

**BASICS OF PRODUCTION – QUICK REFERENCE**

<b>Production Quota by Hours (includes paid breaks and floor work, not lunch)</b>							
	<b>8</b>	<b>7.5</b>	<b>7</b>	<b>6.5</b>	<b>6</b>	<b>5</b>	<b>4</b>
<b>CLOTH</b>	480	450	420	390	360	300	240
<b>MISCEL</b>	530	500	460	430	400	330	260
<b>LINENS</b>	400	380	350	330	300	250	200
<b>BOOKS/MEDIA</b>	850	800	750	700	640	530	430
<b>SHOES</b>	250	230	215	200	185	150	125
<b>ELECTRICAL</b>	200	190	175	165	150	135	100

<b>Items Per Gaylord</b>	
Cloth	180 – 200
Miscel	95 – 105
Shoes	75 – 85
Electrical	40 – 45
Linens	80 – 85
Books/Media	250 – 300
Furniture	As donated
Jewelry	As donated

<b>Price Average</b>	
Miscel	\$3.30 - \$3.50
Shoes	\$7.55 - \$8.05
Electrical	\$7.75 - \$8.25
Furniture	\$15.00 - \$16.00
Linens	\$4.15 - \$4.35
Books/Media	\$2.45- \$2.55

<b>Sell thru by department</b>	
Ladies	28 to 35%
Men’s	35 to 40%
Kids	30 to 35%
Miscel	52 to 60%
Shoes	50 to 55%
Electrical	53 to 58%
Furniture	60 to 65%
Linens	38 to 45%
Books/Media	35 to 40%

**Price averages should be within 5% of standard for each department**

**High Price Average** may indicate:

- Pricing is too high
- Too many higher value/quality items are out on the sales floor

**Low Price Average** may indicate:

- Pricing is too low
- Too many low value/quality items are out on the sales floor

**Overall minimum sell thru is 40%**

**Low Sell Thru** may indicate:

- Pricing is too high
- Merchandising problems
- Poor organization or shoppability
- Possible blanket pricing problems
- Team member may be padding

**High Sell Thru** may indicate:

- Pricing is too low
- Not enough merchandise to select from those areas