

Creating Store
Specific Markdown
Lists through a SemiAutomated Python
Script to Increase
Efficiency

# Current Challenges with Markdown List

#### **Extensive Markdown Lists**

#### **Time Consumption in Processing Markdown Lists**

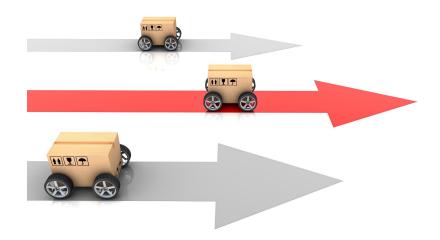
In a recent 500-item markdown list, test stores averaged just 160 matching items — only **32**% of the total. Most items were **not in stock**, making review time-consuming and inefficient.

#### **Risk of Errors**

Due to Sperry's legacy branding, Sperry's core styles often keep the same name across seasons, with only slight changes in color or material. In markdown lists, these small differences can be hard to spot, requiring multiple checks. This makes identifying the correct product **time-consuming** and **slows down accurate pricing** in stores.



## Proposed Solution: Semi-Automated Python Script to Create Store Specific Markdowns

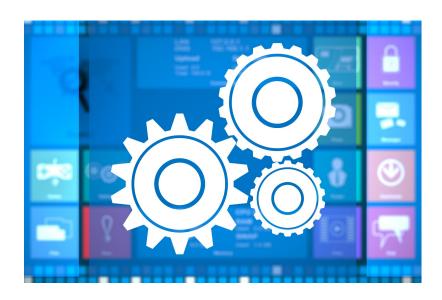


## Overview of the Python Script

#### **Current Requirements:**

- An Excel file containing the price changes, including the Generic ID column used for merging.
- An Excel file with store inventory data, also featuring the Generic ID column for merging and a Site column to distinguish each store's inventory.
- After executing the Python script, some manual steps (taking 5 minutes at max) are necessary to create Pivot table in Excel which will allow stores to select their store number through drop down menu and easily generate a printable, user-friendly version of their specific price adjustments.

## Benefits and Potential Impact



## **Reduction in Manual Work**

#### **Automation of Tasks**

The implementation of automation scripts will significantly reduce the need for manual labor across various tasks.

#### **Simplifying Reporting Process**

This solution simplifies the reporting process, making it more efficient and user-friendly for store managers.

#### **Labor Hours Reduction**

Automating tasks leads to a substantial decrease in labor hours, allowing staff to work more efficiently.

#### **Focus on Higher-Value Activities**

With routine tasks automated, employees can concentrate on higher-value, strategic activities that contribute to business growth.

## Testing and Feedback

## **Initial Testing Results:**

- 500 lines of markdowns = 150 lines for 3824, 168 lines for 3816, 162 lines for 3837. (Average of 160 per store)
- 66%-70% less lines to go over for test stores.
- An Excel file that contains a drop-down menu where stores choose their store number to access their store specific list.
- Auto organizes by "Men's, Ladies, or Kids", then "Style
   Color ID", then Width now has its own column where it's easier to read.
- The file is ready to print shrinking from 6+ pages of very small text to 4 pages of readable format.

