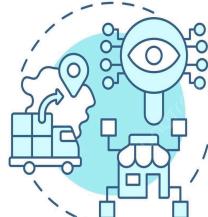


# Overview

Good Morning! Here's the report! I refreshed at 4/17/2025 09:00:35 AM.



SUPPLY CHAIN  
MANAGEMENT

Month

August

Total Sales

\$4,572K

vs Prior Month ↑ 13%

Total Units Sold

156,700

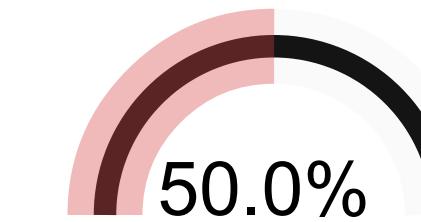
vs Prior Month ↑ 14%

Avg. Supplier Lead Time

7.2

vs Prior Month ↓ -1.6%

Avg. Stock Availability



Avg. Supplier Defect Rate

1.7%

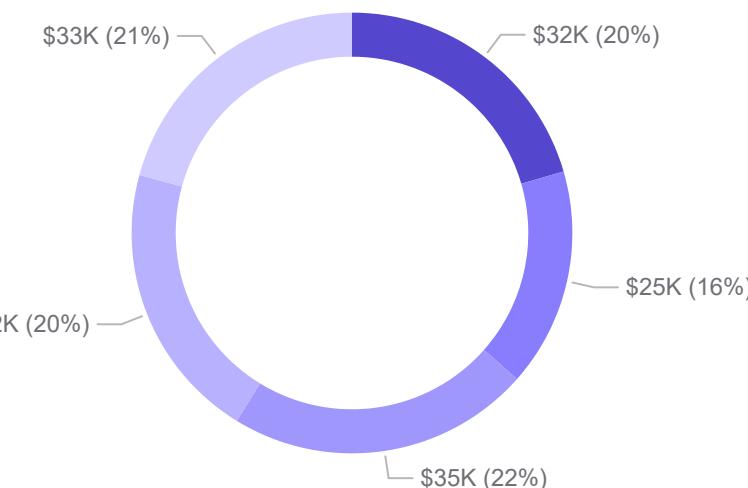
On-Time Shipping

68.9%

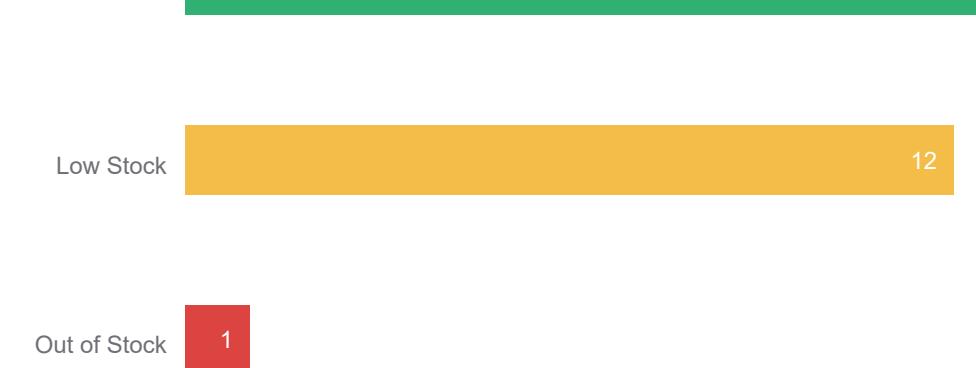
Units Sold by Product Type

Units Sold

- Cleanser
- Moisturizer
- Serum
- Sunscreen
- Toner



SKU Stock Availability by Status

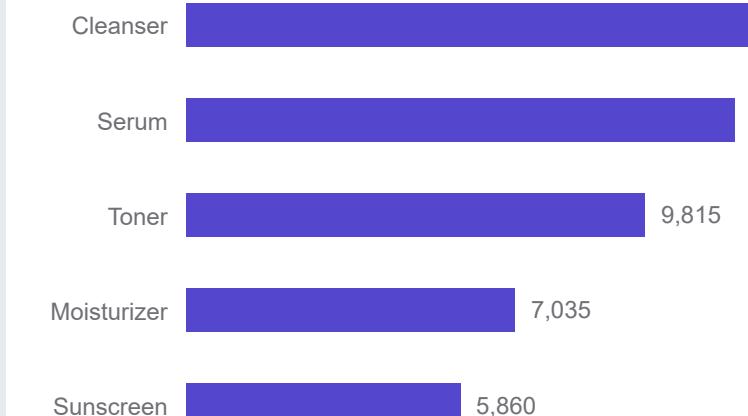


Demand Coverage by Product Type



Product Performance by Stock Levels

Stock Levels



Suppliers Performance by Supplier Lead Time

Supplier Lead Time



Shippers Performance by Shipping Time

Shipping Time



Overview

Inventory

Sales & Cost

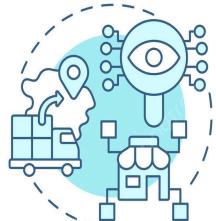
Suppliers

Shipping

Territory

Product Details

# Inventory

SUPPLY CHAIN  
MANAGEMENT

Month

August

Overview

Inventory

Sales &amp; Cost

Suppliers

Shipping

Territory

Product Details

