## RAYMOND JAMES Contego WEALTH MANAGEMENT



AOTW: Pants too small (COVID problems) send them back...and time to do some carving

October 29, 2021

Good morning all.

Was a nice fall end of the week, and now we get some rain just in time for the weekend.

Guess this won't be the weekend to prep the property for winter.

Hopefully skies will clear for kids to trick or treat on Sunday. Not sure how big Halloween will be this year (COVID problems), but hopefully some ghosts and goblins get their desired sugar rush. If anyone is looking to carve up a pumpkin, the attached video may give you some pointers. I'd assume the most complex carving in the video would likely take a whole bottle of wine to complete. Cool video.

It was a good week in the markets, and for October as a whole the markets did quite well. We've touched on seasonality in the past, and how Octobers often touch off market rallies. Indeed that happened again.

I'm sure we've all noticed inflated prices in many areas, definitely noticeable at the gas pump, but food prices are also definitely elevated (oddly we're not feeling that pinch as much since our 18 year old is away at school...).

Inflated prices are likely to stay with us for a while, however inflation isn't a bad thing for many parts of the economy. With that in mind we've been making some adjustments to improve our positioning based on this outlook.

Costs going up does certainly have an impact on some areas, and sometimes these cost increases aren't always seen or understood by the masses.

The "free return industry" is a significant cost to companies.

The more online purchases that get done, the greater the amount of returns. Just what happens to those returns I would think is misunderstood, or at least it was to me.

In many cases returned items get discarded – full loss, which goes on top of the shipping costs, etc. Tough business.



The article from The Atlantic provides a glimpse into what happens when pants don't fit, and many other reasons products get returned.

Apparently over \$100B of online purchases were returned in the US last year. All of that was not discarded, but certainly some of it was.

A study showed that each online return costs the retailer between \$10-20 before shipping costs are even involved.

Big losses all around, but in the current environment it's hard to see how that problem can be solved.

An interesting, and perhaps sad peak into The Nasty Logistics of Returning Your Too-Small Pants

Enjoy the weekend.

Penned by Greg Roscoe

## Greg Roscoe, CIM

Financial Advisor & Portfolio Manager |

Contego Wealth Management | Raymond James

750-45 O'Connor Street | Ottawa, ON | K1P 1A4

**1** 613.369.4661 | Toll Free: 1.866.552.0889 | Fax: 613.369.4699

www.raymondjames.ca/contegowealthmanagement/

Karol Phillips | Financial Advisor Associate |

**6**13.369.4662

karol.phillips@raymondjames.ca

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