



By Appointment to  
Her Majesty The Queen  
Tailors  
Alexandre of England 1988 Ltd  
Leeds

ALEXANDRE  
• LONDON •

# TEAM TALK

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DATE: 16<sup>th</sup> June 2022



## Overseas – Team Talk

In this edition:

- **Numbers - Where are we?**
- **Vacancies**
- **New Hires**
- **TLogs**
- **Reminder**
- **Competition Results**
- **Best Idea**
- **Interesting Fact**



## NUMBERS

We are only 6 weeks away from the next bonus payment... ***Will you be getting another BIG payment??!***

This week (20) we are off to a great start... Looking at figures this Thursday morning, we already have several branches that have hit target!

Ally at Belvoir had a huge MM sale of \$3k which gives her a \$5k week already... after one day! Stuttgart, Quantico and Meade have also beaten their MM targets too. Keep it up everyone... Made to Measure is your friend right now! 😊

***\*\*\* McChord, Langley and Belvoir have all beaten their targets as of Wednesday night!***

***\*\*\****

We've had a great couple of weeks, hitting targets and beating last year's numbers, but last week (19) saw us drop below last year for the first time in 19 weeks.

The week ended 93% Target / 90% last year.

We dropped \$7k on MM week on week and was only 59% of the previous year, which hurt our overall number. That \$7k would have given us a \$50k week and pushed us through Target and Last Years numbers comfortably.

RM's came close to hitting last year's numbers, however.

New stock is on the water (Shirts touched down late last week) and the suits should be with our warehouse first week in July.

Week 18: 101% TAR / 144% LY

**Week 19: 93% TAR / 90% LY**

We are now sitting at 162% Target and 186% Last Year. Still a very comfortable position to be at, but looking at how we are trending, we need to be very careful and catch it before we lose it.

Keep pushing those MM's and you'll be getting that bonus payment before you know it.  
@ Week 19

**RM Cumulative 160% Target / 177% Last Year**

**MM Cumulative 170% Target / 242% Last Year**

Don't lose sight of these special 10% commission offers we have... this is a great opportunity to make some \$\$\$\$



**LET'S GET CRACKING!!**

## VACANCIES

We are still actively looking to fill openings at our McChord Mall, Seattle location and our Fort Myer, Virginia location.

If you know anyone that would be a good fit for our Alexandre London family... friend, family or just someone from the store you are at, tell them about the role and ask them to contact me.

Remember, there's a finders fee for any staff member that helps us to hire a staff member.

## NEW HIRES

We have a couple of new hires!

As you can see above, there are now just two locations where we are looking for staff and that's because we have hired two new employees!

**Anthony Meeks** will be starting at Belvoir 22<sup>nd</sup> June and **Lorna Bayly** will be starting June 29<sup>th</sup> at our Quantico location.

## TLOGS

I'm not going to write a long paragraph about TLogs... I did that last month in that issue of Team Talk.

That said, we are seeing the same branches NOT completing their TLogs in a timely fashion.

Guys – Having to chase you to reconcile your sales each week isn't helping. It takes Tracey and myself away from doing other things that need doing... Paying bonus', getting payroll in etc. We don't want to see delays in getting paid – Do we?

**“Tie a knot in something”** is what my mum used to say to me, to help me remember – So, **tie a knot in something** and get your sales matching TLog ASAP!

If you have a problem with a sale or refund, then let Support know immediately so we can help.

## REMEMBER

### Negative Stock

Whilst tying knots, please remember to clear your negative stocks.

As of right now, the following branches have negatives that need clearing ASAP:

**3503**

**3505**

**3507**

**3518**

**3520**

**3600**

**3602**

**8003**

**3291**

**3256**

**3230**

**3260**

**3162**

### **Checking Cloth Stock**

If it's quiet in your branch, this is a great time to check your cloths and ensure they are still available.

Checking if they are TSO (Temporarily Sold Out) or PSO (Permanently Sold Out) and updating them, ensures your customers choices when ordering don't delay the process.

So, where do you check the cloth stock??

Again, it's on Team Talk!

You can get to Team Talk on Oasis, it's right at the bottom of the list or, you may have a link to it on your desktop... Here's the address: [http://www.bmb-menswear.ltd.uk/aafes\\_teamtalk/default.asp](http://www.bmb-menswear.ltd.uk/aafes_teamtalk/default.asp)

Click into Team Talk and you'll see the list on the right side, the 7<sup>th</sup> option down is "Cloth Stock"



**ALEXANDRE**  
SAVILE ROW

The Alexandre Savile Row flagship store can be found at number 39 on London's premier tailoring street. It is the epitome of style and elegance, mirroring perfectly the attributes of the brand.

