CHAPEL HILL STATE PRIMARY SCHOOL

Parents and Citizens Association

STRIVING FOR EXCELLENCE

UNIFORM SHOP COMMITTEE REPORT

Details	11 March 2023	Melissa Wheaton Amber Michelle Seymour

Item	Notes
General	
Successes *Things going well*	• New EFTPOS “Bertie” is working well and with the repaired wifi in the Tuckshop there are no issues with connection. • New storage boxes being introduced for ease of access and reduce above head lifting. • Top up orders have been placed. • Bulk storage room cleaned and now shared with Cleaners for their bulk paper storage. • Stationery, shoe and generic uniform donations collected. • Samples have been obtained from our suppliers to compare with items already stocked.
Roadblocks *Things getting in the way*	• Supply chain issues continue to be a major problem for continuity of stock. • More than 50% of donated uniforms are not fit to sell. Some will go directly to fabric recycling, but I am looking for ideas on upcycling them into items for sale in the Uniform Shop as well as volunteers to make them.

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	Lexi, our scrunchie maker has advised that school and extracurricular activities are proving to be too demanding to ensure uninterrupted supply.
Actions	
Decisions *Actions that have been implemented*	• Top up stock has been ordered with details in the Orders Placed Spreadsheet

Recommendations
Motions you want to raise
	• Approval for purchase of uniform stock as outlined in the attached spreadsheets:
	  • Indent 2023
	  • Tudor Polos
	  • Branded Polos
	• Approval for retail price increases to cover the recent cost price increases as shown in the Uniform Price Comparison spreadsheet.
	• Approval for future price increases to maintain 30% markup on items as these increases are passed on by suppliers once approved by the P&C Executive and documented at the next scheduled P&C Meeting.

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ATTACHMENTS

OUTSTANDING ORDERS PLACED & EXPECTED DELIVERY

CHSS P&C UNIFORM SHOP

		DATE	EST DELIVERY	$
ITEM	QTY	ORDERED	WEEK	EX FREIGHT
HOSI KOSI				
Bucket Hats (S)	50	02.02.23	16.05.23	890.00
Bucket Hats (M)	50	02.02.23	16.05.23	890.00
Bucket Hats (L)	100	02.02.23	16.05.23	1780.00
Backpacks	50	17.02.23	07.03.23	2618.55
Checked Shirt (size 4)	5	17.02.23	28.03.23	148.23
Check Shirt (Size 6)	5	17.02.23	28.03.23	148.23
Check Shirt (Size 10)	40	17.02.23	28.03.23	1185.80
Dress (size 10)	20	17.02.23	28.03.23	746.90
Dress (size 12)	20	17.02.23	28.03.23	746.90
Dress (size 14)	10	17.02.23	28.03.23	373.45
			TOTAL	**9528.06**
TUDOR				
Long Sleeve Polos (size 4)	5	20.12.22	20.03.23	170.50
Long Sleeve Polos (size 6)	20	20.12.22	20.03.23	682.00
Long Sleeve Polos (size 8)	15	20.12.22	20.03.23	511.50
Long Sleeve Polos (size 10)	25	20.12.22	20.03.23	852.50
Freight	1	20.12.22	20.03.23	14.85
			TOTAL	**2231.35**
PERMAPLEAT				
Jacket (size 6)	20	16.02.23	07.03.23	556.60
Jacket (size 8)	50	16.02.23	07.03.23	1391.50
Jacket (size 10)	20	16.02.23	07.03.23	556.20
			TOTAL	**2504.30**
WEARECO PTY LTD				
Shorts (size 2)	5	16.02.23	15.04.23	104.22
Shorts (size 8)	10	16.02.23	15.04.23	208.45
Shorts (size 14)	45	16.02.23	15.04.23	938.03
			TOTAL	**1250.70**

