

Business Unit

Uniform Shop

Completed by:

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From Email

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Date

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Monthly Overview**SALES SUMMARY:**

March Figures:

Net Sales = \$ 18,374 / Gross Sales = \$19,729

Profit: \$15 259

April Figures:

Net Sales = \$ 18,109 / Gross Sales = \$19321

Profit: \$10 244

YTD:

2021 YTD - \$199 363 Gross Sales (Up by 21% from last year - \$164 250 Gross sales 2020)

YTD Profit: \$65 667

NEW PULLOVER:

Has arrived! And as popular as expected with them flying out the door and contributing some great sales so far:

March saw \$4180 in pre-orders. April has seen \$1265 and \$1320 in both online and in-store sales. The next delivery is beginning of week 4 and we have over \$1000 in back – orders already.

SHOP UPGRADE:

Thanks to Richard James & Ashley Rankin – materials have been sourced for the small repairs & maintenance at the Uniform Shop. Work for this is scheduled to commence Week 4 (Term 2) and will include: new dividers for the change rooms, trim, skirting boards and paint. Receipts from Ash will be forthcoming to the P&C in May for reimbursement - approx \$480 (\$500 was approved in March meeting).

NB: If I can source cheap curtains then the balance of the \$500 will be used to purchase new ones for the fitting room to compliment the

PRICE BEAT: Belts

An alternative quote for the supply of belts has come in \$2 cheaper per unit than the current price. With 279 units sold last year, this will provide an extra \$558 in profit to the Uniform Shop. The belts are exactly the same so future belts orders will be placed with the cheaper supplier. (NB: The cheaper supplier is an existing supplier of items to the uniform shop and has been so for many years).

WINC STATIONARY:

The kickback from Winc arrived in March. Despite a lower % than last year, the incentive has still provided the P & C with a good result. \$8113 was the commission amount that has been transferred into the account and contributed to March profits. (However, it would still be prudent to investigate alternative suppliers/partners for the next round who may provide a rate higher than the 10% offered by WINC).

New tasks / actions for next month

INDENTS:

Quantities will be forecasted for the 2022 Year and will be submitted at the next meeting for approval. Items that need indenting: Senior Blouses, Skirts, Skorts, Senior Ties, Sport Shorts & Polos

(Junior Blouses, Boys shirts – all 3 styles have already been ordered and are due June/July)

NB: Indents are annual quantities ordered mid year that arrive Nov/Dec to cover stock sales for the following calendar year.

NEW REVERSIBLE BUCKET HAT:

After consultation with: P & C leadership (Leigh Passfield), TGSHS leadership (Carolyn Speers) & Sports Dept head – Dave Moran, it is felt that providing a reversible bucket hat is the best option to integrate a uniform item to reflect the new 8 sport houses implemented this year. Sample options will be available at the next meeting to inspect as well as a full report detailing costs and quantities for consideration / approval.

(Apologies for not having this ready for this meeting, however there has been a short delay from the supplier in obtaining the samples to view).

Opportunities/requests for P&C consideration

N/A

Are there any issues / incidents / concerns?

N/A
