

Holiday 2018

APPAREL VISUAL FLOOR SET OUT/WHS | W I N T E R |

TO: Select Domestic & UK OUT & WHS. Please refer to page 2-4 for complete store list.

EFFECTIVE DATE: 10/11/18

DETAILS: Use this Directive to set up your Winter apparel.

DIRECTION: Keep Directive in Visual Binder for future reference.

CONTACT: If you have any questions, please partner with your DSM

STORE LIST

DIAMOND TEE PROGRAM

TYPE	TERRITORY	REGION	DISTRICT	STORE
OUT	WEST	1	37	114
WHS	WEST	1	37	594
WHS	WEST	1	45	332
WHS	WEST	1	45	746
WHS	WEST	1	45	825
WHS	WEST	1	48	774
WHS	WEST	1	48	805
WHS	WEST	1	48	863
OUT	WEST	2	4	53
OUT	WEST	2	4	198
WHS	WEST	2	4	335
OUT	WEST	2	21	209
OUT	WEST	2	21	404
WHS	WEST	2	47	2
OUT	WEST	2	58	6
OUT	WEST	2	58	268
WHS	WEST	2	58	377
WHS	WEST	5	3	530
WHS	WEST	5	3	568
OUT	WEST	5	14	19
OUT	WEST	5	16	7
OUT	WEST	5	16	346
WHS	WEST	5	16	618
OUT	WEST	5	38	145
WHS	WEST	5	42	672
OUT	WEST	5	44	269
OUT	WEST	8	5	224
WHS	WEST	8	5	766
OUT	WEST	8	11	80
WHS	WEST	8	11	407
WHS	WEST	8	15	761
WHS	WEST	8	15	798
WHS	WEST	8	15	864
OUT	WEST	8	28	660
WHS	WEST	8	28	859

TYPE	TERRITORY	REGION	DISTRICT	STORE
WHS	WEST	8	28	867
OUT	WEST	8	32	267
WHS	WEST	8	32	868
WHS	WEST	8	32	888
OUT	EAST	3	25	173
OUT	EAST	3	25	644
WHS	EAST	3	25	66
WHS	EAST	3	25	410
WHS	EAST	3	25	646
OUT	EAST	3	30	36
WHS	EAST	3	30	68
WHS	EAST	3	30	380
OUT	EAST	4	17	190
WHS	EAST	4	19	822
WHS	EAST	4	19	832
WHS	EAST	4	23	705
WHS	EAST	4	23	769
WHS	EAST	4	23	789
OUT	EAST	4	29	235
OUT	EAST	6	6	25
WHS	EAST	6	6	839
WHS	EAST	6	18	853
WHS	EAST	6	18	862
WHS	EAST	6	36	795
WHS	EAST	6	36	875
WHS	EAST	9	2	717
OUT	EAST	9	9	121
WHS	EAST	9	27	856
OUT	EAST	9	34	125
OUT	EAST	9	39	147
OUT	EAST	10	10	82
WHS	EAST	10	43	810
WHS	EAST	10	43	834
WHS	EAST	10	51	790
OUT	EAST	10	55	16

TYPE	TERRITORY	REGION	DISTRICT	STORE
OUT	EAST	10	55	88
OUT	EAST	10	55	250
WHS	EAST	10	55	812
OUT	CANADA	7	22	244
OUT	CANADA	7	22	794

STORE LIST

WINTER FLOOR SET

TYPE	TERRITORY	REGION	DISTRICT	STORE
OUT	WEST	1	12	596
OUT	WEST	1	37	114
WHS	WEST	1	37	594
WHS	WEST	1	45	332
WHS	WEST	1	45	746
WHS	WEST	1	45	825
WHS	WEST	1	45	920
WHS	WEST	1	48	774
WHS	WEST	1	48	805
WHS	WEST	1	48	863
OUT	WEST	2	4	53
OUT	WEST	2	4	198
WHS	WEST	2	4	335
WHS	WEST	2	4	710
WHS	WEST	2	4	905
OUT	WEST	2	21	209
OUT	WEST	2	21	404
WHS	WEST	2	47	2
WHS	WEST	2	47	670
OUT	WEST	2	58	6
OUT	WEST	2	58	268
WHS	WEST	2	58	377
WHS	WEST	2	58	740
WHS	WEST	5	3	530
WHS	WEST	5	3	568
OUT	WEST	5	14	19
WHS	WEST	5	14	558
OUT	WEST	5	16	7
OUT	WEST	5	16	346
WHS	WEST	5	16	618
OUT	WEST	5	38	145
WHS	WEST	5	38	890
OUT	WEST	5	42	75
OUT	WEST	5	42	324
WHS	WEST	5	42	672

TYPE	TERRITORY	REGION	DISTRICT	STORE
OUT	WEST	5	44	269
OUT	WEST	8	5	224
OUT	WEST	8	5	807
WHS	WEST	8	5	766
OUT	WEST	8	11	80
OUT	WEST	8	11	576
OUT	WEST	8	11	640
WHS	WEST	8	11	407
WHS	WEST	8	15	120
WHS	WEST	8	15	590
WHS	WEST	8	15	761
WHS	WEST	8	15	798
WHS	WEST	8	15	835
WHS	WEST	8	15	864
OUT	WEST	8	28	660
WHS	WEST	8	28	859
WHS	WEST	8	28	867
WHS	WEST	8	28	904
WHS	WEST	8	28	1013
OUT	WEST	8	32	267
OUT	WEST	8	32	345
WHS	WEST	8	32	868
WHS	WEST	8	32	888
OUT	EAST	3	25	173
OUT	EAST	3	25	644
WHS	EAST	3	25	66
WHS	EAST	3	25	410
WHS	EAST	3	25	646
WHS	EAST	3	25	787
WHS	EAST	3	25	1005
OUT	EAST	3	30	36
WHS	EAST	3	30	68
WHS	EAST	3	30	380
WHS	EAST	3	35	914
OUT	EAST	3	41	78

TYPE	TERRITORY	REGION	DISTRICT	STORE
OUT	EAST	3	41	232
OUT	EAST	4	17	190
WHS	EAST	4	17	883
OUT	EAST	4	19	662
OUT	EAST	4	19	775
WHS	EAST	4	19	815
WHS	EAST	4	19	822
WHS	EAST	4	19	832
WHS	EAST	4	23	705
WHS	EAST	4	23	769
WHS	EAST	4	23	789
WHS	EAST	4	23	898
OUT	EAST	4	29	235
OUT	EAST	6	6	25
OUT	EAST	6	6	363
OUT	EAST	6	6	788
WHS	EAST	6	6	839
WHS	EAST	6	6	857
WHS	EAST	6	6	907
OUT	EAST	6	18	111
WHS	EAST	6	18	853
WHS	EAST	6	18	855
WHS	EAST	6	18	862
OUT	EAST	6	36	565
WHS	EAST	6	36	650
WHS	EAST	6	36	795
WHS	EAST	6	36	875
WHS	EAST	9	2	717
OUT	EAST	9	9	121
OUT	EAST	9	9	724
OUT	EAST	9	27	595
WHS	EAST	9	27	548
WHS	EAST	9	27	856
WHS	EAST	9	27	909
OUT	EAST	9	34	125