## Current Stock Levels

**51,245**vs Prior Month **-0.6% ↓**

## Stockout Rate

**3.8%**vs Prior Month **-3.8% ↓**

## Inventory Turnover Ratio

**23.9**vs Prior Month **13.2% ↑**

## Days Inventory On Hand

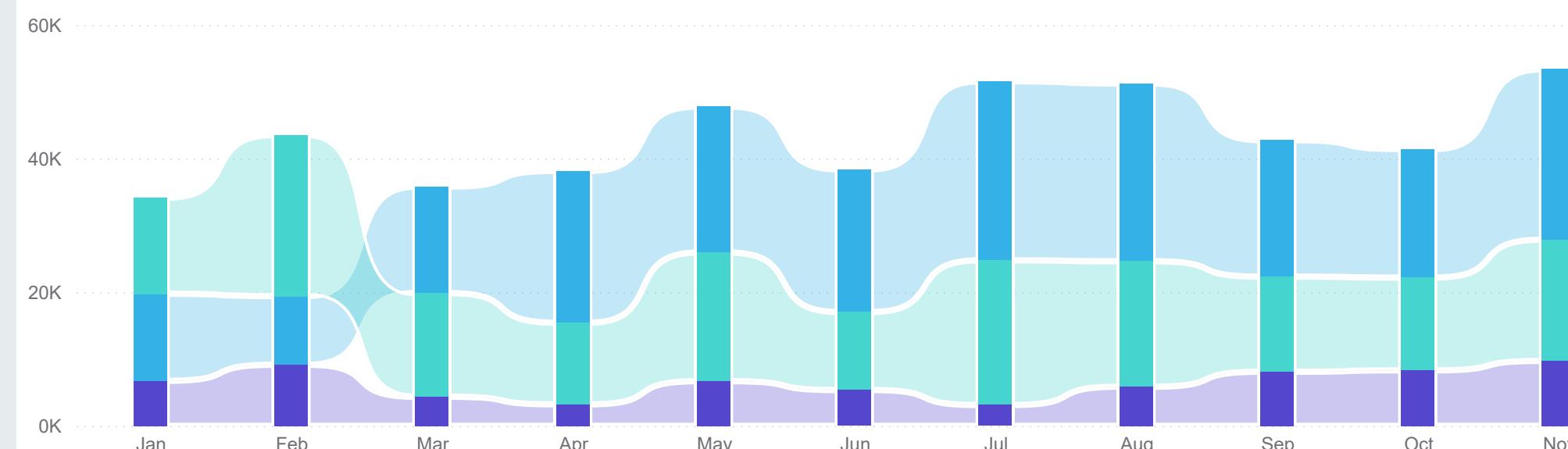
**1.26**vs Prior Month **-11.6% ↓**

## Inventory Value

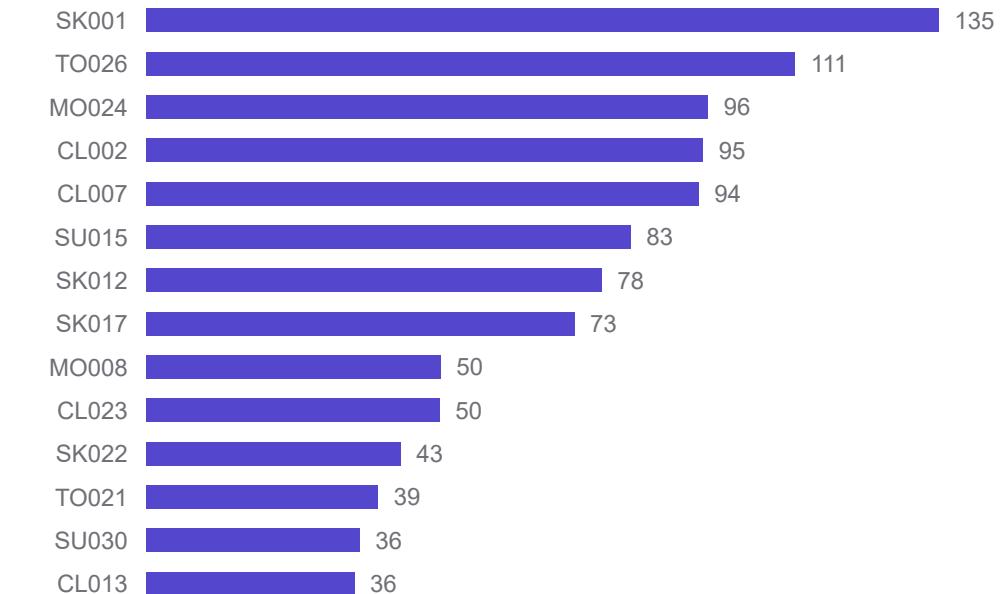
**\$1,431K**vs Prior Month **-3.6% ↓**

## Stock Levels by Product Group

● Cleansing ● Hydrating ● Sunscreen



## Days on Inventory on Hand



## Low Stock and Out of Stock SKUs

Product Type	SKU	Stock Levels
Cleanser	CL007	4,600
	CL023	3,595
	CL002	3,565
	CL013	1,975
	CL057	1,855
	CL028	1,205
Serum	SK001	4,660
	SK017	2,615
	SK012	1,920
	SK022	1,755
	SK027	415
Toner	SK051	375
	TO026	5,120
	TO060	2,030
	Total	51,245

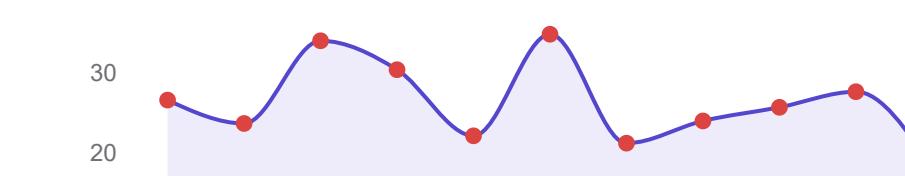
## Inventory Details

SKU	Product Type	Stock Levels	Inventory Turnover Ratio	Days Inventory On Hand	Inventory Value
MO024	Moisturizer	3,340	0.3	95.78	\$148,630
SK001	Serum	4,660	0.2	135.11	\$144,413
MO008	Moisturizer	2,080	0.6	50.21	\$114,400
CL007	Cleanser	4,600	0.3	94.19	\$95,450
SK017	Serum	2,615	0.4	73.00	\$91,499
CL002	Cleanser	3,565	0.3	94.93	\$89,125
SU015	Sunscreen	3,120	0.4	82.59	\$84,209
TO026	Toner	5,120	0.3	110.61	\$80,640
CL023	Cleanser	3,595	0.6	50.04	\$79,090
MO019	Moisturizer	1,095	2.0	15.07	\$62,404
SK012	Serum	1,920	0.4	77.66	\$62,400
Total		51,245	23.9	1.26	\$1,431,286

