	1	1
5	LOWE'S C	1	1	1	1
8	LOWE'S C	0	0	0	0
9	LOWE'S C	0	0	0	0
10	LOWE'S C	1	1	1	1
12	LOWE'S C	0	0	0	0
15	LOWE'S C	1	1	1	1
16	LOWE'S C	0	0	0	0
18	LOWE'S C	1	1	1	1
19	LOWE'S C	0	0	0	0
21	LOWE'S C	1	1	1	1
22	LOWE'S C	0	0	0	0
24	LOWE'S C	1	1	1	1
26	LOWE'S C	1	1	1	1
28	LOWE'S C	1	1	1	1
31	LOWE'S C	0	0	0	0
33	LOWE'S C	0	0	0	0
35	LOWE'S C	1	1	1	1
37	LOWE'S C	0	0	0	0
40	LOWE'S C	1	1	1	1
42	LOWE'S C	0	0	0	0
44	LOWE'S C	0	0	0	0
46	LOWE'S C	0	0	0	0

Lunchbox History

Date	Notes
9/13/2008	Ran Report concerning Hurricane stores in Louisiana and did counterstock analysis. Lowe's team asked us to increase counter stocks temporarily until 10-16-05.
10/14/2008	Received e-mail from Walt. He wants to do an item 1234568 regression report for comp stores only for the last 40 weeks. I ran a VTS comp report showing all 40 weeks and the district as well.
10/18/2008	Received e-mail from Walt. Lunchbox has begun to ship items to RDC 965 and 966 formerly not stocked.
11/9/2008	Walt had concerns because his report showed a big a drop in orders. After some research I found out that the Lowe's team had lowered counter stocks due to Lunchboxes being over budget. He thought since service levels were nearly 100% the items could take the hit. I let Walt know that orders would pick back up after counter stock levels were reached to replenish again.

VTS Confidential

VTS Weekly Sales Report

Tracking weekly sales for each vendor allows us to measure and track various performance standards such as turn rates, service levels, weeks of supply, lost sales, and other variables. These reports which are generated for all stores and comp stores, enable the analyst and vendor to review, on an item by item basis, any items that may be either under or over performing according to Lowe's standards. This tracking helps vendors see trends in items to be able to react more quickly to an issue before it becomes a problem. As the vendor report builds history on a week to week basis, sales history trends can be further analyzed to help with forecasting. Examples of metrics tracked week over week are shown below and include Sales Units and Dollars, Turns, Lost Sales, Service Level, Turns, # of Stocking Stores and Average Selling Price. Graphs included help show how sales and inventory levels relate to each other.

Weekly All Sales
Week ID 10/13/06

Home Office VBU Number	Home Office VBU DESC	Assortment ID	Assortment DESC	Item Number ID	Item Number DESC	Sales Units	LY Weekly Sales Units	Weekly Sales Units Variance to LY	Sales \$	LY Weekly Sales \$	Weekly Sales \$ Variance to LY	Calculated Margin \$	Calculated Margin \$ LY	Calculated Margin %	Calculated Margin % LY	Average Inventory On Hand \$	LY Average Inventory On Hand \$	Weekly Turn Rate	LY Weekly Turn Rate	Average Inventory On Hand Units	Average Inventory On Direct Order Units	Calculated GMROI	Calculated GMROI LY	Average Selling Price	Lost Sales Units	Service Level	Stocked Locations
12	Lbox Inc.	12345	Lunch Box	1234568	Mickey Mouse	6,658	5,091	30.78%	\$20,098.41	\$15,379.48	\$30,699	\$8,344.95	\$6,448.50	41.52%	41.93%	\$291,038	\$182,122	2.10	2.55	169,326	400	149.1	184.1	\$3.02	104.2	98.46%	1323
12	Lbox Inc.	12345	Lunch Box	1234569	Donald Duck	2,954	2,645	11.68%	\$8,896.94	\$8,117.27	\$9,637	\$3,730.22	\$3,442.71	41.92%	42.41%	\$229,721	\$172,395	1.17	1.41	132,138	4,400	84.4	103.8	\$3.01	38.0	98.73%	1307
12	Lbox Inc.	12345	Lunch Box	1234570	Pooh	4,279	2,897	47.70%	\$10,150.32	\$6,977.98	\$4,062.56	\$2,836.83	40.02%	40.65%	\$173,936	\$117,672	1.82	1.83	125,531	3,600	121.5	125.4	\$2.37	9.5	99.78%	1189	
12	Lbox Inc.	12345	Lunch Box	1234572	Batman	43	1,844	-97.67%	\$107.17	\$2,962.59	-96.39%	-\$3.00	-\$1,882.53	-2.80%	-63.54%	\$4,092	\$55,988	1.40	4.50	1,577	0	-3.8	-174.8	\$2.49	0.0	100.00%	0
12	Lbox Inc.	12345	Lunch Box	1234571	Tigger	3,556	2,451	45.08%	\$13,657.87	\$9,279.94	\$4,574.01	\$2,980.59	33.49%	32.12%	\$344,789	\$257,926	1.37	1.27	136,220	4,740	69.0	60.1	\$3.84	16.0	99.55%	1329	
12	Lbox Inc.	12345	Lunch Box	12345		25,102	21,690	15.73%	\$81,587.05	\$68,088.87	\$29,822.88	\$21,827.90	36.55%	32.06%	\$1,747,881	\$1,233,626	1.54	1.95	843,599	19,697	88.7	92.0	\$3.25	197.8	99.22%		

4 Weeks Sales Average	6539	3146	3870	3059	24087
Var to LW	-10.12%	-5.35%	15.37%	30.18%	1.72%
Var to LY	30.78%	11.68%	47.70%	45.08%	15.73%
YTD Total	218993	115934	125790	105331	824888
Var to YTD Avg	9.45%	-8.27%	22.46%	21.54%	9.55%
# Stocked Stores	1323	1307	1169	1329	

Avg. Selling Price

Retail	\$3.16	\$3.16	\$2.46	\$3.96
Variance to Retail	-4.47%	-4.67%	-3.57%	-3.01%

Service Levels

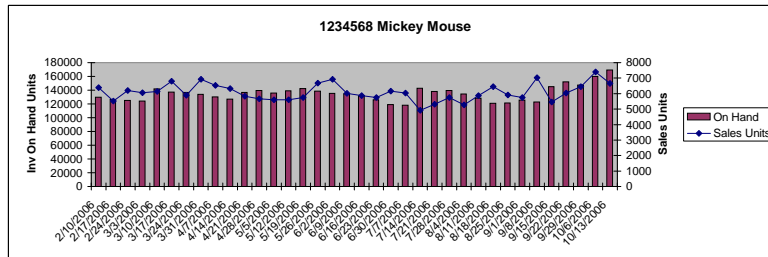
Asst #	12345			
Asst	Lunch Box			
Item #	1234568	1234569	1234570	1234571
Week ID	Mouse	Duck	Pooh	Tigger
11/7/2008	99.53%	99.61%	99.15%	98.82%
11/14/2008	99.53%	99.48%	99.46%	99.24%
11/21/2008	99.64%	99.76%	99.50%	99.24%
11/28/2008	99.45%	99.71%	99.44%	98.87%
12/5/2008	99.39%	99.63%	99.69%	98.41%
12/12/2008	99.34%	99.77%	99.58%	99.02%
12/19/2008	98.93%	99.65%	99.37%	99.35%
12/26/2008	99.01%	99.61%	99.24%	99.48%

Asst #	12345					Asst.
Asst	Lunch Box					Total
Item #	1234568	1234569	1234570	1234571	12345	
Week ID	Mickey Mouse	Donald Duck	Pooh	Tigger	Lunch Box	
11/7/2008	6,397	3,090	3,535	2,733	23,563	
11/14/2008	5,528	2,689	4,097	3,088	22,981	
11/21/2008	6,207	3,768	3,793	3,591	25,681	
11/28/2008	6,066	3,524	3,389	3,635	24,450	
12/5/2008	6,144	2,873	3,694	3,176	24,352	
12/12/2008	6,800	3,407	3,761	3,445	24,865	
12/19/2008	5,892	3,103	3,244	3,023	22,718	
12/26/2008	6,929	3,180	3,747	3,022	24,458	

Asst #	12345					Asst.
Asst	Lunch Box					Total
Item #	1234568	1234569	1234570	1234571	12345	
Week ID	Mickey Mouse	Donald Duck	Pooh	Tigger	Lunch Box	
11/7/2008	\$3.06	\$2.98	\$2.38	\$3.74	\$3.25	
11/14/2008	\$3.08	\$2.98	\$2.38	\$3.79	\$3.25	
11/21/2008	\$3.04	\$3.09	\$2.36	\$3.84	\$3.31	
11/28/2008	\$3.03	\$3.05	\$2.41	\$3.83	\$3.30	
12/5/2008	\$2.99	\$2.99	\$2.37	\$3.74	\$3.23	
12/12/2008	\$3.07	\$3.07	\$2.39	\$3.88	\$3.29	
12/19/2008	\$3.05	\$3.03	\$2.37	\$3.82	\$3.29	
12/26/2008	\$3.07	\$3.08	\$2.35	\$3.77	\$3.26	

Turns					
Var to LW	-14.29%	-8.59%	10.98%	17.09%	-1.28%

Asst #	12345					Asst.
Asst	Lunch Box					Total
Item #	1234568	1234569	1234570	1234571	12345	
Week ID	Mickey Mouse	Donald Duck	Pooh	Tigger	Lunch Box	
11/7/2008	2.55	1.32	1.69	1.32	1.79	
11/14/2008	2.22	1.16	1.92	1.43	1.71	
11/21/2008	2.57	1.64	1.80	1.68	1.94	
11/28/2008	2.52	1.59	1.70	1.75	1.91	
12/5/2008	2.25	1.22	1.74	1.39	1.75	
12/12/2008	2.58	1.56	1.88	1.54	1.81	
12/19/2008	2.26	1.38	1.64	1.37	1.67	
12/26/2008	2.71	1.42	1.87	1.38	1.83	
12/19/2008	\$3.05	\$3.03	\$2.37	\$3.82	\$3.29	
12/26/2008	\$3.07	\$3.08	\$2.35	\$3.77	\$3.26	





Weekly Purchase Order Reports

The purchase order reports that we send to our vendors include the Late PO Report, PO Overage/Shortage Report, and Open PO Report. The Late PO Report identifies purchase orders that have not been received by their On Time Performance Actual Date. This will allow these orders to be tracked to be able to reach their destination. The PO Overage/Shortage Report helps identify purchase order shipping or receiving errors. Identifying shortages or overages weekly can help resolve distribution errors before they become larger problems. These reports sent weekly provide the vendor time to research problems before the monthly report card is sent by Lowe's and thereby avoid potential fines. The Open PO report shows any purchase orders that have been ordered for the week. This helps the vendor monitor that they received all purchase orders sent by Lowe's.

