

UNITED STATES DISTRICT COURT  
SOUTHERN DISTRICT OF NEW YORK

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FREDERICK M. CARGIAN,

Claimant,  
against

**15 CV 01084 (GBD)(HP)**  
**Affidavit: Frederick M. Cargian**

BREITLING, USA, INC.,

Respondent.

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FREDERICK M. CARGIAN, being duly sworn, deposes and says:

1. I am the Plaintiff in this action and submit this affidavit in response to Defendant's Motion for Summary Judgement.

2. I was born November 23, 1960 and was 53 years old when my employment as a Sales Rep at Breitling USA ("Breitling" or "Defendant") was terminated. I am gay, a fact well known to my colleagues at Breitling, including management.

**EMPLOYMENT 1990 THROUGH 2010**

3. In February 1990, I was hired by Marie Bodman ("Bodman") President of Breitling as National Training Manager. This was the first training program for Breitling, and continues to be the platform upon which the training program, in effect when I left, was built. In this job I traveled throughout the United States conducting seminars and individual training of the sales

associates and managers in the stores to which we sold. The concept was to educate our sales personnel at the retail outlets on the watch functions that were complicated, the history of Breitling since its inception in 1884 and sales techniques so that we had the best qualified representatives for our product.

4. When I first joined Breitling it had a minimal presence or brand recognition in the United States, the office only having been opened in 1989. At the time, there were 6 or 7 staff employees. The sales rep that Breitling used at that time were independent contractors who represented any number of products. Our sales were between \$2 and \$4 million per year. By 2013 this grew to about 140 staff and sales of over \$100 million a year.

5. In 1992, I was promoted to Sales Representative (“sales rep” or “rep”) covering the Northeast Region which, at the time, ran from Maine to Richmond, Virginia. I continued to function as the Training Manager as well, which meant I was doing two jobs, training Breitling Associates across the country as well as selling in my own very large region. I was relieved of my responsibilities as Training Manager in about 1995 or 1996.

6. The major role of the sales rep was to sell in his/her region. There were ancillary duties associated, such as working with marketing personnel, training, maintaining inventory assuring that customer locations were well maintained, all of which were for the purpose of enhancing sales.

7. For the main part, success as a sales rep was measured by year over year sales, not attaining of goals. Every month each rep would receive a print out for the entire sales force showing how that month’s sales compared with the same month the prior year. At the end of the year we would receive a year over year synopsis of our performance. Exh. A, Pl. 0000281-282. At our sales meetings, Anderson also focused on year over year performance. Sales goals, on

the other hand, related to compensation, which was totally controlled by management. The reps bonus was based on the extent to which s/he met the goal. Though sales reps may have been asked for our input, it was always a tug of war with management always prevailing. It was a money negotiation. The setting of difficult goals is the perfect mechanism to criticize a rep the company wants to get rid of.

8. I played a significant role in the growth of the Breitling. Attached as Exh A is a chart that I created from Breitling's official sales reports, which are also attached. From 2001 to 2009 sales reps only had access to our individual sales. Starting 2008 we received the reports for all reps which enabled me to do a comparative analysis of my production from that point until 2011 when Thierry Prissert ("Prissert") stopped supplying reps with the sales goals of the other reps. We did continue to receive reports reflecting the year over year results of all reps.

9. A review of Exhibit A shows that from 2002 through 2007 I increased my sales over the prior year from anywhere between 15% and 46%. Three of those years I was over my sales goal (which we called budget) by 118-130%. The two other years I attained 96% and 99% of budget. 2008 and 2009 was the recession and all sales went down; none made budget. By 2010 I again increased my sales by 40% and again had the highest gross sales of all reps. Over the years I was consistently able to make budget and, more important, consistently raised my sales over the prior year until Prissert became President and set unachievable goals for me.

10. In addition in the early 1990s, I opened the Tourneau account nationally. Tourneau is the largest luxury watch retailer in the world. The Corporate offices, located in New York, does the buying for its stores throughout the country. This was and is the single largest retail account for Breitling account. At one point there were as many as 37 individual doors (stores) to which we sold. The gross sales nationally went as high as \$26.6M.in a year. I continued to

service that Corporate account until my termination, as well as the eight (8) individual Tourneau Stores in the Northeast Region, though I was denied bonus credit for the work. Discussed ¶ infra.

11. As a consequence of my good work, and the growth of the company, President Bodman rewarded me with regular and significant salary increases. To the best of my recollection, my starting salary in 1990 was about \$35,000. Bodman increased my salary regularly with my final raise in 2008 from \$210,000 to \$230,000. This was my salary until 2013 when Prissert decreased it to \$196,000 in 2013.

12. There is no question but that Bodman had high regard for me and my work. Of course, over the course of 20 years, as my boss there would be critiques of me and others. But the bottom line is that I was the sales rep that she rewarded with the highest base salary and I believe the highest bonus potential. I was also the sales rep to whom she assigned the Tourneau Corporate account ¶ *infra*, and whom she called upon to help in general in the New York area. For example, when Breitling decided to open a boutique in New York, I was the one who she enlisted to help find a location, despite the fact that I knew it would harm my sales. Finally, upon my termination Bodman provided a letter of reference lauding me for my “dedication to the job” “integrity” “attention to detail” and “knowledge”. Exh. B. This is particularly impressive since at the time, as now, she is an employee of Breitling SA, the corporate parent.

13. I was also recognized by our trade association as “Favorite Watch Rep” and was given the Sully Award by Chuck Anderson (“Anderson”) and Bodman for highest increase in sales in 2010. Exhs. C & D..

## **EMPLOYMENT 2011 TO TERMINATION**

14. In 2011, Prissert became the President of Breitling. My first meaningful encounter with him as President was at the review meeting in January or February of 2011 when I received my sales goals for 2011. At that meeting, I was given a totally unrealistic sales goal. My goal was increased by \$12 million representing a 92.2% increase in my goals over the prior year. My goal was higher in percentage and absolute number than any of the other reps.

15. Bodman, who remained on staff for a transition, and Anderson who became the full time Sales Manager under Prissert, were also at that meeting, but it was Prissert who had the ultimate responsibility for setting the unobtainable goals. As I testified at my deposition, it was my understanding that Prissert, Anderson and Bodman were all involved in setting the goals. However, it was Prissert, whom I learned controlled the issue. Since they had been my prior bosses whom I knew, I went to both Bodman and Anderson to complain about the unrealistic goal. Both told me that it was Prissert's decision and they had no control to change it. Exh. . Cargian Tr. 222:25-223:16; 225:15-226:14.

16 In addition to my sales responsibility for my expanded territory, I continued to have major responsibility and did substantial work for the Tourneau Corporate Account for which I did not receive bonus credit. Corporate bought for all Tourneau stores, I did the selling nationally, although the regional reps got the credit and bonus. For the main part, these sales were larger than the sales in most Breitling regions. My work included: weekly or bi-monthly meetings with the buyer, the assistant buyers and the buyer for the three Tourneau outlet doors, plus follow up on orders; analyzing sales data; together with Breitling management attending bi-annual review meetings with Tourneau; quarterly advertising and marketing meeting with our Marketing Director; overseeing accounts receivable; negotiating premium display positioning ;

providing monthly recap of sales; training Tourneau's telemarketing department, resolving sales service issues. In general I spent between 4 to 10 hours a week on corporate Tourneau matters.

17. The rationale that I was given for this exorbitant increase—that my territory increased—is contradicted by the record. Prissert Decl. ¶ 32. First, at my deposition, I misstated when I said that I was given Delaware in 2011. That change actually occurred in 2009, a fact admitted to by Defendant. Goodman Aff. Exh. Resp to Admissions ¶ 13. It is true that No. Virginia, Maryland and DC, which Anderson had represented, were assigned to me. However that only represented a net addition of 5 new doors. Although originally there was a transfer of 11 new doors from Anderson, simultaneously, my New Jersey territory was transferred to Annie Sommer ("Sommer"), which represented the loss of 5 doors. Also, when the new territory was assigned, Breitling, who controls to whom we can sell, closed two of the stores in the new territory for whatever their reason.

18. Also, Josh Haley ("Haley") was given Anderson's very lucrative Florida territory, an increase also of 5 new doors, yet his goals were raised only \$7 million contrasted to my \$14M, representing a 60% increase contrasted to my 92% increase. Also, Breitling submitted figures which claim that Haley had 47 doors compared to my 40 doors, yet he had a significantly lower goal.. Defendant's Exh. K, Breitling 9063.

19. 2012 was a difficult year for Breitling USA, and all of the sales reps. It particularly presented many challenges to me since I still had an unfairly high sales goal.

a. Until 2012 sales goals and bonuses were based on sales to Tourneau stores in your region. Until then I grossed about \$4M in sales annually until it became a house account for which I received no credit for business or for bonus. Although this effected all of the regions,

it had the greatest impact on my business since my area produced the largest sales, by at least \$2M.

b. Although the reps no longer received sales credit or bonus for the Tourneau sales, we still had to service the Tourneau stores in our area, which means visiting them once a month to ensure that they maintained the sales cases in appealing fashion; conducting training, dealing with complaints on repairs or business, transmitting marketing and advertising program, educating staff on new models, and ensuring that the stores had current marketing material. Again, this was true for all the reps, but I had 7 stores compared with others who had 1 to 5 thus more of my time had to be spent on stores for which I received no bonus credit. Exh. C.

c. In addition, I continued to service and assist in selling the corporate Tourneau account, which took about 4-10 hours per week for which I received no credit.

d. In 2012 Breitling opened a discount boutique in Woodbury Mall, part of my territory. This boutique was a house account. It was both competitive with my customers and deprived me of selling remainders which I had previously done. I estimate that I lost at least \$2 M the first year.

e. Breitling had opened a prestigious Boutique on East 57<sup>th</sup> Street. Again this was a house account. This Boutique competed with customers in the area to whom I had sold, such as Kenjo, which was just across the street, and Wempe's which was around the corner. Again I would estimate a loss of about 2.5M the first year.

f. In September of 2012 the east coast, particularly New York was hit by hurricane sandy which had a significant effect on business in general.

20. From time to time the sales reps would receive a Special Bonus, in addition to the regular bonus. These special bonuses under Bodman were usually distributed when Breitling had a particularly good year.

21 Breitling did not have an especially good year in 2012, thus why special bonuses were awarded is a question, particularly since plaintiff received one of the lowest special bonuses.. The overall increase in sales was 2.5% as compared with 2011 where the increase was 25.3.% or 2010 when the increase was 34%. Cargian Aff.,Exh A, Pl. 0000280. The reps were never told that there was a formula used for determining the amount of the “special bonus”

22. Mid-December 2012 I learned that I was being demoted. Contrary to Prissert’s statements, the promotion of Isaac Schafrath (“Schafrath”) came before the division of territories, and Schafrath was told before anything was said to me. In December 2012 I was called in for a meeting with Prissert at the Connecticut office. On my way, I met Schafrath who told me that he had been promoted. From our conversation, I had the impression that he knew for a while.

23. I then went into my meeting with Prissert who told me that Schafrath was being given Northern Va., Maryland and D.C., which were my territories, and because I had a reduced territory my salary would be reduced by \$35,000, and my bonus potential by \$10,000. He said something to the effect that it was too much work for me, although I had not said my territory was too much work. He also assigned me to do Corporate Sales, that is trying to get corporate clients to buy a large quantity of watches to give as gifts to their customers or employees. This was a new project assigned to me, not one that looked particularly lucrative. A whole new marketing strategy was required, which, along with Sommer, I had to devise without help from the marketing department. As evidence that this assignment was but a means to make me fail,

this program was never continued after my termination. It should, however, be noted that because I am a very good salesman and have many contacts, I was indeed able to sell Cadillac on the idea.

24. Although I liked Schafrath and supported his desire for advancement, I never supported him in any way for immediate promotion to sales rep, a position that he was clearly not ready for. I did recommend that he look into Inside Sales or Training, which had been the stepping stones for me, Haddad and Sommer. Susan McDonald (“McDonald”) has been the Manager of Inside Sales since the mid-1990s. Inside sales is an excellent background for promo to sales rep because of its exposure to clients, knowledge of the product, knowledge of sales techniques. She had more experience than Schafrath.

25. Although Prissert was aware of the difficult business climate in 2012, particularly in New York City, and despite significantly reducing my territory, he did not take this into account when once again setting my goals unrealistically high. He increased my goals by 14% while the other reps (except Sommer) were increased 8%-10%.

26. On about December 17, 2013 I was called to a meeting with Prissert and Amstutz and told that my services were being terminated effective 12/31/13, but that I was to cease performing any duties for the company that day. When I asked the reason Prissert said “we just are not on the same page”. He also said something to the effect that “you are a really smart guy—you could be doing bigger things, more important jobs, this job may be too small for you.” Nothing was said about my performance

27. In fact, although again everyone’s sales were down, my sales performance in 2013, measured by increase over the prior year, was better than Criddle, whose sales were down 20.7% , Haley, whose sales were down 17.3%, and Haddad whose sales were down 14.7%. My sales

were down 13.8% In fact, no one increased sales, except Lambert and the House, but both had only about a \$500,000 increase. Exh.A.

28. Schafrath was retained as my headcount replacement.

### **DISCRIMINATORY DISCIPLINARY TREATMENT**

29. It is absolutely untrue, as Prissert claims, that I ever violated company policy by giving cash gifts to support staff at Christmas time. Prissert Aff. ¶ 45. I, along with other reps, gave holiday gifts to our personal assistant and to Ms. McDonald, the Inside Sales Manager. The only difference is that some of them gave gift cards, basically cash to purchase items at a store, or gifts themselves. I always thought people appreciated the cash more to do what as they wanted.

30. Nothing about my gift giving violated company policy. Our employment contract provides that reps are obligated to follow the rules and procedures of the Employee Handbook. Def. Exh. I. There is nothing in the Employees Handbook that prohibited these gifts, and to my knowledge there is still nothing in Handbook. See Figueroa Tr. 53:5-8. Moreover, Bodman was always aware that I gave cash gifts and I believe Anderson also knew. Neither ever raised an issue. Prissert, as the new President, was free to change the rules, and I immediately stopped the practice as directed. However, since my behavior was always approved by the prior President and there was nothing in the Handbook that prohibited my giving cash gifts, only discriminatory animus accounts for Prissert's papering my file with a reprimand.

31. I did not yell and curse at Prissert in front of colleagues and customers as he alleges. Prissert Aff. ¶¶ 46-47. In September of 2012 at the annual Reno Air Show, where Breitling traditionally takes many of its best customers and all of the reps, there was a dinner and bowling event scheduled for our customers. It is the responsibility of the reps, marketing personnel and

management to entertain the clients. After dinner, because we could not find the other staff members, and the restaurant was pressing us to leave, Sommer and I took it upon ourselves to escort about 40 of the Breitling customers to the bowling event which was about 5 blocks away. When we arrived there we found Prissert, together with Sales Manager Anderson, and sales reps Rick Lambert (“Lambert”) and Beth Haddad (“Haddad”) already bowling, without any customers. I was mad. We were doing all of the work, with Prissert and Anderson simply playing as if they were guests. I did say something to the effect of “What the f”. However, it was not directed at Prissert or anyone in particular. It was simply my frustration getting the best of me. The National Bowling Stadium, where the incident occurred, was huge with 78 lanes and Prissert and the others were tucked in a corner at least 15 feet away, very possibly more. Plus the bouncing bowling balls made it extremely noisy. I do not recall the clients being there since they had mainly left to get their shoes. It was a fleeting moment and I do not believe Prissert even heard my comments. As Sommers testified at her deposition, he was so far away and the remark was not directed at him. Sommer Tr. 87:16-89:13.

32. Nonetheless, without making any attempt to discuss with me the incident or to hear my side of the story, within a day I received a Warning Letter by e-mail and hard copy on letterhead, signed by Prissert himself, not the HR Manager, misstating the facts and reprimanding me. It was only after the Warning Letter was issued that Prissert met with me. Although I did apologize for losing my temper, I clearly explained the circumstances; and complained that it was unfair to leave Sommer and me with all of the responsibilities for the clients, who, for the main part, were not even our customers, while he with others played without any concern for the clients. I explained that this was just a general “what the f” not addressed to anyone in particular. Using the “f” word is hardly unusual at our work place, and Prissert along

with others indulge. Prissert did not apologize for leaving us to do the work, nor did he even address the issue.

33. As will be demonstrated by the exhibits attached to my attorney's affirmation, I was treated much more harshly than one of my colleagues, who committed major fraud and deception on the company, but who was not terminated.

34. Prissert claims that one of the reasons I was a bad employee is that I was disrespectful at the sales meeting in 2013. That is not true. I did however try to make a point about what to me was unfair treatment especially as it affected me. At that meeting Prissert had announced that the reps would be losing the comp time that they had accumulated. Those were days off to compensate for extra time worked. We were also told that the mandatory vacation week at Christmas time, and the mandatory week off in July were now going to be charged to our individual vacation. In other words, the company closed those two weeks, and until 2012 employees were paid for the days off and still were entitled to our full vacation. Also, I learned at this meeting that I was being given a 14% increase in my goals where the other reps were given 8-10% increases for the year, which meant the less likelihood of getting a significant bonus. These losses, together with earlier being told my salary was reduced by \$35,000, was a substantial loss in compensation. I, therefore, did sarcastically say shouldn't the work week be reduced to go with the reduction in compensation. Although I did feel that I was being mistreated, I nonetheless continued to work as hard as ever, ending the year better than 3 of my colleagues.

#### **TREATMENT AS ONE OF THE GIRLS**

35. Prissert maintains a boys club atmosphere in the workplace which excluded me and the “girls” from his inner circle. It mainly focused around sports and sports gambling which were always subject of conversations between Prissert and a number of the male reps. It was clear that the women and me were never invited into this presidents more intimate circle of conversation. It may be hard to describe, but human experience tells us when we are being excluded or frozen out. It is not coincidence that the women and I all had the same reaction. perception is fully corroborated by deposition testimony given by Sommer, Roman, and Vessely; and by the written email of complaint by Haddad. Goodman Aff. Exh.

36. There is a general sexist ambiance in Breitling facilities that permeates the workplace. The sexist collateral material that the sales reps had to distribute to customers, were provided by the parent company and we were ordered to distribute. Goodman Aff. Exh. There was also the very provocative statue displayed at the 57<sup>th</sup> St. Boutique. I took the pictures of the statue, one of which is on the Breitling website, which are attached as Exh.E. On several occasions I did tell Bodman then subsequently Prissert that there were complaints and the material was inappropriate. I received no response, and we continued to be directed to distribute the material.

37. Exclusion from the president’s inner circle resulted in specific work place discrimination:

a. In July, 2013, Breitling had a premier event for major customers held at the Bentley factory in Crewe, England. Breitling and Bentley developed a partnership where Breitling designed a series of up to 20 watches with a Bentley logo. Sales arrangements for the Bentley line were different then ordinary watch sales. Stores had to dedicate extensive space and signage before Breitling would allow it to carry the Bentley watches. Each store had to sign separately to carry the Bentley line in which it made these extensive commitments. It was a very

expensive undertaking for the stores and therefore a difficult sell. As a consequence, there was a limited number of Bentley doors. The chart Anderson created shows that I had 25 Bentley doors. Def. Exh. K.

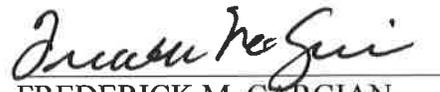
The Crewe event was a way to entertain our top clients, while promoting their sales of the Bentley watch. This was a major networking opportunity to impress our customers; to forge relationships; and to increase our sales for which a rep would receive bonus credit... All of the male reps were invited to participate, although Brian Criddle could not attend because of a family wedding. The only reps not invited were the two women and me. I was excluded despite the fact that a number of my customers were invited, and despite the fact that as Anderson's chart shows, I had 25 Bentley doors, while Rick Lambert and Peter Cawthorne had only 22 and 14 respectively. I also have another strength. I am a car enthusiast with great knowledge of the Bentley lines as well as most every other car. I, therefore, could have shared lots of good information.

b. There is a Breitling marketing event at the annual air show in Buochs, Switzerland. Before 2011 only the President and marketing folk attended from the U.S. Starting 2011 Prissert brought Anderson and several of the male representatives. I was never asked to attend nor were any of the female reps.

c. In 2011, I was assigned to share a hotel room at a business conference in Basel, Switzerland with my female colleague, Sommer. Neither of us requested that arrangement and it is my understanding that management at Breitling submitted the room assignments to Breitling SA, which makes the arrangements. Sommer was particularly upset with the arrangement. I wrote to Monica Pirens of the Swiss corporate office to see if we could at least get a large suite type room that would allow for more privacy. When I said in that letter that for 18 years we had

been sharing rooms, what I was clearly referring to is the fact that the annual meeting in Basel is so crowded that participants always had to share rooms. More often than not I was assigned to share a room with Rick Lambert. Once, about 10 years earlier, Sommer and I were assigned to share a room, but I assume Bodman made sure that that did not happen again while she was still President.

38. In 2011, I did request to be relieved of the newly assigned South Virginia territory. It was not because it was too much work, but because of the travel. I would lose a day traveling to the new area from my other territory, which was not quite worth it, since there were only a few accounts.

  
FREDERICK M. CARGIAN

Sworn to before me this

21<sup>st</sup> day of March, 2016

  
Notary Public

**JANICE GOODMAN**  
Notary Public, State of New York  
No. 02GO6591630  
Qualified in New York County  
Commission Expires May 31, 2018

EXHIBIT A

<u>Rep Name</u>		<u>Year</u>		<u>Year</u>	<u>% Incr/Decr</u>	<u>% of Budget</u>
		<b>2002</b>		<b>2001</b>		
Fred	\$	7,526,610	\$	6,391,381	18%	96%
		<b>2004</b>		<b>2003</b>		
Fred	\$	11,179,513	\$	7,655,360	46%	130%
		<b>2005</b>		<b>2004</b>		
Fred	\$	14,847,853	\$	11,179,513	33%	114%
		<b>2006</b>		<b>2005</b>		
Fred	\$	20,030,848	\$	14,847,853	35%	118%
		<b>2007</b>		<b>2006</b>		
Fred	\$	23,118,360	\$	20,138,782	15%	99%
		<b>2008</b>		<b>2007</b>		
Fred	\$	16,395,124	\$	23,213,614	-29%	80%
Annie	\$	10,281,663	\$	15,073,765	-32%	90%
Chuck	\$	11,019,998	\$	13,892,962	-21%	85%
Josh	\$	13,207,664	\$	19,735,383	-33%	75%
Rick	\$	8,952,897	\$	11,063,246	-19%	81%
Patrick	\$	11,091,668	\$	14,228,382	-22%	80%
Brian	\$	18,924,157	\$	26,489,555	-29%	83%
Beth	\$	13,122,778	\$	17,256,564	-24%	87%
Total Reps	\$	102,995,949	\$	140,953,471	-27%	
		<b>2009</b>		<b>2008</b>		
Fred	\$	11,162,298	\$	15,897,886	-30%	79%
Annie	\$	6,144,644	\$	11,319,169	-46%	100% *
Chuck	\$	3,729,684	\$	5,729,310	-35%	103%
Josh	\$	9,613,384	\$	17,613,769	-45%	100%
Rick	\$	5,704,523	\$	9,836,151	-42%	81%
Patrick	\$	6,487,762	\$	11,230,904	-42%	81%
Brian	\$	11,031,090	\$	17,935,795	-38%	114%
Beth	\$	7,725,960	\$	12,750,270	-39%	97%
Total Reps	\$	61,599,345	\$	102,313,254	-40%	
		<b>2010</b>		<b>2009</b>		
Fred	\$	14,643,582	\$	10,460,106	40%	94%
Annie	\$	9,151,274	\$	6,465,126	42%	95%
Chuck	\$	6,200,847	\$	3,774,580	64%	111%
Josh	\$	12,550,437	\$	9,336,981	34%	93%
Rick	\$	9,323,723	\$	6,147,330	52%	100%
Patrick	\$	7,683,735	\$	6,117,948	26%	81%

0000242

Brian	\$	12,928,861	\$	11,295,602	14%	78%
Beth	\$	9,792,314	\$	7,748,883	26%	83%
Total Reps	\$	82,274,773	\$	61,346,556	34%	

		2011		2010		
Fred	\$	18,769,314	\$	17,917,166	4.8%	79%
Annie	\$	13,737,773	\$	9,879,683	39.1%	101%
Josh	\$	17,954,705	\$	13,106,233	37.0%	103%
Rick	\$	11,234,872	\$	9,998,534	12.4%	84%
Patrick	\$	10,856,462	\$	8,055,513	34.8%	103%
Brian	\$	16,689,488	\$	13,303,180	25.5%	90%
Beth	\$	13,476,977	\$	9,705,195	38.9%	102%
Total Reps	\$	102,719,591	\$	81,965,504	25.3%	

		2012		2011		
Fred	\$	12,899,581	\$	13,838,824	-6.8%	
Annie	\$	11,937,231	\$	11,978,270	-0.3%	
Josh	\$	16,627,343	\$	15,687,692	6.0%	
Rick	\$	11,321,437	\$	10,455,914	8.3%	
Patrick	\$	10,004,033	\$	9,949,220	0.6%	
Brian	\$	14,637,893	\$	13,979,123	4.7%	
Beth	\$	11,846,238	\$	11,018,598	7.5%	
Total Reps	\$	89,273,756	\$	86,907,641	2.7%	
House	\$	19,163,438	\$	18,854,429	1.6%	
Grand Total	\$	108,437,194	\$	105,762,070	2.5%	

		2013		2012		
Fred	\$	8,452,072	\$	9,809,465	-13.8%	
Annie	\$	7,672,937	\$	8,066,780	-4.9%	
Isaac	\$	6,775,464	\$	7,479,382	-9.4%	
Josh	\$	13,801,563	\$	16,683,105	-17.3%	
Rick	\$	11,202,689	\$	10,745,949	4.3%	
Patrick	\$	9,930,484	\$	10,018,340	-0.9%	
Brian	\$	11,176,011	\$	14,090,582	-20.7%	
Beth	\$	9,806,681	\$	11,494,068	-14.7%	
Total Reps	\$	78,817,901	\$	88,387,671	-10.8%	
House	\$	20,840,050	\$	20,049,078	3.9%	
Grand Total	\$	99,657,951	\$	108,436,749	-8.1%	

0000243

<b>Fred Cargian Breitling</b>	<b>Northeast 1 Territory Yearly Sales</b>
2001	\$ 6,391,381
2002	\$ 7,526,610
2003	\$ 7,655,360
2004	\$ 11,179,513
2005	\$ 14,847,853
2006	\$ 20,030,848
2007	\$ 23,118,360
2008	\$ 16,395,124
2009	\$ 11,162,298
2010	\$ 14,643,582
2011	\$ 18,769,314
2012	\$ 12,899,581
2013	\$ 8,452,072
<b>Last 13 years total</b>	<b>\$ 173,071,896</b>

0000245

DOORS 39  
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BREITLING USA NORTHEAST 1 SALES REPORT AS OF DECEMBER 31, 2002

	2002 VS 2001	12/31/2001	12/31/2002	2001 TOTAL	% OF 2002 BDGT	PROJECTED	SALES TO GO
A.R. MORRIS	-48%	\$192,043.00	\$129,649.00	\$192,043.00	60.30%	\$215,000.00	\$85,351.00
B AND A JEWELERS	46%	\$34,598.00	\$64,378.00	\$34,598.00	128.76%	\$50,000.00	-\$14,378.00
BERNIE ROBBINS JEWELERS	23%	\$65,635.00	\$85,731.00	\$65,635.00	107.16%	\$80,000.00	-\$5,731.00
BOCCARDO JEWELERS	28%	\$79,660.00	\$110,263.00	\$79,660.00	122.51%	\$90,000.00	-\$20,263.00
CASH ACCOUNTS	46%	\$48,148.00	\$89,328.00	\$48,148.00	#DIV/0!	\$0.00	\$89,328.00
FINKS	100%	\$0.00	\$11,811.00	\$0.00	7.87%	\$150,000.00	\$138,189.00
FREEDMAN JEWELERS	-25%	\$85,781.00	\$68,539.00	\$85,781.00	62.33%	\$110,000.00	\$41,441.00
GOYBERGS (JAYROBERTS 2001)	-47%	\$729,490.00	\$495,288.00	\$729,490.00	61.91%	\$800,000.00	\$304,712.00
HENRY WILSON	33%	\$65,426.00	\$98,093.00	\$65,426.00	130.79%	\$75,000.00	-\$23,093.00
J. BROWN JEWELERS	35%	\$71,004.00	\$109,706.00	\$71,004.00	121.90%	\$90,000.00	-\$19,706.00
KENJO	-10%	\$699,145.00	\$633,318.00	\$699,145.00	90.47%	\$700,000.00	\$66,682.00
KRAVIT JEWELERS	28%	\$44,014.00	\$61,023.00	\$44,014.00	93.88%	\$65,000.00	\$3,977.00
LENKERSDORFER	-32%	\$128,803.00	\$97,355.00	\$128,803.00	68.08%	\$143,000.00	\$45,645.00
LEON BEN-ARI	39%	\$80,800.00	\$131,698.00	\$80,800.00	146.33%	\$90,000.00	-\$41,698.00
LILJENQUIST & BECKSTEAD	21%	\$439,527.00	\$559,339.00	\$439,527.00	113.00%	\$495,000.00	-\$64,339.00
LONDON JEWELERS	14%	\$133,776.00	\$156,090.00	\$133,776.00	104.06%	\$150,000.00	-\$6,090.00
LYNN JEWELERS	-7%	\$103,863.00	\$96,749.00	\$103,863.00	84.13%	\$115,000.00	\$18,251.00
MANN'S JEWELERS	16%	\$78,399.00	\$93,389.00	\$78,399.00	106.12%	\$88,000.00	-\$5,389.00
MAYFAIR JEWELERS, INC.	49%	\$105,285.00	\$207,111.00	\$105,285.00	165.69%	\$125,000.00	-\$82,111.00
MOONLITE INT. INC.	28%	\$121,293.00	\$169,195.00	\$121,293.00	125.33%	\$135,000.00	-\$34,195.00
RADCLIFFE JEWELERS	1%	\$412,590.00	\$414,820.00	\$412,590.00	90.18%	\$460,000.00	\$45,180.00
SCHERER'S JEWELERS	20%	\$51,755.00	\$64,505.00	\$51,755.00	107.51%	\$60,000.00	-\$4,505.00
SCHWARZCHILD	35%	\$143,271.00	\$221,601.00	\$143,271.00	110.80%	\$200,000.00	-\$21,601.00
TOURNEAU	10%	\$1,873,899.00	\$2,083,992.00	\$1,873,899.00	93.24%	\$2,235,000.00	\$151,008.00
WEMPE	29%	\$150,526.00	\$212,286.00	\$150,526.00	114.75%	\$185,000.00	-\$27,286.00
NEW BUSINESS						\$208,295.00	
<b>TOTAL</b>	<b>8%</b>	<b>\$5,938,731.00</b>	<b>\$6,465,277.00</b>	<b>\$5,938,731.00</b>	<b>90.88%</b>	<b>\$7,114,295.00</b>	<b>\$649,018.00</b>
<b>NEW ACCOUNTS</b>							
ALICIA'S GOLDEN DREAM	#DIV/0!	\$0.00	\$210,248.00	\$0.00	280.33%	\$75,000.00	-\$135,248.00
BAILEY, BANKS & BIDDLE-KOP	#DIV/0!	\$0.00	\$321,578.00	\$0.00	230.18%	\$139,705.00	-\$181,873.00
MICHAEL C. FINA	#DIV/0!	\$0.00	\$148,907.00	\$0.00	124.09%	\$120,000.00	-\$28,907.00
RADCLIFFE CREATIVE SPCLTY	#DIV/0!	\$0.00	\$98,629.00	\$0.00	120.28%	\$82,000.00	-\$16,629.00
<b>TOTAL</b>	<b>#DIV/0!</b>	<b>\$0.00</b>	<b>\$779,362.00</b>	<b>\$0.00</b>	<b>187.03%</b>	<b>\$416,705.00</b>	<b>-\$362,657.00</b>
<b>CLOSED</b>							
JOSEPH EDWARDS	-59%	\$420,544.00	\$264,701.00	\$420,544.00	101.81%	\$260,000.00	-\$4,701.00
RONI GORDON	-86%	\$32,106.00	\$17,270.00	\$32,106.00	47.97%	\$36,000.00	\$18,730.00
<b>TOTAL</b>	<b>-61%</b>	<b>\$452,650.00</b>	<b>\$281,971.00</b>	<b>\$452,650.00</b>	<b>95.26%</b>	<b>\$296,000.00</b>	<b>\$14,029.00</b>
<b>GRAND TOTALS</b>	<b>15%</b>	<b>\$6,391,381.00</b>	<b>\$7,526,610.00</b>	<b>\$6,391,381.00</b>	<b>96.16%</b>	<b>\$7,827,000.00</b>	<b>\$300,390.00</b>

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BREITLING USA NORTHEAST 1 SALES REPORT AS OF DECEMBER 31, 2004

	2004 VS 2003	12/31/2003	12/31/2004	2003 TOTAL	% OF 2004 BDGT	PROJECTED	SALES TO GO
ALICIA'S GOLDEN DREAM	40%	\$365,084.00	\$511,801.00	\$365,084.00	127.95%	\$400,000.00	-\$111,801.00
B AND A JEWELERS	50%	\$32,240.00	\$48,447.00	\$32,240.00	96.89%	\$50,000.00	\$1,553.00
BAILEY, BANKS & BIDDLE-KOP	15%	\$333,559.00	\$383,267.00	\$333,559.00	105.00%	\$365,000.00	-\$18,267.00
BERNIE ROBBINS - NJ	-39%	\$113,143.00	\$69,402.00	\$113,143.00	55.52%	\$125,000.00	\$55,598.00
BERNIE ROBBINS - PA	28%	\$77,380.00	\$98,744.00	\$77,380.00	103.94%	\$95,000.00	-\$3,744.00
BOCCARDO JEWELERS	7%	\$125,422.00	\$134,795.00	\$125,422.00	96.28%	\$140,000.00	\$5,205.00
BRANDEIS	45%	\$228,164.00	\$330,013.00	\$228,164.00	143.48%	\$230,000.00	-\$100,013.00
CASH ACCOUNTS/MISC.	-27%	\$107,655.00	\$78,585.00	\$107,655.00	87.32%	\$90,000.00	-\$11,415.00
FORDS	19%	\$137,154.00	\$162,800.00	\$137,154.00	101.75%	\$160,000.00	-\$2,800.00
FREEDMAN JEWELERS	56%	\$62,777.00	\$97,675.00	\$62,777.00	130.23%	\$75,000.00	-\$22,675.00
GOYBERGS	53%	\$450,772.00	\$691,636.00	\$450,772.00	125.75%	\$550,000.00	-\$141,636.00
HAMILTON, NJ	31%	\$122,163.00	\$159,743.00	\$122,163.00	106.50%	\$150,000.00	-\$9,743.00
HENRY WILSON	-40%	\$115,951.00	\$70,100.00	\$115,951.00	58.42%	\$120,000.00	\$49,900.00
JAY ROBERTS	40%	\$435,927.00	\$611,304.00	\$435,927.00	135.85%	\$450,000.00	-\$161,304.00
KENJO	43%	\$795,072.00	\$1,135,266.00	\$795,072.00	113.53%	\$1,000,000.00	-\$135,266.00
KRAVIT JEWELERS	-30%	\$124,784.00	\$86,735.00	\$124,784.00	69.39%	\$125,000.00	\$38,265.00
LEON BEN-ARI	77%	\$151,357.00	\$268,318.00	\$151,357.00	157.83%	\$170,000.00	-\$98,318.00
LEONARDO - RB	71%	\$121,502.00	\$208,109.00	\$121,502.00	126.13%	\$165,000.00	-\$43,109.00
LONDON JEWELERS	67%	\$234,306.00	\$390,401.00	\$234,306.00	147.32%	\$265,000.00	-\$125,401.00
L SIMPSON & CO	80%	\$153,906.00	\$277,392.00	\$153,906.00	123.29%	\$225,000.00	-\$52,392.00
LORILIL	-29%	\$69,987.00	\$49,445.00	\$69,987.00	98.89%	\$50,000.00	\$555.00
MANN'S JEWELERS	75%	\$55,435.00	\$97,138.00	\$55,435.00	149.44%	\$65,000.00	-\$32,138.00
MAYFAIR JEWELERS, INC.	-15%	\$235,408.00	\$199,163.00	\$235,408.00	99.58%	\$200,000.00	\$837.00
MICHAEL C. FINA	66%	\$97,224.00	\$161,692.00	\$97,224.00	107.79%	\$150,000.00	-\$11,692.00
MOONLITE INT. INC.	40%	\$183,563.00	\$256,165.00	\$183,563.00	128.08%	\$200,000.00	-\$56,165.00
RON GORDON	-14%	\$25,490.00	\$21,959.00	\$25,490.00	87.84%	\$25,000.00	\$5,041.00
SCHERER'S JEWELERS	36%	\$59,595.00	\$80,902.00	\$59,595.00	107.87%	\$75,000.00	-\$5,902.00
SHERMAN & SONS	-11%	\$178,813.00	\$159,585.00	\$178,813.00	79.79%	\$200,000.00	\$40,415.00
TOURNEAU	77%	\$2,263,263.00	\$3,999,402.00	\$2,263,263.00	148.13%	\$2,700,000.00	-\$1,299,402.00
WEMPE	71%	\$198,264.00	\$339,529.00	\$198,264.00	135.81%	\$250,000.00	-\$89,529.00
<b>TOTAL</b>	<b>46%</b>	<b>\$7,655,360.00</b>	<b>\$11,179,513.00</b>	<b>\$7,655,360.00</b>	<b>126.11%</b>	<b>\$8,865,000.00</b>	<b>-\$2,314,513.00</b>
NEW ACCOUNTS 2004							
NEW BUSINESS						\$255,000.00	
<b>TOTAL</b>	<b>N/A</b>		<b>\$0.00</b>	<b>\$0.00</b>	<b>0.00%</b>	<b>\$255,000.00</b>	<b>\$255,000.00</b>
<b>CLOSED 2004</b>							
	<b>N/A</b>				<b>#DIV/0!</b>	\$0.00	\$0.00
<b>TOTAL</b>	<b>N/A</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>#DIV/0!</b>	<b>\$0.00</b>	<b>\$0.00</b>
<b>GRAND TOTALS</b>	<b>46%</b>	<b>\$7,655,360.00</b>	<b>\$11,179,513.00</b>	<b>\$7,655,360.00</b>	<b>122.58%</b>	<b>\$9,120,000.00</b>	<b>-\$2,059,513.00</b>

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**BREITLING USA NORTHEAST 1 SALES REPORT AS OF DECEMBER 31, 2005**

	<b>2005 VS 2004</b>	<b>12/31/2004</b>	<b>12/31/2005</b>	<b>2004 TOTAL</b>	<b>% OF 2005 BDGT</b>	<b>PROJECTED</b>	<b>SALES TO GO</b>
ALICIA'S GOLDEN DREAM	-7%	\$511,801.00	\$478,320.00	\$511,801.00	84.66%	\$565,000.00	\$86,680.00
B AND A JEWELERS	164%	\$48,447.00	\$127,948.00	\$48,447.00	232.63%	\$55,000.00	-\$72,948.00
BAILEY, BANKS & BIDDLE-KOP	-4%	\$383,267.00	\$366,573.00	\$383,267.00	86.25%	\$425,000.00	\$58,427.00
BERNIE ROBBINS - PA	10%	\$98,744.00	\$109,039.00	\$98,744.00	103.85%	\$105,000.00	-\$4,039.00
BERNIE ROBBINS - NJ	200%	\$69,402.00	\$208,252.00	\$69,402.00	245.00%	\$85,000.00	-\$123,252.00
BOCCARDO JEWELERS	13%	\$134,795.00	\$152,266.00	\$134,795.00	101.51%	\$150,000.00	-\$2,266.00
BRANDEIS	29%	\$200,496.00	\$258,904.00	\$330,013.00	70.93%	\$365,000.00	\$106,096.00
CASH ACCOUNTS/MISC.	-54%	\$78,585.00	\$36,296.00	\$78,585.00	42.70%	\$85,000.00	-\$48,704.00
FORDS	77%	\$162,800.00	\$287,975.00	\$162,800.00	155.66%	\$185,000.00	-\$102,975.00
FREEDMAN JEWELERS	78%	\$97,675.00	\$174,292.00	\$97,675.00	151.56%	\$115,000.00	-\$59,292.00
GOYBERGS	20%	\$691,636.00	\$828,260.00	\$691,636.00	97.44%	\$850,000.00	\$21,740.00
HAMILTON, NJ 50%	118%	\$159,743.00	\$348,381.00	\$159,743.00	199.07%	\$175,000.00	-\$173,381.00
HENRY WILSON	33%	\$70,100.00	\$93,380.00	\$70,100.00	109.86%	\$85,000.00	-\$8,380.00
JAY ROBERTS	17%	\$611,304.00	\$714,755.00	\$611,304.00	102.11%	\$700,000.00	-\$14,755.00
KENJO	7%	\$1,135,266.00	\$1,220,164.00	\$1,135,266.00	93.86%	\$1,300,000.00	\$79,836.00
LEON BEN-ARI	84%	\$268,318.00	\$492,406.00	\$268,318.00	169.80%	\$290,000.00	-\$202,406.00
LEONARDO - RB 50%	23%	\$208,109.00	\$256,698.00	\$208,109.00	111.61%	\$230,000.00	-\$26,698.00
LONDON JEWELERS	15%	\$390,401.00	\$450,515.00	\$390,401.00	100.11%	\$450,000.00	-\$51.50
LORLIL	-10%	\$49,445.00	\$44,589.00	\$49,445.00	81.07%	\$55,000.00	\$10,411.00
L. SIMPSON & CO.	173%	\$277,392.00	\$757,029.00	\$277,392.00	232.93%	\$325,000.00	-\$432,029.00
MANN'S JEWELERS	-37%	\$97,138.00	\$61,192.00	\$97,138.00	55.63%	\$110,000.00	\$48,808.00
MAYFAIR JEWELERS, INC.	20%	\$199,163.00	\$238,245.00	\$199,163.00	105.89%	\$225,000.00	-\$13,245.00
MICHAEL C. FINA	28%	\$161,692.00	\$206,456.00	\$161,692.00	91.76%	\$225,000.00	\$18,544.00
MOONLITE INT. INC.	65%	\$256,165.00	\$422,342.00	\$256,165.00	148.19%	\$285,000.00	-\$137,342.00
RON GORDON	46%	\$21,959.00	\$32,051.00	\$21,959.00	128.20%	\$25,000.00	-\$7,051.00
SCHERERS JEWELERS	2%	\$80,902.00	\$82,634.00	\$80,902.00	91.82%	\$90,000.00	\$7,366.00
SHERMAN & SONS	27%	\$159,585.00	\$202,933.00	\$159,585.00	109.69%	\$185,000.00	-\$17,933.00
TOURNEAU	24%	\$3,999,402.00	\$4,952,383.00	\$3,999,402.00	112.25%	\$4,400,000.00	-\$552,383.00
WEMPE	8%	\$339,529.00	\$365,075.00	\$339,529.00	97.35%	\$375,000.00	\$9,925.00
<b>TOTAL</b>	<b>27%</b>	<b>\$10,963,261.00</b>	<b>\$13,969,353.00</b>	<b>\$11,092,778.00</b>	<b>111.62%</b>	<b>\$12,515,000.00</b>	<b>-\$1,454,353.00</b>
NEW ACCOUNTS 2005							
NEW BUSINESS						\$55,000.00	
BRANDEIS TROPICANA		\$129,517.00	\$231,172.00				
THROGGS	N/A		\$391,808.00	\$0.00	195.90%	\$200,000.00	-\$191,808.00
<b>TOTAL</b>	<b>381%</b>	<b>\$129,517.00</b>	<b>\$622,980.00</b>	<b>\$0.00</b>	<b>244.31%</b>	<b>\$255,000.00</b>	<b>-\$367,980.00</b>
<b>CLOSED 2005</b>							
KRAVIT JEWELERS	-84%	\$86,735.00	\$13,601.00	\$86,735.00	14.32%	\$95,000.00	\$81,399.00
<b>TOTAL</b>	<b>-84%</b>	<b>\$86,735.00</b>	<b>\$13,601.00</b>	<b>\$86,735.00</b>	<b>14.32%</b>	<b>\$95,000.00</b>	<b>\$81,399.00</b>
<b>GRAND TOTALS</b>	<b>31%</b>	<b>\$11,179,513.00</b>	<b>\$14,605,934.00</b>	<b>\$11,179,513.00</b>	<b>113.53%</b>	<b>\$12,865,000.00</b>	<b>-\$1,740,934.00</b>

