

LORD & TAYLOR -- Retails Spring '93

ROYAL COPENHAGEN

STORE	FEB.		%	MAR.		%	APR.		%	MAY		%	JUNE		%	JUL.		%	SEASON		%
	'93	'92	CHG.	'93	'92	CHG.	'93	'92	CHG.	'93	'92	CHG.	'93	'92	CHG.	'93	'92	CHG.	'93	'92	CHG.
NYC 1	0.8	0.4	+100	0.8	2.0	-60	2.2	0.7	+214	1.3	0.9	+44	3.6	2.2	+64	1.2	1.0	+20	9.9	6.5	+53
WES 3	0.3	0.9	-66	0.6	1.0	-40	0.1	0.4	-75	0.4	0.5	-20	0.9	1.6	-44	0.5	0.1	+400	2.8	4.5	-38
WTO 21	0.2	0.1	+100	0.3	0.8	-63	0.5	0.4	+25	0.6	0.2	+200	0.9	1.0	-10	0.4	0.5	-20	2.9	3.0	-4
STA 13	0.1	0.0	+100	0.2	0.3	-33	0.3	0.3	FLAT	0.4	0.3	+33	0.6	0.7	-5	0.2	0.1	+100	1.8	1.7	+6
GAR 7	0.3	0.2	+50	0.3	0.6	-50	0.3	0.0	+300	0.4	0.1	+300	0.9	0.8	+13	0.1	0.1	FLAT	2.3	1.8	+28
RID 11	0.1	0.2	-50	0.4	0.2	+100	0.2	0.2	FLAT	0.0	0.2	-200	1.2	0.9	+34	0.2	0.0	+200	2.1	1.7	+24
BRI 54	0.0	0.3	-300	0.2	0.4	-50	0.3	0.2	+50	0.2	0.0	+200	1.0	0.8	+25	0.2	0.0	+200	1.7	1.7	FLAT
HOU 19	0.1	0.1	FLAT	0.2	0.1	+100	0.2	0.1	+100	0.3	0.2	+100	0.5	0.1	+400	0.0	0.1	-100	1.3	0.7	+86
TWE 28	0.1	0.1	FLAT	0.2	0.5	-60	0.2	0.0	+200	0.1	0.2	-50	0.6	0.5	+20	0.1	0.1	FLAT	1.3	1.4	-8
MAN 2	0.2	0.3	-33	0.2	0.4	-50	0.4	0.1	+300	0.2	0.2	FLAT	0.7	0.5	+40	0.0	0.0	0.0	1.7	1.5	+14
BOS 12	0.2	0.4	-50	0.2	0.6	-67	0.1	0.5	-80	0.3	0.2	+100	0.5	0.7	-29	0.3	0.3	FLAT	1.6	2.7	-41
BUR 29	0.3	0.0	+300	0.4	0.8	-50	0.3	0.3	FLAT	0.4	0.1	+300	0.7	0.7	FLAT	0.0	0.2	-200	2.1	2.1	FLAT
LIV 52	0.1	0.2	-50	0.4	0.4	FLAT	0.5	0.2	+150	0.4	0.3	+33	1.3	0.7	+86	0.2	0.3	-34	2.9	2.1	+38
NBK 22	0.1	0.1	FLAT	0.3	0.3	FLAT	0.2	0.2	FLAT	0.2	0.2	FLAT	0.5	0.5	FLAT	0.1	0.1	FLAT	1.4	1.4	FLAT
WFD 55	0.1	0.1	FLAT	0.3	0.7	-57	0.3	0.4	-25	0.2	0.2	FLAT	1.0	0.7	+43	0.5	0.3	+67	2.4	2.4	FLAT
WFL 23	0.0	0.0	0.0	0.0	0.1	-100	0.1	0.1	FLAT	0.2	0.1	+100	0.3	0.5	-40	0.0	0.1	-100	0.6	0.9	-34
CCR 60	0.1	N/A	0.0	0.2	0.2	FLAT	0.2	0.2	FLAT	0.2	0.0	+200	0.3	0.0	+300	0.1	N/A	N/A	1.1	N/A	N/A
DAD 45	0.1	0.1	FLAT	0.3	0.3	FLAT	0.1	0.1	FLAT	0.1	0.1	FLAT	0.6	0.3	+100	0.1	0.1	FLAT	1.3	1.0	+30
WOD 17	0.0	0.1	-100	0.3	0.2	+50	0.3	0.1	+200	0.4	0.2	+100	0.4	0.2	+100	0.3	0.5	-40	1.7	1.3	+31