Daily Late PO Report by PO - Landed Date & Actual Date--Lunchbox

1/18/2008

Purchase Order Vendor Number ID	Purchase Order Vendor Number DESC	Location ID	Location DESC	Purchase Order Number	RR Number	Scheduled Date	On Time Performance Actual Date	Date Ordered	PO Landed Date	Number of Days Late
60948	Lunchbox Inc.	1419	LOWE'S POINCIANA, FL RDC	58845439	1	1/15/2008	1/18/2008	1/7/2008	1/18/2008	3

Previous 4 Weeks PO Received Shortage / Overage Report--Lunchbox

Week Ending Dates: 12/28/2007 - 1/18/2008

Purchase Order Vendor Number ID	Purchase Order Vendor Number DESC	Purchase Order Number	Receiving Report Number	Location ID	Location DESC	Item Number ID	Item Number DESC	PO Landed Date	On Time Performance Actual Date	Purchase Order Quantity Ordered	Purchase Order Received Qty	Quantity Fill Rate
12344	Lunchbox Inc.	57792479	1	962	LOWE'S VALDOSTA, GA. RDC	343	Close Encounters of the 3rd Kind	12/22/2007	12/22/2007	126	120	95.24%
12344	Lunchbox Inc.	58333303	1	1419	LOWE'S POINCIANA, FL RDC	20991	The Fall Guy	1/5/2008	1/5/2008	190	200	105.26%
12344	Lunchbox Inc.	58333334	1	961	LOWE'S PENNSYLVANIA RDC	3432	Close Encounters of the 3rd Kind	1/3/2008	1/3/2008	222	234	105.41%

Open PO Report with Location & Item

Purchase Order Number	Receiving Report Number	Location ID	Location DESC	Item Number ID	Item Number DESC	Date Ordered	On Time Performance Schedule Date	Landed Date	Quantity On Order
16618450	1	1421	LOWE'S PLAINFIELD, CT RDC	12345	CINDERELLA	12/12/2005	1/20/2008	1/19/2008	2,592
16659274	1	962	LOWE'S VALDOSTA, GA. RDC	12345	CINDERELLA	12/12/2005	1/15/2008		5,400
16659281	1	1421	LOWE'S PLAINFIELD, CT RDC	12345	CINDERELLA	12/12/2005	1/16/2008		5,550
16937659	1	955	LOWE'S TEXAS RDC	12345	CINDERELLA	12/19/2005	1/30/2008		5,184
16937660	1	960	LOWE'S NORTH CAROLINA RDC	12345	CINDERELLA	12/19/2005	1/28/2008		5,184
16937660	1	960	LOWE'S NORTH CAROLINA RDC	23456	GOOFY	12/19/2005	1/28/2008		864
16937661	1	961	LOWE'S PENNSYLVANIA RDC	12345	CINDERELLA	12/19/2005	1/27/2008	1/27/2008	8,640
16937662	1	962	LOWE'S VALDOSTA, GA. RDC	12345	CINDERELLA	12/19/2005	1/29/2008		4,320
16937663	1	992	LOWE'S INDIANA RDC	12345	CINDERELLA	12/19/2005	1/29/2008		4,320
16937664	1	1419	LOWE'S POINCIANA, FL RDC	12345	CINDERELLA	12/19/2005	1/30/2008		4,320
16937665	1	1420	LOWE'S MID-ATLANTIC RDC	12345	CINDERELLA	12/19/2005	1/27/2008		8,640
16937666	1	1421	LOWE'S PLAINFIELD, CT RDC	12345	CINDERELLA	12/19/2005	1/27/2008		5,184

YTD Reporting

Monthly, we supply our vendors with the YTD sales and inventory numbers for each of their items. We also include the sales and inventory for the previous month. Comparing current year to last year allows the vendor to monitor the sales variances of their program and make changes or recommendations as necessary to their merchandising teams. The report that is sent to the vendor includes sales for all stores and comp stores for both Lowe's Fiscal YTD time period and the previous Lowe's Fiscal Month.

Vendor YTD All Report
Reporting Period W/E: 2/8/2008 - 1/2/2009

Assortment Id	Assortment Desc	Item Number Id	Item Number Desc	YTD Sales Units	LYTD Sales Units	YTD Sales Units Variance To LY	YTD Sales \$	LYTD Sales \$	YTD Sales \$ Variance To LY	YTD Average Inventory \$	LYTD Average Inventory \$	YTD Average Inventory \$ Variance To LY	YTD Average Inventory On Hand Units	LYTD Average Inventory On Hand Units	YTD Turn Rate	LYTD Turn Rate	YTD Turn Rate Difference To LY
987	School Supplies	123	Notebook	62,328	71,738	-13.12%	\$3,605,881.36	\$4,184,255.83	-13.82%	\$321,908	\$309,940	3.86%	8,901	8,692	7.65	9.01	-1.36
987	School Supplies	345	Pencil	115,531	114,381	1.01%	\$7,858,086.01	\$7,821,627.11	0.47%	\$763,098	\$656,449	16.25%	16,208	14,204	7.79	8.77	-1.03
987	School Supplies	678	Crayons	69,762	67,831	2.85%	\$6,122,754.49	\$5,992,534.77	2.17%	\$784,020	\$634,928	23.48%	13,601	11,192	5.55	6.56	-1.01
Total				247,621	253,950	-2.49%	\$17,586,721.86	\$17,998,417.71	-2.29%	\$1,869,024	\$1,601,317	16.72%	38,710	34,088	6.81	7.94	-1.13
Grand Total				247,621	253,950	-2.49%	\$17,586,721.86	\$17,998,417.71	-2.29%	\$1,869,024	\$1,601,317	16.72%	38,710	34,088	6.81	7.94	-1.13

Assortment Id	Assortment Desc	Item Number Id	Item Number Desc	YTD Service Level	LY Service Level	Calculated YTD Margin %	Calculated LYTD Margin %	Calculated YTD Margin Variance To LY	Calculated YTD Margin %	Calculated LYTD Margin %	Calculated YTD Margin % Difference To LY	Calculated YTD ROI	Calculated LYTD ROI	Calculated YTD ROI Variance To LY
987	School Supplies	123	Notebook	98.05%	98.00%	\$1,332,715.64	\$1,606,508.69	-17.05%	36.95%	38.39%	-3.75%	448.50	561.52	-20.13%
987	School Supplies	345	Pencil	98.24%	98.87%	\$2,399,014.63	\$2,507,419.97	-4.33%	30.52%	32.05%	-4.77%	340.57	413.79	-17.69%
987	School Supplies	678	Crayons	98.53%	99.28%	\$2,106,159.72	\$2,147,801.53	-1.94%	34.39%	35.84%	-4.05%	291.02	366.46	-20.59%
Total				98.27%	98.77%	\$5,837,749.45	\$6,261,995.88	-6.78%	33.19%	34.79%	-4.60%	338.37	423.64	-20.13%
Grand Total				98.27%	98.77%	\$5,837,749.45	\$6,261,995.88	-6.78%	33.19%	34.79%	-4.60%	338.37	423.64	-20.13%

Vendor December 2008 All Report
Reporting Period W/E : 12/5/2008 - 1/2/2009

Assortment Id	Assortment Desc	Item Number Id	Item Number Desc	December Sales \$	LY December Sales \$	December Sales \$ Variance To LY	December Sales Units	LY December Sales Units	December Sales Units Variance To LY	December Turn Rate	LY December Turn Rate	December Turn Rate Difference To LY	December Weeks Supply On Hand Units	December Average Inventory On Hand \$	LY December Average Inventory On Hand \$	December Average Inventory On Hand Units
987	School Supplies	123	Notebook	\$277,769.76	\$340,204.49	-18.35%	4,888	5,861	-16.60%	6.27	8.05	-1.78	8	\$307,491	\$272,665	8,208
987	School Supplies	345	Pencil	\$669,246.24	\$692,207.05	-3.32%	9,930	10,160	-2.26%	6.95	7.35	-0.40	7	\$744,014	\$667,126	15,068
987	School Supplies	678	Crayons	\$520,044.75	\$553,758.63	-6.09%	5,970	6,309	-5.37%	5.28	4.88	0.39	9	\$695,328	\$762,160	11,708
Total				\$1,467,060.75	\$1,586,170.17	-7.51%	20,788	22,330	-6.91%	6.17	6.36	-0.19	8	\$1,746,833	\$1,701,951	34,984
Grand Total				\$1,467,060.75	\$1,586,170.17	-7.51%	20,788	22,330	-6.91%	6.17	6.36	-0.19	8	\$1,746,833	\$1,701,951	34,984

Assortment Id	Assortment Desc	Item Number Id	Item Number Desc	LY December Average Inventory On Hand Units	December Average Inventory On Order \$	December Average Inventory On Direct Order Units	LY December Average Inventory On Direct Order Units	December Average Inventory On Req Units
987	School Supplies	123	Notebook	7,640	\$84,387.00	1,214	1,997	874
987	School Supplies	345	Pencil	14,442	\$248,391.00	2,661	3,066	2,113
987	School Supplies	678	Crayons	13,407	\$195,583.00	1,728	2,292	1,437
Total				35,489	\$528,361.00	5,603	7,355	4,424
Grand Total				35,489	\$528,361.00	5,603	7,355	4,424

Monthly LRD Report

The monthly LRD Report is a ranking of top and bottom locations, regions, and districts, along with item. Rankings are based on sales units for the previous month. By noting the areas of the country that perform best and worst, those stores can be focused on to make any necessary changes.

