

Guide to LPS Reports

Contents

Product Activity by Division	1
Product Activity by Organization	2
Stock Activity-External	2
Sales Stock.....	3
Stock Status.....	5
Sales Stock Daily.....	6
Stock Status Daily	7

Product Activity by Division

Versions with Comp Copies Excluded and Included

Column	Definition
Division	Lerner business division
Imprint	Imprint under which the item is published
Series	Series to which the title belongs
Product Line	Type of inventory. Commonly used values: EB: E-Book HC: Hardcover IB: Interactive Books SC: Softcover XX: Miscellaneous
ISBN: Title: Media	The ISBN, internal item number, and title of the item
Organization	Customer type
Customer	Ship-To Customer name
Qty	Qty shipped including returns and excluding free/comp lines. Includes all warehouses
Net	Qty shipped including returns and excluding free/comp lines, multiplied by list price minus discount. Includes all warehouses
Gross	Qty shipped including returns and excluding free/comp lines, multiplied by list price. Includes all warehouses
Discount	Gross minus Net , divided by Gross

Product Activity by Organization

Versions with Comp Copies Excluded and Included

Column	Definition
Organization	Customer type
Customer	Ship-To Customer name
Division	Lerner business division
Imprint	Imprint under which the item is published
Series	Series to which the title belongs
Product Line	Type of inventory. Commonly used values: EB: E-Book HC: Hardcover IB: Interactive Books SC: Softcover XX: Miscellaneous
ISBN: Title: Media	The ISBN, internal item number, and title of the item
Season	Season of publication. S: Spring, F: Fall
Media	Media of item. Commonly used values: EB: E Book BB: Board Book LB: Library Bound PB: Paperback TH: Trade Hardcover
Qty	Qty shipped including returns and excluding free/comp lines. Includes all warehouses
Net	Qty shipped including returns and excluding free/comp lines, multiplied by list price minus discount. Includes all warehouses
Gross	Qty shipped including returns and excluding free/comp lines, multiplied by list price. Includes all warehouses
Discount	Gross minus Net , divided by Gross

Stock Activity-External

Column	Definition
Item	Internal item number
Imprint	Imprint under which the item is published
Series	Series to which the title belongs
Title	Title of item
ISBN	ISBN of item
Partner	Partner associated with the imprint
Publisher	Publisher of item
Media	Media of item. Commonly used values: EB: E Book BB: Board Book LB: Library Bound PB: Paperback

	TH: Trade Hardcover
(C)	Copyright date
Season	Season of publication. S: Spring, F: Fall
QOH Beg	On-hand inventory at the beginning of the previous month for Lerner Publishing Group warehouse
Units Received	Purchase order received quantity. Includes all warehouses
Returns-In Stock	Return to stock for Lerner Publishing Group warehouse
Returns-Damage	Damaged return for Lerner Publishing Group warehouse
Total Returns	The sum of Returns-In Stock and Returns-Damage
Other Adj	Warehouse inventory adjustments (cycle count or tossed product) for Lerner Publishing Group warehouse
Consg In	Warehouse transfers into Lerner Publishing Group warehouse
Consg Out	Warehouse transfers out of Lerner Publishing Group warehouse
Comp Copies	Qty shipped for comp copies for Lerner Publishing Group warehouse
Sales Ord Units Shipped	Qty shipped including returns but excluding comp copies. Includes only Lerner Publishing Group warehouse
Total Stock Activity	The sum of Returns-In Stock , Other Adj , and Consg In , minus Consg Out , Comp Copies and Sales Ord Units Shipped
Unit Sales	Qty shipped including returns and excluding free/comp lines. Includes all warehouses
Current QOH	On-hand inventory at the beginning of the current month for Lerner Publishing Group warehouse
Calc QOH	The sum of QOH Beg , Units Received , and Total Stock Activity
Variance	Calc QOH minus Current QOH
Credit Adj	Return or Free Goods order lines for return codes Overstock Return, Damage Return, Defective Return, Short Shipment (Credit Only), Billing error-wrong customer, Billing error-wrong item, Discount or Price Discrepancy, Duplicate Order Return, Refused Return, Damage/Defective (Credit Only) for Lerner Publishing Group warehouse
WYNK Status	Status of item in publication lifecycle. Commonly used values: ACT: Active NRP: Not Reprinting OSI: Out of Stock Indefinitely

Sales Stock

Column	Definition
Item	Internal item number
Imprint	Code of imprint under which the item is published
Series	Series to which the title belongs
Title	Title of item
ISBN	ISBN of item
Media	Media of item. Commonly used values: EB: E Book BB: Board Book LB: Library Bound