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INDENT ORDER 2023

CHSS P&C UNIFORM SHOP

ORDER TO BE PLACED DURING INDENT PERIOD FOR DELIVERY IN LATE SEPTEMBER/EARLY OCTOBER 2023

PRODUCT	SALES SEPT 2019/20	SALES SEPT 2020/21	SALES SEPT 2021/22	SALES SEPT 2022/ PRESENT	AVERAGE SALES	AVERAGE PLUS 10% GROWTH	STOCK IN HAND	STOCK REQ	INDENT ORDER	COST PRICE INC GST	$ TOTAL
BACKPACK (including GST)											
Backpack	34	132	121	111	126.5	139	8	131	140	52.37	7,331.94
DRESS (including GST)											
Size 4	13	49	28	26	38.5	42	17	25	25	33.95	848.75
Size 6	25	75	82	33	78.5	86	7	79	80	33.95	2,716.00
Size 8	46	81	65	38	73	80	6	74	75	33.95	2,546.25
Size 10	21	43	59	21	51	56	7	49	50	33.95	1,697.50
Size 12	11	10	11	16	10.5	12	7	5	5	33.95	169.75
Size 14	3	-3	8	4	2.5	3	6	-3	0	33.95	0.00
Size 16	2		-7	1	-3.5	-4	14	-18	0	33.95	0.00
HAT (including GST)											
Bucket S (55cm)	16	87	63	54	75	83	32	51	55	17.8	979.00
Bucket M (57cm	49	113	134	49	123.5	136	16	120	120	17.8	2,136.00
Bucket L (59cm)	10	20	51	11	35.5	39	10	29	30	17.8	534.00
Slouch/Flat Brim S (55cm)	19	40	38	27	39	43	11	32	35	10.59	370.65
Slouch/Flat Brim M (57cm)	58	100	47	41	73.5	81	11	70	70	10.59	741.30

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PRODUCT	SALES SEPT 2019/20	SALES SEPT 2020/21	SALES SEPT 2021/22	SALES SEPT 2022/ PRESENT	AVERAGE SALES	AVERAGE PLUS 10% GROWTH	STOCK IN HAND	STOCK REQ	INDENT ORDER	COST PRICE INC GST	$ TOTAL
Slouch/Flat Brim L (59cm)	13	22	24	11	23	25	30	-5	0	10.59	0.00
JACKET - ZIP UP								0			
Size 4	26	26	15	5	20.5	23	72	-49	0	27.83	0.00
Size 6	62	67	63	4	65	72	2	70	70	27.83	1,948.10
Size 8	38	51	74	11	62.5	69	3	66	65	27.83	1,808.95
Size 10	40	36	54	6	45	50	11	39	40	27.83	1,113.20
Size 12	24	21	22	6	21.5	24	20	4	5	27.83	139.15
Size 14	6	6	8		7	8	3	5	5	27.83	139.15
Size 16	2		1		0.5	1	10	-9	0	27.83	0.00
CHECKED SHIRT (including GST)											
Size 4	9	26	20	27	23	25	3	22	25	26.95	673.75
Size 6	26	80	67	48	73.5	81	1	80	80	26.95	2,156.00
Size 8	35	54	81	36	67.5	74	14	60	60	26.95	1,617.00
Size 10	26	40	46	37	43	47	2	45	45	26.95	1,212.75
Size 12	21	29	28	18	28.5	31	2	29	30	26.95	808.50
Size 14	8	10	10	6	10	11	8	3	5	26.95	134.75
Size 16	2	1	5	2	3	3	4	-1	0	26.95	0.00
SHORTS											
Size 2	12	77	19	24	48	53	4	49	50	20.85	1,042.50
Size 4	49	163	80	104	121.5	134	59	75	75	20.85	1,563.75

