

Merchandise Department Report December 17, 2011

Monthly and quarterly reports have been completed and sent to the business manager as directed in the Merchandise Department Protocols. All items received from the business manager are shipped at least twice weekly or more frequently if possible. All items are shipped at the lowest cost possible. In many instances this entails the use of USPS flat rate packaging. By utilizing online purchasing of these packages, a reduced rate can be obtained. There will be a change in postal rates after the first of the year, however, at this time I am unsure how they will affect shipping costs. In general, the collection of shipping fees more than covers the cost of shipping, including the packaging of the merchandise. The items which shipping cost is greater than the shipping charges are collected usually involve the sale of Memos, in particular the package sale of Memo 1, 2, and 3. However, even including this overage, the total of shipping collected does exceed the shipping charges.

Inventory is purchased as needed. While it is possible to get slightly lower prices by buying in larger quantities, this has not been done due to the large amount of inventory that still exists of older merchandise.

As requested by some purchasers, I have added white embroidered polo shirts to the youth line. I have also added a royal blue youth t-shirt. I am currently looking into adding Stadium Cushions as another item of interest as well as rain ponchos. Part of the problem with getting new inventory is the quantity of items required to initiate the order. For example, I need to replenish the travel mugs but the minimum quantity that I can order is 72.

There has been an increase in sales of Memo 1, 2, and 3 due to the reduced price offered by purchasing the "package". We still, however, have a large inventory of those items. We also have a large inventory of clothing, in particular sweatshirts, in 2X and 3X.

Monies have been transferred to NPGA in the amount of \$8,746.23 which includes the original seed money of \$2,100.00.

I have posted several notices on the Region Yahoo list sites to encourage orders from members in those regions. All updates to new products and pricing have been facilitated by the Webmaster, Maggie Leman.

Lynette Clooney
Merchandise Department Chairman