

# Wheat · SS27 — предзаказ верхней одежды

Линия Baby (0–24 мес) · Подтверждение заказа № 625552 · 18.06.2026 · 2 дропа (Jan/Feb, Feb/Mar) · поставка Чехия

205

ШТУК

€4 822

НЕТТО (-5%)

€23,5

СР. ЦЕНА/ШТ

62%

ВАЛ. МАРЖА @RRP

## Вердикт: объём обоснован, заказ готов к размещению.

82% объёма — это проверенные многолетние бестселлеры и новинки SS26 с уже подтверждённой динамикой продаж 2026; лишь 18% — контролируемые новые ставки. Размерная горка выровнена под фактический спрос (пик на 92/2у и 86/18m). Экономика здоровая: наценка 2,6× к закупке, потенциал выручки €12,7 тыс.

## Экономика заказа

€4 822

закупка нетто



×2,6

наценка к RRP



€12 690

потенциал выручки @RRP

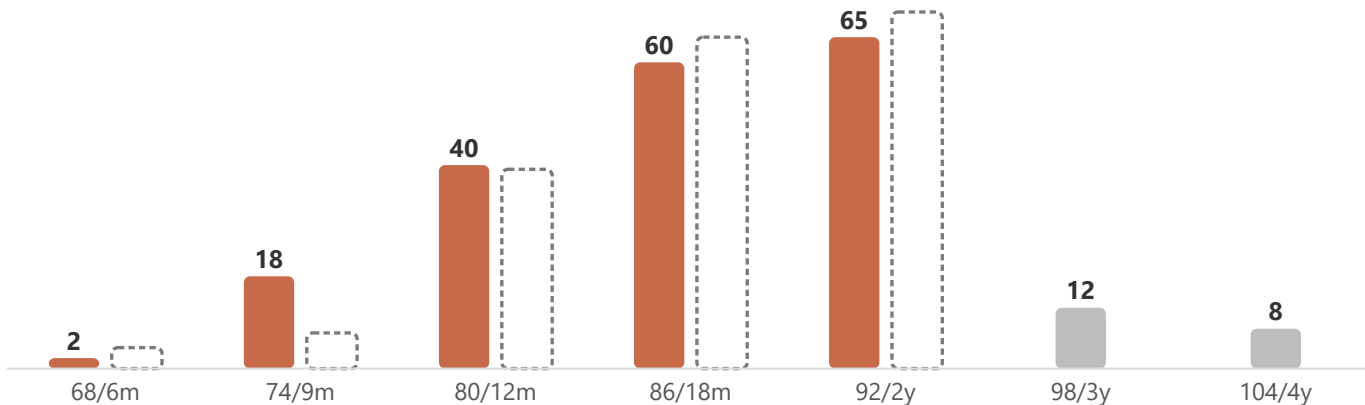


62%

валовая маржа

Скидка поставщика 5% уже в нетто-цене. Средний RRP €61,9/шт.

## Размерная горка: заказ против спроса



■ заказ (шт) □ ориентир по спросу (продажи baby-BO) серые столбцы — размеры 3–4 года (тоддлер-хвост софтшелл/дождь)

Горка повторяет реальный спрос: концентрация в 86/18m–92/2у, низ обрезан. История оптимизации: 181 → 193 → 205 шт с добиванием топ-размеров.

## Серии: повтор vs новинка

СЕРИЯ	ШТ	НЕТТО	ПОТЕНЦ.@RRP	СТ'26	ПРОД.'26	СТАТУС
Thermo Pants Alex	32	€486	€1,278	48%	186	●
Rainwear Charlo Overalls	27	€410	€1,079	70%	54	●