Vendor Month LRD Ranking Report

Reporting Period: 12/05/08 thru 01/02/09

By District

District	District Name	December Sales Units	December Sales Units Variance to LY	December Sales \$	December Sales \$ Variance to LY	December Average Inventory On Hand \$	December Average Inventory On Hand Units	December Turn Rate	December Service Level
Top Districts									
811	Chesapeake, VA	4,424	-20.89%	\$109,967.91	-27.40%	\$172,405.00	13,037	3.00	99.47%
868	Gainesville, FL	4,184	1.48%	\$126,398.77	-5.28%	\$232,020.00	14,844	2.52	98.51%
820	New Bern, NC	4,078	3.66%	\$105,241.54	-10.18%	\$211,653.00	14,454	2.09	99.27%
1222	Tallahassee, FL	4,045	6.48%	\$125,436.28	-2.10%	\$226,520.00	14,233	2.62	98.17%
814	Frederick, MD	4,010	-19.86%	\$110,983.90	-26.26%	\$152,170.00	11,110	3.17	99.05%
858	Orlando, FL	3,852	17.85%	\$124,109.31	20.35%	\$227,313.00	14,303	2.95	97.78%
821	Myrtle Beach, NC	3,785	8.28%	\$109,768.60	5.06%	\$214,882.00	14,323	2.37	99.47%
864	Pensacola, FL	3,679	-7.21%	\$129,821.19	0.49%	\$265,328.00	16,107	2.10	99.23%
1270	Tampa, FL	3,629	-5.86%	\$102,484.41	-14.61%	\$181,000.00	12,098	2.82	98.75%
813	Baltimore, MD	3,561	-8.34%	\$87,239.55	-25.13%	\$114,918.00	8,464	3.29	99.04%
Bottom Districts									
1288	Henderson, NV	857	-52.68%	\$21,688.79	-58.21%	\$171,597.00	10,850	0.80	99.44%
1364	Anchorage, AK	1,023	-7.67%	\$30,575.70	-0.29%	\$120,280.00	6,629	1.27	99.47%
1314	Layton, UT	1,050	14.50%	\$30,161.05	-1.17%	\$130,948.00	7,472	1.22	99.45%
898	S. Seattle, WA	1,078	16.54%	\$30,552.56	-4.96%	\$102,489.00	6,844	1.53	99.99%
1295	Fargo, ND	1,086	-38.89%	\$30,115.63	-51.39%	\$120,620.00	8,344	0.62	98.98%
1289	Montana	1,142	58.39%	\$32,272.02	48.37%	\$88,110.00	5,399	1.77	99.10%
831	W. Atlanta, GA	1,159	-22.89%	\$28,929.62	-38.41%	\$241,462.00	14,178	0.52	98.63%
1239	Boise, ID	1,171	-36.60%	\$30,116.49	-51.15%	\$142,932.00	8,824	1.06	99.46%
1312	Saginaw, MI	1,203	-28.31%	\$40,075.41	-35.54%	\$150,094.00	10,035	1.23	99.88%
1308	Columbia, MO	1,204	-37.10%	\$38,661.85	-32.59%	\$165,798.00	10,165	0.72	99.50%

By Location

Location ID	Location Desc.	December Sales Units	December Sales Units Variance to LY	December Sales \$	December Sales \$ Variance to LY	December Average Inventory On Hand \$	December Average Inventory On Hand Units	December Turn Rate	December Service Level
Top Locations									
2350	LOWE'S OF WAVELAND, MS	1,061	37.61%	\$46,726.07	29.92%	\$1,538.00	413	151.6	96.29%
1144	LOWE'S OF BURBANK, CA	945	24.67%	\$31,066.38	23.44%	\$36,718.00	2,248	4.57	97.36%
691	LOWE'S OF WHITE MARSH, MD	892	48.67%	\$23,999.74	20.60%	\$17,574.00	1,279	6.23	99.50%
516	LOWE'S OF FREDERICK, MD	889	17.28%	\$25,846.48	22.95%	\$20,600.00	1,494	5.94	98.29%
1189	LOWE'S OF MEDFORD, NY	828	-0.48%	\$34,035.56	-5.97%	\$29,872.00	1,684	4.38	97.25%
1186	LOWE'S OF HAMPTON, VA	822	9.16%	\$28,802.49	21.73%	\$23,385.00	1,674	6.1	99.40%
759	LOWE'S OF REDLANDS, CALIF.	821	35.48%	\$22,313.44	-0.17%	\$24,415.00	1,596	5.85	98.78%
445	LOWE'S OF UNIVERSITY	813	58.17%	\$23,202.43	58.84%	\$26,066.00	1,789	4.14	99.70%
719	LOWE'S OF ST MARY'S COUNTY,	802	-20.36%	\$18,449.25	-42.67%	\$28,430.00	1,799	2.95	99.16%
1107	LOWE'S OF NEW IBERIA, LA	775	208.77%	\$28,324.91	172.59%	\$25,541.00	1,543	5.21	95.47%
Bottom Locations									
1715	LOWE'S OF CAMP CREEK, GA	23	-89.33%	\$517.14	-34.15%	\$24,478.00	1,341	0.04	100.00%
1119	LOWE'S OF CHAMBLEE, GA	26	-83.55%	\$534.85	-82.25%	\$40,372.00	2,131	0.04	99.14%
2474	LOWE'S OF SPRING HILL, TN	36	-79.07%	\$1,043.65	-81.90%	\$29,615.00	1,754	-0.09	96.78%
2316	LOWE'S OF ELGIN, IL	41	0.00%	\$721.83	0.00%	\$13,844.00	1,052	-0.03	100.00%
1668	LOWE'S OF N. ALPHARETTA, GA	43	-33.85%	\$681.52	-64.36%	\$26,443.00	1,598	0.04	99.40%
2280	LOWE'S OF CENTRAL DALLAS,	44	0.00%	\$1,225.06	0.00%	\$16,873.00	968	0.53	100.00%
1771	LOWE'S OF W. DALLAS, TX	45	-61.21%	\$577.21	-80.66%	\$26,966.00	1,475	-0.04	100.00%
2514	LOWE'S OF AUBURN, ME	46	-83.09%	\$1,040.63	-87.76%	\$19,370.00	1,203	-0.37	100.00%
2218	LOWE'S OF SAVANNAH, TN	46	0.00%	\$728.42	0.00%	\$12,465.00	803	-0.08	100.00%
2647	LOWE'S OF CARTHAGE, MO	50	0.00%	\$789.95	0.00%	\$11,589.00	738	-0.21	100.00%

By Item

Item Number	Description	# of Stocked Stores	December Sales Units	December Sales Units Variance to LY	December Sales \$	December Sales \$ Variance to LY	December Average Inventory On Hand \$	December Average Inventory On Hand Units	December Turn Rate	December Service Level
Top Items										
123	Mickey Mouse	1380	23,497	-19.34%	\$1,177,825.57	-19.80%	\$2,976,046.00	102,907	1.29	99.39%
456	Donald Duck	1543	20,319	-18.27%	\$1,026,178.33	-17.91%	\$2,746,584.00	94,400	1.20	99.44%
789	Daffy Duck	1536	20,141	-19.76%	\$125,601.95	-19.68%	\$126,945.00	66,511	3.20	98.93%
102	Daisy	73	19,141	-22.48%	\$973,090.99	-30.74%	\$1,623,825.00	50,318	2.07	99.98%
234	Winnie the Pooh	73	16,003	-22.07%	\$824,276.48	-29.69%	\$1,498,090.00	46,462	2.18	100.00%
345	Tigger	78	15,486	-30.50%	\$787,718.06	-37.33%	\$1,257,314.00	39,021	2.17	99.97%
125	Piglet	1384	15,101	-17.85%	\$532,085.42	-17.21%	\$1,736,592.00	85,941	1.82	97.00%
800	One the Explorer	1544	14,632	-5.20%	\$738,769.45	-5.30%	\$2,372,482.00	81,822	1.86	99.07%
356	Blues Clues	1540	12,490	5.76%	\$337,327.95	5.74%	\$318,992.00	23,751	5.51	99.50%
278	Elmo	52	12,483	0.00%	\$565,667.93	0.00%	\$2,129,423.00	66,826	1.53	99.90%
Bottom Items										
432	Inkerbelle	215	142	0.00%	\$189.44	0.00%	\$3,078.00	3,314	0.47	99.35%
783	Cinderella	482	165	-1.79%	\$159.58	6.89%	\$7,087.00	7,688	0.23	98.51%
987	Belle	498	177	-18.06%	\$172.30	-13.84%	\$6,836.00	7,515	0.26	98.23%
210	Snow White	4	178	0.00%	\$230.92	0.00%	\$1,835.00	2,220	0.89	100.00%
159	Sleeping Beauty	422	179	-72.38%	\$1,613.93	-56.83%	\$60,347.00	7,996	0.23	99.52%
270	Ariel	480	6,159	11.97%	\$185.56	11.97%	\$6,993.00	7,664	0.27	98.65%
368	Jasmine	4	197	0.00%	\$526.22	0.00%	\$1,550.00	1,854	1.16	100.00%
246	Seven Dwarfs	423	206	-50.60%	\$5,917.38	-40.24%	\$60,078.00	3,257	0.66	98.19%
136	Hannah Montana	246	220	21.55%	\$283.48	19.97%	\$3,189.00	3,719	0.67	99.21%
369	Pluto	409	225	6.64%	\$217.62	10.21%	\$5,840.00	6,388	0.38	98.34%

