

Saks New York City counter sets new record in 2005 with \$2.5 million in sales!



(from left to right) Vincent Oquendo, Adele Bevan, Stephany David, Ofra Markfeld, Gwen Ferguson, Marjie Cruz (Business Manager), Randi Stark-Greenfield, Tracy Carrol, and Josh Weishaar (Current Counter Manager). Not pictured Alice Gregorio, Tina Novellino, Kheria Zahaf, Anita Galanter, and Johnny Burnais (Former Resident Training Manager)

Talk about a great year...how does \$2,469,000 in sales and a +18% trend sound? Our Saks Fifth counter in New York City achieved those numbers while also having the number one trend in the department and picking up two rankings from number eleven to number nine. How did this business break down? Treatment represented 45% of the total business with Temps Majeur accounting for 80% of treatment. The treatment category alone was up 31% for the year with Temps Majeur up +50%!!

As we say so often – it was teamwork that made this counter fly. Business Manager Marjie Cruz put her heart and soul into getting the business from flat in 2004 to +18% and the team of Saks Associates Alice, Randy and Tracey; Counter Mgr Josh Weishaar; and Makeup Artists Tina, Keira, Ofra, Stefany, Vincent, Gwen, Adele and Anita made it happen. Also to be congratulated is Johnny Burnais, who was part of the Saks NY team before moving on to become the Business Manager at Barneys Madison. Kudos, everyone, and good luck in 2006!!!