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BREITLING USA NORTHEAST 1 SALES REPORT AS OF DECEMBER 31, 2006

	2006 VS 2005	12/31/2005	12/31/2006	2005 TOTAL	% OF BDGT	PROJECTED	SALES TO GO
ALICIA'S GOLDEN DREAM	66%	\$478,320.00	\$795,692.00	\$478,320.00	159.14%	\$500,000.00	-\$295,692.00
B AND A JEWELERS	-29%	\$127,948.00	\$90,684.00	\$127,948.00	90.68%	\$100,000.00	\$9,316.00
BAILEY, BANKS & BIDDLE-KOP	41%	\$364,548.00	\$513,304.00	\$364,548.00	128.33%	\$400,000.00	-\$113,304.00
BERNIE ROBBINS - PA	6%	\$109,039.00	\$115,547.00	\$109,039.00	92.44%	\$125,000.00	\$9,453.00
BERNIE ROBBINS - NJ	11%	\$208,252.00	\$231,862.00	\$208,252.00	100.81%	\$230,000.00	-\$1,862.00
BOCCARDO JEWELERS	63%	\$152,266.00	\$247,497.00	\$152,266.00	141.43%	\$175,000.00	-\$72,497.00
BRANDEIS	230%	\$258,904.00	\$853,869.00	\$258,904.00	284.62%	\$300,000.00	-\$553,869.00
BRANDEIS TROPICANA	-55%	\$231,172.00	\$104,062.00	\$231,172.00	41.62%	\$250,000.00	\$145,988.00
CASH ACCOUNTS/MISC	-57%	\$49,897.00	\$21,583.00	\$49,897.00	43.17%	\$50,000.00	-\$28,417.00
FORDS	25%	\$287,975.00	\$360,465.00	\$287,975.00	110.91%	\$325,000.00	-\$35,465.00
FREEDMAN JEWELERS	6%	\$174,292.00	\$185,268.00	\$174,292.00	92.63%	\$200,000.00	\$14,732.00
GOYBERGS	55%	\$828,260.00	\$1,285,664.00	\$828,260.00	138.99%	\$925,000.00	-\$360,664.00
HAMILTON, NJ 50%	27%	\$348,381.00	\$443,839.00	\$348,381.00	118.36%	\$375,000.00	-\$68,839.00
HENRY WILSON	39%	\$93,380.00	\$130,018.00	\$93,380.00	130.02%	\$100,000.00	-\$30,018.00
JAY ROBERTS	81%	\$714,755.00	\$1,294,277.00	\$714,755.00	152.27%	\$850,000.00	-\$444,277.00
KENJO	2%	\$1,220,164.00	\$1,248,909.00	\$1,220,164.00	83.26%	\$1,500,000.00	\$251,091.00
LEON BEN-ARI	15%	\$492,406.00	\$568,541.00	\$492,406.00	103.37%	\$550,000.00	-\$18,541.00
LEONARDO - RB 50%	72%	\$256,698.00	\$442,168.00	\$256,698.00	147.39%	\$300,000.00	-\$142,168.00
LONDON JEWELERS	87%	\$450,515.00	\$844,067.00	\$450,515.00	168.81%	\$500,000.00	-\$344,067.00
LORILIL	190%	\$44,589.00	\$129,409.00	\$44,589.00	215.68%	\$60,000.00	-\$69,409.00
L. SIMPSON & CO.	7%	\$757,029.00	\$807,790.00	\$757,029.00	95.03%	\$850,000.00	\$42,210.00
MANN'S JEWELERS	51%	\$61,192.00	\$92,514.00	\$61,192.00	123.35%	\$75,000.00	-\$17,514.00
MAYFAIR JEWELERS, INC.	13%	\$238,245.00	\$269,259.00	\$238,245.00	107.70%	\$250,000.00	-\$19,259.00
MICHAEL C. FINA	21%	\$206,456.00	\$249,340.00	\$206,456.00	99.74%	\$250,000.00	\$660.00
MOONLITE INT. INC.	14%	\$422,342.00	\$482,605.00	\$422,342.00	107.25%	\$450,000.00	-\$32,605.00
NORTHEASTERN	99%	\$80,106.00	\$159,366.00	\$80,106.00	199.21%	\$80,000.00	-\$79,366.00
RON GORDON	-64%	\$32,051.00	\$11,474.00	\$32,051.00	32.78%	\$35,000.00	\$23,526.00
SCHERER'S JEWELERS	11%	\$82,634.00	\$91,576.00	\$82,634.00	91.58%	\$100,000.00	\$8,424.00
SHERMAN & SONS	43%	\$202,933.00	\$289,367.00	\$202,933.00	128.61%	\$225,000.00	-\$64,367.00
THROGGS	77%	\$391,808.00	\$691,711.00	\$391,808.00	153.71%	\$450,000.00	-\$241,711.00
TOURNEAU	28%	\$5,116,221.00	\$6,564,404.00	\$5,116,221.00	109.41%	\$6,000,000.00	-\$564,404.00
WEMPE	14%	\$365,075.00	\$414,717.00	\$365,075.00	103.68%	\$400,000.00	-\$14,717.00
<b>TOTAL</b>	<b>35%</b>	<b>\$14,847,853.00</b>	<b>\$20,030,848.00</b>	<b>\$14,847,853.00</b>	<b>117.97%</b>	<b>\$16,980,000.00</b>	<b>-\$3,050,848.00</b>
NEW ACCOUNTS 2006							
NEW BUSINESS				\$20,000.00			
<b>TOTAL</b>	<b>N/A</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>0.00%</b>	<b>\$20,000.00</b>	<b>\$20,000.00</b>
CLOSED 2006							
<b>TOTAL</b>	<b>N/A</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>#DIV/0!</b>	<b>\$0.00</b>	<b>\$0.00</b>
<b>GRAND TOTALS</b>	<b>35%</b>	<b>\$14,847,853.00</b>	<b>\$20,030,848.00</b>	<b>\$14,847,853.00</b>	<b>117.83%</b>	<b>\$17,000,000.00</b>	<b>-\$3,030,848.00</b>

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**BREITLING USA NORTHEAST 1 SALES REPORT AS OF DECEMBER 31, 2007**

	2007 VS 2006	12/31/2006	12/31/2007	2006 TOTAL	% OF BDGT	PROJECTED	SALES TO GO
ALICIAS GOLDEN DREAM	5%	\$795,692.00	\$834,261.00	\$795,692.00	139.04%	\$600,000.00	-\$234,261.00
B AND A JEWELERS	262%	\$90,684.00	\$328,565.00	\$90,684.00	262.85%	\$125,000.00	-\$203,565.00
BAILEY, BANKS & BIDDLE-KOP	-11%	\$527,583.00	\$466,920.00	\$513,304.00	66.70%	\$700,000.00	\$233,080.00
BERNIE ROBBINS - PA	57%	\$115,547.00	\$180,921.00	\$115,547.00	144.74%	\$125,000.00	-\$55,921.00
BERNIE ROBBINS - NJ	2%	\$230,636.00	\$235,974.00	\$231,862.00	67.42%	\$350,000.00	\$114,026.00
BOCCARDO JEWELERS	7%	\$247,497.00	\$331,562.00	\$247,497.00	120.57%	\$275,000.00	-\$56,562.00
BRANDEIS	-41%	\$853,869.00	\$503,353.00	\$853,869.00	57.53%	\$875,000.00	\$371,647.00
BRANDEIS TROPICANA	56%	\$104,062.00	\$161,863.00	\$104,062.00	129.49%	\$125,000.00	-\$36,863.00
CASH ACCOUNTS/MISC.	-66%	\$21,583.00	\$7,403.00	\$21,583.00	#DIV/0!	\$0.00	\$7,403.00
FORDS	57%	\$360,465.00	\$566,888.00	\$360,465.00	133.39%	\$425,000.00	-\$141,888.00
FREEDMAN JEWELERS	-39%	\$185,268.00	\$113,347.00	\$185,268.00	50.38%	\$225,000.00	\$111,653.00
GOYBERGS	7%	\$1,285,664.00	\$1,379,265.00	\$1,285,664.00	98.52%	\$1,400,000.00	\$20,735.00
HAMILTON, NJ 50%	21%	\$443,839.00	\$35,760.00	\$443,839.00	93.18%	\$575,000.00	\$39,240.00
HENRY WILSON	68%	\$130,018.00	\$218,410.00	\$130,018.00	174.73%	\$125,000.00	-\$93,410.00
JAY ROBERTS	19%	\$1,294,277.00	\$1,542,749.00	\$1,294,277.00	110.20%	\$1,400,000.00	-\$142,749.00
KENJO	22%	\$1,248,909.00	\$1,529,547.00	\$1,248,909.00	109.25%	\$1,400,000.00	-\$129,547.00
LEON BEN-ARI	17%	\$568,541.00	\$663,452.00	\$568,541.00	102.07%	\$650,000.00	-\$13,452.00
LEONARDO - RB 50%	-35%	\$442,168.00	\$288,994.00	\$442,168.00	57.80%	\$500,000.00	\$211,006.00
LONDON JEWELERS	3%	\$844,067.00	\$872,489.00	\$844,067.00	91.84%	\$950,000.00	\$77,511.00
LORILIL	17%	\$129,409.00	\$151,102.00	\$129,409.00	100.73%	\$150,000.00	-\$1,102.00
L SIMPSON & CO	-22%	\$807,790.00	\$632,960.00	\$807,790.00	105.49%	\$600,000.00	-\$32,960.00
MANNS JEWELERS	-11%	\$92,514.00	\$82,282.00	\$92,514.00	82.28%	\$100,000.00	\$17,718.00
MAYFAIR JEWELERS, INC.	45%	\$269,259.00	\$389,367.00	\$269,259.00	141.59%	\$275,000.00	-\$14,367.00
MOONLITE INT. INC.	-15%	\$482,605.00	\$408,814.00	\$482,605.00	71.10%	\$575,000.00	\$166,186.00
NORTHEASTERN	-1%	\$159,367.00	\$138,099.00	\$159,366.00	79.05%	\$200,000.00	\$41,901.00
RON GORDON	38%	\$11,474.00	\$15,792.00	\$11,474.00	63.17%	\$25,000.00	\$9,208.00
SCHERER'S JEWELERS	120%	\$91,576.00	\$201,272.00	\$91,576.00	201.27%	\$100,000.00	-\$101,272.00
SHERMAN & SONS	8%	\$289,367.00	\$312,683.00	\$289,367.00	125.07%	\$250,000.00	-\$62,683.00
THROGGS	-6%	\$691,711.00	\$651,051.00	\$691,711.00	93.01%	\$700,000.00	\$48,949.00
TOURNEAU	27%	\$6,659,284.00	\$8,456,399.00	\$6,564,404.00	103.13%	\$8,200,000.00	-\$256,395.00
WEMPE	100%	\$414,717.00	\$829,473.00	\$414,717.00	165.89%	\$500,000.00	-\$329,473.00
<b>TOTAL</b>	<b>16%</b>	<b>\$19,889,442.00</b>	<b>\$23,051,017.00</b>	<b>\$19,781,508.00</b>	<b>102.45%</b>	<b>\$22,500,000.00</b>	<b>-\$551,017.00</b>
NEW ACCOUNTS						\$500,000.00	
NEW BUSINESS						\$500,000.00	\$500,000.00
<b>TOTAL</b>	<b>N/A</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>0.00%</b>		
<b>CLOSED 2007</b>							
MICHAEL C. FINA	-73%	\$249,340.00	\$67,343.00	\$249,340.00	22.45%	\$300,000.00	\$232,657.00
<b>TOTAL</b>	<b>-73%</b>	<b>\$249,340.00</b>	<b>\$67,343.00</b>	<b>\$249,340.00</b>	<b>22.45%</b>	<b>\$300,000.00</b>	<b>\$232,657.00</b>
<b>GRAND TOTALS</b>	<b>15%</b>	<b>\$20,138,782.00</b>	<b>\$23,118,360.00</b>	<b>\$20,030,848.00</b>	<b>99.22%</b>	<b>\$23,300,000.00</b>	<b>\$181,640.00</b>

\$23,000,000.00

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**BREITLING USA NORTHEAST 1 SALES REPORT AS OF DECEMBER 31, 2008**

	2007 VS 2006	12/31/2007	12/31/2008	2007 TOTAL	% OF BDGT	PROJECTED	SALES TO GO
ALICIA'S GOLDEN DREAM	-9%	\$834,261.00	\$755,022.00	\$834,261.00	83.89%	\$900,000.00	\$144,978.00
B AND A JEWELERS	-39%	\$328,565.00	\$198,868.00	\$328,565.00	99.43%	\$200,000.00	\$1,132.00
BAILEY, BANKS & BIDDLE-KOP	-14%	\$466,920.00	\$401,153.00	\$466,920.00	66.86%	\$600,000.00	\$198,847.00
BERNIE ROBBINS - 2 DOORS	-35%	\$416,895.00	\$269,844.00	\$416,895.00	49.06%	\$550,000.00	\$280,156.00
BOCCARDO JEWELERS	-46%	\$331,562.00	\$177,776.00	\$331,562.00	88.89%	\$200,000.00	\$22,224.00
BRANDEIS	-43%	\$503,353.00	\$286,027.00	\$503,353.00	63.56%	\$450,000.00	\$163,973.00
BRANDEIS TROPICANA	N/A	\$161,863.00	-\$41,559.00	\$161,863.00	#DIV/0!	\$0.00	\$41,559.00
CASH ACCOUNTS/MISC.	2531%	\$7,403.00	\$194,803.00	\$7,403.00	1298.69%	\$15,000.00	\$179,803.00
FORDS	-14%	\$566,888.00	\$488,305.00	\$566,888.00	81.38%	\$600,000.00	\$111,695.00
FREEDMAN JEWELERS	-45%	\$113,347.00	\$62,734.00	\$113,347.00	62.73%	\$100,000.00	\$37,266.00
GOYBERGS	-27%	\$1,379,265.00	\$1,009,835.00	\$1,379,265.00	91.80%	\$1,100,000.00	\$90,165.00
HAMILTON, NJ 50%	-51%	\$535,760.00	259,959.00	\$535,760.00	74.27%	\$350,000.00	\$90,041.00
HENRY WILSON	-49%	\$218,410.00	\$111,329.00	\$218,410.00	74.22%	\$150,000.00	\$38,671.00
JAY ROBERTS	-76%	\$1,542,749.00	\$373,705.00	\$1,542,749.00	74.74%	\$500,000.00	\$126,295.00
KENJO	-35%	\$1,529,547.00	\$991,133.00	\$1,529,547.00	76.24%	\$1,300,000.00	\$308,867.00
LEON BEN-ARI	-37%	\$663,452.00	\$416,161.00	\$663,452.00	69.36%	\$600,000.00	\$183,839.00
LEONARDO - RB 50%	9%	\$288,994.00	\$313,928.00	\$288,994.00	78.48%	\$400,000.00	\$86,072.00
LONDON JEWELERS	-22%	\$827,489.00	\$644,514.00	\$827,489.00	80.56%	\$800,000.00	\$155,486.00
LORILLI	-29%	\$151,102.00	\$106,835.00	\$151,102.00	106.84%	\$100,000.00	-\$6,835.00
L. SIMPSON & CO	-3%	\$632,960.00	\$612,677.00	\$632,960.00	81.69%	\$750,000.00	\$137,323.00
MANN'S JEWELERS	17%	\$82,282.00	\$96,095.00	\$82,282.00	96.10%	\$100,000.00	\$3,905.00
MAYFAIR JEWELERS, INC.	-55%	\$389,367.00	\$176,921.00	\$389,367.00	70.77%	\$250,000.00	\$73,079.00
MOONLITE INT. INC.	8%	\$408,814.00	\$443,078.00	\$408,814.00	73.85%	\$600,000.00	\$156,922.00
NORTHEASTERN	57%	\$158,099.00	\$247,565.00	\$158,099.00	90.02%	\$275,000.00	\$27,435.00
RON GORDON	-8%	\$15,792.00	\$14,464.00	\$15,792.00	57.86%	\$25,000.00	\$10,536.00
SCHERER'S JEWELERS	-75%	\$201,272.00	\$50,739.00	\$201,272.00	101.48%	\$50,000.00	-\$739.00
SHERMAN & SONS	-39%	\$312,683.00	\$189,434.00	\$312,683.00	63.14%	\$300,000.00	\$110,566.00
THROGGS	-17%	\$651,051.00	\$537,182.00	\$651,051.00	63.20%	\$850,000.00	\$312,818.00
TOURNEAU	-28%	\$8,596,653.00	\$6,193,947.00	\$8,596,653.00	88.48%	\$7,000,000.00	\$806,053.00
WEMPE	-3%	\$829,473.00	\$803,880.00	\$829,473.00	73.08%	\$1,100,000.00	\$296,120.00
<b>TOTAL</b>	<b>-29%</b>	<b>\$23,146,271.00</b>	<b>\$16,386,554.00</b>	<b>\$23,191,271.00</b>	<b>81.06%</b>	<b>\$20,215,000.00</b>	<b>\$3,828,646.00</b>
NEW ACCOUNTS							
NEW BUSINESS						\$425,000.00	
<b>TOTAL</b>	<b>N/A</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>0.00%</b>	<b>\$425,000.00</b>	<b>\$425,000.00</b>
<b>CLOSED 2008</b>							
MICHAEL C FINA	-87%	\$67,343.00	\$8,770.00	\$0.00	#DIV/0!	\$0.00	-\$8,770.00
<b>TOTAL</b>	<b>-87%</b>	<b>\$67,343.00</b>	<b>\$8,770.00</b>	<b>\$0.00</b>	<b>#DIV/0!</b>	<b>\$0.00</b>	<b>-\$8,770.00</b>
<b>GRAND TOTALS</b>	<b>-29%</b>	<b>\$23,213,614.00</b>	<b>\$16,395,124.00</b>	<b>\$23,191,271.00</b>	<b>79.43%</b>	<b>\$20,640,000.00</b>	<b>\$4,244,876.00</b>

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**BREITLING USA NORTHEAST 2 SALES REPORT AS OF DECEMBER 31, 2008**

ACCOUNT NAME	2007 VS 2008	12/31/2007	12/31/2008	2007 TOTAL	% OF BDGT	PROJECTED	SALES TO GO
BAILEY, BANKS & BIDDLE * 1	27%	\$527,580.00	\$670,012.00	\$527,580.00	115.52%	\$580,000.00	-\$90,012.00
BETTERIDGE JEWELERS	-15%	\$384,682.00	\$327,262.00	\$384,682.00	68.18%	\$480,000.00	\$152,738.00
CASH ACCOUNTS	53%	\$63,368.00	\$96,997.00	\$63,368.00	#DIV/0!	\$0.00	-\$96,997.00
EB HORN	-26%	\$597,598.00	\$439,254.00	\$597,598.00	87.85%	\$500,000.00	\$60,746.00
FASSEAS JEWELERS	-7%	\$326,958.00	\$304,434.00	\$326,958.00	69.98%	\$435,000.00	\$130,566.00
GOLDSTEIN, SWANK & GORDON	-31%	\$287,066.00	\$198,602.00	\$287,066.00	79.44%	\$250,000.00	\$51,398.00
GRENON'S OF NEWPORT	-17%	\$879,648.00	\$727,338.00	\$879,648.00	85.57%	\$850,000.00	\$122,662.00
HARSTANS	-14%	\$345,922.00	\$298,233.00	\$345,922.00	85.21%	\$350,000.00	\$51,767.00
HARTGERS DIAMONDS	-25%	\$396,258.00	\$295,802.00	\$396,258.00	98.60%	\$300,000.00	\$4,198.00
KIKY	-51%	\$255,618.00	\$125,785.00	\$255,618.00	114.35%	\$110,000.00	-\$15,785.00
LA VIANO JEWELERS	-27%	\$402,150.00	\$295,536.00	\$402,150.00	84.44%	\$350,000.00	\$54,464.00
LENOX JEWELERS	-40%	\$756,872.00	\$450,679.00	\$756,872.00	75.11%	\$600,000.00	\$149,321.00
LEONARD/IE JEWELERS *	9%	\$288,994.00	\$313,928.00	\$288,994.00	78.48%	\$400,000.00	\$86,072.00
LONG'S JEWELERS	-71%	\$2,409,738.00	\$709,333.00	\$2,409,738.00	59.11%	\$1,200,000.00	\$490,667.00
LUX BOND & GREEN	-41%	\$440,557.00	\$259,376.00	\$440,557.00	103.75%	\$250,000.00	-\$9,376.00
MARTIN JEWELERS	1%	\$245,346.00	\$248,361.00	\$245,346.00	107.98%	\$230,000.00	-\$18,361.00
NORTHEASTERN 1/2	57%	\$158,099.00	\$247,565.00	\$158,099.00	110.03%	\$225,000.00	-\$22,565.00
OROLOGIO-2 LOC	-23%	\$225,118.00	\$402,169.00	\$225,118.00	80.43%	\$500,000.00	\$97,831.00
PERRY WINKLES 2 LOC	23%	\$222,934.00	\$273,179.00	\$222,934.00	91.06%	\$300,000.00	\$26,821.00
ROSS-SIMON CH	-50%	\$228,129.00	\$114,430.00	\$228,129.00	104.03%	\$110,000.00	-\$4,430.00
ROSS-SIMON, NJ- 2 LOC	-31%	\$474,919.00	\$327,196.00	\$474,919.00	116.86%	\$280,000.00	-\$47,196.00
ROSS-SIMON, PROV	-2%	\$271,463.00	\$264,966.00	\$271,463.00	220.81%	\$120,000.00	-\$144,966.00
ROSS-SIMON, W. HARTFORD	-27%	\$136,467.00	\$99,402.00	\$136,467.00	82.84%	\$120,000.00	\$20,598.00
R&M WOODROW JEWELERS	-22%	\$213,741.00	\$165,954.00	\$213,741.00	75.43%	\$220,000.00	\$54,046.00
SAHAGIAN JEWELERS	-20%	\$75,860.00	\$60,627.00	\$75,860.00	93.27%	\$65,000.00	\$4,373.00
T & R JEWELERS	-17%	\$545,973.00	\$453,853.00	\$545,973.00	82.52%	\$550,000.00	\$96,147.00
TOURNEAU	-24%	\$2,216,262.00	\$1,689,979.00	\$2,216,262.00	99.41%	\$1,700,000.00	\$10,021.00
<b>TOTAL</b>	<b>-28%</b>	<b>\$13,677,320.00</b>	<b>\$9,860,252.00</b>	<b>\$13,677,320.00</b>	<b>89.03%</b>	<b>\$11,075,000.00</b>	<b>\$1,214,748.00</b>
<b>NEW ACCOUNTS</b>							
NEW BUSINESS	N/A	\$0.00	\$0.00	\$0.00	0.00%	\$0.00	\$0.00
COPPER	N/A	\$0.00	\$165,804.00	\$0.00	103.63%	\$160,000.00	-\$5,804.00
ROSS-SIMON, STAMFORD	N/A	\$0.00	\$223,072.00	\$0.00	111.54%	\$200,000.00	-\$23,072.00
RADCLIFFE NANTUCKET	N/A	\$0.00	\$38,281.00	\$0.00	0.00%	\$0.00	-\$38,281.00
<b>TOTAL</b>	<b>N/A</b>	<b>\$0.00</b>	<b>\$427,157.00</b>	<b>\$0.00</b>	<b>118.65%</b>	<b>\$360,000.00</b>	<b>-\$67,157.00</b>
<b>CLOSED 2008</b>							
FORTUNOFF	N/A	\$1,396,445.00	-\$5,746.00	\$1,396,445.00	0.00%	\$0.00	\$5,746.00
<b>TOTAL</b>	<b>0%</b>	<b>\$1,396,445.00</b>	<b>-\$5,746.00</b>	<b>\$1,396,445.00</b>	<b>0.00%</b>	<b>\$0.00</b>	<b>\$5,746.00</b>
<b>GRAND TOTAL</b>	<b>-32%</b>	<b>\$15,073,765.00</b>	<b>\$10,281,663.00</b>	<b>\$15,073,765.00</b>	<b>89.91%</b>	<b>\$11,435,000.00</b>	<b>\$1,153,337.00</b>

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BREITLING USA ATL SALES REPORT AS OF DECEMBER 31, 2008

ACCOUNT NAME	2008 VS 2007	12/31/2007	12/31/2008	2007 TOTAL	% OF BDGT	PROJECTED	SALES TO GO
AR MORRIS (2)	-19%	\$633,461.00	\$514,297.00	\$633,461.00	93.51%	\$550,000.00	\$35,703.00
CARLYLE - TENN (2)	-19%	\$675,840.00	\$544,407.00	\$675,840.00	77.77%	\$700,000.00	\$155,593.00
CASH & MISC.	1286%	\$3,076.00	\$42,634.00	\$3,076.00	0.00%		\$0.00
CONGRESS (5)	-64%	\$1,513,143.00	\$548,110.00	\$1,513,143.00	54.81%	\$1,000,000.00	\$451,890.00
PINKS (10)	-23%	\$2,595,437.00	\$1,992,672.00	\$2,595,437.00	83.03%	\$2,400,000.00	\$407,328.00
GEISS & SONS - GR	-28%	\$156,357.00	\$112,729.00	\$156,357.00	90.18%	\$125,000.00	\$12,271.00
GEISS & SONS - HH	175%	\$47,503.00	\$130,602.00	\$47,503.00	145.11%	\$90,000.00	-\$40,602.00
GEISS & SONS - SP	23%	\$32,741.00	\$40,413.00	\$32,741.00	#DIV/0!	\$125,000.00	-\$40,413.00
G & H JEWELERS	5%	\$95,179.00	\$100,032.00	\$95,179.00	80.03%	\$125,000.00	\$24,968.00
GUMER & CO	29%	\$89,935.00	\$115,630.00	\$89,935.00	92.50%	\$125,000.00	\$9,370.00
J BROWN JEWELERS	-22%	\$393,964.00	\$306,318.00	\$393,964.00	87.52%	\$350,000.00	\$43,682.00
LENKERSDORFER	4%	\$748,988.00	\$775,836.00	\$748,988.00	96.98%	\$800,000.00	\$24,164.00
LILJENQUIST & BECKSTEAD - ANN.	-27%	\$385,075.00	\$282,156.00	\$385,075.00	94.05%	\$300,000.00	\$17,844.00
LILJENQUIST & BECKSTEAD - BETH	-26%	\$344,596.00	\$254,633.00	\$344,596.00	92.59%	\$275,000.00	\$20,367.00
LILJENQUIST & BECKSTEAD - FO	3%	\$250,358.00	\$258,381.00	\$250,358.00	103.35%	\$250,000.00	-\$8,381.00
LILJENQUIST & BECKSTEAD - OC	5%	\$67,585.00	\$71,070.00	\$67,585.00	118.45%	\$60,000.00	-\$11,070.00
LILJENQUIST & BECKSTEAD - MCL	-27%	\$684,707.00	\$498,779.00	\$684,707.00	83.13%	\$600,000.00	\$101,221.00
PRECIOUS GEM	-59%	\$240,836.00	\$97,729.00	\$240,836.00	78.18%	\$125,000.00	\$27,271.00
RADCLIFFE JEWELERS - TOWSON	-38%	\$1,230,003.00	\$757,146.00	\$1,230,003.00	89.08%	\$850,000.00	\$92,854.00
RADCLIFFE JEWELERS - PIKE	25%	\$465,107.00	\$582,528.00	\$465,107.00	93.20%	\$625,000.00	\$42,472.00
REEDS - NC	-44%	\$255,474.00	\$143,059.00	\$255,474.00	114.45%	\$125,000.00	-\$18,059.00
REEDS - SC	-52%	\$273,717.00	\$130,162.00	\$273,717.00	65.08%	\$200,000.00	\$69,838.00
REEDS - VA	-54%	\$173,787.00	\$79,985.00	\$173,787.00	53.32%	\$150,000.00	\$70,015.00
ROSE REGENCY	0%	\$298,132.00	\$297,201.00	\$298,132.00	118.88%	\$250,000.00	-\$47,201.00
ROSS SIMON - DURHAM	-8%	\$152,885.00	\$140,884.00	\$152,885.00	80.51%	\$175,000.00	\$34,116.00
ROSS SIMON - RALEIGH	-39%	\$305,543.00	\$186,966.00	\$305,543.00	83.10%	\$225,000.00	\$38,034.00
TOURNEAU (2)	-29%	\$895,540.00	\$635,087.00	\$895,540.00	79.39%	\$800,000.00	\$164,913.00
WINDSOR JEWELERS/JEWEL DIMEN	-7%	\$478,084.00	\$443,561.00	\$478,084.00	93.38%	\$475,000.00	\$31,439.00
<b>TOTAL</b>	<b>-25%</b>	<b>\$13,487,053.00</b>	<b>\$10,083,007.00</b>	<b>\$13,487,053.00</b>	<b>85.81%</b>	<b>\$11,750,000.00</b>	<b>\$1,666,993.00</b>
<b>NEW ACCOUNTS</b>							
PROVIDENT FT MYERS		\$0.00	\$407,704.00	\$0.00	58.24%	\$700,000.00	
KING NASH		\$0.00	\$371,047.00	\$0.00	92.76%	\$400,000.00	
<b>TOTALS</b>	<b>N/A</b>	<b>\$0.00</b>	<b>\$778,751.00</b>	<b>\$0.00</b>	<b>111.25%</b>	<b>\$700,000.00</b>	<b>-\$78,751.00</b>
<b>Closed 2008</b>							
REEDS - PROM	-81%	\$164,183.00	\$30,558.00	\$164,183.00	15.28%	\$200,000.00	\$169,442.00
LYNN JEWELERS	-47%	\$241,726.00	\$127,682.00	\$241,726.00	51.07%	\$250,000.00	\$122,318.00
<b>TOTALS</b>	<b>-61%</b>	<b>\$405,909.00</b>	<b>\$158,240.00</b>	<b>\$405,909.00</b>	<b>35.16%</b>	<b>\$450,000.00</b>	<b>\$291,760.00</b>
<b>GRAND TOTAL</b>	<b>-21%</b>	<b>\$13,892,962.00</b>	<b>\$11,019,998.00</b>	<b>\$13,892,962.00</b>	<b>85.43%</b>	<b>\$12,900,000.00</b>	<b>\$1,880,002.00</b>

\$ 15,100,000.00

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DOORS 40  
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BREITLING USA SOUTHEAST SALES REPORT AS OF DECEMBER 31, 2008

	2007 VS 2006	12/31/2007	12/31/2008	2007 TOTAL	% OF BDGT	PROJECTED	SALES TO GO
ACKERMAN	-20%	\$348,131.00	278,637.00	348,131.00	79.61%	\$350,000.00	\$71,363.00
BAILEY BANKS 4 LOC	-68%	\$2,016,936.00	638,309.00	2,016,936.00	31.92%	\$2,000,000.00	\$1,361,691.00
BROWN AND CO	-46%	\$992,972.00	534,426.00	992,972.00	89.07%	\$600,000.00	\$65,574.00
CARLYLESE	-39%	\$854,111.00	516,924.00	854,111.00	68.92%	\$750,000.00	\$233,076.00
CASH	-26%	\$1,03,281.00	76,652.00	4,455.00	#DIV/0!		-\$76,652.00
GAUSE AND SON	-45%	\$296,092.00	162,228.00	296,092.00	81.11%	\$200,000.00	\$37,772.00
H & H	-70%	\$789,367.00	239,277.00	789,367.00	95.71%	\$250,000.00	\$10,723.00
HAMILTON	-51%	\$535,760.00	259,959.00	535,760.00	64.99%	\$400,000.00	\$140,041.00
HAROLD FREEMAN	-32%	\$214,243.00	145,698.00	214,243.00	58.28%	\$250,000.00	\$104,302.00
JR DUNN	-34%	\$692,784.00	456,370.00	692,784.00	70.21%	\$650,000.00	\$193,630.00
KING	-48%	\$1,119,534.00	581,081.00	1,119,534.00	77.48%	\$750,000.00	\$168,919.00
MAHARAJA'S	-13%	\$249,278.00	216,096.00	249,278.00	72.03%	\$300,000.00	\$83,904.00
MAYORS	-16%	\$3,943,784.00	3,321,453.00	3,943,784.00	83.04%	\$4,000,000.00	\$678,547.00
MIAMI LAKES	-53%	\$816,865.00	383,895.00	816,865.00	85.31%	\$450,000.00	\$66,105.00
PROVIDENTJ	-18%	\$649,446.00	533,069.00	\$649,446.00	82.01%	\$650,000.00	\$116,931.00
RAINBOW	-2%	\$630,622.00	620,411.00	630,622.00	82.72%	\$750,000.00	\$129,589.00
RONAY	-10%	\$175,366.00	157,488.00	175,366.00	157.49%	\$100,000.00	-\$57,488.00
ROSS GA	-38%	\$406,116.00	250,659.00	406,116.00	71.62%	\$350,000.00	\$99,341.00
SOL TIME	-3%	\$900,064.00	872,259.00	900,064.00	72.69%	\$1,200,000.00	\$327,741.00
TARA	-35%	\$318,069.00	206,038.00	318,069.00	82.42%	\$250,000.00	\$43,962.00
TOURNEAU - 4 LOC	-37%	\$2,973,618.00	1,869,382.00	2,973,618.00	74.78%	\$2,500,000.00	\$630,618.00
WESTON JEWELERS	-16%	\$544,217.00	458,032.00	544,217.00	91.61%	\$500,000.00	\$41,968.00
WINDSOR AG	-35%	\$164,727.00	106,946.00	164,727.00	142.59%	\$75,000.00	-\$31,946.00
<b>TOTAL</b>	<b>-35%</b>	<b>\$19,735,383.00</b>	<b>12,885,289.00</b>	<b>\$19,636,557.00</b>	<b>74.37%</b>	<b>\$17,325,000.00</b>	<b>\$4,439,711.00</b>
<b>NEW ACCOUNTS</b>							
BEREJ	N/A	\$0.00	322,375.00	\$325,000.00	99.19%	\$325,000.00	\$2,625.00
<b>NEW BUSINESS</b>							
<b>TOTAL</b>	<b>N/A</b>	<b>\$0.00</b>	<b>322,375.00</b>	<b>\$325,000.00</b>	<b>99.19%</b>	<b>\$325,000.00</b>	<b>\$2,625.00</b>
<b>CLOSED 2008</b>							
	N/A				#DIV/0!		\$0.00
	N/A	\$0.00		0.00	#DIV/0!	\$0.00	\$0.00
	N/A		0.00		#DIV/0!		\$0.00
<b>TOTAL</b>	<b>N/A</b>	<b>\$0.00</b>	<b>0.00</b>	<b>\$0.00</b>	<b>#DIV/0!</b>	<b>\$0.00</b>	<b>\$0.00</b>
<b>GRAND TOTALS</b>	<b>-33%</b>	<b>\$19,735,383.00</b>	<b>13,207,664.00</b>	<b>\$19,961,557.00</b>	<b>74.83%</b>	<b>17,650,000.00</b>	<b>\$4,442,336.00</b>

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## BREITLING USA NORTH CENTRAL SALES REPORT AS OF DECEMBER 31, 2008

ACCOUNT NAME	2007 VS 2008	12/31/2007	12/31/2008	2007 TOTAL	% OF BDGT	PROJECTED	SALES TO GO
BAILEY BANKS & BIDDLE 3 LOC	1%	\$960,179.00	\$966,914.00	\$960,179.00	80.58%	\$1,200,000.00	\$233,086.00
BORSHEIMS	-61%	\$879,209.00	\$346,227.00	\$879,209.00	49.46%	\$700,000.00	\$353,773.00
BRINKER'S	-16%	\$137,467.00	\$114,978.00	\$137,467.00	49.99%	\$230,000.00	\$115,022.00
BURDEENS	4%	\$542,193.00	\$564,497.00	\$542,193.00	86.85%	\$650,000.00	\$85,503.00
CASH	62%	\$87,778.00	\$142,486.00	\$87,778.00	#DIV/0!	\$0.00	-\$142,486.00
G. ALLAN JEWELERS	-21%	\$128,298.00	\$100,974.00	\$128,298.00	67.32%	\$150,000.00	\$49,026.00
GEORGE KOUJETER & SONS	16%	\$175,041.00	\$202,518.00	\$175,041.00	90.01%	\$225,000.00	\$22,482.00
J B HUDSON JEWELERS 2 LOC	-56%	\$844,116.00	\$370,195.00	\$844,116.00	74.04%	\$500,000.00	\$129,805.00
JAMES FREE 2LOC	-59%	\$568,789.00	\$230,802.00	\$568,789.00	76.93%	\$300,000.00	\$69,198.00
JOHNSON FAMILY 2 LOC	-12%	\$314,332.00	\$277,016.00	\$314,332.00	79.15%	\$350,000.00	\$72,984.00
KARAGOSIAN & SON	3%	\$168,845.00	\$173,499.00	\$168,845.00	91.32%	\$190,000.00	\$16,501.00
LAWRENCE SCHREIBMAN GEMS	23%	\$105,285.00	\$129,116.00	\$105,285.00	86.08%	\$150,000.00	-\$20,884.00
LEWIS JEWELERS	-6%	\$670,443.00	\$630,486.00	\$670,443.00	84.06%	\$750,000.00	\$119,514.00
MARSHALL PIERCE 2 LOC	12%	\$401,155.00	\$451,188.00	\$401,155.00	82.03%	\$550,000.00	\$98,812.00
MASTERCRAFT	-31%	\$557,281.00	\$386,802.00	\$557,281.00	73.68%	\$525,000.00	\$138,198.00
NEWSTAR JEWELERS 2 LOC	16%	\$257,401.00	\$297,908.00	\$257,401.00	85.12%	\$350,000.00	\$52,092.00
ORR'S	11%	\$431,515.00	\$477,785.00	\$431,515.00	95.56%	\$500,000.00	\$22,215.00
RAZNY JEWELERS 2 LOC	-46%	\$688,562.00	\$369,617.00	\$688,562.00	73.92%	\$500,000.00	\$130,383.00
REISING INTERNATIONAL	61%	\$90,858.00	\$146,031.00	\$90,858.00	132.76%	\$110,000.00	-\$36,031.00
REIS-NICHOLS, INC.	-1%	\$377,383.00	\$374,735.00	\$377,383.00	93.68%	\$400,000.00	\$25,265.00
ROYAL JEWELERS	-65%	\$320,887.00	\$111,965.00	\$320,887.00	49.76%	\$225,000.00	\$113,035.00
SCHWANKE KASTEN CO.	-4%	\$436,227.00	\$417,232.00	\$436,227.00	83.45%	\$500,000.00	\$82,768.00
SYDEL & SYDEL	-31%	\$153,293.00	\$105,171.00	\$153,293.00	60.10%	\$175,000.00	\$69,829.00
TOURNEAU IL	-25%	\$1,312,750.00	\$988,512.00	\$1,312,750.00	82.38%	\$1,200,000.00	\$211,488.00
<b>TOTALS</b>	<b>-21%</b>	<b>\$10,609,287.00</b>	<b>\$8,376,654.00</b>	<b>\$10,609,287.00</b>	<b>80.31%</b>	<b>\$10,430,000.00</b>	<b>\$2,053,346.00</b>
<b>NEW ACCOUNTS 2008</b>							
NEW BUSINESS			\$0.00			\$0.00	
JOSEPH	N/A	\$0.00	\$233,039.00	\$0.00	84.74%	\$275,000.00	\$41,961.00
PICCIONES	N/A	\$0.00	\$300,572.00	\$0.00	85.88%	\$350,000.00	\$49,428.00
<b>TOTALS</b>	<b>N/A</b>	<b>\$0.00</b>	<b>\$533,611.00</b>	<b>\$0.00</b>	<b>85.38%</b>	<b>\$625,000.00</b>	<b>\$91,389.00</b>
<b>CLOSED 2008</b>							
GINSBERG JEWELERS	-60%	\$63,621.00	\$25,653.00	\$63,621.00	#DIV/0!	\$0.00	-\$25,653.00
MANN JEWELERS	-91%	\$236,298.00	\$21,150.00	\$236,298.00	#DIV/0!	\$0.00	-\$21,150.00
M.S. ARONSTAM	N/A	\$46,492.00	-\$13,654.00	\$46,492.00	#DIV/0!	\$0.00	\$13,654.00
TRABERT & HOFFER	-91%	\$107,548.00	\$9,483.00	\$107,548.00	#DIV/0!	\$0.00	-\$9,483.00
<b>TOTALS</b>	<b>0%</b>	<b>\$453,959.00</b>	<b>\$42,632.00</b>	<b>\$171,169.00</b>	<b>#DIV/0!</b>	<b>\$0.00</b>	<b>-\$35,136.00</b>
<b>GRAND TOTALS</b>	<b>-19%</b>	<b>\$11,063,246.00</b>	<b>\$8,952,897.00</b>	<b>\$10,780,456.00</b>	<b>80.99%</b>	<b>\$11,055,000.00</b>	<b>\$2,102,103.00</b>