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PRODUCT	SALES SEPT 2019/20	SALES SEPT 2020/21	SALES SEPT 2021/22	SALES SEPT 2022/ PRESENT	AVERAGE SALES	AVERAGE PLUS 10% GROWTH	STOCK IN HAND	STOCK REQ	INDENT ORDER	COST PRICE INC GST	$ TOTAL
Size 6	72	140	161	76	150.5	166	56	110	110	20.85	2,293.50
Size 8	52	120	142	93	131	144	28	116	120	20.85	2,502.00
Size 10	46	103	64	45	83.5	92	62	30	30	20.85	625.50
Size 12	6	29	33	60	31	34	109	-75	0	20.85	0.00
Size 14	4	7	34	17	20.5	23	14	9	10	20.85	208.50
Size 16	1		-6	7	-3	-3	13	-16	0	20.85	0.00
Size Small Adult					0	0	21	-21	0	20.85	0.00
sKORT											
Size 2	5	6	7	5	6.5	7	21	-14	0	21.95	0.00
Size 4	11	46	42	1	44	48	104	-56	0	21.95	0.00
Size 6	24	50	58	45	54	59	51	8	10	21.95	219.50
Size 8	33	63	61	50	62	68	27	41	45	21.95	987.75
Size 10	25	61	74	34	67.5	74	36	38	40	21.95	878.00
Size 12	23	14	43	21	28.5	31	25	6	10	21.95	219.50
Size 14	8	14	8	6	11	12	8	4	5	21.95	109.75
Size 16	4	3	3	2	3	3	22	-19	0	21.95	0.00
											42,472.69
										less 10% average saving	4,247.27
										TOTAL	38,225.42

NOTES:

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- September 2019/20 does not document a full year as Xero implementation occurred during this time.
- Previous years stock orders included a growth estimate of 15 to 20% dependent on size.
- This year's growth estimate of 10% is a reduction due to advice from School Administration on expected growth.
- Top up orders have been included in the Stock in Hand column.
- Stock to be ordered during Indent ordering period of manufacturer and delivered in September 2023
- Indent order is anticipated to cover 12 months of sales and prevent need for top up orders and therefore additional costs for delivery.
- Indent orders benefit the P&C with a discount of at least of 10% on orders.
- The P&C is not invoiced until the stock arrives so the amounts due will not be until September 2023

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UNIFORM SHOP COMMITTEE REPORT

2023/24 TUDOR POLO STOCK ORDER ESTIMATE

CHSS P&C UNIFORM SHOP

MARCH 2023 TO SEPTEMBER 2024

PRODUCT	SALES SEPT 2019/20	SALES SEPT 2020/21	SALES SEPT 2021/22	SALES SEPT 2022/ Feb 2023	AVERAGE SALES	AVERAGE PLUS 10% GROWTH	REQUIRED TOP UP TO SEPT	CURRENT STOCK IN HAND	TOTAL STOCK REQ	STOCK ORDER	COST PRICE INC GST	$ TOTAL
Size 4	26	143	121	108	132	145	24	9	160	160	28.60	4,576.00
Size 6	80	220	192	102	206	227	104	27	304	305	28.60	8,723.00
Size 8	105	192	206	99	199	219	100	83	236	240	28.60	6,864.00
Size 10	101	153	121	86	137	151	51	19	183	185	28.60	5,291.00
Size 12	41	92	68	46	80	88	34	23	99	100	28.60	2,860.00
Size 14	15	30	15	10	23	25	13	12	26	30	28.60	858.00
Size 16	1	6	10	5	8	9	3	4	8	10	28.60	286.00
Size 18	0	0	0	0	0	0	0	9	-9	0	28.60	0.00
Size 20	0	0	0	0	0	0	0	14	-14	0	28.60	0.00
												29,458.00

NOTES:

- September 2019/20 does not document a full year as Xero implementation occurred during this time.
- Previous years stock orders included a growth estimate of 15 to 20% dependent on size.
- This year's growth estimate of 10% is a reduction due to advice from School Administration on expected growth.
- Top Up to September column indicated the number of items that will be sold between now and Sept/Oct based on previous years and has been included to align with stock orders to other manufacturers.
- Orders are to be in bundles of 5.
- Lead time on orders approximately 12 weeks
- Price increase will occur at the end of June 2023.

