

GOLD SALON RETAIL SALES

2018 vs TARGET FEBRUARY YTD

Acc	Storename	Town	Area	Jan	% INCR/DECR VS TGT	Feb	% INCR/DECR VS TGT	FEBRUARY 2018 YTD	2018 vs TARGET FEBRUARY YTD	% INCR
	JO MAVIN									
	Sharon Thumwood									
1319	BLISS HAIR & BEAUTY	NEWMARKET	32	2,117	-33.8%	3,120	12.6%	5,237	5,971	-12.3%
8344	LE MIRAGE	SAFFRON WALDEN	32	3,370	0.6%	3,367	-21.7%	6,737	7,650	-11.9%
7823	PRETTY WOMAN LTD	EPPING	32	2,204	-11.8%	2,608	-39.2%	4,812	6,793	-29.2%
7808	SCARLETT & STONE	DUNMOW	32	5,223	1.4%	5,976	3.9%	11,199	10,900	2.7%
695	THE BEAUTY STUDIO	SHENFIELD	32	3,068	46.1%	2,803	-6.6%	5,871	5,100	15.1%
		Total Area 32		15,982	-2.0%	17,874	-11.1%	33,856	36,414	-7.0%
	Katie Tillman									
9201	BALM	LEWES	33	1,520	-64.1%	3,900	-0.1%	5,420	8,131	-33.3%
2215	CLOUD NINE SALON	WEST BYFLEET	33	4,059	23.2%	5,416	99.0%	9,475	6,017	57.5%
5436	INCHES OF OXTED	OXTED	33	5,933	0.4%	7,169	1.1%	13,102	12,996	0.8%
6065	LA FEMME	FARNHAM	33	2,350	-40.8%	3,614	4.2%	5,964	7,440	-19.8%
3841	PERFECTIONS	BEXHILL ON SEA	33	3,005	-7.8%	4,811	127.1%	7,816	5,376	45.4%
7780	PROFILES	HASSOCKS	33	8,073	31.0%	7,907	33.9%	15,980	12,067	32.4%
7810	PRUNERS	HAYWARDS HEATH	33	3,648	-22.1%	2,644	-43.3%	6,292	9,342	-32.6%
7860	Q HAIR & BEAUTY	CHICHESTER	33	3,408	0.6%	2,774	-25.0%	6,182	7,087	-12.8%
8135	RICHARD JOHN HAIR & BEAUTY	WORTHING	33	3,498	7.1%	3,327	12.5%	6,825	6,223	9.7%
2744	THE DAY SALON	ST PETER PORT	33	2,240	24.4%	2,208	-18.2%	4,448	4,500	-1.2%
7958	THE RETREAT	MAIDSTONE	33	1,624	-54.9%	2,230	-29.2%	3,854	6,750	-42.9%
		Total Area 33		39,358	-9.6%	46,000	8.6%	85,358	85,929	-0.7%