By Region

Region ID	Region Desc.	City	State	December Sales Units	December Sales Units Variance to LY	December Sales \$	December Sales \$ Variance to LY	December Average Inventory On Hand \$	December Average Inventory On Hand Units	December Turn Rate	December Service Level
11	ORLANDO, FL	ORLANDO	FL	28,827	-4.69%	\$863,398.73	-7.72%	\$1,816,864.00	116,285	2.34	99.59%
1	RICHMOND, VA	RICHMON	VA	27,836	-17.20%	\$730,513.25	-23.60%	\$1,279,125.00	92,112	2.51	99.18%
7	PHILADELPHIA, PA	PHILADEL	PA	23,871	-11.88%	\$734,263.71	-18.16%	\$1,135,247.00	79,722	2.71	98.56%
15	HOUSTON, TX	HOUSTON	TX	23,188	0.52%	\$656,353.48	-5.33%	\$1,963,377.00	113,158	1.72	98.92%
16	RALEIGH, NC	RALEIGH	NC	22,235	-0.07%	\$620,741.69	-3.34%	\$1,557,635.00	104,113	1.72	99.31%
4	INDIANAPOLIS, IN	INDIANAP	IN	21,956	-2.47%	\$654,974.27	-10.37%	\$1,593,695.00	104,625	1.92	99.48%
2	CHARLOTTE, NC	CHARLOT	NC	21,894	-1.58%	\$587,337.06	-8.43%	\$1,469,885.00	100,212	1.76	99.00%
17	LOUISVILLE, KY	LOUISVILL	KY	21,062	-0.46%	\$640,250.84	-7.57%	\$1,410,010.00	94,857	2.14	99.36%
5	DALLAS, TX	DALLAS	TX	20,536	-1.01%	\$605,245.20	-13.54%	\$1,980,942.00	119,314	1.43	98.69%
6	NASHVILLE, TN	NASHVILL	TN	19,646	4.13%	\$575,574.26	-4.28%	\$1,707,097.00	107,538	1.49	99.03%
23	PENSACOLA, FL	PENSACCO	FL	18,460	-0.01%	\$637,183.95	-3.59%	\$1,025,560.00	64,847	2.95	98.19%
12	ST. LOUIS, MO	ST. LOUIS	MO	17,653	-9.51%	\$558,613.12	-14.06%	\$1,495,050.00	95,660	1.62	99.32%
19	DENVER, CO	DENVER	CO	17,532	15.82%	\$553,627.52	13.73%	\$1,595,750.00	91,268	1.91	98.76%
3	ATLANTA, GA	ATLANTA	GA	16,573	-2.86%	\$477,842.85	-8.37%	\$1,619,390.00	101,735	1.34	98.87%
20	SACRAMENTO, CA	SACRAMEN	CA	16,167	-20.79%	\$494,970.07	-27.82%	\$1,805,689.00	97,330	1.58	99.09%
8	IRVINE, CA	IRVINE	CA	15,975	-14.12%	\$461,014.09	-22.52%	\$1,461,484.00	87,229	1.74	99.10%
14	TUKWILA, WA	TUKWILA	WA	15,644	-7.94%	\$492,609.11	-18.16%	\$1,249,864.00	77,955	1.87	98.60%
21	PITTSBURGH, PA	PITTSBUR	PA	14,764	-5.52%	\$426,735.30	-16.33%	\$978,514.00	66,150	1.86	99.39%
10	COLUMBUS, OH	COLUMBU	OH	14,151	-12.76%	\$417,696.07	-20.32%	\$1,111,694.00	72,396	1.65	99.54%
22	CHICAGO, IL	CHICAGO	IL	13,075	-18.63%	\$415,228.09	-24.37%	\$1,279,510.00	87,133	1.24	99.47%
18	HARTFORD, CT	HARTFORD	CT	11,773	-17.97%	\$387,974.40	-25.60%	\$952,821.00	62,735	1.71	99.68%
25	SYRACUSE, NY	SYRACUS	NY	11,434	-10.50%	\$369,633.64	-19.67%	\$826,874.00	55,466	2.05	99.46%

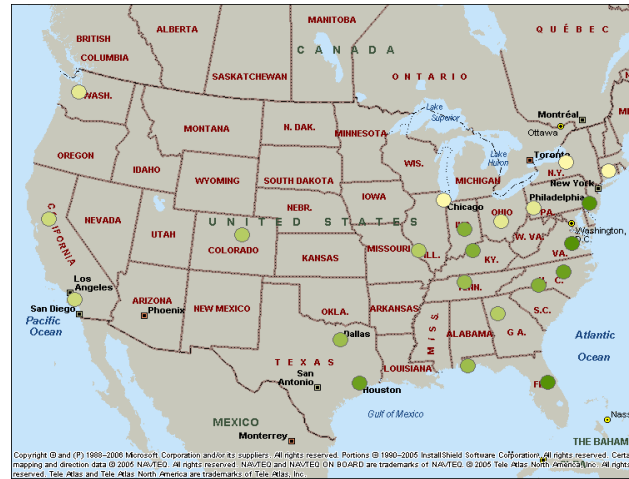
Monthly LRD Report Map

Included on the LRD report is a separate worksheet that maps the sales by Lowe's region. Displaying sales on the map gives a better visual for where your items perform best.

Vendor December Region Ranking and Mapping

Reporting Period: 12/05/08 thru 01/02/09

Region ID	Region Desc.	City	State	December Sales Units	December Sales Units Variance to LY	December Sales \$	December Sales \$ Variance to LY	December Average Inventory On Hand \$	December Average Inventory On Hand Units	December Turn Rate	December Service Level
11	ORLANDO, FL	ORLANDO	FL	23,827	-4.69%	\$863,398.73	-7.72%	\$1,816,864.00	118,285	2.34	98.59%
1	RICHMOND, VA	RICHMOND	VA	27,836	-17.20%	\$730,513.25	-23.60%	\$1,279,125.00	92,112	2.51	99.18%
7	PHILADELPHIA, PA	PHILADELPHIA	PA	23,871	-11.58%	\$734,263.71	-18.16%	\$1,135,247.00	79,722	2.71	98.56%
15	HOUSTON, TX	HOUSTON	TX	23,188	0.52%	\$656,353.48	-5.33%	\$1,963,377.00	113,158	1.72	98.92%
16	RALEIGH, NC	RALEIGH	NC	22,235	-0.07%	\$620,741.69	-3.34%	\$1,557,635.00	104,113	1.72	99.31%
4	INDIANAPOLIS, IN	INDIANAPOLIS	IN	21,956	-2.47%	\$654,974.27	-10.37%	\$1,593,695.00	104,625	1.92	99.48%
2	CHARLOTTE, NC	CHARLOTTE	NC	21,894	-1.56%	\$587,337.06	-8.43%	\$1,469,685.00	100,212	1.76	99.00%
17	LOUISVILLE, KY	LOUISVILLE	KY	21,062	-0.45%	\$640,250.84	-7.57%	\$1,410,010.00	94,857	2.14	99.36%
5	DALLAS, TX	DALLAS	TX	20,536	-1.01%	\$605,245.20	-13.54%	\$1,980,942.00	119,314	1.43	98.69%
6	NASHVILLE, TN	NASHVILLE	TN	19,646	4.13%	\$575,574.25	-4.28%	\$1,750,097.00	107,538	1.49	99.03%
23	PENSACOLA, FL	PENSACOLA	FL	18,460	-0.01%	\$637,183.95	-3.59%	\$1,025,569.00	64,847	2.95	98.19%
12	ST. LOUIS, MO	ST. LOUIS	MO	17,653	-9.51%	\$558,613.12	-14.06%	\$1,495,050.00	95,660	1.62	99.32%
19	DENVER, CO	DENVER	CO	17,532	15.62%	\$553,827.52	13.73%	\$1,505,750.00	91,266	1.91	98.76%
3	ATLANTA, GA	ATLANTA	GA	16,573	-2.86%	\$477,842.85	-8.37%	\$1,619,390.00	101,735	1.34	98.87%
20	SACRAMENTO, CA	SACRAMENTO	CA	16,167	-20.79%	\$494,970.07	-27.82%	\$1,605,689.00	97,330	1.58	99.09%
8	IRVINE, CA	IRVINE	CA	15,975	-14.12%	\$461,014.09	-22.52%	\$1,461,484.00	87,229	1.74	99.10%
14	TUKWILA, WA	TUKWILA	WA	15,644	-7.94%	\$492,609.11	-18.16%	\$1,249,864.00	77,955	1.87	98.60%
21	PITTSBURGH, PA	PITTSBURGH	PA	14,764	-5.52%	\$426,735.30	-16.33%	\$978,514.00	66,150	1.86	99.39%
10	COLUMBUS, OH	COLUMBUS	OH	14,151	-12.76%	\$417,696.07	-20.32%	\$1,111,694.00	72,396	1.65	99.54%
22	CHICAGO, IL	CHICAGO	IL	13,075	-18.63%	\$415,228.09	-24.37%	\$1,279,510.00	87,133	1.24	99.47%
18	HARTFORD, CT	HARTFORD	CT	11,773	-17.97%	\$387,974.40	-25.60%	\$952,821.00	62,735	1.71	98.88%
25	SYRACUSE, NY	SYRACUSE	NY	11,434	-10.50%	\$369,633.64	-19.67%	\$826,874.00	55,466	2.05	99.46%



Copyright © and (P) 1989-2008 Microsoft Corporation and/or its suppliers. All rights reserved. Portions © 1980-2005 InstallShield Software Corporation, all rights reserved. Certain mapping and direction data © 2005 NAVTEQ. All rights reserved. NAVTEQ and NAVTEQ ON BOARD are trademarks of NAVTEQ. © 2005 Tele Atlas North America, Inc. All rights reserved. Tele Atlas and Tele Atlas North America are trademarks of Tele Atlas, Inc.

VTS Confidential

Forecast Reporting

Forecasting is one of the major challenges for all suppliers and having good reports to analyze trends and consumption is vital to have a competitive edge. Our forecasting reports are designed to work along with a Lowe's collaborative order forecast and show any areas where the forecast should be adjusted due to trends in the market.

Forecast Analysis versus Actual Order Units			Forecast > 20% of PO units													Forecast < 20% of PO units	
Item	Description	Metric	March	April	May	June	July	August	September	October	November	December	January	February	March		
1111	Mickey Mouse Lunchbox	Forecast	10,148	7,436	7,672	8,954	7,000	7,000	8,051	7,614	6,417	48,000	13,000	13,000	16,000		
		Purchase Order Units	9,672	5,904	4,392	7,368	7,464	7,248	7,680	6,480	7,368	55,656	10,992				
		Forecast % Over/Under	4.69%	20.60%	42.75%	17.71%	-6.63%	-3.54%	4.61%	14.89%	-14.82%	-15.95%	15.45%	100.00%	100.00%		
	Allows for preparation of new program	Forecast Units Over/Under	476	1,532	3,280	1,586	-464	-248	371	1,134	-951	-7,656	2,008	13,000	16,000		
		POS Units	8,587	7,030	7,006	8,814	7,176	7,116	8,207	6,060	6,352	9,101	9,939				
		POS/Forecast Difference	-1,561	-406	-666	-140	176	116	156	-1,554	-65	-38,899	-3,061				
		POS Units Last Year					7,376	7,186	9,934	6,957	7,729	10,313	7,364	6,788	8,587		

Order by Performance Date vs RDC Inventory/Demand

			DEMAND VS PO			
Landed at RDC			111	222	333	444
Location ID	Location DESC	On Time Performance Schedule Date	MICKEY MOUSE LUNCHBOX	TINKERBEL L LUNCHBOX	DONALD DUCK LUNCHBOX	GOOFY LUNCHBOX
955	LOWE'S TEXAS RDC	4/29/08 Current RDC Inventory	3996	648	270	1440
		4/29/08 Current Store Demand	162	540	108	144
		Avg week sale (based on 6 wks)	318.3	904.2	718.0	226.3
Total Outlook	Current RDC On Hand less current demand, added to total on order divided by Avg Wk Sale	WOS (based on total On Order)	12.0	10.3	10.5	5.7
6 Weeks Forward Look-thru 6/6/08	Current RDC On Hand less current demand, added to 6 wks On Order divided by Avg Wk Sale	WOS - 6 weeks	12.0	7.4	6.9	5.7
955	LOWE'S TEXAS RDC	Arrival Dates				
		5/2/2008		396		
		5/11/2008		1116		
		5/14/2008			2268	
		5/18/2008		1080		
		5/21/2008			2538	
		5/25/2008		1332		
		5/31/2008		1332		
		6/2/2008		1332		
		6/7/2008		1260	1566	
		6/11/2008			1026	
		6/14/2008		1332		
	LOWE'S TEXAS RDC Total			9180	7398	



Special Order Sales Reporting

Our new SOS Sales Reports provide you with a way to monitor your entire program. Knowing how your SOS product is performing can help you in many different ways. It can help you monitor sales trends to predict inventory needs. SOS sales can also give you insight into specifics that the market is looking for and products that may need to be offered as a stocked program. You can track the effectiveness of your SOS displays by knowing which stores are selling your SOS product.

