

Order Month	January	February	March	April	May	June	July	August	September	October	November	December
Merch. Analysis Ranges	45-60 Days	45 Days	75 Days	30 Days	45 days	45 days	45 days	70 Days	30 Days	30-45 days	52 days	70 days
Reasoning	60 days at start of the month, 45 days near end of the month. December is slow, Jan+Feb are busy	45 days. Jan is busy but you want to be light on stock heading into March so you can load up during EPE buy-in. Most reps will give you EPE prices early if they are not part of the group buy-in, this will allow you to order using the Jan. Feb, and March buy-ins	75 days - Load up for EPE, order your "top-ups" early so that staff are less stressed when pallets land for EPE. Top-ups land first, EPE lands a couple weeks later	30 days, mostly just restocking out-of-stock items post EPE	45 days (as long as it doesn't include EPE days in range) and heading into medium sales months. 30 days if it includes EPE	45 days (as long as it doesn't include EPE days in range) and heading into medium sales months.	45 days and heading into medium sales months. Don't order too heavy, slim down for EPE	70 days - Load up for EPE, order your "top-ups" early so that staff are less stressed when pallets land for EPE. Top-ups land first, EPE lands a couple weeks later	30 days, EPE will bump the numbers high enough leading into slower months	30 days including EPE, 45 days if EPE is not in range	52 days (as long as it doesn't include EPE days in range) and heading into slower months. 45 baseline+1 extra week for Black Friday sales	Month of Dec. is slow and ordering for busiest month of the year. (45 day baseline+50%)
Monthly Tips	January is a busy month. You want to be well-stocked during Q1 to get the most out of new customers, resolutions, high traffic months	February is busy but a short month, start slimming back to get ready for bigger EPE orders	Order Goals for EPE doorcrashers: order enough to last a couple months after EPE to recoupe profit selling full retail but bought at EPE discount. The following months are decently busy	The 3 EPE days are equivalent to almost 2 weeks of sales	Transfer products that are overstocked after EPE, order medium for summer months.	June is the most regular month to order	Start slimming back on stock to prep for EPE orders	Order Goals for EPE doorcrashers: order enough to last a couple months after EPE to recoupe profit selling full retail but bought at EPE discount. The following months are typically less busy until Black Friday Sales	The 3 EPE days are equivalent to almost 2 weeks of sales	Focus on transferring overstock left from EPE, order light until Black Friday week buy-ins open	Order light, December is very slow. Focus on loading up on Black Friday buy-ins	Ideally, place orders at the very start of the month so that they land 1-2 weeks before Christmas, and well stocked for Boxing week.
Tips for Ordering Yearround	BUY-IN'S ARE #1! Order enough when the products are off sale, you can gain extra profit dollars when the product sells at regular retail price	1 of Everything! Order all listed products, even if it is only 1, this lowers the chance of someone leaving your store because you did not have the item	Double Dip! Aim to double dip in buy-ins. Order to top-up on items on sale in the current flyer, and order up for the next flyer (when buy-in window opens)	Look to the Future! Look at the next buy-in and do not over-order items that will be available at a lower cost the next month	Move It! Transfer products (if possible) that are not moving quick enough. This should be done for all orders. Ex. 60 day range: Sold 4, on-hand 12. They will not ease up cashflow for 180 days (6 months). Risks expiry	Less, More Often Better to have shorter order date ranges and order more frequently than to load up and have your cash tied up in slow-moving products	0 On-Hand, Order More! If you are down to 0 on-hand, add at least 50% more. Ex. Sold 4, order 6					