



## Second Hand Uniform Shop Pricing Policy

The Kilvington PFA adopts the following pricing policy for the Kilvington PFA Second Hand Uniform Shop (SHUS).

### Base Item Price:

1. The base item price for uniform items in the SHUS will be set at approximately 60% of the retail price of new uniform items available in Kilvington Uniform Shop.
2. The base item price for uniform items in the SHUS for items which have a pricing range in Kilvington Uniform Shop (e.g. blazers, winter skirts etc.) will be set at 60% of the *average* of the individual pricing range for that item.  
*For example, a Kilvington Girl's blazer ranges in price from \$189.50 to \$229.50. The average of this price is \$209.50. Therefore, the base item price for Girl's Blazers within the SHUS shall be \$126.00.*

### Proceeds from the sale:

1. The consignor shall receive 60% of the base item price from the sale of each individual uniform item.
2. The PFA shall receive 40% of the base item price as commission from the sale of each individual uniform item.

### General Pricing:

1. Individual pricing for uniform items may be negotiated in exceptional circumstances. Individual pricing must be agreed by the consignor and a SHUS representative when the uniform items are delivered to the SHUS for sale.
2. The pricing framework within the SHUS will be reviewed annually. The review will examine the following:
  - a. The base item price for each stock category.
  - b. The percentage received from the sale by the consignor.
  - c. The percentage received as commission for the PFA.
3. Changes to SHUS uniform pricing framework will only affect inventory items received *after* the pricing review.

Reviewed:  
December 2019