Weekly SOS Sales Detail

Home Office VBU Number DESC	SOS PO VBU ID	SOS PO VBU DESC	Location ID	Location DESC	Delivery State	PO Number	RR Number	SOS Vendor Model	Delivery Type ID	Delivery Type DESC	SOS Order EDI Status	SOS Order Sale Date	Order Transmitted to ABC Co	SOS Order Received at Location	Lead Time	SOS Quantity Ordered	SOS Received Qty	SOS Fill Rate %
ABC Co	56789	ABC Co	1210	LOWE'S OF R NC		78940810	76953	PLR3-N	PL	PICK UP	N	4/22/2009	0	4/24/2009	14	12	12	100%
ABC Co	56789	ABC Co	554	LOWE'S OF F KY		78965924	76953	PNA4-L	PL	PICK UP	N	4/22/2009	0	4/24/2009	14	1	1	100%

Top 10 SOS Sales Locations YTD

Location #	Location ID	YTD SOS Sales Units
1939	LOWE'S OF UNION, NJ	4378
1106	LOWE'S OF N. BERGEN, N.J.	4229
1945	LOWE'S OF DE LAND, FL	4227
252	LOWE'S OF NORTH SEATTLE, WA.	3897
40	LOWE'S OF BELLEVUE, WA.	3654
1875	LOWE'S OF ATLANTA-EDGEWOOD	3443
1538	LOWE'S OF CHANTILLY, VA	3211
706	LOWE'S OF CHAMBERSBURG, PA.	3209
1537	LOWE'S OF C. HENDERSON, NV	3157
3	LOWE'S OF S.E. COLUMBUS, OH.	3103

Total Program YTD Sales Unit Ranking

Rank	Model Number	Model Desc	Sales Units
1	PL75999	SOS MING PORCELAIN	666,071
2	PL7807	SOS DEB	606,778
3	PB426	SOS MAY UNGER	462,794
4	AC6579	SOS MIDNIGHT MAGIC	413,296
5	AC657	SOS CHICAGO APACHE	396,563
6	AC658	SOS LITTLE RED WARBLER	387,119
7	PL1775	SOS MAD MAX	371,749
8	PB170	SOS PAMLICO	243,628
9	AC6076	SOS CAPE CHARLES	230,524
10	PB177	SOS FRISCO	151,494

Model	PL7807			
Asst	SOS DEB			
Week ID	Electronic Orders to Store	Orders Direct to Customer	Manual Orders to Store	Total SOS Orders
11/7/2008	6,397	3,090	3,535	13,022
11/14/2008	5,528	2,689	4,097	12,314
11/21/2008	6,207	3,768	3,793	13,768
11/28/2008	6,066	3,524	3,389	12,979
12/5/2008	6,144	2,873	3,694	12,711
12/12/2008	6,800	3,407	3,761	13,968
12/19/2008	5,892	3,103	3,244	12,239
12/26/2008	6,929	3,180	3,747	13,856

Promotional Tracking Report

The promotional tracking report is useful for tracking the sales and inventory of items that will be set as a stack out in an aisle, set in an additional prominent location, or if the item is being sold at a discounted rate for a certain time period. The spreadsheet can be changed to fit individual vendors' needs, but this should give a general example of how we can track sales prior to the promotional period and sales by week during the promo time period. It helps identify stores that are selling much better or worse than before the promo time period and also helps to monitor inventory sell through for each store. The summary page tracks how each week of the promo compares to the other weeks. This tracking also enables you to quickly identify stores that are not performing to take action on.

Lunchbox - Promo Item 1234568 - Summary Page

Item Number	Item Description	Total Sales	Avg Weekly Sale Prior to Promo	Avg Weekly Sale During Promo	Sales Units W/E 7-14	Sales Units W/E 7-21	Sales Units W/E 7-28
1234568	Mickey	4,560	1057.5	1520	1,008	1,446	2,106
Total Ship	33000	% of Sales by Week			22%	32%	46%
		Total % Sell Through			3%	7%	14%

Bromo Tracking Example

Location #	Location Description	Initial Qty Sent to Store	Prior to Promo Data		Total Promo				7-14 Sales and Inventory				7-21 Sales and Inventory			
			4 Week Sales Prior to Promo	Avg Weekly Sale Prior to Promo	Total Promo Sales Units	Avg Weekly Sale During Promo	Var to Prior to Promo	% Sell Through Promo Qty	Sales Units- W/E 7-14-2006	Inventory On Hand Units	Inventory On Order Units	Var to Prior to Promo	Sales Units- W/E 7-21-2006	Inventory On Hand Units	Inventory On Order Units	Var to Prior to Promo
Total			4230	1057.5	2,454	818.0	-23%		1008	49472	27324	-5%	1,446	71581	1005	37%
1657	LOWE'S OF SANFORD, FL	54	3	0.75	23	7.7	922%	43%	1	70	0	33%	22	48	0	2833%
1543	LOWE'S OF E. ALBUQUERQUE, NM	54	17	4.25	9	3.0	-29%	17%	4	70	45	-6%	5	100	0	18%
1122	LOWE'S OF NEW CARROLLTON, M	54	1	0.25	6	2.0	700%	11%	0	57	0	-100%	6	40	0	2300%
1939	LOWE'S OF UNION, NJ	54	3	0.75	9	3.0	300%	17%	2	95	0	167%	7	81	0	833%
1106	LOWE'S OF N. BERGEN, N.J.	54	3	0.75	7	2.3	211%	13%	2	70	0	167%	5	49	0	567%
1945	LOWE'S OF DE LAND, FL	54	5	1.25	10	3.3	167%	19%	2	48	0	60%	8	34	0	540%
252	LOWE'S OF NORTH SEATTLE, WA.	54	10	2.5	6	2.0	-20%	11%	4	60	0	60%	2	44	0	-20%
40	LOWE'S OF BELLEVUE, WA.	54	4	1	10	3.3	233%	19%	2	2	45	100%	8	35	0	700%
1875	LOWE'S OF ATLANTA-EDGEWOOD	54	5	1.25	11	3.7	193%	20%	6	8	45	380%	5	46	0	300%
1538	LOWE'S OF CHANTILLY, VA	54	6	1.5	5	1.7	11%	9%	1	45	0	-33%	4	-14	24	167%
706	LOWE'S OF CHAMBERSBURG, PA.	54	4	1	5	1.7	67%	9%	0	56	0	-100%	5	43	0	400%
1537	LOWE'S OF C. HENDERSON, NV	54	2	0.5	7	2.3	367%	13%	2	15	45	300%	5	51	0	900%
3	LOWE'S OF S.E. COLUMBUS, OH.	54	3	0.75	5	1.7	122%	9%	2	49	0	167%	3	39	0	300%
457	LOWE'S OF FRANKLIN SQUARE, N	54	8	2	7	2.3	17%	13%	5	46	0	150%	2	40	0	0%

In Stock % Report

This report shows how many stores are under the expected job lot/counterstock or any other store level inventory goal that the Lowe's team decides on. By looking at this information at an overall item level, the analyst can then dig down to the store level to determine if action needs to be taken. Also, analyzing the data by RDC area will indicate if this is a widespread problem or a regional issue.

In Stock % Report by Item

Item Number ID	Item Number DESC	# of Total Stores with Inventory	# of Stores Under Counterstock	% Under Limit
1234568	Mickey	412	60	14.6%
1234569	Donald	412	80	19.4%
1234570	Pooh	117	3	2.6%
1234571	Tigger	117	4	3.4%
Grand Total		1058	147	13.9%

In Stock % Report by Item and RDC

Item Number ID	Item Number DESC	Supporting Regional Distribution Center	# of Total Stores with Inventory	# of Stores Under Counterstock
1234568	Mickey	955	121	15
		962	33	3
		965	26	4
		966	98	15
		1419	110	20
		1436	24	3
	Mickey		412	60
1234569	Donald	955	121	4
		962	33	7
		965	26	10
		966	98	8
		1419	110	43
		1436	24	8
	Donald		412	80
1234570	Pooh	955	108	2
		962	4	0
		965	5	1
			Pooh	
1234571	Tigger	955	107	3
		962	3	0
		965	7	1
	Tigger		117	4
Grand Total			1058	147

Non-Productive Inventory Report

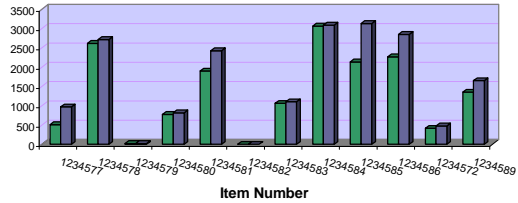
We typically suggest that our vendors receive a Non-Productive Inventory report every other month. This report allows the vendor to monitor how much inventory they have remaining in the stores for discontinued items. By identifying the stores and items, a plan of action can be determined to assist in removing old product in the stores, thereby freeing up inventory dollars for Lowe's to use on current, faster selling items. The summary and graphs help to show the changes in inventory by item from month to month.