СЕРИЯ	ШТ	НЕТТО	ПОТЕНЦ.@RRP	СТ'26	ПРОД.'26	СТАТУС
Rainwear Chardy Jacket	27	€495	€1,304	68%	15	●
Thermo Jacket Loui	20	€418	€1,099	43%	57	●
Outdoor Suit Olly	18	€820	€2,159	65%	15	●
Thermo Suit Cuddle	14	€425	€1,119	58%	22	●
Thermo jacket Stjerna	12	€273	€719	43%	29	●
Softshell Trackpants Minno	12	€342	€899	73%	24	●
Lightweight Puffer Ravi	12	€410	€1,079	—	НОВ.	●
Softshell jacket Musso	12	€365	€959	—	НОВ.	●
Fleece Cardigan Martinus	12	€205	€539	—	НОВ.	●
Rainsuit Mika	7	€173	€455	81%	26	●

● **проверенная** (многолетняя) ● **новинка SS26** · подтверждена продажами 2026 ● **бренд-новинка** (новая ставка)

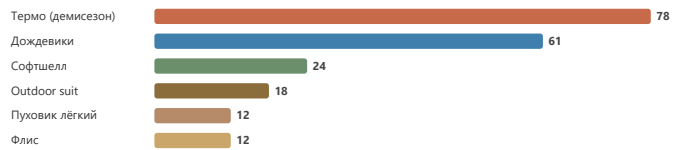
### Структура по риску



● 70 шт ● 99 шт ● 36 шт

82% — проверенное и подтверждённое, 18% — новые ставки.

### Структура по типу



**Следующий шаг.** Подтверждение заказа (№625552) — основание **запланировать платёж** (внести в график, статус «не оплачено»). Оплата, заявка на таможенную и проводка платежа — после получения **проформы** от поставщика. Сокращение серий (новые ставки Ravi / Stjerna / Martinus) — на паузе по решению закупки.

Источники: подтверждение Wheat №625552; 1С «Аналитика ассортимента» (продажи/остатки, sell-through по когортам); живая корзина B2B. Подготовлено отделом закупок · 18.06.2026.



ПРИЛОЖЕНИЕ

# Подтверждение заказа поставщика

Wheat · Offspring A/S · заказ № 625552

SS27 · линия Baby · 205 шт · €4 821,90 · 18.06.2026

Далее — оригинал подтверждения от поставщика (5 стр.)

Anatoly Dubovski - Geniks  
 Revoluční 21  
 417 42 Krupka  
 Czech Republic

Printed: 2026-06-18 10:34  
 Order No.: 625552  
 Customer Account No.: 114038  
 Salesperson: Omar Kobzili

Payment term: Net 30 days

**27 Spring****Delivery: Drop 1 Jan/feb**

Style no: 7559-690R GRS  
 Style name: Softshell Trackpants Minno  
 Quality: 100% recycled polyester  
 RRP: 74,95 EUR

WSP: 29,98 EUR  
 Discount: 5,00 %  
 Price: 28,48 EUR  
**Total: 170,88 EUR**

Assortments	92/2y	98/3y	104/4y	110/5y	116/6y	122/7y	128/8y	140/10y	152/12y	Qty	Assort.	Total	Acc.
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**Color: 1095 stone**

Assort 1	2	2	2							6	1	6	6
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Style no: 7559-952R GRS  
 Style name: Softshell Trackpants Minno  
 Quality: 90% Recycled post-consumer polyester, 10% Elastane  
 RRP: 74,95 EUR

WSP: 29,98 EUR  
 Discount: 5,00 %  
 Price: 28,48 EUR  
**Total: 170,88 EUR**

Assortments	92/2y	98/3y	104/4y	110/5y	116/6y	122/7y	128/8y	140/10y	152/12y	Qty	Assort.	Total	Acc.
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**Color: 9887 hollyhocks rainbow**

Assort 1	2	2	2							6	1	6	6
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Style no: 8064-978R GRS  
 Style name: Thermo Suit Cuddle  
 Quality: 100% recycled polyester  
 RRP: 79,95 EUR