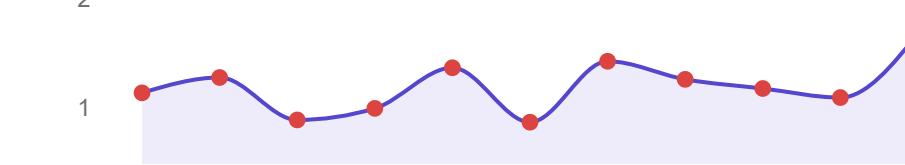
## Stock Levels

**51,245**

## Inventory Ratio

**23.9**

## DOH

**1.26**

# Sales and Costs



SUPPLY CHAIN  
MANAGEMENT

Month

August

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**Sales & Cost**

Suppliers

Shipping

Territory

Product Details

Profit Margin

71.2%

vs Prior Month ↑ 1%

Total Sales

\$4,572K

vs Prior Month ↑ 13%

COGS

\$1,315K

vs Prior Month ↑ 9.1%

Total Gross Profit

\$3,258K

vs Prior Month ↑ 14.7%

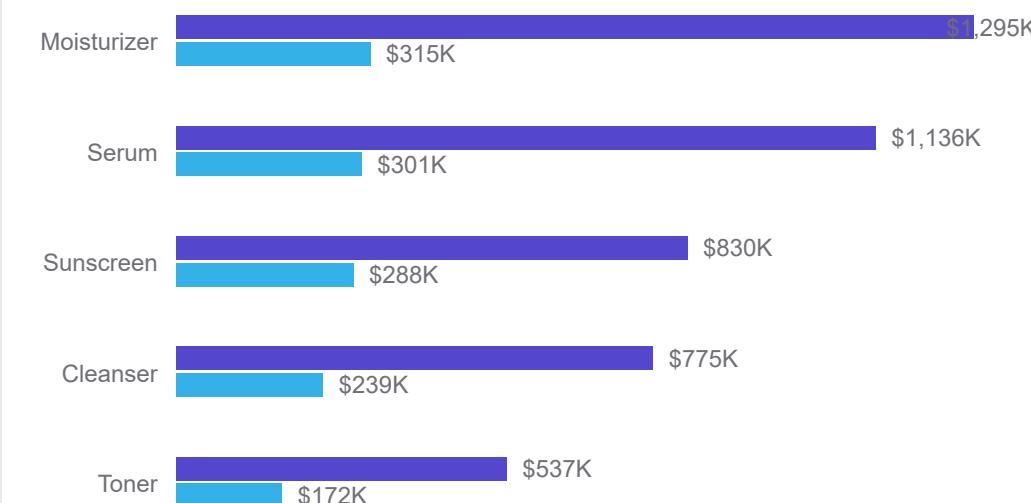
Average Order Value

\$11K

vs Prior Month ↑ 27.6%

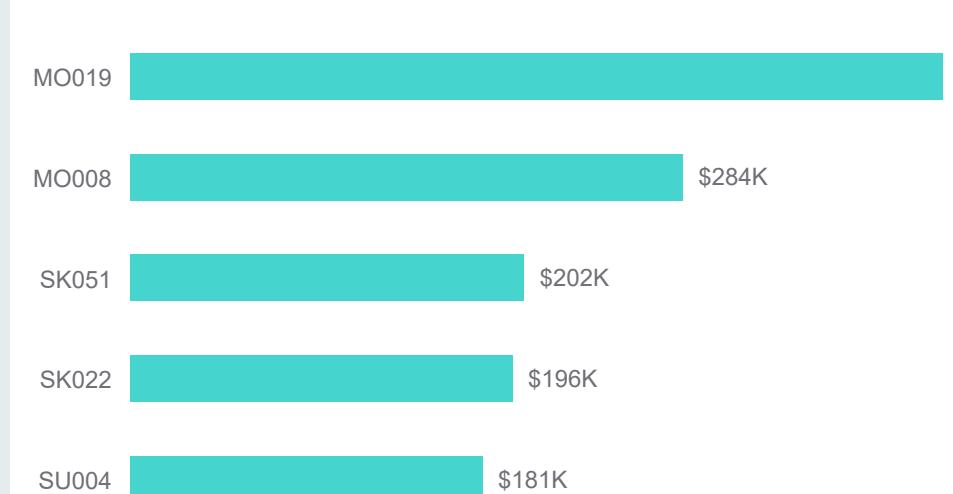
Sales vs COGS by Product Type

● Sales ● COGS



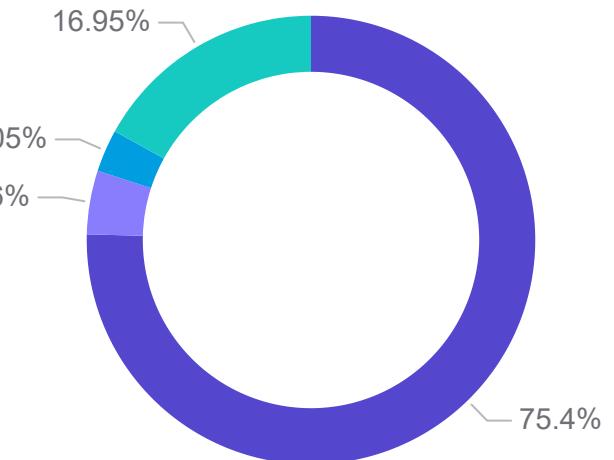
Top SKUs by Profitability

Gross Profit



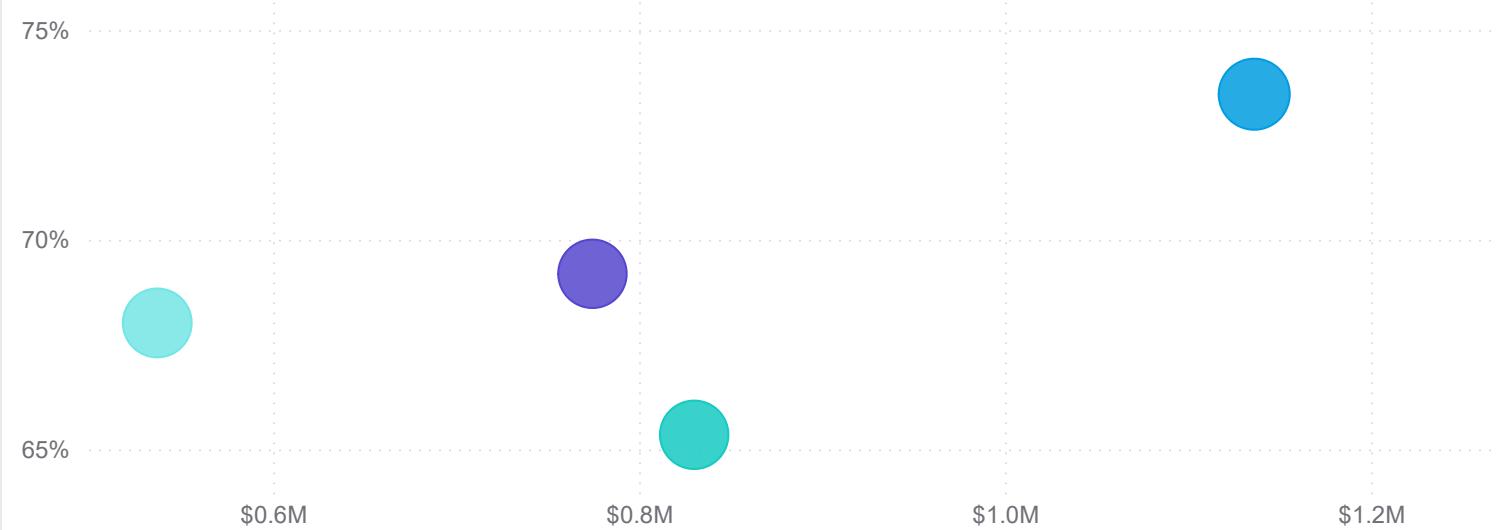
Total Cost Breakdown

● Manufacturing  
● Transportation  
● Storage  
● Shipping



Sales vs Profit Margin (%)

● Cleanser ● Moisturizer ● Serum ● Sunscreen ● Toner

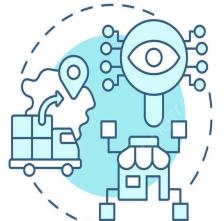


Total Cost Breakdown by Product Type

Product Type ▼ Manufacturing Transportation Storage Shipping

Product Type	Manufacturing	Transportation	Storage	Shipping
Sunscreen	\$291,000	\$13,200	\$8,700	\$55,970
Cleanser	\$271,275	\$18,400	\$10,140	\$57,276