Lunchbox Non Productive Inventory Recap 10-13-08

Item Number ID	Item Number DESC	October 2008				Variance to August				August 2008			
		Sum of YTD Sales Units	Sum of Inventory On Hand Units	Sum of Inventory On Hand \$	Count of Location ID	Sales Unit Variance to August	On Hand Variance to August	On Hand \$ Variance to August	Location ID Variance to August	Sum of YTD Sales Units	Sum of Inventory On Hand Units	Sum of Inventory On Hand \$	Count of Location ID
1234577	TWEETIE	47	156	\$511.71	46	-40.5%	-18.3%	-47.3%	-27.0%	79	191	\$970.49	63
1234578	SYLVESTER	99	290	\$2,617.21	77	-9.2%	-17.4%	-3.7%	-18.9%	109	351	\$2,717.15	95
1234579	ROAD RUNNER	7	31	\$20.08	12	0.0%	3.3%	0.0%	0.0%	7	30	\$20.08	12
1234580	TOM	150	519	\$774.77	85	-1.3%	-21.0%	-5.3%	-19.8%	152	657	\$818.48	106
1234581	JERRY	370	710	\$1,900.32	125	-22.6%	-21.5%	-21.6%	-19.9%	478	904	\$2,423.12	156
1234582	POPKY	-8	16	-\$165.85	10	20.0%	6.7%	32.8%	11.1%	-5	15	-\$124.90	9
1234583	BUGS BUNNY	565	697	\$1,061.34	144	-10.2%	-26.4%	-3.8%	-18.2%	629	811	\$1,103.42	176
1234584	DAFFY DUCK	209	338	\$3,066.23	91	-0.5%	-18.4%	-0.7%	-18.8%	210	414	\$3,086.62	112
1234585	PLUTO	243	349	\$2,135.50	75	-30.0%	-21.9%	-31.8%	-27.2%	347	447	\$3,132.14	103
1234586	GEORGE JETSON	687	931	\$2,266.09	113	-21.1%	-26.5%	-20.4%	-31.9%	871	1,267	\$2,845.99	166
1234572	DAISY	60	98	\$415.80	22	-26.8%	-37.2%	-13.1%	-35.3%	82	156	\$478.36	34
1234589	BIG BIRD	100	181	\$1,353.50	60	-12.3%	-15.0%	-17.9%	-21.1%	114	213	\$1,649.21	76
Grand Total		2,531	4,216	\$15,957.10	860	-17.6%	-22.7%	-16.5%	-22.4%	3,073	5,456	\$19,120.16	1,108

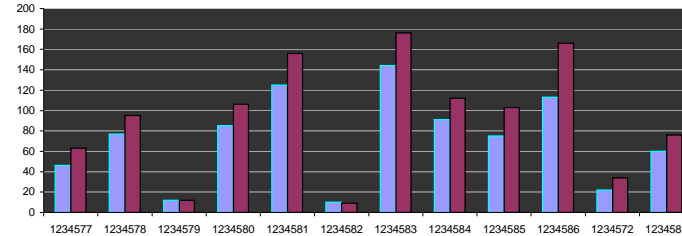
Sum of Inventory On Hand \$

■ October Sum of YTD Sales \$ ■ August Sum of YTD Sales \$



Count of Location ID

■ October Count of Location ID ■ August Count of Location ID



Lunchbox Non-Productive Inventory Report 10-13-08

Location ID	Location DESC	Item Number ID	Item Number DESC	YTD Sales \$	YTD Sales Units	Inventory On Hand \$	Inventory On Hand Units	Inventory On Order \$	Inventory On Order Units	Status
4	LOWE'S OF RAINIER, WA.	1234583	BUGS BUNNY	\$13.62	6	\$2.22	2	\$0.00	0	Non-Stocked During Reset - Re-issue buyback
8	LOWE'S OF COLUMBIA, MO.	1234586	GEORGE JETSON	\$34.45	10	\$21.80	26	\$0.00	0	Sell Through
9	LOWE'S OF BELLEFONTAINE, OH.	1234586	GEORGE JETSON	\$31.32	9	\$9.22	11	\$0.00	0	Sell Through
10	LOWE'S OF TUKWILA, WA.	1234580	TOM	\$0.00	0	\$76.20	30	\$0.00	0	Sell Through
10	LOWE'S OF TUKWILA, WA.	1234589	BIG BIRD	\$59.96	8	\$9.29	1	\$0.00	0	Sell Through
12	LOWE'S OF LAFAYETTE, IND.	1234586	GEORGE JETSON	\$9.57	10	\$0.84	1	\$0.00	0	Sell Through
15	LOWE'S OF LAYTON, UT.	1234568	MICKY MOUSE	\$9.96	4	\$23.16	6	\$0.00	0	Sell Through
15	LOWE'S OF LAYTON, UT.	1234589	BIG BIRD	\$0.50	1	\$18.12	2	\$0.00	0	Sell Through
18	LOWE'S OF COEUR D'ALENE, ID.	1234584	DAFFY DUCK	\$8.99	1	\$27.08	4	\$0.00	0	Sell Through
22	LOWE'S OF LEBANON, PA.	1234583	BUGS BUNNY	\$14.16	15	\$6.21	6	\$0.00	0	Non-Stocked During Reset - Re-issue buyback
22	LOWE'S OF LEBANON, PA.	1234586	GEORGE JETSON	\$3.48	1	\$8.90	11	\$0.00	0	Sell Through
24	LOWE'S OF FEDERAL WAY, WA.	1234589	BIG BIRD	-\$9.98	0	\$9.01	1	\$0.00	0	Sell Through
28	LOWE'S OF TEXAS CITY, TEX.	1234585	PLUTO	\$9.98	2	\$18.48	4	\$0.00	0	Sell Through
42	LOWE'S OF DAYTON-TROTWOOD, OH.	1234578	SYLVESTER	-\$63.96	-2	\$18.50	2	\$0.00	0	Sell Through
44	LOWE'S OF STEUBENVILLE, OH.	1234586	GEORGE JETSON	\$6.96	2	\$0.68	1	\$0.00	0	Sell Through
46	LOWE'S OF BENTON HARBOR, MICH.	1234579	ROAD RUNNER	-\$19.97	-1	\$7.19	1	\$0.00	0	RDC Change - Sell Through



Zero Sales Report

Zero Sales Reports are helpful for identifying stores that might not have any product out on the shelf to sell. Sometimes product can be in the system, but has actually been lost or stolen from the store, so it is not actually there to sell. These stores and items need to be identified so that product can be placed appropriately in the stores, thereby increasing sales.

Zero Sales During Last 12 Weeks By Item Summary

Item Number ID	Item Number DESC	November-08						September-08						
		Count of Locations with Zero Sales	Sum of Total Inventory	Sum of Total Cost	Count of Same Stores with Zero Sales from Previous Report	Count of Stocked Locations	% of Stocked Locations with Zero Sales	Count of Locations with Zero Sales	Sum of Total Inventory	Sum of Total Cost	Count of Stocked Locations	% of Stocked Locations with Zero Sales	Variance in Number of Stores	Variance in Total Inventory
1234568	Mickey	142	9,708	\$41,259	142	1121	12.7%	127	9,137	\$38,832	1112	11.4%	11.8%	6.2%
1234569	Donald	169	4,992	\$17,422	169	1120	15.1%	115	3,546	\$12,376	1111	10.4%	47.0%	40.8%
1234570	Pooh	31	175	\$611	31	160	19.4%	194	5,859	\$69,136	1113	17.4%	-84.0%	-97.0%
Total		342	14875	\$ 59,291.83	342	2401	14.2%	436	18542	\$ 120,343.99	3336	13.1%	-21.6%	-19.8%

Lunchbox Zero Sales Report

Week Ending August 25, 2008 to November 10, 2008

Assortment ID	Assortment DESC	Item Number ID	Item Number DESC	Location ID	Location DESC	Real Open Date	RDC	Sales Units	Yesterday Inventory On Hand Units	Yesterday Inventory On Order Units	Total Inventory	Cost	Total Cost	Same Stores with Zero Sales from Previous Report
12345	Lunch Box	1234568	Mickey	19	LOWE'S OF FREMONT, OH.	2/29/1996	990	-15	70	0	70	\$4.25	\$297.50	1
12345	Lunch Box	1234568	Mickey	52	LOWE'S OF DANVILLE, ILL.	1/21/1997	992	0	111	0	111	\$4.25	\$471.75	1
12345	Lunch Box	1234568	Mickey	63	LOWE'S OF MIDLAND, TEX.	4/11/1996	955	0	102	0	102	\$4.25	\$433.50	1
12345	Lunch Box	1234568	Mickey	71	LOWE'S OF GOSHEN, IND.	7/14/1994	990	0	91	0	91	\$4.25	\$386.75	1
12345	Lunch Box	1234568	Mickey	98	LOWE'S OF KATY, TEX.	1/14/1997	955	0	29	0	29	\$4.25	\$123.25	1
12345	Lunch Box	1234568	Mickey	102	LOWE'S OF AURORA, CO.	2/18/1999	965	0	23	0	23	\$4.25	\$97.75	1
12345	Lunch Box	1234568	Mickey	117	LOWE'S OF DUBUQUE, IA.	10/17/1996	990	-3	34	0	34	\$4.25	\$144.50	1
12345	Lunch Box	1234568	Mickey	124	LOWE'S OF MUSKOGEE, OKLA	2/15/1996	955	0	94	0	94	\$4.25	\$399.50	1
12345	Lunch Box	1234568	Mickey	174	LOWE'S OF TEXARKANA, TEX.	6/27/1996	955	0	92	0	92	\$4.25	\$391.00	1
12345	Lunch Box	1234568	Mickey	177	LOWE'S OF STATESBORO, GA	10/19/1995	1419	0	123	0	123	\$4.25	\$522.75	1
12345	Lunch Box	1234568	Mickey	205	LOWE'S OF ENID, OKLA.	1/25/1996	955	0	71	0	71	\$4.25	\$301.75	1

Excessive Inventory Report

Having too much inventory in the stores brings down turn rates and GMROI numbers. Sometimes by checking the inventory levels at store level we can find a few stores that are overstocked which is causing the item overall to show poor numbers. To clear up these inventory issues, we run the sales and inventory at store level, determine how fast the products are selling in the store and how much can be held on the shelves. By identifying the stores with the largest problems, research can begin into how these stores received the inventory. From that a resolution to the problem may be found and preventative measures put in place.