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UNIFORM SHOP COMMITTEE REPORT

2023/24 BRANDED POLO STOCK ORDER ESTIMATE
INTERSCHOOL SPORT AND ADEP

CHSS P&C UNIFORM SHOP

MARCH 2023 TO SEPTEMBER 2024

PRODUCT	SALES SEPT 2019/20	SALES SEPT 2020/21	SALES SEPT 2021/22	SALES SEPT 2022/ PRESENT	AVERAGE SALES	AVERAGE PLUS 10% GROWTH	REQUIRED TOP UP TO SEPT	CURRENT STOCK IN HAND	TOTAL STOCK REQ	STOCK ORDER	COST PRICE INC GST	$ TOTAL
INTERSCHOOL POLO												
Size 6	1	0	-1	0	0	0	0	5	-5	0	32.40	0.00
Size 8	8	14	5	3	9	10	6		16	20	32.40	648.00
Size 10	21	30	19	5	23	26	18	20	24	25	32.40	810.00
Size 12	21	22	24	5	22	25	17	47	-5	0	32.40	0.00
Size 14	4	14	17	7	12	13	5	9	9	10	32.40	324.00
Size 16	0	1	0	0	0	0	0	10	-9	0	32.40	0.00
Size 18 (Small Adult)	0	0	1	0	0	0	0	6	-5	0	32.40	0.00
Size 24	0	0	0	0	0	0	0	1	-1	0	32.40	0.00
ADEP POLO												
Size 6								1		0	32.40	0.00
Size 8								16		0	32.40	0.00
Size 10								10		20	32.40	648.00
Size 12								2		25	32.40	810.00
Size 14								6		5	32.40	162.00
Size 16										0	32.40	0.00

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PRODUCT	SALES SEPT 2019/20	SALES SEPT 2020/21	SALES SEPT 2021/22	SALES SEPT 2022/ PRESENT	AVERAGE SALES	AVERAGE PLUS 10% GROWTH	REQUIRED TOP UP TO SEPT	CURRENT STOCK IN HAND	TOTAL STOCK REQ	STOCK ORDER	COST PRICE INC GST	$ TOTAL
Size 18 (Small Adult)										0	32.40	0.00
												3,402.00

NOTES:

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- Previous years stock orders included a growth estimate of 15 to 20% dependent on size.
- This year's growth estimate of 10% is a reduction due to advice from School Administration on expected growth.
- Top Up to September column indicated the number of items that will be sold between now and Sept/Oct based on previous years and has been included to align with stock orders to other manufacturers.
- Orders are to be in bundles of 5.
- Lead time on orders approximately 12 weeks
- The cost price is for a minimum order of 50 of each style if the order is below 50 items per style the cost price will be $39.60 per item including GST.

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LOCAL SCHOOLS' UNIFORM PRICE COMPARISON AND SUGGESTED PRICE INCREASE FOR 2023

