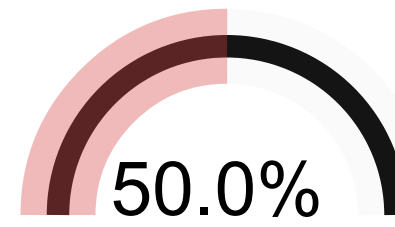
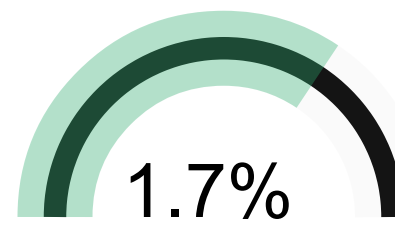
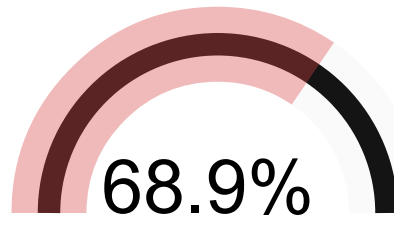




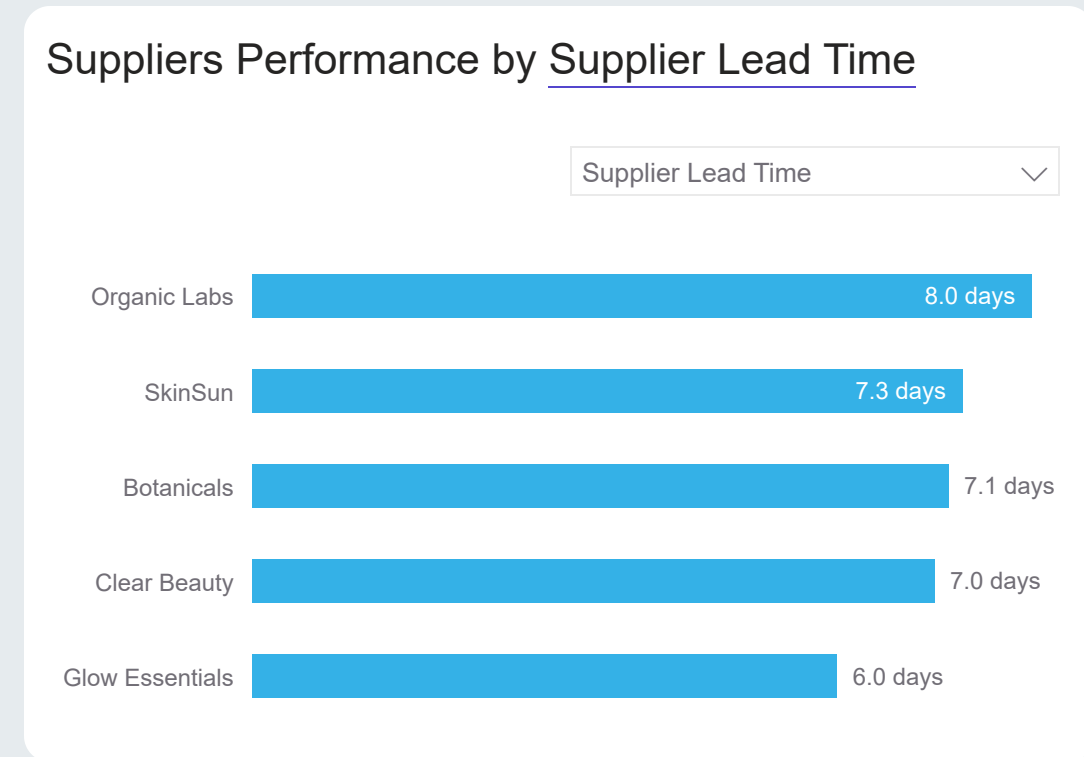
