



We are now heading towards our final week's of the Golden Quarter and the end of our Bonus Quarter. Now is the time to sell your remaining Overcoats and your heavier Sports Jackets and Suits. Keep a firm sight on your trade, what does 101% of your quarter mean and how much is the trade you need to take each week to hit that number. Remember your Bonus is cash that will be paid directly into your salary.

Ask – Ask – Ask – if you need help to work that number out please Ask – Ask – Ask

And please remember that your questions are held in confidence and there are no “silly” questions. We are here to help you.

VOTING FOR MAGAZINE NAME

The voting was limited and whilst there was no clear winner, the votes that came in were mainly centred around “The Loop” and “The Rag”. “The Rag” in different forms had the most votes and therefore is the name of our new Magazine [which we hope you enjoy reading](#).

ALEXANDRE LONDON INVENTORY

Our inventory will take place at close of business on Saturday 1st Feb. This is not size and fit – it is headcount only. Instructions will be sent out prior to the count taking place and the count sheets will be created on OASys to allow you to enter your product code details ahead of the count.

Please ensure prior to stocktake that you have checked the following:-

- Outstanding Manifests – To and From Your Store
- Negative Stocks
- All sales / returns are entered and match Tlog which ensures your stock is correct
- The stock shown on OASys is in store and is saleable – please don't wait until after inventory to deal with this. Talk to us about it asap.

AGED STOCK / BLOW OUT SALE

Our Blow Out Sale list was circulated on Friday 10th January and should now be in place in all stores. Please tell us if you haven't put the sale on and you need help

As we all turn our concentration to moving “our old friends” out of the business – please take a critical look at your stock and move to the front of your department any stock which we bought before 2019

How do you know the age of your stock ?

RM System Store / Enquiries / Stock Enquiry (this is an overview of your store stock)



Product	Color	Season	Description	Physical	Due in	Sent Out	Allocated	In Pick	Par Level
003 (Alex)									
01040ALT	320	2016.1	PLAIN LIGHT TAN	4					
01042ALT	250	2016.1	PLAIN GREY PF TROUSER	1					
01064ALE	290	2017.2	PLAIN BLACK PANAMA	12					
01066ALE	270	9999.9	PLAIN CHARCOAL GREY E	18					27
01068ALE	170	2018.1	PLAIN NAVY SUIT E	18					
01149ALEE	150	2018.1	SAPPHIRE TWILL SUIT E	10					
01183ALEE	290	9999.9	NEW BLACK PANAMA SUIT	19		8	2	4	18
01184ALEE	290	9999.9	NEW BLACK PANAMA WAISTCOAT	7					23
01196ALEE	590	2019.1	BURGUNDY TWILL SUIT E	17					
01226ALEE	150	2019.1	NEW BLUE PLAIN SUIT E	10					
01228ALEE	150	2019.1	BLUE PLAIN TUXEDO SATIN LAPEL SLIM E	10					
01235JK	290	2019.2	BLACK VELVET JACKET	20					35
01241MJE	290	2019.2	BLACK PLAIN TUX SATIN LAPEL JACKET E	18					16
01242MTE	290	2019.2	BLACK PLAIN TUX TROUSER	16				1	16
Total				180		8	2	5	135
004 (Alexandra London)									

From a business perspective it is important that we keep our stock moving through seasons to allow us to bring newness onto your departments and we need to look hard at the stock that is in your store and hasn't sold. That is a discussion to have with your ASM as that stock is stopping new stock being sent into your store which in turn doesn't help sales.

The reasons for stock sticking are varied and must be addressed. It could be :-

- The price is right, the sale ticket is on but the size is wrong for everyone who looks at it
- OR - the garment is not being seen by our customers as it is 1 of a range amongst many ranges
 - Displaying your garments in size rather than range helps to stop this from happening and should help to move older stock. Are your sale tickets Fresh and New ??? If not let's change them.
- The garment shows on OASys but I don't have it
 - All stock should be counted and stock corrected by entering sales and returns. A sale reduces your stock, a return adds stock back to your count.
 - TIP ! When correcting stock use the last week shown on your OASys sales entry screen so that it doesn't affect this week's EDI
- The shirt / tie is out of its package on display
 - If we have an older shirt on display, we should remove it and replace it with a newer style to help lift sales on newer ranges. Let us know if it is saleable and we will decide how to deal with the stock
- The older garments have been at the front, I have shown them to customer's but they have not sold

- o Identify the stock to your Area Manager to allow us to move it from your store to a different location to allow us to sell it through the business

Is your name in Lights Week 48 & 49??



Week 48 Week End 04/01/20	Week				Year to Date		
	Actual	Target	%Tgt	%LY	Actual	%Tgt	%LY
010 Andrew Schofield	40,089	36,786	109	103.5	2,208,364	85.2	92.6
Ready Made	36,881	28,678	128.6	108.8	1,863,656	88.6	94.3
Made to Measure	3,208	8,108	39.6	66.4	340,962	69.8	83.6
MM Shirts	-	-	-	-	3,681	-	-
020 John Collins	20,324	23,608	86.1	77.7	1,152,975	86.1	82.1
Ready Made	18,634	18,011	103.5	74.4	1,035,571	88.6	82.3
Made to Measure	1,690	5,597	30.2	152.3	117,404	68.6	80.7
040 Bermuda	7,416	6,430	115.3	132.3	237,072	56.7	61.4
Ready Made	4,966	3,282	151.3	112.7	164,534	54	56.6
Made to Measure	2,450	3,148	77.8	204.2	72,538	64	75.8
050 Macys	4,953	1,668	296.9	268.8	194,262	87.8	98.9
Ready Made	3,633	1,668	217.8	311.2	123,198	80	89.6
Made to Measure	1,320	-	-	195.6	71,064	105.8	120.9
Area Totals	72,782	68,492	106.3	100.6	3,792,673	83	86.8