					NED	BOAT SHOE	ALDO	MOVELTY	\$100.00	594.98	
Ladius Shorts	13000500	MCHRE	TONIZZBN	ADJEYE_WM 600LEA NUBUCK	600	BOAT SHOE	ALDO	COME	\$100.00	\$94.98	н
Ladies Show	13000569	MOMEN	10091797	ADJEYE_WM 710LEA PEBBLE		BOAT SHOE	ALDO	MOVELTY	\$85.00	\$69.98	ш
Lastine Storm	13368000	M3498	100000223	ACCEYE LITE_WM 120TEX CANVAS	WHITE/WHY		ALDO	NOVELTY	\$85.00	569.98	н
Ladies Steem	12000037	MOARS	Tonances	ACCEYE LITE_WM 164TEX CROCHET	Own	BOAT SHOE			SW5.000	569.98	
Ladies Steem	13099053	M3400	10000040	ACCEYE LITE_WM 400TEX CHAMBRAY	BUX	BOAT SHOE	ALDO	NOVELTY		569.98	
Lader Steen	13967857	MONTE	MANAGE .	ADZEYE LITE_WM 650TEX CHAMBRAY	PINK	BOAT SHOE	ALDO	MOVELTY	\$85.00	569.98	
Ladies Storm	13007000	MOME	10009194	ADZEYE LITE WM BOOTEX WOVEN	CHINEK	BOAT SHOE	ALDO	MOVELTY	\$85.00		ш
Ladies Stone	13003728	MONTH	10000000	ACZEYE PERF. WM 260LEA NUBUCK	MEDIAN HOSE	BOATSHOE	ALDO	NOVELTY	\$120.00	\$99.98	ш
			-	ADZEYE PERF_WM B31LEA NUBUCK	UNINT SACE	BOATSHOE	ALDO	NOVELTY	\$120.00	599.58	ш
Ladin Store	1,1041790	MCIARES	Tumman		LIGHT FINE	BOAT SHOE	ALDO	NOVEUTY	\$120.00	\$99.98	н
Ladies Store	13003729	MORRE	(ment)	ACZEYE PERF_WM GBOLEA NUBUCK	BENN	BOAT SHOE	www	COME	\$100.00	\$94.98	ш
Latin Stee	13000733	MCSAULE	#195-01.7	ADZEYE_WM 200LEA SMOOTH		BOAT SHOE	www	COM	\$100.00	\$94.98	ш
Ladies Stores	13800238	MONTE	#185300	ACZEYE_WM 205LEA SMOOTH	Soyal Brown		man.	COME	\$100.00	\$94.98	н
Ladies Storm	1300.400	MORRE	17983.162	ADZEYE_WM 410LEA SMOOTH	NAME	BOAT SHOE	-	COM	\$100.00	\$94.98	н
Latin Stees	12000224	MORRE	91,9003,7	ACZEYE_WS 200LEA SMOOTH	BENIN	BOATSHOE	www	COME	\$100.00	594.98	ш
(adia these	11000347	MONTH	\$1X5.300	ACCEYE_WS 20SLEA SMOOTH	toyal brown	BOAT SHOE	WWW			594.98	ш
Ladie Stee	13000227	MONT	\$5.000 THE	ADZEYE_WS 410LEA SMOOTH	NWY	BOATSHOE	WWW	COME	\$100.00		ш
		MOMB	WINNEY.	ACZEYE WW 200LEA SMOOTH	BIOWN	BOATSHOE	www	COME	\$100.00	\$94.98	ш
Ladin Store	13000239		9155200	ACCEYE WW 20SLEA SMOOTH	Royal Brown	BOATSHOE	www	CORE	\$100.00	\$94.98	ш
Latin Stee	THREET	M3403	\$7581,567	AO2EYE_WW 410LEA SMOOTH	7000	BOAT SHOE	www	COME	\$100.00	\$94.98	ш
Ladio Store	1398000	MOARRI			herr	BOAT SHOT	AUDO	MOVELTY	\$120.00	\$109.98	ш
Ladin Stees	13962714	M3400	Promess	ADZEYEWOVEN_WM 160LEA SMOOTH	,	BALLECA	ALDO	NOVELTY	\$120.00	\$109.98	а