Item Number ID	Item Number DESC	Count of Stores with Excessive Inventory	Dec-08			Oct-08			Variance		
			Total Inventory in Excessive Stores	Count of Stocked Locations	% of Stocked Locations with Zero Sales	Count of Stores with Excessive Inventory	Total Inventory in Excessive Stores	Count of Stocked Locations	% of Stocked Locations with Zero Sales	Variance in Number of Stores	Variance in Total Inventory
6322	Fred Flintstone	1	39	1121	0.1%	6	54	1121	0.5%	-83.3%	-27.8%
26964	Donald Duck	3	91	1120	0.3%	15	106	1120	1.3%	-80.0%	-14.2%
29376	Pluto	1	48	160	0.6%	9	63	160	5.6%	-88.9%	-23.8%
45982	Prince Charming	3	157	1121	0.3%	46	172	1121	4.1%	-93.5%	-8.7%
56397	Goofy	1	30	1120	0.1%	1	45	1120	0.1%	0.0%	-33.3%
77445	G I Joe	4	183	160	2.5%	4	198	160	2.5%	0.0%	-7.6%
83111	Ariel	4	82	1121	0.4%	4	97	1121	0.4%	0.0%	-15.5%
83122	Sebastian	2	38	1120	0.2%	2	53	1120	0.2%	0.0%	-28.3%
83803	George Jetson	1	43	160	0.6%	2	58	160	1.3%	-50.0%	-25.9%
87235	Speed Racer	4	213	1121	0.4%	5	228	1121	0.4%	-20.0%	-6.6%
90754	Minnie Mouse	1	37	1120	0.1%	2	52	1120	0.2%	-50.0%	-28.8%
98765	Mickey Mouse	1	28	160	0.6%	2	43	160	1.3%	-50.0%	-34.9%
99444	Ninja Turtles	1	33	1121	0.1%	2	48	1121	0.2%	-50.0%	-31.3%
118876	Snow White	4	173	1120	0.4%	5	188	1120	0.4%	-20.0%	-8.0%
214376	Inspector Gadget	1	32	160	0.6%	2	47	160	1.3%	-50.0%	-31.9%
389645	Cinderella	2	73	1121	0.2%	3	88	1121	0.3%	-33.3%	-17.0%
Grand Total		34	1300	1120	3.0%	39	1315	1120	3.5%	-12.8%	-1.1%

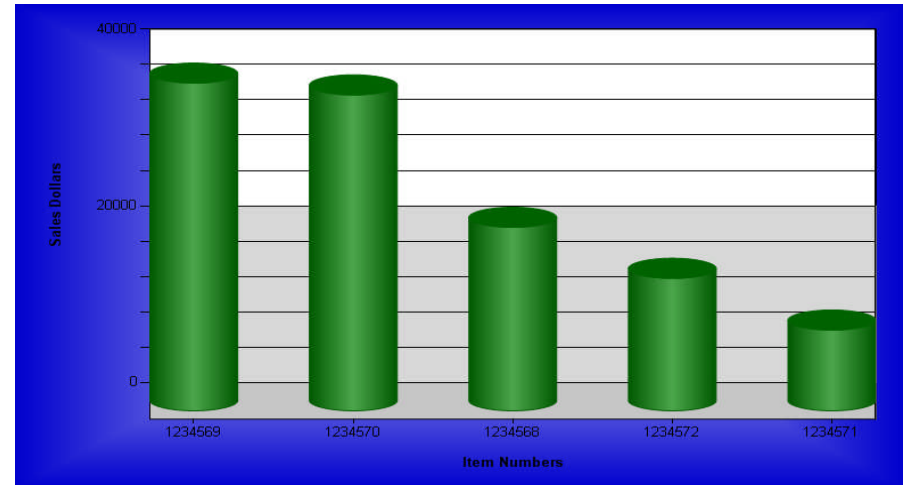
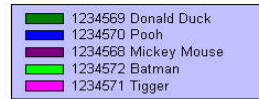
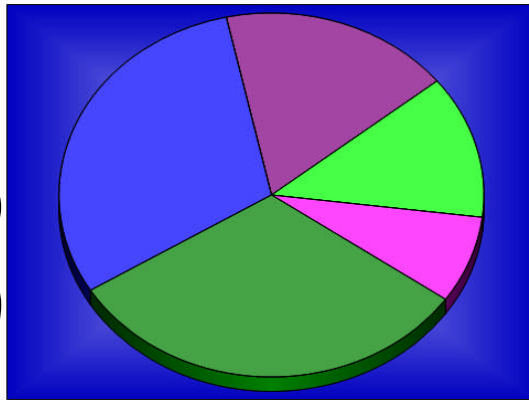
Item Number ID	Item Number DESC	Location ID	Location DESC	Sales Units	Yesterday Inventory On Hand Units	Yesterday Inventory On Order Units	Average Weekly Sales	Total Inventory	WOS	open date	case pack	Max Holding Capacity	Inventory Ovr 2xcasepk +max holding capacity	Comments
77445	G I Joe	655	LOWE'S OF W. ASHLEY, S. C.	2	77	0	0.17	77	462	10/19/1998	4	12	57	Received 11-13-08
87235	Speed Racer	741	LOWE'S OF PORT ORANGE, FL	3	79	0	0.25	79	316	10/4/1999	6	12	55	
45982	Prince Charming	1161	LOWE'S OF WATERFORD LAKE	9	67	0	0.75	67	89	10/31/2001	6	12	43	
87235	Speed Racer	358	LOWE'S OF SUMMERVILLE, S.	8	63	0	0.67	63	95	11/7/1985	6	12	39	
45982	Prince Charming	1167	LOWE'S OF OLYMPIA, WA	0	59	0	0.00	59	INFI	1/15/2003	6	12	35	
118876	Snow White	1506	LOWE'S OF ROCKLEDGE, FL	5	54	0	0.42	54	130	10/31/2001	4	12	34	
118876	Snow White	1836	LOWE'S OF W. SUMMERLIN, N	0	52	0	0.00	52	INFI	10/27/2004	4	12	32	
77445	G I Joe	498	LOWE'S OF CLARKSVILLE, TEN	2	48	0	0.17	48	288	9/1/1972	4	12	28	Received 11-13-08
29376	Pluto	1652	LOWE'S OF N. KISSIMMEE, FL	2	48	0	0.17	48	288	1/29/2003	6	12	24	
118876	Snow White	240	LOWE'S OF VERO BEACH, FLA	0	39	0	0.00	39	INFI	1/28/1997	4	12	19	
389645	Cinderella	457	LOWE'S OF FRANKLIN SQUARE	7	40	0	0.58	40	69	1/18/1990	6	12	16	
87235	Speed Racer	725	LOWE'S OF W. DAVIE, FLA.	5	37	0	0.42	37	89	4/24/2000	6	12	13	
90754	Minnie Mouse	1132	LOWE'S OF UNION CITY, CA	0	37	0	0.00	37	INFI	2/13/2002	6	12	13	
83803	George Jetson	1533	LOWE'S OF BLUFFTON, SC	0	43	0	0.00	43	INFI	5/15/2002	6	18	13	
83111	Ariel	2512	LOWE'S OF WASILLA, AK	0	24	0	0.00	24	INFI	12/12/2004	4	4	12	

Extreme Wedge Report

The Wedge Report is useful to show how each of your items rank for all of the Lowe's performance metrics. The wedge report contains the same data on many worksheets with a different sales metric ranked on each page. This enables the reader to see more easily, which items are top and bottom for each of the important sales metrics. This report is often useful during the line review process. Graphs included also help show item performance.

Item Number Id	Item Number Desc	Assortment Id	Assortment Desc	Retail Selling Price	Stocked Stores Weekly	Average Retail Sales\$/Store	Rank	Sales \$	Rank	Sales Units	Rank	Margin \$	Rank	Margin %	Rank	Average Inventory \$	Rank	Turn Rate	Rank	GMROI	Rank	Sales \$ Variance To LY Comp	Rank	Comp Sales \$	Rank
1234569	Donald Duck	123456	Lunchbox	\$ 13.97	1500	\$ 24.75	1	\$ 37,122.61	1	2,681	1	\$ 19,248.39	1	52%	4	\$ 167,169.00	1	1.39	3	149.68	5	-0.0268	3	\$ 35,044.94	1
1234570	Pooh	123456	Lunchbox	\$ 19.97	1499	\$ 23.87	2	\$ 35,782.42	2	1,816	3	\$ 17,530.98	2	49%	5	\$ 142,933.00	2	1.66	1	159.44	3	0.0649	1	\$ 33,479.11	2
1234568	Mickey Mouse	123456	Lunchbox	\$ 8.97	1500	\$ 13.86	3	\$ 20,788.08	3	2,335	2	\$ 11,861.31	3	57%	3	\$ 76,853.00	3	1.51	2	200.63	1	-0.218	4	\$ 19,458.31	3
1234572	Batman	123456	Lunchbox	\$ 13.96	1496	\$ 10.03	4	\$ 15,011.08	4	1,083	4	\$ 8,887.17	4	59%	2	\$ 62,196.00	4	1.28	4	185.75	2	0	2	\$ 13,955.06	4
1234571	Tigger	123456	Lunchbox	\$ 8.97	1496	\$ 6.11	5	\$ 9,144.38	5	1,024	5	\$ 5,795.79	5	63%	1	\$ 47,317.00	5	0.92	5	159.23	4	0	2	\$ 8,609.52	5

Item Number Id	Item Number Desc	Assortment Id	Assortment Desc	Average Selling Price	Stocked Stores Weekly	Sales \$	Rank
1234569	Donald Duck	123456	Lunchbox	\$ 13.97	1500	\$ 37,122.61	1
1234570	Pooh	123456	Lunchbox	\$ 19.97	1499	\$ 35,782.42	2
1234568	Mickey Mouse	123456	Lunchbox	\$ 8.97	1500	\$ 20,788.08	3
1234572	Batman	123456	Lunchbox	\$ 13.96	1496	\$ 15,011.08	4
1234571	Tigger	123456	Lunchbox	\$ 8.97	1496	\$ 9,144.38	5



VTS Confidential



Master Review Report

The "Master" report shows many sales metrics by item all included on the same report. It includes rankings of the items by sales dollars, sales units, and margin dollars and also provides all add comp store information. This report is most useful when trying to get a solid overview of your program such as during line review time. Lowe's merchandisers use similar reporting to evaluate their vendors.

