The Top-Dog Index: A New Measurement of the Size Distribution in Pre-Pack Orders for a Fashion Discounter

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We propose the new Top-Dog Index to measure the branch-dependent deviation of the supply of apparel sizes from the historic sales data of a fashion discounter. We will show in a real-world business case, that the common approach to estimate demand for sizes directly from the sales data does not work in general. Our approach individually measure for each branch the most scarce and the most ample sizes, aggregated over all products. We will present some results on the potential of this method obtained by a real-world blind study.