Serum	\$268,947	\$18,400	\$6,080	\$79,898
Moisturizer	\$247,380	\$15,600	\$17,200	\$39,352
Toner	\$121,380	\$7,600	\$6,500	\$37,210
<b>Total</b>	<b>\$1,199,982</b>	<b>\$73,200</b>	<b>\$48,620</b>	<b>\$269,706</b>

# Suppliers

SUPPLY CHAIN  
MANAGEMENT

Month  
August

Overview

Inventory

Sales &amp; Cost

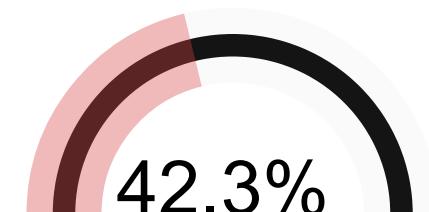
Suppliers

Shipping

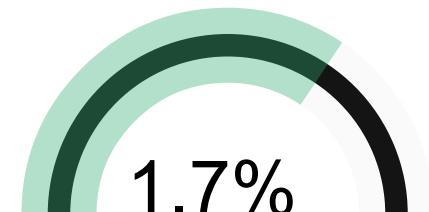
Territory

Product Details

Avg. On-Time Delivery Rate



Avg. Supplier Defect Rate



Avg. Supplier Lead Time

7.2

vs Prior Month -1.6%

Total Manufacturing Cost

\$1,200K

vs Prior Month -2% ↓

Cost Impact of Defective Items

\$23K

vs Prior Month 6.2% ↑

Supplier Performance

Supplier	On-Time Delivery	Defect Rate (%)	Lead Time	Cost of Defects
Botanicals	<div style="width: 70%; background-color: #6A5ACD2;"></div>	2.0%	7.1	\$6,933
Clear Beauty	<div style="width: 75%; background-color: #6A5ACD2;"></div>	1.5%	7.0	\$1,727
Glow Essentials	<div style="width: 78%; background-color: #6A5ACD2;"></div>	2.0%	6.0	\$3,181
Organic Labs	<div style="width: 72%; background-color: #6A5ACD2;"></div>	1.3%	8.0	\$4,942
SkinSun	<div style="width: 73%; background-color: #6A5ACD2;"></div>	1.8%	7.3	\$6,585