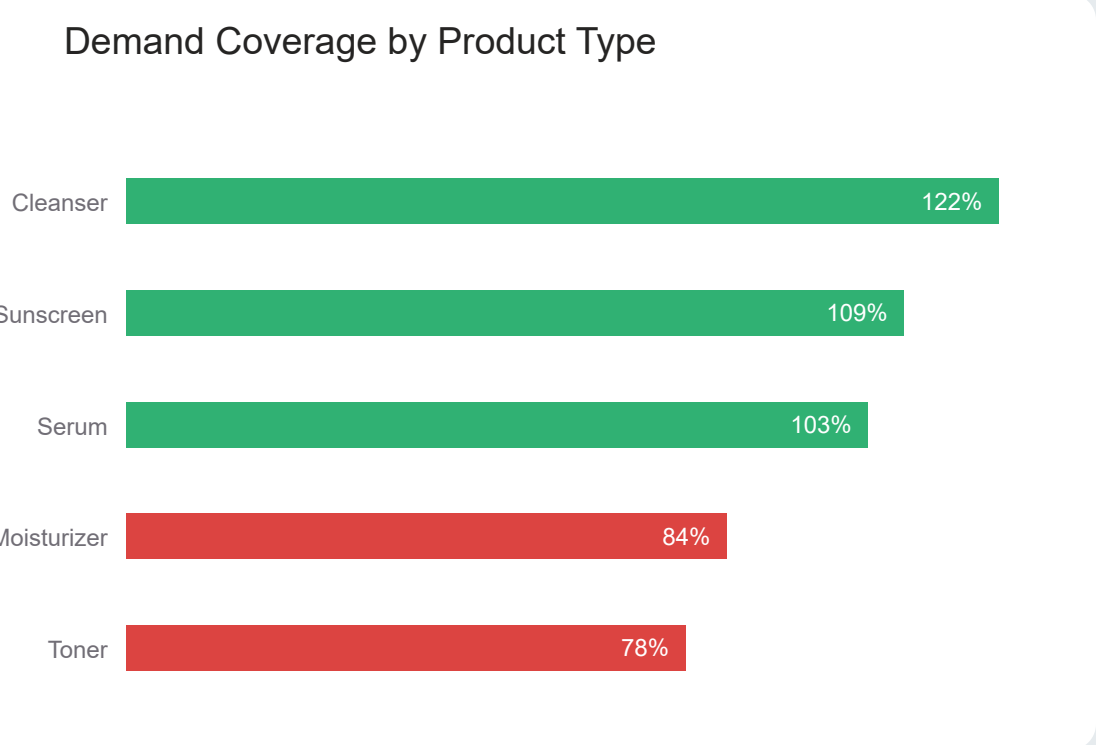
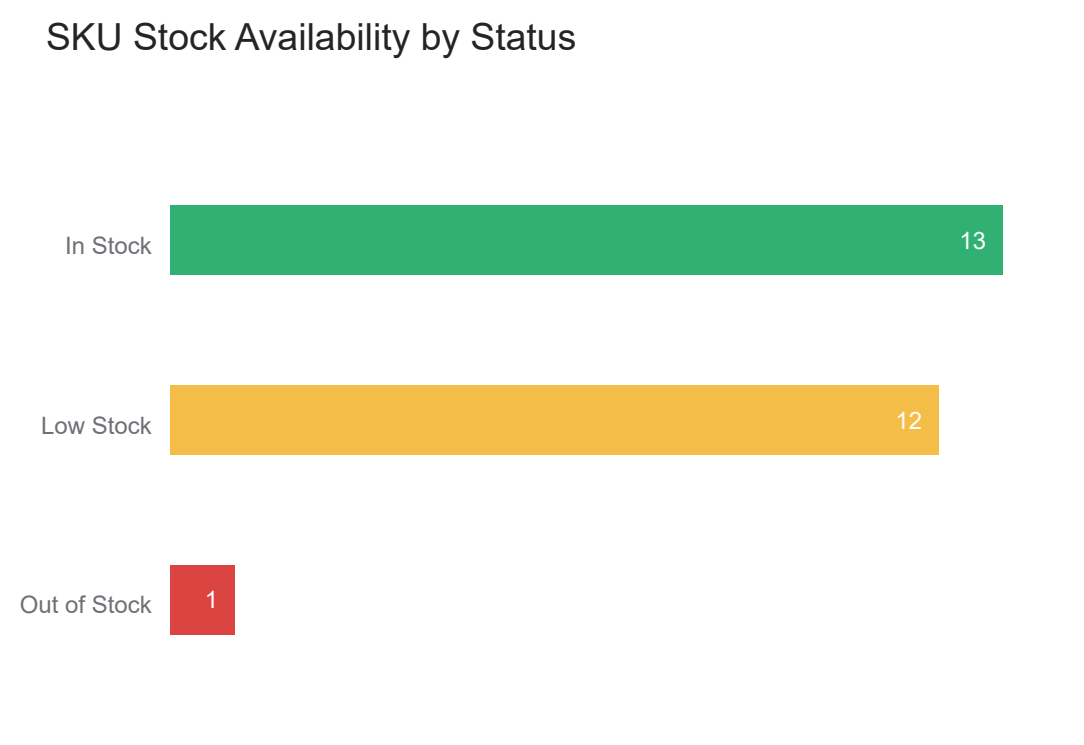
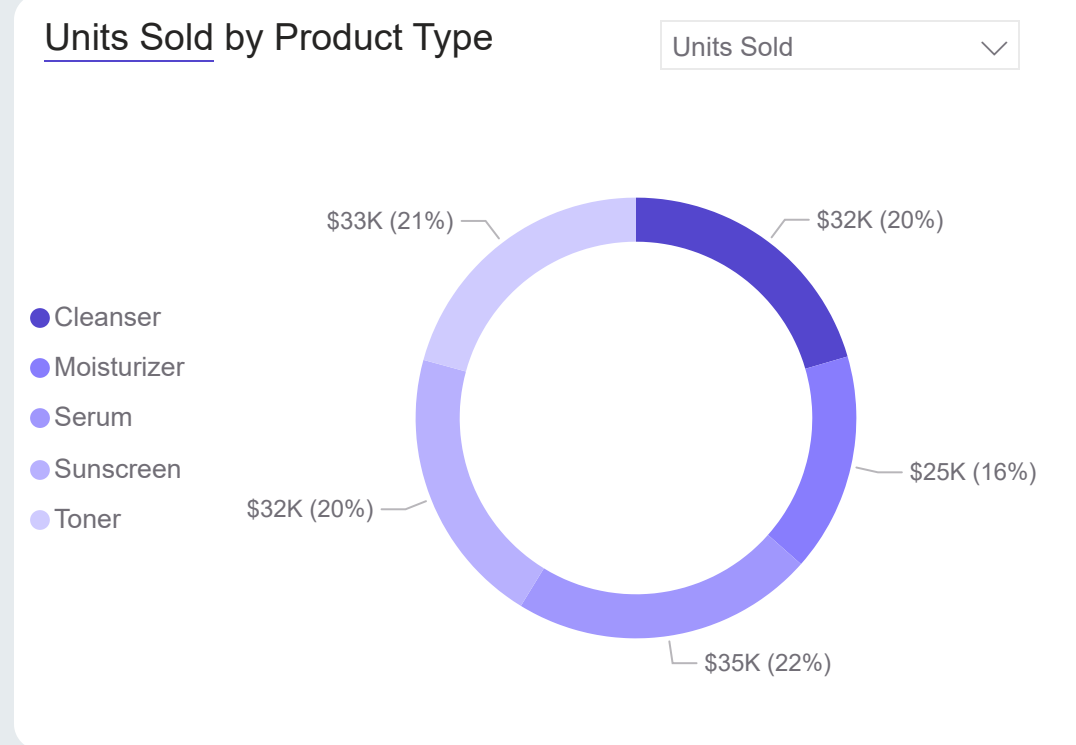
Overview