WSP: 31,98 EUR  
 Discount: 5,00 %  
 Price: 30,38 EUR  
**Total: 212,66 EUR**

Assortments	56/1m	62/3m	68/6m	74/9m	80/12m	86/18m	92/2y	Qty	Assort.	Total	Acc.
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**Color: 9889 rose cream suns**

Assort 1			1	1	2	2	1	7	1	7	7
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Style no: 8064-993R GRS  
 Style name: Thermo Suit Cuddle  
 Quality: 100% recycled polyester  
 RRP: 79,95 EUR

WSP: 31,98 EUR  
 Discount: 5,00 %  
 Price: 30,38 EUR  
**Total: 212,66 EUR**

Assortments	56/1m	62/3m	68/6m	74/9m	80/12m	86/18m	92/2y	Qty	Assort.	Total	Acc.
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**Color: 1095 stone**

Assort 1			1	1	2	2	1	7	1	7	7
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Style no: 8070-970R GRS  
 Style name: Rainsuit Mika  
 Quality: 55% post consumer polyester, 45% waterborne polyurethane  
 RRP: 64,95 EUR

WSP: 25,98 EUR  
 Discount: 5,00 %  
 Price: 24,68 EUR  
**Total: 172,76 EUR**

Assortments	74/9m	80/12m	86/18m	92/2y	98/3y	104/4y	Qty	Assort.	Total	Acc.
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**Color: 9875 rainy blue**

Assort 1	1	1	2	2	1		7	1	7	7
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Style no: 8201-978R GRS  
 Style name: Thermo jacket Stjerna  
 Quality: 100% recycled polyester  
 RRP: 59,95 EUR

WSP: 23,98 EUR  
 Discount: 5,00 %  
 Price: 22,78 EUR  
**Total: 273,36 EUR**

Assortments	68/6m	74/9m	80/12m	86/18m	92/2y	Qty	Assort.	Total	Acc.
<b>Color: 9889 rose cream suns</b>									
Assort 1		1	3	4	4	12	1	12	12



Style no: 8204-952R GRS  
 Style name: Softshell jacket Musso  
 Quality: 100% recycled polyester  
 RRP: 79,95 EUR

WSP: 31,98 EUR  
 Discount: 5,00 %  
 Price: 30,38 EUR  
**Total: 182,28 EUR**

Assortments	74/9m	80/12m	86/18m	92/2y	98/3y	104/4y	Qty	Assort.	Total	Acc.
<b>Color: 9887 hollyhocks rainbow</b>										
Assort 1				2	2	2	6	1	6	6



Style no: 8204-960R GRS  
 Style name: Softshell jacket Musso  
 Quality: 100% recycled polyester  
 RRP: 79,95 EUR

WSP: 31,98 EUR  
 Discount: 5,00 %  
 Price: 30,38 EUR  
**Total: 182,28 EUR**

Assortments	74/9m	80/12m	86/18m	92/2y	98/3y	104/4y	Qty	Assort.	Total	Acc.
<b>Color: 1095 stone</b>										
Assort 1				2	2	2	6	1	6	6



Style no: 8358-970R GRS  
 Style name: Rainwear Chardy Jacket  
 Quality: 55% post consumer polyester, 45% waterborne polyurethane  
 RRP: 44,95 EUR

WSP: 17,98 EUR  
 Discount: 5,00 %  
 Price: 17,08 EUR  
**Total: 307,44 EUR**

Assortments	74/9m	80/12m	86/18m	92/2y	Qty	Assort.	Total	Acc.
<b>Color: 5105 yellow</b>								
Assort 1	1	2	3	3	9	1	9	9

<b>Color: 9875 rainy blue</b>								
Assort 1	1	2	3	3	9	1	9	18



Style no: 8358-972R GRS  
 Style name: Rainwear Chardy Jacket  
 Quality: 55% post consumer polyester, 45% waterborne polyurethane  
 RRP: 54,95 EUR

