



**Creating Store  
Specific Markdown  
Lists through a Semi-  
Automated Python  
Script to Increase  
Efficiency**

# **Current Challenges with Markdown List**

# Extensive Markdown Lists

## Time Consumption in Processing Markdown Lists

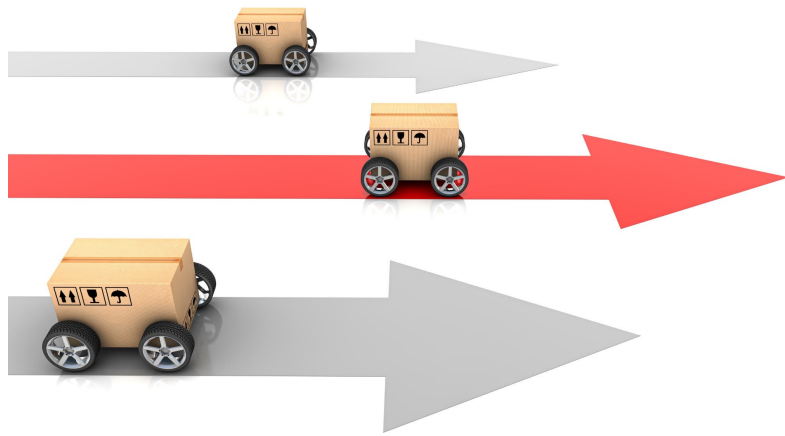
In a recent 500-item markdown list, test stores averaged just 160 matching items – only **32%** of the total. Most items were **not in stock**, making review time-consuming and inefficient.