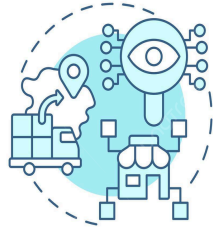
Good Night! Here's the report! I refreshed at 4/5/2025 12:58:59 AM.

Total Sales <h2>\$4,572K</h2> <p>vs Prior Month ↑ 13%</p>	Total Units Sold <h2>156,700</h2> <p>vs Prior Month ↑ 14%</p>	Avg. Supplier Lead Time <h2>7.2</h2> <p>vs Prior Month ↓ -1.6%</p>	Avg. Stock Availability  <h2>50.0%</h2>	Avg. Supplier Defect Rate  <h2>1.7%</h2>	On-Time Shipping  <h2>68.9%</h2>
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Month

- Overview
- Inventory
- Sales & Cost
- Suppliers
- Shipping
- Territory
- Product Details





SUPPLY CHAIN MANAGEMENT

Inventory

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%** ↓

Days Inventory On Hand

\$1,431K

vs Prior Month **-3.6%** ↓

Month

August

Overview

Inventory

Sales & Cost

Suppliers

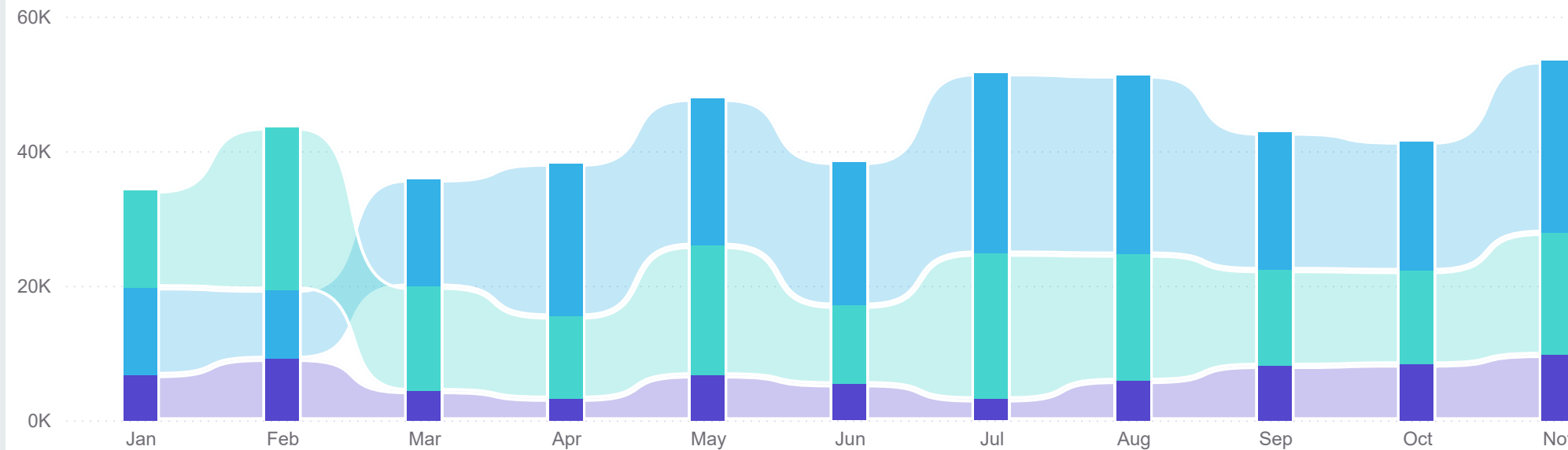
Shipping

Territory

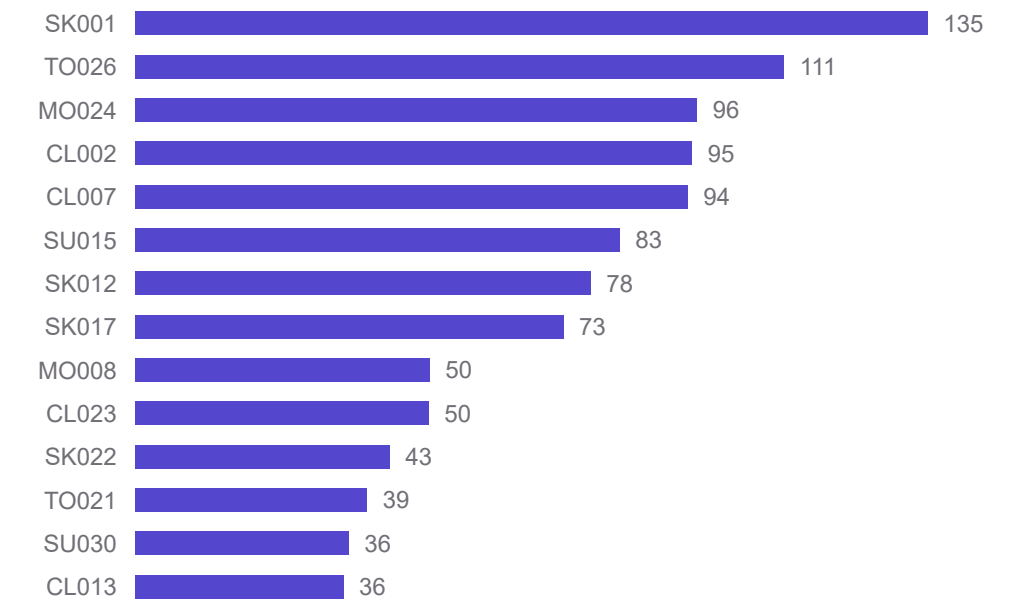
Product Details

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
	SK051	375
☐ Toner	TO026	5,120
	TO060	2,030