Ladies Shows	13063733	MOARE	PERMITS.	ADZEYEWOVEN_WM 236LEA SMOOTH	WHETE	LACI UPS	ALDO	MOVEUTY	570.00	\$49.58	а
Lastin Storm	13907739	M(34003	34000723.3	BARBADOS LTT_WM 100TEX MESH			ALDO	MOVELTY	570.00	\$49.98	ш
Ladin Stee	13967773	MC14008	16967210	BARBADOS LTT_WM 410TEX MESH	NET	UNCEUPS		NOVELTY	\$65.00	Can on	а
Ladies Stone	1309000	MC34003	(France)	BERMUDABEACH_WM-F303TEX TWILL	Mid Green	LACEUPS	ALDO			549.98	а
Ladin Steen	13970723	M2400	ADMITMON.	BERMUDALTT_WM 156TEX CANVAS	WHITE/MUCTI	LACE UPS	ALDO	MOVELTY	\$65.00		1
1	13634007	MONTH	STREETS	BERMUDALIT_WM-F100TEX CANVAS	WHETE	LACE UPS	ALDO	COME	\$65.00	\$49.98	1
-		MO400	Panasana	BERMUDALIT_WM-F156TEX CANVAS	WHITE/MALTI	LACE LIPS	ALEX	NOVELTY	\$65.00	\$49.98	1
(adm lines	13680722	MORRE	-	BERMUDALIT_WM-F407TEX CANVAS	Darrim	LACEUPS	ALDO	NOVELTY	\$65.00	\$49.98	а
Latin Stee	13865546		10007408	BEAMOUALT WAS FEROTEN CANVAS	LEGIT TONE	IACE UPS	ALDO	NOVELTY	\$65.00	\$49.98	а
Ladies Stores	13670720	M34003	10000411	BERMUDALTT_WM-F680TEX CANVAS	MULLIA.	LACTUR	ALCO	COME	\$65.00	\$49.98	а
Ladies Stone	13634473	M3400	\$7589326	BERMUDALTT_WW-F100TEX CANVAS		MOUPS	www	CORE	\$65.00	549,98	а
Ladin Steen	1500.562	M()4003	35'9800226	BERMUDALTTC_WM-F100TEX CHAMBRAY	WHITE	LACE UPS		COM	\$65.00	\$49.98	а
Lades Steen	13000470	MC34883	STREETS	BERMUDALTIC_WW-F100TEX CHAMBRAY	WHITE		ACC	COM	\$80.00	561.98	а
Ladies Stees	1309000	MORRE	57500063	BERMUDALTTPL_WM COLLEA SMOOTH	BLACK	LACE UPS		COME	\$80.00	\$64.98	ø
Lastine Street	13034000	M3403	STREETS.	BERMUDALTTPL_WM 100LEA SMOOTH	WHITE	LACE LIPS	ALDO			559.98	а
	13034000	MO4003	\$7580673	BERMUDALTTPL_WM 100TEX CANVAS	WHITE	LACE LIPS	ALDO	COM	\$70.00		а
Lastine Shows		MONEY	STREET	BERMUDALTTPL WM 410TEX CANVAS	NAVY	IACI UPS	ALDO	COME	\$70.00	\$59.98	а
Ladies Street	13634089		SLIMBOUT.	BERMUDALTTPL_WW DOLLEA SMOOTH	BACK	MACE LIFE	ALDO	COME	\$80.00	\$64.98	а
Ladius Shows	[309400	M3403		BLUEFISH LEA_WM GOILEA MIX MAT	BACK	BOAT SHOE	www	COME	\$100.00	\$84.98	а
Ladies Storm	11888-425	MC14003	STERROOM		BACK	BOATSHOE	www	com	\$100.00	\$84.98	а
Ladies Steem	1380.043	MCMIS	STERROOS	BLUEFISH LEA_WW ODILEA MIX MAT	BAX	BOAT SHOE	www	COME	\$100.00	584.98	а
(and the state of	1,54000 15	MC14003	STREETS	BLUEFISH REP_WM 001LEA EMBOSSED			www	COME	\$100.00	<b>SM.98</b>	а
