

# Case Study: Leading Men's Suit Retailer In-Store Markdowns

## THE CHALLENGE

A retailer of men's suits with more than 1,400 stores between three different divisions was doing markdowns by hand, which was very slow and labor intensive. The company had capital dollars available in their budget and made plans to enter a pilot program for the Avery Dennison® Monarch® Pathfinder® 6140, which was able to show the customer a reduction in markdown times by roughly 70 percent.

"The same associates selling suits, renting tuxes and helping customers also have to do the markdowns," sales representative Frank Blancato said. "They had to take print outs and find the items that needed to be marked down so they were touching the items three times to get them marked down and back on the racks.

## THE SOLUTION

The associates of the apparel chain were already using smart devices in the stores so implementing the Pathfinder 6140 with already familiar technology made it a seamless fit for the company.

"We are able to take the intelligence out of the 6140 and put it into a smart device so it's a little smaller and a little lighter and it's much more economical," Blancato said. "It's a better solution than putting in a whole brand new scanning device that's going to cost twice as much. It was a solution they could deploy with smart devices in their stores and they could get enough units under the budget they had."

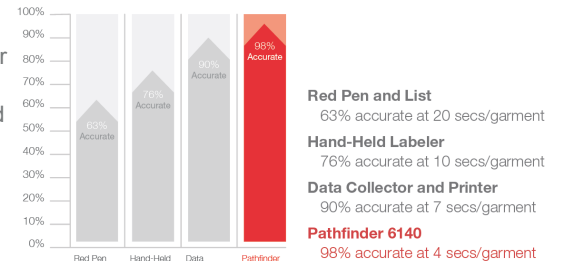
### More Time for Customers

The new system, powered by Manhattan Associates' price application software freed up the associates to assist customers and focus on sales rather than devote extra time to markdowns.

"When the associates start doing markdowns, it's not unusual for customers to walk in the door," Blancato said. "These are commissioned sales reps and they'd much rather sell and get paid than to actually go and do markdowns. The old method they were using was very inaccurate and they weren't getting them done. When they're not getting done, they're not selling and that's a problem."



Markdown accuracy percentage per markdown device  
Internal study using 500 scanned garments



*Avery Dennison helped this customer achieve a reduction in markdown times by roughly 70 percent.*

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## A Non-Traditional Pilot

The pilot was introduced in three Texas stores before the program was expanded to all of the retailer's Florida stores. One of the company's regional vice presidents was an early champion of the program and helped spread his pilot success story throughout the organization.

"This was a little different because we didn't set it up as a pilot where the pilot software wasn't real," Blancato said. "We actually set it up with their IT group and our IT group so everything they needed for the deployment had already been done. Once they got the first three stores launched in Texas in the second quarter, they had everything they needed for a successful launch in Florida."



## WHY AVERY DENNISON

Avery Dennison offers a selection of integrated price management solutions designed to boost markdown productivity. Our mobile printers reduce the complexity and time spent on markdowns for greater efficiency and accuracy, while driving increased margins. They also enable omnichannel cross-selling activities and some connect seamlessly to in-house smart devices.

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For more information call 800.543.6650, prompt 5 or email [printersolutions@averydennison.com](mailto:printersolutions@averydennison.com).

### AMERICAS

170 Monarch Lane  
Miamisburg, OH 45342  
937 865 2123 (direct)  
Tel +800 543 6650  
(8:00 a.m.–6:30 p.m., EDT)  
Fax +937 865 6663

### ASIA

No. 7 Chun Ying Street  
Tseung Kwan O Industrial  
Estate  
New Territories, Hong Kong  
Tel +852 2372 3169  
Fax +852 2995 0014

### WESTERN EUROPE

1 Thomas Road  
Wooburn Green  
Bucks HP10 0PE  
Tel +(44) 1628 859500  
Fax +(44) 1628 859567

### ASIA PACIFIC NEW SOUTH WA

61 Vore Street  
Silverwater NSW 2128  
Tel +61 (02) 9741 6900  
Fax +61 (02) 9647 1914  
Toll free 1800 224 404

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