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BREITLING USA SOUTH CENTRAL SALES REPORT AS DECEMBER 31, 2008

ACCOUNT NAME	2008 VS 2007	12/31/2007	12/31/2008	2007 TOTAL	% OF BDGT	PROJECTED	SALES TO GO
ALBRITON'S (JACKSON, MO)	30%	\$345,508.00	\$448,647.00	\$345,508.00	112.16%	\$400,000.00	-\$48,647.00
BACHENDORF (3)	-18%	\$1,599,731.00	\$1,304,730.00	\$1,599,731.00	86.98%	\$1,500,000.00	\$195,270.00
BAILEY, BANKS & BIDDLE 6 LOC	-3%	\$2,438,361.00	\$2,366,075.00	\$2,438,361.00	94.64%	\$2,500,000.00	\$133,925.00
BC CLARK	-22%	\$189,682.00	\$147,143.00	\$189,682.00	98.10%	\$150,000.00	\$2,857.00
CASH	4036%	\$737.00	\$30,482.00	\$737.00	#DIV/0!	\$0.00	-\$30,482.00
CLARKSON	120%	\$127,961.00	\$281,056.00	\$127,961.00	93.69%	\$300,000.00	\$18,944.00
DONOHOS	-11%	\$594,727.00	\$531,352.00	\$594,727.00	66.42%	\$800,000.00	\$268,648.00
DUNCAN & BOYD	-5%	\$184,158.00	\$82,584.00	\$184,158.00	55.06%	\$150,000.00	\$67,416.00
HALTOMS (2)	-13%	\$1,053,453.00	\$914,166.00	\$1,053,453.00	70.32%	\$1,300,000.00	\$385,834.00
HAMILTON	-9%	\$195,134.00	\$178,490.00	\$195,134.00	71.40%	\$250,000.00	\$71,510.00
KRIGEL (HANNOUSH)	-74%	\$299,373.00	\$78,704.00	\$299,373.00	28.62%	\$275,000.00	\$196,296.00
LACY & CO.	0%	\$141,408.00	\$141,232.00	\$141,408.00	112.99%	\$125,000.00	-\$16,232.00
LEE MICHAELS (2)	N/A	\$243,481.00	-\$178,255.00	\$243,481.00	-178.26%	\$100,000.00	\$278,255.00
LEWIS	-16%	\$505,625.00	\$425,260.00	\$505,625.00	77.32%	\$550,000.00	\$124,740.00
MATI (2)	-35%	\$692,673.00	\$447,702.00	\$692,673.00	99.49%	\$450,000.00	\$2,298.00
MEIEROTTO	-38%	\$692,864.00	\$431,031.00	\$692,864.00	71.84%	\$600,000.00	\$168,969.00
MODERN TIME	-15%	\$128,709.00	\$109,799.00	\$128,709.00	109.80%	\$100,000.00	-\$9,799.00
MOODY'S (3)	-42%	\$677,368.00	\$390,994.00	\$677,368.00	86.89%	\$450,000.00	\$59,006.00
MORETTIS	5%	\$148,123.00	\$155,445.00	\$148,123.00	88.83%	\$175,000.00	\$19,555.00
R D EISEMAN	-69%	\$527,734.00	\$166,193.00	\$527,734.00	66.48%	\$250,000.00	\$83,807.00
REMONT CORP.	-30%	\$383,910.00	\$267,219.00	\$383,910.00	66.80%	\$400,000.00	\$132,781.00
ROBERSON'S	-25%	\$90,191.00	\$68,075.00	\$90,191.00	68.08%	\$100,000.00	\$31,925.00
ROMANCE DIAMOND	-7%	\$110,098.00	\$102,171.00	\$110,098.00	102.17%	\$100,000.00	-\$2,171.00
RUSSELL KORMAN	-26%	\$552,769.00	\$406,410.00	\$552,769.00	90.31%	\$450,000.00	\$43,590.00
SAM MAJORS	-47%	\$120,740.00	\$63,395.00	\$120,740.00	50.72%	\$125,000.00	\$61,605.00
SIMONS	-32%	\$376,636.00	\$254,471.00	\$376,636.00	72.71%	\$350,000.00	\$95,529.00
TOURNEAU (2)	-22%	\$1,033,724.00	\$803,726.00	\$1,033,724.00	87.96%	\$913,741.00	\$110,015.00
ZADOKS	-14%	\$779,187.00	\$673,851.00	\$779,187.00	103.67%	\$650,000.00	-\$23,851.00
<b>TOTAL</b>	<b>-22%</b>	<b>\$14,234,065.00</b>	<b>\$11,092,148.00</b>	<b>\$14,234,065.00</b>	<b>82.08%</b>	<b>\$13,513,741.00</b>	<b>\$2,421,593.00</b>
NEW ACCOUNTS							
	N/A	\$0.00		\$0.00		\$300,000.00	\$300,000.00
<b>TOTAL</b>	<b>N/A</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>0.00%</b>	<b>\$300,000.00</b>	<b>\$300,000.00</b>
COLEMAN							
<b>TOTAL</b>	<b>N/A</b>	<b>-\$5,683.00</b>	<b>-\$480.00</b>	<b>\$0.00</b>	<b>0.00%</b>	<b>\$0.00</b>	<b>\$480.00</b>
<b>GRAND TOTAL</b>	<b>-22%</b>	<b>\$14,228,382.00</b>	<b>\$11,091,668.00</b>	<b>\$14,234,065.00</b>	<b>80.29%</b>	<b>\$13,813,741.00</b>	<b>\$2,722,073.00</b>

\$15,850,000.00

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DOORS 42  
STORES 24

BREITLING USA WEST 1 SALES REPORT AS OF DECEMBER 31, 2008

ACCOUNT NAME	2006 VS 2007	12/31/2007	12/31/2008	2007 TOTAL	% OF BDGT	PROJECTED	SALES TO GO
AMERICAN JEWELRY CO.	-58%	\$117,226.00	\$49,730.00	\$117,226.00	66.31%	\$75,000.00	\$25,270.00
BAILEY BANKS 1 DOOR	-10%	\$671,247.00	\$603,559.00	\$671,247.00	80.47%	\$750,000.00	\$146,441.00
BARRY PETERSON	84%	\$38,797.00	\$71,373.00	\$38,797.00	79.30%	\$90,000.00	\$18,627.00
BENBRIDGE	-23%	\$328,386.00	\$252,328.00	\$328,386.00	72.09%	\$350,000.00	\$97,672.00
BRYANT & SONS	-6%	\$239,337.00	\$225,295.00	\$239,337.00	128.74%	\$175,000.00	-\$50,295.00
CASH/PERSONAL	46%	\$54,507.00	\$79,820.00	\$16,984.00	#DIV/0!	\$0.00	-\$79,820.00
CLASSIC DESIGNS	-21%	\$756,860.00	\$599,851.00	\$756,860.00	85.69%	\$700,000.00	\$100,149.00
DARVA JEWELERS	-8%	\$172,656.00	\$158,774.00	\$172,656.00	105.85%	\$150,000.00	-\$8,774.00
HING WA LEE	0%	\$1,675,225.00	\$1,673,238.00	\$1,675,225.00	88.07%	\$1,900,000.00	\$226,762.00
HOROLOGIO	-20%	\$1,654,829.00	\$1,321,989.00	\$1,654,829.00	77.76%	\$1,700,000.00	\$378,911.00
JBROOKS	24%	\$724,279.00	\$899,245.00	\$724,279.00	112.41%	\$800,000.00	-\$99,245.00
K. NORRIS JEWELERS	-16%	\$520,108.00	\$438,720.00	\$520,108.00	109.68%	\$400,000.00	-\$38,720.00
LEOR	-13%	\$2,265,857.00	\$1,974,094.00	\$2,265,857.00	116.12%	\$1,700,000.00	-\$274,094.00
MIRAGE/ALL STORES	-33%	\$877,942.00	\$584,431.00	\$877,942.00	73.05%	\$800,000.00	\$215,569.00
MORGAN'S JEWELERS	-30%	\$439,992.00	\$309,271.00	\$439,992.00	73.64%	\$420,000.00	\$110,729.00
POLACHECK JEWELERS	-32%	\$1,072,814.00	\$727,668.00	\$1,072,814.00	85.61%	\$850,000.00	\$122,332.00
SCHILBER'S JEWELRY CASTLE	-49%	\$115,778.00	\$59,123	\$115,778.00	90.96%	\$65,000.00	\$5,877.00
SIMMONS	-51%	\$340,489.00	\$165,622.00	\$340,489.00	82.81%	\$200,000.00	\$34,378.00
T-BIRD JEWELERS	-40%	\$218,641.00	\$130,456.00	\$218,641.00	86.97%	\$150,000.00	\$19,544.00
THOENIGS	-38%	\$146,546.00	\$91,422.00	\$146,546.00	91.42%	\$100,000.00	\$8,578.00
TOURNEAU	-43%	\$7,188,237.00	\$4,061,690.00	\$7,188,237.00	73.85%	\$5,500,000.00	\$1,438,310.00
TOWNE JEWELERS	-61%	\$395,138.00	\$154,518.00	\$395,138.00	77.26%	\$200,000.00	\$45,482.00
TRADITIONAL JEWELERS	-56%	\$1,119,407.00	\$490,261.00	\$1,119,407.00	70.04%	\$700,000.00	\$209,739.00
WESTIME	-32%	\$1,842,018.00	\$1,258,383.00	\$1,842,018.00	78.65%	\$1,600,000.00	\$341,617.00
WYNN	N/A	\$1,185,272.00	-\$66,031.00	\$1,185,272.00	-22.01%	\$300,000.00	\$366,031.00
<b>TOTAL</b>	<b>-32%</b>	<b>\$24,161,588.00</b>	<b>\$16,314,830.00</b>	<b>\$24,124,065.00</b>	<b>82.92%</b>	<b>\$19,675,000.00</b>	<b>\$3,360,170.00</b>
<b>NEW ACCOUNTS</b>							
New Accounts (Bindi, etc)	N/A			\$0.00	0.00%	\$880,000.00	\$880,000.00
GOLDSMITH	N/A	\$0.00	\$227,256.00	\$0.00	103.30%	\$220,000.00	-\$7,256.00
HOURS/MINUTES	N/A	\$0.00	\$457,830.00	\$0.00	174.60%	\$262,209.00	-\$195,621.00
MILANO	N/A	\$0.00	\$305,415.00	\$0.00	101.81%	\$300,000.00	-\$5,415.00
<b>TOTALS</b>	<b>N/A</b>	<b>\$0.00</b>	<b>\$990,501.00</b>	<b>\$0.00</b>	<b>59.59%</b>	<b>\$1,662,209.00</b>	<b>\$671,708.00</b>
<b>CLOSED 2008</b>							
ANSHINDO	-90%	\$230,725.00	\$22,307.00	\$230,725.00	100.00%	\$22,307.00	\$0.00
FELDMAR WATCH CO	-24%	\$2,097,242.00	\$1,596,519.00	\$2,097,242.00	102.63%	\$1,555,553.00	\$0.00
<b>TOTALS</b>	<b>-30%</b>	<b>\$2,327,967.00</b>	<b>\$1,618,826.00</b>	<b>\$2,327,967.00</b>	<b>82.92%</b>	<b>\$1,577,860.00</b>	<b>-\$40,966.00</b>
<b>GRAND TOTAL</b>	<b>-29%</b>	<b>\$26,489,555.00</b>	<b>\$18,924,157.00</b>	<b>\$26,452,032.00</b>	<b>82.58%</b>	<b>\$22,915,069.00</b>	<b>\$3,990,912.00</b>

\$22,915,069.00

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BREITLING USA WEST 2 SALES REPORT AS OF DECEMBER 31, 2008

STORES:27

DOORS: 46

ACCOUNT NAME	2007 VS 2008	12/31/2007	12/31/2008	2007 TOTAL	% OF BDGT	PROJECTED	SALES TO GO
ALVIN GOLDFARB JEWELER	4%	\$980,246.00	\$1,021,455.00	\$980,246.00	92.86%	\$1,100,000.00	\$78,545.00
BAILEY BANKS & BIDDLE 3 LOC	-50%	\$900,318.00	\$450,535.00	\$900,318.00	75.09%	\$600,000.00	\$149,465.00
BETTERIDGE VAIL	-16%	\$168,612.00	\$141,055.00	\$168,612.00	78.36%	\$180,000.00	\$38,945.00
BRECKENRIDGE	-51%	\$216,318.00	\$105,729.00	\$216,318.00	70.49%	\$150,000.00	\$44,271.00
CARIBBEAN GEMS	30%	\$480,928.00	\$624,757.00	\$480,928.00	99.96%	\$625,000.00	\$243.00
CARL GREVE 2LOC	-22%	\$595,176.00	\$463,914.00	\$595,176.00	84.35%	\$350,000.00	\$86,086.00
CARONEL	81%	\$178,115.00	\$322,505.00	\$178,115.00	99.23%	\$325,000.00	\$2,495.00
CASH	-9%	\$68,315.00	\$62,054.00	\$68,315.00	22.98%	\$270,000.00	\$207,946.00
CHATEL	-36%	\$278,345.00	\$178,430.00	\$278,345.00	89.22%	\$200,000.00	\$21,570.00
CHRISTOPHER JAMES	-71%	\$312,893.00	\$90,859.00	\$312,893.00	60.57%	\$150,000.00	\$59,141.00
DACOLE	-10%	\$348,300.00	\$313,742.00	\$348,300.00	89.64%	\$350,000.00	\$36,258.00
DAVIDS	-45%	\$76,810.00	\$41,932.00	\$76,810.00	55.91%	\$75,000.00	\$33,068.00
DAVIDSON & LICHT 2 LOC	-42%	\$526,529.00	\$306,079.00	\$526,529.00	102.03%	\$300,000.00	-\$6,079.00
GANEM 2 LOC	-35%	\$1,444,791.00	\$935,058.00	\$1,444,791.00	116.88%	\$800,000.00	-\$135,058.00
GLEIM JEWELERS	-49%	\$548,597.00	\$281,210.00	\$548,597.00	80.35%	\$350,000.00	\$68,790.00
GOLDEN TIME JEWELERS	-32%	\$145,966.00	\$99,015.00	\$145,966.00	66.01%	\$150,000.00	\$50,985.00
HAMRA	-28%	\$590,705.00	\$427,460.00	\$590,705.00	71.72%	\$550,000.00	\$122,540.00
HARLAND	195%	\$166,523.00	\$490,961.00	\$166,523.00	115.52%	\$425,000.00	-\$65,961.00
HELLER	-40%	\$253,821.00	\$151,828.00	\$253,821.00	101.22%	\$150,000.00	-\$1,828.00
HOCHFELD	-66%	\$396,412.00	\$135,854.00	\$396,412.00	67.93%	\$200,000.00	\$64,146.00
HURDLES	18%	\$63,159.00	\$74,795.00	\$63,159.00	83.11%	\$90,000.00	\$15,205.00
HYDE PARK JEWELERS	-38%	\$1,482,051.00	\$921,768.00	\$1,482,051.00	83.80%	\$1,100,000.00	\$178,232.00
JEWEL GALLERY BY MACY'S	-12%	\$939,460.00	\$826,167.00	\$939,460.00	82.62%	\$1,000,000.00	\$173,833.00
JEWELRY DESIGN CENTER	-9%	\$118,158.00	\$107,730.00	\$118,158.00	86.18%	\$125,000.00	\$17,270.00
JULIANNA'S FINE JEWELRY	-13%	\$200,899.00	\$174,568.00	\$200,899.00	77.59%	\$225,000.00	\$50,432.00
KENNY G & CO.	-45%	\$292,524.00	\$160,686.00	\$292,524.00	91.82%	\$175,000.00	\$14,314.00
LOGHAM	-34%	\$382,932.00	\$251,561.00	\$382,932.00	83.85%	\$300,000.00	\$48,439.00
OC TANNER	-25%	\$445,073.00	\$331,885.00	\$445,073.00	82.97%	\$400,000.00	\$68,115.00
OC TANNER CORP	28%	\$29,859.00	\$38,267.00	\$29,859.00	#DIV/0!	\$0.00	-\$38,267.00
PRINCESS WORLD	20%	\$237,924.00	\$285,071.00	\$237,924.00	103.66%	\$275,000.00	-\$10,071.00
PRINCESS SKAGWAY	-37%	\$413,492.00	\$261,071.00	\$413,492.00	0.00%	\$300,000.00	\$38,929.00
ROYAL MAUI	-44%	\$1,050,946.00	\$584,304.00	\$1,050,946.00	73.04%	\$800,000.00	\$215,696.00
SHEFFIELDS	-23%	\$276,156.00	\$211,832.00	\$276,156.00	0.00%	\$200,000.00	-\$11,832.00
TOURNEAU	-16%	\$2,357,104.00	\$1,973,436.00	\$2,357,104.00	85.80%	\$2,300,000.00	\$326,564.00
<b>TOTAL</b>	<b>-24%</b>	<b>\$16,967,457.00</b>	<b>\$12,847,573.00</b>	<b>\$16,967,457.00</b>	<b>86.87%</b>	<b>\$14,790,000.00</b>	<b>\$1,942,427.00</b>
<b>NEW ACCOUNTS 2008</b>							
CJ CHARLES	N/A	\$0.00	\$251,744.00	\$0.00	71.93%	\$350,000.00	\$98,256.00
<b>TOTAL</b>	<b>N/A</b>	<b>\$0.00</b>	<b>\$251,744.00</b>	<b>\$0.00</b>	<b>0.00%</b>	<b>\$350,000.00</b>	<b>\$98,256.00</b>
<b>CLOSED 2008</b>							
LOGHAM LAJOLLA	-92%	\$289,107.00	\$23,461.00	\$289,107.00	#DIV/0!	\$0.00	-\$23,461.00
<b>TOTAL</b>	<b>0%</b>	<b>\$289,107.00</b>	<b>\$23,461.00</b>	<b>\$289,107.00</b>	<b>0.00%</b>	<b>\$0.00</b>	<b>-\$23,461.00</b>
<b>GRAND TOTALS</b>	<b>-24%</b>	<b>\$17,256,564.00</b>	<b>\$13,122,778.00</b>	<b>\$17,256,564.00</b>	<b>86.68%</b>	<b>\$15,140,000.00</b>	<b>\$2,017,222.00</b>

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**DOORS 40  
STORES 23**

**BREITLING SALES COMP NE1 12/31/09**

	<b>2009 VS 2008</b>	<b>12/31/2008</b>	<b>12/31/2009</b>	<b>2008 TOTAL</b>	<b>% OF BDGT</b>	<b>PROJECTED</b>	<b>SALES TO GO</b>	<b>2009 UNITS</b>	<b>2008 UNITS</b>	<b>MARIE</b>
ALICIA'S GOLDEN DREAM	-39%	\$755,022.00	\$464,310.00	\$755,022.00	58.04%	\$800,000.00	\$335,690.00	128	221	\$500,000.00
AR MORRIS	-71%	\$364,341.00	\$107,386.00	\$364,341.00	39.05%	\$275,000.00	\$167,614.00	34	118	\$150,000.00
B AND A JEWELERS	-22%	\$198,868.00	\$155,812.00	\$198,868.00	77.91%	\$200,000.00	\$44,188.00	46	74	\$125,000.00
BERNIE ROBBINS (2 Doors)	-51%	\$269,844.00	\$133,457.00	\$269,844.00	66.73%	\$200,000.00	\$66,543.00	44	95	\$175,000.00
BOCCARDO JEWELERS	15%	\$177,776.00	\$203,873.00	\$177,776.00	81.55%	\$250,000.00	\$46,127.00	58	82	\$300,000.00
CASH	-28%	\$192,365.00	\$137,967.00	\$192,365.00	110.37%	\$125,000.00	\$12,967.00	42	52	\$125,000.00
FREEDMAN JEWELERS	12%	\$62,734.00	\$70,426.00	\$62,734.00	70.43%	\$100,000.00	\$29,374.00	28	21	\$100,000.00
GOYBERGS (2 Doors)	64%	\$1,009,835.00	\$1,652,486.00	\$1,009,835.00	165.25%	\$1,000,000.00	-\$652,486.00	477	405	\$650,000.00
HAMILTON, NJ 50%	-44%	\$259,959.00	\$145,407.00	\$259,959.00	41.54%	\$350,000.00	\$204,593.00	67	79	\$150,000.00
HENRY WILSON BOTH	2%	\$111,329.00	\$113,842.00	\$111,329.00	75.89%	\$150,000.00	\$36,158.00	38	39	\$150,000.00
JAY ROBERTS	-35%	\$373,705.00	\$244,130.00	\$373,705.00	48.83%	\$500,000.00	\$255,870.00	69	176	\$250,000.00
KENJO (2 Doors)	-9%	\$991,133.00	\$904,370.00	\$991,133.00	106.40%	\$850,000.00	-\$54,370.00	296	310	\$900,000.00
BENARI	-42%	\$416,161.00	\$242,530.00	\$416,161.00	53.90%	\$450,000.00	\$207,470.00	79	161	\$185,000.00
LONDON JEWELERS	-37%	\$644,514.00	\$404,520.00	\$644,514.00	57.79%	\$700,000.00	\$295,480.00	167	274	\$400,000.00
LORILIL	-57%	\$106,835.00	\$46,246.00	\$106,835.00	46.25%	\$100,000.00	\$53,754.00	17	33	\$75,000.00
L. SIMPSON & CO.	4%	\$612,677.00	\$636,608.00	\$612,677.00	84.88%	\$750,000.00	\$113,392.00	201	187	\$400,000.00
MANN'S JEWELERS	-59%	\$96,095.00	\$39,547.00	\$96,095.00	39.55%	\$100,000.00	\$60,453.00	13	32	\$80,000.00
MAYFAIR JEWELERS, INC.	-20%	\$176,921.00	\$141,191.00	\$176,921.00	70.60%	\$200,000.00	\$58,809.00	46	60	\$250,000.00
MOONLITE INT., INC.	-29%	\$443,078.00	\$315,182.00	\$443,078.00	63.04%	\$500,000.00	\$184,818.00	98	119	\$225,000.00
NORTHEASTERN 50%	-44%	\$247,565.00	\$138,676.00	\$247,565.00	50.43%	\$275,000.00	\$136,324.00	44	80	\$150,000.00
RON GORDON	-81%	\$14,464.00	\$2,742.00	\$14,464.00	13.71%	\$20,000.00	\$17,258.00	1	5	\$25,000.00
SCHERER'S JEWELERS	94%	\$50,739.00	\$98,441.00	\$50,739.00	78.75%	\$125,000.00	\$26,559.00	34	28	\$100,000.00
THROGGS (2 Doors)	N/A	\$537,182.00	-\$122,852.00	\$537,182.00	-20.48%	\$600,000.00	\$722,852.00	-33	205	\$150,000.00
TOURNEAU (8 Doors)	-33%	\$6,193,947.00	\$4,135,460.00	\$6,193,947.00	90.89%	\$4,550,000.00	\$414,540.00	150	253	\$3,000,000.00
WEMPE	-43%	\$803,880.00	\$461,446.00	\$803,880.00	57.68%	\$800,000.00	\$338,554.00	150	253	\$500,000.00
<b>TOTAL</b>	<b>-28%</b>	<b>\$15,110,969.00</b>	<b>\$10,873,203.00</b>	<b>\$15,110,969.00</b>	<b>77.83%</b>	<b>\$13,970,000.00</b>	<b>\$3,096,797.00</b>	<b>2144</b>	<b>3109</b>	<b>\$9,115,000.00</b>
<b>NEW DOORS</b>										
CARAT N' KARAT	N/A	\$0.00	\$243,645.00	\$0.00	97.46%	\$250,000.00	\$6,355.00	66	0	\$250,000.00
<b>NEW DOORS</b>										
<b>TOTAL</b>	<b>N/A</b>	<b>\$0.00</b>	<b>\$243,645.00</b>	<b>\$0.00</b>	<b>97.46%</b>	<b>\$250,000.00</b>	<b>\$6,355.00</b>	<b>66</b>	<b>0</b>	<b>\$500,000.00</b>
<b>CLOSED 2009</b>										
MICHAEL C FINA	-100%	\$8,770.00	\$0.00	\$8,770.00			\$0.00	0	2	\$0.00
AR MORRIS GR	-76%	\$149,956.00	\$56,640.00	\$149,956.00	#DIV/0!	\$0.00	-\$36,640.00	14	58	
BAILEY, BANKS & BIDDLE-KOP	-98%	\$383,723.00	\$6,216.00	\$383,723.00	#DIV/0!	\$0.00	-\$6,216.00			
BRANDEIS	-99%	\$286,027.00	\$2,594.00	\$286,027.00	#DIV/0!	\$0.00	-\$2,594.00	1	120	
BRANDEIS TROPICANA	-100%	-\$41,559.00	\$0.00	-\$41,559.00	#DIV/0!	\$0.00	\$0.00	0	-8	
<b>TOTAL</b>	<b>-94%</b>	<b>\$786,917.00</b>	<b>\$45,450.00</b>	<b>\$786,917.00</b>	<b>#DIV/0!</b>	<b>\$0.00</b>	<b>-\$45,450.00</b>	<b>15</b>	<b>172</b>	<b>\$95,000.00</b>
<b>GRAND TOTALS</b>	<b>-30%</b>	<b>\$15,897,886.00</b>	<b>\$11,162,298.00</b>	<b>\$15,897,886.97</b>	<b>78.50%</b>	<b>\$14,220,000.00</b>	<b>\$3,057,702.00</b>	<b>2225</b>	<b>3281</b>	<b>\$9,710,000.00</b>

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BREITLING USA NORTHEAST 2 SALES REPORT AS OF DECEMBER 31, 2009										DOORS 43 STORES			25	
ACCOUNT NAME	2009 VS 2008	12/31/2008	12/31/2009	PROJ 2010	2008 TOTAL	% OF BGD	PROJECTED	SALES TO GO	LYTD PCS	YTD PCS	PCS			
							REVENUE 7/31		12/31/2008	12/31/2009	08 vs. 09			
BETTERIDGE JEWELERS	-57%	\$327,262.00	\$140,693.00	\$200,000.00	\$327,262.00	93.80%	\$150,000.00	\$9,307.00	110	45	-59%			
CASH ACCOUNTS	-45%	\$96,997.00	\$53,203.00	\$0.00	\$96,997.00	#DIV/0!	\$0.00	-\$53,203.00	32	23	-28%			
COOPER	-20%	\$165,804.00	\$131,867.00	\$150,000.00	\$165,804.00	105.89%	\$125,000.00	-\$6,867.00	59	46	-22%			
EB HORN	-50%	\$439,254.00	\$218,199.00	\$250,000.00	\$439,254.00	87.28%	\$250,000.00	\$181,000.00	182	74	-51%			
FASSEAS JEWELERS	-30%	\$304,434.00	\$212,193.00	\$250,000.00	\$304,434.00	77.16%	\$275,000.00	\$62,807.00	109	65	-40%			
FORDS	-49%	\$488,305.00	\$248,999.00	\$275,000.00	\$488,305.00	124.50%	\$200,000.00	-\$48,999.00	181	87	-42%			
GRANTON'S OF NEWPORT	-85%	\$727,338.00	\$107,926.00	\$125,000.00	\$727,338.00	126.97%	\$85,000.00	-\$22,926.00	208	55	-74%			
HARTGERS DIAMONDS	-53%	\$295,802.00	\$138,915.00	\$175,000.00	\$295,802.00	55.57%	\$250,000.00	\$111,085.00	85	43	-49%			
KIKY	-28%	\$125,785.00	\$90,710.00	\$110,000.00	\$125,785.00	120.95%	\$75,000.00	-\$15,710.00	40	30	-25%			
LAVIANO JEWELERS	-65%	\$295,536.00	\$104,142.00	\$150,000.00	\$295,536.00	104.14%	\$100,000.00	-\$4,142.00	91	33	-64%			
LENOX JEWELERS	-55%	\$450,679.00	\$204,568.00	\$250,000.00	\$450,679.00	204.57%	\$100,000.00	-\$104,568.00	133	75	-44%			
LEONARDO - 2	-35%	\$627,857.00	\$406,756.00	\$450,000.00	\$627,856.00	95.71%	\$425,000.00	\$18,244.00	182	138	-24%			
LONG'S JEWELERS	-79%	\$709,333.00	\$152,290.00	\$350,000.00	\$709,333.00	#DIV/0!	\$0.00	-\$152,290.00	278	94	-66%			
LUX BOND & GREEN	-85%	\$259,376.00	\$40,017.00	\$125,000.00	\$259,376.00	40.02%	\$100,000.00	\$59,983.00	71	18	-75%			
MARTIN JEWELERS	-82%	\$248,361.00	\$279,250.00	\$160,000.00	\$248,361.00	93.08%	\$300,000.00	\$20,750.00	81	84	4%			
NORTHEASTERN 50%	-44%	\$247,565.00	\$138,676.00	\$175,000.00	\$247,565.00	92.45%	\$150,000.00	\$11,324.00	80	44	-45%			
OROLOGIO PARAMIS	-29%	\$157,833.00	\$112,378.00	\$125,000.00	\$157,833.00	140.47%	\$80,000.00	-\$32,378.00	63	39	-38%			
OROLOGIO SHORT HILLS	-25%	\$244,336.00	\$184,201.00	\$225,000.00	\$244,336.00	184.20%	\$100,000.00	-\$84,201.00	100	68	-32%			
PERRY WINKLES 2 LOC	-61%	\$273,179.00	\$105,578.00	\$150,000.00	\$273,179.00	84.46%	\$125,000.00	\$19,422.00	90	38	-58%			
R&M WOODROW JEWELERS	-24%	\$165,954.00	\$125,600.00	\$150,000.00	\$165,954.00	76.12%	\$165,000.00	\$39,400.00	54	42	-22%			
ROSS-SIMON CH	-73%	\$114,430.00	\$104,301.00	\$0.00	\$114,430.00	47.81%	\$65,000.00	\$33,924.00	48	13	-73%			
ROSS-SIMON CT STAMFORD	-74%	\$223,072.00	\$57,809.00	\$125,000.00	\$223,072.00	104.30%	\$100,000.00	-\$4,301.00	34	36	6%			
ROSS-SIMON, NJ	-41%	\$212,672.00	\$126,460.00	\$175,000.00	\$212,672.00	158.08%	\$80,000.00	-\$46,460.00	66	45	-32%			
ROSS-SIMON, PROV	-71%	\$264,692.00	\$77,238.00	\$100,000.00	\$264,692.00	103.01%	\$75,000.00	-\$2,238.00	114	36	-68%			
SAHAGIAN JEWELERS	-19%	\$60,627.00	\$52,811.00	\$75,000.00	\$60,627.00	70.41%	\$75,000.00	\$22,189.00	19	15	-21%			
SHERMAN & SONS FLMGTN	N/A	\$107,003.00	-\$20,777.00	\$0.00	\$107,003.00	-41.55%	\$50,000.00	\$70,777.00	40	-4	-110%			
SHERMAN & SONS SOMERSET	-23%	\$82,431.00	\$63,076.00	\$100,000.00	\$82,431.00	84.10%	\$75,000.00	\$11,924.00	33	24	-27%			
T & R JEWELERS	-19%	\$433,853.00	\$568,068.00	\$400,000.00	\$433,853.00	73.61%	\$500,000.00	\$131,932.00	132	83	-37%			
TOURNEAU	-16%	\$1,768,626.20	\$1,480,334.88	\$1,850,000.00	\$1,768,626.00	118.43%	\$1,250,000.00	-\$230,334.88	#DIV/0!	1411	-49%			
<b>TOTAL</b>	<b>-45%</b>	<b>\$10,037,798.20</b>	<b>\$5,536,577.88</b>	<b>\$6,755,000.00</b>	<b>\$10,037,797.00</b>	<b>102.06%</b>	<b>\$5,425,000.00</b>	<b>-\$111,577.88</b>	<b>2741</b>	<b>1547</b>	<b>-47%</b>			
<b>NEW ACCOUNTS</b>														
NEW BUSINESS	N/A	\$0.00	\$0.00	\$150,000.00	\$0.00	0.00%	\$50,000.00	\$50,000.00	#DIV/0!	#DIV/0!	#DIV/0!			
BARMANIAN-FRAMINGHAM	N/A	\$0.00	\$347,296.00	\$300,000.00	\$0.00	99.43%	\$350,000.00	\$3,004.00	0	104	#DIV/0!			
BARMANIAN-NASHUA	N/A	\$0.00	\$289,705.00	\$275,000.00	\$0.00	82.77%	\$350,000.00	\$60,297.00	0	102	#DIV/0!			
GARY MICHAELS	N/A	\$0.00	\$196,516.00	\$200,000.00	\$0.00	98.26%	\$200,000.00	\$3,484.00	0	66	#DIV/0!			
<b>TOTAL</b>	<b>N/A</b>	<b>\$0.00</b>	<b>\$834,215.00</b>	<b>\$925,000.00</b>	<b>\$0.00</b>	<b>111.23%</b>	<b>\$750,000.00</b>	<b>-\$84,215.00</b>	<b>0</b>	<b>206</b>	<b>#DIV/0!</b>			
<b>CLOSED 2009</b>														
GOLDSTEIN, SWANK & GORDON	N/A	\$198,602.00	-\$136,201.00	\$0.00	\$198,602.00	#DIV/0!	\$0.00	\$136,201.00	62	-40	-165%			
BAILEY BANKS & BIDDLE # 1	-99%	\$670,012.00	\$7,945.32	\$0.00	\$670,012.00	#DIV/0!	\$0.00	-\$7,945.32	#VALUE!	-43	-143%			
HARSTANS	N/A	\$298,233.00	-\$134,364.00	\$0.00	\$298,233.00	#DIV/0!	\$0.00	\$134,364.00	100	-43	-70%			
ROSS-SIMON, PARAMUS	-68%	\$114,524.00	\$36,471.00	\$0.00	\$114,524.00	#DIV/0!	\$0.00	-\$36,471.00	43	-70	-134%			
<b>TOTAL</b>	<b>N/A</b>	<b>\$1,281,371.00</b>	<b>-\$226,148.68</b>	<b>\$0.00</b>	<b>\$1,281,371.00</b>	<b>#DIV/0!</b>	<b>\$0.00</b>	<b>\$226,148.68</b>	<b>205</b>	<b>-70</b>	<b>-134%</b>			
<b>GRAND TOTAL</b>	<b>-46%</b>	<b>\$11,319,169.20</b>	<b>\$6,144,644.20</b>	<b>\$7,680,000.00</b>	<b>\$11,319,168.00</b>	<b>99.51%</b>	<b>\$6,175,000.00</b>	<b>\$30,355.80</b>	<b>2946</b>	<b>1547</b>	<b>-47%</b>			

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DOORS 17  
STORES 7

BREITLING USA ATL SALES REPORT AS OF DECEMBER 31, 2009

ACCOUNT NAME	UNITS 2009	UNITS 2008	2009 VS 2008 \$	12/31/2008	12/31/2009	2008 TOTAL	% OF BDGT	PROJ	SALES TO GO
CASH & MISC	10	17	-37%	\$42,634.00	\$26,737.00	\$42,634.00	0.00%	\$ -	-\$26,737.00
G & H JEWELERS	1	23	-60%	\$179,340.48	\$70,914.06	\$179,340.48	70.91%	\$ 100,000.00	\$29,085.94
J BROWN	43	94	-48%	\$306,318.00	\$2,930.00	\$100,032.00	110.32%	\$ 2,656.00	-\$274.00
LENKERSDORFER	163	246	-35%	\$775,836.00	\$501,828.00	\$306,318.00	262.54%	\$ 60,423.00	
LILJENQUIST & BECKSTEAD - ANN.	69	92	-7%	\$282,156.00	\$261,036.00	\$775,836.00	111.52%	\$ 450,000.00	-\$51,828.00
LILJENQUIST & BECKSTEAD - BETH	44	97	-43%	\$254,633.00	\$145,672.00	\$282,156.00	116.02%	\$ 225,000.00	-\$36,036.00
LILJENQUIST & BECKSTEAD - FO	68	96	-6%	\$258,381.00	\$244,154.00	\$254,633.00	97.11%	\$ 150,000.00	\$4,328.00
LILJENQUIST & BECKSTEAD - OC	9	23	-56%	\$71,070.00	\$31,478.00	\$258,381.00	139.52%	\$ 175,000.00	-\$69,154.00
LILJENQUIST & BECKSTEAD - MCL	105	167	-32%	\$498,779.00	\$338,597.00	\$71,070.00	62.96%	\$ 50,000.00	\$18,522.00
PROVIDENT FT MEYERS	18	94	-79%	\$407,704.00	\$84,272.00	\$498,779.00	112.87%	\$ 300,000.00	-\$38,597.00
RADCLIFFE TOWSON	160	267	-34%	\$757,146.00	\$500,880.00	\$407,704.00	56.18%	\$ 150,000.00	\$65,728.00
RADCLIFFE PIKESVILLE	68	193	-63%	\$582,528.00	\$214,681.00	\$757,146.00	83.48%	\$ 600,000.00	\$99,120.00
TOURNEAU (2)			-28%	\$664,642.97	\$477,648.07	\$582,528.00	71.56%	\$ 300,000.00	\$85,319.00
<b>TOTAL</b>	<b>758</b>	<b>1409</b>	<b>-41%</b>	<b>\$5,181,200.45</b>	<b>\$3,059,461.13</b>	<b>\$5,181,200.45</b>	<b>103.25%</b>	<b>\$2,963,079.00</b>	<b>-\$96,382.13</b>
<b>NEW ACCOUNTS</b>									
SMYTH JEWELERS	92	0		\$0.00	\$306,116.00			\$ 275,000.00	
CONGRESS SANIBEL	47	0		\$0.00	\$142,982.00				
LITTLE SWITZERLAND KEY WEST	57	0		\$0.00	\$205,320.00			\$ 400,000.00	
NEW ACCOUNTS									
<b>TOTALS</b>	<b>196</b>	<b>0</b>	<b>N/A</b>	<b>\$0.00</b>	<b>\$654,418.00</b>	<b>\$0.00</b>	<b>96.95%</b>	<b>\$675,000.00</b>	<b>\$20,582.00</b>
<b>Closed 2009</b>									
CONGRESS (5)	3	196	-97%	\$548,110.00	\$15,805.00	\$548,110.00	#DIV/0!		-\$15,805.00
<b>TOTALS</b>	<b>3</b>	<b>196</b>	<b>-97%</b>	<b>\$548,110.00</b>	<b>\$15,805.00</b>	<b>\$548,110.00</b>	<b>#DIV/0!</b>	<b>\$ -</b>	<b>-\$15,805.00</b>
<b>GRAND TOTAL</b>	<b>957</b>	<b>1,605</b>	<b>-35%</b>	<b>\$5,729,310.45</b>	<b>\$3,729,684.13</b>	<b>\$5,729,310.45</b>	<b>102.52%</b>	<b>\$3,638,079.00</b>	<b>-\$91,605.13</b>

