

Top 20 Best-Selling Products

Product	Number of sales
Perfect Fitness Perfect Rip Deck	73698
Nike Men's Dri-FIT Victory Golf Polo	62956
O'Brien Men's Neoprene Life Vest	57803
Nike Men's Free 5.0+ Running Shoe	36680
Under Armour Girls' Toddler Spine Surge Runni	31735
Nike Men's CJ Elite 2 TD Football Cleat	22246
Field & Stream Sportsman 16 Gun Fire Safe	17325
Pelican Sunstream 100 Kayak	15500
Diamondback Women's Serene Classic Comfort Bi	13729
ENO Atlas Hammock Straps	998
Nike Men's Comfort 2 Slide	991
adidas Youth Germany Black/Red Away Match Soc	969
Team Golf St. Louis Cardinals Putter Grip	958
LIJA Women's Eyelet Sleeveless Golf Polo	946
Glove It Women's Imperial Golf Glove	941
adidas Men's F10 Messi TRX FG Soccer Cleat	939
Glove It Imperial Golf Towel	930
Glove It Women's Mod Oval 3-Zip Carry All Gol	930
Columbia Men's PFG Anchor Tough T-Shirt	928
Bridgestone e6 Straight Distance NFL Carolina	928
Total général	342130

Monthly Safety Stock for the Top 20 Best-Selling Products						
Product	Number of sales	Monthly Demand	Lead Time (days)	Higher Monthly Demand	Max Lead time (days)	Safety Stock
Perfect Fitness Perfect Rip Deck	73698	1964	3.51	2432	6	257
Nike Men's Dri-FIT Victory Golf Polo	62956	1677	3.48	2163	6	238
O'Brien Men's Neoprene Life Vest	57803	1540	3.50	1995	6	220
Nike Men's Free 5.0+ Running Shoe	36680	977	3.49	1371	6	160
Under Armour Girls' Toddler Spine Surge Runni	31735	846	3.49	1094	6	120
Nike Men's CJ Elite 2 TD Football Cleat	22246	593	3.50	726	6	76
Field & Stream Sportsman 16 Gun Fire Safe	17325	462	3.50	560	6	58
Pelican Sunstream 100 Kayak	15500	413	3.48	516	6	55
Diamondback Women's Serene Classic Comfort Bi	13729	366	3.50	450	6	47
ENO Atlas Hammock Straps	998	27	3.46	61	6	9
Nike Men's Comfort 2 Slide	991	26	3.54	65	6	10
adidas Youth Germany Black/Red Away Match Soc	969	26	3.44	56	6	8
Team Golf St. Louis Cardinals Putter Grip	958	26	3.58	61	6	9
LIJA Women's Eyelet Sleeveless Golf Polo	946	25	3.52	50	6	7
Glove It Women's Imperial Golf Glove	941	25	3.55	53	6	8
adidas Men's F10 Messi TRX FG Soccer Cleat	939	25	3.51	53	6	8
Glove It Imperial Golf Towel	930	25	3.49	54	6	8
Glove It Women's Mod Oval 3-Zip Carry All Gol	930	25	3.57	60	6	9
Columbia Men's PFG Anchor Tough T-Shirt	928	25	3.48	66	6	10
Bridgestone e6 Straight Distance NFL Carolina	928	25	3.61	58	6	9

EOQ Optimization – Top 20 High-Demand Products			
Order Processing Cost	Annual Holdli EOQ	Nombre de	
\$ 50.00	12.00	127.93	15.35
\$ 50.00	10.00	129.51	12.95
\$ 50.00	10.00	124.12	12.41
\$ 50.00	20.00	69.91	13.98
\$ 50.00	8.00	102.82	8.22
\$ 50.00	26.00	47.75	12.41
\$ 50.00	80.00	24.02	19.22
\$ 50.00	40.00	32.13	12.85
\$ 50.00	60.00	24.69	14.81
\$ 50.00	6.00	21.05	1.26
\$ 50.00	9.00	17.13	1.54
\$ 50.00	14.00	13.58	1.90
\$ 50.00	5.00	22.60	1.13
\$ 50.00	13.00	13.92	1.81
\$ 50.00	4.00	25.04	1.00
\$ 50.00	12.00	14.44	1.73
\$ 50.00	3.20	27.84	0.89
\$ 50.00	4.40	23.74	1.04
\$ 50.00	6.00	20.30	1.22
\$ 50.00	6.40	19.66	1.26