On-Time Delivery

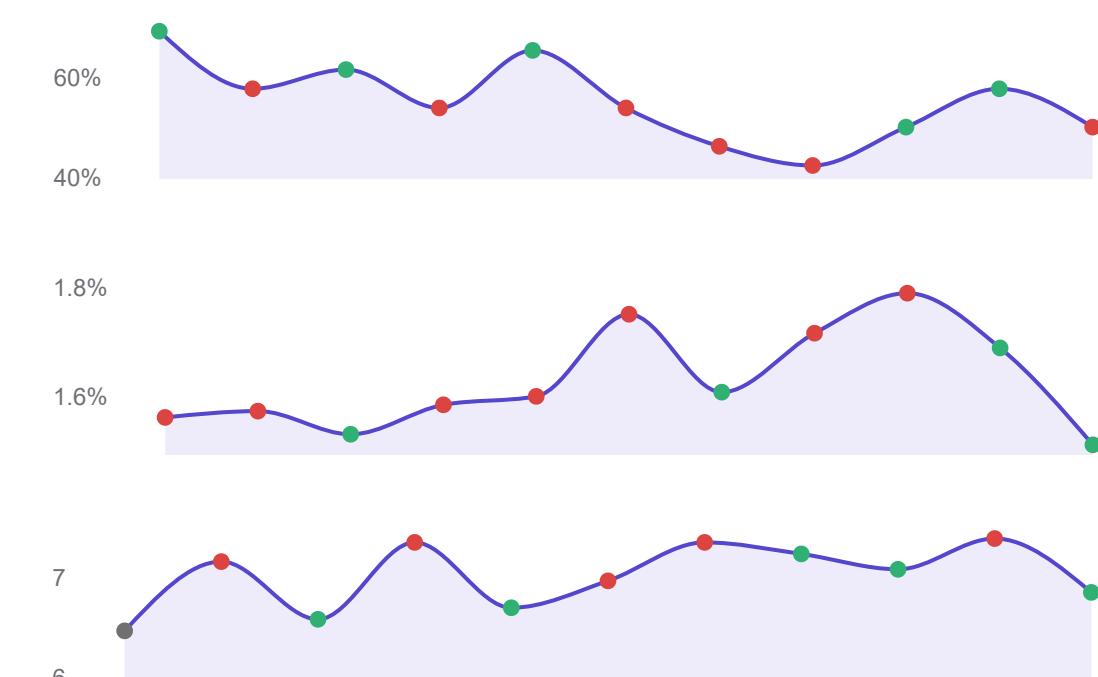
42%

Defect Rate

1.7%

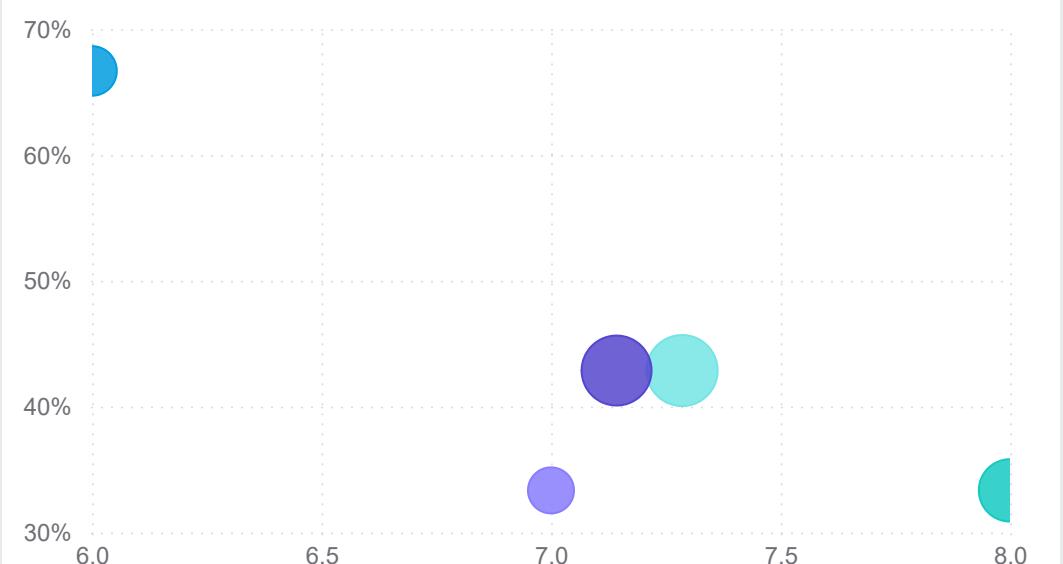
Lead Time

7.2

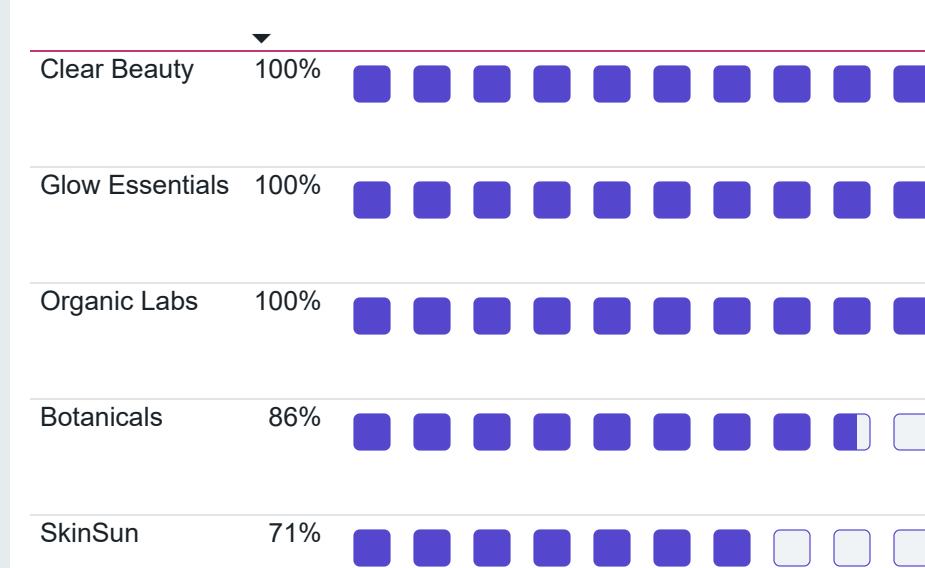


Supplier Lead Time vs On-Time Delivery

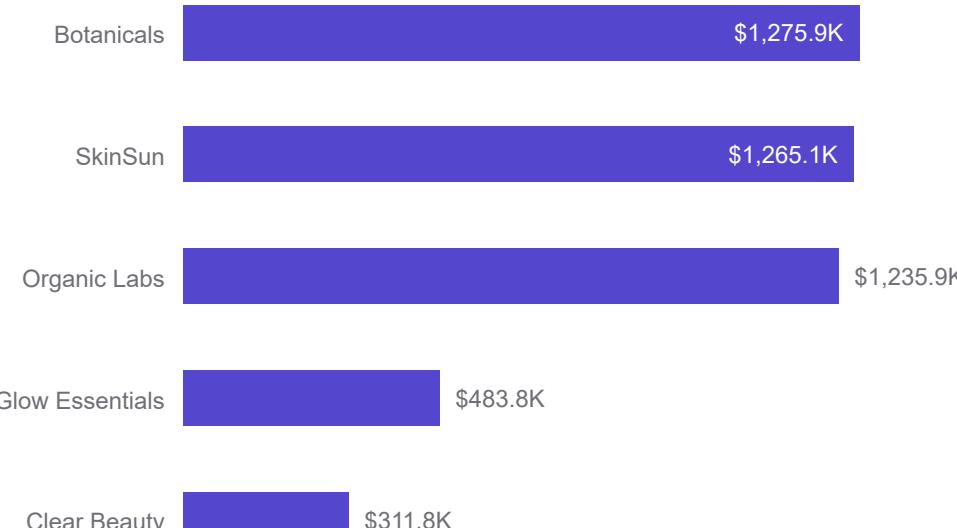
● Botanicals ● Clear Beauty ● Glow Essentials ● Organic Labs ● SkinSun



