

Retail Math

Initial Markup (IMU)

The initial markup is the difference between the cost of an item and its original selling price. The initial markup is sometimes referred to as markup and is represented as a % (percentage) for purposes of analysis.

Formula:

$$\text{Initial Markup \%} = \frac{\text{Original Retail} - \text{Cost}}{\text{Original Retail}}$$

Examples:

Retail	\$200
Cost	\$92
Difference	\$108

$$\text{Markup \%} = \frac{\$200 - \$92}{\$200} = \frac{\$108}{\$200} = .54 \text{ or } 54\%$$

Markdowns

A markdown is any reduction in the selling price after receiving the merchandise into inventory at the original selling price.

Markdown % (percentage) = Markdown dollars divided by Net Sales. Net sales are defined as actual revenue received after the markdown is taken. Sales tax is never included in determining net sales.

Formula:

$$\text{Markdown \%} = \frac{\text{Markdown Dollars}}{\text{Net Sales}}$$

Example:

Net Sales	\$100,000
Markdown Dollars	\$18,000

$$\text{Markdown \%} = \frac{\$18,000}{\$100,000} = .18 \text{ or } 18\%$$

Maintained Markup (MMU)

Maintained Markup is another way of saying gross profit on merchandise sold. It reflects how markdowns impact initial markup (IMU). Unlike cost accounting, managerial accounting does not treat freight or shrinkage as a part of cost of goods sold. Therefore MMU is often higher on internal POS (point-of-sale systems) and professional merchandise plans than on a financial statement.

To determine MMU% is a 3 step process:

1. Determine your Initial Markup (IMU) using the formula from above. Then calculate the cost compliment of this amount. (100% - IMU).
2. Calculate your Markdown % (percentage) using the formula above. Then calculate your markdown % at cost.
3. Subtract your Markdowns at cost from your IMU.

Formula:

Step 1: 100 - IMU

Step 2: Markdown % X cost compliment =

Step 3: IMU - Markdowns @ Cost

Example:

Step 1: 100 - 54 = 46

Step 2: .18 x 46 = 8.28

Step 3: 54 - 8.28 = 45.72(%)

Merchandising Math Retail

**Joel R. Evans, Barry R. Berman, Evelyn
C. Moore**

Merchandising Math Retail:

Merchandising Mathematics for Retailing Cynthia R. Easterling,2013 For courses in mathematics for retail merchandising Written by experienced retailers Merchandising Mathematics for Retailing 5 e introduces students to the essential principles and techniques of merchandising mathematics and explains how to apply them in solving everyday retail merchandising problems Instructor and student friendly it features clear and concise explanations of key concepts followed by problems case studies spreadsheets and summary problems using realistic industry figures Most chapters lend themselves to spreadsheet use and skeletal spreadsheets are provided to instructors within the Instructor s Manual This edition is extensively updated to reflect current trends and to discuss careers from the viewpoint of working professionals It adds 20 new case studies that encourage students to use analytic skills and link content to realistic retail challenges This edition also contains a focused discussion of profitability measures and an extended discussion of assortment planning *Mathematics for Retail Buying* Bette K. Tepper,Marla; Tepper Greene,2020-04-16 Mathematics for Retail Buying 9th Edition introduces merchandising and retailing students to the most important concepts in retail math through step by step examples with practice problems and solutions Coverage begins with the skeletal profit and loss statement and moves through retail pricing and repricing of merchandise markups markdowns the retail method of inventory six month and assortment planning This extensively updated edition introduces a practical approach that incorporates actual retail scenarios and concepts that are relevant to the fashion industry today The book focuses on mathematical factor that affects the gross margin and profitability key to the success of any merchandise buyer or planner This book integrates current retail business metrics and a focus on the six month planning process including an assortment planning section with examples *A Practical Approach to Merchandising Mathematics* Linda M Cushman,2009-01-01 Basic Math Concepts Factors Affecting Profit Cost of Merchandise and Terms of Sale Reductions Calculating Basic Markup Markup and Pricing Strategy Valuation of Retail Inventory Six Month Plans Purchase Performance and Profitability Interviews with industry professionals on practical application topics like keys to anticipating stock turn trend spotting and timing CD ROM includes templates for specific computer spreadsheet problems and cases Real world examples store forms to compute practice problems Industry terminology and data reflected throughout the text and in the practice problems Easy to follow step by step presentations explain the derivations of formulas Instructor s Guide provides suggestions for planning the course and using the text in the classroom *Merchandising Mathematics* Meridith Paidar,1994 This guide of practical and proven math techniques for the retailer vendor or student of merchandizing combines retailer and vendor experience with real world examples formulas and forms for all sizes of operations The building block format allows readers to gradually build knowledge understanding and skill regarding the mechanics involved in profitable merchandising **Practical Merchandising Math** Leo Gafney,1996-01-12 It s easier than you think to perform every retail math calculationquickly accurately and with confidence

Mathematics is an essential tool for determining every financial arrangement important to a retail business. Whether you're buying merchandise, figuring business expenses, pricing merchandise or recording transactions, a solid working knowledge of practical calculating procedures is indispensable. But don't worry, we're not talking algebra, trigonometry or calculus; just simple arithmetic you can perform using a calculator. Practical Merchandising Math helps you teach yourself all the math you need to succeed in the retail industry. You'll learn to calculate markon, markup and markdown, plan net sales, purchases and stock turnover, and determine expenses and gross margin. You'll also learn the meanings of important terms and discover how the four retail areas where math is required—buying, selling, expenses and record keeping—are interrelated. This easy-to-use guide covers all financial considerations relevant to costing and pricing merchandise. Includes sample calculations with solutions. Features handy quick reference charts for standard markon percentages. Presents material in short sections followed by self-check practice exercises. Don't let math phobia become a roadblock on your way to retail success. Develop the skills you need quickly and easily with the help of Practical Merchandising Math.