STORE LIST

WINTER FLOOR SET

TYPE	TERRITORY	REGION	DISTRICT	STORE
WHS	EAST	9	34	886
OUT	EAST	9	39	147
OUT	EAST	10	10	82
WHS	EAST	10	10	814
OUT	EAST	10	20	447
OUT	EAST	10	43	11
WHS	EAST	10	43	810
WHS	EAST	10	43	834
WHS	EAST	10	51	790
WHS	EAST	10	51	902
OUT	EAST	10	55	16
OUT	EAST	10	55	88
OUT	EAST	10	55	250
WHS	EAST	10	55	812
WHS	EAST	10	55	908
OUI	CANADA	7	22	244
OUI	CANADA	7	22	794
OUI	CANADA	7	33	671
WHI	CANADA	7	49	785
WHI	CANADA	7	49	799

BOBS HOLIDAY PJ SETS

TYPE	TERRITORY	REGION	DISTRICT	STORE
WHS	WEST	1	37	594
WHS	WEST	1	45	332
WHS	WEST	1	45	746
WHS	WEST	1	45	825
WHS	WEST	1	45	920
WHS	WEST	1	48	774
WHS	WEST	1	48	863
OUT	WEST	2	4	53
OUT	WEST	2	4	198
WHS	WEST	2	4	335
WHS	WEST	2	4	710
WHS	WEST	2	4	905
OUT	WEST	2	21	209
OUT	WEST	2	21	404
WHS	WEST	2	47	2
WHS	WEST	2	47	670
OUT	WEST	2	58	6
OUT	WEST	2	58	268
WHS	WEST	2	58	377
WHS	WEST	5	3	530
WHS	WEST	5	3	568
OUT	WEST	5	14	19
OUT	WEST	5	16	7
WHS	WEST	5	16	618
WHS	WEST	5	38	890
OUT	WEST	5	42	75
OUT	WEST	8	5	224
WHS	WEST	8	5	766
OUT	WEST	8	11	80
WHS	WEST	8	11	407
WHS	WEST	8	15	120
WHS	WEST	8	15	835
WHS	WEST	8	15	864
OUT	WEST	8	28	660
WHS	WEST	8	28	859

TYPE	TERRITORY	REGION	DISTRICT	STORE
WHS	WEST	8	28	867
WHS	WEST	8	28	904
OUT	WEST	8	32	267
WHS	WEST	8	32	868
WHS	WEST	8	32	888
OUT	EAST	3	25	173
WHS	EAST	3	25	66
WHS	EAST	3	25	410
WHS	EAST	3	25	646
WHS	EAST	3	30	68
WHS	EAST	3	30	380
OUT	EAST	3	41	78
OUT	EAST	3	41	232
OUT	EAST	4	17	190
WHS	EAST	4	17	883
WHS	EAST	4	19	822
WHS	EAST	4	23	898
OUT	EAST	4	29	235
OUT	EAST	6	6	25
OUT	EAST	6	6	363
WHS	EAST	6	6	857
WHS	EAST	6	6	907
WHS	EAST	6	18	862
WHS	EAST	6	36	795
WHS	EAST	6	36	875
WHS	EAST	9	2	717
OUT	EAST	9	9	121
WHS	EAST	9	27	856
OUT	EAST	9	34	125
WHS	EAST	9	34	886
OUT	EAST	9	39	147
OUT	EAST	10	10	82
WHS	EAST	10	10	814
WHS	EAST	10	43	810
WHS	EAST	10	43	834

STORE LIST

BOBS HOLIDAY PJ SETS

TYPE	TERRITORY	REGION	DISTRICT	STORE
WHS	EAST	10	51	790
OUT	EAST	10	55	16
OUT	EAST	10	55	88
OUT	EAST	10	55	250
OUI	CANADA	7	22	244
OUI	CANADA	7	22	794

GRUMPY CAT

TYPE	TERRITORY	REGION	DISTRICT	STORE
OUT	WEST	1	12	596
OUT	WEST	1	37	114
WHS	WEST	1	37	594
WHS	WEST	1	45	332
WHS	WEST	1	45	746
WHS	WEST	1	45	825
WHS	WEST	1	48	774
WHS	WEST	1	48	805
WHS	WEST	1	48	863
OUT	WEST	2	4	53
OUT	WEST	2	4	198
WHS	WEST	2	4	335
WHS	WEST	2	4	710
WHS	WEST	2	4	905
OUT	WEST	2	21	209
OUT	WEST	2	21	404
WHS	WEST	2	47	2
WHS	WEST	2	47	670
OUT	WEST	2	58	6
OUT	WEST	2	58	268
WHS	WEST	2	58	377
WHS	WEST	2	58	740
WHS	WEST	5	3	530
WHS	WEST	5	3	568
OUT	WEST	5	14	19
WHS	WEST	5	14	558
OUT	WEST	5	16	7
OUT	WEST	5	16	346
WHS	WEST	5	16	618
OUT	WEST	5	38	145
WHS	WEST	5	38	890
OUT	WEST	5	42	75
OUT	WEST	5	42	324
WHS	WEST	5	42	672
OUT	WEST	5	44	269

TYPE	TERRITORY	REGION	DISTRICT	STORE
OUT	WEST	8	5	224
OUT	WEST	8	5	807
WHS	WEST	8	5	766
OUT	WEST	8	11	80
OUT	WEST	8	11	576
OUT	WEST	8	11	640
WHS	WEST	8	11	407
WHS	WEST	8	15	120
WHS	WEST	8	15	590
WHS	WEST	8	15	761
WHS	WEST	8	15	798
WHS	WEST	8	15	835
WHS	WEST	8	15	864
OUT	WEST	8	28	660
WHS	WEST	8	28	859
WHS	WEST	8	28	867
WHS	WEST	8	28	904
OUT	WEST	8	32	267
OUT	WEST	8	32	345
WHS	WEST	8	32	868
WHS	WEST	8	32	888
OUT	EAST	3	25	173
OUT	EAST	3	25	644
WHS	EAST	3	25	66
WHS	EAST	3	25	410
WHS	EAST	3	25	646
WHS	EAST	3	25	787
OUT	EAST	3	30	36
WHS	EAST	3	30	68
WHS	EAST	3	30	380
OUT	EAST	3	41	78
OUT	EAST	3	41	232
OUT	EAST	4	17	190
WHS	EAST	4	17	883
OUT	EAST	4	19	662

