

What is your inventory worth, really?

In a fashion business, inventory is the asset that drives cash. Most brands carry every unit at cost, however old, and never take the write-down. The balance sheet says one number, the warehouse holds another, and the gap shows up when stock has to become cash. In two weeks: an independent, methodology-based view of what your inventory is worth and how much of it can become cash, and when. Fixed fee. You keep the view.

30 to 40%

of a brand's inventory will not sell above cost. The books carry all of it at cost.

Aged, broken on size, or in the wrong channel. Nobody writes it down, so the balance sheet says one number and the warehouse says another.

YOUR INVENTORY, CUT BY WHAT IT WILL ACTUALLY SELL FOR

ILLUSTRATIVE · \$3.0M AT COST

Sells above cost 60%

Around cost 15%

Below cost 25%

\$1.8M

Full price or first markdown. The margin is real.

\$450K

Breaks even, moved now.

\$750K

Recoverable about \$260K if moved now.

Three numbers most brands have never seen for their own stock: what earns a margin, what breaks even, and how much is really convertible to cash.

Gap to book about \$490K

TWO WEEKS · THREE ANSWERS · A VIEW YOU KEEP

Questions you already have. Answered in your numbers.

- What is your inventory worth, and how much of it can become cash?**
Every lot sorted above, around or below cost on one methodology, independent of anyone who wants to buy it. The number your board, your bank and your next buy rest on.
- Which accounts, channels and categories make you money?**
And which only make you busy. Wholesale by door, e-commerce and stores, read together.
- Is the next buy the right size?**
Demand against buy, by category and size, across channels, before the PO goes out.

HOW IT WORKS

- DAYS 1 TO 2 The priority**
A working session on which of the three matters most right now, and the data needed to answer it.
- DAYS 3 TO 5 The data**
Exports from ERP, Shopify, wholesale portals, 3PL and retailer selling reports, reconciled into one view.
- WEEK 2 The read**
Worked through with you, in your meetings. Channels, inventory positions, sizing trends and what they imply.
- DAY 10 Handover**
A memo, a model, the 0600 platform on your data, or all three. Built to stay current.

Two weeks

TEN WORKING DAYS, SCOPED

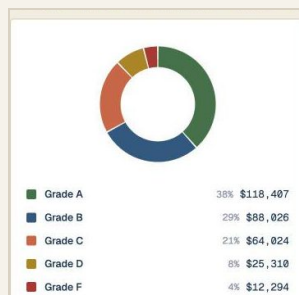
Fixed fee

PLATFORM SET-UP INCLUDED

Optional

KEEP THE VIEW, MONTHLY

THE VIEW YOU KEEP · THE BANDS ABOVE, ON YOUR OWN STOCK



A 45% recovery \$118,407 2,814 units · 42 style-colors	B 35% recovery \$88,026 2,178 units · 74 style-colors	C 15% recovery \$64,024 1,748 units · 78 style-colors	D 5% recovery \$25,310 754 units · 76 style-colors	F 2% recovery \$12,294 400 units · 52 style-colors
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Every style-color is scored on how complete its size run is and how long it has aged, then graded A to F. The grade sets a realistic recovery against cost: an A sells close to wholesale, a broken legacy run recovers almost nothing. Added up, that is the bands above, in dollars, for your own warehouse.

Erik Ulin · 0600

FOUNDER · OPERATOR-BUILT · NEW YORK

Erik Ulin leads every read himself. He has sat in your seat: brand P&Ls as president, restructuring where the inventory number decided the outcome, and retail technology for wholesale and e-commerce teams. The 0600 platform came out of that work.

EXPERIENCE BEHIND THE READ

President · J.Lindeberg USA
 President, Men's Fashion · UBM
 Restructuring · FTI Consulting
 VP Marketplaces · NuORDER
 SVP Revenue & Ops · Ghost
 MBA · Columbia Business School

HOW IT STARTS

- A 30-minute call on which of the three questions hurts most.
- One export. The bands on your stock within days.
- Two weeks. Then decide what, if anything, comes next.