Estimated Annual Costs per Product	
Total costs	
	2136.13
	1785.73
	1759.40
	2977.31
	1322.42
	3584.83
	10082.31
	5194.24
	7578.96
	743.68
	1107.45
	1681.43
	631.32
	1575.28
	508.25
	1456.05
	408.70
	557.23
	743.48
	800.73
\$	46,634.94

Top 20 Product Sales Performance Over Time

Number of Units Sold per Product																
Product	2015				Total 2015	2016				Total 2016	2017				Total 2017	Grand Total
	Quarter 1	Quarter 2	Quarter 3	Quarter 4		Quarter 1	Quarter 2	Quarter 3	Quarter 4		Quarter 1	Quarter 2	Quarter 3	Quarter 4		
Perfect Fitness Perfect Rip Deck	6750	6549	6862	6594	26755	6636	6838	6763	6899	27136	6621	6376	6690	120	19807	73698
Nike Men's Dri-FIT Victory Golf Polo	5668	5606	5958	5608	22840	5631	5601	5910	5717	22859	5966	5451	5762	78	17257	62956
O'Brien Men's Neoprene Life Vest	5406	5178	5194	5448	21226	5279	5003	5151	5614	21047	5255	5163	5044	68	15530	57803
Nike Men's Free 5.0+ Running Shoe	3204	3630	3294	3448	13576	3246	3094	3288	3354	12982	3491	3168	3399	64	10122	36680
Under Armour Girls' Toddler Spine Surge Runni	3048	2840	2913	2960	11761	2737	2826	2867	2805	11235	2816	2935	2963	25	8739	31735
Nike Men's CJ Elite 2 TD Football Cleat	1880	1963	2030	2059	7932	1993	2032	2096	2067	8188	1968	2079	2047	32	6126	22246
Field & Stream Sportsman 16 Gun Fire Safe	1509	1577	1532	1623	6241	1599	1575	1565	1594	6333	1500	1575	1659	17	4751	17325
Pelican Sunstream 100 Kayak	1384	1444	1396	1446	5670	1335	1356	1447	1411	5549	1370	1427	1459	25	4281	15500
Diamondback Women's Serene Classic Comfort Bi	1212	1220	1255	1247	4934	1232	1231	1222	1243	4928	1297	1297	1258	15	3867	13729
ENO Atlas Hammock Straps	121	79	136	95	431	103	94	126	98	421	92	54			146	998
Nike Men's Comfort 2 Slide	119	70	127	99	415	92	133	107	100	432	121	23			144	991
adidas Youth Germany Black/Red Away Match Soc	118	111	80	126	435	120	80	108	103	411	85	38			123	969
Team Golf St. Louis Cardinals Putter Grip	73	106	89	107	375	105	120	108	143	476	92	15			107	958
LJJA Women's Eyelet Sleeveless Golf Polo	130	111	102	101	444	78	133	93	81	385	90	27			117	946
Glove It Women's Imperial Golf Glove	118	121	113	98	450	117	52	98	110	377	92	22			114	941
adidas Men's F10 Messi TRX FG Soccer Cleat	130	99	101	76	406	95	105	118	94	412	85	36			121	939
Glove It Imperial Golf Towel	111	73	102	124	410	101	83	146	112	442	47	31			78	930
Glove It Women's Mod Oval 3-Zip Carry All Gol	133	113	64	74	384	116	97	118	81	412	101	33			134	930
Columbia Men's PFG Anchor Tough T-Shirt	80	93	120	100	393	77	129	69	131	406	105	24			129	928
Bridgestone e6 Straight Distance NFL Carolina	107	112	134	95	448	71	107	94	128	400	70	10			80	928
Grand Total	31301	31095	31602	31528	125526	30763	30689	31494	31885	124831	31264	29784	30281	444	91773	342130

