

Stock Clearance & New Ranges

New Ranges

There are 5 New ranges arrived in the warehouse as clearance ranges and they have been priced as follows so they can be reduced in the VAT offer.

They Are

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| 1. Charleston 100% wool – Colour 114 | £20.00 m2 |
| 2. Cord 100% wool – Colours 140 & 144 | £20.00 m2 |
| 3. Woodcroft Twist 80% wool – Colour Beige | £15.00 m2 |
| 4. Wool Rib 100% Wool – Colours 20, 30 & 60 | £13.00 m2 |
| 5. Zebra 100% Wool – Colours 180,181,182 & 183 | £20.00 m2 |

I have printed individual tickets for the 18" wall racks with a 17.5% reduction shown. If anybody asks these products will go back up to these prices at the end of May when the current promotion WILL end.

Price Bands

I have also spoken to some of you about putting the carpets into swatches based on price and the price MAY differ according to colour. We do end up reducing the price on the weakest colour that we are left with at the end so why not start this way. (For example if we were applying this logic when the Barbados was delivered colour 25 would have been £16 m2 while colour 20 would have been £14 m2 from day one). Therefore I propose to set up the following price points for clearance carpets and the samples when delivered will have the following codes on the back of them as follows (for example Zebra 180E the 180 is the colour ref and the E is the price code).

- A = £8 m2
- B = £10 m2
- C = £12 m2
- D = £14 m2
- E = £16 m2
- F = £18 m2
- G = £20 m2
- H = £22 m2

As there are limited colours in some price points there will be some swatches with more than 1 price in the swatch ie the code on the sample will tell you the price at a glance.

As a result If you do show the carpets on the wall then some of the tickets printed may be higher then the price in the swatches but the ticket price should reflect the dearest colour for sale. I suggest we discuss the display of clearance and ticket prices at the next meeting and set a strategy for the next tickets from then.