Lades Steen	Lamence	MCHEEL	STREETS	BLUEFISH REP_WW 001LEA EMBOSSED	BAX	BOAT SHOE		COM	\$90.00	CR4.98	а
Latin Down	1.10001271	MOME	9279019	BLUERSH_WM 156LEA MIX MAT	WHETE/MULTI	BOAT SHOE	www			584.98	а
Latin Don	1,1890225	MONTH	10750018	BLUEFISH WS 156LEA MIX MAT	WHETE/MALTI	BOAT SHOE	man.	COM	590.00	CMA.98	а
		MORE	A276629	BLUEFISH_WW 156LEA MIX MAT	WHITE/MUCTI	BOAT SHOE	MANA	CORE	\$90.00		а
Ladies Store	13890223			BLUEFISHZEYE WM 15BLEA MIX MAT	Lines Multi	BOAT SHOE	ALDO	COME	\$90.00	\$84.98	а
Ladin Stees	13633044	MOARE	ACCRECATE	BLUEFISHZEYE, WM 253LEA MIX MAT	Ten Multi	BOAT SHOE	ALDO	HOVELTY	\$90.00	584.98	а
Ladies Shows	13873106	M3400	TOMETHO		poer soci	BOAT DICK	ALDO	NEWECTY	590.00	\$84.98	а
Laster Store	13873104	MOARE	10000700	BLUEFISHZEYE_WM 276LEA MIX MAT	USHT/WITE BLE	BOAT SHOE	A(00	COME	590.00	\$84.58	а
Ladies Show	13M23047	MOARE	STERMENT?	BLUEFISHZEYE_WM 456LEA MIX MAT		BOAT SHOE	ALDO	NOVELTY	990.00	\$84.98	а
Laufen Shore	1,10771109	MONIE	10306794	BLUEFISHZEYE_WM 710LEA MIX MAT	6OLD		ALCO	COME	\$90.00	584.98	а
Ladie Store	13133949	MORRE	STREETS	BLUEFISHZEYE_WM 93ZLEA MIX MAT	flori	BCAT SHOE		COM	590.00	584.98	а
Lastin Stee	13034333	MIMO	\$279623	BLUEFISHZEYE_WW 158LEA MIX MAT	Green MARIE	BOATSHOX	ALDO		575.00	554.98	а
	1300000	MQ400	10981617	CANDYCVO_WM DOITEX WOVEN	BACK	LACE UPS	ALDO	COME		\$54.98	а
Latin Stees			Language 1700	CANDYCVO_WM 466TEX CANVAS	BLECOMBO	LACE UPS	ALDO	MOVELTY	\$70.00		а
Latin Stone	13968573	MC14003		CANDYCVO_WM 481TEX WOVEN	BLE/WHITE COMBO	LACT LPS	ALDO	NOVELTY	570.00	554.98	а
Ladies Stores	33009620	MC34003	10980239		Sed/Miles	MICH.	ALDO	NOVELTY	570.00	\$54.98	аl
Laster Steen	12000000	MC34003	10000528	CANDYCVO_WM 638TEX WOVEN	MATIONOS	LACT LPS	ALCO	NOVELTY	570.00	554.98	a)
Laster Steen	13948320	M3400	\$08M224	CANDYCVO_WM 960TEX WOVEN		LACE LPS	ALDO	MOVELTY	\$70.00	\$54.98	а
Ladin Store	130000.50	MC34000	LONGWILLT	CANDYCVO_WM 963TEX WOVEN	PASTE, MUCE		ADD	COME	585.00	\$60.98	а
Laufen Store	13000238	M(3400)	TOMERMO	CANDYLTT_WM 023LEA NUBUCK	Aun	LACE LPS		COM	\$85.00	569.98	all
Ladies Show	13931737	MOME	ACCRECATES.	CANDYLTT_WM 108LEA SMOOTH	CHEAM	LACE LPS	ALDO		585.00	540.98	äΙ
	13831737	M3400	TORNING S	CANDYLTT_WM 257TEX MESH	ton	LACT LPS	ALDO	COME		\$119.98	all.
