

Task Title: Estimate Stock Order

# OALCF Cover Sheet – Practitioner Copy

**Learner Name: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**

**Date Started: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**

**Date Completed: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**

|  |  |  |
| --- | --- | --- |
| **Goal Path:** | Employment | Apprenticeship |
| Secondary School | Post Secondary | Independence |

**Successful Completion:**  Yes No

**Task Description:** Learner will use tables and graphs to estimate how much stock to order.

**Main Competency/Task Group/Level Indicator:**

* Understand and Use Numbers/Manage data/C4.2

**Materials Required:**

* Pen/pencil and paper and/or digital device
* Calculator or digital device with calculator function

# Learner Information

Retail workers and sales managers may need to estimate how much stock to order based on last year’s sales.

Scan “**CJ Moore Company’s Sales**”, “**Martin’s Swimwear First Quarter Sales”,** and “**Canadian Flag Inventory**”.

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| **CJ Moore Company’s Sales** | | | | |
| **Year** | **Beginning**  **Inventory** | **Purchased**  **inventory** | **Ending**  **Inventory** | **Amount**  **Sold** |
| 2024 | 2,000 pcs | 7,500 pcs | 2,200 pcs | 7,300 pcs |
| 2023 | 2,300 pcs | 10,500 pcs | 2,000 pcs | 10,800 pcs |
| 2022 | 2,500 pcs | 13,000 pcs | 2,300 pcs | 13,200 pcs |

|  |  |
| --- | --- |
| **Martin’s Swimwear**  **First Quarter Sales** | |
| 2024 | $18,900.00 |
| 2023 | $16,000.00 |
| 2022 | $15,750.00 |
| 2021 | $13,647.00 |

A graph of sales and inventory

Description automatically generated

# Work Sheet

**Task 1: Look at “CJ Moore Company’s Sales” for 2022, 2023 and 2024. Calculate the percentage drop in amount sold between 2022/2023 and 2023/2024.**

Answer:

**\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**

**Task 2: Calculate the average drop in purchased inventory over the past three years.**

Answer:

**\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**

**Task 3: Estimate the inventory to purchase for 2024 based on the average drop in purchased inventory over the past three years.**

Answer:

**\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**

**Task 4: Look at “Martin’s Swimwear First Quarter Sales” chart. Estimate the first quarter sales for 2025 using the first quarter sales from the previous two years.**

Answer:

\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

**Task 5: Look at Dollar Village’s “Canadian Flag Inventory” for last year. Estimate how many Canadian flags Dollar Village should order based on last year’s total sales of Canadian flags.**

Answer:

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# Answers

**Task 1: Look at CJ Moore Company’s Sales for 2022, 2023 and 2024. Calculate the percentage drop in amount sold between 2022/2023 and 2023/2024.**

Answer:

2022/2023 = 13,200 – 10,800 = 2,400; 2,400 x 100 ÷ 13,200 = 18.2%

2023/2024 = 10,800 – 7,300 = 3,500; 3,500 x 100 ÷ 10,800 = 32.4%

**Task 2: Calculate the average drop in purchased inventory over the past three years.**

Answer:

2022: 13,000 – 10,500 = 2,500

2023: 10,500 – 7,500 = 3,000

2,500 + 3,000 = 5,500

5,500 / 2 = 2,750

The average drop is 2,750 per year.

**Task 3: Estimate the inventory to purchase for 2024 based on the average drop in purchased inventory over the past three years.**

Answer: 7,500 – 2,750 = 4,750

**Task 4: Look at “Martin’s Swimwear First Quarter Sales” chart. Estimate the first quarter sales for 2025 using the first quarter sales from the previous two years.**

Answer: The estimated amount of sales will be $21,800

18,900 – 16,000 = 2,900 18,900 + 2,900 = 21,800

**Task 5: Look at Dollar Village’s “Canadian Flag Inventory” for last year. Estimate how many Canadian flags Dollar Village should order based on last year’s total sales of Canadian flags.**

Answer:

Add the total sales: 95 + 400 + 500 + 123 = 1,118  
The estimated number of flags to order is approximately 1,118.

Performance Descriptors

| Levels | Performance Descriptors | Needs Work | Completes task with support from practitioner | Completes task independently |
| --- | --- | --- | --- | --- |
| C4.2 | calculates using numbers expressed as whole numbers, fractions, decimals, percentages and integers |  |  |  |
|  | makes estimates |  |  |  |
|  | finds ranges for data sets |  |  |  |
|  | calculates averages (mean) and percentages |  |  |  |
|  | chooses and performs required operation(s); may make inferences to identify required operation(s) |  |  |  |
|  | selects appropriate steps to solutions |  |  |  |
|  | uses strategies to check accuracy (e.g. estimating, using a calculator, repeating a calculation, using the reverse operation) |  |  |  |

This task: Was successfully completed Needs to be tried again

Learner Comments:

Instructor (print): Learner (print):

**\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**