STORE LIST

GRUMPY CAT

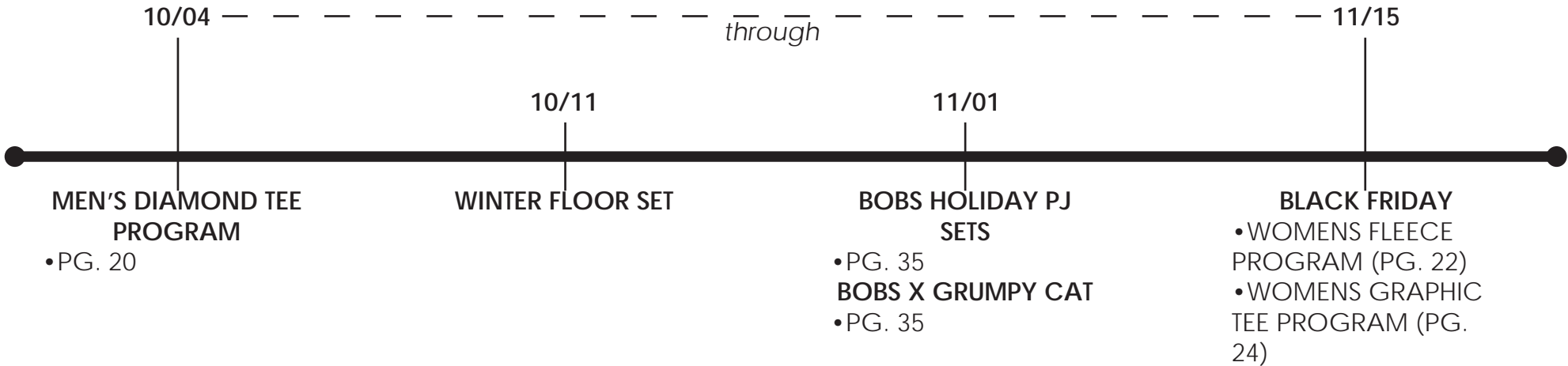
TYPE	TERRITORY	REGION	DISTRICT	STORE
OUT	EAST	4	19	775
WHS	EAST	4	19	815
WHS	EAST	4	19	822
WHS	EAST	4	19	832
WHS	EAST	4	23	705
WHS	EAST	4	23	769
WHS	EAST	4	23	789
OUT	EAST	4	29	235
OUT	EAST	6	6	25
OUT	EAST	6	6	363
OUT	EAST	6	6	788
WHS	EAST	6	6	839
WHS	EAST	6	6	857
WHS	EAST	6	6	907
OUT	EAST	6	18	111
WHS	EAST	6	18	853
WHS	EAST	6	18	855
WHS	EAST	6	18	862
OUT	EAST	6	36	565
WHS	EAST	6	36	650
WHS	EAST	6	36	795
WHS	EAST	6	36	875
WHS	EAST	9	2	717
OUT	EAST	9	9	121
OUT	EAST	9	9	724
OUT	EAST	9	27	595
WHS	EAST	9	27	548
WHS	EAST	9	27	856
WHS	EAST	9	27	909
OUT	EAST	9	34	125
WHS	EAST	9	34	886
OUT	EAST	9	39	147
OUT	EAST	10	10	82
WHS	EAST	10	10	814
OUT	EAST	10	20	447

TYPE	ERRITOR	REGION	DISTRICT	STORE
OUT	EAST	10	43	11
WHS	EAST	10	43	810
WHS	EAST	10	43	834
WHS	EAST	10	51	790
OUT	EAST	10	55	16
OUT	EAST	10	55	88
OUT	EAST	10	55	250
WHS	EAST	10	55	812
OUI	CANADA	7	22	244
OUI	CANADA	7	22	794
OUI	CANADA	7	33	671
WHI	CANADA	7	49	785
WHI	CANADA	7	49	799

T I M E L I N E

FLOOR SETS-

Depending on the store, you will be executing the apparel programs throughout the winter season. Use the store list (pg. 2-6) and the below timeline to identify applying store programs and set the floor accordingly.



Visual standards are to be maintained at all times. Ensure all folded stacks have 2 size runs and approx. 10-12 units within each stack.

FAQ:

1.) What does Priority 1, 2, or 3 mean?

Answer: These are locations found on your maps & in store. Use the following for reference.

PRIORITY ONE (P1):

- Most doors can execute
- Always towards the front/entrance of the store
- Always visible

PRIORITY TWO (P2):

- May not be applicable to all stores
- To replace P1 fixtures if sell through occurs

PRIORITY THREE (P3):

- Towards the back of the store
- To replace P2 fixtures if sell through occurs
- May double expose product shown throughout the store if needed
- Possibly carry over from previous collections

2.) What should I do if I am missing certain SKUS?

Answer: If you do not receive certain pieces or sell down, replace with like colors and/or styles (example: A blue tank would be replaced with another similar blue shirt or another shirt. A red hoodie should be replaced with another similar red hoodie or another hoodie).

3.) What are merchandising standards within collections and brands?

Answer: Keep collections and brands merchandised together as shown throughout document. Never merchandise 2 brands on the same fixture.

4.) What should be displayed in P1 locations?

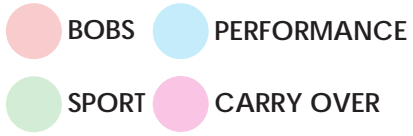
Answer: Reference page 9 & 10 for floor maps.

P R I O R I T I E S

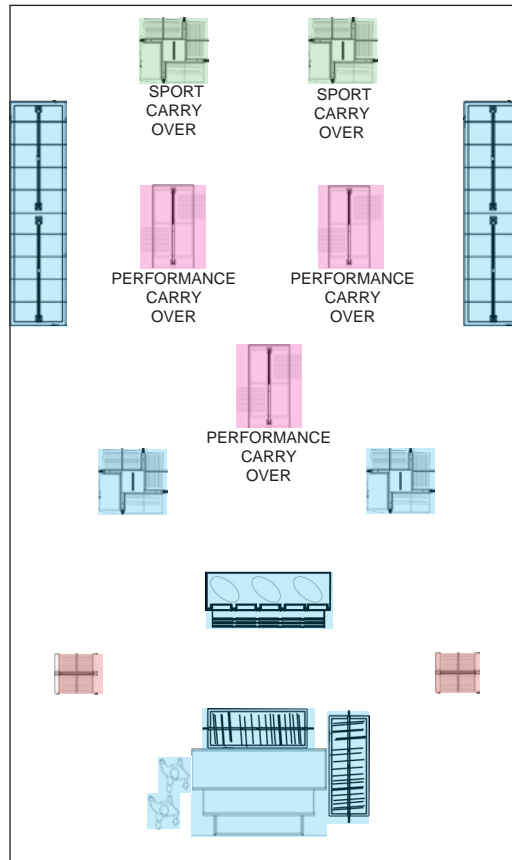
BRAND PRIORITIES-

Depending on the store, you will be placing the apparel brands (Performance, Sport & BOBS) in different locations. Use the below floor maps to see where to place accordingly.

