

JOHN LEWIS LEEDS - 5818

Area Number: 23

BEAUTY BAR WEEKLY SALES

MTH	WEEK	TR TOTAL	TARGET	Ach%	LY TR	LY %	Av Sale	Units	Av Unit	GV	Treatments	Treat Total	Target	Ach%	LY TREAT	LY %	New	Exist	Av Sale	Rbook
Jan	07-Jan-17	729	1100	6630.0 %		0.0%	23.52	24	0.77	100	175	275	900	3060.0%		0.0%	21	10	8.87	6
	14-Jan-17	1126	1100	10240.0 %		0.0%	32.17	33	0.94	0	504	504	900	5600.0%		0.0%	26	9	14.40	15
	21-Jan-17	1252	1100	11380.0 %		0.0%	43.17	32	1.10	125	200	325	900	3610.0%		0.0%	24	5	11.21	6
	28-Jan-17	663	1100	6030.0 %		0.0%	22.86	20	0.69	100	300	400	900	4440.0%		0.0%	24	5	13.79	9
	04-Feb-17	744	1100	6760.0 %		0.0%	31.00	25	1.04	150	450	600	900	6670.0%		0.0%	18	6	25.00	9
	Total:	4514	5500	82.1%		0.0%	30.54	134	0.91	475	1629	2104	4500	4676.0%		0.0%	113	35	14.65	45
Feb	11-Feb-17	295	1100	2680.0 %		0.0%	14.05	11	0.52	50	350	400	900	4440.0%		0.0%	14	7	19.05	10
	18-Feb-17	1026	1100	9330.0 %		0.0%	29.31	33	0.94	0	250	250	900	2780.0%		0.0%	25	10	7.14	12
	25-Feb-17	948	1100	8620.0 %		0.0%	39.50	31	1.29	25	475	500	900	5560.0%		0.0%	15	9	20.83	5
	04-Mar-17	1199	1100	10900.0 %		0.0%	41.34	38	1.31	75	675	750	900	8330.0%		0.0%	14	15	25.86	6
	Total:	3468	4400	78.8%		0.0%	31.05	113	1.02	150	1750	1900	3600	5277.5%		0.0%	68	41	18.22	33
Mar	11-Mar-17	1979	1100	17990.0 %		0.0%	76.12	51	1.96	125	875	1000	900	11110.0 %		0.0%	16	10	38.46	7
	18-Mar-17	1506	1086	13870.0 %		0.0%	75.30	55	2.75	75	800	875	900	9720.0%		0.0%	10	10	43.75	5
	25-Mar-17	1185	1090	10870.0 %		0.0%	45.58	36	1.38	125	625	750	900	8330.0%		0.0%	13	13	28.85	9
	01-Apr-17	936	830	11280.0 %		0.0%	37.44	32	1.28	50	350	400	900	4440.0%		0.0%	15	10	16.00	11
	Total:	5606	4106	136.5%		0.0%	58.61	174	1.84	375	2650	3025	3600	8400.0%		0.0%	54	43	31.77	32

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Ach%
1940.0%
4290.0%
2070.0%
3100.0%
3750.0%
3030.0%
4760.0%
3430.0%
2080.0%
2070.0%
3085.0%
2690.0%
2500.0%
3460.0%
4400.0%
3262.5%

