further sky

SAMPLE · ILLUSTRATIVE DATA

FLIGHT PLAN · NOVEMBER 2026

Acme Outdoor Co.

Monthly S&OP summary · prepared for the go/no-go call on Nov 12

OVERALL STATUS

● HOLD · 1 urgent action

FORECAST ACCURACY	WEEKS OF SUPPLY	AT-RISK SKUS	EXCESS INVENTORY
82%	9.4	3	$41K
Up from 74% in Oct	Target 8–12	Of 86 active	Over 26 weeks of cover

Decisions for this month

1. **Expedite Rain shell, M.** Supplier PO slipped 12 days; stocks out in 6 days. Air-freight 400 units (~$2.1K) or shift ad spend to size L.
2. **Place the Q1 order for Trail pack 30L by Nov 20.** 1,800 units covers forecast through March at a 60-day lead time.
3. **Hold reorders on Camp mug, olive.** Demand cooled 18% after the promo; current stock lasts into January.
4. **Mark down Dry bag 5L.** 31 weeks of cover; a 20% markdown frees about $9K before storage fees rise in January.

Watchlist

ITEM	STATUS	STOCKOUT
Rain shell, M	● No-go	T−6 d
Camp mug, olive	● Hold	T−19 d
Headlamp 400	● Hold	T−27 d
Trail pack 30L	● Go	T−64 d

Reorder schedule · next 60 days

SKU	ITEM	ORDER BY	QTY	SUPPLIER	LEAD TIME	COVERS THROUGH
0091	Rain shell, M	Nov 10	400	Northpeak	Air, 9 d	Jan 15
0142	Trail pack 30L	Nov 20	1,800	Lumen Gear	Sea, 60 d	Mar 31
0455	Headlamp 400	Dec 2	900	Brightway	Sea, 45 d	Feb 28
0217	Dry bag 10L	Dec 18	650	Lumen Gear	Sea, 60 d	Apr 15

Risks we're watching

1. Chinese New Year (Feb 6) shuts most suppliers for 2–3 weeks; February POs need to go out early.
2. Amazon FBA Q1 inbound limits: ship Trail pack before Dec 10.

Next month's deep dive

Spring launch sizing for the new 45L pack: three demand scenarios and the initial order that keeps stockout risk under 10%.