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

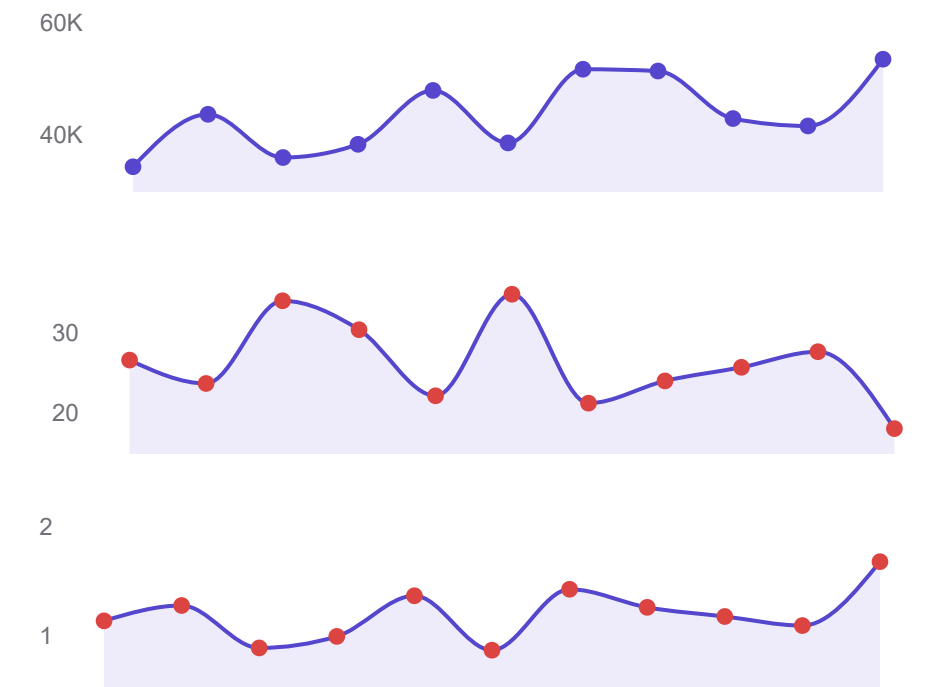
51,245

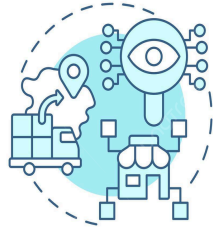
Inventory Ratio

23.9

DOH

1.26





SUPPLY CHAIN MANAGEMENT

Sales and Costs

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

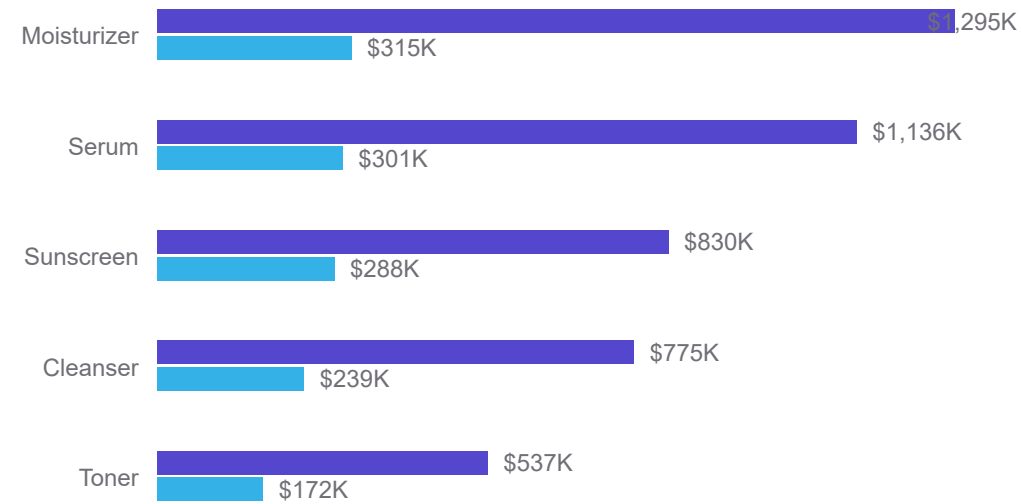
vs Prior Month ↑ 27.6%

Month ▼

August ▼

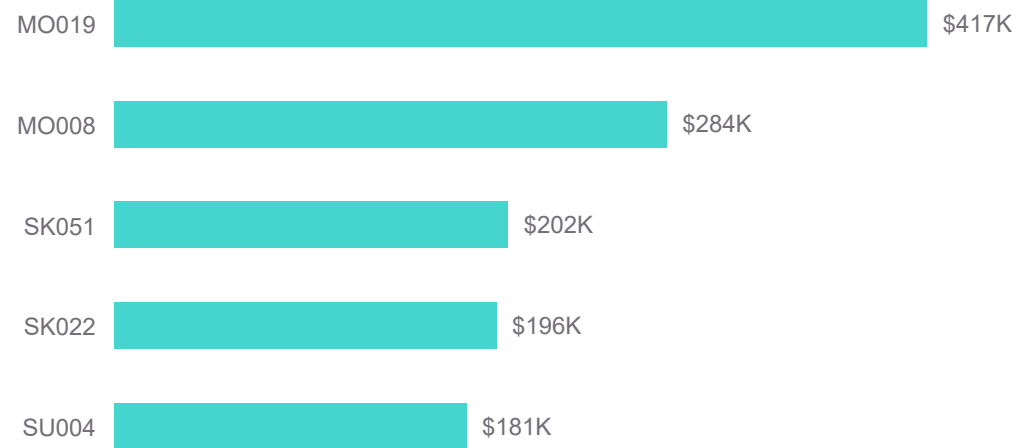
Sales vs COGS by Product Type

● Sales ● COGS



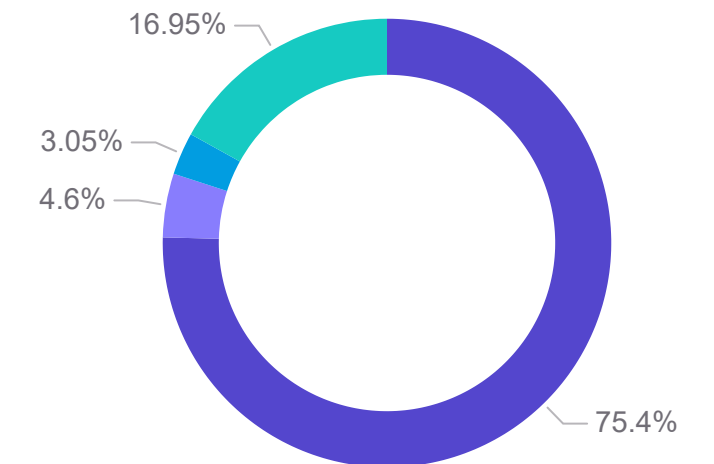
Top SKUs by Profitability

Gross Profit ▼



Total Cost Breakdown

● Manufacturing
● Transportation
● Storage
● Shipping



Overview

Inventory

Sales & Cost

Suppliers

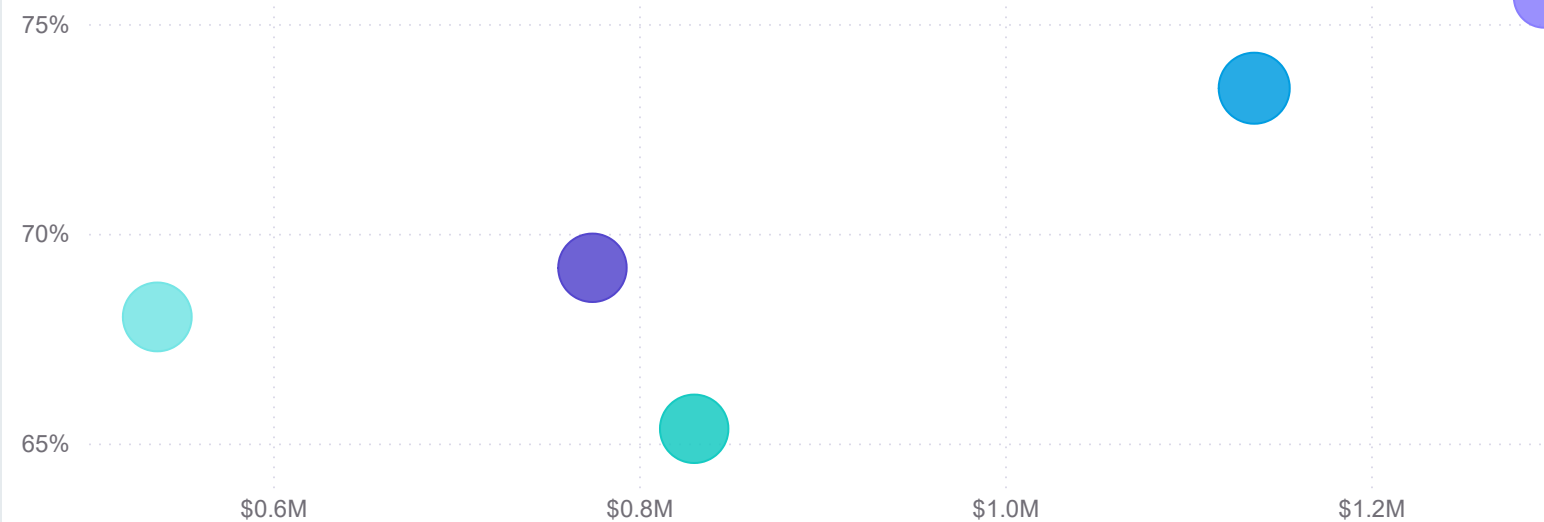
Shipping

Territory

Product Details

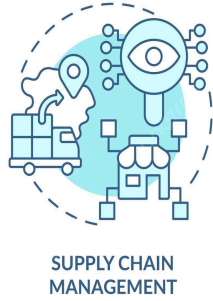
Sales vs Profit Margin (%)

● Cleanser ● Moisturizer ● Serum ● Sunscreen ● Toner



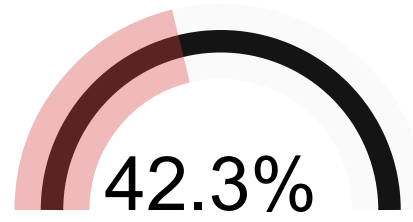
Total Cost Breakdown by Product Type

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
Total	\$1,199,982	\$73,200	\$48,620	\$269,706