Ladie Steen			100000770	CAPTSOX MULE WM 236LEA SUEDE	Tan	CLOSS & MARIS	ALDO	HOWELTY	\$130.00		a)
Ladie Steel	14087204	MOHID		CLASCSEAMATE WM 100TEX CANVAS	WHETE	UACE UPS	ALDO	NOVELTY	\$75.00	\$59.98	ø
Ladies Show	1209000	MC34003	TERROTON.		MANY	SACE LIFE	ALDO	MOVELTY	\$75.00	\$59.98	ø
Lasine Shows	13096965	M3488	10000768	CLASCSEAMATE_WM 410TEX CANVAS	WHETE	LACK LIFE	ALDO	COME	\$70.00	554.98	ø
Lades Steen	13955684	M2400	1000000	CLASSICCVO_WM 100TEX TWILL		LACE LIPS	AUDO	COME	570.00	554.98	ø
Ladies Steem	T3003000	MC34003	10006213	CLASSICCVO_WM 168TEX TWILL	Bare		ALDO	COME	570.00	\$54.98	al
Landine Street	Linizani	M(3400)	100000001	CLASSICCVO_WM 410TEX TWILL	BANY	LACE LPS		MOVELTY	570.00	554.98	
	(19654)	M3400	1000000	CLASSICCVO_WM 961TEX CANVAS	DESIGN THUSSES	LACE UPS	ALCO		\$100.00	589.98	
Ladies Steem		MCMI	10000779	COASTRISHZE_WM 158LEA MIX MAT	Sinen Multi	BOAT SHOE	ALDO	MOVELTY		589.98	
Ladies Street	13994303		100M779	COASTRISHZE WM 710LEA MIX MAT	GOLD	# BOAT SHOE	ALDO	MOVELTY	\$100.00		
Ladies Stone	13994304	MO488		CRESTIWINGOP_WM 100LEA PERF	WHETE	BUF CM	www	NOVELTY	580.00	\$59.98	
Lastine Street	1,0000721	MOANT	SCHOOL ST		BACK	UACI UPS	ALCO	COME	570.00	\$59.98	
Ladina Shore	13894107	MORES	ST\$67652	CRESTVIBE_WM 001LEA GRAINY	MACK	LACE LIFE	ALDO	COME	\$60.00	539.98	
Laster Stone	13394043	M3400	N1586250	CRESTVIBE_WM 100TEX CANVAS		UACE UPS	ALDO	COME	560.00	\$39.98	
Latin See	THEORIDA	MOMEN	STREETS 1	CRESTVIBE_WM-FOOTTEX CANVAS	BLACK			COME	\$60.00	\$30.98	
Ladica Street	1309048	MC14003	57509097	CRESTVIBE_WM-FOZOTEX CANVAS	GHEY	LACELES	ALDO		\$60.00	\$39.58	
		MCHEE	\$1500CE0	CRESTVIBE_WM-F100TEX CANVAS	WHITE	LACE LPS	ALDO	COME	\$60.00	\$39.98	
Ladies Shores	33896942		1040750	CRESTVIBE_WM-F108TEX CANVAS	CHEAM	LACELPS	ALDO	MOVELTY		539.98	
Ladier Steen	13973092	MC34003		CRESTVIBE_WM-F121TEX CANVAS	WHITE/SOME	LACE LIFE	ALDO	MOVELTY	\$60.00		
Ladies Stores	13930768	MO488	Filliams.d	CALSIVING WANTED THE COURS	Multi May	LACEUPS	ALDO	MOVELTY	560.00	\$39.98	
Lastine Shorts	13975090	MC14005	10000079	CRESTVIBE_WM-F137TEX CANVAS	Manufactured.	UACE LIPS	ALDO	MOVELTY	560.00	\$39.98	
Latine Steem	13030706	MOARR	TERRORE	CRESTVIBE_WM-F180TEX CANVAS		LACELES	ALDO	COME	560.00	539.98	
Laster Doors	Takrese	M(3400)	STERMAN	CRESTVIBE_WM-F200TEX CANVAS	BIOMIN	UACI US					