Top 20 Product Sales Performance Over Time

Somme de Order Item Quantity	2015												2016												2017												Grand Total
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	
Product																																					
Perfect Fitness Perfect Rip Deck	2390	2005	2355	2187	2220	2142	2274	2411	2177	2171	2205	2218	2188	2047	2401	2225	2432	2181	2228	2311	2224	2278	2260	2361	2270	2136	2215	2224	2218	1934	2305	2313	2072	120		73698	
Nike Men's Dri-FIT Victory Golf Polo	1857	1807	2004	1938	1926	1742	2163	1920	1875	1962	1773	1873	2069	1715	1847	1797	1923	1881	1969	2082	1859	2011	1847	1859	1974	1956	2036	1702	1860	1889	1867	1926	1969	78		62956	
O'Brien Men's Neoprene Life Vest	1892	1589	1925	1765	1712	1701	1835	1566	1793	1803	1789	1856	1830	1780	1669	1648	1770	1585	1805	1605	1741	1995	1759	1860	1771	1764	1720	1836	1775	1552	1736	1699	1609	68		57803	
Nike Men's Free 5.0+ Running Shoe	1138	946	1120	1021	1371	1238	1073	1117	1104	1235	1075	1138	1172	1007	1067	1098	948	1048	1120	1146	1022	1006	1183	1165	1209	1232	1050	1086	1083	999	1148	1154	1097	64		36680	
Under Armour Girls' Toddler Spine Surge Runni	1036	918	1094	905	1004	931	958	955	1000	950	1011	999	942	866	929	1000	931	895	901	1007	959	973	901	931	1053	771	992	1014	1015	906	1054	917	992	25		31735	
Nike Men's CJ Elite 2 TD Football Cleat	620	642	618	653	644	666	664	688	678	677	661	721	683	635	675	683	677	672	687	725	684	725	656	686	663	579	726	664	740	675	707	678	662	32		22246	
Field & Stream Sportsman 16 Gun Fire Safe	542	442	525	523	516	538	515	509	508	524	539	560	553	518	528	527	502	546	523	534	508	509	560	525	503	481	516	517	534	524	545	548	566	17		17325	
Pelican Sunstream 100 Kayak	471	433	480	489	495	460	472	488	436	484	464	498	454	428	453	429	516	411	515	459	473	490	475	446	432	443	495	481	485	461	471	516	472	25		15500	
Diamondback Women's Serene Classic Comfort Bi	415	392	405	417	392	411	412	407	436	428	430	389	416	383	433	384	426	421	418	419	385	422	426	395	425	422	450	436	451	410	431	391	436	15		13729	
ENO Atlas Hammock Straps	48	39	34	24	29	26	38	61	37	22	46	27	31	40	32	42	18	34	33	33	60	26	40	32	31	24	37	54								998	
Nike Men's Comfort 2 Slide	44	28	47	24	20	26	48	41	38	26	37	36	28	27	37	65	30	38	40	27	40	25	32	43	48	43	30	23								991	
adidas Youth Germany Black/Red Away Match Soc	47	32	39	40	30	41	24	21	35	45	29	52	21	56	43	33	18	29	39	26	43	38	31	34	18	31	36	38								969	
Team Golf St. Louis Cardinals Putter Grip	31	23	19	28	44	34	33	18	38	32	33	42	36	37	32	50	40	30	37	20	51	36	46	61	34	46	12	15								958	
LIJA Women's Eyelet Sleeveless Golf Polo	42	46	42	13	50	48	36	35	31	32	29	40	18	36	24	50	45	38	32	27	34	27	8	46	27	43	20	27								946	
Glove It Women's Imperial Golf Glove	27	38	53	45	50	26	30	45	38	14	31	53	42	53	22	12	20	20	35	29	34	26	37	47	40	32	20	22								941	
adidas Men's F10 Messi TRX FG Soccer Cleat	50	27	53	34	32	33	40	21	40	31	8	37	19	36	40	40	45	20	53	20	45	33	25	36	32	17	36	36								939	
Glove It Imperial Golf Towel	31	28	52	31	24	18	40	44	18	51	43	30	31	35	35	41	31	11	53	54	39	42	39	31	10	21	16	31								930	
Glove It Women's Mod Oval 3-Zip Carry All Gol	60	26	47	32	39	42	26	26	12	23	34	17	39	20	57	39	25	33	52	15	51	19	30	32	47	17	37	33								930	
Columbia Men's PFG Anchor Tough T-Shirt	32	19	29	41	31	21	20	66	34	36	36	28	13	27	37	43	39	47	28	29	12	37	54	40	30	32	43	24								928	
Bridgestone e6 Straight Distance NFL Carolina	56	30	21	47	23	42	46	53	35	37	23	35	17	20	34	36	39	32	28	30	36	58	44	26	19	19	32	10								928	
Grand Total	10829	9510	10962	10257	10652	10186	10747	10492	10363	10583	10296	10649	10602	9766	10395	10242	10475	9972	10596	10598	10300	10776	10453	10656	10636	10109	10519	10273	10161	9350	10264	10142	9875	444		342130	