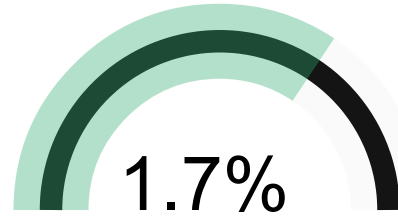


Suppliers

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% ↑

Month
August

Supplier Performance

Supplier	On-Time Delivery	Defect Rate (%)	Lead Time	Cost of Defectes
Botanicals	<div style="width: 42%;"><div style="width: 42%;"></div></div>	2.0%	7.1	\$6,933
Clear Beauty	<div style="width: 42%;"><div style="width: 42%;"></div></div>	1.5%	7.0	\$1,727
Glow Essentials	<div style="width: 42%;"><div style="width: 42%;"></div></div>	2.0%	6.0	\$3,181
Organic Labs	<div style="width: 42%;"><div style="width: 42%;"></div></div>	1.3%	8.0	\$4,942
SkinSun	<div style="width: 42%;"><div style="width: 42%;"></div></div>	1.8%	7.3	\$6,585

On-Time Delivery

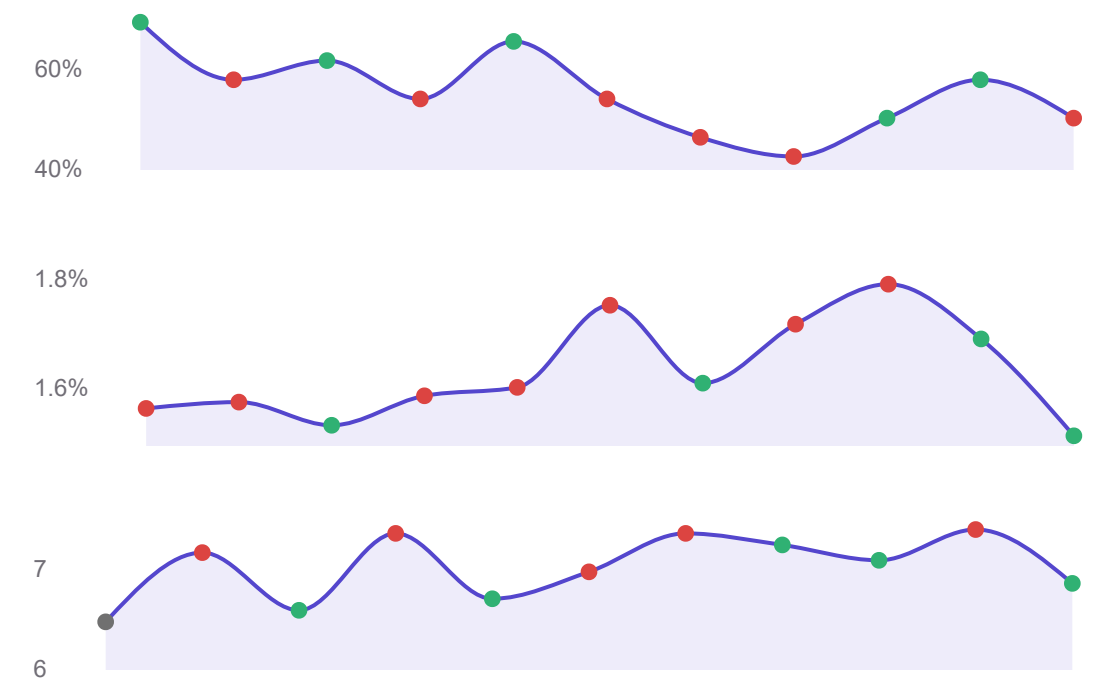
42%

Defect Rate

1.7%

Lead Time

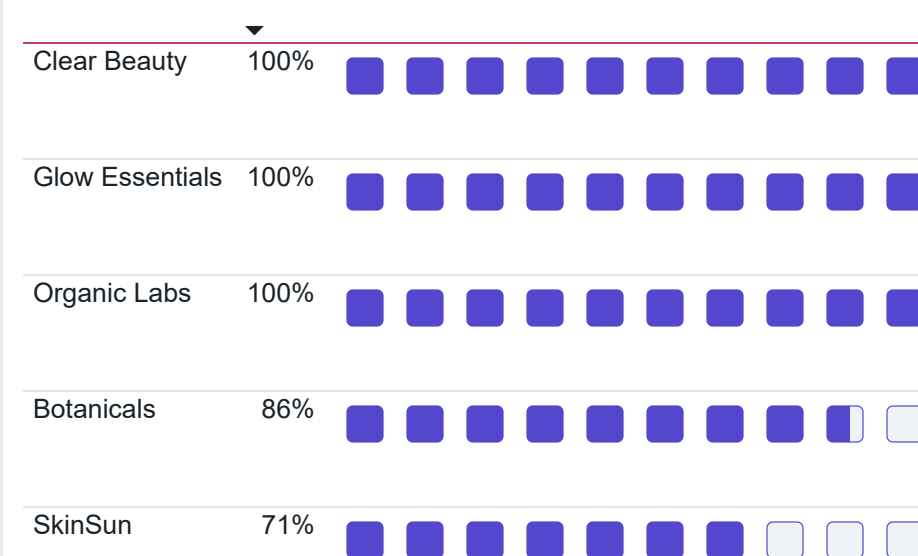
7.2



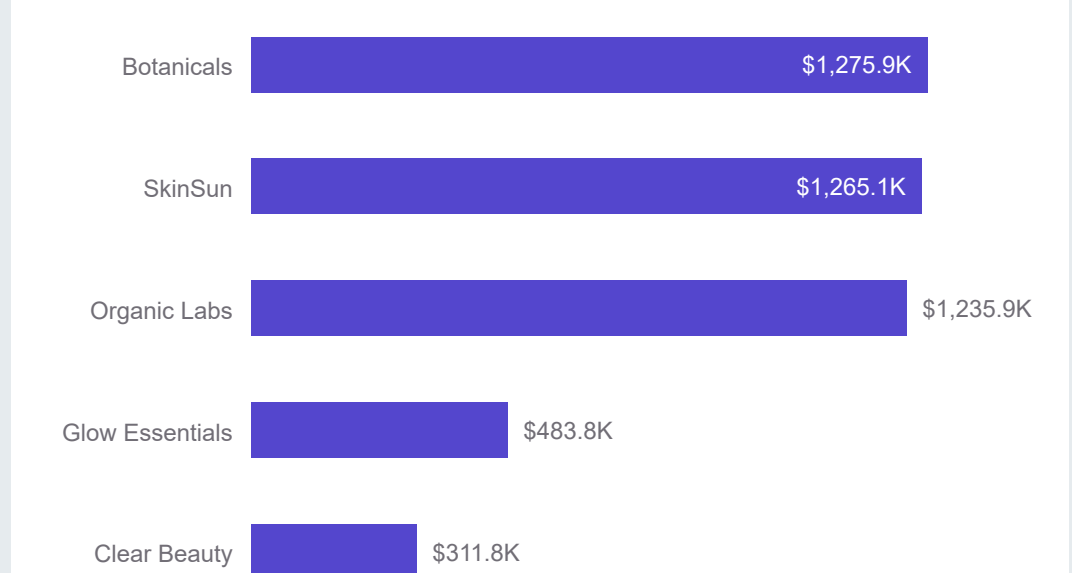
Supplier Lead Time vs On-Time Delivery



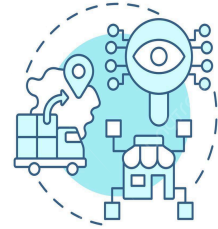
Supplier Compliance by Inspection Results