	PB: Paperback TH: Trade Hardcover
(C)	Copyright date
Season	Season of publication. S: Spring, F: Fall
List Price	List price for item
Life	Qty shipped including returns but excluding free/comp copies lines for the lifetime of the item. Includes all warehouses
<i>PY (displays year before last)</i>	Qty shipped including returns and excluding free/comp lines, for the year before last. Includes all warehouses
<i>LY (displays last year)</i>	Qty shipped including returns and excluding free/comp lines, for the previous year. Includes all warehouses
<i>Current YTD (displays current year)</i>	Qty shipped including returns and excluding free/comp lines, for the current year in progress. Includes all warehouses
<i>PM-Year (displays month before last with year)</i>	Qty shipped including returns and excluding free/comp lines, for the month before last. Includes all warehouses
<i>LM-Year (displays previous month with year)</i>	Qty shipped including returns and excluding free/comp lines, for the previous month. Includes all warehouses
<i>Current MTD (displays current month with year)</i>	Qty shipped including returns and excluding free/comp lines, for the current month in progress. Includes all warehouses
WYNK	Status of item in publication lifecycle. Commonly used values: ACT: Active NRP: Not Reprinting OSI: Out of Stock Indefinitely
GTS W1	Inventory status in Lerner Publishing Group warehouse. Commonly used values: A: Available O: Out of Stock P: Out Of Print
MOS (QA)	Quantity Available (inventory quantity on hand, less quantity committed to orders, in picking, reserved for future orders, or being transferred to another warehouse) for Lerner Publishing Group warehouse, divided by Average Monthly Usage for all warehouses
*	An asterisk in this field indicates that the calculation of Average Monthly Units for the first 12 months of sales was adjusted by removing outlier months (months having more than 3 times the average sales of the first 12 months); a number indicates the number of months of sales if less than 12; or else blank
On PO	Units ordered but not yet received. Includes all warehouses
Next Rcpt	Purchase order next expected date. Includes all warehouses
Total QA	Quantity Available (inventory quantity on hand, less quantity committed to orders, in picking, reserved for future orders, or being transferred to another warehouse). Includes all warehouses
Total Rcvd	Purchase order received quantity. Includes all warehouses
Sell Thru	Qty shipped including returns but excluding free/comp copies lines, divided by purchase order units received. Includes all warehouses

Partner	Code designating the partner associated with the imprint
Partnership	Code designating the type of partnership for the partner
Brand	Code designating the brand associated with the title

Stock Status

Column	Definition
Item	Internal item number
Imprint	Imprint under which the item is published
Series	Series to which the title belongs
Title_ID	Internal ID of title
Title	Title of item
ISBN	ISBN of item
Media	Media of item. Commonly used values: EB: E Book BB: Board Book LB: Library Bound PB: Paperback TH: Trade Hardcover
(C)	Copyright date
Season	Season of publication. S: Spring, F: Fall
Life	Qty shipped including returns but excluding free/comp copies lines for the lifetime of the item. Includes all warehouses
Current YTD <i>(displays current year)</i>	Qty shipped including returns and excluding free/comp lines, for the current year in progress. Includes all warehouses
WYNK	Status of item in publication lifecycle. Commonly used values: ACT: Active NRP: Not Reprinting OSI: Out of Stock Indefinitely
GTS W1	Inventory status in Lerner Publishing Group warehouse. Commonly used values: A: Available O: Out of Stock P: Out Of Print
AMU	Average Monthly Units: Average of the first 12 months of sales, excluding any months having sales more than 3 times the average of the first 12 months of sales. Includes all warehouses
*	An asterisk in this field indicates that the calculation of Average Monthly Units for the first 12 months of sales was adjusted by removing outlier months (months having more than 3 times the average sales of the first 12 months); a number indicates the number of months of sales if less than 12; or else blank
MOS (QOH)	QOH Selected , divided by AMU for all warehouses
QOH Selected	Inventory quantity on hand for Lerner Publishing Group warehouse
QOH Other	Inventory quantity on hand for warehouses other than Lerner Publishing Group
QBO Total	Backordered quantity. Includes all warehouses
QCMT Total	Inventory quantity committed to orders. Includes all warehouses

On PO	Units ordered but not yet received. Includes all warehouses
Next Rcpt	Purchase order expected date. Includes all warehouses
Sell Thru	Qty shipped including returns but excluding free/comp copies lines, divided by purchase order units received. Includes all warehouses
Units for additional 12 MOS	Number of units required to support 12 months of sales at current average monthly units (AMU multiplied by 12)
MOS 250	Number of months of sale at current average monthly units provided by 250 units (250 divided by AMU)
MOS 500	Number of months of sale at current average monthly units provided by 500 units (500 divided by AMU)
MOS 1000	Number of months of sale at current average monthly units provided by 1000 units (1000 divided by AMU)
MOS 1500	Number of months of sale at current average monthly units provided by 1500 units (1500 divided by AMU)
MOS 3000	Number of months of sale at current average monthly units provided by 3000 units (3000 divided by AMU)
MOS 5000	Number of months of sale at current average monthly units provided by 5000 units (5000 divided by AMU)
Stock Variance	Total units received on all purchase orders in all warehouses, minus QOH Selected , minus QOH Other , minus Life
Excess Stock	Item is flagged as Excess Stock