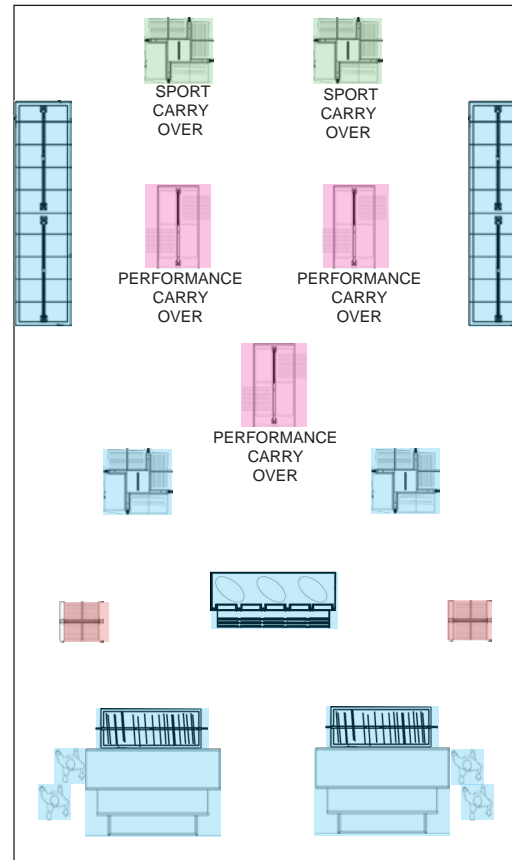
KEY



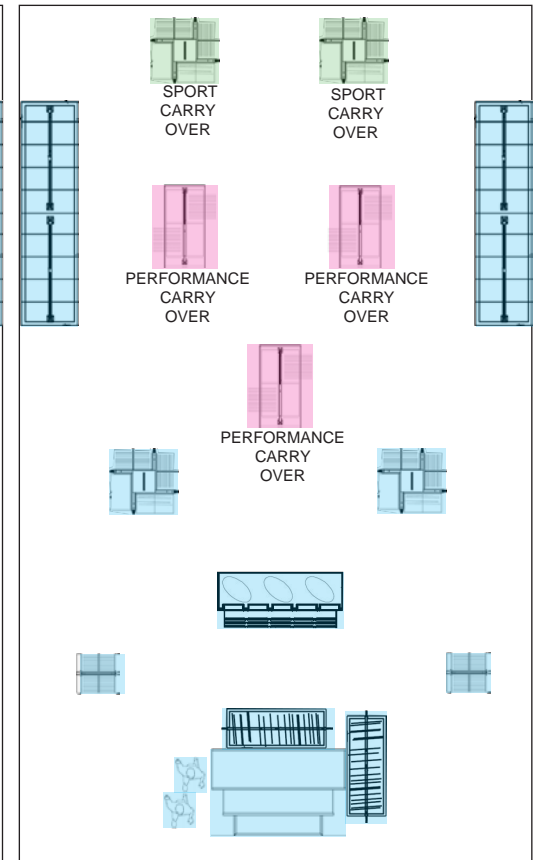
(1) Table Stores with: Performance, BOBS & Sport



(2) Table Stores with: Performance, BOBS & Sport



(1) Table Stores with: Performance & Sport

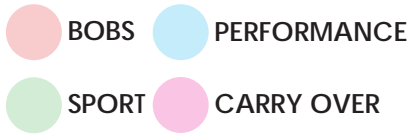


P R I O R I T I E S

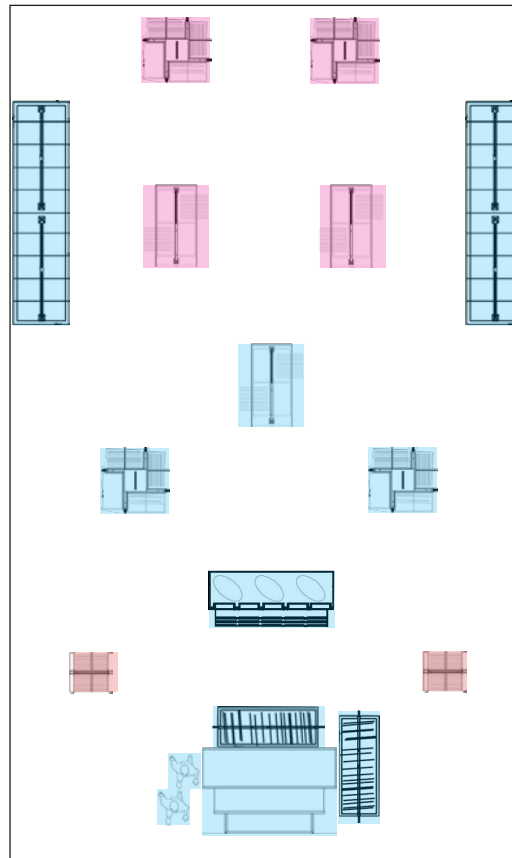
BRAND PRIORITIES-

Depending on the store, you will be placing the apparel brands (Performance, Sport & BOBS) in different locations. Use the below floor maps to see where to place accordingly.

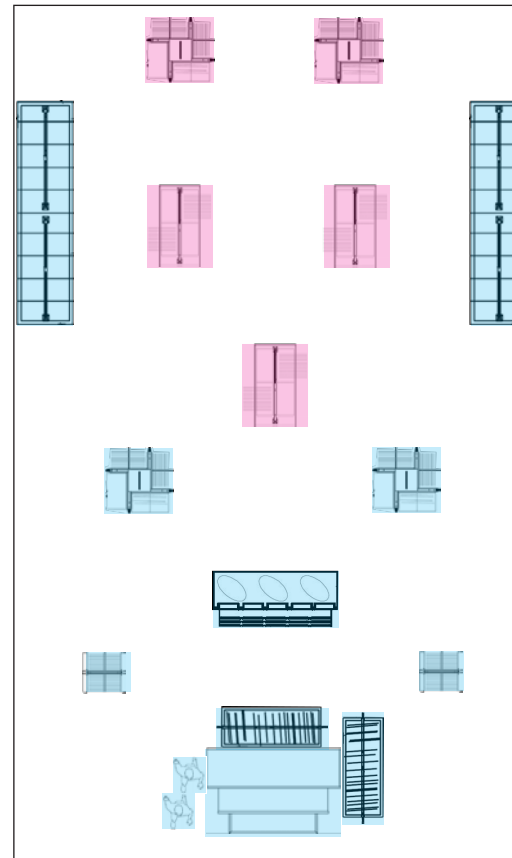
KEY



Stores with: Performance & BOBS



Stores with: Performance



M A N N E Q U I N S

MALE 1-

- M4TS131GRY
- M04JA33NVY
- M04PT18BLK

MALE 2-

- M04JA41GRY
- M04LT21NVS
- M04TS64BLK
- M04PT14BLK

MALE 3-

- M04JA41NVS
- M04LT25CHAR
- M4TS133RED
- M04PT14BLK



M A N N E Q U I N S

MALE 4-
• M04TS64BLK
• M04PT18CHAR
• M04JA36BLK

W/ COLD WEATHER ACC'S.



W/OOUT COLD WEATHER ACC'S.



M A N N E Q U I N S

MALE 5-

- M04LT28BLK
- M04TS64RED
- M04PT14BLK

W/ COLD WEATHER ACC'S.



W/OUT COLD WEATHER ACC'S.



M A N N E Q U I N S

- MALE 6-
• M04LT21BLK
• M4TS132WHT
• M04JA46BLK
• M04PT14NVY

W/ COLD WEATHER ACC'S.



W/OUT COLD WEATHER ACC'S.