Sharply tailored suits sit beside crisp, colourful shirts and bold but beautiful silk ties. Established over 100 years ago and the proud holder of a Royal Warrant from the Queen, Alexandre is BMB's flagship, showcasing our expertise in design, quality and retail.



**Top 10 Stores - Sales Value (last updated: 16/06/2022 at 5:06am) (USD)**

Region	Store	Actual	Target	% Tgt
Services	McChord Mall Store	1,155	472	244.6
Aafes - USA	USA Langley AFB	725	512	141.6
Aafes - USA	USA Fort Belvoir	4,966	4,644	106.9
Aafes - USA	USA Fort Meade	1,543	1,777	86.8
Aafes - Europe	Europe Stuttgart	1,359	1,887	72.0
Aafes - USA	USA Andrews AFB	1,338	2,174	61.5
Bermuda	Bermuda	1,781	3,262	54.6
Aafes - USA	USA Fort Bragg	883	1,671	52.8
Aafes - USA	USA Henderson Hall 1100	484	1,445	33.5
Aafes - Europe	Europe Grafenwoer	838	2,666	31.4

**Resources**

- [Useful Information](#)
- [DSD Conversion Feb 29 2016](#)
- [back chat](#)
- [branch addresses \(europe\)](#)
- [branch addresses \(usa\)](#)
- [branch addresses \(other\)](#)
- [cloth stock](#)**
- [flash sales report](#)
- [salesman's selling guide](#)
- [marketing calendar](#)
- [overseas employee handbook](#)
- [overseas commission scheme](#)
- [Pre Measure Form 2015](#)
- [Flash Linings: How to Order](#)
- [Bonus Scheme Rules 1st May 2018](#)

From here, it gives you the options to click onto one of the in-house books and see the cloths available.  
If the cloth in your hand isn't on the list, it's PSO and should be removed. It's always a good idea to keep the swatch of cloth in your drawer however, for reference later.

# Cloth Stock

made to measure cloth stock status



## Choose Cloth Grade

Grade	Cloths
AL I	20
AL II	13
AL III	12
AL IV	21
Brook Tavener Panorama	1

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# Cloth Stock

made to measure cloth stock status



## Grade: AL III

If there is less than 16 metres available to order, please take a second selection from your customer!

Cloth Code	Description	PSO/TSO	Status	Available
11001655	CHARCOAL STRIPE		Dropping	25.00
11001662	BLK PLN MOHAIR			6.40
11002750	NAVY BIRDSEYE			16.39
11003659	PLAIN MID GREY	TSO		2.00
11003660	PLAIN NAVY		Dropping	11.27
11005224	BLK WHT B/EYE USE 101032	TSO		-
11005840	MID GREY NARROW STRIPE			5.70
11006098	LT. GREY FINE STRIPE			57.69
11006102	PLN BRIGHT BLUE FLANNEL	TSO		3.40
11006692	BRIGHT BLUE MOHAIR	TSO		1.75
11006953	GREY MICRO CHECK		Dropping	20.54
11008629	BLACK PLAIN		Dropping	39.99
52340	MID GREY HERRINGBONE	TSO		-
59410	BLK/WHITE STP MORNING TRS			25.55

[back to grade selection](#)

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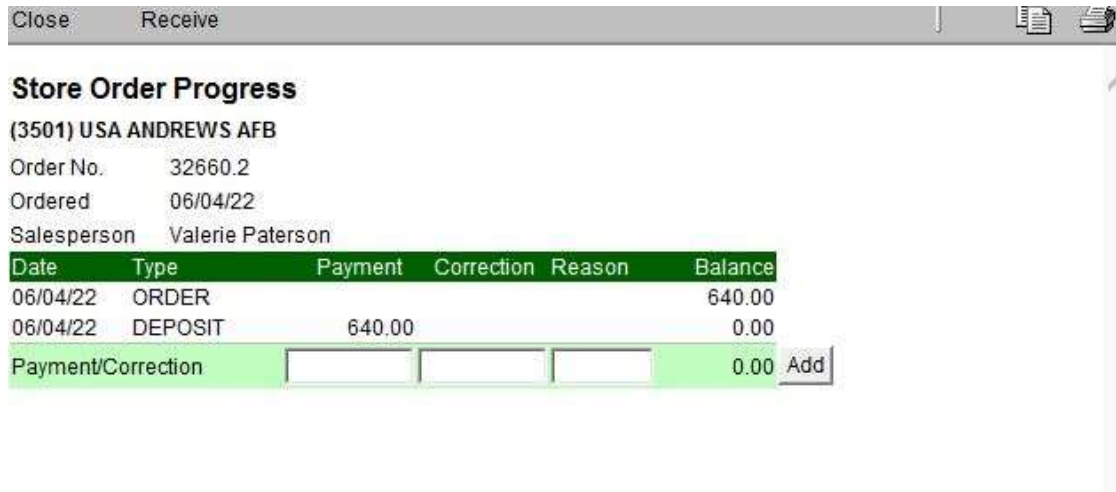
If you need to check a **Holland & Sherry** cloth, you go to their website and enter the