Revenue Contribution by Supplier



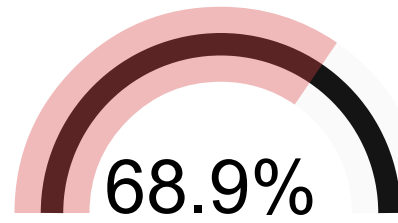
- Overview
- Inventory
- Sales & Cost
- Suppliers**
- Shipping
- Territory
- Product Details



SUPPLY CHAIN MANAGEMENT

Shipping

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

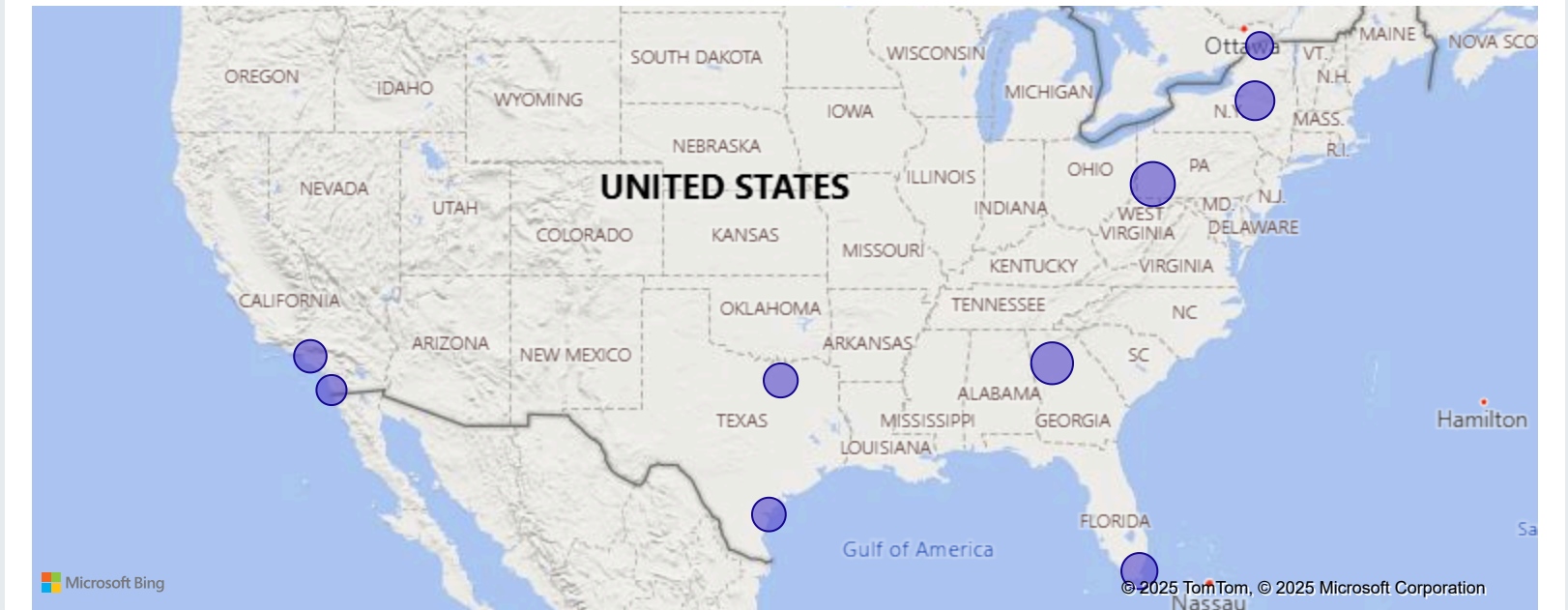
Month ▼

August ▼

Supplier Performance

Carrier	On-Time Delivery Rate	Avg. Shipping Time	Shipping Cost per Order	Delayed Shipments
UPS	<div style="width: 60%;"><div style="background-color: #4a7ebb;"></div></div>	4.0	\$700.0	80
DHL	<div style="width: 100%;"><div style="background-color: #4a7ebb;"></div></div>	3.2	\$699.7	
USPS	<div style="width: 50%;"><div style="background-color: #4a7ebb;"></div></div>	4.5	\$688.2	29
FedEx	<div style="width: 80%;"><div style="background-color: #4a7ebb;"></div></div>	3.5	\$635.8	18
Amazon	<div style="width: 100%;"><div style="background-color: #4a7ebb;"></div></div>	2.7	\$488.6	