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Apr	08-Apr-17	869	620	14020.0 %		0.0%	25.56	25	0.74	100	800	900	900	10000.0 %		0.0%	25	9	26.47	8
	15-Apr-17	506	620	8160.0 %		0.0%	24.10	17	0.81	0	400	400	900	4440.0%		0.0%	15	6	19.05	3
	22-Apr-17	656	620	10580.0 %		0.0%	43.73	23	1.53	0	250	250	900	2780.0%		0.0%	7	8	16.67	5
	29-Apr-17	1213	620	19560.0 %		0.0%	40.43	45	1.50	125	525	650	900	7220.0%		0.0%	20	10	21.67	6
	06-May-17	1102	620	17770.0 %		0.0%	35.55	35	1.13	0	500	500	900	5560.0%		0.0%	18	13	16.13	8
	Total:	4346	3100	140.2%		0.0%	33.87	145	1.14	225	2475	2700	4500	6000.0%		0.0%	85	46	20.00	30
May	13-May-17	1200	620	19350.0 %		0.0%	34.29	37	1.06	50	300	350	900	3890.0%		0.0%	27	8	10.00	9
	20-May-17	1353	620	21820.0 %		0.0%	52.04	44	1.69	75	625	700	900	7780.0%		0.0%	17	9	26.92	7
	27-May-17	918	620	14810.0 %		0.0%	31.66	35	1.21	25	950	975	900	10830.0 %		0.0%	16	13	33.62	14
	03-Jun-17	783	620	12630.0 %		0.0%	30.12	31	1.19	50	740	790	900	8780.0%		0.0%	18	8	30.38	11
	Total:	4254	2480	171.5%		0.0%	37.03	147	1.29	200	2615	2815	3600	7820.0%		0.0%	78	38	25.23	41
Jun	10-Jun-17	634	620	10230.0 %		0.0%	45.29	22	1.57	25	325	350	900	3890.0%		0.0%	11	3	25.00	5
	17-Jun-17	465	620	7500.0 %		0.0%	38.75	9	0.75	25	675	700	900	7780.0%		0.0%	8	4	58.33	9
	24-Jun-17	481	620	7760.0 %		0.0%	22.90	15	0.71	50	650	700	900	7780.0%		0.0%	10	11	33.33	9
	01-Jul-17	650	620	10480.0 %		0.0%	28.26	20	0.87	25	850	875	900	9720.0%		0.0%	18	5	38.04	8
	Total:	2230	2480	89.9%		0.0%	33.80	66	0.98	125	2500	2625	3600	7292.5%		0.0%	47	23	38.68	31

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Ach%
2350.0%
1430.0%
3330.0%
2000.0%
2580.0%
2338.0%
2570.0%
2690.0%
4830.0%
4230.0%
3580.0%
3570.0%
7500.0%
4290.0%
3480.0%
4710.0%

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Jul	08-Jul-17	1210	1000	12100.0 %		0.0%	41.72	39	1.34	50	500	550	630	8730.0%		0.0%	17	12	18.97	15
	15-Jul-17	1222	1000	12220.0 %		0.0%	76.38	35	2.19	0	550	550	630	8730.0%		0.0%	7	9	34.38	10
	22-Jul-17	1765	1000	17650.0 %		0.0%	47.70	51	1.38	175	150	325	630	5160.0%		0.0%	26	11	8.78	10
	29-Jul-17	1227	1000	12270.0 %		0.0%	53.35	39	1.70	100	300	400	630	6350.0%		0.0%	9	14	17.39	5
	05-Aug-17	1171	1000	11710.0 %		0.0%	40.38	33	1.14	0	400	400	730	5480.0%		0.0%	22	7	13.79	20
	Total:	6595	5000	131.9%		0.0%	51.91	197	1.55	325	1900	2225	3250	6890.0%		0.0%	81	53	18.66	60
Aug	12-Aug-17	1001	1000	10010.0 %		0.0%	47.67	31	1.48	25	250	275	550	5000.0%		0.0%	10	11	13.10	7
	19-Aug-17	572	691	8280.0 %		0.0%	27.24	19	0.90	75	450	525	380	13820.0 %		0.0%	15	6	25.00	9
	26-Aug-17	598	666	8980.0 %		0.0%	23.92	21	0.84	75	350	425	366	11610.0 %		0.0%	15	10	17.00	8
	02-Sep-17	1088	666	16340.0 %		0.0%	45.33	27	1.13	50	375	425	366	11610.0 %		0.0%	12	12	17.71	14
	Total:	3259	3023	107.8%		0.0%	36.04	98	1.09	225	1425	1650	1662	10510.0 %		0.0%	52	39	18.20	38
Oct	28-Oct-17	0	0	0.0%	1183	0.0%	0.00	0	0.00	0	0	0	0	0.0%	1204	0.0%	0	0	0.00	0
	Total:	0	0	NaN	1183	0.0%	0.00	0	0.00	0	0	0	0	0.0%	1204	0.0%	0	0	0.00	0

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Ach%
5170.0%
6250.0%
2700.0%
2170.0%
6900.0%
4638.0%
3330.0%
4290.0%
3200.0%
5830.0%
4162.5%
0.0%
0.0%