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DOORS 55  
PROJECTED 32

BREITLING USA SOUTHEAST SALES REPORT AS OF DECEMBER 31, 2009

	2008 VS. 2009	12/31/08	12/31/09	2008 TOTAL	% OF BDGT	PROJECTED	SALES TO GO	UNITS 2008	UNITS 2009
ACKERMAN	-18%	278,637.00	229,496.00	278,637.00	114.75%	\$200,000.00	-\$29,496.00	104	80
BERE	-96%	322,375.00	249,555.00	322,375.00	4.00%	\$250,000.00	\$445.00	111	81
BROWN AND CO 2 Loc	-9%	534,426.00	483,893.00	534,426.00	87.98%	\$550,000.00	\$66,107.00	176	155
CASH	-3.7%	76,652.00	48,338.00	76,652.00	64.45%	\$75,000.00	\$26,662.00	15	18
FINKS (5 doors) JH 59%	-60%	1,175,676.00	464,881.00	1,175,676.00	92.98%	\$500,000.00	\$500,000.00	412	223
GAUSE AND SON 2 Loc	-33%	162,228.00	108,243.00	162,228.00	135.20%	\$80,000.00	-\$28,243.00	58	45
GEISS & SONS Greenville	-2.1%	112,729.00	88,897.00	112,729.00	104.58%	\$85,000.00	-\$3,897.00	36	26
GEISS & SONS HiltonHead	-6.1%	130,602.00	51,168.00	130,602.00	0.00%	\$60,000.00	\$8,832.00	19	10
GEISS & SONS Spartanburg	-7.4%	40,413.00	10,525.00	40,413.00	4.00%	\$20,000.00	\$9,475.00	14	3
H & H	-1.2%	239,277.00	211,419.00	239,277.00	70.47%	\$300,000.00	\$88,581.00	72	86
HAMILTON 50%	-4.4%	259,959.00	145,407.00	259,959.00	116.33%	\$125,000.00	-\$20,407.00	81	60
HAROLD FREEMAN	-5.0%	145,698.00	72,669.00	145,698.00	58.14%	\$125,000.00	\$32,331.00	51	21
JR DUNN	-3.1%	456,370.00	313,751.00	456,370.00	89.64%	\$350,000.00	\$36,249.00	126	83
KING Miami	-5.8%	581,081.00	242,586.00	581,081.00	97.03%	\$250,000.00	\$7,414.00	131	72
KING Nashville	-6.6%	371,047.00	126,828.00	371,047.00	126.83%	\$100,000.00	-\$26,828.00	85	49
MAHARAJAS 2 Loc	-8.4%	216,096.00	35,206.00	216,096.00	46.94%	\$75,000.00	\$39,794.00	81	10
MAYORS (8)	-5.9%	3,321,453.00	1,368,224.00	3,321,453.00	91.21%	\$1,500,000.00	\$131,776.00	1,201	433
MIAMI LAKES	-7.8%	383,895.00	84,873.00	383,895.00	84.87%	\$100,000.00	\$15,127.00	112	33
PROVIDENTJ	-4.9%	533,069.00	272,791.00	533,069.00	77.94%	\$350,000.00	\$77,209.00	86	62
RAINBOW	-5.3%	620,411.00	289,657.00	620,411.00	72.41%	\$400,000.00	\$110,343.00	198	93
REEDS NC	-4.6%	143,059.00	77,845.00	143,059.00	70.77%	\$110,000.00	\$32,155.00	54	32
REEDS SC	-8.1%	130,162.00	24,524.00	130,162.00	49.05%	\$50,000.00	\$25,476.00	37	10
RONE REGENCY	-6.5%	297,201.00	102,626.00	297,201.00	82.10%	\$125,000.00	\$22,374.00	90	30
ROSS SIMON Atlanta	-8.1%	250,659.00	46,560.00	250,659.00	37.25%	\$125,000.00	\$78,440.00	72	33
ROSS SIMON Durham	1.4%	140,884.00	160,974.00	140,884.00	0.00%	\$125,000.00	-\$35,974.00	53	51
ROSS SIMON Raleigh	-4.3%	186,966.00	105,826.00	186,966.00	84.66%	\$125,000.00	\$19,174.00	60	39
SOL TIME	-5.0%	872,259.00	440,314.00	872,259.00	110.08%	\$400,000.00	-\$40,314.00	288	157
TARA	-2.9%	206,038.00	147,149.00	206,038.00	98.10%	\$150,000.00	\$2,851.00	69	46
TOURNEAU - 6 LOC	-3.1%	1,956,378.00	1,350,634.10	1,956,378.00	192.95%	\$700,000.00	-\$650,634.10	0	0
WESTON JEWELERS	-2.8%	458,032.00	330,743.00	458,032.00	101.77%	\$325,000.00	-\$5,743.00	124	92
WINDSOR AG	-4.3%	106,946.00	61,067.00	106,946.00	81.42%	\$75,000.00	\$13,933.00	54	25
WINDSOR Winston Salem	-5.6%	443,561.00	195,763.00	443,561.00	71.19%	\$275,000.00	\$79,237.00	152	72
<b>TOTAL</b>	<b>-4.8%</b>	<b>15,154,239.00</b>	<b>7,942,432.10</b>	<b>\$15,154,239.00</b>	<b>98.30%</b>	<b>\$8,080,000.00</b>	<b>\$137,567.90</b>	<b>4,222</b>	<b>2,230</b>
<b>NEW ACCOUNTS</b>									
Steel's Jewelry		\$0.00	230,954.00	\$0.00		\$225,000.00	-\$5,954.00	0	70
Old Northeast Jewelers 2 Loc	N/A	\$0.00	758,810.00	\$0.00	116.74%	\$650,000.00	-\$108,810.00	0	221
Markman's		\$0.00	121,920.00	\$0.00		\$0.00	-\$121,920.00	0	48
WM DORI	N/A	0.00	282,962.00	0.00	87.07%	\$325,000.00	\$42,038.00	0	72
<b>TOTAL</b>	<b>N/A</b>	<b>\$0.00</b>	<b>1,394,646.00</b>	<b>\$0.00</b>	<b>116.22%</b>	<b>1,200,000.00</b>	<b>\$96,655.00</b>	<b>0</b>	<b>411</b>
<b>CLOSED 2009</b>									
RONAY CLOSED	-100%	157,488.00	0.00	157,488.00	0.00%	\$0.00	\$0.00	56	0
Starboard	N/A	\$0.00	203,345.00	\$0.00	67.78%	\$300,000.00	\$96,655.00	0	67
BAILEY BANKS 2 Loc	-98%	1,240,711.00	22,202.00	1,240,711.00	#DIV/0!	\$0.00	-\$22,202.00	0	0
CARLYLE FL 4 Loc	-9.6%	544,407.00	21,011.00	544,407.00	#DIV/0!	\$0.00	-\$21,011.00	181	8
CARLYLE TN 2 Loc	-9.4%	516,924.00	29,748.00	516,924.00	#DIV/0!	\$0.00	-\$29,748.00	179	9
<b>TOTAL</b>	<b>-8.9%</b>	<b>\$2,459,530.00</b>	<b>276,306.00</b>	<b>\$2,459,530.00</b>	<b>92.10%</b>	<b>\$300,000.00</b>	<b>\$0.00</b>	<b>416</b>	<b>84</b>
<b>GRAND TOTALS</b>	<b>-4.5%</b>	<b>\$17,613,769.00</b>	<b>\$9,613,384.10</b>	<b>\$17,613,769.00</b>	<b>100.35%</b>	<b>9,580,000.00</b>	<b>-\$33,384.10</b>	<b>4,638</b>	<b>2,725</b>

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**DOORS 34  
STORES 28**

**BREITLING USA NORTH CENTRAL SALES REPORT AS OF DECEMBER 2009**

ACCOUNT NAME	2008/52009	12/31/2008	12/31/2009	2010 PROJ	2008 TOTAL	% OF BDGT	PROJECTED	SALES TO GO	08 PIECES	09 PIECES
BAILEY BANKS & BIDDLE 3 LOC	-97%	\$1,018,727.00	\$25,501.00	\$	\$1,018,727.00	#DIV/0!	\$	-\$25,501.00		
BORSHEIMS	-16%	\$346,227.00	\$290,161.00	\$ 400,000.00	\$346,227.00	96.72%	\$ 300,000.00	\$9,839.00	137	100
BURDEEN'S	-23%	\$564,497.00	\$432,197.00	\$ 450,000.00	\$564,497.00	96.04%	\$ 450,000.00	\$17,803.00	169	125
CASH	-53%	\$142,486.00	\$67,064.00	\$	\$142,486.00	#DIV/0!	\$	-\$67,064.00	40	24
CLARKSON	-75%	\$281,056.00	\$71,219.00	\$ 125,000.00	\$281,056.00	56.98%	\$ 125,000.00	\$53,781.00	117	13
G. ALLAN JEWELERS	14%	\$100,974.00	\$114,691.00	\$ 175,000.00	\$100,974.00	91.75%	\$ 125,000.00	\$10,309.00	37	45
GEORGE KOEJETER & SONS	-30%	\$202,518.00	\$140,998.00	\$ 200,000.00	\$202,518.00	80.57%	\$ 175,000.00	\$34,002.00	67	40
GUMER & CO	-60%	\$115,630.00	\$46,278.00	\$ 80,000.00	\$115,630.00	46.28%	\$ 100,000.00	\$33,722.00	45	17
J.B HUDSON JEWELERS 2 LOC	-68%	\$370,195.00	\$118,947.00	\$ 350,000.00	\$370,195.00	47.58%	\$ 250,000.00	\$131,053.00	132	123
JAMES FREE	-53%	\$230,802.00	\$107,622.00	\$ 175,000.00	\$230,802.00	61.50%	\$ 175,000.00	\$67,378.00	80	37
JOHNSON FAMILY 2 LOC	-32%	\$277,016.00	\$187,452.00	\$	\$277,016.00	93.73%	\$ 200,000.00	\$12,548.00	91	63
JOSEPH	-88%	\$233,039.00	\$28,095.00	\$ 75,000.00	\$233,039.00	18.73%	\$ 150,000.00	\$121,905.00	78	9
KARAGOSIAN & SON	-63%	\$173,499.00	\$64,077.00	\$ 100,000.00	\$173,499.00	51.26%	\$ 125,000.00	\$60,923.00	60	20
LAWRENCE SCHREIBMAN GEMS	-75%	\$129,116.00	\$32,504.00	\$ 75,000.00	\$129,116.00	43.34%	\$ 75,000.00	-\$42,496.00	48	13
LEWIS JEWELERS	-48%	\$630,486.00	\$326,550.00	\$ 400,000.00	\$630,486.00	81.64%	\$ 400,000.00	\$73,450.00	187	100
MARSHALL PIERCE 2 LOC	-51%	\$451,188.00	\$222,742.00	\$ 300,000.00	\$451,188.00	89.10%	\$ 250,000.00	\$27,258.00	138	71
MASTERCRAFT	-81%	\$386,802.00	\$74,953.00	\$ 225,000.00	\$386,802.00	49.97%	\$ 150,000.00	\$75,047.00	155	28
NEWSTAR JEWELERS 2 LOC	-37%	\$297,908.00	\$188,658.00	\$ 250,000.00	\$297,908.00	75.46%	\$ 250,000.00	\$61,342.00	65	53
ORRS	-28%	\$477,785.00	\$344,508.00	\$ 450,000.00	\$477,785.00	68.90%	\$ 500,000.00	\$155,492.00	157	86
PICCIONES	-44%	\$300,572.00	\$167,654.00	\$ 200,000.00	\$300,572.00	95.80%	\$ 175,000.00	\$73,346.00	74	43
RAZNY JEWELERS 2 LOC	-16%	\$369,617.00	\$310,503.00	\$ 500,000.00	\$369,617.00	62.10%	\$ 500,000.00	\$189,497.00	122	102
REISING INTERNATIONAL	-71%	\$146,031.00	\$41,804.00	\$	\$146,031.00	41.80%	\$ 100,000.00	\$38,196.00	59	14
REIS-NICHOLS, INC	-25%	\$374,735.00	\$280,548.00	\$ 350,000.00	\$374,735.00	93.52%	\$ 300,000.00	\$19,452.00	126	84
ROYAL JEWELERS	18%	\$111,965.00	\$131,924.00	\$ 150,000.00	\$111,965.00	58.63%	\$ 225,000.00	\$93,076.00	39	40
SCHWANKE KASTEN CO	5%	\$417,232.00	\$437,479.00	\$ 450,000.00	\$417,232.00	109.37%	\$ 400,000.00	-\$37,479.00	150	149
SDMONS	-43%	\$254,471.00	\$145,401.00	\$ 200,000.00	\$254,471.00	72.70%	\$ 200,000.00	\$54,599.00	92	44
TOURNEAU II 2 LOC	-42%	\$990,306.00	\$571,182.00	\$ 725,000.00	\$990,306.00	63.46%	\$ 900,000.00	\$328,818.00		
<b>TOTALS</b>	<b>-47%</b>	<b>\$9,394,880.00</b>	<b>\$4,970,712.00</b>	<b>\$6,405,000.00</b>	<b>\$9,394,880.00</b>	<b>75.31%</b>	<b>\$6,600,000.00</b>	<b>\$1,629,288.00</b>	<b>2465</b>	<b>1443</b>
<b>NEW ACCOUNTS 2009</b>										
NEW BUSINESS		\$0.00	\$0.00	\$450,000.00			\$450,000.00			
JEFFREY MANN	N/A	\$0.00	\$158,526.00	\$150,000.00	\$0.00	#DIV/0!		-\$158,526.00		56
STAFFORD			\$335,664.00	\$200,000.00						84
ALBERTS	N/A	\$0.00	\$224,700.00	\$150,000.00	\$0.00	#DIV/0!		-\$224,700.00		66
<b>TOTALS</b>	<b>N/A</b>	<b>\$0.00</b>	<b>\$718,890.00</b>	<b>\$950,000.00</b>	<b>\$0.00</b>	<b>159.75%</b>	<b>\$450,000.00</b>	<b>-\$383,226.00</b>	<b>0</b>	<b>206</b>
<b>CLOSED 2009</b>										
GINSBERG JEWELERS	-56%	\$25,653.00	\$11,386.00	\$0.00	\$25,653.00	#DIV/0!	\$0.00	-\$11,386.00	8	5
HAMILTON	N/A	\$178,490.00	-\$16,533.00	\$	\$178,490.00	#DIV/0!	\$		70	-3
BRINKER'S	-100%	\$114,978.00	\$278.00	\$	\$114,978.00	#DIV/0!	\$	-\$278.00	40	0
MANN JEWELERS	-100%	\$21,150.00	\$0.00	\$0.00	\$21,150.00	#DIV/0!	\$0.00	\$0.00	5	1
M.S. ARONSTAM	-114%	-\$13,654.00	-\$1,940.00	\$0.00	-\$13,654.00	#DIV/0!	\$0.00	-\$1,940.00	-11	1
TRABERT & HOFFER	-100%	\$9,483.00	\$0.00	\$0.00	\$9,483.00	#DIV/0!	\$0.00	\$0.00	4	
SYDEL & SYDEL	-83%	\$105,171.00	\$17,850.00	\$	\$105,171.00	#DIV/0!	\$	-\$17,850.00	41	6
<b>TOTALS</b>	<b>-97%</b>	<b>\$441,271.00</b>	<b>\$14,921.00</b>	<b>\$0.00</b>	<b>\$441,271.00</b>	<b>#DIV/0!</b>	<b>\$0.00</b>	<b>-\$11,386.00</b>	<b>157</b>	<b>9</b>
<b>GRAND TOTALS</b>	<b>-42%</b>	<b>\$9,836,151.00</b>	<b>\$5,704,523.00</b>	<b>\$7,355,000.00</b>	<b>\$9,836,151.00</b>	<b>80.92%</b>	<b>\$7,050,000.00</b>	<b>\$1,345,477.00</b>	<b>2622</b>	<b>1649</b>

DOORS 43  
STORES 25

BREITLINGUSA SCENTRAL SALES AS OF DECEMBER 31, 2009

ACCOUNT NAME	2009 VS 2008	12/31/2008	12/31/2009	2008 TOTAL	% OF BDGT	PROJECTED	SALES TO GO	UNITS 08	UNITS 09
ALBRITON'S (JACKSON, MO)	-59%	\$448,647.00	\$183,258.00	\$448,647.00	73.30%	\$ 250,000.00	\$66,742.00	166	66
BACHENDORF (3)	-69%	\$1,304,730.00	\$400,448.00	\$1,304,730.00	66.74%	\$ 600,000.00	\$199,552.00	418	121
BC CLARK	-46%	\$147,143.00	\$78,862.00	\$147,143.00	60.66%	\$ 130,000.00	\$51,138.00	57	20
CASH	27%	\$30,482.00	\$38,647.00	\$30,482.00	#DIV/0!	\$ -	-\$38,647.00	12	14
DONOHOS	-12%	\$531,352.00	\$467,833.00	\$531,352.00	110.08%	\$ 425,000.00	-\$42,833.00	108	88
DUNCAN & BOYD	-65%	\$82,584.00	\$28,702.00	\$82,584.00	38.27%	\$ 75,000.00	\$46,298.00	30	10
FINKS (4) 32%	-60%	\$637,655.00	\$252,139.00	\$637,655.00	56.03%	\$ 450,000.00	\$197,861.00	224	121
HALTOM'S (3)	-60%	\$914,166.00	\$367,868.00	\$914,166.00	73.57%	\$ 500,000.00	\$132,132.00	322	135
LACY & CO	-51%	\$141,232.00	\$68,608.00	\$141,232.00	54.89%	\$ 125,000.00	\$56,392.00	48	28
LEWIS	-80%	\$425,260.00	\$85,694.00	\$425,260.00	38.09%	\$ 225,000.00	\$139,306.00	112	47
MATTI (2) 70%	-66%	\$447,702.00	\$154,350.00	\$447,702.00	51.45%	\$ 300,000.00	\$145,650.00	147	73
MEIEROTTO	62%	\$431,031.00	\$698,004.00	\$431,031.00	93.07%	\$ 750,000.00	\$51,996.00	141	176
MODERN TIME	-24%	\$109,799.00	\$83,990.00	\$109,799.00	83.99%	\$ 100,000.00	\$16,010.00	45	25
MOODY'S (3)	4%	\$390,994.00	\$406,535.00	\$390,994.00	73.92%	\$ 550,000.00	\$143,465.00	159	70
MORETTIS	-46%	\$155,445.00	\$84,180.00	\$155,445.00	56.12%	\$ 150,000.00	\$65,820.00	59	29
PRECIOUS GEM	-57%	\$97,729.00	\$41,861.00	\$97,729.00	41.86%	\$ 100,000.00	\$58,139.00	33	20
R D EISEMAN	14%	\$166,193.00	\$189,585.00	\$166,193.00	126.39%	\$ 150,000.00	-\$39,585.00	83	70
REEDS VA	-58%	\$79,985.00	\$33,932.00	\$79,985.00	67.86%	\$ 50,000.00	\$16,068.00	31	11
REMONT CORP (2)	-66%	\$267,219.00	\$89,527.00	\$267,219.00	44.76%	\$ 200,000.00	\$110,473.00	74	35
ROBERSON'S	77%	\$68,075.00	\$120,273.00	\$68,075.00	96.22%	\$ 125,000.00	\$4,727.00	24	45
ROMANCE DIAMOND	-8%	\$102,171.00	\$94,284.00	\$102,171.00	62.86%	\$ 150,000.00	\$55,716.00	27	29
RUSSELL KORMAN	-28%	\$406,410.00	\$291,915.00	\$406,410.00	88.46%	\$ 350,000.00	\$38,085.00	123	119
SAM MAJORS	23%	\$63,395.00	\$78,107.00	\$63,395.00	78.11%	\$100,000.00	\$21,893.00	25	26
TOURNEAU (2)	-37%	\$841,130.00	\$530,027.00	\$841,130.00	123.26%	\$ 430,000.00	-\$100,027.00		
ZADOKS	-20%	\$673,851.00	\$541,945.00	\$673,851.00	120.43%	\$ 450,000.00	-\$91,945.00	184	118
<b>TOTAL</b>	<b>-40%</b>	<b>\$8,964,380.00</b>	<b>\$5,410,574.00</b>	<b>\$8,964,380.00</b>	<b>80.57%</b>	<b>\$6,715,000.00</b>	<b>\$1,304,426.00</b>	<b>2,652</b>	<b>1,496</b>
<b>NEW ACCOUNTS</b>									
MARKHAM FINE JEWELERS	N/A	\$0.00	\$429,149.00	\$0.00		\$500,000.00	\$70,851.00	0	120
MATHEWS JEWELERS		\$0.00	\$184,401.00	\$0.00		\$200,000.00	\$29,000.00	0	58
SHANNON JEWELRY		\$0.00	\$273,748.00	\$0.00		\$200,000.00	\$0.00	0	81
BOOZERS PREMIER DIAMONDS New business		\$0.00	\$180,607.00	\$0.00		\$200,000.00	\$39,000.00	0	52
<b>TOTAL</b>	<b>N/A</b>	<b>\$0.00</b>	<b>\$1,067,905.00</b>	<b>\$0.00</b>	<b>82.15%</b>	<b>\$1,300,000.00</b>	<b>\$99,851.00</b>	<b>0</b>	<b>311</b>
<b>CLOSED 2009</b>									
HANNOLUSH	N/A	\$78,704.00	-\$17,556.00	\$78,704.00		\$0.00			
LEE MICHAELS		-\$178,255.00	\$182.00	-\$178,255.00					
BAILEY, BANKS & BIDDLE 6 LOC	-99%	\$2,366,075.00	\$26,657.00	\$2,366,075.00	#DIV/0!	\$ -	-\$26,657.00	0	0
<b>TOTAL</b>	<b>-100%</b>	<b>\$2,266,524.00</b>	<b>\$9,283.00</b>	<b>\$2,266,524.00</b>	<b>0.00%</b>	<b>\$0.00</b>	<b>-\$9,283.00</b>	<b>0</b>	<b>0</b>
<b>GRAND TOTAL</b>	<b>-42%</b>	<b>\$11,230,904.00</b>	<b>\$6,487,762.00</b>	<b>\$11,230,904.00</b>	<b>80.95%</b>	<b>\$8,015,000.00</b>	<b>\$1,527,238.00</b>	<b>2,652</b>	<b>1,807</b>

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DOORS 47  
STORES 24

BREITLING USA WEST 1 SALES REPORT AS OF DECEMBER 31, 2009

ACCOUNT NAME	2009 VS 2008	12/31/2008	12/31/2009	2010 PROJ	2008 TOTAL	% OF BDGT	PROJECTED	SALES TO GO	UNITS 08	UNITS 09
AMERICAN JEWELRY CO.	13%	\$49,730.00	\$56,139.00	\$75,000.00	\$49,730.00	74.85%	\$75,000.00	\$18,861.00	16	23
BARRY PETERSON	-62%	\$71,373.00	\$26,898.00	\$0.00	\$71,373.00	107.59%	\$25,000.00	-\$1,898.00	29	10
BENBRIDGE 2 doors	-7%	\$252,328.00	\$235,501.00	\$400,000.00	\$252,328.00	471.00%	\$50,000.00	-\$185,501.00	74	85
BRYANT & SONS	-72%	\$225,295.00	\$63,760.00	\$100,000.00	\$225,295.00	85.01%	\$75,000.00	\$11,240.00	69	19
CASH/PERSONAL	-65%	\$79,820.00	\$28,041.00	\$0.00	\$79,820.00	#DIV/0!	\$0.00	-\$28,041.00		
CLASSIC DESIGNS	-97%	\$599,851.00	\$15,260.00	\$200,000.00	\$599,851.00	#DIV/0!	\$0.00	-\$15,260.00	228	46
DARVA JEWELERS	-91%	\$158,774.00	\$13,971.00	\$0.00	\$158,774.00	27.94%	\$50,000.00	\$36,029.00	48	5
GOLDSMITH	-4%	\$227,256.00	\$217,486.00	\$175,000.00	\$227,256.00	144.99%	\$150,000.00	-\$67,486.00	0	77
HING WA LEE 3 doors	-73%	\$1,673,238.00	\$447,914.00	\$700,000.00	\$1,673,238.00	74.65%	\$600,000.00	\$152,086.00	565	164
HOROLOGIO	-52%	\$1,321,989.00	\$638,205.00	\$800,000.00	\$1,321,989.00	98.19%	\$650,000.00	\$11,795.00	376	215
HOURS MINUTES SECONDS	-45%	\$457,830.00	\$253,036.00	\$200,000.00	\$457,830.00	253.04%	\$100,000.00	-\$153,036.00	125	73
HYDE PARK - LV % OF SELL OUT	-57%	\$441,442.00	\$188,115.00	\$250,000.00	\$441,442.00	75.25%	\$250,000.00	\$61,885.00		
JBROOKS 2 doors	-70%	\$899,245.00	\$271,038.00	\$400,000.00	\$899,245.00	90.35%	\$300,000.00	\$28,962.00	278	91
K. NORRIS JEWELERS	-67%	\$438,720.00	\$146,745.00	\$200,000.00	\$438,720.00	195.66%	\$75,000.00	-\$71,745.00	132	35
LEOR 5 doors	-42%	\$1,974,094.00	\$1,151,236.00	\$1,200,000.00	\$1,974,094.00	115.12%	\$1,000,000.00	-\$151,236.00	440	250
MILANO	-65%	\$305,415.00	\$106,727.00	\$250,000.00	\$305,415.00	106.73%	\$100,000.00	-\$6,727.00	79	34
MIRAGE/ALL STORES 3 doors	12%	\$584,431.00	\$653,579.00	\$800,000.00	\$584,431.00	118.83%	\$550,000.00	-\$103,579.00	232	167
MORGAN'S JEWELERS 2 doors	-20%	\$309,271.00	\$247,969.00	\$250,000.00	\$309,271.00	110.21%	\$225,000.00	-\$22,969.00	100	76
POLACHECK JEWELERS	-47%	\$727,668.00	\$386,862.00	\$450,000.00	\$727,668.00	96.72%	\$400,000.00	\$13,138.00	211	124
SCHILBER'S JEWELRY CASTLE	-79%	\$59,123.00	\$12,181.00	\$50,000.00	\$59,123.00	24.36%	\$50,000.00	\$37,819.00	23	2
SIMMONS	-35%	\$165,622.00	\$110,959.00	\$150,000.00	\$165,622.00	147.95%	\$75,000.00	-\$35,959.00	49	27
T-BIRD JEWELERS	-60%	\$130,456.00	\$51,871.00	\$100,000.00	\$130,456.00	148.20%	\$35,000.00	-\$16,871.00	46	20
THEONIGS	-47%	\$91,422.00	\$48,803.00	\$75,000.00	\$91,422.00	97.61%	\$50,000.00	\$1,197.00	32	14
TOURNEAU - 4 doors	-40%	\$4,250,711.00	\$2,552,861.00	\$3,000,000.00	\$4,250,711.00	102.11%	\$2,500,000.00	-\$52,861.00	49	36
TOWNE JEWELERS	-27%	\$154,518.00	\$112,153.00	\$125,000.00	\$154,518.00	56.08%	\$200,000.00	\$87,847.00	212	95
TRADITIONAL JEWELERS	-34%	\$490,261.00	\$321,858.00	\$400,000.00	\$490,261.00	64.37%	\$500,000.00	\$178,142.00	375	297
WESTIME 2 doors	-29%	\$1,258,383.00	\$890,888.00	\$1,000,000.00	\$1,258,383.00	118.79%	\$750,000.00	-\$140,888.00	59	68
WYNN	-423%	-\$66,031.00	\$213,088.00	\$250,000.00	-\$66,031.00	85.24%	\$250,000.00	\$36,912.00		
<b>TOTAL</b>	<b>-45%</b>	<b>\$17,332,235.00</b>	<b>\$9,463,144.00</b>	<b>\$11,600,000.00</b>	<b>\$17,332,235.00</b>	<b>104.16%</b>	<b>\$9,085,000.00</b>	<b>-\$378,144.00</b>	<b>3,847</b>	<b>2,053</b>
<b>NEW ACCOUNTS</b>										
C&S JEWELERS	N/A	\$0.00	\$146,789.00	\$175,000.00	\$0.00	83.88%	\$175,000.00	\$28,211.00	0	47
GOLDEN NUGGET	N/A	\$0.00	\$229,243.00	\$150,000.00	\$0.00	114.62%	\$200,000.00	-\$29,243.00	0	77
HIGHGLOW	N/A	\$0.00	\$256,403.00	\$200,000.00	\$0.00	111.48%	\$230,000.00	-\$26,403.00	0	73
JEWEL SHOP	N/A	\$0.00	\$312,899.00	\$250,000.00	\$0.00	125.16%	\$250,000.00	-\$62,899.00	0	103
NQ JEWELLERS	N/A	\$0.00	\$346,150.00	\$175,000.00	\$0.00	106.51%	\$325,000.00	-\$21,150.00	0	87
NEW ACCOUNTS 2010										
RADIANCE	N/A	\$0.00	\$267,530.00	\$250,000.00	\$0.00	152.87%	\$175,000.00	-\$92,530.00	0	45
<b>TOTALS</b>	<b>N/A</b>	<b>\$0.00</b>	<b>\$1,559,014.00</b>	<b>\$1,650,000.00</b>	<b>\$0.00</b>	<b>257.69%</b>	<b>\$605,000.00</b>	<b>\$0.00</b>	<b>0</b>	<b>197</b>
<b>CLOSED 2009</b>										
BAILEY BANKS 1 DOOR	-99%	\$603,560.00	\$8,932.00	\$0.00	\$603,560.00	#DIV/0!	\$0.00	-\$8,932.00	0	0
<b>TOTALS</b>	<b>-99%</b>	<b>\$603,560.00</b>	<b>\$8,932.00</b>	<b>\$0.00</b>	<b>\$603,560.00</b>	<b>104.16%</b>	<b>\$9,085,000.00</b>	<b>\$9,076,068.00</b>	<b>0</b>	<b>0</b>
<b>GRAND TOTAL</b>	<b>-38%</b>	<b>\$17,935,795.00</b>	<b>\$11,031,090.00</b>	<b>\$13,250,000.00</b>	<b>\$17,935,795.00</b>	<b>113.84%</b>	<b>\$9,690,000.00</b>	<b>-\$1,341,090.00</b>	<b>3,847</b>	<b>2,250</b>

0000263

DOORS: 44  
STORES: 33

BREITLING USA WEST 2 SALES REPORT AS OF DECEMBER 31, 2009

ACCOUNT NAME	2009 VS 2008	12/31/2008	12/31/2009	2010 PROJ	2008 TOTAL	% OF BDGT	PROJECTED	SALES TO GO	YTD UNITS 08	YTD UNITS 09
ALVIN GOLDFARB JEWELER - 2 doors	-73%	\$1,021,455.00	\$279,260.00	\$350,000.00	\$1,021,455.00	69.82%	\$400,000.00	\$1,200,740.00	337	91
BETTERIDGE VAIL	-55%	\$141,055.00	\$63,729.00	\$100,000.00	\$141,055.00	84.97%	\$75,000.00	\$11,271.00	49	25
BRECKENRIDGE	84%	\$105,729.00	\$194,977.00	\$250,000.00	\$105,729.00	77.99%	\$250,000.00	\$55,023.00	35	54
CARIBBEAN GEMS	-58%	\$624,757.00	\$260,881.00	\$300,000.00	\$624,757.00	104.35%	\$250,000.00	-\$10,881.00	115	60
CARL GREVE 2 doors	0%	\$463,914.00	\$463,914.00	\$325,000.00	\$463,914.00	143.33%	\$325,000.00	-\$1,40,781.00	154	148
CARONEL 2 doors	52%	\$322,505.00	\$491,022.00	\$525,000.00	\$322,505.00	109.12%	\$450,000.00	-\$41,022.00	143	216
CASHMILITARY NEW	-25%	\$62,054.00	\$46,549.00	\$0.00	\$62,054.00	23.27%	\$200,000.00	\$153,451.00	30	25
CHATEL	-49%	\$178,430.00	\$91,824.00	\$125,000.00	\$178,430.00	73.46%	\$125,000.00	\$33,176.00	54	26
CJ CHARLES	-46%	\$331,744.00	\$188,317.00	\$225,000.00	\$331,744.00	85.60%	\$220,000.00	\$31,683.00	93	37
DACOLE	-58%	\$313,742.00	\$130,468.00	\$175,000.00	\$313,742.00	57.99%	\$225,000.00	\$94,532.00	113	51
DAVIDS	-92%	\$41,932.00	\$3,303.00	\$50,000.00	\$41,932.00	6.61%	\$50,000.00	\$46,697.00	15	1
DAVIDSON & LICHT	-89%	\$306,079.00	\$33,388.00	\$250,000.00	\$306,079.00	13.36%	\$250,000.00	\$216,612.00	99	13
DANEM 2 doors	-41%	\$835,058.00	\$491,113.00	\$500,000.00	\$835,058.00	98.22%	\$500,000.00	\$8,887.00	303	110
GLEIM JEWELERS	-61%	\$281,210.00	\$109,417.00	\$175,000.00	\$281,210.00	109.42%	\$100,000.00	-\$9,417.00	94	35
GOLDEN TIME JEWELERS	-43%	\$99,015.00	\$56,282.00	\$80,000.00	\$99,015.00	70.35%	\$80,000.00	\$23,718.00	35	13
HAMRA	-55%	\$427,460.00	\$190,411.00	\$275,000.00	\$427,460.00	69.24%	\$275,000.00	\$84,589.00	120	49
HARLAND	-59%	\$490,961.00	\$200,506.00	\$200,000.00	\$490,961.00	100.25%	\$200,000.00	-\$506.00	155	61
HELLER	-4%	\$151,828.00	\$146,234.00	\$130,000.00	\$151,828.00	112.49%	\$130,000.00	-\$16,234.00	46	43
HOCHFIELD	-86%	\$135,854.00	\$18,616.00	\$75,000.00	\$135,854.00	37.23%	\$50,000.00	\$31,384.00	58	5
HURDES	-12%	\$74,795.00	\$66,043.00	\$85,000.00	\$74,795.00	77.70%	\$85,000.00	\$18,957.00	31	20
HYDE PARK (2) % OF SELL-OUT	-24%	\$461,177.00	\$349,356.00	\$400,000.00	\$461,177.00	87.34%	\$400,000.00	\$50,644.00	249	169
JEWEL GALLERY	-20%	\$826,167.00	\$659,400.00	\$800,000.00	\$826,167.00	119.89%	\$550,000.00	-\$109,400.00	148	195
JEWELRY DESIGN CENTER	-34%	\$107,730.00	\$70,700.00	\$100,000.00	\$107,730.00	108.77%	\$65,000.00	-\$5,700.00	37	16
JULIANNA'S FINE JEWELRY	-75%	\$174,568.00	\$43,306.00	\$110,000.00	\$174,568.00	39.37%	\$110,000.00	\$66,694.00	54	16
LOGHMAN DEL MAR	-77%	\$251,561.00	\$59,066.00	\$75,000.00	\$251,561.00	#DIV/0!	\$0.00	-\$59,066.00	56	14
OC TANNER 2 doors	10%	\$331,885.00	\$364,305.00	\$450,000.00	\$331,885.00	80.96%	\$450,000.00	\$85,605.00	99	128
OC TANNER CORP	-33%	\$38,267.00	\$25,704.00	\$50,000.00	\$38,267.00	51.41%	\$50,000.00	\$24,296.00	27	18
PRINCESS SKAGWAY	-38%	\$261,071.00	\$161,968.00	\$175,000.00	\$261,071.00	0.00%	\$200,000.00	\$38,032.00	66	40
PRINCESS WORLD	-56%	\$285,071.00	\$125,765.00	\$150,000.00	\$285,071.00	83.84%	\$150,000.00	\$24,235.00	70	38
ROYAL MAUI 3 doors	-24%	\$584,304.00	\$445,144.00	\$575,000.00	\$584,304.00	77.42%	\$575,000.00	\$129,856.00	182	160
SHEFFIELDS	-60%	\$211,832.00	\$85,774.00	\$90,000.00	\$211,832.00	0.00%	\$80,000.00	-\$5,774.00	68	28
TOURNEAU 4 doors	-33%	\$2,061,519.00	\$1,373,082.00	\$1,700,000.00	\$2,061,519.00	137.31%	\$1,000,000.00	-\$373,082.00	3135	1905
<b>TOTAL</b>	<b>-39%</b>	<b>\$12,024,729.00</b>	<b>\$7,291,691.00</b>	<b>\$8,870,000.00</b>	<b>\$12,024,729.00</b>	<b>92.65%</b>	<b>\$7,870,000.00</b>	<b>\$578,309.00</b>	<b>3135</b>	<b>1905</b>
NEW ACCOUNTS 2009										
SIMPLY SEDONA/MATI 30%	N/A	\$0.00	\$77,175.00	\$100,000.00	\$0.00		\$100,000.00	\$22,825.00	0	24
NEW ACCOUNTS 2010										
SPITZ	N/A	\$0.00	\$182,377.00	\$200,000.00	\$0.00		\$200,000.00	\$17,422.00	0	52
TRICE	N/A	\$0.00	\$100,477.00	\$100,000.00	\$0.00		\$100,000.00	-\$477.00	0	30
<b>TOTAL</b>	N/A	<b>\$0.00</b>	<b>\$360,229.00</b>	<b>\$550,000.00</b>	<b>\$0.00</b>	<b>0.00%</b>		<b>#VALUE!</b>	<b>0</b>	<b>24</b>
CLOSED 2009										
LOGHMAN LA JOLLA	-100%	\$23,461.00	\$0.00	\$0.00	\$23,461.00	0.00%	\$0.00	\$0.00		
BAILEY BANKS & BIDDLE 3 LOC	-98%	\$450,535.00	\$8,624.00	\$0.00	\$450,535.00	#DIV/0!	\$0.00	-\$8,624.00		
CHRISTOPHER JAMES	-100%	\$90,859.00	\$0.00	\$0.00	\$90,859.00	#DIV/0!	\$0.00	\$0.00	39	
KEBBY G. & CO	-59%	\$160,686.00	\$65,416.00	\$0.00	\$160,686.00	48.46%	\$135,000.00	\$69,584.00	64	25
<b>TOTAL</b>	<b>0%</b>	<b>\$725,541.00</b>	<b>\$74,040.00</b>	<b>\$0.00</b>	<b>\$725,541.00</b>	<b>0.00%</b>	<b>\$135,000.00</b>	<b>\$60,960.00</b>	<b>103</b>	<b>25</b>
<b>GRAND TOTALS</b>	<b>-39%</b>	<b>\$12,750,270.00</b>	<b>\$7,725,960.00</b>	<b>\$9,420,000.00</b>	<b>\$12,750,270.00</b>	<b>96.51%</b>	<b>\$8,005,000.00</b>	<b>\$279,040.00</b>	<b>3238</b>	<b>1954</b>

0000264

DOORS 35  
STORES 24

BREITLING SALES REPORT NE 1 DECEMBER 31ST, 2010

	2010 UNITS	2009 UNITS	2010 VS 2009	12/31/2009	12/31/2010	2009 TOTAL	% OF BDGT	2010 PROJ	SALES TO GO
ALICIA'S GOLDEN DREAM	185	128	29%	\$464,310.00	\$601,233.00	\$464,310.00	100.21%	\$600,000.00	-\$1,233.00
AR MORRIS	87	48	81%	\$144,026.00	\$259,973.00	\$107,386.00	129.99%	\$200,000.00	-\$59,973.00
B AND A JEWELERS	54	46	14%	\$155,812.00	\$177,542.00	\$155,812.00	101.45%	\$175,000.00	-\$2,542.00
BOCCARDO JEWELERS	57	58	-13%	\$203,873.00	\$176,742.00	\$203,873.00	78.55%	\$225,000.00	\$48,258.00
CARAT N' KARAT	21	66	-10%	\$243,645.00	\$219,331.00	\$243,645.00	109.67%	\$200,000.00	-\$19,331.00
CASH	56	42	-10%	\$137,697.00	\$123,893.00	\$137,697.00	70.80%	\$175,000.00	-\$51,107.00
FREEDMAN JEWELERS	26	28	15%	\$70,426.00	\$81,151.00	\$70,426.00	81.15%	\$100,000.00	\$18,849.00
GOVBERGS (2 Doors)	509	477	5%	\$1,652,486.00	\$1,740,928.00	\$1,652,486.00	145.08%	\$1,200,000.00	-\$540,928.00
HAMILTON, NJ - (1 Door) 60%	63	75	14%	\$162,856.00	\$185,951.00	\$145,407.00	106.26%	\$175,000.00	-\$10,951.00
HENRY WILSON (2 Doors)	22	38	-43%	\$113,842.00	\$65,211.00	\$113,842.00	43.47%	\$150,000.00	\$84,789.00
JAY ROBERTS	169	69	102%	\$244,130.00	\$492,899.00	\$244,130.00	140.83%	\$350,000.00	-\$142,899.00
KENJO (2 Doors)	268	296	1%	\$904,370.00	\$913,046.00	\$904,370.00	83.00%	\$1,100,000.00	\$186,954.00
BENARI (2 Doors)	112	79	37%	\$242,530.00	\$331,429.00	\$242,530.00	82.86%	\$400,000.00	\$68,571.00
LONDON JEWELERS (2 doors)	267	167	63%	\$404,520.00	\$659,966.00	\$404,520.00	146.66%	\$450,000.00	-\$209,966.00
LORILIL	17	17	12%	\$46,246.00	\$51,995.00	\$46,246.00	69.33%	\$75,000.00	\$23,005.00
L. SIMPSON & CO.	378	201	77%	\$636,608.00	\$1,125,666.00	\$636,608.00	150.09%	\$750,000.00	-\$375,666.00
MANN'S JEWELERS	25	13	93%	\$39,547.00	\$76,337.00	\$39,547.00	101.78%	\$75,000.00	-\$1,337.00
MAYFAIR JEWELERS, INC.	46	46	11%	\$141,491.00	\$157,286.00	\$141,191.00	104.86%	\$150,000.00	-\$7,286.00
MOONLITE INT. INC.	166	98	80%	\$315,182.00	\$567,415.00	\$315,182.00	141.85%	\$400,000.00	-\$167,415.00
NORTHEASTERN - (1 Door) 50%	48	44	8%	\$138,676.00	\$150,285.00	\$138,676.00	85.88%	\$175,000.00	\$24,715.00
RON GORDON	7	1	505%	\$2,742.00	\$16,596.00	\$2,742.00	#DIV/0!	\$0.00	-\$16,596.00
SCHERER'S JEWELERS	39	34	5%	\$98,441.00	\$103,733.00	\$98,441.00	82.99%	\$125,000.00	\$21,267.00
THROGGS NECK	79	-33	-314%	-\$122,852.00	\$263,134.00	-\$122,852.00	#DIV/0!	\$0.00	-\$263,134.00
TOURNEAU (7 Doors)	211	150	34%	\$3,424,599.00	\$4,578,390.00	\$4,135,460.00	101.74%	\$4,500,000.00	-\$78,390.00
WEMPE	2912	2188	39%	\$10,326,649.00	\$14,354,357.00	\$10,983,391.00	114.83%	\$12,500,000.00	-\$1,854,357.00
<b>NEW DOORS</b>									
NEW BUSINESS									
SERAGO ROBERTS	79	0	N/A	\$0.00	\$274,354.00	\$0.00	54.87%	\$500,000.00	\$225,646.00
<b>CLOSED 2010</b>									
BERNIE ROBBINS (2 Doors)	5	44	-89%	\$133,457.00	\$14,871.00	\$133,457.00	#DIV/0!	\$0.00	-\$14,871.00
<b>TOTAL</b>	<b>5</b>	<b>44</b>	<b>-89%</b>	<b>\$133,457.00</b>	<b>\$14,871.00</b>	<b>\$133,457.00</b>	<b>#DIV/0!</b>	<b>\$0.00</b>	<b>-\$14,871.00</b>
<b>GRAND TOTALS</b>	<b>2996</b>	<b>2232</b>	<b>40%</b>	<b>\$10,460,106.00</b>	<b>\$14,643,582.00</b>	<b>\$11,116,848.00</b>	<b>112.64%</b>	<b>\$13,000,000.00</b>	<b>-\$1,643,582.00</b>