## 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**

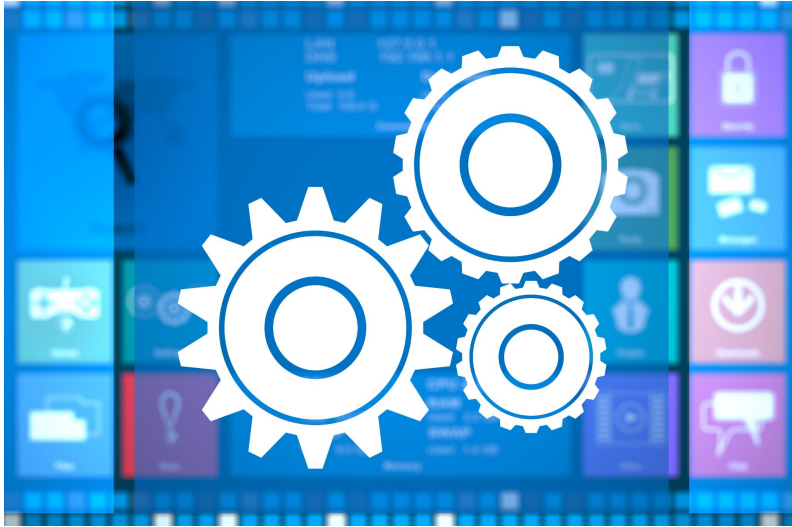


# Overview of the Python Script

## 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.

| Site         | 3824                         |       |          |            |            |          |                     |         |
|--------------|------------------------------|-------|----------|------------|------------|----------|---------------------|---------|
| PC NAME      | STYLE NAME - COL ID          | WIDTH | STS#     | GENERIC ID | SILHOUETTE | MSRP     | OUTLET EXCLUSIVE \$ |         |
| Ladies Shoes | AOZEYE 200LEA SMOOTH         | Med   | 9195017  | 13888733   | BOAT SHOE  | \$100.00 | \$94.98             | \$94.98 |
| Ladies Shoes | AOZEYE 200LEA SMOOTH         | Wide  | 9195017  | 13888229   | BOAT SHOE  | \$100.00 | \$94.98             | \$94.98 |
| Ladies Shoes | AOZEYE 205LEA SMOOTH         | Med   | 9155240  | 13890218   | BOAT SHOE  | \$100.00 | \$94.98             | \$94.98 |
| Ladies Shoes | AOZEYE 205LEA SMOOTH         | Wide  | 9155240  | 13890254   | BOAT SHOE  | \$100.00 | \$94.98             | \$94.98 |
| Ladies Shoes | AOZEYE 410LEA SMOOTH         | Med   | 5T581162 | 13881406   | BOAT SHOE  | \$100.00 | \$94.98             | \$94.98 |
| Ladies Shoes | AOZEYE 410LEA SMOOTH         | Wide  | 5T581162 | 13888202   | BOAT SHOE  | \$100.00 | \$94.98             | \$94.98 |
| Ladies Shoes | BARBADOS LTT 100TEX MESH     | Med   | 10397211 | 13967759   | LACE UPS   | \$70.00  | \$49.98             | \$49.98 |
| Ladies Shoes | BARBADOS LTT 410TEX MESH     | Med   | 10397210 | 13967773   | LACE UPS   | \$70.00  | \$49.98             | \$49.98 |
| Ladies Shoes | BERMUDALT-F156TEX CANVAS     | Med   | 10397606 | 13970722   | LACE UPS   | \$65.00  | \$49.98             | \$49.98 |
| Ladies Shoes | BERMUDALT-F407TEX CANVAS     | Med   | 10397609 | 13965546   | LACE UPS   | \$65.00  | \$49.98             | \$49.98 |
| Ladies Shoes | BERMUDALT-F680TEX CANVAS     | Med   | 10397611 | 13970720   | LACE UPS   | \$65.00  | \$49.98             | \$49.98 |
| Ladies Shoes | BERMUDALTTC-F100TEX CHAMBRAY | Med   | 5T589226 | 13881562   | LACE UPS   | \$65.00  | \$49.98             | \$49.98 |
| Ladies Shoes | BERMUDALTTC-F100TEX CHAMBRAY | Wide  | 5T589226 | 13888470   | LACE UPS   | \$65.00  | \$49.98             | \$49.98 |
| Ladies Shoes | BERMUDALTTP. 100TEX CANVAS   | Med   | 5T589671 | 13934086   | LACE UPS   | \$70.00  | \$59.98             | \$59.98 |
| Ladies Shoes | BLUEFISH 156LEA MIX MAT      | Med   | 9276619  | 13890221   | BOAT SHOE  | \$90.00  | \$84.98             | \$84.98 |
| Ladies Shoes | BLUEFISH 156LEA MIX MAT      | Wide  | 9276619  | 13890222   | BOAT SHOE  | \$90.00  | \$84.98             | \$84.98 |
| Ladies Shoes | BLUEFISH LEA 001LEA MIX MAT  | Med   | 5T589348 | 13881425   | BOAT SHOE  | \$100.00 | \$84.98             | \$84.98 |
| Ladies Shoes | BLUEFISH REP 001LEA EMBOSSED | Med   | 5T589413 | 13888135   | BOAT SHOE  | \$100.00 | \$84.98             | \$84.98 |
| Ladies Shoes | BLUEFISH REP 001LEA EMBOSSED | Wide  | 5T589413 | 13888269   | BOAT SHOE  | \$100.00 | \$84.98             | \$84.98 |
| Ladies Shoes | BLUEFISHZEYE 932LEA MIX MAT  | Med   | 5T588683 | 13933646   | BOAT SHOE  | \$90.00  | \$54.98             | \$54.98 |
| Ladies Shoes | CANDYCVO 466TEX CANVAS       | Med   | 10399228 | 13968673   | LACE UPS   | \$70.00  | \$54.98             | \$54.98 |
| Ladies Shoes | CANDYCVO 481TEX WOVEN        | Med   | 10399226 | 13968620   | LACE UPS   | \$70.00  | \$54.98             | \$54.98 |
| Ladies Shoes | CANDYCVO 638TEX WOVEN        | Med   | 10399225 | 13968688   | LACE UPS   | \$70.00  | \$54.98             | \$54.98 |
| Ladies Shoes | CANDYCVO 960TEX WOVEN        | Med   | 10399224 | 13968320   | LACE UPS   | \$70.00  | \$54.98             | \$54.98 |
| Ladies Shoes | CANDYCVO 963TEX WOVEN        | Med   | 10399227 | 13968659   | LACE UPS   | \$70.00  | \$54.98             | \$54.98 |
| Ladies Shoes | CRESTVIBELIN-F001TEX LINEN   | Med   | 5T599251 | 13881554   | LACE UPS   | \$60.00  | \$39.98             | \$39.98 |
| Ladies Shoes | CRESTVIBELIN-F001TEX LINEN   | Wide  | 5T599251 | 13890345   | LACE UPS   | \$60.00  | \$39.98             | \$39.98 |
| Ladies Shoes | CRESTVIBELIN-F020TEX LINEN   | Med   | 5T599042 | 13881558   | LACE UPS   | \$60.00  | \$39.98             | \$39.98 |
| Ladies Shoes | CRESTVIBELIN-F020TEX LINEN   | Wide  | 5T599042 | 13890347   | LACE UPS   | \$60.00  | \$39.98             | \$39.98 |
| Ladies Shoes | CRESTVIBELIN-F100TEX LINEN   | Med   | 5T599250 | 13881565   | LACE UPS   | \$60.00  | \$39.98             | \$39.98 |
| Ladies Shoes | CRESTVIBELIN-F100TEX LINEN   | Wide  | 5T599250 | 13890343   | LACE UPS   | \$60.00  | \$39.98             | \$39.98 |
| Ladies Shoes | CRESTVIBELIN-F200TEX LINEN   | Med   | 5T598644 | 13881563   | LACE UPS   | \$60.00  | \$39.98             | \$39.98 |
| Ladies Shoes | CRESTVIBELIN-F200TEX LINEN   | Wide  | 5T598644 | 13890348   | LACE UPS   | \$60.00  | \$39.98             | \$39.98 |
| Ladies Shoes | CRESTVIBELIN-F410TEX LINEN   | Med   | 5T598642 | 13881561   | LACE UPS   | \$60.00  | \$39.98             | \$39.98 |
| Ladies Shoes | CRESTVIBELIN-F410TEX LINEN   | Wide  | 5T598642 | 13890349   | LACE UPS   | \$60.00  | \$39.98             | \$39.98 |



# 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.