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	Kathleen Parsons									
152	ALRESFORD BEAUTY	ALRESFORD	34	4,220	1.2%	4,346	1.1%	8,566	8,470	1.1%
1069	BEAUTY AND BEYOND	BRIDPORT	34	2,669	-15.3%	2,280	-23.2%	4,949	6,120	-19.1%
672	BEAUTY OASIS	GWENT	34	3,365	-20.8%	4,970	1.0%	8,335	9,170	-9.1%
1950	CENTRAL PHARMACY	CARDIFF	34	33,560	3.7%	33,900	1.5%	67,460	65,760	2.6%
5429	CLAIRE PRICE BEAUTY CLINIC	ABERGAVENNY	34	4,519	0.6%	4,743	-13.8%	9,262	9,990	-7.3%
4020	FRONTLINE HAIR & BEAUTY	WELLS	34	8,743	16.8%	8,294	-0.3%	17,037	15,801	7.8%
6830	HEATHER MITCHELL	WINCHESTER	34	2,519	-7.4%	4,298	-3.0%	6,817	7,150	-4.7%
5481	JAKS BEAUTY SHOP	NEWPORT	34	2,682	-22.7%	2,365	-20.1%	5,047	6,430	-21.5%
6690	MARGARET BALFOUR BEAUTY CLINIC	SHERBORNE	34	10,236	25.6%	12,500	0.2%	22,736	20,630	10.2%
6691	MATISSE BEAUTY CLINIC	CHRISTCHURCH	34	3,600	6.8%	4,710	0.4%	8,310	8,060	3.1%
7081	NEWBURY PHARMACY	SWANSEA	34	4,080	134.5%	4,221	31.9%	8,301	4,940	68.0%
7830	REJUVENESCE LTD	MARLBOROUGH	34	4,202	0.0%	6,254	7.5%	10,456	10,020	4.4%
817	SIMPLY BEAUTY	RINGWOOD	34	9,192	-9.9%	11,876	7.6%	21,068	21,240	-0.8%
2700	THE BEAUTY CENTRE	WIMBORNE	34	6,452	41.5%	8,556	8.7%	15,008	12,430	20.7%
831	THE BEAUTY STUDIO	WARMINSTER	34	3,500	0.6%	5,085	0.1%	8,585	8,560	0.3%
2496	THE COURTYARD	BASINGSTOKE	34	3,801	0.0%	2,515	-26.5%	6,316	7,220	-12.5%
9792	VOGUE BEAUTY CLINIC	HAVERFORD WEST	34	4,729	29.2%	4,044	-29.3%	8,773	9,380	-6.5%
		Total Area 34		112,069	6.5%	124,957	-0.9%	237,026	231,371	2.4%
		Total Area 34 Excluding CENTRAL PHARMACY		78,509	7.7%	91,057	-1.8%	169,566	165,611	2.4%
	Valerie Clarke									
9496	BUSBY'S HAIR & BEAUTY	EALING	37	1,239	-55.1%	1,722	-21.1%	2,961	4,940	-40.1%
2791	DR BOO LTD	LONDON	37	5,834	19.7%	5,686	20.7%	11,520	9,582	20.2%
4065	FRIDOLIN'S BEAUTY CLINIC	PINNER	37	8,102	-3.2%	9,502	-3.3%	17,604	18,195	-3.2%
6219	LEMON TREE	LONDON	37	1,859	-14.7%	1,993	-31.1%	3,852	5,073	-24.1%
10115	WINCHMORES HEALTH & BEAUTY	LONDON	37	6,742	18.1%	6,132	-29.4%	12,874	14,396	-10.6%
		Total Area 37		23,776	-0.5%	25,035	-11.5%	48,811	52,186	-6.5%

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	Julia Czersovski									
2245	CLASSICS	KENILWORTH	38	3,599	-9.6%	4,767	-20.3%	8,366	9,962	-16.0%
2425	COMPLEXIONS	NOTTINGHAM	38	4,470	33.6%	3,179	-20.3%	7,649	7,332	4.3%
9800	CUTTING COMPANY	LOUGHBOROUGH	38	6,087	1.9%	9,019	12.6%	15,106	13,986	8.0%
5550	DEAN AND SMEDLEY	ASHBY DE LA ZOUCH	38	8,008	2.0%	7,191	-20.5%	15,199	16,894	-10.0%
3396	ELYSIUM	LOUTH	38	3,600	-11.1%	4,297	7.4%	7,897	8,050	-1.9%
4475	GRANTHAM HEALTH & BEAUTY	GRANTHAM	38	4,140	0.2%	5,274	-6.7%	9,414	9,780	-3.7%
6887	MONERA BEAUTY CLINIC	THAME	38	4,213	4.0%	4,263	0.5%	8,476	8,290	2.2%
7076	NEWARK BEAUTY ROOMS	NEWARK	38	1,083	-52.9%	2,237	0.0%	3,320	2,300	44.3%
9901	SYNERGY	BINGHAM	38	3,276	3.5%	4,681	0.2%	7,957	7,837	1.5%
1073	THE BEAUTY BOX	BUCKINGHAM	38	2,042	-31.9%	1,502	-51.5%	3,544	6,100	-41.9%
4190	THE BEAUTY SPA	WAKEFIELD	38	4,313	-22.7%	5,979	15.4%	10,292	10,765	-4.4%
2715	THE CUTTING COMPANY	WOBURN SANDS	38	5,733	-6.8%	7,725	9.9%	13,458	13,180	2.1%
7355	THE HOUSE OF BEAUTY	BARNSELY	38	3,834	-40.4%	5,428	25.1%	9,262	10,776	-14.0%
10066	THE WILLOWS BEAUTY SALON	DONCASTER	38	3,317	11.0%	2,542	-11.6%	5,859	5,862	-0.1%
9407	TOP TO TOE	WISBECH	38	10,425	15.4%	9,717	5.0%	20,142	18,282	10.2%
		Total Area 38		68,140	-5.4%	77,801	0.6%	145,941	149,396	-2.3%
	Sharon Bernado									
8240	ANNE ROBERTS HAIR & BEAUTY	BIRKENHEAD	40	1,936	-24.6%	2,540	-5.3%	4,476	5,251	-14.8%
5532	BAMBOO	BAKEWELL	40	2,556	-26.7%	3,572	3.9%	6,128	6,924	-11.5%
3632	ESSENCE BEAUTY & RELAXATION	NANTWICH	40	6,300	0.3%	7,141	1.7%	13,441	13,303	1.0%
3477	EUPHORIA BOUTIQUE	ONCHAN	40	3,060	13.1%	2,900	33.0%	5,960	4,887	22.0%
3681	EXPRESSIONS OF BEAUTY	NR WIGAN	40	10,742	31.4%	8,631	-2.6%	19,373	17,036	13.7%
6735	IAN MCLEOD	SUTTON COLDFIELD	40	3,581	12.0%	3,599	-3.1%	7,180	6,911	3.9%
7115	NICHOLAS DAVIS HAIR & BEAUTY	TETTENHALL	40	4,783	-12.5%	3,840	-8.9%	8,623	9,682	-10.9%
9000	REJUVA	RHUDDLAN	40	2,693	1.1%	3,310	0.4%	6,003	5,961	0.7%
8995	SKIN DEEP	TARPORLEY	40	4,400	0.4%	6,000	2.7%	10,400	10,223	1.7%
9234	SUE SHIELDS HEALTH & BEAUTY	LANCASTER	40	5,058	-8.0%	4,370	-1.8%	9,428	9,947	-5.2%
834	THE BEAUTY ROOMS	WALLHEATH	40	5,073	-12.3%	5,322	0.1%	10,395	11,097	-6.3%
839	THE BEAUTY ROOMS 2	PENN	40	3,967	-26.2%	3,440	11.8%	7,407	8,453	-12.4%
3686	THE FACE & BODY SHOP	SADDLEWORTH	40	6,598	6.0%	9,266	0.0%	15,864	15,485	2.4%
		Total Area 40		60,747	-1.7%	63,931	0.9%	124,678	125,160	-0.4%