2010 BUDGET \$13,000,000.00

0000265

New 2010 Budget	\$14,643,582.00	\$11,116,848.00	88.75%	\$16,500,000.00	\$1,856,418.00
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DOORS 42  
STORES 28

BREITLING USA NORTHEAST 2 SALES REPORT AS OF DECEMBER 31, 2010

ACCOUNT NAME	UNITS 2010	UNITS 2009	2010 VS 2009	12/31/2009	12/31/2010	2009 TOTAL	% OF BDGT	PROJ 2010	SALES TO GO
BARMAKIAN- FRAMINGHAM	81	104	-28%	\$347,996.00	\$251,843.00	\$347,996.00	83.95%	\$300,000.00	\$48,157.00
BARMAKIAN- NASHUA	81	102	-1%	\$289,703.00	\$286,565.00	\$289,703.00	104.21%	\$275,000.00	-\$11,565.00
BETTERIDGE JEWELERS	79	45	79%	\$140,693.00	\$251,538.00	\$140,693.00	125.77%	\$200,000.00	-\$51,538.00
CASH ACCOUNTS	39	23	82%	\$53,203.00	\$97,082.00	\$53,203.00	#DIV/0!	\$0.00	-\$97,082.00
COOPER	43	46	22%	\$131,867.00	\$161,441.00	\$131,867.00	107.63%	\$150,000.00	-\$11,441.00
EB HORN	91	74	18%	\$218,199.00	\$256,759.00	\$218,199.00	102.70%	\$250,000.00	-\$6,759.00
FASSEAS JEWELERS	70	65	12%	\$212,193.00	\$238,001.00	\$212,193.00	95.20%	\$250,000.00	\$11,999.00
FORDS	73	87	0%	\$248,999.00	\$249,153.00	\$248,999.00	90.60%	\$275,000.00	\$25,847.00
GARY MICHAELS	78	66	23%	\$196,516.00	\$242,648.00	\$196,516.00	121.32%	\$200,000.00	-\$42,648.00
GRENON' S OF NEWPORT	92	55	185%	\$107,926.00	\$307,383.00	\$107,926.00	245.91%	\$125,000.00	-\$182,383.00
HARTGERS DIAMONDS	61	43	26%	\$138,915.00	\$174,984.00	\$138,915.00	99.99%	\$175,000.00	\$16.00
KIKY	20	30	-15%	\$90,710.00	\$77,053.00	\$90,710.00	70.05%	\$110,000.00	\$32,947.00
LAVIANO JEWELERS	78	33	149%	\$104,142.00	\$258,814.00	\$104,142.00	172.54%	\$150,000.00	-\$108,814.00
LENOX JEWELERS	165	75	161%	\$204,568.00	\$534,831.00	\$204,568.00	213.93%	\$250,000.00	-\$284,831.00
LEONARDO - 2	148	138	21%	\$406,756.00	\$490,455.00	\$406,756.00	108.99%	\$450,000.00	-\$40,455.00
LONG'S JEWELERS - 4	225	94	307%	\$152,290.00	\$620,285.00	\$152,290.00	177.22%	\$350,000.00	-\$270,285.00
LUX BOND & GREEN	33	18	215%	\$40,017.00	\$126,080.00	\$40,017.00	100.86%	\$125,000.00	-\$1,080.00
MARTIN JEWELERS	68	84	-20%	\$279,250.00	\$222,346.00	\$279,250.00	138.97%	\$160,000.00	-\$62,346.00
NORTHEASTERN 50%	34	31	8%	\$97,073.00	\$105,200.00	\$138,676.00	60.11%	\$175,000.00	\$69,800.00
OROLOGIO SHORT HILLS	114	68	82%	\$184,201.00	\$336,143.00	\$184,201.00	149.40%	\$225,000.00	-\$111,143.00
PERRYWINKLES 2 LOC	31	38	-9%	\$105,578.00	\$96,426.00	\$105,578.00	64.28%	\$150,000.00	\$53,574.00
R&M WOODROW JEWELERS	41	42	-6%	\$125,600.00	\$118,654.00	\$125,600.00	79.10%	\$150,000.00	\$31,346.00
ROSS-SIMON CT STAMFORD	30	22	53%	\$57,809.00	\$88,398.00	\$57,809.00	104.00%	\$85,000.00	-\$3,398.00
ROSS-SIMON, NJ	50	45	37%	\$126,460.00	\$173,537.00	\$126,460.00	99.16%	\$175,000.00	\$1,463.00
ROSS-SIMON, PROV	33	26	20%	\$77,258.00	\$92,768.00	\$77,258.00	92.77%	\$100,000.00	\$7,232.00
ROSS-SIMON, W HARTFORD	25	36	-25%	\$104,301.00	\$78,529.00	\$104,301.00	62.82%	\$125,000.00	\$46,471.00
SAHAGAN JEWELERS	9	15	-54%	\$52,811.00	\$24,279.00	\$52,811.00	32.37%	\$75,000.00	\$50,721.00
SHERMAN & SON'S SOMERSET	31	24	32%	\$63,076.00	\$83,210.00	\$63,076.00	83.21%	\$100,000.00	\$16,790.00
T & R JEWELERS	90	83	-16%	\$368,068.00	\$310,826.00	\$368,068.00	77.71%	\$400,000.00	\$89,174.00
TOURNEAU - 5			6%	\$1,616,271.28	\$1,718,592.29	\$1,480,334.88	92.90%	\$1,850,000.00	\$131,407.71
<b>TOTAL</b>	<b>2013</b>	<b>1612</b>	<b>27%</b>	<b>\$6,342,449.28</b>	<b>\$8,073,823.29</b>	<b>\$6,248,115.88</b>	<b>109.03%</b>	<b>\$7,405,000.00</b>	<b>-\$668,823.29</b>
<b>NEW ACCOUNTS</b>									
NEW BUSINESS			N/A	\$0.00	\$0.00	\$0.00	#DIV/0!	\$0.00	\$0.00
DIAMOND DREAMS	77		N/A	\$228,901.00	\$228,901.00	\$0.00	305.20%	\$75,000.00	-\$153,901.00
KEVIN'S FINE JEWELRY	55		N/A	\$196,242.00	\$196,242.00	\$0.00	#DIV/0!	\$0.00	-\$196,242.00
W. KODAK	165		N/A	\$543,769.00	\$543,769.00	\$0.00	725.03%	\$75,000.00	-\$468,769.00
<b>TOTAL</b>	<b>297</b>	<b>0</b>	<b>N/A</b>	<b>\$968,912.00</b>	<b>\$968,912.00</b>	<b>\$0.00</b>	<b>645.94%</b>	<b>\$150,000.00</b>	<b>-\$543,769.00</b>
<b>CLOSED 2010</b>									
ROSS-SIMON CH	0	13	+100%	\$31,076.00	\$0.00	\$31,076.00	#DIV/0!	\$0.00	\$0.00
SHERMAN & SONS FLAIGTN	-3	-4	N/A	-\$20,777.00	-\$71,620.00	-\$20,777.00	#DIV/0!	\$0.00	\$71,620.00
OROLOGIO PARAMUS	42	39	3%	\$112,378.00	\$115,701.00	\$112,378.00	92.56%	\$125,000.00	\$9,299.00
<b>TOTAL</b>	<b>39</b>	<b>48</b>	<b>-12%</b>	<b>\$122,677.00</b>	<b>\$108,539.00</b>	<b>\$122,677.00</b>	<b>86.83%</b>	<b>\$125,000.00</b>	<b>\$16,461.00</b>
<b>GRAND TOTAL</b>	<b>2349</b>	<b>1660</b>	<b>42%</b>	<b>\$6,465,126.28</b>	<b>\$9,151,274.29</b>	<b>\$6,370,792.88</b>	<b>119.16%</b>	<b>\$7,680,000.00</b>	<b>-\$1,471,274.29</b>
									\$7,680,000.00
<b>NEW GOAL 2010</b>				<b>\$9,151,274.29</b>				<b>\$</b>	<b>9,700,000.00</b>
									<b>\$548,725.71</b>

750,000

DOORS 17

STORES 8

BREITLING USA ATL SALES REPORT AS OF DECEMBER 31, 2010

ACCOUNT NAME	UNITS 2010	UNITS 2009	2010 VS 2009 \$	12/31/2009	12/31/2010	2009 TOTAL	% OF BDGT	PROJ	SALES TO GO
CASH & MISC.	33	10	280%	\$26,737.00	\$101,684.00	\$26,737.00	0.00%	\$	-\$101,684.00
CONGRESS SANIBEL	61	47	64%	\$158,786.00	\$260,177.00	\$142,982.00	208.14%	\$ 125,000.00	-\$135,177.00
J BROWN	79	43	83%	\$158,634.00	\$290,976.00	\$158,634.00	193.98%	\$ 150,000.00	-\$140,976.00
LENKERSDORFER	208	163	56%	\$501,828.00	\$785,169.00	\$501,828.00	130.86%	\$ 600,000.00	-\$185,169.00
LILJENQUIST & BECKSTEAD - ANN.	68	69	-21%	\$261,036.00	\$205,801.00	\$261,036.00	68.60%	\$ 300,000.00	\$94,199.00
LILJENQUIST & BECKSTEAD - BETH	87	44	88%	\$145,672.00	\$273,463.00	\$145,672.00	156.26%	\$ 175,000.00	-\$98,463.00
LILJENQUIST & BECKSTEAD - FO	65	68	-7%	\$244,154.00	\$227,948.00	\$244,154.00	82.89%	\$ 275,000.00	\$47,052.00
LILJENQUIST & BECKSTEAD - OC	16	9	54%	\$31,478.00	\$48,450.00	\$31,478.00	96.90%	\$ 50,000.00	\$1,550.00
LILJENQUIST & BECKSTEAD - MCL	127	105	18%	\$338,597.00	\$400,897.00	\$338,597.00	100.22%	\$ 400,000.00	-\$897.00
LITTLE SWITZERLAND KEY WEST	99	57	53%	\$205,320.00	\$315,159.00	\$205,320.00	126.06%	\$ 250,000.00	-\$65,159.00
PROVIDENT FT MYERS	52	18	113%	\$84,272.00	\$179,832.00	\$84,272.00	143.87%	\$ 125,000.00	-\$54,832.00
RADCLIFFE TOWSON	264	160	73%	\$500,880.00	\$864,850.00	\$500,880.00	144.14%	\$ 600,000.00	-\$264,850.00
RADCLIFFE PIKESVILLE	137	68	135%	\$214,681.00	\$505,166.00	\$214,681.00	168.39%	\$ 300,000.00	-\$205,166.00
SMYTH JEWELERS	165	92	110%	\$306,116.00	\$643,913.00	\$306,116.00	257.57%	\$ 250,000.00	-\$393,913.00
TOURNEAU (1)			-13%	\$522,544.50	\$453,768.67	\$477,648.07	75.63%	\$ 600,000.00	\$146,231.33
<b>TOTAL</b>	<b>1461</b>	<b>953</b>	<b>50%</b>	<b>\$3,700,735.50</b>	<b>\$5,557,253.67</b>	<b>\$3,640,035.07</b>	<b>132.32%</b>	<b>\$4,200,000.00</b>	<b>-\$1,357,253.67</b>
<b>NEW ACCOUNTS</b>									
NEW BUSINESS								\$ 150,000.00	\$150,000.00
LITTLE SWITZERLAND WESTIN	45			\$0.00	\$160,868.00				
PROVIDENT NAPLES	50				\$192,821.00				
YAMRON JEWELERS	74			\$0.00	\$275,977.00				-\$275,977.00
<b>TOTALS</b>	<b>169</b>	<b>0</b>	<b>N/A</b>	<b>\$0.00</b>	<b>\$629,666.00</b>	<b>\$0.00</b>	<b>419.78%</b>	<b>\$150,000.00</b>	<b>-\$479,666.00</b>
<b>Closed 2010</b>									
FINKS (1) DULLES (9%)	0	0	-80%	\$70,914.06	\$13,927.32	\$70,914.06	13.93%	\$ 100,000.00	\$86,072.68
G & H JEWELERS	0	1	-100%	\$2,930.00	\$0.00	\$2,930.00	#DIV/0!	\$	\$0.00
<b>TOTAL</b>	<b>0</b>	<b>1</b>	<b>-81%</b>	<b>\$73,844.06</b>	<b>13,927.32</b>	<b>73,844.06</b>	<b>13.93%</b>	<b>\$100,000.00</b>	<b>\$150,000.00</b>
<b>GRAND TOTAL</b>	<b>1,630</b>	<b>954</b>	<b>64%</b>	<b>\$3,774,579.56</b>	<b>\$6,200,846.99</b>	<b>\$3,713,879.13</b>	<b>139.34%</b>	<b>\$4,450,000.00</b>	<b>-\$1,750,846.99</b>

<b>NEW GOAL 2010</b>	<b>\$6,200,846.99</b>	<b>110.73%</b>	<b>\$5,600,000.00</b>	<b>-\$600,846.99</b>
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	UNITS 2009	UNITS 2010	2009 VS. 2010	12/31/09	12/31/10	2009 TOTAL	% OF BDGT	PROJECTED	SALES TO GO
ACKERMAN	80	65	-25%	229,496.00	171,191.00	229,496.00	68.48%	\$250,000.00	\$78,809.00
BERE	81	63	-18%	249,555.00	205,730.00	249,555.00	68.58%	\$300,000.00	\$94,270.00
BROWN AND CO 2 Loc	155	198	13%	483,893.00	546,695.00	483,893.00	95.08%	\$575,000.00	\$28,305.00
CASH	18	50	229%	48,338.00	158,899.00	48,338.00	317.80%	\$50,000.00	-\$108,899.00
GAUSE AND SON	21	4	-91%	108,243.00	9,790.00	108,243.00	9.79%	\$100,000.00	\$90,210.00
GEISS & SONS Greenville	26	24	-8%	88,897.00	63,751.00	88,897.00	63.76%	\$100,000.00	\$36,245.00
GEISS & SONS HiltonHead	10	11	35%	51,168.00	33,128.00	51,168.00	55.21%	\$60,000.00	\$26,872.00
H & H	86	61	-11%	211,419.00	189,180.00	211,419.00	94.59%	\$200,000.00	\$10,820.00
HAROLD FREEMAN	21	23	7%	72,669.00	67,331.00	72,669.00	67.33%	\$100,000.00	\$32,669.00
HAMILTON 44%	59	50	0%	\$145,407.00	146,105.00	145,407.00	#DIV/0!	\$400,000.00	-\$146,105.00
JR DUNN	76	116	51%	313,751.00	473,154.00	313,751.00	118.29%	\$250,000.00	-\$73,154.00
KING Miami	72	76	33%	242,586.00	322,978.00	242,586.00	129.19%	\$175,000.00	-\$72,978.00
KING Nashville	49	96	162%	126,828.00	331,811.00	126,828.00	189.61%	\$80,000.00	-\$156,811.00
Markman's	48	51	22%	\$121,920.00	148,963.00	121,920.00	186.20%	\$1,500,000.00	-\$68,963.00
MAYORS (8)	433	596	36%	1,368,224.00	1,864,957.00	1,368,224.00	124.33%	\$1,500,000.00	-\$364,957.00
MIAMI LAKES	33	45	48%	84,873.00	125,406.00	84,873.00	125.41%	\$100,000.00	-\$25,406.00
Old Northeast Jewelers 2 Loc	221	263	30%	\$758,810.00	986,974.00	758,810.00	129.87%	\$760,000.00	-\$226,974.00
PROVIDENTJ	62	73	8%	272,791.00	250,442.00	272,791.00	83.48%	\$300,000.00	\$49,558.00
RAINBOW	93	102	6%	289,657.00	305,811.00	289,657.00	94.10%	\$325,000.00	\$19,189.00
RONE REGENCY	30	74	147%	102,626.00	253,359.00	102,626.00	168.91%	\$150,000.00	-\$103,359.00
ROSS SIMON Atlanta	33	46	210%	46,560.00	144,532.00	46,560.00	144.53%	\$100,000.00	-\$44,532.00
ROSS SIMON Durham	51	45	-20%	160,974.00	128,475.00	160,974.00	73.41%	\$175,000.00	\$46,525.00
SOL TIME	157	309	121%	440,314.00	971,493.00	440,314.00	149.46%	\$650,000.00	-\$321,493.00
Starboard					32,895.00				
Steel's Jewelry	70	29	-63%	\$230,954.00	84,882.00	230,954.00	84.88%	\$100,000.00	\$15,118.00
TARA	46	50	4%	147,149.00	153,604.00	147,149.00	87.77%	\$175,000.00	\$21,396.00
TOURNEAU - 5 LOC				1,350,634.10	1,973,366.00	1,350,634.10	123.34%	\$1,600,000.00	-\$373,566.00
WM DORI	71	2	-98%	282,962.00	5,324.00	282,962.00	7.10%	\$75,000.00	\$69,676.00
WESTON JEWELLERS	92	77	-23%	330,743.00	254,558.00	330,743.00	56.57%	\$450,000.00	\$195,442.00
WINDSOR AG	25	31	49%	61,067.00	91,163.00	61,067.00	107.25%	\$85,000.00	-\$6,163.00
WINDSOR Winston Salem	68	72	9%	195,763.00	212,594.00	195,763.00	70.86%	\$300,000.00	\$87,406.00
<b>TOTAL</b>	<b>2,287</b>	<b>2,702</b>	<b>24%</b>	<b>8,618,271.10</b>	<b>10,708,545.00</b>	<b>8,618,271.10</b>	<b>112.90%</b>	<b>\$9,485,000.00</b>	<b>-\$1,223,545.00</b>
<b>NEW ACCOUNTS</b>									
NEW ACCOUNTS			N/A				0.00%	\$1,175,000.00	\$1,175,000.00
DIAMONDS DIRECT (3 loc.)		366			1,219,939.00				
LEVY'S	0	80			268,102.00				
SANDLER'S		84			249,763.00		#DIV/0!		
<b>TOTAL</b>	<b>0</b>	<b>530</b>	<b>N/A</b>	<b>\$0.00</b>	<b>1,737,804.00</b>	<b>0.00</b>	<b>147.90%</b>	<b>1,175,000.00</b>	<b>\$925,237.00</b>
<b>CLOSED 2010</b>									
FINKS (5 doors) JH 59%	180	49	-80%	464,881.00	91,301.00	464,881.00	#DIV/0!		-\$91,301.00
GEISS Spartanburg	3	0	-100%	10,525.00	0.00	10,525.00	#DIV/0!		\$0.00
MAHARAJA'S 2 Loc	10	0	-97%	35,206.00	1,154.00	35,206.00	#DIV/0!		-\$1,154.00
REEDS NC	32	0	-98%	77,845.00	1,476.00	77,845.00	#DIV/0!		-\$1,476.00
REEDS SC	10	0	-100%	24,427.00	0.00	24,427.00	#DIV/0!		\$0.00
ROSS SIMON Raleigh	39	7	-90%	105,826.00	10,157.00	105,826.00	#DIV/0!	\$0.00	\$0.00
<b>TOTAL</b>	<b>274</b>	<b>56</b>	<b>-86%</b>	<b>\$718,710.00</b>	<b>104,088.00</b>	<b>718,807.00</b>	<b>#DIV/0!</b>	<b>\$0.00</b>	<b>-\$91,301.00</b>
<b>GRAND TOTALS</b>	<b>2,561</b>	<b>3,288</b>	<b>34%</b>	<b>\$9,336,981.10</b>	<b>\$12,550,437.00</b>	<b>\$9,337,078.10</b>	<b>117.73%</b>	<b>10,660,000.00</b>	<b>-\$1,890,437.00</b>

2010 BUDGET \$ 10,660,000.00

<b>NEW GOAL 2010</b>	<b>\$12,550,437.00</b>	<b>92.97%</b>	<b>\$13,500,000.00</b>
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DOORS 35  
STORES 31

BREITLING USA NCEN SALES REPORT AS OF DECEMBER 31, 2010

ACCOUNT NAME	UNITS 10	UNITS 09	2010 VS 2009	12/31/2009	12/31/2010	2009 TOTAL	% OF BDGT	PROJ. 2010	SALES TO GO
ALBERTS	75	66	28%	\$224,700.00	\$287,277.00	\$224,700.00	191.52%	\$150,000.00	-\$137,277.00
BORSHEIMS	97	100	7%	\$290,161.00	\$311,881.00	\$290,161.00	77.97%	\$400,000.00	\$88,119.00
BURDEENS	188	125	40%	\$432,197.00	\$605,257.00	\$432,197.00	134.50%	\$450,000.00	-\$155,257.00
CASH	25	24	20%	\$67,064.00	\$80,210.00	\$67,064.00	8021000.00%	\$1.00	-\$80,209.00
G. ALLAN JEWELERS	33	45	-39%	\$114,691.00	\$70,031.00	\$114,691.00	40.02%	\$175,000.00	\$104,699.00
GEORGE KOUJETER & SONS	35	40	-15%	\$140,998.00	\$120,393.00	\$140,998.00	60.20%	\$200,000.00	\$79,607.00
GUMER & CO	29	17	97%	\$46,278.00	\$90,983.00	\$46,278.00	113.73%	\$80,000.00	-\$10,983.00
J.B. HUDSON JEWELERS 2 LOC	144	123	265%	\$118,947.00	\$434,682.00	\$118,947.00	124.19%	\$350,000.00	-\$84,682.00
JAMES FREE	60	37	95%	\$107,622.00	\$209,991.00	\$107,622.00	119.99%	\$175,000.00	-\$34,991.00
JOSEPH	16	9	55%	\$28,095.00	\$43,528.00	\$28,095.00	58.04%	\$75,000.00	\$31,472.00
KARAGOSIAN & SON	30	20	19%	\$64,077.00	\$76,471.00	\$64,077.00	76.47%	\$100,000.00	\$23,529.00
LAWRENCE SCHREIBMAN GEMS	27	13	125%	\$32,504.00	\$73,245.00	\$32,504.00	97.66%	\$75,000.00	\$1,755.00
LEWIS	87	100	-8%	\$326,550.00	\$299,937.00	\$326,550.00	74.98%	\$400,000.00	\$100,063.00
JEFFREY MANN	71	56	75%	\$158,526.00	\$277,323.00	\$158,526.00	184.88%	\$150,000.00	-\$127,323.00
MARSHALL PIERCE	76	71	16%	\$222,742.00	\$257,272.00	\$222,742.00	85.76%	\$300,000.00	\$42,728.00
MASTERCRAFT	95	28	295%	\$74,953.00	\$294,476.00	\$74,953.00	130.88%	\$225,000.00	-\$69,476.00
MEIEROTTO	79	176	-63%	\$698,004.00	\$256,702.00	\$698,004.00	78.99%	\$325,000.00	\$68,298.00
NEWSTAR JEWELERS 2 LOC	31	53	-39%	\$188,658.00	\$114,321.00	\$188,658.00	45.73%	\$250,000.00	\$135,679.00
ORR'S	124	86	19%	\$344,508.00	\$409,274.00	\$344,508.00	90.95%	\$450,000.00	\$40,726.00
PICCIONES	73	43	59%	\$167,654.00	\$266,056.00	\$167,654.00	133.03%	\$200,000.00	-\$66,056.00
RAZNY JEWELERS 2 LOC	192	102	149%	\$310,503.00	\$772,310.00	\$310,503.00	154.46%	\$500,000.00	-\$272,310.00
REIS-NICHOLS, INC	94	84	5%	\$280,548.00	\$294,847.00	\$280,548.00	84.24%	\$350,000.00	\$55,153.00
ROYAL	50	40	58%	\$131,924.00	\$208,227.00	\$131,924.00	138.82%	\$150,000.00	-\$58,227.00
SCHWANKE-KASTEN	131	149	-5%	\$437,479.00	\$414,903.00	\$437,479.00	92.20%	\$450,000.00	\$35,097.00
STAFFORD	76	84	-23%	\$335,664.00	\$256,871.00	\$335,664.00	128.44%	\$200,000.00	-\$56,871.00
TOURNEAU 2 LOC	1,938	1,691	35%	\$614,831.00	\$830,652.00	\$571,182.00	114.57%	\$725,000.00	-\$105,652.00
<b>TOTAL</b>	<b>1,938</b>	<b>1,691</b>	<b>23%</b>	<b>\$5,959,878.00</b>	<b>\$7,357,120.00</b>	<b>\$5,916,229.00</b>	<b>106.55%</b>	<b>\$6,905,001.00</b>	<b>-\$452,119.00</b>
<b>NEW ACCOUNTS</b>									
NEW BUSINESS									
GENEVA SEAL	98	0	N/A	\$0.00	\$356,308.00	\$0.00	118.77%	\$450,000.00	\$450,000.00
GREENBRIER	66	0	N/A	\$0.00	\$250,410.00	\$0.00	83.47%	\$300,000.00	-\$56,308.00
MOYER JEWELERS	106	0	N/A	\$0.00	\$378,956.00	\$0.00	126.32%	\$300,000.00	\$49,590.00
MEYERS JEWELERS	89	0	N/A	\$0.00	\$286,790.00	\$0.00	95.60%	\$300,000.00	-\$78,956.00
CASA D'ORO	95	0	N/A	\$0.00	\$387,861.00	\$0.00	129.29%	\$300,000.00	\$13,210.00
GENESIS DIAMONDS	79	0	N/A	\$306,366.00	\$0.00	\$306,366.00	102.12%	\$300,000.00	-\$87,861.00
<b>TOTALS</b>	<b>261</b>	<b>0</b>	<b>N/A</b>	<b>\$0.00</b>	<b>\$1,966,691.00</b>	<b>\$0.00</b>	<b>437.04%</b>	<b>\$450,000.00</b>	<b>\$450,000.00</b>
<b>CLOSED 2010</b>									
JOHNSON FAMILY 2 LOC	1	63	N/A	\$187,452.00	-\$88.00	\$187,452.00	-8800.00%	\$1.00	\$89.00
REISING INTERNATIONAL	1	14	-97%	\$41,804.00	\$1,304.00	\$41,804.00	130400.00%	\$1.00	-\$1,303.00
<b>TOTALS</b>	<b>2</b>	<b>77</b>	<b>N/A</b>	<b>\$187,452.00</b>	<b>-\$88.00</b>	<b>\$187,452.00</b>	<b>106.55%</b>	<b>\$0.00</b>	<b>\$88.00</b>
<b>GRAND TOTAL</b>	<b>2,201</b>	<b>1,768</b>	<b>52%</b>	<b>\$6,147,330.00</b>	<b>\$9,323,723.00</b>	<b>\$6,103,681.00</b>	<b>126.77%</b>	<b>\$7,355,001.00</b>	<b>-\$1,968,722.00</b>

BUDGET 2010 \$7,355,000.00

100.26%

\$9,323,723.00

NEW GOAL

\$9,300,000.00

-\$23,723.00

DOORS 37  
STORES 28

BREITLINGUSA SCENTRAL SALES AS OF DECEMBER 31 ST, 2010

ACCOUNT NAME	UNITS 09	UNITS 10	2010 VS 2009	12/31/09	12/31/10	2009 TOTAL	% OF BDGT	PROJECTED	SALES TO GO
ALBRITON'S (JACKSON, MO)	66	118	98%	\$ 183,258.00	\$ 363,692.00	\$ 183,258.00	145.48%	\$ 250,000.00	\$ (113,692.00)
BACHENDORF (3)	121	190	65%	\$ 400,448.00	\$ 660,810.00	\$ 400,448.00	110.14%	\$ 600,000.00	\$ (60,810.00)
BC CLARK	24	27	5%	\$ 78,862.00	\$ 82,830.00	\$ 78,862.00	63.72%	\$ 130,000.00	\$ 47,170.00
BOOZERS PREMIER DIAMONDS	55	11	-80%	\$ 180,607.00	\$ 35,449.00	\$ 180,607.00	23.63%	\$ 150,000.00	\$ 114,551.00
CASH	14	16	4%	\$ 38,647.00	\$ 40,270.00	\$ 38,647.00	161.08%	\$ 25,000.00	\$ (15,270.00)
CLARKSON	16	34	35%	\$ 71,219.00	\$ 96,304.00	\$ 71,219.00	77.04%	\$ 125,000.00	\$ 28,696.00
DONOHOS	88	103	30%	\$ 467,833.00	\$ 606,602.00	\$ 467,833.00	121.32%	\$ 500,000.00	\$ (106,602.00)
HALTOMS (3)	135	243	106%	\$ 367,868.00	\$ 757,539.00	\$ 367,868.00	151.51%	\$ 500,000.00	\$ (257,539.00)
LACY & CO.	30	35	46%	\$ 68,608.00	\$ 100,126.00	\$ 68,608.00	80.10%	\$ 125,000.00	\$ 24,874.00
LEWIS	47	57	120%	\$ 85,694.00	\$ 188,843.00	\$ 85,694.00	83.93%	\$ 225,000.00	\$ 36,157.00
MARKHAM FINE JEWELERS	120	96	-15%	\$ 429,149.00	\$ 365,989.00	\$ 429,149.00	122.00%	\$ 300,000.00	\$ (65,989.00)
MATHEWS JEWELERS	58	37	-26%	\$ 184,401.00	\$ 136,202.00	\$ 184,401.00	68.10%	\$ 200,000.00	\$ 63,798.00
MATI (2) 70%	73	71	7%	\$ 231,525.00	\$ 248,198.00	\$ 231,525.00	82.73%	\$ 300,000.00	\$ 51,802.00
MODERN TIME	25	48	82%	\$ 83,990.00	\$ 152,985.00	\$ 83,990.00	152.99%	\$ 100,000.00	\$ (52,985.00)
MOODY'S (3)	70	102	-26%	\$ 406,535.00	\$ 301,120.00	\$ 406,535.00	60.22%	\$ 500,000.00	\$ 198,880.00
MORETTIS	29	33	12%	\$ 84,180.00	\$ 94,469.00	\$ 84,180.00	62.98%	\$ 150,000.00	\$ 55,531.00
PRECIOUS GEM	20	24	39%	\$ 41,861.00	\$ 58,066.00	\$ 41,861.00	77.42%	\$ 75,000.00	\$ 16,934.00
R D EISEMAN	70	118	90%	\$ 189,585.00	\$ 359,452.00	\$ 189,585.00	179.73%	\$ 200,000.00	\$ (159,452.00)
REMONT CORP.(1)	35	35	9%	\$ 89,527.00	\$ 97,755.00	\$ 89,527.00	48.88%	\$ 200,000.00	\$ 102,245.00
ROBERSON'S	45	33	-22%	\$ 120,273.00	\$ 94,207.00	\$ 120,273.00	62.80%	\$ 150,000.00	\$ 55,793.00
ROMANCE DIAMOND	29	25	-20%	\$ 94,284.00	\$ 75,571.00	\$ 94,284.00	60.46%	\$ 125,000.00	\$ 49,429.00
RUSSELL KORMAN	119	89	-14%	\$ 291,915.00	\$ 250,033.00	\$ 291,915.00	75.77%	\$ 330,000.00	\$ 79,967.00
SAM MAJORS	26	23	-20%	\$ 78,107.00	\$ 62,663.00	\$ 78,107.00	62.66%	\$ 100,000.00	\$ 37,337.00
SHANNON JEWELRY	81	53	-39%	\$ 273,748.00	\$ 166,195.00	\$ 273,748.00	83.10%	\$ 200,000.00	\$ 33,805.00
SIMONS	44	97	81%	\$ 145,401.00	\$ 262,870.00	\$ 145,401.00	131.44%	\$ 200,000.00	\$ (62,870.00)
TOURNEAU (2)	0	0	18%	\$ 573,676.00	\$ 675,376.00	\$ 573,676.00	92.52%	\$ 730,000.00	\$ 54,624.00
ZADOKS	118	152	-2%	\$ 541,945.00	\$ 528,676.00	\$ 541,945.00	105.74%	\$ 500,000.00	\$ (28,676.00)
<b>TOTAL</b>	<b>1,558</b>	<b>1,870</b>	<b>18%</b>	<b>\$ 5,803,146.00</b>	<b>\$ 6,862,292.00</b>	<b>\$ 5,803,146.00</b>	<b>98.17%</b>	<b>\$ 6,990,000.00</b>	<b>\$ 127,708.00</b>
<b>NEW ACCOUNTS</b>									
SCHWARZSCHILD ALVERSER	0	80	N/A	\$ -	\$ 244,259.00	\$ -	#DIV/0!	\$ 200,000.00	\$ (44,259.00)
SCHWARZSCHILD SHORT PUMP	0	80	N/A	\$ -	\$ 265,002.00	\$ -	#DIV/0!	\$ -	\$ (265,002.00)
FRIEND & CO	0	82	N/A	\$ -	\$ 287,918.00	\$ -	#DIV/0!	\$ -	\$ (287,918.00)
NEW BUSINESS			N/A					\$ 350,000.00	\$ 350,000.00
<b>TOTAL</b>	<b>0</b>	<b>242</b>	<b>N/A</b>	<b>\$ -</b>	<b>\$ 797,179.00</b>	<b>\$ -</b>	<b>144.94%</b>	<b>\$ 550,000.00</b>	<b>\$ (247,179.00)</b>
<b>CLOSED 2010</b>									
REEDS VA	11	0	-100%	\$ 33,962.00	\$ -	\$ 33,962.00	#DIV/0!	\$ -	\$ 33,962.00
DUNCAN & BOYD	11	-6	N/A	\$ 28,702.00	\$ (25,254.00)	\$ 28,702.00	#DIV/0!	\$ -	\$ 25,254.00
FINKS (4) 32%	95	22	-80%	\$ 252,138.00	\$ 49,518.00	\$ 252,139.00	#DIV/0!	\$ -	\$ (49,518.00)
<b>TOTAL</b>			<b>-92%</b>	<b>\$ 314,802.00</b>	<b>\$ 24,264.00</b>	<b>\$ 314,773.00</b>	<b>0.00%</b>	<b>\$ -</b>	<b>\$ (24,264.00)</b>
<b>GRAND TOTAL</b>	<b>1,558</b>	<b>2,112</b>	<b>26%</b>	<b>\$ 6,117,948.00</b>	<b>\$ 7,683,735.00</b>	<b>\$ 6,117,919.00</b>	<b>101.91%</b>	<b>\$ 7,540,000.00</b>	<b>\$ (143,735.00)</b>

2010 Budget \$ 7,540,000.00

0000270

New Goal 2010	\$ 7,683,735.00	\$ 9,500,000.00	\$ 1,816,265.00
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BREITLING USA WEST 1 SALES REPORT AS OF DECEMBER 31, 2010										DOORS 44	
ACCOUNT NAME	UNITS 09	UNITS 10	2010 VS 2009	12/31/2009	12/31/2010	2009 TOTAL	% OF BDGT	PROJ. 2010	SALES TO GO	STORES 31	
AMERICAN JEWELRY CO.	23	28	79%	\$56,139.00	\$100,355.00	\$56,139.00	133.81%	\$75,000.00	-\$25,355.00		
BRYANT & SONS	19	64	227%	\$63,760.00	\$208,514.00	\$63,760.00	208.51%	\$100,000.00	-\$108,514.00		
C&S JEWELERS	47	30	-24%	\$146,789.00	\$112,068.00	\$146,789.00	64.04%	\$175,000.00	\$62,932.00		
CASH/PERSONAL	11	44	296%	\$28,041.00	\$111,025.00	\$28,041.00	#DIV/0!	\$0.00	-\$111,025.00		
D'ORO - GOLDEN NUGGET	77	6	-91%	\$229,243.00	\$19,605.00	\$229,243.00	13.07%	\$175,000.00	\$130,395.00		
GOLDSMITH	77	113	42%	\$217,486.00	\$309,078.00	\$217,486.00	176.62%	\$200,000.00	-\$134,078.00		
HIGHGLOW	73	84	21%	\$256,403.00	\$309,805.00	\$256,403.00	154.90%	\$200,000.00	-\$109,805.00		
HING WA LEE 2 doors	164	200	25%	\$447,914.00	\$560,239.00	\$447,914.00	80.03%	\$700,000.00	\$139,761.00		
HOROLOGIO	215	273	47%	\$638,205.00	\$937,701.00	\$638,205.00	117.21%	\$800,000.00	-\$137,701.00		
HOURS, MINUTES SECONDS	73	46	-37%	\$253,036.00	\$160,455.00	\$253,036.00	80.23%	\$200,000.00	\$39,543.00		
HYDE PARK - 1Y OF SELL OUT			N/A	\$229,840.00	\$348,708.00	\$225,048.00	139.48%	\$250,000.00	-\$98,708.00		
JIBROOKS 2 doors	91	86	31%	\$271,038.00	\$354,671.00	\$271,038.00	88.67%	\$400,000.00	\$45,329.00		
JEWEL SHOP	103	123	10%	\$312,899.00	\$342,919.00	\$312,899.00	137.17%	\$250,000.00	-\$92,919.00		
K. NORRIS JEWELERS	35	89	95%	\$146,745.00	\$285,921.00	\$146,745.00	142.96%	\$200,000.00	-\$85,921.00		
LEOR. 5 doors	250	338	6%	\$1,151,236.00	\$1,217,066.00	\$1,151,236.00	101.42%	\$1,200,000.00	-\$17,066.00		
MILANO	34	33	0%	\$106,727.00	\$106,755.00	\$106,727.00	42.70%	\$250,000.00	\$143,245.00		
MIRAGE/ALL STORES 2 doors	167	71	-62%	\$653,579.00	\$249,808.00	\$653,579.00	31.23%	\$800,000.00	\$550,192.00		
MORGAN'S JEWELERS 2 doors	76	107	39%	\$247,969.00	\$345,268.00	\$247,969.00	138.11%	\$250,000.00	-\$95,268.00		
NQ JEWELLERS	87	50	-49%	\$346,150.00	\$207,075.00	\$346,150.00	118.33%	\$175,000.00	-\$32,075.00		
POLACHEK JEWELERS 2 doors	124	88	-27%	\$386,862.00	\$284,185.00	\$386,862.00	63.15%	\$450,000.00	\$165,815.00		
RADIANCE	45	30	N/A	\$267,530.00	\$96,672.00	\$267,530.00	38.67%	\$250,000.00	\$13,530.00		
SIMMONS	27	39	13%	\$110,959.00	\$125,380.00	\$110,959.00	83.59%	\$150,000.00	\$24,620.00		
T-BIRD JEWELERS	20	49	154%	\$51,871.00	\$131,909.00	\$51,871.00	131.91%	\$100,000.00	-\$51,909.00		
THOENIGS	14	21	37%	\$48,803.00	\$66,818.00	\$48,803.00	89.09%	\$75,000.00	\$8,182.00		
TOURNEAU - 4 doors			-5%	\$2,784,825.00	\$2,648,743.00	\$2,784,825.00	88.29%	\$3,000,000.00	\$351,257.00		
TOWNE JEWELERS	36	21	-56%	\$112,133.00	\$49,448.00	\$112,133.00	39.56%	\$125,000.00	\$75,552.00		
TRADITIONAL JEWELERS	95	132	46%	\$321,838.00	\$468,637.00	\$321,838.00	117.16%	\$400,000.00	-\$68,637.00		
WESTIME 2 doors	297	392	53%	\$890,888.00	\$1,359,196.00	\$890,888.00	135.92%	\$1,000,000.00	-\$359,196.00		
WYNN	68	30	-77%	\$213,088.00	\$50,063.00	\$213,088.00	20.03%	\$250,000.00	\$199,937.00		
<b>TOTAL</b>	<b>2,348</b>	<b>2,587</b>	<b>5%</b>	<b>\$10,992,056.00</b>	<b>\$11,568,087.00</b>	<b>\$10,987,244.00</b>	<b>95.21%</b>	<b>\$12,150,000.00</b>	<b>\$581,913.00</b>		
<b>NEW ACCOUNTS</b>											
ALEXANDER JEWELERS	0	91	N/A	\$0.00	\$301,357.00	\$0.00	150.68%	\$200,000.00	-\$101,357.00		
SEHATI - JEWELRY COUTURE	0	89	N/A	\$0.00	\$290,082.00	\$0.00	116.03%	\$250,000.00	-\$40,082.00		
SWISS WATCH GALLERY	0	137	N/A	\$0.00	\$486,468.00	\$0.00	194.59%	\$250,000.00	-\$236,468.00		
FELDMAR	0	83	N/A	\$0.00	\$256,452.00	\$0.00	#DIV/0!	\$0.00	-\$256,452.00		
<b>TOTALS</b>	<b>0</b>	<b>400</b>	<b>N/A</b>	<b>\$0.00</b>	<b>\$1,334,359.00</b>	<b>\$0.00</b>	<b>190.62%</b>	<b>\$700,000.00</b>	<b>-\$101,357.00</b>		
<b>CLOSED 2010</b>											
BARRY PETERSON- closed	8	-1	N/A	\$26,898.00	-\$2,850.00	\$26,898.00	#DIV/0!	\$0.00	\$2,850.00		
BENBRIDGE 2 doors - closed	85	8	-88%	\$235,501.00	\$27,195.00	\$235,501.00	13.60%	\$200,000.00	\$172,805.00		
DARVA JEWELERS- closed	5	0	N/A	\$13,971.00	-\$1,573.00	\$13,971.00	#DIV/0!	\$0.00	\$1,573.00		
SCHILBER'S JEWELRY CASTLE - closed	2	0	-99%	\$11,936.00	\$63.00	\$12,181.00	#DIV/0!	\$0.00	-\$63.00		
CLASSIC DESIGNS - closed	46	1	-77%	\$15,260.00	\$3,580.00	\$15,260.00	1.79%	\$200,000.00	\$196,420.00		
<b>TOTALS</b>	<b>146</b>	<b>8</b>	<b>-91%</b>	<b>\$303,566.00</b>	<b>\$26,415.00</b>	<b>\$303,811.00</b>	<b>6.60%</b>	<b>\$400,000.00</b>	<b>\$373,585.00</b>		
<b>GRAND TOTAL</b>	<b>2,494</b>	<b>2,995</b>	<b>14%</b>	<b>\$11,295,602.00</b>	<b>\$12,928,861.00</b>	<b>\$11,291,055.00</b>	<b>97.58%</b>	<b>\$13,250,000.00</b>	<b>\$321,139.00</b>		
				<b>NEW GOAL 2010</b>					<b>\$16,500,000.00</b>		
									<b>\$3,571,139.00</b>		