FRL 26	0.2	0.2	FLAT	0.4	0.4	FLAT	0.2	0.1	+100	0.4	0.4	FLAT	0.4	0.2	+100	0.3	0.2	+50	1.9	1.5	+27
AVN 39	0.3	0.2	+50	0.2	0.6	-67	0.3	0.1	+200	0.3	0.1	+200	0.9	0.3	+200	0.3	0.1	+200	2.3	1.4	+65
WFM 5	0.0	0.0	0.0	0.2	0.4	-50	0.3	0.3	FLAT	0.2	0.0	+200	0.6	0.3	+100	0.2	0.3	-34	1.5	1.3	+16
STH 31	0.0	0.1	-100	0.2	0.3	-33	0.1	0.2	-50	0.3	0.1	+200	0.9	0.5	+80	0.1	0.3	-67	1.5	1.5	FLAT
STL 62	0.1	0.0	+100	0.2	0.3	-33	0.1	0.2	-50	0.1	0.2	-50	0.5	0.5	FLAT	0.1	0.2	-50	1.0	1.4	-29
OAK 16	0.0	0.0	0.0	0.2	0.2	FLAT	0.1	0.2	-50	0.1	0.1	FLAT	0.4	0.3	+34	0.1	0.1	FLAT	0.9	0.9	FLAT
QKR 58	0.1	0.2	-50	0.2	0.5	-60	0.0	0.2	-200	0.1	0.1	FLAT	0.3	0.4	-25	0.3	0.1	+200	1.0	1.5	-34
LAK 27	0.1	0.1	FLAT	0.2	0.3	-33	0.0	0.1	-100	0.2	0.0	+200	0.3	0.3	FLAT	0.0	0.2	-200	0.8	1.0	-20
DAN 61	0.1	N/A	0.0	0.1	0.2	-50	0.1	0.1	FLAT	0.0	0.0	FLAT	0.1	0.0	+100	0.2	N/A	N/A	0.6	N/A	N/A
MON 57	0.1	0.1	FLAT	0.1	0.2	-50	0.2	0.1	+100	0.0	0.1	-100	0.3	0.3	FLAT	0.2	0.1	+100	0.9	0.9	FLAT
BOC 46	0.1	0.0	+100	0.3	0.2	+50	0.1	0.3	-67	0.1	0.1	FLAT	0.3	0.5	-40	0.1	0.1	FLAT	1.0	1.2	-17
ROC 53	0.1	0.1	FLAT	0.2	0.1	+100	0.1	0.3	-67	0.3	0.1	+200	0.5	0.7	-29	0.2	0.2	FLAT	1.4	1.5	-7
BAL 6	0.2	0.2	FLAT	0.4	0.4	FLAT	0.1	0.2	-50	0.1	0.3	-67	0.9	0.5	+80	0.1	0.1	FLAT	1.8	1.7	+6
PRW 33	0.1	N/A	0.0	0.1	0.1	FLAT	0.0	0.0	FLAT	0.1	0.0	+100	0.4	0.0	+400	0.2	N/A	N/A	0.9	N/A	N/A
FRH 59	0.2	0.1	+100	0.3	0.3	FLAT	0.4	0.2	+100	0.2	0.2	FLAT	0.8	0.5	+60	0.3	0.2	+50	2.2	1.5	+47
WPM 34	0.0	N/A	0.0	0.1	0.1	FLAT	0.1	0.1	FLAT	0.1	0.0	+100	0.2	0.0	+200	0.1	N/A	N/A	0.6	N/A	N/A
BUF 63	0.1	0.1	FLAT	0.3	0.3	FLAT	0.0	0.1	-100	0.2	0.1	+100	0.1	0.3	-67	0.1	0.1	FLAT	0.8	1.0	-20
TRM 64	0.3	0.0	+300	0.1	N/A	N/A	0.1	N/A	N/A	0.1	0.0	+100	0.2	0.0	+200	0.1	0.0	+100	0.9	0.0	+900
FAS 51	0.1	N/A	0.0	0.1	0.1	FLAT	0.1	0.1	FLAT	0.1	0.0	+100	0.3	0.0	+300	0.0	N/A	0.0	0.7	N/A	N/A
ATL													0.2	0.0	+200	0.1	0.0	0.0	0.3	N/A	N/A
Catalog	0.0	0.0	0.0	0.7	0.9	-22	0.1	0.3	-67	0.1	0.0	+100	0.5	0.0	+500						
Total:	5.1	5.2	-1	10.5	16.0	-34	9.0	6.9	+30	10.0	6.0	+67	25.9	20.0	+30	8.5	7.0	+22	69.2	61.1	+14

