

Formulas for Merchandising Math/Friendly Abbreviations

Gross Margin (GM)

- $\text{Net Sales(NM)} - \text{Cost of Goods Sold(COGS)} = \text{Gross Margin(GM)}$

Total Operating Expenses (TOE)

- $\text{Direct Expenses(DE)} + \text{Indirect Expenses(IE)} = \text{Total Operating Expenses(TOE)}$

Markup (MU)

- $\text{retail price} - \text{cost} = \text{markup}$

Markup % (MU%)

- $\text{Markup \% (MU\%)} = (\text{Retail Price(RC)} - \text{Cost(C)}) / \text{Retail Price(RP)}$

Stock to Sales Ratio (S2S)

- $\text{Stock to Sales Ratio(S2S)} = \text{Retail Stock(RS)} / \text{Sales Period (SP)}$

BOM Stock(BOMS)

- $\text{BOM Stock(BOMS)} = \text{Planned Sales(PS)} \times \text{Stock to Sales Ratio(S2S)}$

Mathematics Of Merchandising

L Reisser



Mathematics Of Merchandising:

Mathematics Of Merchandising Book Review: Unveiling the Power of Words

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