Site 382	DESTRUCTION LANGUAGE SONDOTAL	titel	\$1584822	12001149			
			STS#	GENERIC ID	SILHOUETTE	MSRP	OUTLET EXCLUSIVE \$
	EL IVAIILE GOLIE	WIDTH Med	9195017	13888733	BOAT SHOE	\$100.00	\$94.98
	O2EYE 200LEA SMOOTH	Wide	9195017	13888229	BOAT SHOE	\$100.00	\$94.98
	O2EYE 200LEA SMOOTH	Med	9155240	13890218	BOAT SHOE	\$100.00	\$94.98
	O2EYE 205LEA SMOOTH	Wide	9155240	13890254	BOAT SHOE	\$100.00	\$94.98
	O2EYE 205LEA SMOOTH	Med	STS81162	13881406	BOAT SHOE	\$100.00	\$94.98
	O2EYE 410LEA SMOOTH	Wide	STS81162	13888202	BOAT SHOE	\$100.00	\$94.98
	OZEYE 410LEA SMOOTH	Med	10397211	13967759	LACE UPS	\$70.00	\$49.98
	ARBADOS LTT 100TEX MESH	Med	10397211		LACE UPS	\$70.00	\$49.98
	ARBADOS LTT 410TEX MESH		10397606		LACE UPS	\$65.00	\$49.98
	ERMUDALTT-F156TEX CANVAS	Med Med	10397609		LACE UPS	\$65.00	\$49.98
	ERMUDALTT-F407TEX CANVAS		10397603		LACE UPS	\$65.00	\$49.9
	SERMUDALTT-F680TEX CANVAS	Med	STS89226	13881562	LACE UPS	\$65.00	\$49.9
	SERMUDALTTC-F100TEX CHAMBRAY	Med	STS89226	13888470	LACE UPS	\$65.00	\$49.9
	SERMUDALTTC-F100TEX CHAMBRAY	Wide	STS89671		LACE UPS	\$70.00	\$59.9
	BERMUDALTTPL 100TEX CANVAS	Med	9276619		BOAT SHOE	\$90.00	
	BLUEFISH 156LEA MIX MAT	Med	9276619		BOAT SHOE	\$90.00	
	BLUEFISH 156LEA MIX MAT	Wide			BOAT SHOE	\$100.00	
	BLUEFISH LEA 001LEA MIX MAT	Med	STS89348	1	BOAT SHOE	\$100.00	
	BLUEFISH REP 001LEA EMBOSSED	Med	STS89413		BOAT SHOE	\$100.00	
	BLUEFISH REP 001LEA EMBOSSED	Wide	STS89413			\$90.00	
	BLUEFISH2EYE 932LEA MIX MAT	Med	STS89683		BOAT SHOE	\$70.0	
	CANDYCVO 466TEX CANVAS	Med	1039922		LACE UPS	\$70.0	
	CANDYCVO 481TEX WOVEN	Med	1039922		LACE UPS	\$70.0	-
Ladies Shoes	CANDYCVO 638TEX WOVEN	Med	1039922			\$70.0	The state of the s
Ladies Shoes	CANDYCVO 960TEX WOVEN	Med	1039922				•
Ladies Shoes	CANDYCVO 963TEX WOVEN	Med	1039922			\$70.0	
Ladies Shoes	CRESTVIBELIN-F001TEX LINEN	Med	STS9925	THE RESERVE OF THE PERSON NAMED IN		\$60.0	
Ladies Shoes	CRESTVIBELIN-F001TEX LINEN	Wide	STS9925			\$60.0	
Ladies Shoes	CRESTVIBELIN-F020TEX LINEN	Med	STS9904		The second secon	\$60.0	
Ladies Shoes	CRESTVIBELIN-F020TEX LINEN	Wide	STS9904	2 13890347		\$60.0	
	CRESTVIBELIN-F100TEX LINEN	Med	STS9925			\$60.0	
	CRESTVIBELIN-F100TEX LINEN	Wide	STS9925			\$60.	
	CRESTVIBELIN-F200TEX LINEN	Med	STS9864	4 13881563	LACE UPS	\$60.	
	CRESTVIBELIN-F200TEX LINEN	Wide	STS9864	4 13890348	B LACE UPS	\$60.	
	CRESTVIBELIN-F410TEX LINEN	Med	STS9864	1388156	1 LACE UPS	\$60.	
Eddies silves	CRESTVIBELIN-F410TEX LINEN	Wide	STS9864	1389034	9 LACE UPS	\$60.	.00 \$39



## **Initial Feedback for Further Improvements**

#### **Including On Hand Column**

Adding column for current "On Hand" Inventory. This will give another layer of information to identify correct styles. It also will flag any negative or missing inventory on a more frequent basis which can aid in inventory management on a store level.

#### **Removing Columns**

Some columns like MC ID and COLLECTION might be unnecessary and removing them will make the lists even easier to interpret.

#### **Continued User Input**

Ongoing user input is vital for making necessary adjustments and improvements over time.

## Conclusion & Questions?

#### **Streamlining Processes**

A semi-automated Python script can streamline inventory management processes, saving time for all involved, but create a stronger result for stores and reduce errors.

#### Increasing Inventory & Pricing Accuracy

Easier to read list will increase productivity and accuracy in the execution of markdowns.

#### **Reducing Manual Workload**

Store-Specific markdowns will immediately reduce the manual workload for stores, allowing them focus on other necessary tasks.