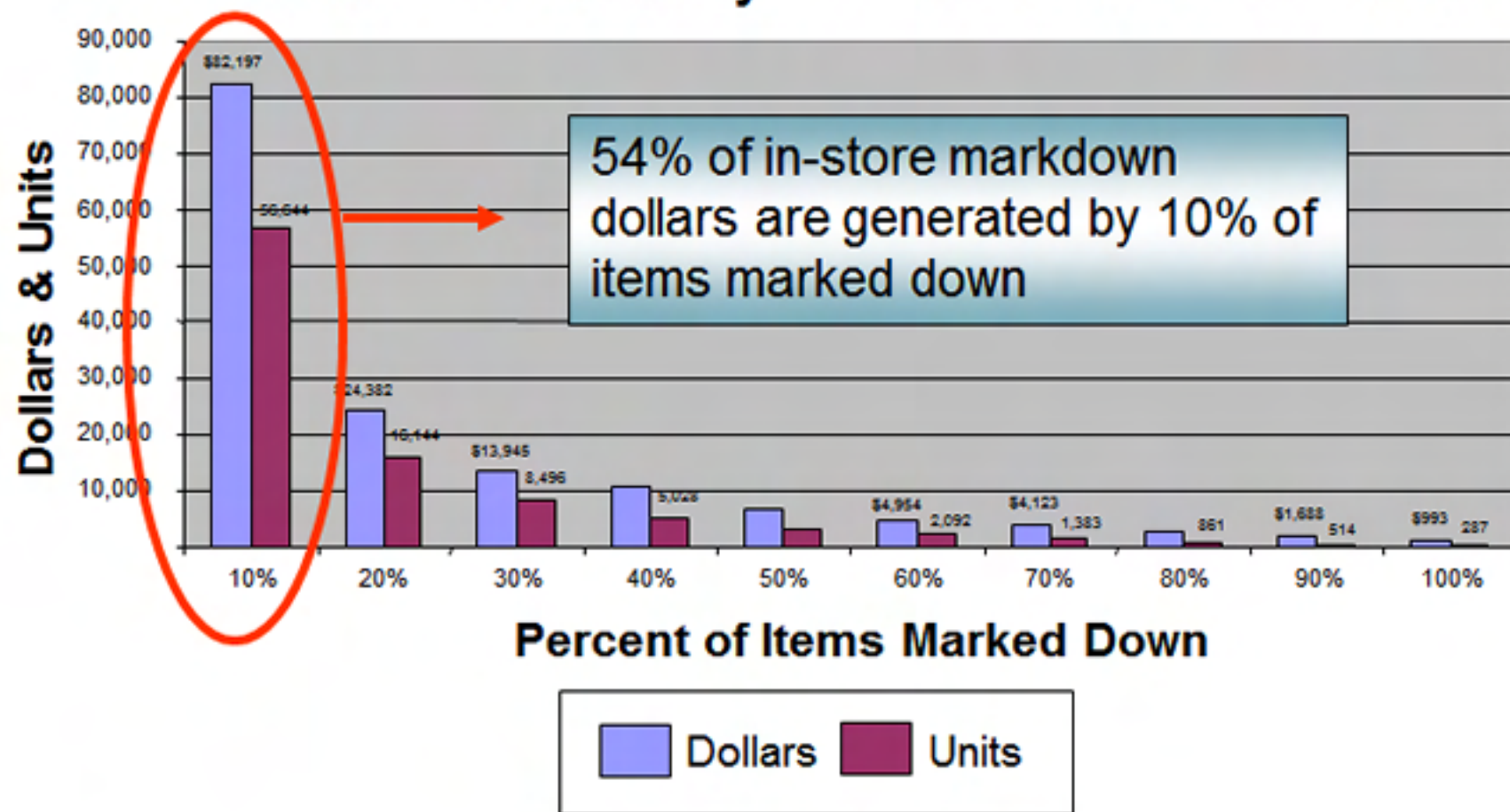


**Opportunity:** Improving current processes, systems, and communication to identify and resolve major forecast issues will result in large payback of in-store markdown dollars.

## Dollars and Units by Percent of Items Markdown



### Notes:

- Data based on 1 month study of "mix match 15"
- Data was collected from 1/03/01 to 2/07/01
- Stores included in study = 56, 155, 352, 435, 522, 536, 581, 600, 611, 649, 658, 659, 668, 680, 719