Sales Stock Daily

Column	Definition
Series	Series to which the title belongs
Title	Title of item
ISBN	ISBN of item
Media	Media of item. Commonly used values: EB: E Book BB: Board Book LB: Library Bound PB: Paperback TH: Trade Hardcover
(C)	Copyright date
Season	Season of publication. S: Spring, F: Fall
List Price	List price for item
Life	Qty shipped including returns but excluding free/comp copies lines for the lifetime of the item. Includes all warehouses
<i>PY (displays year before last)</i>	Qty shipped including returns and excluding free/comp lines, for the year before last. Includes all warehouses
<i>LY (displays last year)</i>	Qty shipped including returns and excluding free/comp lines, for the previous year. Includes all warehouses

Current YTD <i>(displays current year)</i>	Qty shipped including returns and excluding free/comp lines, for the current year in progress. Includes all warehouses
PM-Year <i>(displays month before last with year)</i>	Qty shipped including returns and excluding free/comp lines, for the month before last. Includes all warehouses
LM-Year <i>(displays previous month with year)</i>	Qty shipped including returns and excluding free/comp lines, for the previous month. Includes all warehouses
Current MTD <i>(displays current month with year)</i>	Qty shipped including returns and excluding free/comp lines, for the current month in progress. Includes all warehouses
Status	Status of item in publication lifecycle. Commonly used values: ACT: Active NRP: Not Reprinting OSI: Out of Stock Indefinitely
MOS (QA)	Quantity available (inventory quantity on hand, less quantity committed to orders, in picking, reserved for future orders, or being transferred to another warehouse) for Lerner Publishing Group warehouse, divided by monthly average usage for all warehouses
On PO	Units ordered but not yet received. Includes all warehouses
Next Rcpt	Purchase order next expected date. Includes all warehouses
Qty Available (Lerner)	Quantity Available (inventory quantity on hand, less quantity committed to orders, in picking, reserved for future orders, or being transferred to another warehouse). Includes Lerner Publishing Group warehouse.
Qty Available (Other)	Quantity Available (inventory quantity on hand, less quantity committed to orders, in picking, reserved for future orders, or being transferred to another warehouse). Includes warehouses other than Lerner Publishing Group warehouse.
Total Rcvd	Purchase order received quantity. Includes all warehouses
Sell Thru	Qty shipped including returns but excluding free/comp copies lines, divided by purchase order units received. Includes all warehouses

Stock Status Daily

Each Imprint on a separate tab

Column	Definition
Series	Series to which the title belongs
Title	Title of item
ISBN	ISBN for item
Media	Media of item. Commonly used values: EB: E Book BB: Board Book LB: Library Bound PB: Paperback TH: Trade Hardcover

(C)	Copyright date
Season	Season of publication. S: Spring, F: Fall
Life	Qty shipped including returns but excluding free/comp copies lines for the lifetime of the item. Includes all warehouses
<i>Current YTD (displays current year)</i>	Qty shipped including returns and excluding free/comp lines, for the current year in progress. Includes all warehouses
Status	Status of item in publication lifecycle. Commonly used values: ACT: Active NRP: Not Reprinting OSI: Out of Stock Indefinitely
Avg Monthly Unit	Average of the first 12 months of sales, excluding any months having sales more than 3 times the average of the first 12 months of sales. Includes all warehouses
Months of Stock	Quantity Available (Lerner) divided by Avg Monthly Unit
Qty Available (Lerner)	Quantity Available (inventory quantity on hand, less quantity committed to orders, in picking, reserved for future orders, or being transferred to another warehouse), for Lerner Publishing Group warehouse
Qty Available (Other)	Quantity available (inventory quantity on hand, less quantity committed to orders, in picking, reserved for future orders, or being transferred to another warehouse), for warehouses other than Lerner Publishing Group warehouse
Qty on Backorder	Backordered quantity for all warehouses
Qty Committed	Inventory quantity committed to orders for all warehouses
On PO	Units ordered but not yet received. Includes all warehouses
Next Rcpt	Purchase order next expected date. Includes all warehouses
Sell Thru	Qty shipped including returns but excluding free/comp copies lines, divided by purchase order units received. Includes all warehouses