WSP: 21,98 EUR  
 Discount: 5,00 %  
 Price: 20,88 EUR  
**Total: 187,92 EUR**

Assortments	74/9m	80/12m	86/18m	92/2y	Qty	Assort.	Total	Acc.
<b>Color: 9889 rose cream suns</b>								
Assort 1	1	2	3	3	9	1	9	9



Style no: 8359-970R GRS  
 Style name: Rainwear Charlo Overalls  
 Quality: 55% post consumer polyester, 45% waterborne polyurethane  
 RRP: 39,95 EUR

WSP: 15,98 EUR  
 Discount: 5,00 %  
 Price: 15,18 EUR  
**Total: 273,24 EUR**

Assortments	74/9m	80/12m	86/18m	92/2y	Qty	Assort.	Total	Acc.
<b>Color: 5105 yellow</b>								
Assort 1	1	2	3	3	9	1	9	9

<b>Color: 9875 rainy blue</b>								
Assort 1	1	2	3	3	9	1	9	18



Style no: 8359-972R GRS  
 Style name: Rainwear Charlo Overalls  
 Quality: 55% post consumer polyester, 45% waterborne polyurethane  
 RRP: 39,95 EUR

WSP: 15,98 EUR  
 Discount: 5,00 %  
 Price: 15,18 EUR  
**Total: 136,62 EUR**

Assortments	74/9m	80/12m	86/18m	92/2y	Qty	Assort.	Total	Acc.
<b>Color: 9889 rose cream suns</b>								
Assort 1	1	2	3	3	9	1	9	9



Style no: 8401-978R GRS  
 Style name: Thermo Jacket Loui  
 Quality: 100% recycled polyester  
 RRP: 54,95 EUR

WSP: 21,98 EUR  
 Discount: 5,00 %  
 Price: 20,88 EUR  
**Total: 250,56 EUR**

Assortments	74/9m	80/12m	86/18m	92/2y	Qty	Assort.	Total	Acc.
<b>Color: 9891 stone sun checks</b>								
Assort 1	1	3	4	4	12	1	12	12



Style no: 8401-978R GRS  
 Style name: Thermo Jacket Loui  
 Quality: 100% recycled polyester  
 RRP: 54,95 EUR

WSP: 21,98 EUR  
 Discount: 5,00 %  
 Price: 20,88 EUR  
**Total: 167,04 EUR**

Assortments	74/9m	80/12m	86/18m	92/2y	Qty	Assort.	Total	Acc.
<b>Color: 9892 vanilla flowers</b>								
Assort 1		2	3	3	8	1	8	8



Style no: 8465-913R GRS  
 Style name: Lightweight Puffer Jacket Ravi  
 Quality: 100% recycled polyester  
 RRP: 89,95 EUR

WSP: 35,98 EUR  
 Discount: 5,00 %  
 Price: 34,18 EUR  
**Total: 205,08 EUR**

Assortments	62/3m	68/6m	74/9m	80/12m	86/18m	92/2y	Qty	Assort.	Total	Acc.
<b>Color: 9880 lavenders and bees</b>										
Assort 1				1	2	3	6	1	6	6



Style no: 8465-927R GRS  
 Style name: Lightweight Puffer Jacket Ravi  
 Quality: 100% recycled polyester  
 RRP: 89,95 EUR

WSP: 35,98 EUR  
 Discount: 5,00 %  
 Price: 34,18 EUR  
**Total: 205,08 EUR**

Assortments	62/3m	68/6m	74/9m	80/12m	86/18m	92/2y	Qty	Assort.	Total	Acc.
<b>Color: 9874 moon check</b>										
Assort 1				1	2	3	6	1	6	6



Style no: 8580-978R GRS  
 Style name: Thermo Pants Alex  
 Quality: 100% recycled polyester  
 RRP: 39,95 EUR