M A N N E Q U I N S

- FEMALE 1-
• W04JA71WINE
• W04TS66ROS
• W04JA65MULT
• W03PT20BLK

W/ COLD WEATHER ACC'S.



W/OOUT COLD WEATHER ACC'S.



M A N N E Q U I N S

FEMALE 2-
• W04LT32ROS
• W04JA64BKMT
• W04LG23BKMT

W/ COLD WEATHER ACC'S.



W/OOUT COLD WEATHER ACC'S.



M A N N E Q U I N S

FEMALE 3-

- W04LT42ROS
- LWJA43BLK
- W04LG37BKMT

W/ COLD WEATHER ACC'S.



W/OOUT COLD WEATHER ACC'S.



M A N N E Q U I N S

FEMALE 4-

- W04JA61ROS
- W04TS52ROS
- W04PT28BLK

W/ COLD WEATHER ACC'S.



W/OOUT COLD WEATHER ACC'S.



M A N N E Q U I N S

FEMALE 5-
• W04SW2CHAR
• W04LG33BLK

FEMALE 6-
• W03LT13PUR
• W04HD4BLK
• W04LG25BLK

W/ COLD WEATHER ACC'S.



W/OUT COLD WEATHER ACC'S.



EXECUTE:
10/01-11/15

**MENS
DIAMOND TEE
PROGRAM-**

- Ensure all size stickers are used on the bottom right hand corner.
- If inventory allows stack all SKUs 2 size runs high (approx. 12-15 units).

TOP TIER:

- M4TS131NVY
- M4TS131GRY
- M4TS131WHT
- M4TS130RED
- M4TS130BLK
- M4TS132WHT
- M4TS132BLK
- M4TS132GRY
- M4TS130NVY

**BOTTOM
TIER:**

- M4TS133BLK
- M4TS133RED
- M4TS133WHT



G A R M E N T R A C K S

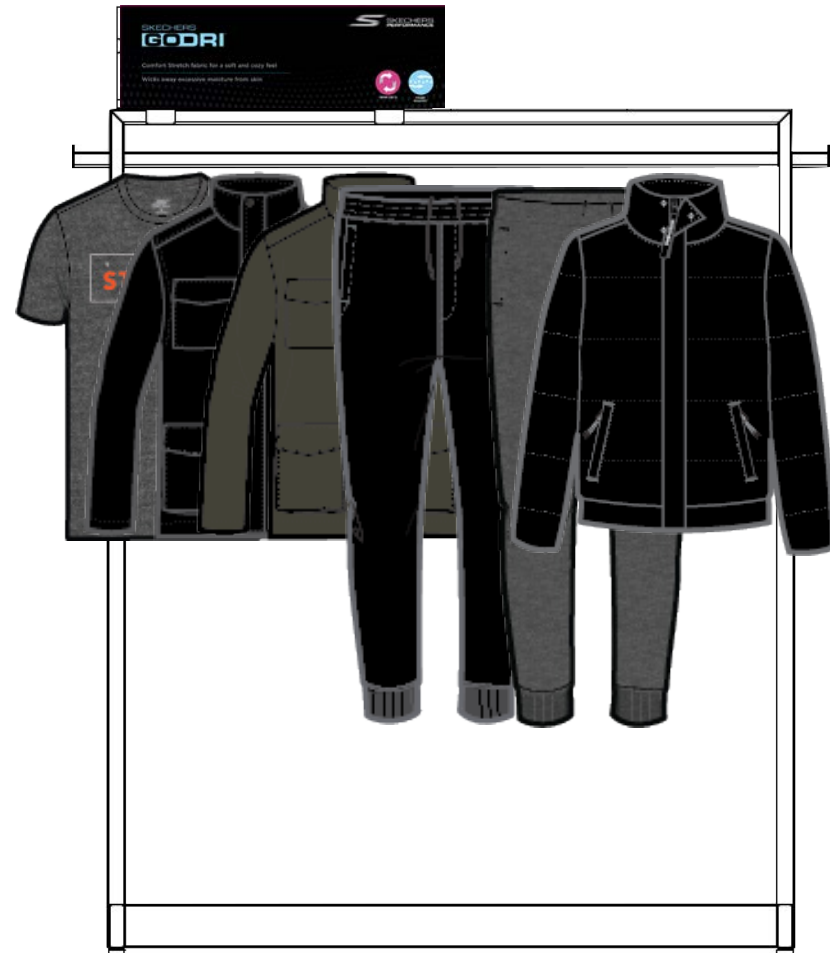
MENS-

Ensure you always have the same gender and brand on both the Table & supporting Garment Rack



- M04TS64GRY
- M04TS64TEAL
- M04LT21GRN
- M04PT18BLK

- M04PT18CHAR
- M04JA36GRN
- M04JA36BLK



- M03TS44CHAR
- M03JA27BLK
- M03JA27GRN
- M04PT13BLK

- M04PT13CHAR
- M04JA46BLK

WOMENS FLEECE BF PROGRAM-

- If you have the Men's Diamond Tee Table (pg 20), execute: **11/15** and work the Men's Table into your sales floor (pg. 36-37)
- Ensure all size stickers are used on the bottom right hand corner.
- If inventory allows stack all SKUs 1 size run high (approx. 5-7 units).



G A R M E N T R A C K S

Ensure you always have the same gender and brand on both the Table & supporting Garment Rack



- W04JA65BKMT
- W04JA65MULT
- LWJA43BLK
- LWJA43MULT

- W04PT28ROS



- W04JA65BKMT
- W04JA65MULT
- W04JA60BLK
- W04JA60MULT
- W04JA60BKMT

WOMENS GRAPHIC TEE BF PROGRAM-

- If you have the Men's Diamond Tee Table (pg 20), execute: **11/15** and work the Men's Table into your sales floor (pg. 36-37)
- Ensure all size stickers are used on the bottom right hand corner.
- If inventory allows stack all SKUs 2 size runs high (approx. 12-15 units).



G A R M E N T R A C K S

Ensure you always have the same gender and brand on both the Table & supporting Garment Rack



- W04JA65BKMT
- W04JA65MULT
- LWJA43BLK
- LWJA43MULT
- W04PT28ROS



- W04JA65BKMT
- W04JA65MULT
- W04JA60BLK
- W04JA60MULT
- W04JA60BKMT

W O M E N S W A L L - 1 2 '

PANEL ONE

FACE OUT 1:

- W04JA64BKMT
- W04TS66ROS
(layer on face out)

FACE OUT 2:

- W04LT24BLK
- W04LT24PUR

LINEAR BAR:

- W04LT32BLK
- W04LT32ERG
- W04LT32ROS

FACE OUT 3:

- W04LT27BLK
- W03PT11BLK

PANEL TWO

BUST FORM:

- W04LT32EGR
- W04JA64BKMT

FOLD:

- W04LG23BKMT
- W04TS52ROS

FACE OUT 1:

- W04HD4BLK
- W04HD4OFWT
- W04TS84ROS
(layer on face out)

FACE OUT 2:

- W04LG37BKMT

PANEL THREE

FACE OUT 1:

- W03LT13BLK
- W03LT13PUR

FACE OUT 2:

