WORKSHEET 05

The Master Holiday Buy Sheet

Print it. Fill it out. Bring it to the vendor meeting.
Suggested order = Forecast holiday units + Safety stock − Sellable units − Confirmed inbound (never below zero; round up to the case pack).

PRODUCT	AVG. DAILY UNITS	FORECAST HOLIDAY UNITS	SELLABLE UNITS	CONFIRMED INBOUND	SAFETY STOCK	SUGGESTED ORDER	NET COST	EXTENDED COST
							$	$
							$	$
							$	$
							$	$
							$	$
							$	$
							$	$
							$	$
							$	$
							$	$
							$	$
							$	$
							$	$

ILLUSTRATIVE EXAMPLE · NOT MARKET DATA

Pre-roll line (fictional)	280	180	80	30	50	

From Part VII: 280 + 30 − 180 − 80 = 50 additional units. The example gives no daily rate or unit cost, so those cells stay blank. In cases of 24, the order might become 48 or 72; that is the buyer's call.