

**WEST ELM**  
**Merchandise Breakdown**  
**Version: Preliminary**

**Downtown Portland, Portland, ME**

**Square Footage Breakdown**

	1ST FLOOR	BASEMENT	TOTAL	%
Sales:	6,718		6,718	60%
Stock:	853	2,940	3,793	34%
Misc.:	331	348	679	5%
<b>Total:</b>	<b>7,902</b>	<b>3,288</b>	<b>11,190</b>	<b>100%</b>

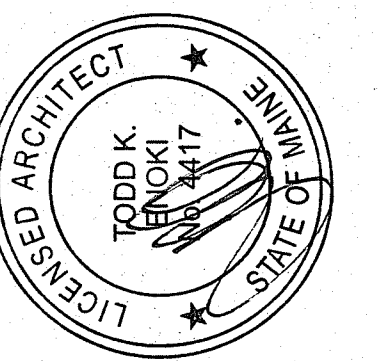
Stockroom Fixture Summary		Actual Fixtures	Actual Cubic Feet	%	Minimum Fixtures	Minimum Cubic Feet
Stock	Riveteers -1x4x8	2	64	42%		
	Riveteers -1x4x10					
	Riveteers -2x3x6	3	108			
	Riveteers -2x3x10	2	120			
	Riveteers -2x4x6	17	816			
	Riveteers -2x4x8	28	1,792			
	Riveteers -2x4x10	8	640			
	<b>Riveteer Total Cubic Ft</b>	<b>60</b>	<b>3,540</b>			
	Bulk -3x6x8	2	288			
	Bulk -3x8x8	1	192			
	Bulk -3x6x10	4	720			
	Bulk -3x8x10	6	1,440			
	Furn -3x3x6	7	378			
	Furn -3x3x9	22	1,782			
<b>Bulk Total Cubic Ft</b>	<b>42</b>	<b>4,800</b>	<b>58%</b>			
<b>Totals</b>	<b>102</b>	<b>8,340</b>				

Visual Approval: \_\_\_\_\_  
 Operations Approval: \_\_\_\_\_

2016 Merchandise Breakdown	Minimum	Actual	Variance	Notes
Upholstery	6 bays / 4 sofa lifestyles	8bays / 6 sofa lifestyles	+2	
Decorative Accessories	5 bays	3 bays	-2	
Loft	12 bays	26 bays	+14	
Tabletop	5-7 bays / 5 tables	7 bays / 5 tables		
Design Lab	6-8 bays	4 bays	-2	
Rugs	12 flippers	12 flippers		
Curtains	3 bays	4 bays		
Loft Lighting	5 bays	7 bays	-3	
Bedding	25-30 bays / 6 beds	34 bays / 5 beds	+4	
Bath	5 bays	0 bays	-5	
Cashwrap	4 registers/ CPU location	3 registers/ CPU location		
<b>Total Bays</b>	<b>TBD</b>	<b>67 bays</b>		

Floor fixtures				
TBD	TBD	TBD		

OWNER: **WILLIAMS-SONOMA, INC.**  
 3250 Van Ness Avenue  
 San Francisco, CA 94109  
 T 415 616 8602  
 F 415 439 8164  
 www.williams-sonoma.com



**CALLISONRTKL**  
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**CALLISONRTKL, INC.**  
 www.callisonrtkl.com

**west elm**  
 Downtown Portland  
 164 Middle Street  
 Portland, ME 04101  
 PROJECT #006-160335.00

ISSUED / REVISED	DATE
PRELIMINARY SET	09/08/16
LL COORDINATION SET	11/08/16
LL/PERMIT SET	11/21/16

MERCHANDISE BREAKDOWN

**F-200**