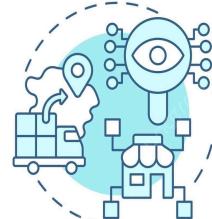
Supplier Compliance by Inspection Results



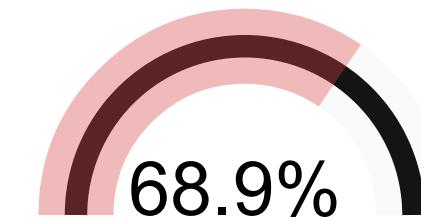
Revenue Contribution by Supplier



# Shipping

SUPPLY CHAIN  
MANAGEMENTMonth  
August

On-Time Shipping



Avg. Shipping Cost per Order

\$659.4

vs Prior Month ↑ 22.6%

Shipping Volume

409

vs Prior Month ↓ -11.5%

Avg. Shipping Time

3.7

vs Prior Month ↑ 5.6%

Shipping Cost as % of Sales

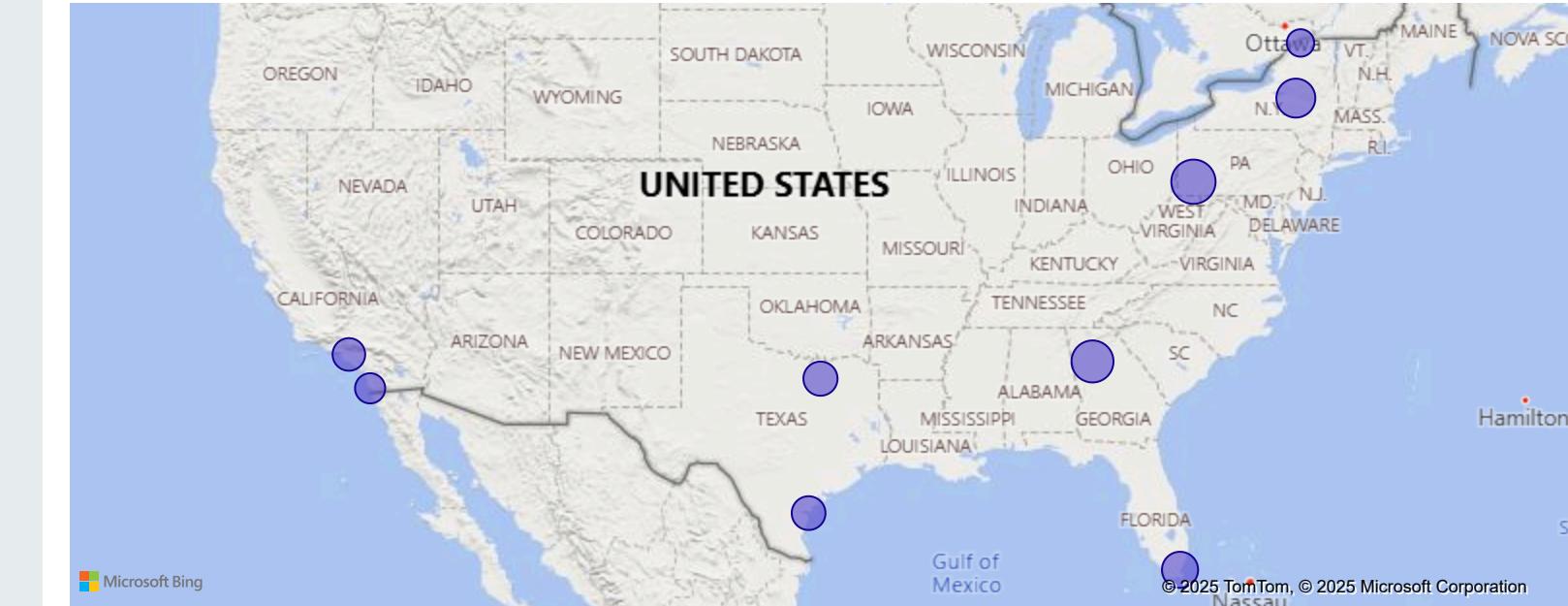
5.9%

vs Prior Month ↓ -0.2

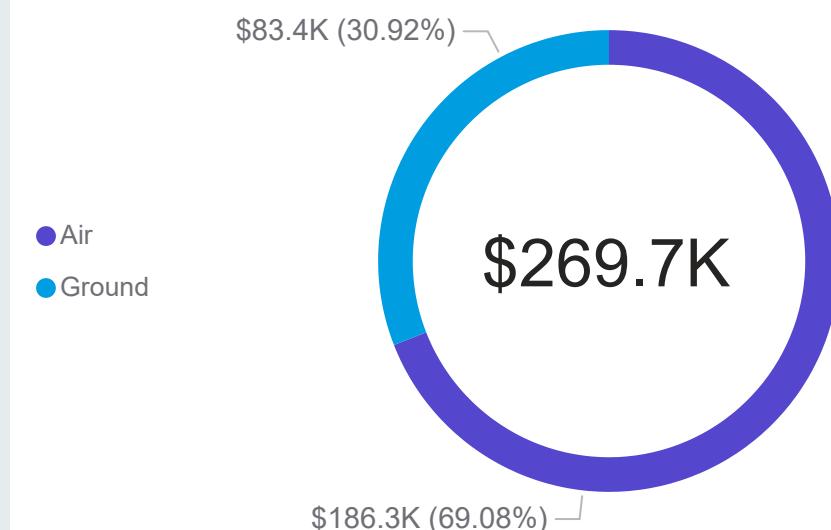
## Supplier Performance

Carrier	On-Time Delivery Rate	Avg. Shipping Time	Shipping Cost per Order	Delayed Shipments
UPS	<div style="width: 40%; background-color: #6f8fb7; height: 10px;"></div>	4.0	\$700.0	80
DHL	<div style="width: 60%; background-color: #6f8fb7; height: 10px;"></div>	3.2	\$699.7	
USPS	<div style="width: 35%; background-color: #6f8fb7; height: 10px;"></div>	4.5	\$688.2	29
FedEx	<div style="width: 55%; background-color: #6f8fb7; height: 10px;"></div>	3.5	\$635.8	18
Amazon	<div style="width: 70%; background-color: #6f8fb7; height: 10px;"></div>	2.7	\$488.6	