- W04LT32ROS
- W04JA65BKMT

FACE OUT 3:

- W04JA46BLK
- W04JA46OFWT
- W04BR15BKMT

LINEAR BAR:

- W04JA32PUR
- W04JA32GRY
- W04JA32BLK



M E N S W A L L - 1 2 '

PANEL ONE

FACE OUT 1:

- M04TS64NVS
- M04TS64RED

FACE OUT 2:

- M04LT25CHAR
- M04LT25NVS

LINEAR BAR:

- M03TS36NVY
- M03TS36DKGY
- M04LT21BLK

FACE OUT 3:

- M04LT37NVS
- M04LT37CHAR

PANEL TWO

BUST FORM:

- M04LT21NVS
- M04TS64RED

FOLD:

- M04TS64GRY

FACE OUT 1:

- M04LT23BLK

FACE OUT 2:

- M04PT14BLK
- M04PT14NVY

PANEL THREE

FACE OUT 1:

- M04JA41NVS
- M04JA41GRY

FACE OUT 2:

- M04JA33NVY
- M04TS64BLK

FACE OUT 3:

- M04LT21CHAR
- M04LT21NVS

LINEAR BAR:

- M04TS46NVY
- M04TS46GRY
- M04LT28BLK



PANEL 2 WAYS

NO WALL STORES-

Use the below if you do NOT have Walls & have floor fixtures only. This product represents what was on the wall and/or table option.



FRONT

- FOLD:**
- W04LG37BKMT
- FACE OUT:**
- W03LT13BLK
 - W03LT13PUR

BACK

- FACE OUT:**
- W04LT32BLK
 - W04LT32ERG
 - W04LT32ROS

FRONT

- FACE OUT:**
- W04JA64BKMT
 - W04TS66ROS
- (layer on face out)

BACK

- LINEAR BAR:**
- W04JA32BLK
 - W04JA32BGRY
 - W04JA32PUR

PANEL 2 WAYS

NO WALL STORES-

Use the below if you do NOT have Walls & have floor fixtures only. This product represents what was on the wall and/or table option.



FRONT

FOLD:
• M04TS64GRY

FACE OUT:
• M04JA33NVY
• M04TS64BLK
(layer on face out)



BACK

FACE OUT:
• M04TS64NVS
• M04TS64RED



FRONT

FACE OUT:
• M04LT25CHAR
• M04LT25NVS



BACK

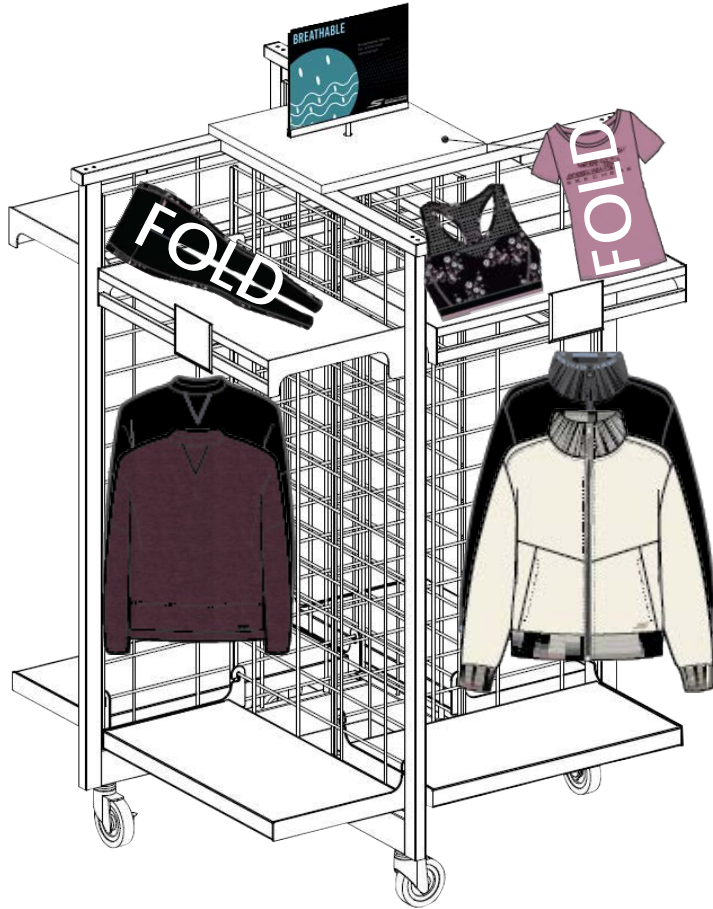
FOLD:
• M4TS133BLK
• M4TS133WHT

FACE OUT:
• M04JA41GRY
• M4TS133RED
(layer on face out)

PANEL 4 WAYS

NO WALL STORES-

Use the below if you do NOT have Walls & have floor fixtures only. This product represents what was on the wall and/or table option.

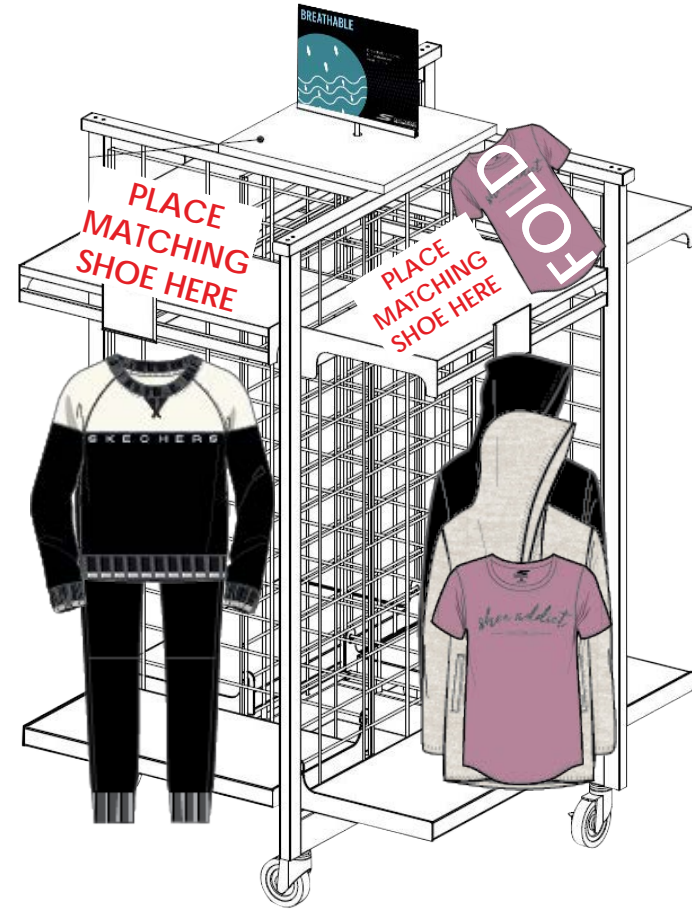


SIDE ONE

- FOLD:**
- W04LG23BKMT
- FACE OUT:**
- W04LT24BLK
 - W04JA61PUR

SIDE TWO

- FOLD:**
- W04BR15BKMT
 - W04TS52ROS
- FACE OUT:**
- W04JA46BLK
 - W04JA46OFWT



SIDE THREE

- FACE OUT:**
- W03PT11BLK
 - W04LT27BLK

SIDE FOUR

- FOLD:**
- W04TS84ROS
- LINEAR BAR:**
- W04HD4BLK
 - W04HD4OFWT
 - W04TS84ROS
- (layer on face out)

P A N E L 4 W A Y S

Use the below if you do NOT have Walls & have floor fixtures only. This product represents what was on the wall and/or table option.