BREITLING USA WEST 2 SALES REPORT AS OF DECEMBER 31, 2010

STORES: 30

ACCOUNT NAME	UNITS 2010	UNITS 2009	2010 VS 2009	12/31/2009	12/31/2010	2009 TOTAL	% OF BDGT	2010 BUDGET	SALES TO GO
ALVIN GOLDFARB JEWELER-2 doors	125	91	35%	\$ 279,260.00	\$ 377,702.00	\$ 279,260.00	107.91%	\$ 350,000.00	\$ (27,702.00)
BETTERIDGE VAIL	35	25	74%	\$ 63,729.00	\$ 110,874.00	\$ 63,729.00	110.87%	\$ 100,000.00	\$ (10,874.00)
BRECKENRIDGE	30	54	-44%	\$ 194,977.00	\$ 108,671.00	\$ 194,977.00	43.47%	\$ 250,000.00	\$ 141,329.00
CARIBBEAN GEMS	74	60	-3%	\$ 260,881.00	\$ 254,311.00	\$ 260,881.00	84.77%	\$ 300,000.00	\$ 45,689.00
CARL GREVE	-24	148	N/A	\$ 465,781.00	\$ (62,269.00)	\$ 465,781.00	-19.16%	\$ 325,000.00	\$ 387.20
CARONEL 4 doors	249	216	35%	\$ 491,002.00	\$ 662,138.00	\$ 491,022.00	126.12%	\$ 525,000.00	\$ (137,138.00)
CASH/MILITARY/NEW	40	25	141%	\$ 46,549.00	\$ 112,175.00	\$ 46,549.00	#DIV/0!	\$ -	\$ (112,175.00)
CHATEL	40	26	66%	\$ 91,824.00	\$ 152,193.00	\$ 91,824.00	121.75%	\$ 125,000.00	\$ (27,176.00)
CJ CHARLES	35	37	-32%	\$ 188,317.00	\$ 127,706.00	\$ 188,317.00	56.76%	\$ 225,000.00	\$ 97.50
DACOLE	93	51	95%	\$ 130,468.00	\$ 254,297.00	\$ 130,468.00	145.31%	\$ 175,000.00	\$ (79,215.00)
DAVID'S	22	1	2149%	\$ 3,303.00	\$ 74,288.00	\$ 3,303.00	148.58%	\$ 50,000.00	\$ (24,288.00)
DAVIDSON & LICHT	42	13	277%	\$ 33,388.00	\$ 125,779.00	\$ 33,388.00	50.31%	\$ 250,000.00	\$ 124.40
GANEM 2 doors	227	110	61%	\$ 491,113.00	\$ 792,423.00	\$ 491,113.00	158.48%	\$ 500,000.00	\$ (292,413.00)
GLEIM JEWELERS	43	35	22%	\$ 109,417.00	\$ 133,200.00	\$ 109,417.00	76.11%	\$ 175,000.00	\$ 41,880.00
GOLDEN TIME JEWELERS	27	13	88%	\$ 56,282.00	\$ 105,846.00	\$ 56,282.00	132.31%	\$ 80,000.00	\$ (25,800.00)
HAMRA	55	49	4%	\$ 190,411.00	\$ 197,317.00	\$ 190,411.00	71.75%	\$ 275,000.00	\$ 77,600.00
HARLAND	167	61	139%	\$ 200,506.00	\$ 479,118.00	\$ 200,506.00	239.56%	\$ 200,000.00	\$ (279,100.00)
HOCHFIELD	26	5	308%	\$ 18,616.00	\$ 75,938.00	\$ 18,616.00	101.25%	\$ 75,000.00	\$ (938.00)
HURDLES	19	20	-21%	\$ 66,043.00	\$ 51,873.00	\$ 66,043.00	61.03%	\$ 85,000.00	\$ 33.00
HYDE PARK (2) % OF SELL OUT	224	172	35%	\$ 307,631.00	\$ 416,593.00	\$ 349,356.00	104.15%	\$ 400,000.00	\$ (16,500.00)
JEWEL GALLERY	307	195	76%	\$ 659,400.00	\$ 1,163,041.00	\$ 659,400.00	145.38%	\$ 800,000.00	\$ (363,000.00)
JEWELRY DESIGN CENTER	16	16	-11%	\$ 70,700.00	\$ 63,036.00	\$ 70,700.00	63.04%	\$ 100,000.00	\$ 36,800.00
JULIANNA'S FINE JEWELRY	28	16	138%	\$ 43,306.00	\$ 102,993.00	\$ 43,306.00	93.63%	\$ 110,000.00	\$ 7,000.00
LOGHMAN DEL MAR	26	14	23%	\$ 59,066.00	\$ 72,934.00	\$ 59,066.00	97.25%	\$ 75,000.00	\$ 2,000.00
OC TANNER 2 doors	67	128	-48%	\$ 364,305.00	\$ 188,448.00	\$ 364,305.00	41.88%	\$ 450,000.00	\$ 261,500.00
OC TANNER CORP	6	18	-64%	\$ 25,704.00	\$ 9,274.00	\$ 25,704.00	18.55%	\$ 50,000.00	\$ 40,726.00
PRINCESS SKAGWAY	63	40	37%	\$ 161,968.00	\$ 222,137.00	\$ 161,968.00	126.94%	\$ 175,000.00	\$ (47,100.00)
PRINCESS WORLD	59	38	67%	\$ 125,765.00	\$ 209,848.00	\$ 125,765.00	139.90%	\$ 150,000.00	\$ (59,800.00)
ROYAL MAUI 3 doors	152	160	1%	\$ 445,144.00	\$ 449,704.00	\$ 445,144.00	78.21%	\$ 575,000.00	\$ 125,296.00
SHEFFIELDS	35	28	27%	\$ 85,774.00	\$ 109,280.00	\$ 85,774.00	121.42%	\$ 90,000.00	\$ (19,200.00)
SPITZ	32	52	-51%	\$ 182,577.00	\$ 90,043.00	\$ 182,577.00	45.02%	\$ 200,000.00	\$ 109,800.00
TOURNEAU 4 doors	0	0	47%	\$ 1,497,794.00	\$ 2,196,481.00	\$ 77,175.00	129.20%	\$ 1,700,000.00	\$ (496,400.00)
TRICE	60	30	118%	\$ 100,477.00	\$ 219,077.00	\$ 100,477.00	219.08%	\$ 100,000.00	\$ (119.00)
<b>TOTAL</b>	<b>2400</b>	<b>1947</b>	<b>28%</b>	<b>\$ 7,511,478.00</b>	<b>\$ 9,646,469.00</b>	<b>\$ 6,132,604.00</b>	<b>106.71%</b>	<b>\$ 9,040,000.00</b>	<b>\$ (606,469.00)</b>
<b>NEW ACCOUNTS 2010</b>									
HARLAND RENO	51	0	N/A	\$ 166,469.00	\$ -	\$ 166,469.00	110.98%	\$ 150,000.00	\$ (16,469.00)
<b>TOTAL</b>	<b>51</b>	<b>0</b>	<b>N/A</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>-</b>	<b>\$ 150,000.00</b>	<b>\$ (16,469.00)</b>
<b>CLOSED 2010</b>									
HELLER	-3	43	N/A	\$ 146,234.00	\$ (13,376.00)	\$ 146,234.00	#DIV/0!	\$ -	\$ 13,376.00
KENNY G				\$ 65,416.00	\$ (34,925.00)				
SIMPLY SEDONA/MATI 30%	9	9	7%	\$ 25,755.00	\$ 27,677.00	\$ 1,373,082.00	27.68%	\$ 100,000.00	\$ 72,323.00
<b>TOTAL</b>	<b>6</b>	<b>52</b>	<b>N/A</b>	<b>\$ 237,405.00</b>	<b>\$ (20,624.00)</b>	<b>\$ 1,519,316.00</b>	<b>-20.62%</b>	<b>\$ 100,000.00</b>	<b>\$ 120,624.00</b>
<b>GRAND TOTALS</b>	<b>2457</b>	<b>1999</b>	<b>26%</b>	<b>\$ 7,748,883.00</b>	<b>\$ 9,792,314.00</b>	<b>\$ 7,651,920.00</b>	<b>105.41%</b>	<b>\$ 9,290,000.00</b>	<b>\$ (502,314.00)</b>
							Budget: 2010		
								\$9,290,000.00	
<b>NEW GOAL</b>				\$ 9,792,314.00	\$ 9,792,314.00		82.99%	\$ 11,800,000.00	\$ 2,007,686.00

NE 1 26 DOORS SALES	YTD SALES 12/31/2011	YTD SALES 12/31/2010	TOTAL 2010	2011 YR. 2010 DOLLARS	SELL IN YTD UNITS 2011	SELL IN YTD UNITS 2010	2011 VS. 2010 IN UNITS	AVERAGE PRICE 2011 SOLD IN	AVERAGE PRICE 2010 SOLD IN	2011 YR. 2010 AVERAGE SELL IN	SELL OUT YTD UNITS 2011	SELL OUT YTD UNITS 2010	2011 YR. 2010 SELL OUT	% OF BUDGET	PROJ 2011	SALLES TO GO
ALICIA'S GOLDEN DREAM	\$670,405.00	\$601,233.00	\$601,233.00	12%	150	185	-19%	\$4,469.35	\$3,249.91	38%	99	186	-47%	88%	\$ 765,000.00	\$ 9,997.00
AK MORRIS	\$42,596.00	\$29,973.00	\$29,973.00	70%	127	87	46%	\$3,485.02	\$2,988.20	17%	105	117	-10%	118%	\$ 375,000.00	\$ (6,009.00)
B AND A JEWELERS	\$21,631.00	\$177,542.00	\$177,542.00	20%	55	54	2%	\$3,866.02	\$3,287.81	18%	65	71	-8%	95%	\$ 225,000.00	\$ 1,439.00
BIOCARDO JEWELERS	\$273,090.00	\$176,742.00	\$176,742.00	55%	62	57	9%	\$4,404.82	\$3,100.74	42%	47	51	-8%	121%	\$ 225,000.00	\$ (48,909.00)
CARAT 'N' KABAT	\$267,281.00	\$219,345.00	\$219,345.00	22%	31	21	48%	\$8,641.32	\$10,445.00	17%	4	19	-79%	96%	\$ 280,000.00	\$ 1,919.00
CASH	\$75,853.00	\$123,893.00	\$123,893.00	39%	27	56	-52%	\$2,809.37	\$2,212.38	27%	0	0	#DIV/0!	47%	\$ 160,000.00	\$ 7,864.00
FREEDMAN JEWELERS	\$112,016.00	\$81,151.00	\$81,151.00	38%	30	26	15%	\$3,739.87	\$3,121.19	20%	13	29	-55%	93%	\$ 120,000.00	\$ 7,864.00
GOYBERG'S (2 Doors)	\$2,313,791.00	\$1,740,928.00	\$1,740,928.00	33%	495	509	-3%	\$4,674.33	\$3,420.29	37%	180	244	-26%	104%	\$ 2,220,000.00	\$ (89,100.00)
HENRY WILSON	\$121,798.00	\$65,211.00	\$65,211.00	87%	36	22	64%	\$3,675.28	\$2,964.14	14%	45	24	88%	81%	\$ 150,000.00	\$ 2,632.00
KENJO	\$348,189.00	\$913,046.00	\$913,046.00	-26%	176	208	-34%	\$3,852.61	\$3,406.89	13%	181	222	-18%	58%	\$ 1,185,000.00	\$ 486,440.00
LENKERSDORFER	\$697,863.00	\$785,169.00	\$785,169.00	11%	100	112	-11%	\$3,481.89	\$2,959.19	18%	52	47	11%	85%	\$ 420,000.00	\$ 71,811.00
LILJENQUIST - ANN	\$202,382.00	\$205,801.00	\$205,801.00	-2%	65	66	-2%	\$3,113.57	\$3,118.20	0%	74	77	-4%	74%	\$ 275,000.00	\$ 7,008.00
LILJENQUIST - BETH	\$273,463.00	\$273,463.00	\$273,463.00	7%	73	87	-16%	\$4,011.58	\$3,143.25	28%	78	71	10%	80%	\$ 365,000.00	\$ 72,155.00
LILJENQUIST - HD	\$395,058.00	\$227,948.00	\$227,948.00	73%	108	65	66%	\$3,657.94	\$3,506.89	4%	105	66	59%	130%	\$ 305,000.00	\$ (9,958.00)
LILJENQUIST - MCL	\$410,007.00	\$400,897.00	\$400,897.00	2%	105	127	-17%	\$3,904.83	\$3,156.67	24%	105	109	-4%	76%	\$ 540,000.00	\$ 128,933.00
LONDON JEWELERS (2 Doors)	\$608,348.00	\$659,966.00	\$659,966.00	-8%	178	267	-33%	\$3,417.69	\$2,477.78	38%	102	116	-12%	72%	\$ 840,000.00	\$ 231,652.00
L SIMPSON & CO.	\$1,277,995.00	\$1,125,680.00	\$1,125,680.00	14%	389	378	3%	\$3,285.33	\$2,977.48	10%	257	379	-32%	89%	\$ 1,435,000.00	\$ 15,935.00
MANN'S JEWELERS	\$95,423.00	\$76,337.00	\$76,337.00	25%	26	35	-4%	\$3,670.12	\$3,053.48	20%	10	12	-17%	76%	\$ 200,000.00	\$ 20,777.00
MAYTAIN JEWELERS, INC.	\$170,476.00	\$157,286.00	\$157,286.00	8%	48	46	4%	\$3,551.56	\$3,419.26	4%	37	36	3%	85%	\$ 200,000.00	\$ 2,224.00
MOONLITE INT. INC.	\$391,958.00	\$379,009.00	\$379,009.00	-3%	102	171	-40%	\$3,842.73	\$3,386.02	13%	34	88	-61%	54%	\$ 725,000.00	\$ 33,343.00
NORTHEASTERN - 11 Doors 766	\$174,596.00	\$150,285.00	\$150,285.00	16%	40	73	-45%	\$4,364.90	\$2,088.70	112%	28	30	-7%	78%	\$ 225,000.00	\$ 5,004.00
MADCLIFFE TOWNSON	\$560,100.00	\$864,850.00	\$864,850.00	-35%	150	264	-43%	\$3,724.00	\$3,275.95	14%	136	180	-24%	49%	\$ 1,150,000.00	\$ 58,000.00
RADCLIFFE PRIGRIVILLE	\$701,692.00	\$505,166.00	\$505,166.00	59%	196	137	43%	\$3,580.06	\$3,687.34	14%	93	107	-13%	103%	\$ 680,000.00	\$ (2,992.00)
SCHERRER'S JEWELERS	\$204,334.00	\$103,733.00	\$103,733.00	97%	52	39	33%	\$3,829.31	\$2,659.82	45%	34	34	0%	136%	\$ 150,000.00	\$ (5,224.00)
SMYTH JEWELERS	\$401,339.00	\$643,913.00	\$643,913.00	-38%	114	165	-31%	\$3,520.52	\$3,902.50	-10%	81	116	-30%	46%	\$ 865,000.00	\$ 468,161.00
THROGGS NECK	\$256,835.00	\$263,134.00	\$263,134.00	-2%	77	79	-3%	\$3,335.52	\$3,330.81	0%	42	22	91%	77%	\$ 335,000.00	\$ 78,165.00
TOURNEAU (7 Doors)	\$4,040,118.00	\$4,578,390.00	\$4,578,390.00	-12%	1,156	1,532	-25%	\$3,494.91	\$2,988.51	1%	945	1,447	-35%	64%	\$ 6,350,000.00	\$ 2,304,862.00
WEMPE	\$534,712.00	\$1,234,225.00	\$1,234,225.00	-57%	141	211	-33%	\$3,792.28	\$5,849.41	-35%	80	109	-27%	34%	\$ 1,575,000.00	\$ 1,040,688.00
POCKET WATCHES	\$944,000.00	\$0.00	\$0.00	#DIV/0!	4,483	5,337	-16%	\$3,987.80	\$3,283.82	21%	318	478	-29%	77%	\$23,395,000.00	\$5,410,000.00
TOTAL	\$17,876,410.00	\$17,525,745.00	\$17,525,745.00	2%	4,483	5,337	-16%	\$3,987.80	\$3,283.82	21%	318	478	-29%	77%	\$23,395,000.00	\$5,410,000.00
NEW ACCOUNTS																
NEW BUSINESS																
BRENT MILLER	\$171,812.00	\$0.00	\$0.00	#DIV/0!	48	0		\$3,579.42			8		#DIV/0!		\$ 100,000.00	\$ (7,112.00)
PRECISION TIME	\$409,422.00	\$0.00	\$0.00	#DIV/0!	105	0		\$3,899.26			40		#DIV/0!		\$ 200,000.00	\$ (20,222.00)
ROSS SIMONS CHRISTIANA	\$204,528.00	\$0.00	\$0.00	#DIV/0!	52	0		\$3,933.23			0		#DIV/0!		\$ 100,000.00	\$ (10,452.00)
TOTAL	\$785,762.00	\$0.00	\$0.00	#DIV/0!	205	0		\$3,832.89			48	0	#DIV/0!		\$400,000.00	\$-335,572.00
CLOSED 2011																
LEWILL	\$38,234.00	\$51,995.00	\$51,995.00	-26%	11	17	-35%	\$3,477.64	\$3,058.53	14%	18	21	-14%	#VALUE!	\$-CLOSE	\$ (4,325.00)
J.BROWN	\$45,925.00	\$290,976.00	\$290,976.00	-84%	14	79	-82%	\$3,280.36	\$3,683.24	-11%	20	28	-29%	#DIV/0!	\$	\$ (4,540.00)
LILJENQUIST - OC	\$21,460.00	\$48,450.00	\$48,450.00	-56%	6	16	-63%	\$3,576.67	\$3,028.13	18%	18	18	0%	33%	\$ 65,000.00	\$ 6,540.00
TOTAL	\$105,639.00	\$391,421.00	\$391,421.00	5%	25	96	-74%	\$4,225.56	\$4,077.30	4%	38	49	-22%	79%	\$ 65,000.00	\$ 6,540.00
GRAND TOTAL	\$18,787,811.00	\$17,917,166.00	\$17,917,166.00	5%	4713	5433	-13%	\$3,982.14	\$3,287.84	21%	3304	4227	-22%	79%	\$23,760,000.00	\$5,030,815.00

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NE2 17 DOORS 13 STORES	YTD SALES 12/31/2011	YTD SALES 12/31/2010	TOTAL 2010	2011 VS. 2010 DOLLARS	SELL IN YTD UNITS 2011	SELL IN YTD UNITS 2010	2011 VS. 2010 SELL IN UNITS	AVERAGE PRICE 2011 SOLD IN	AVERAGE PRICE 2010	2011 VS. 2010 AVERAGE SELL IN	SELL OUT YTD UNITS 2011	SELL OUT YTD UNITS 2010	2011 VS. 2010 SELL OUT	% OF BUDGET	PROJ 2011	SALES TO GO
BARAKATIAN-FRAMINGHAM	\$260,073.00	\$251,843.00	\$251,843.00	3%	77	81	-5%	\$3,377.57	\$3,109.17	9%	70	58	36%	74%	\$ 390,000.00	\$ 89,927.00
BARAKATIAN-NASHUA	\$245,346.00	\$286,565.00	\$286,565.00	-14%	74	81	9%	\$3,315.49	\$3,537.84	-6%	67	48	46%	66%	\$ 370,000.00	\$ 124,654.00
BETTERIDGE JEWELERS	\$170,639.00	\$251,538.00	\$251,538.00	-32%	40	78	-48%	\$4,265.98	\$3,184.03	34%	21	28	-25%	53%	\$ 225,000.00	\$ 154,361.00
CASH ACCOUNTS	\$76,391.00	\$97,082.00	\$97,082.00	-21%	27	39	-31%	\$2,825.59	\$2,489.28	14%	1	4	-75%	61%	\$ 125,000.00	\$ 48,709.00
COOPER	\$269,079.00	\$161,441.00	\$161,441.00	67%	71	43	65%	\$3,789.72	\$3,754.44	1%	30	0	#DIV/0!	128%	\$ 210,000.00	\$ (59,070.00)
DAMON DREAMS	\$592,251.00	\$228,901.00	\$228,901.00	159%	166	77	116%	\$3,569.58	\$2,972.74	20%	51	26	96%	215%	\$ 275,000.00	\$ (317,551.00)
DE HORN	\$409,228.00	\$238,877.00	\$238,877.00	57%	117	92	27%	\$3,487.68	\$2,824.75	24%	109	56	14%	124%	\$ 330,000.00	\$ (79,228.00)
ASBEAS JEWELERS	\$270,417.00	\$238,001.00	\$238,001.00	14%	71	70	1%	\$3,808.69	\$3,400.01	11%	68	58	52%	104%	\$ 320,000.00	\$ (12,133.00)
ORIS	\$337,133.00	\$249,157.00	\$249,157.00	35%	89	73	22%	\$4,149.87	\$3,110.74	33%	63	60	6%	108%	\$ 315,000.00	\$ (25,289.00)
JARY MICHAELS	\$340,289.00	\$242,638.00	\$242,638.00	40%	82	78	5%	\$3,296.75	\$3,341.27	-1%	68	44	55%	86%	\$ 395,000.00	\$ 55,495.00
IRENON'S OF NEWPORT	\$339,565.00	\$307,397.00	\$307,397.00	10%	103	92	12%	\$3,296.75	\$3,341.27	-1%	88	44	55%	86%	\$ 395,000.00	\$ 55,495.00
IRENON'S OF NEWPORT	\$198,403.90	\$185,951.00	\$185,951.00	99%	45	35	33%	\$4,428.95	\$2,938.69	50%	40	5	31%	79%	\$ 250,000.00	\$ 51,597.10
JAMIE TOWNSEND - 1 - 20%	\$234,374.00	\$174,984.00	\$174,984.00	28%	59	61	-3%	\$3,822.95	\$2,668.59	33%	20	17	18%	90%	\$ 250,000.00	\$ 25,626.00
JARTERS DIAMONDS	\$234,374.00	\$492,899.00	\$492,899.00	56%	228	169	35%	\$3,378.45	\$2,916.56	16%	117	102	15%	119%	\$ 650,000.00	\$ (120,286.00)
JAY ROBERTS	\$770,388.00	\$196,242.00	\$196,242.00	50%	67	55	22%	\$4,393.69	\$3,568.04	23%	51	1	5000%	118%	\$ 250,000.00	\$ (44,377.00)
JEVINS FINE JEWELRY	\$294,377.00	\$77,053.00	\$77,053.00	-39%	14	20	-30%	\$3,331.43	\$3,852.05	-14%	29	22	32%	47%	\$ 100,000.00	\$ 53,800.00
KEY	\$46,640.00	\$258,814.00	\$258,814.00	15%	83	78	6%	\$3,599.53	\$3,318.13	8%	47	55	-15%	89%	\$ 395,000.00	\$ 36,238.00
AVIANO JEWELERS-2	\$321,360.00	\$534,831.00	\$534,831.00	-34%	101	155	-36%	\$3,466.50	\$3,241.40	8%	51	88	-48%	51%	\$ 690,000.00	\$ 337,864.00
JENOX JEWELERS	\$513,301.00	\$490,455.00	\$490,455.00	5%	134	148	-9%	\$3,832.10	\$3,313.89	16%	131	131	0%	82%	\$ 650,000.00	\$ (116,498.00)
JONAS JEWELERS - 4	\$1,106,639.00	\$620,285.00	\$620,285.00	82%	341	225	52%	\$5,315.63	\$2,760.89	20%	233	243	-4%	141%	\$ 800,000.00	\$ (330,628.00)
LUX BOND & GREEN	\$281,457.00	\$126,080.00	\$126,080.00	123%	68	33	97%	\$4,390.11	\$2,826.01	13%	26	25	4%	176%	\$ 160,000.00	\$ (121,457.00)
MARTIN JEWELERS	\$185,042.00	\$232,346.00	\$232,346.00	-17%	52	68	-24%	\$3,558.50	\$2,269.79	9%	49	52	-6%	64%	\$ 250,000.00	\$ 104,958.00
MARTIN JEWELERS	\$185,042.00	\$232,346.00	\$232,346.00	-17%	52	68	-24%	\$3,558.50	\$2,269.79	9%	49	52	-6%	64%	\$ 250,000.00	\$ 104,958.00
MARTIN JEWELERS	\$185,042.00	\$232,346.00	\$232,346.00	-17%	52	68	-24%	\$3,558.50	\$2,269.79	9%	49	52	-6%	64%	\$ 250,000.00	\$ 104,958.00
MARTIN JEWELERS	\$185,042.00	\$232,346.00	\$232,346.00	-17%	52	68	-24%	\$3,558.50	\$2,269.79	9%	49	52	-6%	64%	\$ 250,000.00	\$ 104,958.00
MARTIN JEWELERS	\$185,042.00	\$232,346.00	\$232,346.00	-17%	52	68	-24%	\$3,558.50	\$2,269.79	9%	49	52	-6%	64%	\$ 250,000.00	\$ 104,958.00
MARTIN JEWELERS	\$185,042.00	\$232,346.00	\$232,346.00	-17%	52	68	-24%	\$3,558.50	\$2,269.79	9%	49	52	-6%	64%	\$ 250,000.00	\$ 104,958.00
MARTIN JEWELERS	\$185,042.00	\$232,346.00	\$232,346.00	-17%	52	68	-24%	\$3,558.50	\$2,269.79	9%	49	52	-6%	64%	\$ 250,000.00	\$ 104,958.00
MARTIN JEWELERS	\$185,042.00	\$232,346.00	\$232,346.00	-17%	52	68	-24%	\$3,558.50	\$2,269.79	9%	49	52	-6%	64%	\$ 250,000.00	\$ 104,958.00
MARTIN JEWELERS	\$185,042.00	\$232,346.00	\$232,346.00	-17%	52	68	-24%	\$3,558.50	\$2,269.79	9%	49	52	-6%	64%	\$ 250,000.00	\$ 104,958.00
MARTIN JEWELERS	\$185,042.00	\$232,346.00	\$232,346.00	-17%	52	68	-24%	\$3,558.50	\$2,269.79	9%	49	52	-6%	64%	\$ 250,000.00	\$ 104,958.00
MARTIN JEWELERS	\$185,042.00	\$232,346.00	\$232,346.00	-17%	52	68	-24%	\$3,558.50	\$2,269.79	9%	49	52	-6%	64%	\$ 250,000.00	\$ 104,958.00
MARTIN JEWELERS	\$185,042.00	\$232,346.00	\$232,346.00	-17%	52	68	-24%	\$3,558.50	\$2,269.79	9%	49	52	-6%	64%	\$ 250,000.00	\$ 104,958.00
MARTIN JEWELERS	\$185,042.00	\$232,346.00	\$232,346.00	-17%	52	68	-24%	\$3,558.50	\$2,269.79	9%	49	52	-6%	64%	\$ 250,000.00	\$ 104,958.00
MARTIN JEWELERS	\$185,042.00	\$232,346.00	\$232,346.00	-17%	52	68	-24%	\$3,558.50	\$2,269.79	9%	49	52	-6%	64%	\$ 250,000.00	\$ 104,958.00
MARTIN JEWELERS	\$185,042.00	\$232,346.00	\$232,346.00	-17%	52	68	-24%	\$3,558.50	\$2,269.79	9%	49	52	-6%	64%	\$ 250,000.00	\$ 104,958.00
MARTIN JEWELERS	\$185,042.00	\$232,346.00	\$232,346.00	-17%	52	68	-24%	\$3,558.50	\$2,269.79	9%	49	52	-6%	64%	\$ 250,000.00	\$ 104,958.00
MARTIN JEWELERS	\$185,042.00	\$232,346.00	\$232,346.00	-17%	52	68	-24%	\$3,558.50	\$2,269.79	9%	49	52	-6%	64%	\$ 250,000.00	\$ 104,958.00
MARTIN JEWELERS	\$185,042.00	\$232,346.00	\$232,346.00	-17%	52	68	-24%	\$3,558.50	\$2,269.79	9%	49	52	-6%	64%	\$ 250,000.00	\$ 104,958.00
MARTIN JEWELERS	\$185,042.00	\$232,346.00	\$232,346.00	-17%	52	68	-24%	\$3,558.50	\$2,269.79	9%	49	52	-6%	64%	\$ 250,000.00	\$ 104,958.00
MARTIN JEWELERS	\$185,042.00	\$232,346.00	\$232,346.00	-17%	52	68	-24%	\$3,558.50	\$2,269.79	9%	49	52	-6%	64%	\$ 250,000.00	\$ 104,958.00
MARTIN JEWELERS	\$185,042.00	\$232,346.00	\$232,346.00	-17%	52	68	-24%	\$3,558.50	\$2,269.79	9%	49	52	-6%	64%	\$ 250,000.00	\$ 104,958.00
MARTIN JEWELERS	\$185,042.00	\$232,346.00	\$232,346.00	-17%	52	68	-24%	\$3,558.50	\$2,269.79	9%	49	52	-6%	64%	\$ 250,000.00	\$ 104,958.00
MARTIN JEWELERS	\$185,042.00	\$232,346.00	\$232,346.00	-17%	52	68	-24%	\$3,558.50	\$2,269.79	9%	49	52	-6%	64%	\$ 250,000.00	\$ 104,958.00
MARTIN JEWELERS	\$185,042.00	\$232,346.00	\$232,346.00	-17%	52	68	-24%	\$3,558.50	\$2,269.79	9%	49	52	-6%	64%	\$ 250,000.00	\$ 104,958.00
MARTIN JEWELERS	\$185,042.00	\$232,346.00	\$232,346.00	-17%	52	68	-24%	\$3,558.50	\$2,269.79	9%	49	52	-6%	64%	\$ 250,000.00	\$ 104,958.00
MARTIN JEWELERS	\$185,042.00	\$232,346.00	\$232,346.00	-17%	52	68	-24%	\$3,558.50	\$2,269.79	9%	49	52	-6%	64%	\$ 250,000.00	\$ 104,958.00
MARTIN JEWELERS	\$185,042.00	\$232,346.00	\$232,346.00	-17%	52	68	-24%	\$3,558.50	\$2,269.79	9%	49	52	-6%	64%	\$ 250,000.00	\$ 104,958.00
MARTIN JEWELERS	\$185,042.00	\$232,346.00	\$232,346.00	-17%	52	68	-24%	\$3,558.50	\$2,269.79	9%	49	52	-6%	64%	\$ 250,000.00	\$ 104,958.00
MARTIN JEWELERS	\$185,042.00	\$232,346.00	\$232,346.00	-17%	52	68	-24%	\$3,558.50	\$2,269.79	9%	49	52	-6%	64%	\$ 250,000.00	\$ 104,958.00
MARTIN JEWELERS	\$185,042.00	\$232,346.00	\$232,346.00	-17%	52	68	-24%	\$3,558.50	\$2,269.79	9%	49	52	-6%	64%	\$ 250,000.00	\$ 104,958.00
MARTIN JEWELERS	\$185,042.00	\$232,346.00	\$232,346.00	-17%	52	68	-24%	\$3,558.50	\$2,269.79	9%	49	52	-6%	64%	\$ 250,000.00	\$ 104,958.00
MARTIN JEWELERS	\$185,042.00	\$232,346.00	\$232,346.00	-17%	52	68	-24%	\$3,558.50	\$2,269.79	9%	49	52	-6%	64%	\$ 250,000.00	\$ 104,958.00
MARTIN JEWELERS	\$185,042.00	\$232,346.00	\$232,346.00	-17%	52	68	-24%	\$3,558.50	\$2,269.79	9%	49	52	-6%	64%	\$ 250,000.00	\$ 104,958.00
MARTIN JEWELERS	\$185,042.00	\$232,346.00	\$232,346.00	-17%	52	68	-24%	\$3,558.50	\$2,269.79	9%	49	52	-6%	64%	\$ 250,000.00	\$ 104,958.00
MARTIN JEWELERS	\$185,042.00	\$232,346.00	\$232,346.00	-17%	52	68	-24%	\$3,558.50	\$2,269.79	9%	49	52	-6%	64%	\$ 250,000.00	\$ 104,958.00
MARTIN JEWELERS	\$185,042.00	\$232,346.00	\$232,346.00	-17%	52	68	-24%	\$3,558.50	\$2,269.79	9%	49	52	-6%	64%	\$ 250,000.00	\$ 104,958.00
MARTIN JEWELERS	\$185,042.00	\$232,346.00	\$232,346.00	-17%	52	68	-24%	\$3,558.50	\$2,269.79	9%	49	52	-6%	64%	\$ 250,000.00	\$ 104,958.00
MARTIN JEWELERS	\$185,042.00	\$232,346.00	\$232,346.00	-17%	52	68	-24%	\$3,558.50	\$2,269.79	9%	49	52	-6%	64%	\$ 250,000.00	\$ 104,958.00
MARTIN JEWELERS	\$185,042.00	\$232,346.00	\$232,346.00	-17%	52	68	-24%	\$3,558.50	\$2,269.79	9%	49	52	-6%	64%		

NC 41 DOORS 38 STORES	YTD SALES 12/31/2011	YTD SALES 12/31/2010	TOTAL 2010	2011 VS. 2010 DOLLARS	SELL IN YTD UNITS 2011	SELL IN YTD UNITS 2010	2011 VS. 2010 IN UNITS	AVERAGE PRICE 2011 SOLD IN	AVERAGE PRICE 2010 SOLD IN	2011 VS. 2010 AVERAGE SELL IN	SELL OUT YTD UNITS 2011	SELL OUT YTD UNITS 2010	2011 VS. 2010 SELL OUT	% OF BUDGET	PROJ 2011	SALES TO GO
ALBERTS	\$244,036.00	\$287,277.00	\$287,277.00	-15%	60	75	-20%	\$4,067.27	\$3,830.36	6%	43	34	26%	66%	\$ 370,000.00	\$ 125,964.00
BURDENS	\$703,423.00	\$605,257.00	\$605,257.00	16%	225	188	20%	\$3,126.32	\$3,219.45	-3%	218	162	35%	90%	\$ 500,000.00	\$ 76,873.00
CASA DORO	\$328,266.00	\$387,861.00	\$387,861.00	-15%	81	95	-15%	\$4,052.67	\$4,082.75	-1%	47	12	292%	66%	\$ 500,000.00	\$ 171,734.00
CASH	\$56,480.00	\$80,210.00	\$80,210.00	-55%	12	25	-52%	\$3,040.00	\$3,208.40	-5%	0	0	#DIV/0!	36%	\$ 100,000.00	\$ 63,520.00
G. ALLAN JEWELERS	\$53,867.00	\$70,031.00	\$70,031.00	-24%	15	33	-55%	\$3,537.80	\$2,122.15	67%	32	21	52%	42%	\$ 125,000.00	\$ 71,933.00
GENESIS DIAMONDS	\$163,403.00	\$306,366.00	\$306,366.00	-47%	43	79	-46%	\$3,800.07	\$3,878.50	-2%	54	6	467%	41%	\$ 350,000.00	\$ 231,592.00
GENEVA SEAL	\$372,688.00	\$356,308.00	\$356,308.00	6%	122	98	24%	\$4,694.16	\$3,635.80	29%	75	30	150%	124%	\$ 460,000.00	\$ (112,684.00)
GEORGE KOEJTER & SONS	\$202,518.00	\$120,393.00	\$120,393.00	68%	47	33	34%	\$4,308.69	\$3,439.80	25%	45	34	32%	116%	\$ 175,000.00	\$ (27,511.00)
GREENRIE	\$5,193.00	\$250,410.00	\$250,410.00	-102%	-2	66	-103%	\$2,596.60	\$3,794.09	-32%	9	11	-18%	-2%	\$ 320,000.00	\$ 325,150.00
GUMER & CO	\$106,147.00	\$90,983.00	\$90,983.00	3%	30	29	3%	\$3,538.23	\$3,137.63	13%	18	19	-5%	85%	\$ 125,000.00	\$ 18,854.00
J.B. HUDSON JEWELERS 2 LOC	\$533,911.00	\$434,683.00	\$434,683.00	42%	99	144	-31%	\$2,560.62	\$3,018.63	-15%	96	76	26%	45%	\$ 560,000.00	\$ 306,494.00
JAMES FREE	\$327,107.00	\$209,991.00	\$209,991.00	30%	62	60	3%	\$4,388.82	\$3,499.85	25%	44	44	0%	101%	\$ 270,000.00	\$ (2,100.00)
JEFFREY MANN	\$346,078.00	\$277,323.00	\$277,323.00	25%	60	71	-15%	\$5,767.97	\$3,905.96	48%	56	43	30%	96%	\$ 360,000.00	\$ 13,920.00
KARACOSIAN & SON	\$124,817.00	\$76,471.00	\$76,471.00	63%	29	30	-3%	\$4,304.03	\$2,549.03	69%	24	27	-11%	100%	\$ 125,000.00	\$ 18,300.00
KING NASHVILLE	\$413,309.00	\$31,811.00	\$31,811.00	25%	95	96	-1%	\$4,350.82	\$3,456.36	26%	83	122	-32%	96%	\$ 430,000.00	\$ 16,664.00
LAWRENCE SCHREIBMAN	\$120,702.00	\$73,245.00	\$73,245.00	65%	43	27	59%	\$2,607.02	\$2,712.78	3%	32	38	-16%	121%	\$ 100,000.00	\$ (20,700.00)
LEWIS	\$73,911.00	\$299,937.00	\$299,937.00	25%	100	87	15%	\$3,739.11	\$3,447.55	8%	78	73	7%	93%	\$ 400,000.00	\$ 26,088.00
MARKWANS	\$206,993.00	\$148,963.00	\$148,963.00	52%	61	51	20%	\$3,719.75	\$2,920.84	27%	45	50	-10%	116%	\$ 195,000.00	\$ (31,905.00)
MARSHALL PIERCE	\$305,930.00	\$237,272.00	\$237,272.00	19%	84	76	11%	\$3,642.02	\$3,985.16	8%	58	73	-21%	92%	\$ 330,000.00	\$ 24,070.00
MASTERCRAFT	\$483,081.00	\$394,476.00	\$394,476.00	64%	113	95	19%	\$4,275.05	\$3,099.75	38%	113	74	53%	127%	\$ 360,000.00	\$ (103,020.00)
MEYERS JEWELERS	\$286,790.00	\$286,790.00	\$286,790.00	-29%	58	89	-35%	\$3,530.36	\$3,222.96	10%	47	32	47%	55%	\$ 370,000.00	\$ 165,230.00
MOTER JEWELERS	\$230,101.00	\$378,956.00	\$378,956.00	-39%	53	106	-50%	\$4,941.53	\$3,575.06	21%	42	36	17%	47%	\$ 490,000.00	\$ 259,880.00
NEUWSTAR JEWELERS 2 LOC	\$298,120.00	\$114,321.00	\$114,321.00	161%	79	31	155%	\$3,773.67	\$3,687.77	2%	71	36	97%	161%	\$ 185,000.00	\$ (113,120.00)
ORR'S	\$24,790.00	\$409,274.00	\$409,274.00	21%	120	124	-3%	\$4,123.25	\$3,300.60	25%	111	101	10%	93%	\$ 530,000.00	\$ 35,210.00
PICCONES	\$303,794.00	\$266,056.00	\$266,056.00	14%	72	73	-1%	\$4,219.36	\$3,644.60	16%	76	71	7%	86%	\$ 345,000.00	\$ 41,200.00
RAZNY JEWELERS 3 LOC	\$971,304.00	\$772,310.00	\$772,310.00	26%	267	192	39%	\$3,637.84	\$4,022.45	-10%	79	86	-8%	97%	\$ 1,000,000.00	\$ 28,690.00
REIS-NICHOLS, INC.	\$331,140.00	\$294,847.00	\$294,847.00	12%	103	94	10%	\$3,214.95	\$3,136.67	2%	97	72	35%	87%	\$ 380,000.00	\$ 48,860.00
ROME REGENCY	\$180,904.00	\$53,359.00	\$53,359.00	-29%	48	74	-35%	\$3,768.83	\$3,423.77	10%	61	48	27%	55%	\$ 330,000.00	\$ 149,096.00
SCHWANKE-KASTEN	\$461,172.00	\$414,903.00	\$414,903.00	11%	127	131	-3%	\$3,631.28	\$3,167.20	15%	86	105	-18%	85%	\$ 540,000.00	\$ 78,620.00
SCHWARZSCHILD ALVENSER	\$96,374.00	\$244,259.00	\$244,259.00	-61%	30	80	-63%	\$3,212.47	\$3,053.24	5%	28	10	180%	31%	\$ 310,000.00	\$ 213,620.00
SCHWARZSCHILD SHORT PUMP	\$169,605.00	\$265,002.00	\$265,002.00	-36%	44	80	-45%	\$3,854.66	\$3,312.53	16%	39	20	95%	51%	\$ 395,000.00	\$ 165,390.00
STAFFORD	\$433,399.00	\$256,871.00	\$256,871.00	34%	81	76	7%	\$4,263.69	\$3,379.88	26%	68	58	17%	105%	\$ 330,000.00	\$ (15,350.00)
TOURNEAU 2 LOC	\$778,939.00	\$830,632.00	\$830,632.00	-6%	223	278	-20%	\$3,493.09	\$2,987.96	17%	182	262	-31%	65%	\$ 1,200,000.00	\$ 421,040.00
TOTAL	\$10,191,559.00	\$9,746,867.00	\$9,746,867.00	5%	2,684	2,888	-7%	\$3,797.15	\$3,374.95	13%	2,137	1,886	13%	79%	\$12,845,000.00	\$7,653,441.00
NEW ACCOUNTS																
NEW BUSINESS																
ENKES	\$965,048.00	\$0.00	\$0.00	#DIV/0!	63	0	#DIV/0!	\$5,746.79	#DIV/0!	#DIV/0!	7	0			\$ 150,000.00	\$ (212,048.00)
KELLER & GEORGE	\$200,384.00	\$0.00	\$0.00	#DIV/0!	51	0	#DIV/0!	\$3,929.10	#DIV/0!	#DIV/0!	4	0			\$ 150,000.00	\$ (50,384.00)
LUCIDO STERLING HEIGHTS	\$303,183.00	\$0.00	\$0.00	#DIV/0!	66	0	#DIV/0!	\$4,593.68	#DIV/0!	#DIV/0!	19	0			\$ 150,000.00	\$ (153,183.00)
LUCIDO ROCHESTER	\$377,766.00	\$0.00	\$0.00	#DIV/0!	73	0	#DIV/0!	\$3,805.01	#DIV/0!	#DIV/0!	17	0			\$ 150,000.00	\$ (127,766.00)
TOTAL	\$1,143,381.00	\$0.00	\$0.00	#DIV/0!	253	0	#DIV/0!	\$4,519.29	#DIV/0!	#DIV/0!	36	0			\$600,000.00	\$-43,381.00
CLOSED 2011																
JOSEPH	\$25,081.00	\$43,528.00	\$43,528.00	-42%	9	16	-44%	\$ 2,786.78	\$ 2,720.50	2%	21	20	5%			\$ (25,081.00)
JOHNSON FAMILY	\$123,411.00	\$88.00	\$88.00	142413%	-38	1	-3900%	#DIV/0!	#DIV/0!	#DIV/0!	3	38	-92%			\$ (26,400.00)
ROYAL	\$362.00	\$208,227.00	\$208,227.00	-100%	0	50	-100%	#DIV/0!	\$ 4,164.54	#DIV/0!	24	58	-59%			\$ (25,343.00)
TOTAL	\$100,465.00	\$251,667.00	\$251,667.00	-140%	-29	67	-140%	\$ 3,450.62	\$ 3,756.22	-9%	24	58	-59%			\$ (25,343.00)
GRAND TOTAL	\$11,234,872.00	\$9,998,534.00	\$9,998,534.00	12%	2908	2955	-2%	\$3,863.44	\$3,363.60	14%	2,197	1,944	13%	84%	\$13,445,000.00	\$7,084,717.00

