

Lane Cove Public School P & C AGM – October 2009 Uniform Shop Report

The Uniform shop had another positive year financially. Sales for the 2008/09 FY were up by \$10k over the previous 12 months. The contributing factors towards this were:

Price increases by supplier – most of our suppliers increased the prices during the last 12 months.

Price increases by us – some of these price increases were passed onto to the buyers

Increase in second hand sales and donations – there was a considerable increase in the number of 2nd hand donations made to the shop over the last year. Even though a large percentage of these items were unsellable it did result in a far greater choice in sizing and quality of goods available.

Increase in number of students – over the last 2 years the number of overall students at the school has increased by approx 30. With each new student spending between \$200 - \$400 on their initial uniform purchases this would have a significant contribution.

The profit raised this year has enabled the shop to absorb many of the suppliers increases for the next year, thus allowing us to keep uniform prices at a more reasonable level.

The Introduction of the new sports uniform was plagued with issues. We decided to go with an existing supplier for a number of reasons, such as quality of product, their supply policies, terms and conditions etc and an existing relationship.

Unfortunately, they let us down. The shorts all had to be returned as they were incorrectly sized, leaving the entire new Kinder without sport shorts. Then to compound the issues they changed factories we were not able to obtain sufficient stock of the winter uniform to get us through the season.

The end result of this is that we are unable at this time to really ascertain what sales would have been for the winter uniform, and we will have to hold stock over summer that we anticipated we would sell during the past 2 terms. The company have offered compensation in the form of free stock. We will, however, be considering alternative suppliers over the next couple of months.

Despite these supply issues the school population has responded very positively to the change in uniform. There has been a substantial increase in the sale of trackpants in the large sizes as the older kids no longer look at these as “daggy”.

Our major storage issue was resolved thanks to the allocation of space in the old pottery room. This area for sometime seemed quite empty however, if you take a look now you will see we have filled almost all the space and as we are in the process of receiving all our stock for the new kindy intake. Thanks to Bob for allowing us the space and to Tim Cook for all his hard work in organising the fit out etc.

We had spent some time obtaining quotes to refit the shop with a more practical storage system and service area. Initially we were going to try to complete this during our slow period in the middle of the year. However, all this was put on hold due to the uncertainty of what form the BER works would take. As we have now been made aware that the Northwood building will have a complete refit we have budgeted some of our funds from next year to ensure the uniform shop is refitted in a way that is usable and practical.