CHAPEL HILL STATE SCHOOL P&C UNIFORM SHOP

	BACKPACK	HAT (Bucket)	HAT (Flat Brim/ Slouch)	FORMAL SHIRT	ZIP JACKET	SHORTS	DRESS	SkORT	POLO	INTERSCHOOL POLO	LONG SLEEVE POLO	ADEP
2023 COST PRICE (including GST)	52.37	17.80	10.59	26.95	27.83	20.85	33.95	21.95	28.60	32.40	34.10	32.40
CHAPEL HILL SS CURRENT SALE PRICE	55.00	20.00	20.00	33.00	33.00	28.00	42.00	28.00	33.00	35.00	43.00	35.00
SUGGESTED 2023 PRICE	68.00	23.00	20.00	35.00	37.00	28.00	44.00	28.00	38.00	42.00	45.00	45.00
(% MARK UP ON COST PRICE)	30%	29%	89%	30%	33%	34%	30%	28%	33%	30%	32%	39%
AVERAGE (Across CHSS neighbouring schools)	**54.88**	**17.52**	**19.00**	**35.78**	**39.87**	**25.13**	**51.19**	**29.09**	**31.04**	**37.77**	**36.99**	**35.00**
ASHGROVE SS	49.95	20.00			40.00	21.00	45.00	32.00	32.00	32.00		
BARDON SS	50.00	18.00	18.00		35.00	28.00	52.00	28.00	35.00			
BROOKFIELD SS	50.00		12.00		28.00	18.00		20.00	22.00	45.00		
CHAPEL HILL SS	55.00	20.00	20.00	33.00	33.00	28.00	42.00	28.00	33.00	35.00	43.00	35.00
CHRIST THE KING SCHOOL	50.00	15.00		31.00	35.00	25.00	45.00	28.00	24.00			
FIG TREE POCKET SS	47.00	12.00		36.00	45.00	27.50	45.00	32.00	33.00	40.00	40.00	
GRACEVILLE SS	59.00		12.00		39.00	25.00	50.00	35.00	30.00	39.00	35.00	
HOLY FAMILY SCHOOL	50.00		35.00	35.00	40.00		55.00	25.00	35.00		45.00	

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	BACKPACK	HAT (Bucket)	HAT (Flat Brim/ Slouch)	FORMAL SHIRT	ZIP JACKET	SHORTS	DRESS	SkORT	POLO	INTERSCHOOL POLO	LONG SLEEVE POLO	ADEP
INDOOROPILLY SS	56.00	10.00			39.00	43.00	50.00	42.00	35.00	43.00		
INRONSIDE SS	60.00	17.00			50.00	20.00	45.00	25.00	33.00		35.00	
ITHACA CREEK SS	55.00	20.00	20.00		35.00	25.00	55.00	25.00	28.00			
JINDALEE SS	55.00	18.00		41.00	42.00	17.00	51.00	30.00	30.00	32.00		
KENMORE SOUTH SS	58.00	19.00		39.00	42.00	32.00	54.00	35.00	35.00	44.00		
KENMORE SS	55.00	14.00			40.00	17.00	44.00	17.00	33.00		37.00	
MILTON SS	60.00	20.00	20.00		45.00	25.00	55.00	33.00	35.00	35.00		
MOGGILL SS	60.00	11.00			35.00	21.00	52.00	25.00	32.00			
OUR LADY OF THE ROSARY SCHOOL	68.00	17.00		35.25	35.00	27.00	67.00	26.50	27.00			
OXLEY SS	55.00	18.00			28.00	21.00	47.00	24.95	29.00		35.00	
PETRIE TERRACE SS	50.00	18.00	15.00		29.00	19.00		22.00	28.00	28.00		
PULLENVALE SS	63.20	24.95			39.95	28.65		34.20	33.25	42.50	35.90	
RAINWORTH SS	55.00	20.00			35.00	25.00	50.00	28.00	30.00		32.00	
SHERWOOD SS	49.95	17.50			48.00	28.50	57.95	32.00	35.70		38.95	
ST IGNATIUS SCHOOL	49.95	15.95		35.95	68.95	29.50	57.95	31.95	27.95			
THE GAP SS	56.00	20.00			50.00	28.00	55.00	38.50	32.00			

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	BACKPACK	HAT (Bucket)	HAT (Flat Brim/ Slouch)	FORMAL SHIRT	ZIP JACKET	SHORTS	DRESS	SkORT	POLO	INTERSCHOOL POLO	LONG SLEEVE POLO	ADEP
TOOWONG SS												
WESTEND SS	55.00	20.00				24.00			28.00		30.00	

NOTES:

- The Interschool polo and ADEP polo cost price is for a minimum order of 50 of each style if the order is below 50 items per style the cost price will be $39.60 per item inc GST.
- Light grey shaded areas indicate highest price in section.