

Afternoon all,

Shop	Recycling Sales		
	YTD Actual	YTD LY	YTD % Var
ANGO	17	122	-86%
ATTL	150	128	17%
AYLS	136	61	121%
BECC	42	59	-29%
BOWT	26	69	-63%
BUNG	106	67	58%
BURY	112	113	-1%
CAMB	38	299	-87%
CAST	184	-	...
CHER	46	95	-51%
CLAC	247	127	95%
COLC	67	69	-4%
CROM	166	155	7%
DERE	80	59	34%
DISS	36	36	-1%
DOVE	76	29	160%
DOWN	34	17	99%
ELYS	29	15	100%
FAKE	96	3	3083%
FELI	44	39	11%
FITZ	194	122	59%
FRAM	19	37	-49%
FRIN	97	-	...
HADL	112	36	210%
HALE	52	147	-64%
HALS	32	32	0%
HINT	35	185	-81%
HOLT	253	245	3%
HUNT	107	50	115%
IPSW	100	84	19%
IVES	47	99	-52%
KING	-	-	...
LEIS	60	20	198%
LIME	124	-	...
LONG	68	148	-55%
LOWE	41	54	-24%
MARC	33	58	-44%
MERE	49	39	26%
MILT	12	87	-86%
PLUM	29	27	6%
PORI	16	37	-58%
ROYS	143	113	27%
SAXM	34	39	-12%
SHER	109	56	95%
SOHA	82	166	-51%
SUDB	61	9	572%
STOW	49	-	...
SWAF	5	18	-72%
UNTH	359	429	-16%
WALS	13	61	-78%
WHIT	131	241	-46%
WOLD	108	114	-6%
WOOD	68	21	221%
CAF1	-	-	...
WROX	14	25	-45%
WYMO	29	57	-49%
Total	4,405	4,415	0%

Just a short update from me on Week 2 trading. We have had an excellent start to the new financial year, with total income last week of **£153,899**, **+4.8%** to budget and **-6.1%** like-for-like growth (Week 2 is non-comparable to last year due to Easter phasing). This is a strong result when you consider that it included Easter Monday with the majority of our shops closed.

Summer New Goods are really picking up as our sales lifted to **£8,819** last week, up **+2%** on budget.

The only blot on our book right now is recycling sales, dropping to **£2,039** last week, down **-25%** on budget. Here's a table of recycling income for week 1 & 2 combined.

If you are below last year please review your 'Imperfect Sales' and consider some additional activity. Extending your imperfect rail, adding some bulk buying opportunities e.g. I loved the idea I heard yesterday of selling Ladies Clothing in bulk bags for a fiver before they go to rag. The [Selling Imperfect Masterclass](#) is worth a short review.

As we wrap up the last financial year, we are now in Appraisal season. This is the opportunity to reflect on what has worked well over the last 12 months, what could be improved, and more importantly on personal development.

I encourage everybody to take the time to celebrate the successes, and reflect on opportunities for both business and personal growth. For line managers, please give the Appraisal and Development review the time and space it deserves; prepare ahead, think about where and when you can hold an appraisal without interruptions, and take the opportunity to give good balanced feedback.

All appraisals and competency reviews should be complete by May 30th.

Until next week.

Kind regards,
Ian Nicolson
Director of Retail