



WHAT IF YOU COULD IMPROVE TURNS BY 1 WEEK?

1. Enter Last Year's Sales
2. Enter your Average Inventory for last year at Retail
3. Calculate your Turn Rate
(Line 1 divided by line 2)
4. Calculate your Weeks of Supply
(52 divided by line 3)
5. Subtract 1 week from line 4
6. Calculate your New Turn Rate
(52 divided by line 5)
7. Calculate your New Average Inventory
(Line 1 divided by Line 6)
8. Calculate your Inventory Reduction at Retail
(Line 2 minus line 7)
9. Calculate your Inventory Reductino at Cost
(Line 8 divided by 1-IMU)

SAMPLE	YOUR STORE
925,334	
440,635	
2.10	
24.76	
23.76	
2.19	
422,806	
17,829	
8,023	

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