SIDE ONE

FACE OUT:

- W03LG30BLK
- W04SW2CHAR

SIDE TWO

FOLD:

- W04TS66ROS
- W04TS66BLK

FACE OUT:

- W04SW4GRY
- W04TS66LTBL
(layer on face out)



SIDE THREE

FOLD:

- W04TS64PUR

LINEAR BAR:

- W04TS64BLK
- W03PT20PUR
- W04TS64ROS

SIDE FOUR

FACE OUT:

- W04JA64BKMT
- W04JA64BLK

PANEL 4 WAYS

NO WALL STORES-

Use the below if you do NOT have Walls & have floor fixtures only. This product represents what was on the wall and/or table option.



SIDE ONE

- FACE OUT:**
- M04LT37NVS
 - M04LT37CHAR

SIDE TWO

- FOLD:**
- M04TS46NVY
- LINEAR BAR:**
- M04PT14BLK
 - M04TS46GRY
 - M04PT14NVY



SIDE THREE

- FOLD:**
- M04LT28BLK
- FACE OUT:**
- M04LT28BLK

SIDE FOUR

- LINEAR BAR:**
- M04LT21CHAR
 - M04LT21BLK
 - M04LT21NVS

P A N E L 4 W A Y S

Use the below if you do NOT have Walls & have floor fixtures only. This product represents what was on the wall and/or table option.

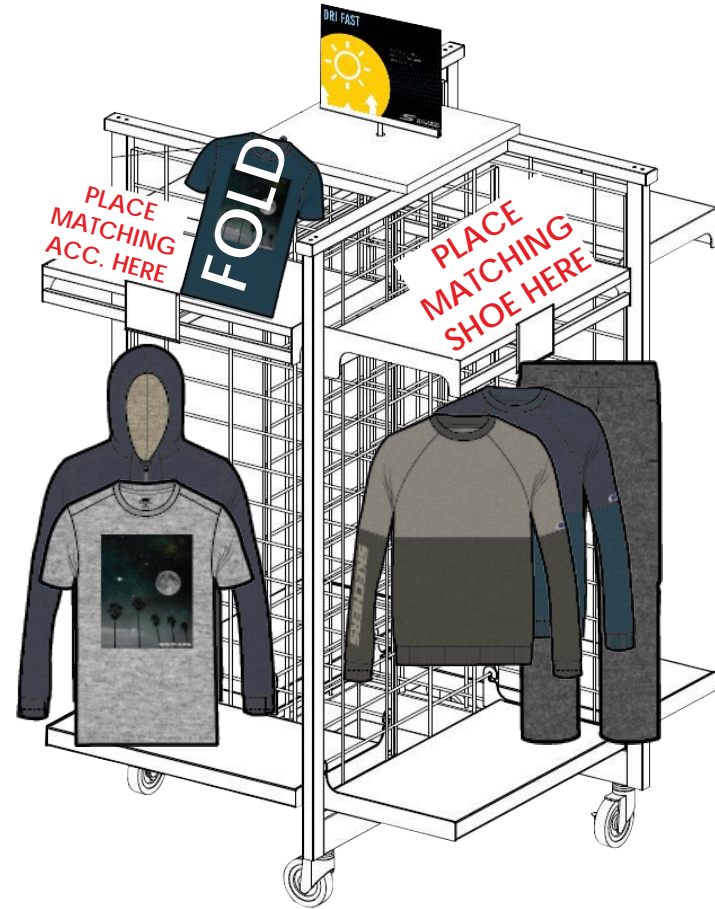


SIDE ONE

- FOLD:**
 • M04LT21GRN
- FACE OUT:**
 • M04JA46BLK

SIDE TWO

- FACE OUT:**
 • M04JA36BLK
 • M04JA36GRN



SIDE THREE

- FOLD:**
 • M04TS64TEAL
- FACE OUT:**
 • M04JA41NVS
 • M04TS64GRY
 (layer on face out)

SIDE FOUR

- LINEAR BAR:**
 • M04LT23NVS
 • M04LT23TPE
 • M04PT18CHAR

PANT BAR

STANDARDS

- The “columns” are to be used to separate the styles of the pants.
- 4 Leg Forms are to be shown on top of fixture at all times
- Skechers Performance FOOTWEAR MUST BE SHOW-CASED ON HERE.

- Leg forms should always face right, showcasing the right shoe.
- Each womens leg form represents a legging style shown folded in the Pant Bar (Mid-Calf, Legging, Legging & GoWalk Pant).

- Within each row, place multiple colors within each stack.
- Use dividers to separate the sizes per each row.
- Ensure that there are at least 10 units per each folded stack.
- Merchandise shortest pant styles on the left to longest on the right.



PANT BAR STYLES

MID CALF

- W03CP9BLK

LEGGING

- W03LG30BLK
- W03LG14BLK
- W03LG14TEAL
- W03LG15BKMT
- W03LG28WINE
- W04LG23BKMT
- W04LG37BKMT
- W04LG33PUR
- W03LG31BLK
- W04LG33BLK
- W04LG42PUR
- W04LG42BLK