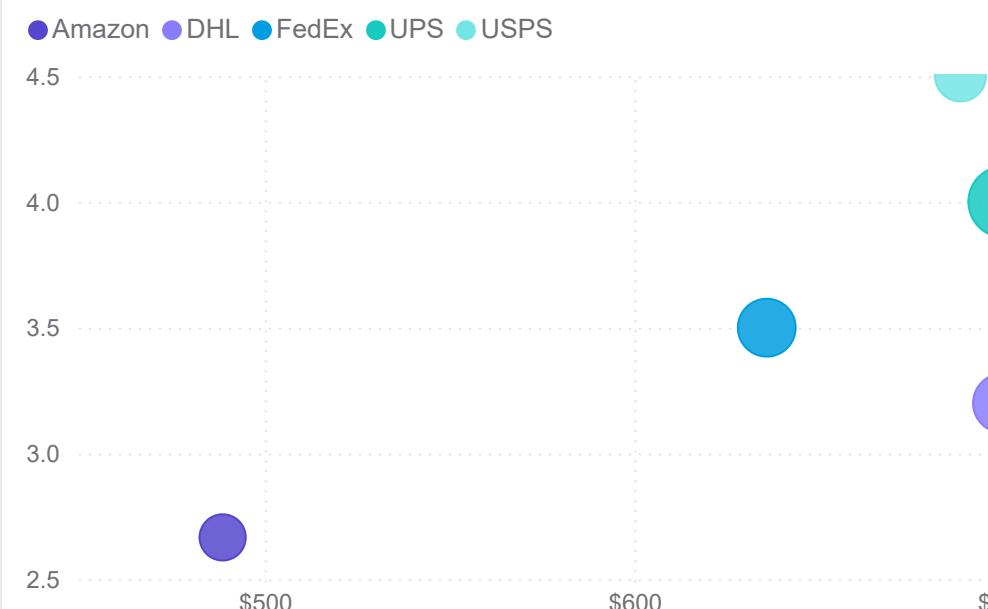
## Shipping Times by Geographic Routes



## Shipping Cost by Transportation Mode



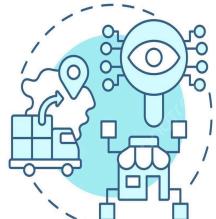
## Average Shipping Cost vs Shipping Time by Carrier



## Top Costly Shipping Routes

Route	Modes	Avg. Cost	On-Time Delivery
New York >> Louisville	Air	\$864.0	100%
Los Angeles >> New York	Air	\$826.6	60%
Atlanta >> Charlotte	Ground	\$702.4	33%
Chicago >> Miami	Air	\$694.2	60%
Memphis >> Atlanta	Air	\$687.0	0%

# Territory



SUPPLY CHAIN  
MANAGEMENT

Month

August

Total Units Sold

**156,700**

vs Prior Month ↑ 14%

Total Sales

**\$4,572K**

vs Prior Month ↑ 13%

Profit Margin

**71.2%**

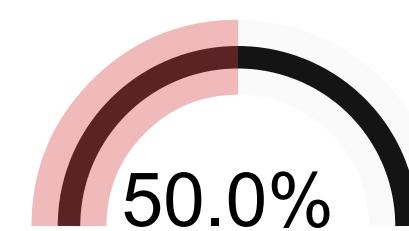
vs Prior Month ↑ 1 ↑

Avg. Shipping Time

**3.7**

vs Prior Month ↑ 5.6%

Avg. Stock Availability



Overview

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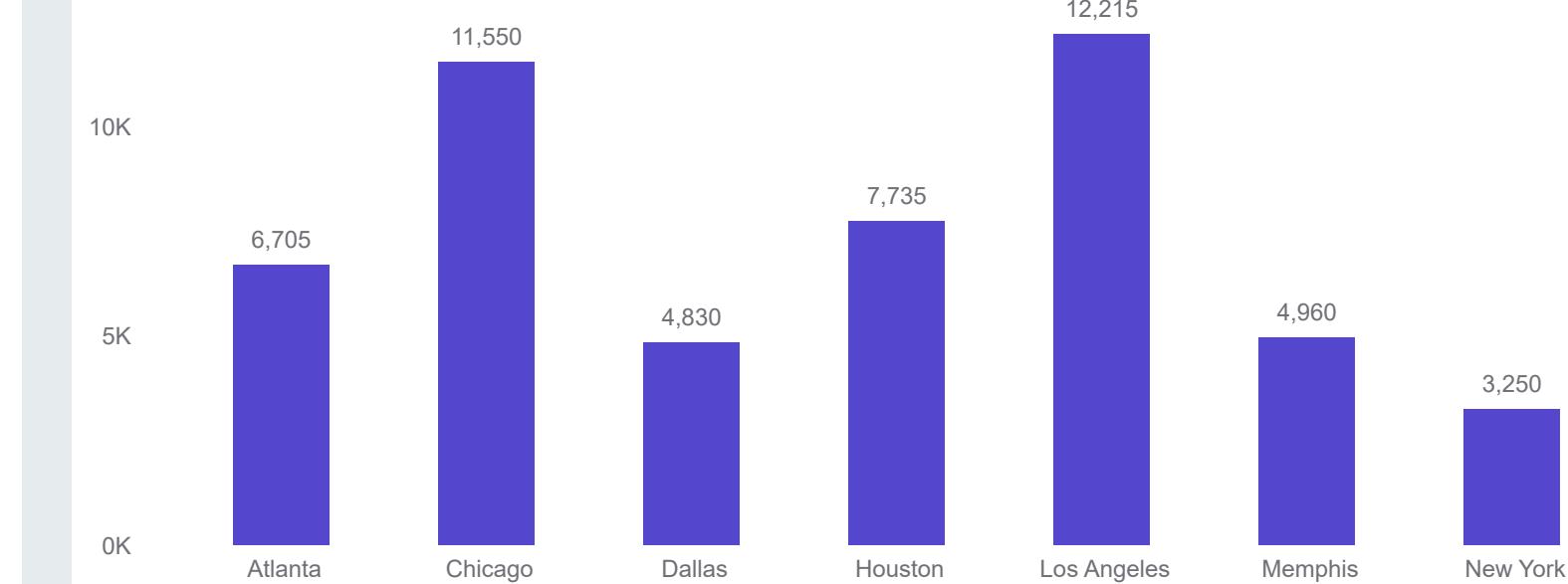
**Territory**

