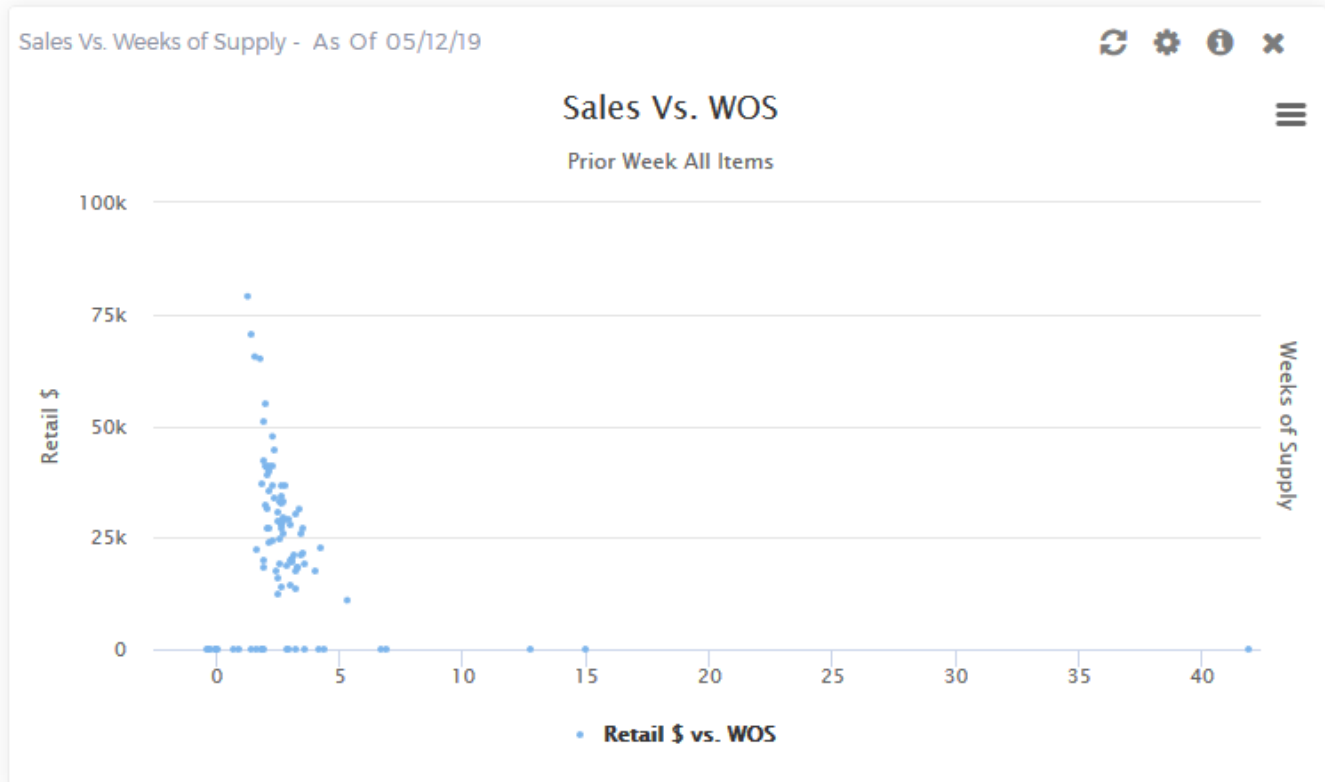


# Watching Your Weeks Of Supply (WOS)

Published 5/4/19 – With one of the largest Spring holidays over for Outdoors DIY its a good time to start taking a look at your inventory. One key metric to look at is Weeks of Supply (WOS) - which gives you a good metric to look at how long your inventory will last, but when used at an aggregated level its best to do some group analysis. To help in this - we've added a Store Sales Vs. Weeks of Supply insight. The insight panel allows you to select custom item groups, stores and all the other parameters you're used to using with other insight panels. Its intent is to give you a quick look at hundreds of stores to see where your outliers from a WOS standpoint so you can begin to address looming inventory issues. The insight allows you to view as a ScatterPlot graph - helpful for spotting outliers, but it also allows you to switch to tabular view easily by choosing the gear option.

The Scatterplot allows you to click/drag to select multiple stores (points) and create custom regions directly from the insight panel! When it comes to using this panel we suggest your create item groups consisting of "Core" items in your program and segment off any non-core items, then use these groups to evaluate your WOS for each. Because the core items will likely sell better and more steadily, its helpful to view their WOS apart from potentially slower selling items. Try it out today!



### Sales Vs. WOS

( Prior Week All Items )

Store#	Retail \$	Inventory \$ (Cost)	Weeks of Supply (WOS)
#1709 - BAY SHORE, NY	\$79,037	\$54,206	1.3
#1624 - GARDEN CITY, NY	\$70,584	\$46,458	1.4
#2233 - STONY BROOK, NY	\$65,063	\$44,181	1.7
#2612 - HICKSVILLE, NY	\$65,537	\$44,018	1.5
#2544 - DANBURY, CT	\$54,809	\$35,331	2
#2263 - WATERFORD, CT	\$50,821	\$34,697	1.9
#3159 - COMMACK, NY	\$47,667	\$31,435	2.3
#1618 - WEYMOUTH, MA	\$41,063	\$28,895	2.1
#1914 - DEDHAM, MA	\$41,167	\$28,633	2
#1889 - MILFORD, MA	\$44,732	\$28,607	2.4

Showing 1 to 10 of 131 entries

Previous 1 2 3 4 5 ... 14 Next

Day | WTD | Weekend | **Week** | MTD | FYTD | CYTD

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