GOWALK PANT

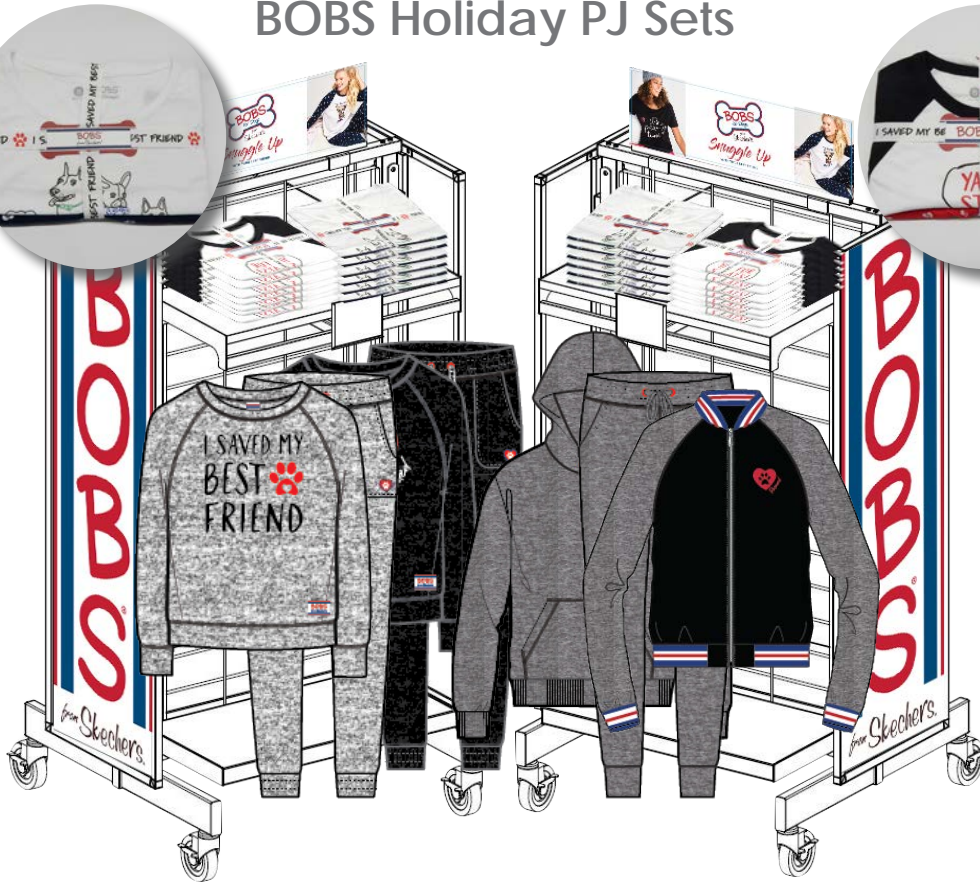
- W03CP9BLK
- W03LG31GRN
- W03LG31NVY
- W03LG31CHAR
- W03LG31BLK
- W03PT20PUR
- W03PT20CHAR

PANEL 2 WAYS

EXECUTE 11/01

BOBS Holiday PJ Sets

BOBS x GRUMPY CATS



FRONT

LINEAR BAR:

- BFDWLT7GRY
- BFDWPT3GRY
- BFDWLT8 BLK
- BFDWPT3BLK

BACK

LINEAR BAR:

- BFDWHD2GRY
- BFDWPT2GRY
- BFDWJA2BLK

FRONT

FACE OUT:

- BFDWTS50GRN
- BFDWTS49GRY

BACK

FACE OUT:

- BFDWLT11RED
- BFDWLT12BLK

*Stack one size run of the following PJ Set SKUS on shelf:

- BFDWPJ2RDW
- BFDWPJ3NVW
- BFDWPJ5BKW
- BFDWPJ7NVMT

M E N S W A L L - 1 2 '

EXECUTE: 11/15

•Use this layout when integrating the Men's Diamond Tee Program into your wall.

PANEL ONE

FACE OUT 1:
•M04TS64NVS
•M04TS64RED

FACE OUT 2:
•M04JA41NVS
•M04JA41GRY
•M4TS132WHT

LINEAR BAR:
•M04LT28BLK
•M04TS64GRY
•M04TS64BLK

FACE OUT 3:
•M4TS130BLK
•M4TS130BLK

PANEL TWO

BUST FORM:
•M04LT21NVS
•M04TS64RED

FOLD:

•M4TS133BLK
•M4TS133WHT
•M4TS133RED

FACE OUT 1:
•M04LT23BLK

FACE OUT 2:
•M04PT14BLK
•M04PT14NVY

PANEL THREE

FACE OUT 1:
•M04LT25NVS
•M04LT25CHAR

FACE OUT 2:
•M04JA33NVY
•M4TS133RED

FACE OUT 3:
•M4TS132GRY
•M4TS132WHT

LINEAR BAR:
•M04LT21NVS
•M04LT21BLK
•M04LT21CHAR



PANEL 4 WAYS

EXECUTE 11/5



SIDE ONE

- FACE OUT:
- M04LT37NVS
 - M04LT37CHAR

SIDE TWO

- FOLD:
- M04TS46NVY
- LINEAR BAR:
- M04PT14BLK
 - M04TS46GRY
 - M04PT14NVY



SIDE THREE

- FOLD:
- M04LT28BLK
- FACE OUT:
- M04LT28BLK

SIDE FOUR

- *add Diamond Tees to wall and floor fixtures
- FOLD:
- M4TS132GRY
- FACE OUT:
- M4TS131BLK
 - M4TS131NVY

CARRY OVER

NOTE: Use the below to merchandise all carry over and old collections.

Carry over and hard marked set up will vary from store to store based on ownership of product and store layout. Merchandise both carry over and hard marked items when possible per the guidelines below:

1. Merchandise all carry over and hard marked items separately from new items.
2. Group by category in wall or on floor fixture (example: all tops, all bottoms, all jackets).
3. Within each category, group by style keeping multiples of colors together where possible.

If featuring multiple categories together follow the below:

Hang tops according to sleeve length
 Start with bras → sleeveless → short sleeves → long sleeves → jackets/hoodies

Hang bottoms according to length (shorts/skirts/pants)

Start with shorts → skirts → pants

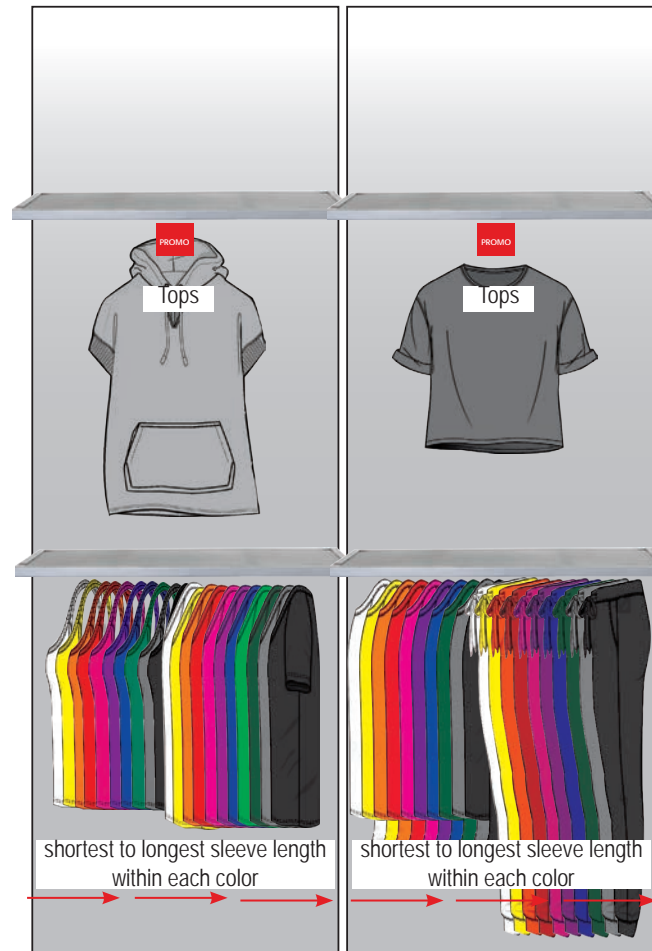
Grouping by color guidelines:

1. Hang all sale product by color (light to dark within each color group).
2. All variations of color should be grouped together.

For example:

Red will include light pink, bright pink, burgundy, etc.
 Green will include light green, bright green, dark green, etc.
 White will include cream, tan, khaki, etc.

Example A (Ideal)



Example B