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SE 47 DOORS 28 STORES	YTD SALES 12/31/11	YTD SALES 12/31/2010	TOTAL 2010	2011 VS. 2010 DOLLARS	SELL IN YTD UNITS 2011	SELL IN YTD UNITS 2010	2011 VS. 2010 SELL IN UNITS	AVERAGE PRICE 2011 SOLD IN	AVERAGE PRICE 2010 SOLD IN	2011 VS. 2010 AVERAGE SELL IN	SELL OUT YTD UNITS 2011	SELL OUT YTD UNITS 2010	2011 VS. 2010 SELL OUT	% OF BUDGET	PROJ 2011	SALES TO GO
Ackerman	\$288,253.00	\$171,191.00	\$171,191.00	68%	76	65	17%	\$3,792.80	\$2,633.71	44%	36	55	-35%	128%	\$ 225,000.00	\$ (63,250.00)
Bee'	\$378,307.00	\$205,730.00	\$205,730.00	84%	108	63	71%	\$3,502.84	\$3,265.56	7%	85	60	42%	140%	\$ 270,000.00	\$ (108,301.00)
Brown & Co. (2 locations)	\$464,930.00	\$346,695.00	\$346,695.00	-15%	112	198	-43%	\$4,151.16	\$2,761.09	50%	140	177	-21%	65%	\$ 710,000.00	\$ 245,070.00
CAASH	\$56,045.00	\$138,899.00	\$138,899.00	65%	15	30	-70%	\$3,796.33	\$3,177.98	18%	0	0	#DIV/0!	28%	\$ 200,000.00	\$ 143,955.00
Congress-Sanibel	\$343,778.00	\$260,177.00	\$260,177.00	32%	67	61	10%	\$5,131.01	\$4,265.20	20%	48	38	26%	98%	\$ 350,000.00	\$ 62,220.00
Diamonds Direct (3 locations)	\$1,531,015.00	\$1,219,939.00	\$1,219,939.00	25%	423	366	16%	\$3,618.42	\$3,333.17	9%	267	167	60%	96%	\$ 1,590,000.00	\$ 58,960.00
Geiss & Sons Greenville	\$81,129.00	\$63,755.00	\$63,755.00	27%	20	24	-17%	\$4,056.45	\$2,656.46	53%	20	13	54%	101%	\$ 80,000.00	\$ (1,120.00)
H & H	\$252,724.00	\$189,180.00	\$189,180.00	34%	59	63	-3%	\$4,283.46	\$3,101.31	38%	37	56	20%	103%	\$ 245,000.00	\$ (7,270.00)
Hamilton Fitzgoun	\$139,763.00	\$67,331.00	\$67,331.00	108%	36	23	57%	\$3,882.31	\$2,927.43	33%	61	31	3%	155%	\$ 90,000.00	\$ (49,769.00)
Hamilton Palm Beach Gardens (70%)	\$462,940.00	\$185,951.00	\$185,951.00	149%	105	79	33%	\$4,408.95	\$2,953.81	87%	94	72	31%	244%	\$ 190,000.00	\$ (272,940.00)
JR Dunn	\$430,262.00	\$473,154.00	\$473,154.00	-9%	107	116	-8%	\$4,021.14	\$4,078.91	-1%	77	106	-27%	69%	\$ 620,000.00	\$ (189,730.00)
King Miami	\$399,122.00	\$322,978.00	\$322,978.00	24%	84	76	11%	\$4,751.45	\$4,249.71	12%	86	88	-2%	95%	\$ 420,000.00	\$ (20,870.00)
Levy's	\$373,006.00	\$260,177.00	\$260,177.00	43%	95	87	9%	\$3,926.38	\$2,990.54	31%	86	17	406%	107%	\$ 350,000.00	\$ (23,000.00)
Little Switzerland Kca. West	\$332,455.00	\$315,159.00	\$315,159.00	2%	85	99	-14%	\$3,793.59	\$3,183.42	19%	64	59	8%	76%	\$ 425,000.00	\$ 102,540.00
Little Switzerland Westin	\$227,831.00	\$160,868.00	\$160,868.00	42%	62	45	38%	\$3,674.69	\$3,574.84	3%	26	4	550%	101%	\$ 225,000.00	\$ (2,830.00)
Mayers (7 locations)	\$2,972,740.00	\$1,864,957.00	\$1,864,957.00	59%	771	596	29%	\$3,855.69	\$3,129.12	23%	348	395	-12%	124%	\$ 2,400,000.00	\$ (572,740.00)
Miami Lakes	\$277,520.00	\$254,066.00	\$254,066.00	121%	74	45	64%	\$3,750.27	\$2,786.80	35%	68	59	15%	168%	\$ 165,000.00	\$ (112,520.00)
Old Northeast (2 locations)	\$1,091,105.00	\$986,974.00	\$986,974.00	11%	248	263	-6%	\$4,399.62	\$3,752.75	17%	235	230	2%	85%	\$ 1,290,000.00	\$ 198,890.00
Provident Jupiter	\$835,950.00	\$250,442.00	\$250,442.00	234%	187	73	156%	\$4,470.32	\$3,430.71	30%	104	77	35%	257%	\$ 325,000.00	\$ (510,950.00)
Provident Ft. Myers	\$132,743.00	\$179,832.00	\$179,832.00	-26%	38	52	-27%	\$3,493.24	\$3,459.31	1%	46	43	7%	53%	\$ 250,000.00	\$ (117,650.00)
Provident Naples	\$822,675.00	\$192,821.00	\$192,821.00	327%	148	50	196%	\$5,858.61	\$3,856.42	44%	58	2	2800%	310%	\$ 265,000.00	\$ (557,670.00)
Rainbow	\$383,351.00	\$305,811.00	\$305,811.00	25%	104	102	2%	\$3,683.88	\$2,998.12	23%	81	88	-8%	96%	\$ 400,000.00	\$ 16,660.00
Ross Simons Atlanta	\$330,156.00	\$144,532.00	\$144,532.00	128%	78	46	70%	\$4,232.51	\$3,142.00	35%	55	45	22%	174%	\$ 190,000.00	\$ (140,136.00)
Ross Simons Durham	\$319,769.00	\$128,475.00	\$128,475.00	149%	89	45	98%	\$3,592.91	\$2,855.00	26%	61	57	7%	194%	\$ 165,000.00	\$ (154,765.00)
Sandusky	\$236,389.00	\$249,765.00	\$249,765.00	-5%	69	84	-18%	\$3,425.93	\$2,873.37	15%	43	17	153%	73%	\$ 325,000.00	\$ 88,610.00
Sol Time	\$891,643.00	\$971,493.00	\$971,493.00	-8%	300	309	-3%	\$2,972.14	\$3,143.99	-5%	314	274	15%	71%	\$ 1,250,000.00	\$ 358,350.00
Ston's Jewelers	\$143,274.00	\$84,882.00	\$84,882.00	69%	57	29	97%	\$2,513.58	\$2,826.97	-14%	54	27	100%	130%	\$ 110,000.00	\$ (33,274.00)
Tara	\$230,813.00	\$153,604.00	\$153,604.00	50%	67	50	34%	\$3,444.97	\$3,072.08	12%	53	49	8%	115%	\$ 200,000.00	\$ (30,811.00)
Tourneau (4 locations)	\$2,120,499.00	\$1,973,366.00	\$1,973,366.00	7%	606	660	-8%	\$3,499.17	\$2,989.95	17%	486	623	-20%	80%	\$ 2,650,000.00	\$ 529,500.00
Weston	\$331,717.00	\$254,538.00	\$254,538.00	30%	75	77	-2%	\$4,422.89	\$3,305.95	34%	62	70	-11%	102%	\$ 325,000.00	\$ (6,710.00)
Windhor Augusta, GA	\$84,372.00	\$116,630.00	\$116,630.00	-7%	29	31	-6%	\$2,908.38	\$2,840.74	-1%	38	26	46%	70%	\$ 120,000.00	\$ 35,620.00
Windsor Winston-Salem, NC	\$233,554.00	\$212,594.00	\$212,594.00	5%	59	68	-13%	\$3,788.71	\$3,126.38	21%	42	58	-28%	81%	\$ 275,000.00	\$ 51,460.00
Yarmon	\$218,448.00	\$275,977.00	\$275,977.00	-21%	59	74	-20%	\$3,702.51	\$3,729.42	-1%	39	17	129%	58%	\$ 375,000.00	\$ 156,550.00
<b>TOTAL</b>	<b>\$17,298,216.00</b>	<b>\$13,047,834.00</b>	<b>\$13,047,834.00</b>	<b>33%</b>	<b>4,512</b>	<b>4,067</b>	<b>11%</b>	<b>\$3,855.99</b>	<b>\$3,208.22</b>	<b>20%</b>	<b>3,902</b>	<b>3,099</b>	<b>7%</b>	<b>102%</b>	<b>\$17,070,000.00</b>	<b>\$-328,216.00</b>
<b>NEW ACCOUNTS</b>								#DIV/0!					#DIV/0!			
NEW BUSINESS																
Kuwah Fine Jewelry	\$279,925.00	\$0.00	\$0.00	#DIV/0!	66	0		\$ 4,241.26			16%	0		\$ 400,000.00	\$ (79,925.00)	
Martha's	\$263,228.00	\$0.00	\$0.00	#DIV/0!	72	0		\$ 3,655.94			24	0		\$ 200,000.00	\$ (63,228.00)	
<b>TOTAL</b>	<b>\$543,153.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>#DIV/0!</b>	<b>138</b>	<b>0</b>	<b>#DIV/0!</b>	<b>\$ 3,935.88</b>		<b>#DIV/0!</b>	<b>26</b>	<b>0</b>	<b>#DIV/0!</b>	<b>\$400,000.00</b>	<b>-\$143,153.00</b>	
<b>CLOSED 2011</b>																
Geiss & Sons	\$1,929.00	\$9,790.00	\$9,790.00	-80%	1	2	-50%	\$ 1,929.00	\$ 4,895.00	-61%	22	34	-35%		\$ (1,929.00)	\$ (1,929.00)
Geiss & Sons Hilton Head	\$10,935.00	\$31,128.00	\$31,128.00		5	11		\$ 2,180.60	\$ 3,011.64		16	16			\$ (10,935.00)	\$ (10,935.00)
Ross-Simpson, NC	\$-10,327.00	\$10,157.00	\$10,157.00		2	2	0%	\$ 5,346.50	\$ 2,662.00	101%	23	9	156%		\$ (10,699.00)	\$ (10,699.00)
WM Dori	\$10,695.00	\$5,324.00	\$5,324.00	-77%	2	2	0%	#DIV/0!	#DIV/0!	#DIV/0!	61	59	3%		\$ (23,570.00)	\$ (23,570.00)
<b>TOTAL</b>	<b>\$13,338.00</b>	<b>\$58,399.00</b>	<b>\$58,399.00</b>	<b>-77%</b>	<b>4,650</b>	<b>4,067</b>	<b>14%</b>	<b>\$3,861.23</b>	<b>\$3,222.58</b>	<b>20%</b>	<b>3,389</b>	<b>3,158</b>	<b>7%</b>	<b>103%</b>	<b>\$17,470,000.00</b>	<b>-\$494,942.00</b>
<b>GRAND TOTAL</b>	<b>\$17,954,705.00</b>	<b>\$13,106,233.00</b>	<b>\$13,106,233.00</b>	<b>37%</b>												

0000276

SC 40 DOORS 31 STORES	YTD SALES 12/31/2011	YTD SALES 12/31/2010	TOTAL 2010	2011 VS. 2010 DOLLARS	SELL IN YTD UNITS 2011	SELL IN YTD UNITS 2010	2011 VS. 2010 SELL IN UNITS	AVERAGE PRICE 2011 SOLD IN	AVERAGE PRICE 2010 SOLD IN	2011 VS. 2010 AVERAGE SELL IN	SELL OUT YTD UNITS 2011	SELL OUT YTD UNITS 2010	2011 VS. 2010 SELL OUT	% OF BUDGET	PROJ 2011	SALES TO GO
AABES	\$439,870.00	\$163,640.00	\$163,640.00	2.1%	159	149	7%	\$2,766.48	\$2,440.54	13%	67	48	40%	#DIV/0!	\$	(439,870.00)
ALBERTONS	\$387,388.00	\$363,692.00	\$363,692.00	7%	113	118	-4%	\$3,428.21	\$3,082.14	11%	99	80	24%	84%	\$	72,612.00
BACHENDORE (3)	\$897,050.00	\$660,810.00	\$660,810.00	96%	242	190	27%	\$3,706.63	\$3,477.95	7%	178	213	-16%	107%	\$	(62,050.00)
BC CLARK	\$179,011.00	\$82,830.00	\$82,830.00	116%	51	27	89%	\$3,510.02	\$3,067.78	14%	45	28	61%	143%	\$	(54,011.00)
BOZZERS PREMIER DIAMONDS	\$37,019.00	\$35,449.00	\$35,449.00	4%	11	11	0%	\$3,365.36	\$3,222.64	4%	10	18	-44%	49%	\$	(37,981.00)
BORSHEIMS	\$445,995.00	\$311,881.00	\$311,881.00	43%	129	97	33%	\$3,457.33	\$3,215.27	8%	94	87	8%	111%	\$	(45,995.00)
CASH	\$14,043.00	\$40,270.00	\$40,270.00	-65%	5	16	-69%	\$2,816.60	\$2,516.88	12%	3	12	-75%	19%	\$	(60,917.00)
CLARKSON	\$366,946.00	\$96,319.00	\$96,319.00	177%	47	34	38%	\$5,679.70	\$2,832.91	100%	42	31	35%	214%	\$	(141,946.00)
DONOROS	\$579,944.00	\$606,602.00	\$606,602.00	-4%	137	103	33%	\$4,233.20	\$5,889.34	-26%	65	76	-14%	76%	\$	(185,050.00)
FRENETO & CO	\$181,792.00	\$287,918.00	\$287,918.00	-37%	55	82	-55%	\$3,430.04	\$3,511.20	-2%	44	14	214%	0%	\$	(183,208.00)
HALLTOMBS (3)	\$703,228.00	\$757,519.00	\$757,519.00	-7%	191	243	-21%	\$3,681.82	\$3,117.44	16%	205	162	27%	73%	\$	(256,772.00)
LACY & CO	\$99,506.00	\$100,126.00	\$100,126.00	-1%	28	35	-20%	\$3,553.79	\$2,860.74	24%	34	22	55%	66%	\$	(50,494.00)
LEWIS JEWELERS TX	\$344,518.00	\$188,843.00	\$188,843.00	82%	77	57	35%	\$4,474.26	\$3,313.04	35%	64	33	94%	136%	\$	(94,518.00)
MARKHAM	\$379,869.00	\$362,219.00	\$362,219.00	5%	97	95	2%	\$3,916.18	\$3,812.83	3%	91	65	40%	82%	\$	(85,131.00)
MATHEWS	\$130,494.00	\$136,202.00	\$136,202.00	-4%	29	37	-22%	\$4,499.79	\$3,681.14	22%	30	25	20%	75%	\$	(44,506.00)
MATI (3)	\$376,727.00	\$248,198.00	\$248,198.00	52%	105	71	48%	\$3,587.88	\$3,495.75	3%	82	62	32%	94%	\$	(23,275.00)
MEBROTTO	\$402,044.00	\$256,702.00	\$256,702.00	57%	118	79	49%	\$3,407.15	\$3,249.39	5%	66	89	-3%	122%	\$	(72,044.00)
MODERN TIME/JOA	\$268,662.00	\$155,054.00	\$155,054.00	73%	71	49	45%	\$3,783.97	\$3,164.37	20%	62	37	68%	136%	\$	(73,666.00)
MODY'S (3)	\$544,756.00	\$301,120.00	\$301,120.00	84%	156	102	53%	\$3,556.13	\$2,932.16	20%	123	94	31%	146%	\$	(174,756.00)
MORETTIS	\$144,485.00	\$4,469.00	\$4,469.00	53%	42	33	27%	\$3,440.12	\$2,862.70	20%	41	30	37%	120%	\$	(24,485.00)
RD EISEMAN	\$489,744.00	\$359,452.00	\$359,452.00	96%	118	118	0%	\$4,150.37	\$3,046.20	36%	93	89	4%	109%	\$	(39,744.00)
RE MONTAGNANTALVO	\$96,933.00	\$97,755.00	\$97,755.00	-1%	31	35	-11%	\$3,127.52	\$2,793.00	12%	31	51	-39%	78%	\$	(28,042.00)
ROBERTSONS	\$145,036.00	\$94,207.00	\$94,207.00	54%	40	33	21%	\$3,625.90	\$2,854.76	27%	31	28	11%	121%	\$	(25,036.00)
ROMANCE DIAMOND CO	\$130,354.00	\$75,571.00	\$75,571.00	72%	40	25	60%	\$3,259.85	\$3,022.84	8%	45	24	88%	137%	\$	(95,000.00)
RUSSELL KORMAN	\$185,910.00	\$350,033.00	\$350,033.00	-26%	62	89	-30%	\$2,998.87	\$2,809.36	7%	82	116	-29%	59%	\$	(35,354.00)
SAM MAJORS (2)	\$335,211.00	\$62,663.00	\$62,663.00	275%	65	23	183%	\$3,618.63	\$2,724.48	33%	35	16	119%	294%	\$	(155,211.00)
SHANNON JEWELRY	\$165,077.00	\$166,195.00	\$166,195.00	120%	85	53	60%	\$4,295.02	\$3,135.75	37%	75	56	34%	174%	\$	(155,077.00)
SIMONS	\$386,530.00	\$362,870.00	\$362,870.00	47%	112	97	15%	\$3,451.34	\$2,710.00	27%	83	64	45%	117%	\$	(56,550.00)
TOURNEAU (2)	\$907,240.00	\$675,376.00	\$675,376.00	34%	259	226	15%	\$3,502.86	\$2,988.39	17%	212	213	0%	91%	\$	(92,760.00)
ZADOKS	\$636,232.00	\$38,676.00	\$38,676.00	20%	166	152	9%	\$3,832.84	\$3,478.13	10%	146	122	20%	95%	\$	(33,746.00)
<b>TOTAL</b>	<b>\$10,411,742.00</b>	<b>\$8,022,681.00</b>	<b>\$8,022,681.00</b>	<b>30%</b>	<b>2,839</b>	<b>2,479</b>	<b>15%</b>	<b>\$3,667.40</b>	<b>\$3,236.26</b>	<b>13%</b>	<b>2,388</b>	<b>2,005</b>	<b>15%</b>	<b>104%</b>	<b>\$10,045,000.00</b>	<b>\$ (366,742.00)</b>
<b>NEW ACCOUNTS</b>																
SUSAN ROBINSON FJ	\$256,027.00	\$0.00	\$0.00	#DIV/0!	63	0	#DIV/0!	\$4,063.92	#DIV/0!	#DIV/0!	19	0	#DIV/0!	\$	\$	(6,027.00)
TAYLOR MADE	\$15,158.00	\$0.00	\$0.00	#DIV/0!	8	0	#DIV/0!	\$1,894.75	#DIV/0!	#DIV/0!	1.00	0	#DIV/0!	\$	\$	(15,158.00)
MBH TRI	\$173,406.00	\$0.00	\$0.00	#DIV/0!	71	0	#DIV/0!	\$6,261.85	#DIV/0!	#DIV/0!	19	0	#DIV/0!	\$	\$	(173,406.00)
<b>TOTAL</b>	<b>\$444,591.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>#DIV/0!</b>	<b>142</b>	<b>0</b>	<b>#DIV/0!</b>	<b>\$6,261.85</b>	<b>#DIV/0!</b>	<b>#DIV/0!</b>	<b>19</b>	<b>0</b>	<b>#DIV/0!</b>	<b>69%</b>	<b>\$500,000.00</b>	<b>\$ (55,409.00)</b>
<b>CLOSED 2011</b>																
DUNCAN & BOYD	\$86.00	\$23,234.00	\$23,234.00	-100%	0	4	-100%	#DIV/0!	\$4,205.67	#DIV/0!	4	14	-71%	#DIV/0!	\$	(86.00)
PRECIOUS	\$43.00	\$58,066.00	\$58,066.00	-100%	0	34	-100%	#DIV/0!	\$2,419.42	#DIV/0!	4	14	-71%	#DIV/0!	\$	(43.00)
<b>TOTAL</b>	<b>\$129.00</b>	<b>\$32,832.00</b>	<b>\$32,832.00</b>	<b>-100%</b>	<b>0</b>	<b>18</b>	<b>-100%</b>	<b>#DIV/0!</b>	<b>\$1,824.00</b>	<b>#DIV/0!</b>	<b>4</b>	<b>14</b>	<b>-71%</b>	<b>#DIV/0!</b>	<b>\$</b>	<b>(129.00)</b>
<b>GRAND TOTAL</b>	<b>\$10,856,462.00</b>	<b>\$8,055,513.00</b>	<b>\$8,055,513.00</b>	<b>35%</b>	<b>2,910</b>	<b>2,497</b>	<b>17%</b>	<b>\$3,730.74</b>	<b>\$3,226.08</b>	<b>16%</b>	<b>2,331</b>	<b>2,019</b>	<b>15%</b>	<b>109%</b>	<b>\$10,545,000.00</b>	<b>\$ (311,462.00)</b>

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W1 44 DOORS 30 STORES	YTD SALES 12/31/2011	YTD SALES 12/31/2010	TOTAL 2010	2011 VS. 2010 DOLLARS	SELL IN YTD UNITS 2011	SELL IN YTD UNITS 2010	2011 VS. 2010 SELL IN UNITS	AVERAGE PRICE 2011	AVERAGE PRICE 2010 SOLD IN	2011 VS. 2010 AVERAGE SELL IN	SELL-OUT YTD UNITS 2010	SELL-OUT YTD UNITS 2010	2011 VS. 2010 SELL OUT	% OF BUDGET	PROJ. 2011	SALES TO GO
ALEXANDER JEWELERS 2 doors	\$54,955.00	\$50,357.00	\$81,157.00	81%	135	91	48%	\$4,036.70	\$3,111.62	22%	45	25	80%	14%	\$ 390,000.00	\$(154,950.00)
AMERICAN JEWELRY CO.	\$123,603.00	\$100,355.00	\$100,355.00	23%	31	28	11%	\$3,987.19	\$3,384.11	11%	38	28	36%	90%	\$ 130,000.00	\$ 6,330.00
BRYANT & SONS	\$175,455.00	\$208,514.00	\$208,514.00	-16%	44	64	-31%	\$5,987.61	\$3,258.03	22%	24	26	-8%	65%	\$ 270,000.00	\$ 94,545.00
C&S JEWELERS	\$386,950.00	\$112,068.00	\$112,068.00	245%	80	30	167%	\$4,836.88	\$3,735.60	29%	59	30	97%	238%	\$ 150,000.00	\$(236,950.00)
CASHPERSONAL	\$33,350.00	\$111,025.00	\$111,025.00	-52%	20	44	-55%	\$2,676.50	\$2,723.30	6%	1	4	-28%	37%	\$ 145,000.00	\$ 91,400.00
FELDMAR	\$690,195.00	\$256,452.00	\$256,452.00	146%	140	83	69%	\$4,501.39	\$3,089.78	46%	111	76	46%	188%	\$ 335,000.00	\$(295,100.00)
GOLDEN NUGGET	\$204,522.00	\$19,605.00	\$19,605.00	943%	37	6	835%	\$5,588.11	\$3,267.50	10%	30	10	400%	136%	\$ 150,000.00	\$(54,550.00)
GOLDSMITH	\$239,027.00	\$309,078.00	\$309,078.00	-16%	79	113	-30%	\$3,278.82	\$2,755.20	20%	48	54	-11%	63%	\$ 400,000.00	\$ 140,900.00
HIGHGLOW	\$516,957.00	\$309,805.00	\$309,805.00	2%	72	84	-14%	\$4,402.18	\$3,688.15	19%	52	57	-9%	79%	\$ 400,000.00	\$ 83,000.00
HUNG WA LEE 2 doors	\$672,554.00	\$560,239.00	\$560,239.00	12%	185	89	108%	\$3,392.18	\$6,294.82	-46%	108	70	54%	87%	\$ 725,000.00	\$ 97,400.00
HOROLOGIO	\$1,031,401.00	\$937,701.00	\$937,701.00	10%	243	273	-11%	\$4,244.45	\$3,434.80	24%	159	164	-5%	84%	\$ 1,225,000.00	\$ 193,599.00
HOURS MINUTES SECONDS	\$176,386.00	\$160,455.00	\$160,455.00	10%	41	46	-11%	\$4,259.66	\$3,488.15	23%	38	83	-54%	84%	\$ 210,000.00	\$ 33,700.00
HYDE PARK - 11% OF SELL OUT	\$361,979.00	\$348,708.00	\$348,708.00	4%	0	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0	0	#DIV/0!	80%	\$ 450,000.00	\$ 88,000.00
JEROOKS	\$248,517.00	\$354,671.00	\$354,671.00	-30%	62	86	-28%	\$4,608.34	\$4,124.08	3%	93	84	11%	54%	\$ 450,000.00	\$ 211,450.00
JEWEL SHOP	\$534,721.00	\$342,919.00	\$342,919.00	56%	145	123	18%	\$3,687.75	\$2,787.96	32%	123	98	26%	119%	\$ 450,000.00	\$ 100,000.00
LEOR 6 doors	\$2,608,327.00	\$1,217,066.00	\$1,217,066.00	114%	456	263	73%	\$5,720.02	\$4,627.63	24%	438	362	21%	163%	\$ 1,600,000.00	\$(1,008,300.00)
MILANO	\$107,249.00	\$106,755.00	\$106,755.00	0%	23	34	-32%	\$4,665.00	\$3,139.83	49%	29	27	7%	77%	\$ 140,000.00	\$ 32,750.00
MIRAGE/ALL STORES 2 doors	\$699,827.00	\$249,808.00	\$249,808.00	186%	144	71	103%	\$4,859.91	\$3,518.42	38%	123	111	11%	215%	\$ 325,000.00	\$(374,827.00)
MORGAN'S JEWELERS 2 doors	\$401,029.00	\$345,268.00	\$345,268.00	16%	86	107	-20%	\$4,663.13	\$3,276.80	45%	77	80	-4%	89%	\$ 450,000.00	\$ 48,900.00
NO JEWELLERS	\$101,120.00	\$207,075.00	\$207,075.00	-51%	18	50	-64%	\$5,617.78	\$4,141.50	36%	28	37	-24%	37%	\$ 270,000.00	\$ 168,800.00
OC TANNER	\$238,142.00	\$188,448.00	\$188,448.00	26%	62	67	-7%	\$3,841.00	\$2,812.66	37%	48	62	-23%	99%	\$ 240,000.00	\$ 18,000.00
OC TANNER CORP - non door	\$9,274.00	\$1,465.00	\$1,465.00	+16%	-1	6	-17%	\$1,465.00	\$1,465.67	-5%	3	4	-25%	#DIV/0!	\$ 1,465.00	\$ 1,465.00
POLACHEK JEWELERS	\$336,701.00	\$284,185.00	\$284,185.00	18%	88	88	-15%	\$4,489.35	\$3,229.38	39%	117	116	1%	86%	\$ 390,000.00	\$ 53,200.00
RADIANCE	\$329,775.00	\$96,672.00	\$96,672.00	241%	76	30	153%	\$4,359.14	\$3,222.40	35%	48	28	71%	264%	\$ 125,000.00	\$(304,700.00)
SEHATI - JEWELRY COUTURE	\$98,599.00	\$290,082.00	\$290,082.00	-66%	34	89	-62%	\$2,899.68	\$5,259.35	+11%	27	13	108%	26%	\$ 375,000.00	\$ 276,400.00
SWISS WATCH GALLERY 2 doors	\$709,256.00	\$486,468.00	\$486,468.00	46%	183	137	34%	\$3,877.32	\$3,550.86	9%	105	34	209%	113%	\$ 630,000.00	\$(79,500.00)
T-BIRD JEWELERS	\$140,334.00	\$131,909.00	\$131,909.00	6%	38	49	-22%	\$3,693.00	\$2,692.02	37%	34	47	-28%	83%	\$ 170,000.00	\$ 29,600.00
THEONIGS	\$146,160.00	\$66,818.00	\$66,818.00	119%	40	21	90%	\$6,654.00	\$3,181.81	15%	17	7	143%	162%	\$ 90,000.00	\$(56,160.00)
TOURNEAU - 2 doors	\$2,458,975.00	\$2,648,743.00	\$2,648,743.00	-7%	703	886	-21%	\$3,497.83	\$2,989.55	17%	575	837	-31%	68%	\$ 3,600,000.00	\$ 1,141,025.00
TOWNE JEWELERS	\$40,239.00	\$49,448.00	\$49,448.00	-19%	13	21	-38%	\$3,095.31	\$2,334.67	31%	28	32	-13%	62%	\$ 65,000.00	\$ 24,700.00
TRADITIONAL JEWELERS	\$359,820.00	\$468,637.00	\$468,637.00	15%	136	132	3%	\$3,969.26	\$3,550.28	12%	50	109	-54%	88%	\$ 610,000.00	\$ 70,180.00
WESTIME 2 doors	\$1,973,944.00	\$1,359,196.00	\$1,359,196.00	43%	443	392	13%	\$4,455.86	\$3,467.34	29%	296	363	-18%	112%	\$ 1,760,000.00	\$(213,900.00)
<b>TOTAL</b>	<b>\$16,603,968.00</b>	<b>\$12,638,804.00</b>	<b>\$12,638,804.00</b>	<b>31%</b>	<b>3,863</b>	<b>3,603</b>	<b>7%</b>	<b>\$4,298.21</b>	<b>\$3,507.86</b>	<b>23%</b>	<b>2,992</b>	<b>3,078</b>	<b>-3%</b>	<b>99%</b>	<b>\$ 16,730,000.00</b>	<b>\$126,032.00</b>
<b>NEW ACCOUNTS</b>																
ROBERTO COIN	\$5,538.00	\$0.00	\$0.00	#DIV/0!	1	0	#DIV/0!	\$5,538.00	#DIV/0!	#DIV/0!	0	0	#DIV/0!	\$ 460,000.00	\$ 0.00	
<b>TOTAL</b>	<b>\$5,538.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>#DIV/0!</b>	<b>1</b>	<b>0</b>	<b>#DIV/0!</b>	<b>\$5,538.00</b>	<b>#DIV/0!</b>	<b>#DIV/0!</b>	<b>0</b>	<b>0</b>	<b>#DIV/0!</b>	<b>\$ 460,000.00</b>	<b>\$0.00</b>	
<b>CLOSED 2011</b>																
BARREY PETERSON	\$0.00	-\$2,850.00	-\$2,850.00	-100%	0	-1	-100%	#DIV/0!	\$2,850.00	#DIV/0!	0	17	-100%			
BEN BRIDGE	\$0.00	\$22,195.00	\$22,195.00	-100%	16	8	100%	\$0.00	\$3,399.38	-100%	28	79	-65%			
CLASSIC	\$0.00	\$3,380.00	\$3,380.00	0%	0	1	-100%	#DIV/0!	\$3,380.00	#DIV/0!	1	31	-97%			
DAKRYA	\$0.00	-\$1,573.00	-\$1,573.00	0%	0	1	-100%	#DIV/0!	-\$1,573.00	#DIV/0!	0	9	-100%			
DAVID LEE JEWELERS	\$0.00	\$301,977.00	\$301,977.00	-100%	0	111	-100%	#DIV/0!	\$3,720.51	#DIV/0!	16	79	-80%			
R. MORRIS JEWELERS	\$44,414.00	\$285,931.00	\$285,931.00	-84%	13	81	-84%	\$3,416.46	\$3,529.89	-3%	63	53	19%	12%	\$ 370,000.00	\$ 325,500.00
SCHULBERS	\$0.00	\$63.00	\$63.00	0%	0	3	-100%	#DIV/0!	#DIV/0!	#DIV/0!	3	10	-100%			
WYNN	\$35,568.00	\$50,065.00	\$50,065.00	-29%	15	24	-38%	\$3,556.00	\$3,240.00	98%	47	48	-2%	53%	\$ 65,000.00	\$ 29,400.00
<b>TOTAL</b>	<b>\$79,982.00</b>	<b>\$664,376.00</b>	<b>\$664,376.00</b>	<b>-88%</b>	<b>44</b>	<b>275</b>	<b>-80%</b>	<b>\$1,817.77</b>	<b>\$2,952.78</b>	<b>-38%</b>	<b>158</b>	<b>326</b>	<b>-52%</b>	<b>95%</b>	<b>\$435,000.00</b>	<b>\$355,018.00</b>
<b>GRAND TOTAL</b>	<b>\$16,689,488.00</b>	<b>\$13,303,180.00</b>	<b>\$13,303,180.00</b>	<b>25%</b>	<b>3,908</b>	<b>3,828</b>	<b>23%</b>	<b>\$4,270.60</b>	<b>\$3,475.23</b>	<b>23%</b>	<b>3,150</b>	<b>3,404</b>	<b>-7%</b>	<b>95%</b>	<b>\$17,625,000.00</b>	<b>\$481,050.00</b>

W2 40 DOORS 30 STORES	YTD SALES 12/31/2011	YTD SALES 12/31/2010	TOTAL 2010	2011 VS. 2010 DOLLARS	SELL IN YTD UNITS 2011	SELL IN YTD UNITS 2010	2011 VS. 2010 SELL IN UNITS	AVERAGE PRICE 2011 SOLD IN	AVERAGE PRICE 2010 SOLD IN	2011 VS. 2010 AVERAGE SELL IN	SELL OUT YTD UNITS 2011	SELL OUT YTD UNITS 2010	2011 VS. 2010 SELL OUT	% OF BUDGET	PROJ 2011	SALES TO GO
ALVIN GOLDFARB 2 doors	\$1,039,838.00	\$377,702.00	\$377,702.00	175%	373	125	198%	\$2,787.77	\$3,021.62	8%	356	168	112%	217%	\$ 480,000.00	\$ (559,838.00)
BREKENDRIDGE	\$118,864.00	\$108,671.00	\$108,671.00	20%	34	30	13%	\$3,848.84	\$3,622.37	6%	34	26	31%	93%	\$ 140,000.00	\$ 9,136.00
CARIBBEAN GEMS	\$324,244.00	\$354,311.00	\$354,311.00	-27%	97	74	31%	\$3,322.10	\$3,456.64	-3%	75	62	21%	99%	\$ 325,000.00	\$ 2,756.00
CARONEL 4 doors	\$446,015.00	\$662,138.00	\$662,138.00	-18%	191	249	-23%	\$2,858.72	\$2,659.19	8%	198	192	3%	65%	\$ 845,000.00	\$ 298,985.00
CASHMILITARY	\$116,611.00	\$112,175.00	\$112,175.00	4%	49	47	4%	\$2,379.82	\$2,366.70	0%	9	8	13%	80%	\$ 145,000.00	\$ 28,389.00
CHATEL	\$184,838.00	\$152,193.00	\$152,193.00	20%	30	40	-25%	\$6,094.60	\$3,804.83	60%	33	34	-3%	96%	\$ 190,000.00	\$ 7,162.00
CJ CHARLES	\$315,066.00	\$127,706.00	\$127,706.00	147%	60	35	71%	\$5,251.10	\$3,648.74	44%	28	8	250%	191%	\$ 165,000.00	\$ (150,066.00)
DACOLE	\$118,982.00	\$74,288.00	\$74,288.00	-59%	35	22	-77%	\$3,631.80	\$3,376.73	8%	10	15	-39%	19%	\$ 95,000.00	\$ 76,641.00
DAVIDS	\$18,159.00	\$125,799.00	\$125,799.00	90%	56	42	33%	\$4,265.41	\$2,995.21	42%	43	33	30%	149%	\$ 160,000.00	\$ (78,863.00)
DAVIDSON & LICHT	\$238,863.00	\$125,799.00	\$125,799.00	90%	56	42	33%	\$4,265.41	\$2,995.21	42%	43	33	30%	149%	\$ 160,000.00	\$ (78,863.00)
GANEM 2 doors	\$932,700.00	\$793,423.00	\$793,423.00	18%	218	227	-4%	\$4,278.44	\$3,490.65	23%	230	230	0%	99%	\$ 1,000,000.00	\$ 67,300.00
GLEIM JEWELERS	\$134,944.00	\$133,200.00	\$133,200.00	16%	47	43	9%	\$3,296.68	\$3,097.67	6%	46	52	-12%	91%	\$ 170,000.00	\$ 15,056.00
GOLDEN TIME JEWELERS	\$148,213.00	\$105,846.00	\$105,846.00	40%	37	27	37%	\$4,005.76	\$3,920.22	2%	33	23	43%	110%	\$ 135,000.00	\$ (13,213.00)
HAMRA	\$299,927.00	\$197,317.00	\$197,317.00	49%	82	55	49%	\$3,584.48	\$3,587.58	0%	64	63	2%	118%	\$ 250,000.00	\$ (43,927.00)
HARLAND	\$658,984.00	\$479,118.00	\$479,118.00	37%	189	167	13%	\$3,476.11	\$2,668.97	21%	75	43	74%	108%	\$ 610,000.00	\$ (46,984.00)
HARLAND RENO	\$786,337.00	\$166,469.00	\$166,469.00	336%	199	51	290%	\$3,650.94	\$3,264.10	12%	124	1	12300%	346%	\$ 210,000.00	\$ (516,537.00)
HOCHFELD	\$113,411.00	75,938.00	75,938.00	49%	26	26	0%	\$4,361.96	\$2,920.69	49%	29	24	21%	119%	\$ 95,000.00	\$ (18,411.00)
HURDLES	\$5,467.00	\$31,873.00	\$31,873.00	6%	18	19	-5%	\$3,103.72	\$2,730.16	14%	22	16	36%	86%	\$ 65,000.00	\$ 9,133.00
HYDE PARK (1% OF SELL OUT)	\$412,871.00	\$416,593.00	\$416,593.00	-1%	217	179	21%	\$1,902.63	\$2,327.34	-18%	196	194	1%	78%	\$ 530,000.00	\$ 117,129.00
JEWEL GALLERY	\$101,073.00	\$1,163,041.00	\$1,163,041.00	12%	305	307	0%	\$4,261.98	\$3,788.41	13%	258	211	22%	88%	\$ 1,480,000.00	\$ 175,834.00
JEWELRY DESIGN CENTER	\$108,659.00	\$63,036.00	\$63,036.00	60%	23	16	44%	\$4,394.48	\$3,939.75	12%	18	19	-9%	126%	\$ 80,000.00	\$ (21,073.00)
JULIANNAS FINE JEWELRY	\$109,993.00	\$102,997.00	\$102,997.00	1%	32	28	14%	\$3,239.34	\$3,678.32	-12%	28	18	56%	7%	\$ 130,000.00	\$ 26,341.00
PRINCESS SKAGWAY	\$294,840.00	\$222,137.00	\$222,137.00	33%	65	63	3%	\$4,532.00	\$3,255.98	29%	59	55	7%	103%	\$ 270,000.00	\$ 48,799.00
PRINCESS WORLD	\$21,202.00	\$68,848.00	\$68,848.00	5%	59	59	0%	\$3,749.19	\$3,595.75	5%	53	51	4%	82%	\$ 285,000.00	\$ 63,036.00
ROYAL MAUI 2 doors	\$638,039.00	\$449,704.00	\$449,704.00	42%	171	152	13%	\$3,731.22	\$2,956.58	26%	180	168	7%	111%	\$ 575,000.00	\$ (63,036.00)
SHEFFIELDS	\$187,825.00	\$109,280.00	\$109,280.00	72%	44	35	26%	\$4,268.75	\$3,122.29	37%	48	38	29%	134%	\$ 140,000.00	\$ (26,136.00)
SIMMONS	\$191,136.00	\$125,380.00	\$125,380.00	52%	48	39	23%	\$3,982.00	\$3,214.87	24%	49	38	29%	116%	\$ 165,000.00	\$ (26,136.00)
SPLITZ	\$125,716.00	\$90,043.00	\$90,043.00	40%	33	32	3%	\$3,810.18	\$2,813.84	35%	25	31	-19%	109%	\$ 115,000.00	\$ (10,736.00)
TOURNEAU 4 doors	\$2,678,443.00	\$2,196,481.00	\$2,196,481.00	22%	766	735	4%	\$3,496.66	\$2,988.41	17%	626	684	-10%	91%	\$ 2,950,000.00	\$ 271,557.00
TRACE	\$247,937.00	\$219,077.00	\$219,077.00	13%	61	60	2%	\$4,064.54	\$3,651.28	11%	37	18	106%	89%	\$ 280,000.00	\$ 32,063.00
<b>TOTAL</b>	<b>\$13,618,730.00</b>	<b>\$9,619,077.00</b>	<b>\$9,619,077.00</b>	<b>31%</b>	<b>3,571</b>	<b>3,077</b>	<b>16%</b>	<b>\$3,533.67</b>	<b>\$3,126.12</b>	<b>13%</b>	<b>3,026</b>	<b>2,630</b>	<b>15%</b>	<b>102%</b>	<b>\$13,405,000.00</b>	<b>\$213,730.00</b>
<b>NEW ACCOUNTS</b>																
<b>WATCHWORKS</b>	\$423,508.00	\$0.00	\$0.00		108	0		\$3,921.37			48		#DIV/0!		\$ 240,000.00	\$ (183,508.00)
<b>SURVEY</b>	\$325,668.00	\$0.00	\$0.00		82	0		\$3,974.00			7		#DIV/0!		\$ 300,000.00	\$ (25,668.00)
<b>TOTAL</b>	<b>\$749,176.00</b>	<b>\$0.00</b>	<b>\$0.00</b>		<b>190</b>	<b>0</b>		<b>\$3,944.08</b>	<b>#DIV/0!</b>		<b>55</b>	<b>0</b>	<b>#DIV/0!</b>		<b>\$510,000.00</b>	<b>\$239,176.00</b>
<b>CLOSED 2011</b>																
<b>CARL GRIEVE</b>	\$0.00	\$64,269.00	\$64,269.00	-100%	0	-15	-100%	#DIV/0!	\$4,151.27	#DIV/0!	3	48	-94%	#VALUE!		
<b>BETTERDIE VAIL</b>	\$32,177.00	\$110,874.00	\$110,874.00	-71%	11	30	-63%	\$2,925.18	\$3,695.60	-21%	12	14	-14%	23%	\$ 140,000.00	\$ 107,823.00
<b>BELLER</b>	\$0.00	\$0.00	\$0.00		0	-3	-100%	#DIV/0!		#DIV/0!	5	26	-81%			
<b>KENNY G</b>	\$0.00	\$35,421.00	\$35,421.00	-100%	0	-16	-100%	#DIV/0!		#DIV/0!	2	27				
<b>LOGHMAN DEL MAR</b>	\$76,094.00	\$72,934.00	\$72,934.00	5%	22	26	-15%	\$3,486.09	\$2,805.15	24%	32	25	28%	85%	\$ 90,000.00	\$ 13,306.00
<b>TOTAL</b>	<b>\$108,871.00</b>	<b>\$86,118.00</b>	<b>\$86,118.00</b>	<b>25%</b>	<b>33</b>	<b>22</b>	<b>50%</b>	<b>\$ 3,299.12</b>	<b>\$ 3,914.45</b>	<b>-16%</b>	<b>51</b>	<b>140</b>	<b>-61%</b>		<b>\$ 280,000.00</b>	<b>\$ 121,182.00</b>
<b>GRAND TOTAL</b>	<b>\$13,476,977.00</b>	<b>\$9,705,195.00</b>	<b>\$9,705,195.00</b>	<b>38%</b>	<b>3,794</b>	<b>3,099</b>	<b>22%</b>	<b>\$3,552.18</b>	<b>\$3,131.72</b>	<b>13%</b>	<b>3,135</b>	<b>2,770</b>	<b>13%</b>	<b>102%</b>	<b>\$13,175,000.00</b>	<b>\$301,977.00</b>