Merchandising Math For Retailing, 4/E Easterling, 2008-09 *Myfashionkit -- Access Card -- for Fundamentals of Merchandising Math and Retail Buying*

Angella Hoffman, 2012-01-11 This is a student supplement associated with Fundamentals of Merchandising Math and Retail Buying 1/e. Angella Hoffman 0132724146 **A Practical Approach to Merchandising Mathematics** Linda M.

Cushman, 2011 A Practical Approach to Merchandising Mathematics Revised 1st Edition is dedicated to helping students master the mathematical concepts, techniques and analysis utilized in the merchandise buying and planning process. Students will review basic math concepts, learn how to use typical merchandising forms, become familiar with the application of computerized spreadsheets in retailing, and recognize the basic factors of buying and selling that affect profit. This peer-reviewed new edition of the text brings together assortment planning, vendor analysis, markup and pricing, and terms of sale into one comprehensive resource for students who will be involved with the activities of merchandise buying in the retail industry. Introducing A Practical Approach to Merchandising Mathematics STUDIO, an online tool for more effective study. Study smarter with self quizzes featuring scored results and personalized study tips. Review concepts with flashcards of terms and definitions. Access downloadable spreadsheets and tables illustrating operational results, inventory and merchandise plans. Test your knowledge with review exercises covering key text concepts. Redeeming the code inside this card will give you full access to the content previously contained on the DVD or CD packaged with this book. This bundle includes A Practical Approach to Merchandising Mathematics Revised First Edition and A Practical Approach to Merchandising Mathematics STUDIO Access Card.

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Mathematics for Retail Buying Bette K. Tepper, Marla Greene, 2016-03-10 Revised edition of Mathematics for retail buying 2014 **Merchandising Math** Doris H. Kincade, Fay Gibson, Ginger Woodard, 2004 For sophomore and junior level courses in Retail Mathematics and Buying and Merchandising. This book introduces students to the concepts of financial

management for the merchandising of fashion goods Covering basic financial skills needed to succeed when planning procuring and selling fashion goods the text provides an integrated presentation of merchandising principles mathematical formulas and real world applications It is designed to help students understand the underlying principles behind decisions and apply these principles to multiple store situations The book begins with the basic markup concepts and single unit three variable spreadsheets and builds the information to complex assortment plans and multi column multi row spreadsheets

Fundamentals of Retail Buying with Merchandising Math Angella L. Hoffman,2013 For courses in Retail Buying Merchandising Math Merchandise Management Advanced Buying Strategic Merchandise Planning Bridging the gap between current merchandising math textbooks and retail buying textbooks The Fundamentals of Retail Buying with Merchandising Math incorporates both buying philosophies and merchandising math The text s problem based method of learning incorporates questions and problems that train the reader to think like a buyer and encourage group collaboration and critical thinking Simulated exercises mimic real life buying responsibilities Additionally the order of the chapters and content within each chapter mimic the training of an assistant buyer in a corporate buying office Providing a full broad view of the retail buyer s role the text also includes the key merchandising math formulae that is the basis of all retail buying analysis

Merchandising Math Handbook for Retail Management Joel R. Evans,Barry R. Berman,Evelyn C. Moore,2009-01-09

Merchandising Mathematics Antigone Kotsiopoulos,Jikyeong Kang-Park,1998 This textbook workbook software program is aimed at students and retail personnel who use merchandising math Beginning with markups and markdowns and ending with profit and loss statements the text covers concepts of increasing difficulty Easy to follow presentations give the reasons for using each mathematical concept and explain the derivations of the formulas step by step The primary formulas are highlighted The presentation of each basic concept includes a set of assignment problems in both the text and software for practice Instructor s Guide describes and explains the organization and elements of the text showing how to use the software in combination with the text It provides solutions to all assignments general overviews to the chapters objectives key terms additional learning activities quizzes and test banks Examples from the pages of WWD and other Fairchild publications show real life situations in which the mathematical concepts are applied A special bonus is a set of transparency masters that aid the instructor in presenting the major mathematical concepts in the classroom

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BloomsburyFashionCentral.com **Math for Merchandising** Evelyn C. Moore, 2001 **Merchandising Math A Step by Step Approach** Second Edition takes users step by step through the concepts of merchandising math It is organized so that the chapters parallel a career path in the merchandising industry It begins with fundamental math information and progresses

through the forms and math skills needed to buy price and re price merchandise. Later chapters provide information on creating and analyzing six month plans. The final section of the text introduces math and merchandising concepts that are part of corporate buying offices. Features of this text include a conversational tone that helps make the text easy to follow and understand. Hints and worked out examples that help increase comprehension of the material. Practical applications that help users apply the information to real world situations. Practice exercises that give users opportunities for review and practice. Calculator information that helps users solve math problems with a calculator. Merchandising Mathematics Meredith L. Paidar, 1994-01-01

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