FIRST YEAR EXPENSES

EXPENSES	JANUARY	FEBRUARY	MARCH	APRIL	MAY	JUNE	JULY	AUGUST	SEPTEMBER	OCTOBER	NOVEMBER	DECEMBER
RENT	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000
TELEPHONES	200	200	200	200	200	200	200	200	200	200	200	200
TELE/SERVICE	500	500	500	500	500	500	500	500	500	500	500	500
FURNITURE	150	150	150	150	150	150	150	150	150	150	150	150
COMPUTER	200	200	200	200	200	200	200	200	200	200	200	200
PAGERS	150	150	150	150	150	150	150	150	150	150	150	150
CAR PHONE	200	200	200	200	200	200	200	200	200	200	200	200
PRINT/STAT	50	50	50	50	50	50	50	50	50	50	50	50
RADIO 2-WAY	400	400	400	400	400	400	400	400	400	400	400	400
LEGAL/SERV	0	0	0	0	0	0	0	0	0	0	0	0
LICENSES	1,000	0	0	0	0	0	0	0	0	1,000	0	0
T & E	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000
ADVERTISE	1,000	1,000	1,000	300	300	300	300	300	300	300	300	300
WORK COMP	2,800	0	0	2,000	0	0	2,000	0	0	2,000	0	0
INS/AUTO	2,000	2,000	2,000	6,000	0	0	5,000	0	0	5,000	0	0
INS/HEALTH	2,000	0	0	2,000	0	0	2,000	0	0	2,000	0	0
SALARY/OFF	12,000	12,000	12,000	12,000	12,000	12,000	12,000	12,000	12,000	12,000	12,000	12,000
TAXES	0	0	5,000	0	0	5,000	0	0	5,000	0	0	5,000
GAS/OIL	150	300	500	750	875	1,125	1,150	1,400	1,600	1,800	2,100	2,500
TOLLS/PARK	120	240	400	600	700	900	920	1,120	1,280	1,440	1,680	2,000
MAINTENANCE	30	60	100	150	175	225	230	280	320	360	420	500
DRIVER/PAY	1,050	2,100	3,500	5,250	6,125	7,875	8,050	9,800	11,200	12,600	14,700	17,500
COMMISSIONS	200	300	500	750	1,000	1,250	1,500	1,750	2,000	2,000	2,000	2,000
SEDANS	1,000	1,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000
LIMOS	0	0	6,000	6,000	6,000	6,000	6,000	6,000	6,000	6,000	6,000	6,000
TOTAL	27,200	22,850	36,850	41,650	33,025	40,525	45,000	38,500	45,550	52,350	45,050	53,650
REVENUE	3,000	6,000	10,000	15,000	17,500	22,500	23,000	28,000	32,000	36,000	42,000	50,000
DIFFERENCE	(24,200)	(16,850)	(26,850)	(26,650)	(15,525)	(18,025)	(22,000)	(10,500)	(13,550)	(16,350)	(3,050)	(3,650)