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	2012 Jan Total	2011 Jan Total	Jan %	Feb 2012 Total	Feb 2011 Total	Feb %	Mar 2012 Total	Mar 2011 Total	Mar %
Fred	\$ 859,092.00	\$ 1,125,818.00		\$ 481,259.00	\$ 1,358,338.00		\$ 1,329,345.00	\$ 762,097.00	74%
Annie	\$ 838,896.00	\$ 827,579.00	1%	\$ 883,887.00	\$ 1,120,630.00		\$ 1,187,789.00	\$ 805,791.00	47%
Josh	\$ 1,583,188.00	\$ 1,417,775.00	12%	\$ 1,081,859.00	\$ 1,247,951.00		\$ 1,256,800.00	\$ 1,246,694.00	1%
Rick	\$ 601,236.00	\$ 567,527.00	6%	\$ 527,860.00	\$ 760,638.00		\$ 435,986.00	\$ 474,368.00	
Patrick	\$ 660,834.00	\$ 681,863.00	0%	\$ 684,135.00	\$ 985,923.00		\$ 792,935.00	\$ 727,696.00	9%
Brian	\$ 841,568.00	\$ 721,532.00	17%	\$ 1,085,702.00	\$ 1,202,463.00		\$ 929,952.00	\$ 624,723.00	49%
Beth	\$ 990,678.00	\$ 841,805.00	16%	\$ 952,444.00	\$ 875,640.00		\$ 519,195.00	\$ 605,963.00	
<b>Reps totals</b>	<b>\$ 6,375,492.00</b>	<b>\$ 6,163,899.00</b>	<b>3%</b>	<b>\$ 5,697,166.00</b>	<b>\$ 7,551,373.00</b>		<b>\$ 6,451,982.00</b>	<b>\$ 5,247,322.00</b>	<b>23%</b>

HOUSE	\$ 665,528.00	\$ 1,438,959.00		\$ 2,641,681.00	\$ 2,177,536.00	21%	\$ 785,681.00	\$ 1,667,860.00	
<b>Totals</b>	<b>\$ 7,041,020.00</b>	<b>\$ 7,602,858.00</b>		<b>\$ 8,338,847.00</b>	<b>\$ 9,729,109.00</b>		<b>\$ 7,237,663.00</b>	<b>\$ 6,915,182.00</b>	<b>5%</b>

	April 2012 Total	April 2011 Total	Apr %	May 2012 Total	May 2011 Total	May %	June 2012 Total	June 2011 Total	June %
Fred	\$ 1,069,191.00	\$ 1,123,398.00		\$ 1,418,476.00	\$ 1,126,761.00	26%	\$ 1,040,266.00	\$ 1,971,329.00	
Annie	\$ 769,418.00	\$ 1,037,769.00		\$ 1,273,382.00	\$ 792,056.00	61%	\$ 922,761.00	\$ 1,246,197.00	
Josh	\$ 1,182,648.00	\$ 1,327,607.00		\$ 1,356,057.00	\$ 948,666.00	43%	\$ 1,353,510.00	\$ 1,622,965.00	
Rick	\$ 799,247.00	\$ 872,564.00		\$ 1,199,625.00	\$ 831,916.00	44%	\$ 1,056,747.00	\$ 1,230,765.00	
Patrick	\$ 779,083.00	\$ 817,851.00		\$ 745,920.00	\$ 839,370.00		\$ 804,660.00	\$ 1,010,566.00	
Brian	\$ 1,578,459.00	\$ 1,375,008.00	15%	\$ 1,229,651.00	\$ 875,885.00	40%	\$ 858,272.00	\$ 1,281,927.00	
Beth	\$ 1,753,240.00	\$ 1,056,462.00	66%	\$ 1,012,281.00	\$ 1,162,601.00		\$ 1,105,606.00	\$ 1,061,351.00	4%
<b>Reps totals</b>	<b>\$ 7,931,286.00</b>	<b>\$ 7,610,657.00</b>	<b>4%</b>	<b>\$ 8,235,392.00</b>	<b>\$ 6,577,255.00</b>	<b>25%</b>	<b>\$ 7,141,812.00</b>	<b>\$ 9,425,090.00</b>	

HOUSE	\$ 2,101,316.00	\$ 1,903,697.00	10%	\$ 405,307.00	\$ 2,857,623.00		\$ 2,406,838.00	\$ 1,470,879.00	64%
<b>Totals</b>	<b>\$ 10,032,602.00</b>	<b>\$ 9,514,354.00</b>	<b>5%</b>	<b>\$ 8,640,699.00</b>	<b>\$ 9,434,878.00</b>		<b>\$ 9,548,660.00</b>	<b>\$ 10,895,969.00</b>	

	July 2012 Total	July 2011 Total	July %	Aug 2012 Total	Aug 2011 Total	Aug %	Sept 2012 Total	Sept 2011 Total	Sept %
Fred	\$ 990,752.00	\$ 1,582,075.00		\$ 895,353.00	\$ 935,404.00		\$ 588,270.00	\$ 841,577.00	
Annie	\$ 932,765.00	\$ 792,413.00	18%	\$ 804,419.00	\$ 692,944.00	16%	\$ 721,480.00	\$ 911,676.00	
Josh	\$ 1,318,548.00	\$ 1,282,273.00	3%	\$ 1,052,081.00	\$ 1,405,894.00		\$ 1,494,561.00	\$ 1,294,111.00	15%
Rick	\$ 1,136,707.00	\$ 539,707.00	111%	\$ 1,079,497.00	\$ 1,118,553.00		\$ 917,949.00	\$ 838,356.00	9%
Patrick	\$ 1,049,232.00	\$ 547,203.00	92%	\$ 706,873.00	\$ 566,518.00	25%	\$ 532,003.00	\$ 745,179.00	
Brian	\$ 1,361,673.00	\$ 1,406,434.00		\$ 850,691.00	\$ 1,043,178.00		\$ 1,918,585.00	\$ 1,128,147.00	70%
Beth	\$ 1,100,839.00	\$ 756,881.00	45%	\$ 964,648.00	\$ 967,752.00	0%	\$ 1,039,405.00	\$ 1,087,866.00	
<b>Reps totals</b>	<b>\$ 7,890,516.00</b>	<b>\$ 6,906,986.00</b>	<b>14%</b>	<b>\$ 6,363,562.00</b>	<b>\$ 6,730,243.00</b>		<b>\$ 7,212,253.00</b>	<b>\$ 6,847,914.00</b>	<b>5%</b>

HOUSE	\$ 1,244,562.00	\$ 1,108,392.00	12%	\$ 1,170,771.00	\$ 1,792,230.00		\$ 2,448,540.00	\$ 863,298.00	184%
<b>Totals</b>	<b>\$ 9,135,076.00</b>	<b>\$ 8,015,378.00</b>	<b>14%</b>	<b>\$ 7,524,333.00</b>	<b>\$ 8,522,473.00</b>		<b>\$ 9,660,793.00</b>	<b>\$ 7,711,212.00</b>	<b>25%</b>

	Oct 2012 Total	Oct 2011 Total	Oct %	Nov 2012 Total	Nov 2011 Total	Nov %	Dec 2012 Total	Dec 2011 Total	Dec %
Fred	\$ 1,162,508.00	\$ 778,171.00	49%	\$ 1,651,211.00	\$ 1,060,748.00	56%	\$ 1,413,858.00	\$ 1,173,110.00	21%
Annie	\$ 1,222,047.00	\$ 1,013,927.00	21%	\$ 1,447,052.00	\$ 1,264,508.00	14%	\$ 933,335.00	\$ 1,472,780.00	
Josh	\$ 1,563,215.00	\$ 1,432,570.00	9%	\$ 2,105,805.00	\$ 1,487,854.00	42%	\$ 1,279,071.00	\$ 973,332.00	31%
Rick	\$ 615,559.00	\$ 908,959.00		\$ 1,610,288.00	\$ 1,095,345.00	47%	\$ 1,340,736.00	\$ 1,219,216.00	10%
Patrick	\$ 927,237.00	\$ 1,003,151.00		\$ 1,712,025.00	\$ 1,090,367.00	57%	\$ 609,106.00	\$ 953,543.00	
Brian	\$ 1,028,293.00	\$ 1,492,961.00		\$ 1,508,698.00	\$ 1,097,645.00	37%	\$ 1,446,349.00	\$ 1,729,230.00	
Beth	\$ 915,994.00	\$ 829,334.00	10%	\$ 920,476.00	\$ 1,046,764.00		\$ 571,432.00	\$ 726,187.00	
<b>Reps totals</b>	<b>\$ 7,434,853.00</b>	<b>\$ 7,459,073.00</b>	<b>0%</b>	<b>\$ 10,955,555.00</b>	<b>\$ 8,143,231.00</b>	<b>35%</b>	<b>\$ 7,593,887.00</b>	<b>\$ 8,244,398.00</b>	

HOUSE	\$ 1,673,082.00	\$ 754,696.00	122%	\$ 2,497,212.00	\$ 972,040.00	157%	\$ 1,122,920.00	\$ 1,847,219.00	
<b>Totals</b>	<b>\$ 9,107,935.00</b>	<b>\$ 8,213,769.00</b>	<b>11%</b>	<b>\$ 13,452,767.00</b>	<b>\$ 9,115,271.00</b>	<b>48%</b>	<b>\$ 8,716,807.00</b>	<b>\$ 10,091,617.00</b>	

	Jan-Dec Units 2012		YTD Unit %
	YTD Units	2011	
Fred	2987	3576	
Annie	2678	3250	
Josh	3649	4028	
Rick	2467	2705	
Patrick	2076	2695	
Brian	2936	3349	
Beth	2588	2989	
<b>Totals</b>	<b>19,381</b>	<b>22,602</b>	

	YTD Sales 2012	YTD Sales 2011	YTD %	Ave Price
Fred	\$ 12,899,581.00	\$ 13,838,824.00		\$ 4,319
Annie	\$ 11,937,231.00	\$ 11,978,270.00		\$ 4,458
Josh	\$ 16,627,343.00	\$ 15,687,692.00	5.99%	\$ 4,557
Rick	\$ 11,321,437.00	\$ 10,455,914.00	8.28%	\$ 4,589
Patrick	\$ 10,004,033.00	\$ 9,949,220.00	0.55%	\$ 4,819
Brian	\$ 14,637,893.00	\$ 13,979,123.00	4.71%	\$ 4,986
Beth	\$ 11,846,238.00	\$ 11,018,598.00	7.51%	\$ 4,577
<b>Totals</b>	<b>\$ 89,273,756.00</b>	<b>\$ 86,907,641.00</b>	<b>2.72%</b>	<b>\$ 4,806</b>

HOUSE	\$ 19,163,438.00	\$ 18,854,429.00	1.64%	\$ 4,449
<b>Totals</b>	<b>\$ 108,437,194.00</b>	<b>\$ 105,762,070.00</b>	<b>2.53%</b>	<b>\$ 4,578</b>

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	2013 Jan Total	2012 Jan Total	Jan %	Feb 2013 Total	Feb 2012 Total	Feb %	Mar 2013 Total	Mar 2012 Total	Mar %
Fred	\$ 803,602.00	\$ 721,278.00	11%	\$ 800,936.00	\$ 424,748.00	89%	\$ 708,714.00	\$ 975,886.00	-27%
Annie	\$ 850,431.00	\$ 470,369.00	81%	\$ 589,461.00	\$ 541,520.00	9%	\$ 556,764.00	\$ 735,964.00	-24%
Isaac	\$ 579,047.00	\$ 516,024.00	12%	\$ 510,171.00	\$ 420,770.00	21%	\$ 453,624.00	\$ 812,213.00	-44%
Josh	\$ 1,409,045.00	\$ 1,584,425.00	-11%	\$ 1,308,169.00	\$ 1,097,395.00	19%	\$ 763,804.00	\$ 1,260,002.00	-39%
Rick	\$ 627,827.00	\$ 590,316.00	6%	\$ 978,401.00	\$ 490,452.00	99%	\$ 763,056.00	\$ 425,835.00	79%
Patrick	\$ 825,146.00	\$ 660,634.00	25%	\$ 755,937.00	\$ 684,135.00	10%	\$ 918,188.00	\$ 792,935.00	16%
Brian	\$ 936,099.00	\$ 836,154.00	12%	\$ 907,593.00	\$ 1,071,832.00	-15%	\$ 960,198.00	\$ 925,647.00	4%
Beth	\$ 889,457.00	\$ 996,092.00	-11%	\$ 597,017.00	\$ 657,043.00	-9%	\$ 505,075.00	\$ 523,500.00	-4%
Reps totals	\$ 6,920,654.00	\$ 6,375,492.00	9%	\$ 6,447,675.00	\$ 5,387,895.00	20%	\$ 5,629,393.00	\$ 6,451,982.00	-13%

HOUSE	\$ 684,516.00	\$ 665,528.00	3%	\$ 1,407,614.00	\$ 2,950,952.00	-52%	\$ 816,314.00	\$ 785,681.00	4%
Totals	\$ 7,605,170.00	\$ 7,041,020.00	8%	\$ 7,855,289.00	\$ 8,338,847.00	-6%	\$ 6,447,707.00	\$ 7,237,663.00	-11%

	April 2013 Total	April 2012 Total	Apr %	May 2013 Total	May 2012 Total	May %	June 2013 Total	June 2012 Total	June %
Fred	\$ 696,360.00	\$ 757,563.00	-9%	\$ 643,425.00	\$ 1,186,288.00	-46%	\$ 774,980.00	\$ 684,221.00	13%
Annie	\$ 641,221.00	\$ 537,946.00	19%	\$ 627,922.00	\$ 857,053.00	-27%	\$ 669,228.00	\$ 706,971.00	-5%
Isaac	\$ 362,351.00	\$ 649,090.00	-44%	\$ 862,911.00	\$ 715,703.00	21%	\$ 586,568.00	\$ 630,884.00	-7%
Josh	\$ 1,323,742.00	\$ 1,184,695.00	12%	\$ 1,009,982.00	\$ 1,362,832.00	-26%	\$ 1,191,516.00	\$ 1,360,632.00	-12%
Rick	\$ 424,918.00	\$ 691,211.00	-39%	\$ 946,985.00	\$ 1,125,684.00	-16%	\$ 1,217,755.00	\$ 990,576.00	23%
Patrick	\$ 1,003,232.00	\$ 779,083.00	29%	\$ 975,086.00	\$ 745,920.00	31%	\$ 1,320,448.00	\$ 804,650.00	64%
Brian	\$ 773,036.00	\$ 1,568,190.00	-51%	\$ 1,036,708.00	\$ 1,217,641.00	-15%	\$ 1,218,770.00	\$ 856,326.00	42%
Beth	\$ 753,230.00	\$ 1,763,509.00	-57%	\$ 1,421,092.00	\$ 972,672.00	46%	\$ 1,039,666.00	\$ 1,107,552.00	-6%
Reps totals	\$ 5,978,100.00	\$ 7,931,287.00	-25%	\$ 7,624,111.00	\$ 8,183,773.00	-8%	\$ 8,018,931.00	\$ 7,141,812.00	12%

HOUSE	\$ 1,060,546.00	\$ 2,101,316.00	-50%	\$ 1,733,207.00	\$ 455,926.00	275%	\$ 647,062.00	\$ 2,406,838.00	-73%
Totals	\$ 7,038,646.00	\$ 10,032,603.00	-30%	\$ 9,267,318.00	\$ 8,640,699.00	7%	\$ 8,665,993.00	\$ 9,548,660.00	-9%

	July 2013 Total	July 2012 Total	July %	Aug 2013 Total	Aug 2012 Total	Aug %	Sept 2013 Total	Sept 2012 Total	Sept %
Fred	\$ 654,165.00	\$ 681,620.00	-4%	\$ 677,802.00	\$ 595,272.00	14%	\$ 559,346.00	\$ 497,418.00	12%
Annie	\$ 696,304.00	\$ 716,859.00	-3%	\$ 407,012.00	\$ 541,813.00	-25%	\$ 495,657.00	\$ 508,257.00	-2%
Isaac	\$ 598,565.00	\$ 558,014.00	7%	\$ 594,808.00	\$ 577,771.00	3%	\$ 486,559.00	\$ 328,506.00	42%
Josh	\$ 1,412,567.00	\$ 1,328,874.00	6%	\$ 1,061,213.00	\$ 1,055,375.00	1%	\$ 1,022,226.00	\$ 1,496,789.00	-32%
Rick	\$ 822,107.00	\$ 1,093,405.00	-25%	\$ 771,985.00	\$ 1,061,119.00	-27%	\$ 592,533.00	\$ 892,290.00	-34%
Patrick	\$ 554,629.00	\$ 1,049,232.00	-46%	\$ 361,577.00	\$ 708,873.00	-49%	\$ 1,082,682.00	\$ 552,003.00	104%
Brian	\$ 1,013,087.00	\$ 1,361,673.00	-26%	\$ 839,427.00	\$ 860,691.00	-1%	\$ 596,298.00	\$ 1,419,088.00	-58%
Beth	\$ 887,708.00	\$ 1,100,839.00	-19%	\$ 1,060,640.00	\$ 925,164.00	15%	\$ 971,595.00	\$ 1,039,405.00	-7%
Reps totals	\$ 6,549,122.00	\$ 7,890,516.00	-16%	\$ 6,774,464.00	\$ 6,314,078.00	-9%	\$ 6,788,896.00	\$ 6,712,756.00	-14%

HOUSE	\$ 1,131,727.00	\$ 1,244,562.00	-9%	\$ 1,743,152.00	\$ 1,210,254.00	44%	\$ 850,748.00	\$ 2,948,037.00	-71%
Totals	\$ 7,780,849.00	\$ 9,135,078.00	-15%	\$ 7,617,616.00	\$ 7,524,332.00	0%	\$ 6,639,644.00	\$ 9,660,793.00	-31%

	Oct 2013 Total	Oct 2012 Total	Oct %	Nov 2013 Total	Nov 2012 Total	Nov %	Dec 2013 Total	Dec 2012 Total	Dec %
Fred	\$ 835,526.00	\$ 864,955.00	-3%	\$ 745,854.00	\$ 1,286,231.00	-42%	\$ 551,362.00	\$ 1,134,005.00	-51%
Annie	\$ 864,894.00	\$ 712,559.00	21%	\$ 724,925.00	\$ 1,002,444.00	-28%	\$ 549,218.00	\$ 735,025.00	-25%
Isaac	\$ 654,498.00	\$ 790,184.00	-17%	\$ 475,453.00	\$ 956,455.00	-50%	\$ 630,908.00	\$ 523,768.00	20%
Josh	\$ 1,166,690.00	\$ 1,586,421.00	-26%	\$ 1,288,287.00	\$ 2,113,699.00	-39%	\$ 844,322.00	\$ 1,252,826.00	-33%
Rick	\$ 1,094,813.00	\$ 609,293.00	80%	\$ 1,556,865.00	\$ 1,455,388.00	7%	\$ 1,405,444.00	\$ 1,320,375.00	6%
Patrick	\$ 779,578.00	\$ 927,237.00	-16%	\$ 668,697.00	\$ 1,726,227.00	-61%	\$ 675,114.00	\$ 609,211.00	11%
Brian	\$ 952,715.00	\$ 1,028,293.00	-7%	\$ 766,263.00	\$ 1,508,698.00	-49%	\$ 1,173,807.00	\$ 1,446,349.00	-19%
Beth	\$ 478,442.00	\$ 915,994.00	-48%	\$ 721,498.00	\$ 920,476.00	-22%	\$ 481,261.00	\$ 571,822.00	-16%
Reps totals	\$ 6,827,166.00	\$ 7,434,941.00	-8%	\$ 6,947,962.00	\$ 10,969,768.00	-37%	\$ 6,311,437.00	\$ 7,593,381.00	-17%

HOUSE	\$ 3,372,569.00	\$ 1,672,982.00	102%	\$ 4,529,018.00	\$ 2,482,864.00	82%	\$ 2,871,577.00	\$ 1,123,118.00	156%
Totals	\$ 10,199,725.00	\$ 9,107,923.00	12%	\$ 11,476,980.00	\$ 13,452,642.00	-15%	\$ 9,183,014.00	\$ 8,716,499.00	5%

	YTD Sales 2013	YTD Sales 2012	YTD %	YTD %	Ave Price	YTD Units 2013
\$	8,452,072.00	\$ 9,809,465.00	-13.84%	\$ 4,357	1940.	2288
\$	7,672,937.00	\$ 8,066,760.00	-4.88%	\$ 4,355	1762.	1944
\$	6,775,464.00	\$ 7,479,382.00	-9.41%	\$ 4,332	1564.	1660
\$	13,801,563.00	\$ 16,683,105.00	-17.27%	\$ 4,370	3158	3549
\$	11,202,689.00	\$ 10,745,949.00	4.25%	\$ 4,761	2343	2339
\$	9,930,484.00	\$ 10,018,340.00	-0.88%	\$ 4,643	2139	2080
\$	11,176,011.00	\$ 14,090,582.00	-20.68%	\$ 4,661	2289	2868
\$	9,806,681.00	\$ 11,494,068.00	-14.68%	\$ 4,699	2087	2524
\$	78,817,901.00	\$ 88,387,671.00	-10.83%	\$ 4,558	17,282	19,252

\$	20,860,050.00	\$ 20,049,078.00	4.00%	\$ 3,740	5575	4,435
\$	99,667,951.00	\$ 108,436,749.00	-8.09%	\$ 4,369	22,867	23,687

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	2014 Jan Total	2013 Jan Total	Jan %	Feb 2014 Total	Feb 2013 Total	Feb %	Mar 2014 Total	Mar 2013 Total	Mar %
Annie	\$ 546,529.00	\$ 1,034,444.00	1%	\$ 737,694.00	\$ 1,007,954.00	2%	\$ 612,301.00	\$ 786,310.00	
Isaac	\$ 666,692.00	\$ 1,140,210.00	1%	\$ 745,909.00	\$ 878,540.00	1%	\$ 511,260.00	\$ 854,849.00	
Josh	\$ 1,234,336.00	\$ 1,409,045.00	1%	\$ 774,809.00	\$ 1,308,169.00	1%	\$ 1,262,841.00	\$ 763,804.00	65%
Rick	\$ 676,103.00	\$ 627,827.00	8%	\$ 854,059.00	\$ 978,401.00	1%	\$ 775,976.00	\$ 763,056.00	2%
Patrick	\$ 700,195.00	\$ 825,146.00	1%	\$ 490,560.00	\$ 755,937.00	1%	\$ 669,031.00	\$ 918,158.00	
Brian	\$ 1,192,180.00	\$ 1,091,517.00	9%	\$ 885,778.00	\$ 995,411.00	1%	\$ 760,953.00	\$ 951,273.00	
Beth	\$ 1,058,670.00	\$ 734,039.00	44%	\$ 441,338.00	\$ 509,189.00	1%	\$ 333,944.00	\$ 514,000.00	
<b>Reps totals</b>	<b>\$ 6,074,705.00</b>	<b>\$ 6,862,228.00</b>		<b>\$ 4,930,347.00</b>	<b>\$ 6,433,601.00</b>		<b>\$ 4,926,306.00</b>	<b>\$ 5,561,450.00</b>	

<b>HOUSE</b>	\$ 1,998,628.00	\$ 742,942.00	169%	\$ 2,587,680.00	\$ 1,421,688.00	82%	\$ 2,475,285.00	\$ 866,256.00	179%
<b>Totals</b>	<b>\$ 8,073,333.00</b>	<b>\$ 7,605,170.00</b>	<b>6%</b>	<b>\$ 7,518,027.00</b>	<b>\$ 7,855,288.00</b>	<b>**</b>	<b>\$ 7,401,591.00</b>	<b>\$ 6,447,706.00</b>	<b>15%</b>

	April 2014 Total	April 2013 Total	Apr %	May 2014 Total	May 2013 Total	May %	June 2014 Total	June 2013 Total	Jun %
Annie	\$ 851,036.00	\$ 1,025,079.00	1%	\$ 893,758.00	\$ 971,596.00	1%	\$ 612,015.00	\$ 1,040,699.00	
Isaac	\$ 1,175,170.00	\$ 622,364.00	69%	\$ 910,068.00	\$ 1,160,192.00	2%	\$ 1,462,536.00	\$ 984,947.00	48%
Josh	\$ 919,551.00	\$ 1,323,742.00	1%	\$ 1,117,900.00	\$ 1,009,982.00	11%	\$ 1,667,060.00	\$ 1,191,516.00	40%
Rick	\$ 641,376.00	\$ 424,918.00	51%	\$ 677,596.00	\$ 946,985.00	3%	\$ 1,054,038.00	\$ 1,217,755.00	
Patrick	\$ 774,457.00	\$ 1,003,232.00	1%	\$ 686,223.00	\$ 975,066.00	3%	\$ 1,055,144.00	\$ 1,320,448.00	
Brian	\$ 1,201,439.00	\$ 1,034,733.00	16%	\$ 1,148,757.00	\$ 1,274,476.00	10%	\$ 1,180,171.00	\$ 1,366,270.00	
Beth	\$ 680,890.00	\$ 491,532.00	34%	\$ 862,375.00	\$ 1,189,324.00	27%	\$ 589,462.00	\$ 692,166.00	
<b>Reps totals</b>	<b>\$ 6,233,919.00</b>	<b>\$ 5,925,600.00</b>	<b>5%</b>	<b>\$ 6,296,697.00</b>	<b>\$ 7,521,641.00</b>	<b>16%</b>	<b>\$ 7,620,426.00</b>	<b>\$ 8,013,801.00</b>	

<b>HOUSE</b>	\$ 2,297,655.00	\$ 1,113,045.00	106%	\$ 3,256,454.00	\$ 1,735,678.00	89%	\$ 1,802,999.00	\$ 652,193.00	176%
<b>Totals</b>	<b>\$ 8,531,774.00</b>	<b>\$ 7,038,645.00</b>	<b>21%</b>	<b>\$ 9,553,161.00</b>	<b>\$ 9,257,319.00</b>	<b>3%</b>	<b>\$ 9,423,425.00</b>	<b>\$ 8,665,994.00</b>	<b>9%</b>

	July 2014 Total	July 2013 Total	July %	Aug 2014 Total	Aug 2013 Total	Aug %	Sept 2014 Total	Sept 2013 Total	Sept %
Annie	\$ 847,849.00	\$ 854,760.00	1%	\$ 701,259.00	\$ 844,624.00	17%	\$ 1,050,000.00	\$ 625,115.00	68%
Isaac	\$ 724,480.00	\$ 1,091,794.00	1%	\$ 680,242.00	\$ 834,997.00	19%	\$ 1,173,873.00	\$ 833,504.00	41%
Josh	\$ 959,831.00	\$ 1,412,567.00	1%	\$ 851,936.00	\$ 1,061,213.00	20%	\$ 1,102,177.00	\$ 1,022,226.00	6%
Rick	\$ 440,503.00	\$ 822,107.00	1%	\$ 727,942.00	\$ 771,985.00	6%	\$ 1,235,777.00	\$ 592,533.00	109%
Patrick	\$ 774,212.00	\$ 564,629.00	37%	\$ 568,459.00	\$ 361,577.00	57%	\$ 1,239,603.00	\$ 1,082,682.00	14%
Brian	\$ 1,208,996.00	\$ 1,220,672.00	1%	\$ 654,682.00	\$ 974,367.00	33%	\$ 795,299.00	\$ 675,607.00	18%
Beth	\$ 921,482.00	\$ 680,123.00	35%	\$ 598,590.00	\$ 925,700.00	35%	\$ 613,406.00	\$ 894,287.00	
<b>Reps totals</b>	<b>\$ 5,877,353.00</b>	<b>\$ 6,546,652.00</b>	<b>1%</b>	<b>\$ 4,783,110.00</b>	<b>\$ 5,774,463.00</b>	<b>17%</b>	<b>\$ 7,210,675.00</b>	<b>\$ 5,725,854.00</b>	<b>26%</b>

<b>HOUSE</b>	\$ 1,612,537.00	\$ 1,134,197.00	42%	\$ 2,223,943.00	\$ 1,743,152.00	28%	\$ 1,818,699.00	\$ 913,690.00	99%
<b>Totals</b>	<b>\$ 7,489,690.00</b>	<b>\$ 7,780,845.00</b>	<b>42%</b>	<b>\$ 7,007,053.00</b>	<b>\$ 7,517,615.00</b>	<b>7%</b>	<b>\$ 9,029,374.00</b>	<b>\$ 6,639,644.00</b>	<b>35%</b>

	Oct 2014 Total	Oct 2013 Total	Oct %	Nov 2014 Total	Nov 2013 Total	Nov %	Dec 2014 Total	Dec 2013 Total	Dec %
Annie	\$ 1,007,931.00	\$ 1,234,737.00	1%	\$ 1,174,759.00	\$ 995,611.00	18%	\$ 715,433.00	\$ 777,844.00	
Isaac	\$ 705,563.00	\$ 1,072,935.00	1%	\$ 986,626.00	\$ 881,701.00	12%	\$ 1,000,957.00	\$ 943,176.00	6%
Josh	\$ 1,520,699.00	\$ 1,166,690.00	30%	\$ 1,381,984.00	\$ 1,288,287.00	7%	\$ 858,910.00	\$ 850,076.00	1%
Rick	\$ 957,637.00	\$ 1,094,913.00	1%	\$ 868,922.00	\$ 1,558,865.00	14%	\$ 1,069,544.00	\$ 1,405,444.00	
Patrick	\$ 1,214,142.00	\$ 779,578.00	56%	\$ 789,440.00	\$ 668,897.00	18%	\$ 935,935.00	\$ 675,114.00	39%
Brian	\$ 1,211,383.00	\$ 1,104,148.00	10%	\$ 1,195,090.00	\$ 908,984.00	31%	\$ 582,546.00	\$ 1,272,148.00	
Beth	\$ 656,378.00	\$ 327,009.00	101%	\$ 931,150.00	\$ 578,796.00	61%	\$ 482,590.00	\$ 377,166.00	28%
<b>Reps totals</b>	<b>\$ 7,283,733.00</b>	<b>\$ 6,779,910.00</b>	<b>7%</b>	<b>\$ 7,327,971.00</b>	<b>\$ 6,879,141.00</b>	<b>7%</b>	<b>\$ 5,645,905.00</b>	<b>\$ 6,300,768.00</b>	

<b>HOUSE</b>	\$ 2,752,271.00	\$ 3,419,815.00	3%	\$ 1,925,736.00	\$ 4,597,836.00	38%	\$ 1,909,101.00	\$ 2,892,246.00	
<b>Totals</b>	<b>\$ 10,036,004.00</b>	<b>\$ 10,199,725.00</b>	<b>1%</b>	<b>\$ 9,253,707.00</b>	<b>\$ 11,476,979.00</b>	<b>19%</b>	<b>\$ 7,555,006.00</b>	<b>\$ 9,183,014.00</b>	

	YTD Sales 2014	YTD Sales 2013	YTD %	Ave Price	2014	2013	YTD Units
\$	\$ 9,760,764.00	\$ 11,196,573.00	1	\$ 4,141	2357	2593	1
\$	\$ 10,743,396.00	\$ 11,309,209.00	1	\$ 4,102	2619	2553	2,59%
\$	\$ 13,652,574.00	\$ 13,807,317.00	1	\$ 4,132	3304	3159	4,59%
\$	\$ 9,989,473.00	\$ 11,202,689.00	1	\$ 4,430	2255	2343	1
\$	\$ 9,897,401.00	\$ 9,930,484.00	1	\$ 4,349	2276	2139	6,65%
\$	\$ 12,017,274.00	\$ 12,869,606.00	1	\$ 4,503	2669	2608	2,3%
\$	\$ 8,150,265.00	\$ 8,107,331.00	1	\$ 4,274	1907	1777	7,92%
\$	\$ 74,211,147.00	\$ 78,425,209.00	1	\$ 4,268	17,387	17,172	1,25%

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TO WHOM IT MAY CONCERN,

As the president of Breitling USA from 1989 to 2010, I have worked with Fred for over 20 years. His dedication to the job was outstanding and his relationship with jewelers exemplary. It is thanks to him and others like him that we have able to position our brand where it is today in the USA

I can only recommend Fred for his integrity and his attention to detail. His knowledge of the watch industry is undisputed and his connections to everyone in the said world are large and entirely reliable.

A handwritten signature in cursive script that reads "Marie Bodman".

Marie Bodman

January 14, 2014

BREITLING UK & EIRE

EXHIBIT B

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LUCKY PRESS CLIPPINGS

# NEWS

## Hall of Fame Retailers Honored

By Barbara Green Assistant Editor

NEW YORK—The NATIONAL JEWELER Retailer Hall of Fame inducted three new members on July 26 during a gala dinner held in conjunction with the New York State Jewelers Association (NYSJA) at the

Ritz-Carlton New York, Battery Park. Nick Greve was recognized in the single-store independent category for his work as CEO of Carl Greve Jewelers in Portland, Ore. The third-generation



designer brands earned him the first "Best Jewelry Design Retailer of the Year" award from the Contemporary Design Group several years ago, has an eye for the "big sale," having recently sold a 7-carat intense pink diamond for \$3 million.

Clayton Bromberg, president of three-store Underwood Jewelers in Northeast Florida, was an honoree in the multi-store independent category. During his 15 years at the helm, Bromberg, whose family also owns the well-known Alabama jewelry chain Brombergs, has drawn on lessons learned from both the Underwoods and the Brombergs. Chief among these, he said, is "to be a 'net giver' rather than a 'net taker' in the industry."

The SuperSellers category inductee was Ed Bridge, the fourth-generation heir to the nation's 12th largest jewelry chain, Seattle-based Ben Bridge Jeweler. Bridge, who has served as president of the 71-store business since 1991, credits the people he works with for his company's impressive growth and bottom-line results. In fact, 100 percent of Ben Bridge Jeweler's store managers started with the company in sales.

"It's really a very high tribute, and a great tribute to our company and all the associates who have built it over the years and continue to build it," Bridge said. "I grew up in the business, and I've loved every single day I've been in it. What can be better than working with beautiful product and celebrating special moments in customers' lives?"

NYSJA honored New York's Michael C. Fina as "Retailer of the Year."

"It's a great honor to be recognized by one's peers and by the competition. This award would not have been possible without the dedication and commitment of my associates, whose efforts are greatly appreciated," said Jeffrey Fina, vice president of Michael C. Fina. "I would like to thank the New York State Jewelers Association and congratulate all the other winners, who we are proud to be associated with."

NYSJA also recognized Gayle Perry of GQ magazine as "Favorite Advertising Rep." Fred Cargiano from Breitling as "Favorite Watch Rep" and Barry Nisguretsky from Verragio as "Favorite Jewelry Rep." ■



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*Callahan*

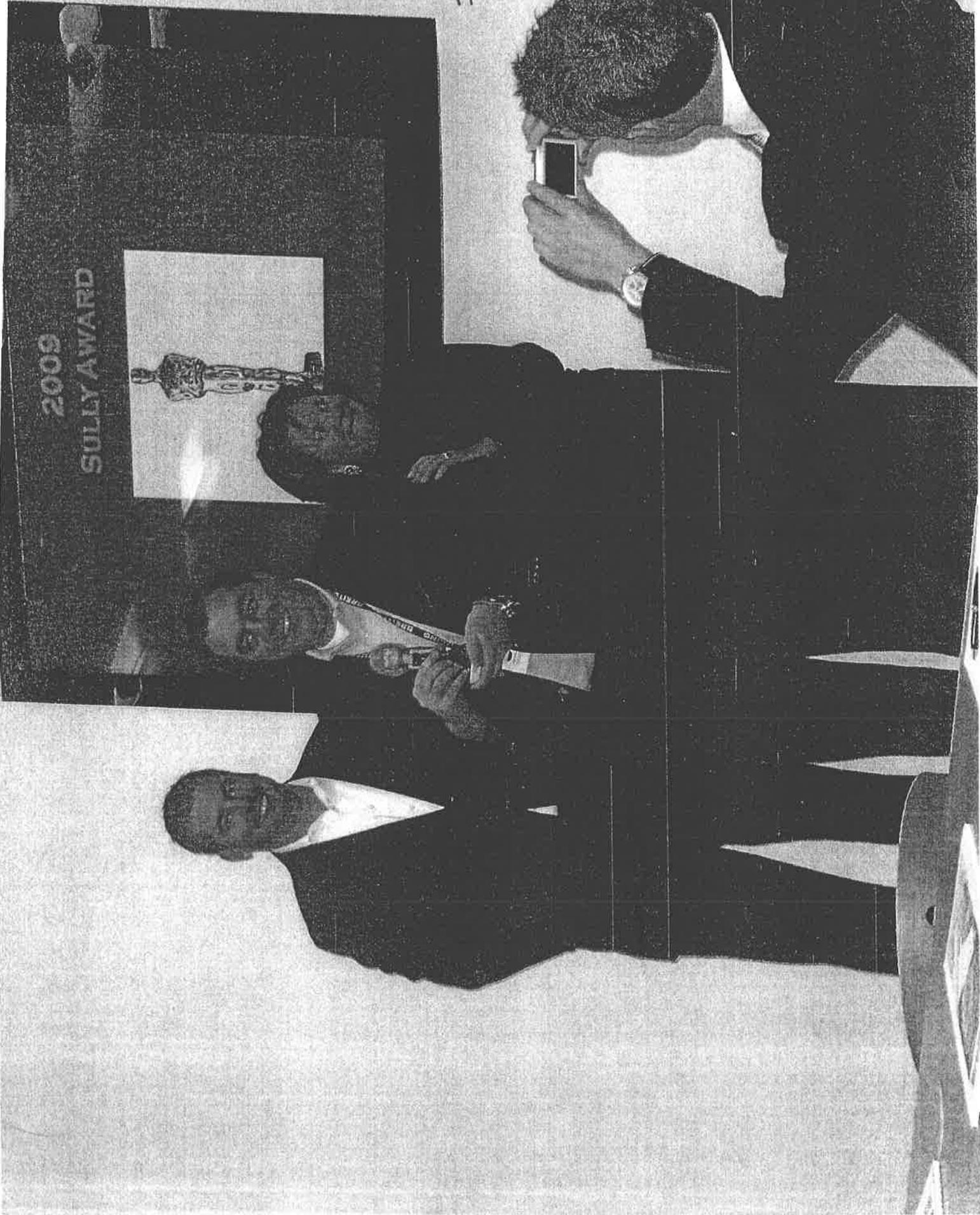


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