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A Partnership for Profit

AIS Retail Division has teams of experienced and enthusiastic individuals offering a full budgeting, sourcing and merchandise management service for fashion and homewares.

As with all AIS services, members' use of Retail Division is entirely optional. The service appeals to retailers who have encountered difficulties recruiting high calibre buyers or those who wish to enhance their professional buying expertise. Others may want help to expand into a new product area.

After gaining a thorough understanding of a store, individual range plans are specifically tailored to take into account store size and location. Range plans will include AIS own label plus leading brands. Merchandising will also be provided. Bi-annual range presentations are held so that members can see in advance what has been purchased on their behalf.

Members receive regular reporting on sales including line level analysis whilst stock management, including repeat orders and inter-store stock transfers, is also part of the service.

In effect, the Retail Division allows any retail outlet, no matter how large or small, to gain top class, affordable, effective and professional buying expertise.

Retail Division