

Uniform Sub-committee

Report Date

14 June 2024

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The purpose of this report is to provide an update on the following:

- Financial performance
- Change of Supplier
- Stock update
- New barcode scanners
- House colour items

Summary Term 1 and 2:

Financial Performance:

The uniform shop has had a positive start in 2024, recording sales of \$76K at the end of May. Largely flat on last year. Last year the Government handed out the highly popular Back-to-School Vouchers to boost sales. Without the vouchers this year the shop has still managed to deliver strong sales result.

Popular items sold include our S/M and M/L hats. (We continue to have a huge demand for these as the children seem to lose them easily despite them having the child's name written inside). Other popular items have been our gold sports polos, and our new microfibre sports skort and shorts. With the start of winter our popular polo fleece has been a favoured purchase and our girls check trouser have made a welcomed comeback. This year we expect our total sales to largely align with previous year sales although, late last year we received some price increases from our suppliers. We have adjusted a few items to compensate but next year some winter items and our hats will need a price increase.

Outstanding winter stock orders should arrive this term. This will hopefully give us a profitable term 3 with the cold and wet weather that has started to come through.

Change of Suppliers:

This year we will slowly make a change over from our Supplier Ozsports International to Profile Apparel for our winter items. There are a few reasons why we have decided to make this change which include:

- The first being we have found the quality and service we receive from Profile Apparel for all our other items has been superior.
- Secondly, they are a local supplier, with their warehouse based in Brookvale therefore, stock is easy to access and we are not charged a delivery fee. Our last Oz sport delivery cost \$66 from Marrickville.
- Lastly, Profile Apparel have an integrated Shopify system like ours. This helps them read annual sales reports and helps their team to forecast sales for the next season. We have worked with Profile Apparel for 5 years now. Profile service most schools on the beaches and understand our customers and the wider community.
- Currently they have helped produce some soft-shell ski jackets for our ski team and are in the process of producing smart soft-shell jackets for the staff to wear in term 3. They are always helpful and highly knowledgeable in the uniform business.

Our aim with them in the near future will be to introduce barcodes to each style so stock can be easily scanned speeding up our checkout time. Profile Apparel are always looking at new ways to improve and streamline our business which has helped us through tough COVID years.

Each garment that Profile will take on has been sampled using superior fabric correctly lab dipped, to match our true colours and improved adding smart embroidery and quality zip pockets, drawcords and elastic. If there are any concerns your feedback is welcomed.

Stock Availability and Order Status:

Most items are in stock, with only our winter blouses and our sports shorts in a size 8 currently out of stock. Stock is due within the next three weeks. Other items should be well stocked throughout the winter period.

Band Uniform Sales:

This year we sold very little band uniforms. This is in contrast to previous years where our sales have been consistent. We would like to sit with the band committee members to discuss if there are any changes that we can make that would encourage parents to purchase directly from the uniform shop to boost sales in the future.

What's ahead:

The uniform shop will be closed for the July school holidays however; parents can still place orders online. Our focus for next term will be placing summer orders with our suppliers in preparation for Kindergarten and Summer 2024/25.

Barcode scanner:

This year we plan to purchase barcode scanners. The scanners will help us scan items quicker making the till checkout process more efficient and will also help with the manual stock counts which needs to be performed on a twice-yearly basis. At the moment we are still working with Profile Apparel to print the barcodes onto our items. This may take a while before all our stock will have their own unique code. We aim to complete this task before the end of this year.

House Colour Uniform:

Lastly, we have been asked by a few parents if there is a way in which the shop can introduce an item of clothing that the children can purchase to support their houses on various sports days. T-shirts/polos take up stock space that we don't have and are not economical, as the children only wear them a few times a year. With the house names now changed I do think it would be nice to investigate other options that will be sustainable and cost-effective.