RM 124% of Target / MTM 51.4% of Target



Week 48 – Highest percentage against target – The winners are:-

1 – Mike Coates – Macy’s Chicago - 296%

2 – Carolyn Swann – Fort Bragg - 200%

3 – Dave France – Fort Lewis - 173%

Week 48 - Highest \$\$\$ Turnover

#1 – Paul Dean - Bermuda - \$7,416

A very well done goes out to you all – you are our star performers this week



Week 49 Week End 11/01/20	Week				Year to Date		
	Actual	Target	%Tgt	%L/Y	Actual	%Tgt	%L/Y
010 Andrew Schofield	43,766	36,028	121.5	132.4	2,252,130	85.7	93.2
Ready Made	36,753	34,144	107.6	118.3	1,900,409	88.9	94.7
Made to Measure MM Shirts	7,013	1,884	372.2	354.7	347,975	71	84.9
	-	-	-	-	3,681	-	-
020 John Collins	14,979	25,396	59	74.6	1,167,954	85.6	82
Ready Made	13,844	21,829	63.4	75.3	1,049,415	88.2	82.2
Made to Measure	1,135	3,567	31.8	66.6	118,539	67.8	80.5
040 Bermuda	2,916	7,863	37.1	71.6	239,988	56.3	61.5
Ready Made	2,616	2,760	94.8	184.1	167,150	54.4	57.2
Made to Measure	300	5,103	5.9	11.3	72,838	61.5	74
050 Macys	3,547	3,977	89.2	181.1	197,808	87.9	99.8
Ready Made	732	2,597	28.2	37.3	123,929	79.2	88.8
Made to Measure	2,815	1,380	204	-	73,879	107.8	125.7
Area Totals	65,207	73,264	89	110.2	3,857,880	83.1	87.1

RM 88% of Target / MTM 94.4% of Target



Week 49 – Highest percentage against target – The winners are:-

1 – Jeff Boardman – Fort Sam Houston - 201%

2 – Dionne Stanley – Fort Meade – 169%

3 – Roger Lansdell / Val Paterson – Andrews AFB – 165%

Highest \$\$\$'S – We have 4 of our colleagues with very similar figures

#1 - Ally Johnson - Quantico - \$5,405

#2 – Roger Lansdell – Andrews AFB - \$5,319

#3 – Dionne Stanley – Fort Meade - \$5,114

#4 – Valerie Paterson – Andrews AFB / Fort Belvoir - \$5,049

Thank you to all of our star performers this week and to each and everyone of you for the cash that you brought in and ended the week over Last Year

WHAT DID WE SELL IN WEEK 48 & 49 (COMBINED UNITS) ??

Whilst (to be expected) our accessory sales dropped versus previous weeks – 17% of our money across the 2 weeks came from shirts, ties and accessories.

It is an easy way to make up target as those sales were worth \$23,500

Garment Type	Week			
	Units	% Units	Sales	% Sales
Accessories	2	0.17%	\$65	0.05%
Belt	40	3.49%	\$1,381	1.00%
Bow Tie	44	3.84%	\$880	0.64%
Cufflink	40	3.49%	\$845	0.61%
Hanky	11	0.96%	\$213	0.15%
Shirts	270	23.56%	\$11,880	8.63%
Tie	272	23.73%	\$7,768	5.65%
Tie Bar	14	1.22%	\$325	0.24%
Total Accessories	693	60.47%	\$23,357	16.98%
Blazers	6	0.52%	\$1,424	1.03%
Jackets	0	0.00%	\$0	0.00%
Mixer Jackets	42	3.66%	\$8,582	6.24%
Mixer Trousers	55	4.80%	\$5,182	3.77%
Mixer Waistcoats	33	2.88%	\$1,955	1.42%
Outerwear	24	2.09%	\$5,924	4.31%
Essentially Alex	67	5.85%	\$14,350	10.43%
Sports Jackets	60	5.24%	\$10,180	7.40%
Sports Trousers	3	0.26%	\$65	0.05%
Suits & Tailoring	162	14.14%	\$43,189	31.39%
Trousers	1	0.09%	\$20	0.01%
Waistcoats	0	0.00%	\$0	0.00%
Total Garments	453	39.53%	\$114,228	83.02%
Grand Total:	1146	100.00%	\$137,585	100.00%

MADE TO MEASURE BLOW OUT SALE ON NOW ?

LININGS

We have some sold out linings , please ensure that they are not in your lining bunch

9004

9004/2

J93R

6009

XV9006

Please remember to show your customers our fantastic lining selection – some linings tailor the suit to his requirements and makes the suit different to our Off The Rack product for FREE

FLASH LININGS (REMINDER – HOW TO ORDER)

Our Team Talk page on your Overseas RM OAsys screen holds lots of information, other than sales, for you to access at any time and we will add to this with each version of The Rag

How to Order Flash Linings is a very good example of this – it has a price list and ordering instructions to help you enter them onto OASys

CLOTH STOCK

You can check cloth stocks at a glance also on Team Talk – cloth stocks on this page are held by bunch and can be copied into excel at any time

TARGET WEEK 50

We have a low RM target this week \$50,835 and MTM \$13,476 = \$64.311

Last week we took \$65,000 and the previous week \$72,000. This week see's us with a full week of sale prices which means that we need to sell more to hit the same number.

Let's pull out all the stops and do it

AND FINALLY – FOR THOSE OF YOU WHO WE ARE YET TO MEET

BELOW ARE YOUR ALEXANDRE SUPPORT TEAM

Left – Sophia / Centre – Tracey / Right – Rachael



The end