Shipping Times by Geographic Routes



Overview

Inventory

Sales & Cost

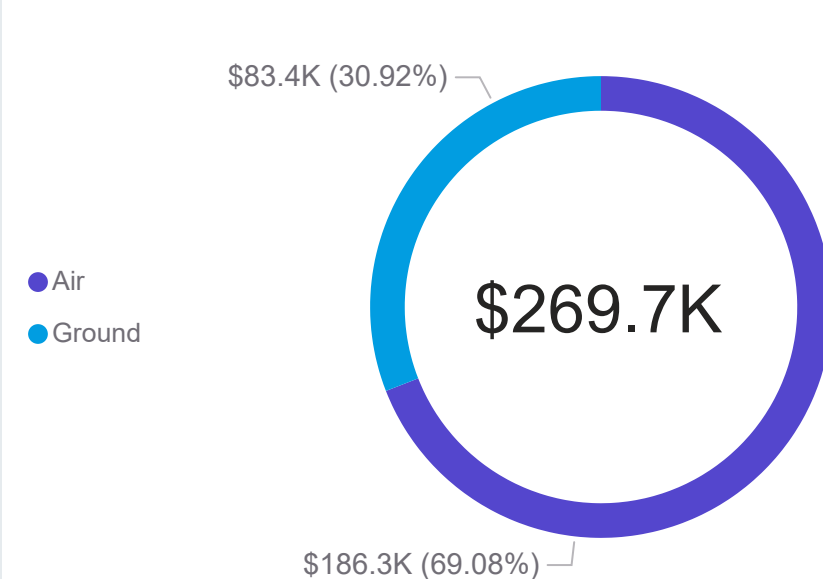
Suppliers

Shipping

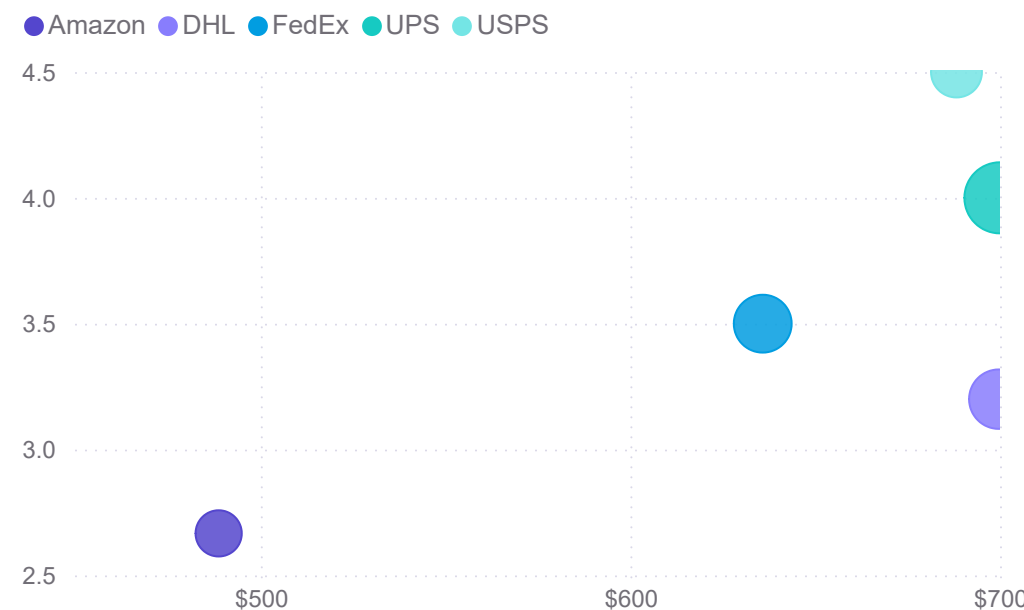
Territory

Product Details

Shipping Cost by Transportation Mode

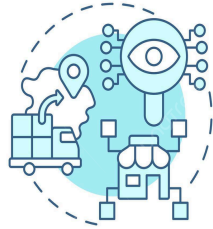


Average Shipping Cost vs Shipping Time by Carrier



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%



SUPPLY CHAIN MANAGEMENT

Territory

Total Units Sold

156,700

vs Prior Month ↑ 14%

Total Sales

\$4,572K

vs Prior Month ↑ 13%

Profit Margin

71.2%

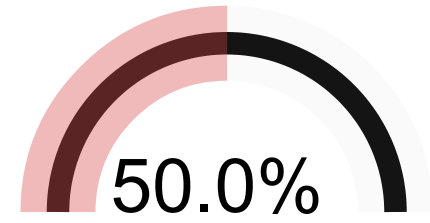
vs Prior Month 1 ↑

Avg. Shipping Time

3.7

vs Prior Month ↑ 5.6%

Avg. Stock Availability



Month ▼

August ▼

Overview

Inventory

Sales & Cost