Product Details

Sales and Profit Margin by Geographic Routes

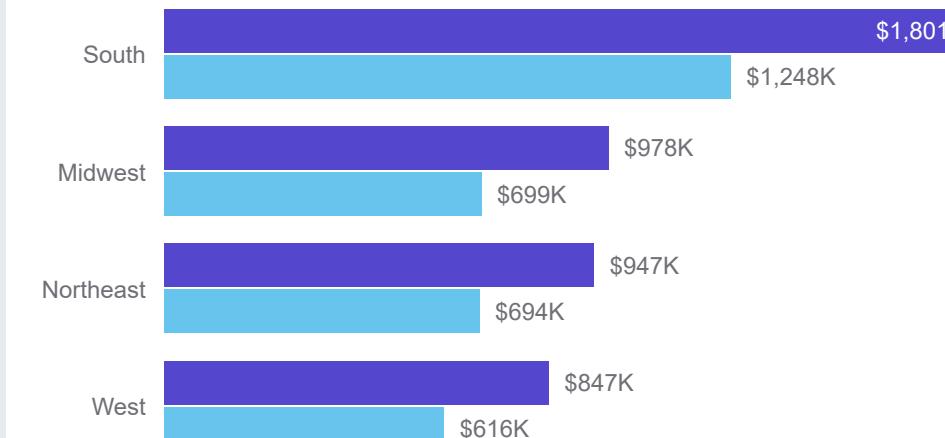


Stock Levels by City



Sales & Profitability Trends by Region

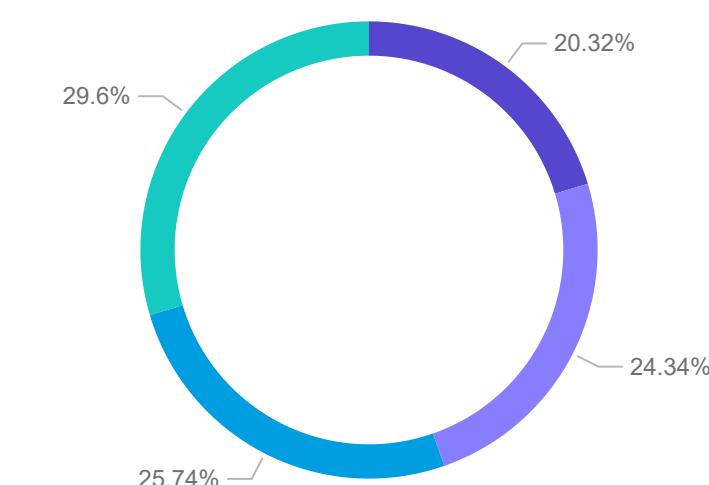
● Total Sales ● Total Profit



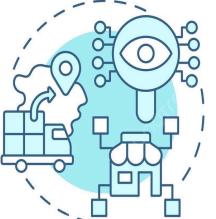
Units Sold, Sales & Profit % by Location

City	Units Sold	Total Sales	Profit %
Miami	30,430	\$884,260	74.7%
New York	28,990	\$846,835	72.8%
Charlotte	20,070	\$471,034	75.9%
Atlanta	13,750	\$458,523	69.9%
Louisville	8,000	\$224,000	72.9%

Demand Coverage by Region



# Product Details

SUPPLY CHAIN  
MANAGEMENT

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Product Details

Global Product Performance Overview - Q3 2024											
SKU	Type	Stock Levels	Availability	Units Sold	Units Produced	Demand Coverage	Days Inventory On Hand	Supplier Defect Rate	Supplier Lead Time	Total Sales	Profit Margin %
CL002	Cleanser	3,565	In Stock	4,200	7140	170%	94.93	2.8%	6.0	\$105,000	73.2%
CL007	Cleanser	4,600	In Stock	4,800	7885	164%	94.19	2.8%	4.0	\$99,600	69.5%
CL013	Cleanser	1,975	Low Stock	3,120	3920	126%	35.51	2.1%	8.0	\$74,880	46.5%
CL023	Cleanser	3,595	In Stock	7,280	7735	106%	50.04	1.7%	9.0	\$160,160	70.4%
CL028	Cleanser	1,205	Low Stock	4,720	3685	78%	26.55	0.5%	10.0	\$110,920	71.2%
CL057	Cleanser	1,855	In Stock	8,000	8730	109%	25.69	1.4%	5.0	\$224,000	72.9%
MO008	Moisturizer	2,080	Low Stock	6,400	4850	76%	50.21	1.1%	9.0	\$352,000	80.6%
MO014	Moisturizer	520	Low Stock	5,360	3120	58%	8.74	0.8%	9.0	\$229,140	66.7%
MO019	Moisturizer	1,095	Low Stock	9,500	9000	95%	15.07	2.2%	9.0	\$541,405	77.1%
MO024	Moisturizer	3,340	In Stock	3,870	4080	105%	95.78	1.4%	9.0	\$172,215	73.0%
SK001	Serum	4,660	In Stock	4,860	8260	170%	135.11	2.6%	5.0	\$150,611	78.7%
SK012	Serum	1,920	In Stock	2,950	4560	155%	77.66	1.5%	4.0	\$95,875	74.9%
SK017	Serum	2,615	In Stock	4,800	4800	100%	73.00	1.0%	4.0	\$167,952	77.6%
SK022	Serum	1,755	Low Stock	7,440	8400	113%	43.37	1.9%	8.0	\$234,360	83.7%
SK027	Serum	415	Low Stock	5,160	3600	70%	7.10	2.7%	10.0	\$175,388	66.0%
SK051	Serum	375	Low Stock	9,600	6400	67%	3.33	2.8%	9.0	\$312,000	64.8%
SU004	Sunscreen	305	Low Stock	10,620	10925	103%	3.54	0.8%	8.0	\$238,950	75.6%
SU009	Sunscreen	0	Out of Stock	3,300	3300	100%	0.00	1.7%	4.0	\$94,050	41.1%