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	Debbie Ramage									
9730	ARDGOWAN HEALTH & BEAUTY	GREENOCK	41	3,234	0.1%	4,319	38.0%	7,553	6,360	18.8%
1139	BEAU MONDE	ILKLEY	41	16,917	6.1%	19,741	-13.0%	36,658	38,640	-5.1%
852	BEAUTY AT NO 25	GLASGOW	41	5,619	-6.4%	8,729	7.7%	14,348	14,104	1.7%
7781	BIJOU	ELGIN	41	7,136	-13.8%	7,320	27.2%	14,456	14,036	3.0%
1318	BLISS BEAUTY SUITE	FIFE	41	3,807	-0.6%	5,453	-14.9%	9,260	10,240	-9.6%
2010	CHARMEUSE BEAUTY SALON	KILMARNOCK	41	2,580	6.8%	3,803	-8.9%	6,383	6,588	-3.1%
860	DECORUS OF KILMACOLM	KILMACOLM	41	4,547	-2.7%	5,073	-10.3%	9,620	10,327	-6.8%
3671	ESCAPE (ST ANDREWS)	ST ANDREWS	41	2,655	-25.5%	3,501	2.6%	6,156	6,977	-11.8%
3915	FIONA ANN BEAUTY SALON	NEWTOWN ST BOSWELLS	41	3,505	-5.8%	5,187	-13.2%	8,692	9,699	-10.4%
7206	ONE HUNDRED & ONE	BEVERLEY	41	3,045	-17.7%	3,188	-25.9%	6,233	8,002	-22.1%
7625	PRETTY WOMAN	LEEDS	41	9,846	9.0%	12,018	-12.1%	21,864	22,702	-3.7%
7964	REFLECTIONS	CORBRIDGE	41	3,095	-13.1%	3,947	-26.9%	7,042	8,957	-21.4%
8861	SITTING PRETTY	SKIPTON	41	4,000	21.6%	3,300	1.0%	7,300	6,556	11.3%
4630	THE BEAUTY CENTRE	DURHAM	41	2,794	12.6%	3,024	1.2%	5,818	5,469	6.4%
1143	THE BEAUTY STUDIO	LEEDS	41	3,273	-24.3%	5,886	33.8%	9,159	8,721	5.0%
9497	THE TREATMENT ROOMS	GRANGE-OVER-SANDS	41	4,094	13.8%	3,732	-7.5%	7,826	7,631	2.6%
		Total Area 41		80,147	-1.8%	98,221	-5.0%	178,368	185,009	-3.6%

GRAND TOTAL GOLD SALON			400,219	-1.1%	453,819	-1.6%	854,038	865,465	-1.3%
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TOTAL GOLD SALON EXCLUDING CENTRAL PHARMACY ACCOUNT			366,659	-1.5%	419,919	-1.8%	786,578	799,705	-1.6%
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