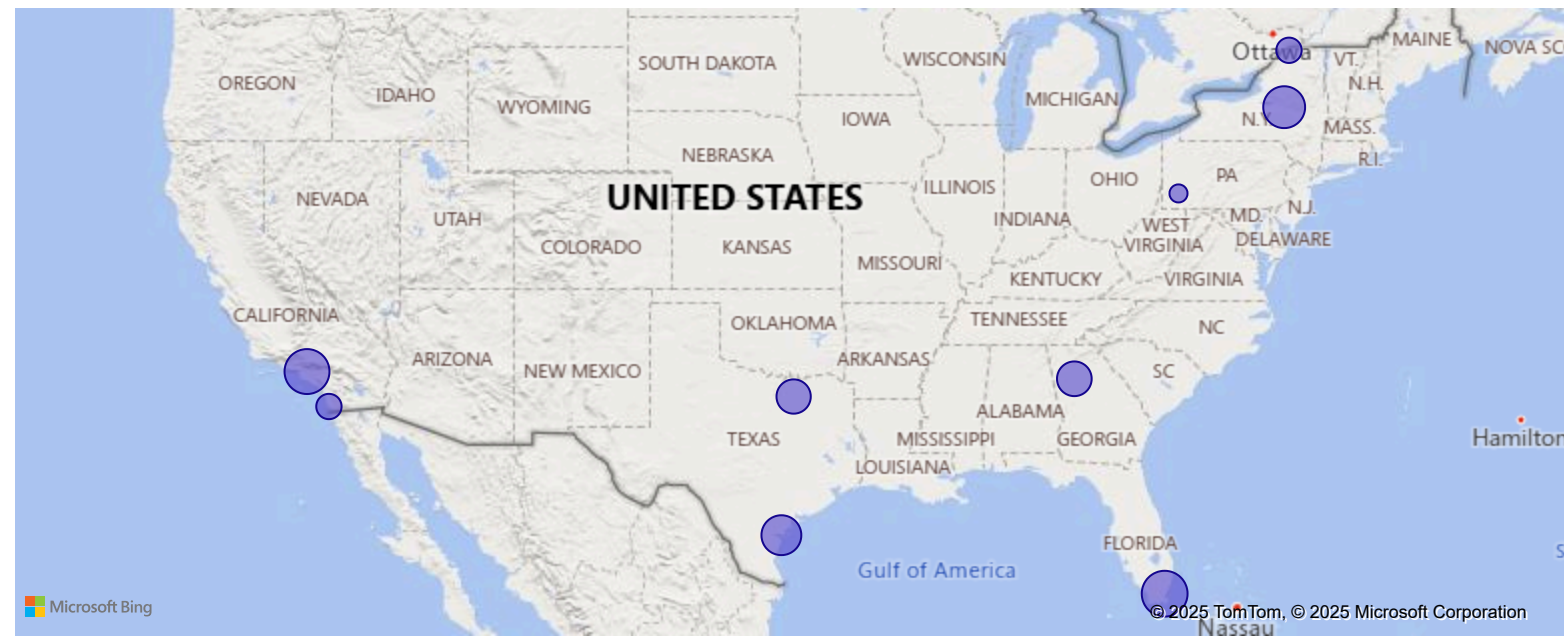
Suppliers

Shipping

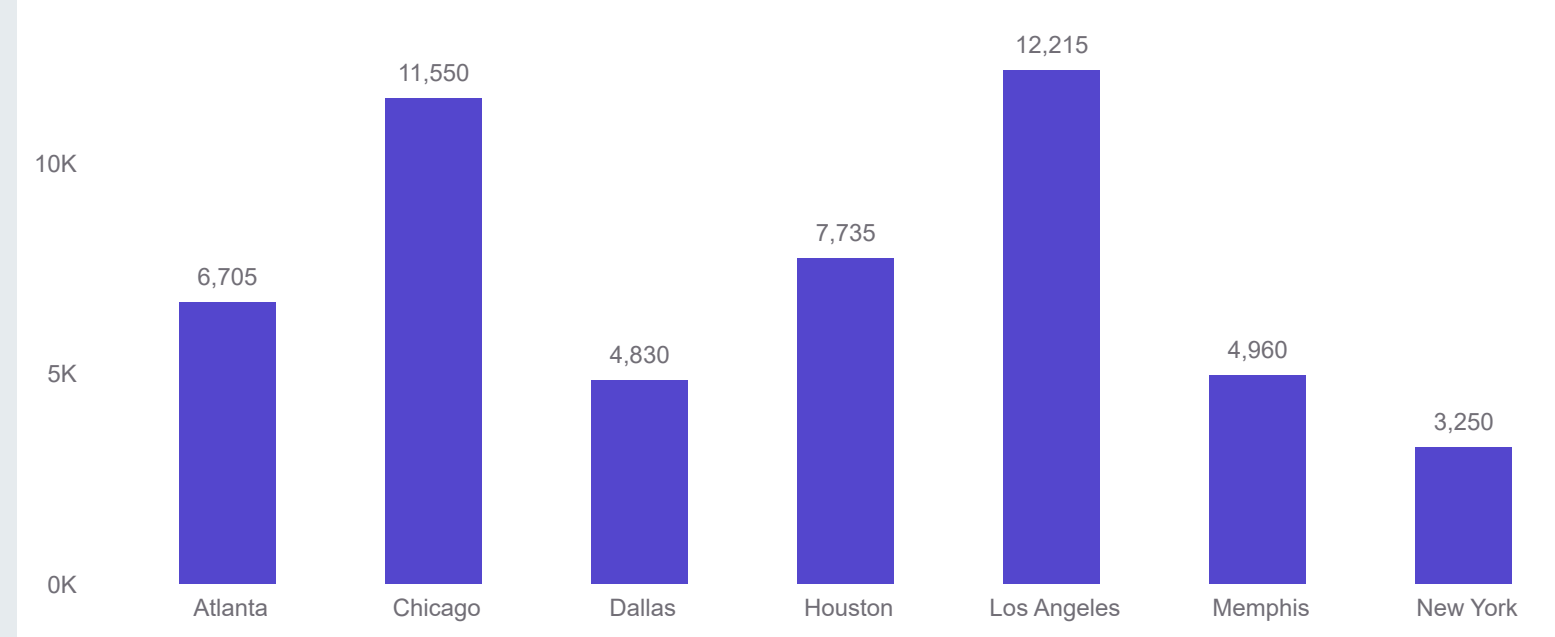
Territory

Product Details

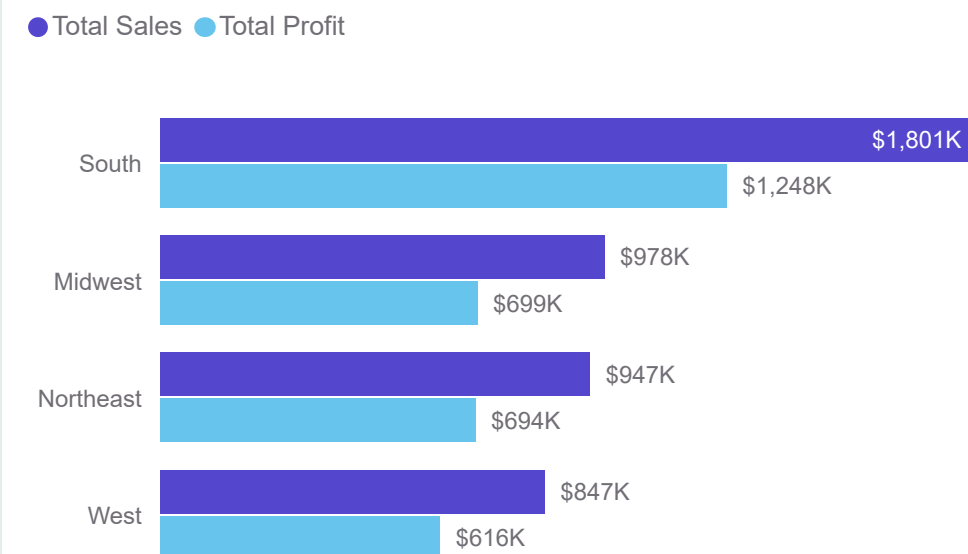
Sales and Profit Margin by Geographic Routes



Stock Levels by City



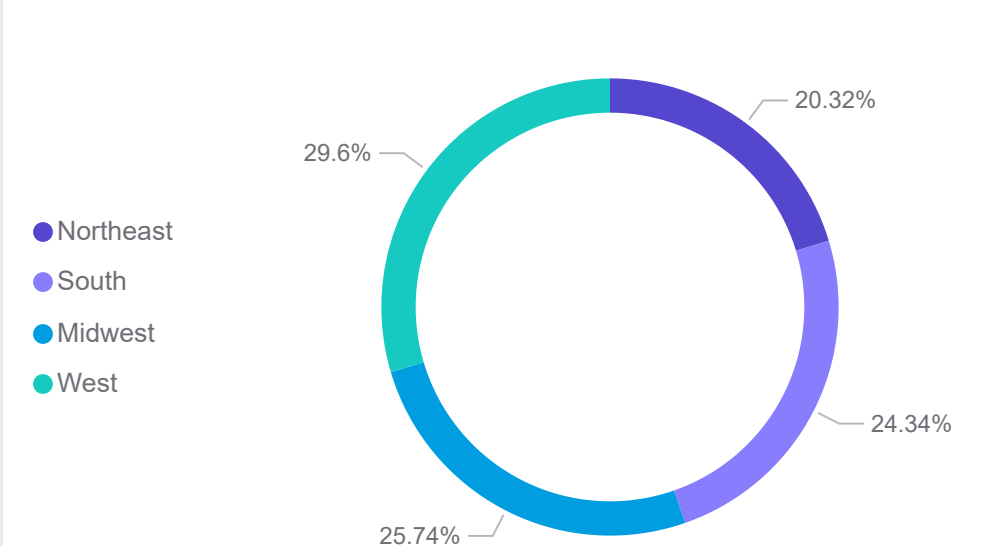
Sales & Profitability Trends by Region

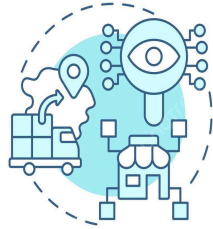


Units Sold, Sales & Profit % by Location

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





SUPPLY CHAIN MANAGEMENT

Product Details

Month ▼

August ▼

Overview

Inventory

Sales & Cost

Suppliers

Shipping

Territory

Product Details

Product Type ▼ All ▼
 Availability ▼ All ▼
 Supplier ▼ All ▼
 Shipper ▼ All ▼

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%