Vendor Master Line Review All Metric Report
Sales YTD from 2-9-2008 through 11-28-2008

Product Group ID	Product Group DESC	Assortment ID	Assortment DESC	Item Number ID	Item Number DESC	Stocked Stores	Rank (Sales \$) Descending "Best Items First"	Sales \$	LY Sales \$	Sales \$ Variance to LY	Inventory \$ OH Previous DAY "Day on the report"	Sales \$ Comp	LY Sales \$ Comp	Sales \$ Variance to LY Comp	Rank (Sales Units) Descending "Best Items First"	Sales Units	LY Sales Units	Sales Units Variance to LY	Average Sales Units	Average Sales Unit Per Stk Store	Inventory OH Units as of Previous Day	Inventory OO Direct as of Previous Day	Rank (Comp Sales Units) Descending "Best Items First"
41798	School Necessities	25742	Back-Packs	10656	Smalls	1460	10	\$32	\$20,131	-99.85%	\$2,360	\$32	\$19,934	-99.85%	10	11	1308	-0.9916	11	0.0075	479	0	10
41798	School Necessities	25742	Back-Packs	22592	Benny	1461	6	\$15,643	\$15,866	-1.40%	\$96,737	\$14,339	\$15,677	-8.54%	7	833	843	-0.0119	833	0.5702	15,937	2,322	7
41798	School Necessities	25742	Back-Packs	30970	Babe Ruth	1462	5	\$27,113	\$29,735	-8.82%	\$54,469	\$14,065	\$14,449	-2.66%	3	5467	5998	-0.0885	5,467	3.7394	35,153	10,716	6
41798	School Necessities	25742	Back-Packs	32081	Ham Porter	1463	7	\$15,198	\$14,555	4.42%	\$31,260	\$25,271	\$27,693	-8.75%	6	1723	1646	0.0468	1,723	1.1777	14,853	3,738	4
41798	School Necessities	25742	Back-Packs	32450	Squints	1460	4	\$27,120	\$27,937	-2.93%	\$49,990	\$42,784	\$46,758	-8.50%	4	4795	4948	-0.0309	4,795	3.2842	30,142	8,760	1
41798	School Necessities	25742	Back-Packs	34974	Yeah-Yeah	1465	1	\$46,648	\$47,265	-1.31%	\$100,617	\$25,089	\$29,383	-14.62%	1	23748	24064	-0.0131	23,748	16.2102	126,182	45,336	3
41798	School Necessities	25742	Back-Packs	56129	The Beast	1460	3	\$33,930	\$33,222	2.13%	\$68,613	\$31,861	\$32,902	-3.16%	2	8576	8392	0.0219	8,576	5.8740	51,533	15,492	2
41798	School Necessities	25742	Back-Packs	194675	Captain Jack Sparrow	1460	2	\$34,996	\$38,877	-9.99%	\$116,772	\$32,838	\$38,359	-14.39%	5	3520	3915	-0.1009	3,520	2.4110	32,466	7,284	5
41798	School Necessities	258112	Binders	6832	Will Turner	1460	9	\$203	\$452	-55.03%	\$4,611	\$203	\$450	-54.83%	9	214	245	-0.1265	214	0.1466	6,188	0	9
41798	School Necessities	258112	Binders	39071	Elizabeth Swann	1460	8	\$405	\$1,863	-78.27%	\$2,664	\$391	\$1,844	-78.80%	8	241	810	-0.7025	241	0.1651	3,645	0	8
41798	School Necessities	25742	Back-Packs	Total				\$200,679	\$227,589	-11.82%	\$520,819	\$186,280	\$225,155	-20.87%		48,673	51,114	-4.78%	48,673		306,745	93,648	
41798	School Necessities	258112	Binders	Total				\$608	\$2,315	-73.73%	\$7,275	\$594	\$2,294	-285.99%		455	1,055	-56.87%	455		9,833	-	
41798	School Necessities	Total						\$201,288	\$229,903	-14.22%	\$528,094	\$186,874	\$227,449	-21.71%		49,128	52,169	-5.83%	49,128		316,578	93,648	

Product Group ID	Product Group DESC	Assortment ID	Assortment DESC	Item Number ID	Item Number DESC	Stocked Stores	Sales Units Comp	LY Sales Units Comp	Sales Units Variance to LY Comp	Turn Rate	LY Turn Rate	Average Inventory On Hand \$	LY Average Inventory On Hand \$	LY Average Inventory On Hand Units	Average Inventory On Hand Units	Average Inventory On Direct Order Units	Average Inventory On Req Units	Lost Sales Units	Service Level	Average Selling Price	LY Average Selling Price	Variance to AVERAGE	Rank (Margin \$)
41798	School Necessities	25742	Back-Packs	10656	Smalls	1460	11	1,295	-99.15%	1.13	4.36	\$2,469	\$75,946	15,648	502	-	-	0.00	100.00%	\$2.90	\$15.39	-81.15%	10
41798	School Necessities	25742	Back-Packs	22592	Benny	1461	763	833	-8.40%	2.67	4.29	\$98,513	\$61,323	10,262	16,234	1,896	1,440	4.80	99.43%	\$18.78	\$18.82	-0.22%	7
41798	School Necessities	25742	Back-Packs	30970	Babe Ruth	1462	1,595	1,634	-2.39%	8.05	7.96	\$54,958	\$60,551	39,557	35,361	9,624	6,480	15.10	99.73%	\$4.96	\$4.96	0.04%	5
41798	School Necessities	25742	Back-Packs	32081	Ham Porter	1463	4,467	4,905	-8.93%	5.91	4.85	\$32,054	\$36,842	17,843	15,224	2,802	2,172	22.60	98.71%	\$8.82	\$8.84	-0.24%	6
41798	School Necessities	25742	Back-Packs	32450	Squints	1460	21,778	23,803	-8.51%	8.16	4.43	\$50,960	\$95,617	58,261	30,653	7,812	5,220	30.60	99.37%	\$5.66	\$5.65	0.17%	4
41798	School Necessities	25742	Back-Packs	34974	Yeah-Yeah	1465	5,058	5,927	-14.66%	9.82	8.13	\$101,012	\$122,209	155,452	126,313	38,784	28,872	33.70	99.86%	\$1.96	\$1.96	0.01%	1
41798	School Necessities	25742	Back-Packs	56129	The Beast	1460	8,053	8,311	-3.10%	8.62	7.01	\$89,240	\$82,090	62,801	51,883	14,148	9,337	9.10	99.90%	\$3.96	\$3.96	-0.06%	2
41798	School Necessities	25742	Back-Packs	194675	Captain Jack Sparrow	1460	3,302	3,863	-14.52%	5.53	5.93	\$118,948	\$122,352	34,460	33,048	5,988	3,672	4.40	99.88%	\$9.94	\$9.93	0.12%	3
41798	School Necessities	258112	Binders	6832	Will Turner	1460	214	244	-12.30%	1.79	0.89	\$4,713	\$10,745	14,452	6,323	-	-	0.00	100.00%	\$9.95	\$1.84	-48.51%	9
41798	School Necessities	258112	Binders	39071	Elizabeth Swann	1460	223	801	-72.16%	3.28	3.58	\$2,790	\$8,659	11,859	3,816	-	-	0.00	100.00%	\$1.68	\$2.30	-26.95%	8
41798	School Necessities	25742	Back-Packs	Total			45,027	50,571	-10.96%	6.74	6.05	\$528,154	\$656,930	394,284	390,218	81,054	57,193	120.30	99.75%	\$4.12	\$4.45	-7.40%	
41798	School Necessities	258112	Binders	Total			437	1,045	-58.18%	2.34	2.09	\$7,593	\$19,403	26,311	10,139	-	-	100.00%	100.00%	\$1.34	\$2.19	-39.08%	
41798	School Necessities	Total					45,464	51,616	-11.92%	10.63	10.25	\$535,657	\$676,333	420,595	319,357	81,054	57,193	120.30	99.76%	\$4.10	\$4.41	-7.03%	

Product Group ID	Product Group DESC	Assortment ID	Assortment DESC	Item Number ID	Item Number DESC	Stocked Stores	Margin \$	Margin \$ LY	Margin Variance	Average Margin \$ per Stocking Store	Margin %	Margin % LY	Variance	ROI	ROI LY	Variance	ON HAND WOS	Master Carton Qty	Pallet Qty
41798	School Necessities	25742	Back-Packs	10656	Smalls	1460	(\$22)	\$13,764	-100.16%	-\$0.01	-68.14%	68.37%	-0.010%	(45.79)	942.39	-104.86%	31.93	12	394
41798	School Necessities	25742	Back-Packs	22592	Benny	1461	\$10,585	\$10,807	-2.05%	\$7.25	67.67%	68.11%	-0.658%	558.73	916.39	-39.03%	20.54	6	240
41798	School Necessities	25742	Back-Packs	30970	Babe Ruth	1462	\$18,605	\$20,466	-9.09%	\$12.73	68.62%	68.83%	-0.302%	1,760.34	1,757.58	0.16%	8.16	12	780
41798	School Necessities	25742	Back-Packs	32081	Ham Porter	1463	\$11,555	\$11,119	3.93%	\$7.90	76.03%	76.39%	-0.473%	1,874.59	1,569.32	19.45%	9.90	6	360
41798	School Necessities	25742	Back-Packs	32450	Squints	1460	\$19,123	\$19,791	-3.28%	\$13.10	70.51%	70.84%	-0.465%	1,951.30	1,076.33	81.29%	7.88	12	720
41798	School Necessities	25742	Back-Packs	34974	Yeah-Yeah	1465	\$27,572	\$28,158	-2.08%	\$18.82	59.11%	59.57%	-0.785%	1,419.39	1,198.12	18.47%	7.09	24	720
41798	School Necessities	25742	Back-Packs	56129	The Beast	1460	\$22,452	\$22,156	1.34%	\$15.38	66.17%	66.69%	-0.776%	1,686.17	1,403.45	20.14%	7.70	12	600
41798	School Necessities	25742	Back-Packs	194675	Captain Jack Sparrow	1460	\$22,346	\$24,925	-10.35%	\$15.31	63.85%	64.11%	-0.401%	976.89	1,059.30	-7.78%	10.44	12	624
41798	School Necessities	258112	Binders	6832	Will Turner	1460	\$41	\$268	-84.69%	\$0.03	20.19%	59.31%	-65.951%	45.30	129.73	-65.09%	44.52	12	5472
41798	School Necessities	258112	Binders	39071	Elizabeth Swann	1460	\$229	\$1,267	-81.93%	\$0.16	56.53%	68.00%	-16.865%	426.56	760.71	-43.93%	19.18	10	1200
41798	School Necessities	25742	Back-Packs	Total			\$132,217	\$151,185	-12.55%	\$40.82	54.92%	54.92%	-25.620%	10,181.62	9,922.88	2.61%			
41798	School Necessities	258112	Binders	Total			\$270	\$1,535	-82.41%	\$0.18	76.73%	127.31%	-39.733%	471.86	890.44	-47.01%			
41798	School Necessities	Total					\$91,763	\$96,564	-4.97%	\$26.60	45.59%	42.00%	8.537%	890.81	742.44	19.98%			

Confidential