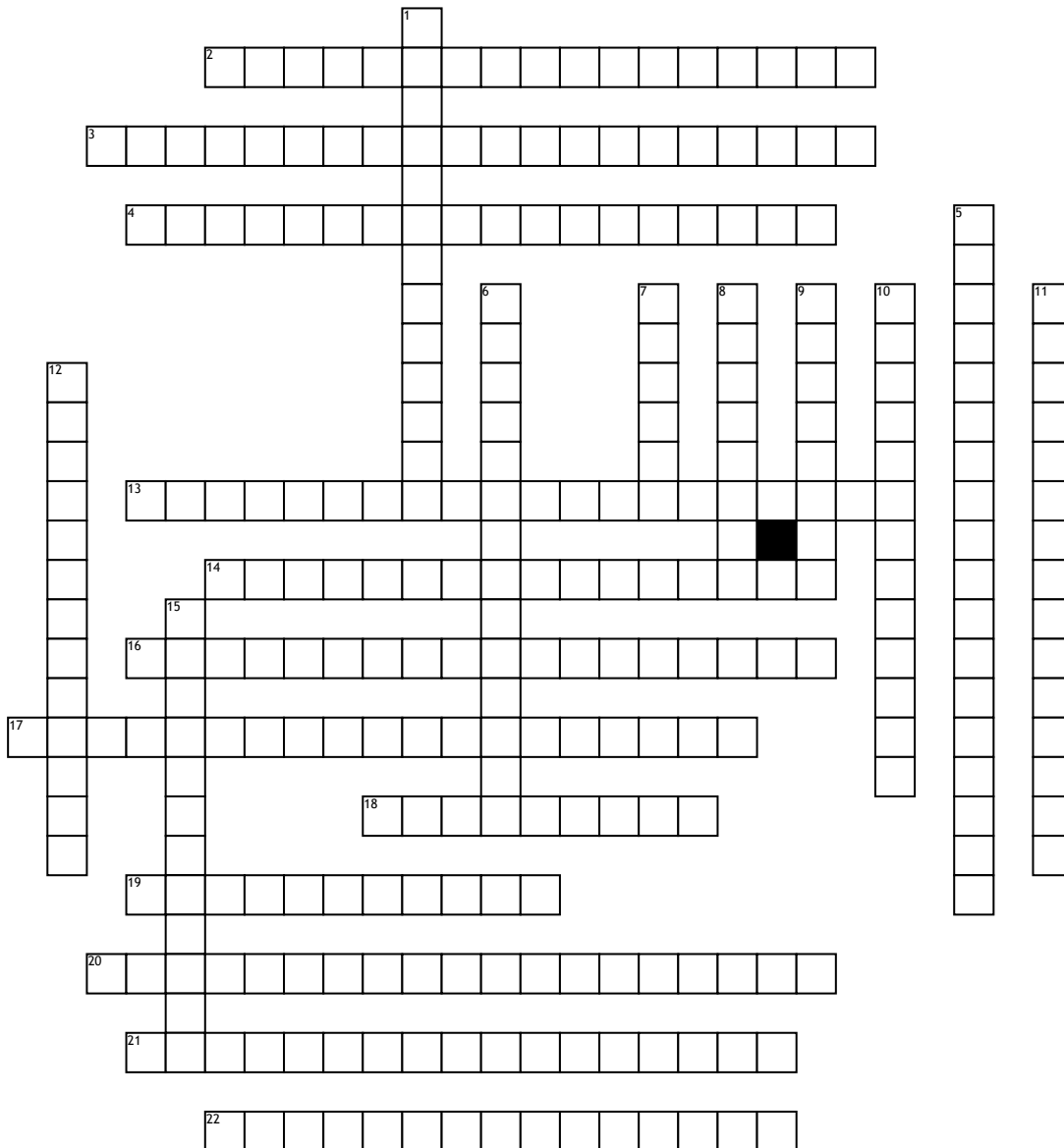


2.02 Vocab



Across

2. calculated number that shows dollar sales volume in relation to the dollar value of average inventory
3. activity of purchasing only one category classification of merchandise. also called central buying
4. retail employees who check the merchandise assortments, prices, ambiance, and service offered in competing and noncompeting stores, as well as the advertising, knowledge, etc
13. item that accessorizes other basic products
14. smallest unit for which sales and stock are kept
16. activity of department store buyers who purchase merchandise for only their department
17. a financial buying budget for planned stock, sales, and profit of a store for a six month period
18. the dollar or merchandise unit amount that buyers are permitted to order for their stores

19. a plan that describes the types and quantities of merchandise to purchase for a store for a specific time period and amount of money
20. when retailer submits definite specifications to a manufacturer about the quality of materials, workmanship, style, etc rather than looking for good already produced
21. the number of different categories or classifications of merchandise offered
22. vendor shipped items in a condition to be put directly on the retail shelf

Down

1. difference between book inventory, according to records, and actual physical inventory
5. a circle of ongoing planning, buying, and selling
6. a buying plan that projects the variety and quantity of specific stock-keeping units to be carried by a store to meet customer demand

7. amount added to the cost of merchandise to determine selling price
8. difference between the previous selling price of an item and the reduced selling price
9. reduction of the original retail price
10. the exchange of merchandise to individual customers in return for money
11. non-personal promotion aimed at the public or a large general audience
12. number of times the average inventory on hand is sold and replaced in a given period
15. merchandising executives who are responsible for selecting and purchasing goods for their companies and for selling the goods at a profit