WSP: 15,98 EUR  
 Discount: 5,00 %  
 Price: 15,18 EUR  
**Total: 182,16 EUR**

Assortments	74/9m	80/12m	86/18m	92/2y	Qty	Assort.	Total	Acc.
<b>Color: 9889 rose cream suns</b>								
Assort 1	1	3	4	4	12	1	12	12



Style no: 8580-978R GRS  
 Style name: Thermo Pants Alex  
 Quality: 100% recycled polyester  
 RRP: 39,95 EUR

WSP: 15,98 EUR  
 Discount: 5,00 %  
 Price: 15,18 EUR  
**Total: 182,16 EUR**

Assortments	74/9m	80/12m	86/18m	92/2y	Qty	Assort.	Total	Acc.
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**Color: 9891 stone sun checks**

Assort 1	1	3	4	4	12	1	12	12
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Style no: 8580-978R GRS  
 Style name: Thermo Pants Alex  
 Quality: 100% recycled polyester  
 RRP: 39,95 EUR

WSP: 15,98 EUR  
 Discount: 5,00 %  
 Price: 15,18 EUR  
**Total: 121,44 EUR**

Assortments	74/9m	80/12m	86/18m	92/2y	Qty	Assort.	Total	Acc.
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**Color: 9892 vanilla flowers**

Assort 1		2	3	3	8	1	8	8
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**Total Drop 1 Jan/feb: 3.796,50 EUR****27 Spring****Delivery: Drop 2 Feb/Mar**

Style no: 6458-903 GRS  
 Style name: Fleece Cardigan L/S Martinus  
 Quality: 100% recycled polyester  
 RRP: 44,95 EUR

WSP: 17,98 EUR  
 Discount: 5,00 %  
 Price: 17,08 EUR  
**Total: 102,48 EUR**

Assortments	62/3m	68/6m	74/9m	80/12m	86/18m	92/2y	Qty	Assort.	Total	Acc.
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**Color: 1347 lavender flowers**

Assort 1			1	1	2	2	6	1	6	6
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Style no: 6458-904R GRS  
 Style name: Fleece Cardigan L/S Martinus  
 Quality: 100% recycled polyester  
 RRP: 44,95 EUR

WSP: 17,98 EUR  
 Discount: 5,00 %  
 Price: 17,08 EUR  
**Total: 102,48 EUR**

Assortments	62/3m	68/6m	74/9m	80/12m	86/18m	92/2y	Qty	Assort.	Total	Acc.
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**Color: 0099 grey stone**

Assort 1			1	1	2	2	6	1	6	6
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Style no: 8009-941R GRS  
 Style name: Outdoor Suit Olly  
 Quality: 100% recycled polyester  
 RRP: 119,95 EUR

WSP: 47,98 EUR  
 Discount: 5,00 %  
 Price: 45,58 EUR  
**Total: 546,96 EUR**

Assortments	74/9m	80/12m	86/18m	92/2y	98/3y	Qty	Assort.	Total	Acc.
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**Color: 9882 hollyhocks hearts**

Assort 1	1	1	2	1	1	6	1	6	6
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**Color: 9883 hollyhocks flowers**

Assort 1	1	1	2	1	1	6	1	6	12
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Style no: 8009-942R GRS  
 Style name: Outdoor Suit Olly  
 Quality: 100% recycled polyester  
 RRP: 119,95 EUR

WSP: 47,98 EUR  
 Discount: 5,00 %  
 Price: 45,58 EUR  
**Total: 273,48 EUR**

Assortments	74/9m	80/12m	86/18m	92/2y	98/3y	Qty	Assort.	Total	Acc.
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**Color: 9885 soft rain bumblebees**

Assort 1	1	1	2	1	1	6	1	6	6
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Total Drop 2 Feb/Mar: 1.025,40 EUR

Brand QTY: 205

PLEASE remember to use our B2B shop for repeat orders. If you need username and/or password please contact the office.

Total QTY: 205

Amount	VAT	Amount	Currency	Total
4.821,90	0,00 %	0,00	EUR	4.821,90