bunch code (On the spine of the book, by the rope) or enter the cloth number. The address to do this is here... <https://apparel.hollandandsherry.com/en/StockEnquiry> You can browse their cloths, look at products and search the bunch you need. Don't offer cloths from books we do not currently have, unless you have cleared this through Support first however. Some of these cloths are VERY expensive!

**Made To Measure**

It is important to keep your made to measure up to date and "Clean" on Oasis. There is a lot to do and remember – I don't think there are enough things to tie knots in! 😊 – So we need to get into a habit of housekeeping these areas regularly... on a Sunday perhaps or Tuesday? Remember, when you receive and balance (or kill) an order, you should be updating "Progress Order"

When the suit arrives in the box, treat it just like an RM delivery... you would go onto Oasis and find that manifest, check the products and complete the relevant info. Same with the MM's. Check the order, look at the obvious areas... Buttons, pockets. Check the style options against the order and then, open Progress Order, enter the order number and click on "Receive":



When you have done that, the screen will open up more options, ready for when your customer has been in and tried it on:

**Store Order Progress**

(3501) USA ANDREWS AFB

Order No. 32622.5  
 Ordered 01/08/21  
 Received 08/10/21  
 Salesperson Valerie Paterson

Date	Type	Payment	Correction	Reason	Balance
01/08/21	ORDER				640.00
02/08/21	DEPOSIT	640.00			0.00
Payment/Correction		<input type="text"/>	<input type="text"/>	<input type="text"/>	0.00

**Workmanship**  
 Good  Acceptable  Poor

**Fit**  
 Good  Acceptable  Poor

**Cloth**  
 Good  Acceptable  Poor

**Order**  
 Correct  Incorrect

update

When your customer comes in and tried it on, click into the "Good" – "Acceptable" – "Poor" options and complete as needed. If the order is "poor" it will ask for a very brief description of why. At the end, when you click on "Correct" it will close that order out and remove it from your outstanding balances list. You should also do this with any kills that you have sold. Even through it's a different customer to the original order, it still needs closing out and any discounts entering etc. Good "housekeeping" keeps the proverbial "Dust" off the system! 😊

**COMPETITON RESULTS – WK18!**

We had a great week in week 18. We saw total sales of \$58,566 against a target of \$57,864 so a win of 101%  
 Even better, we saw our sales beat last years numbers by 144% which was fantastic.

As you know, we had a sales competition and "There can be only one!" winner...

With a whopping 274% combined target achieved... \$5,370 on RM's (309% Target / 351% Last Year) and \$1,040 on MM's (172% Target / 200% Last Year) was:

**\*\*\* Val @ 3501 Andrews AFB \*\*\***



That's great Val... well done.

You have some stiff competition that week, but your \$6,410 cumulative total gave you the win.

## **BEST IDEA**

OK, let's do something a little different... Get those grey brain cells working and get rewarded for doing so!

Let me see (or hear!) your idea to get your branches business rocking and rolling.

What sort of ideas? – You tell me!

It needs to be something to increase your sales, our image, something to make us stand out.

(It has to be legal and in the realm of what AAFES & Alexandre deem acceptable!)

### **The best idea each week will win a gift card of \$20.**

The idea will be discussed with Tracey and myself and the winner will get the gift card option.

## **INTERESTING FACTS**

It's always handy having a discussion piece to "Break the ice" with your customers...

Something other than "Can I help you?" can make or break a sale sometimes.

Here's one for your back-pocket... An interesting fact.

### ***Men must leave the last button of the suit jacket unbuttoned because Edward VII got fat!***

There is a story that never fastening the last button on a suit jacket dates back to when Edward VII was Prince of Wales. He became so fat that he couldn't do up the bottom button on his Jacket so the royal court followed suit to make him feel better about his body image! 😊



**King Edward VII with his bottom button undone... You can see the buttonhole, just above the cane!**

*(Notice the cloth... Nice Prince of Wales!)*



\*\*\* Think outside the box! \*\*\*

*Thanks & Goodluck! – Andy.*