

Store ranking tables

Ranking tables: are an easy way to order metrics by best or worst performers. Such tables are easy to understand and virtually any metric can be ranked. Ranking tables can also drive healthy competition.

Analysis: The top ten performing stores are shown to the far right and highlighted in green. Whilst the top ten score the best overall, they are not always the best performers in each measure. Who is performing the best? and who is the worst? and how do stores share knowledge so they all improve? Remember don't just focus on the worst stores, how do you further improve the best ones and the average ones.

Also ranking tables are good for looking at **variation in performance**. Out of 83 stores 26 are flat or in growth year on year and 57 (69%) are in decline - why is the variation so large? Getting everyone to the average growth rate prove financially rewarding?

Ranked by highest sales		Sales per store / size of store (measure in square feet)		(YoY) = (sales this year-sales last year)/sales last year		Cost to sell = Payroll spend of stores / sales		TOP 10 Overall Ranking Table					
Sales £		Sales per square foot (psf)		Sales versus last year % (YoY)		Cost to sell % (C:S)		Overall Ranking Table					
	£ k	£ psf		%		%		Sales	Sale psf	Sale YoY%	C:S	Average	
York	4,978	Leeds	146	Wrisbach	10.8%	Ilkeston	7.6%	Wrisbach	6	18	1	26	13
Wrexham	4,935	Wrexham	141	Weston-Super-Mare	10.0%	Lincoln	8.0%	Uddington	12	12	26	24	19
Wokington	4,779	Warrington	137	Wokington	9.5%	Llanelli	8.0%	Walsall	11	14	14	35	19
Worcester (New)	4,720	Colchester	135	Trafford	8.8%	Clydebank	8.0%	Clydebank	7	34	2	34	19
Wolverhampton	4,346	Worcester (New)	135	Doncaster	7.3%	Sunderland	8.0%	Preston	35	15	19	10	20
Wisbech	4,043	Cardiff	133	Bedford	5.9%	St Helens	8.1%	Sunderland	17	7	50	5	20
Weston-Super-Mare	3,878	Sunderland	132	Colchester	4.6%	Taunton	8.1%	Trafford	13	19	4	46	21
Wellington	3,804	Wellington	131	Radcliffe	4.0%	Barnsley	8.1%	Wokington	3	11	3	70	22
Wellingborough	3,688	Wolverhampton	130	Romford	3.4%	Romford	8.2%	Warrington	10	3	54	21	22
Warrington	3,582	Clydebank	128	Llanelli	3.3%	Preston	8.3%	Taunton	15	29	38	7	22
Walsall	3,525	Wokington	124	Belfast	3.1%	Dumfries	8.4%	Radcliffe	34	47	8	12	25
Uddington	3,518	Uddington	122	Thurmaston	2.9%	Thurmaston	8.5%	Scunthorpe	28	36	28	9	25
Trafford	3,477	Sheffield	121	Sheffield	2.3%	Blackpool	8.5%	Broadstairs (New)	4	5	76	26	17
Thurmaston	3,464	Walsall	120	Walsall	2.0%	Romford	8.5%	Wolverhampton	5	9	51	40	26
Taunton	3,457	Preston	119	Eastbourne	2.0%	Dundee	8.5%	Romford	31	53	9	14	27
Swindon	3,419	Dumfries	118	Shoreham	1.8%	Rugby	8.6%	Thurmaston	14	40	12	43	27
Sunderland	3,415	York	117	Lincoln	1.6%	Worcester (New)	8.6%	St Helens	22	27	59	6	29
Stockton	3,348	Wisbech	117	Ilkeston	1.5%	Harrow	8.6%	Clydebank	73	10	33	4	30
Stockport	3,307	Trafford	116	Preston	1.4%	Leeds	8.7%	Ilkeston	53	49	18	1	30
Stevenage	3,296	Wellingborough	113	Stockton	1.4%	Newport	8.7%	Wrexham	2	2	41	79	31
Stafford	3,285	Burton	112	Burton	1.0%	Warrington	8.7%	Llanelli	48	66	10	3	32
St Helens	3,283	Kircaldy	112	Kircaldy	0.8%	Burton	8.8%	Lincoln	49	60	17	2	32
Southport	3,242	Newport	109	Maidstone	0.8%	Oldbury	8.8%	Rugby	29	31	52	16	32
Sittingbourne	3,231	Stockport	108	Chester	0.0%	Uddington	8.8%	Harrow	58	26	27	18	32
Shrewsbury Sundome	3,209	Huddersfield	108	Crewe	0.0%	Norwich	8.9%	Sheffield	27	13	43	51	34
Shoreham	3,166	Harrow	108	Walsall	0.0%	Walsall	9.0%	Stockton	50	1	65	19	34
Sheffield	3,092	St Helens	108	Harrow	-0.1%	New Swansea	9.0%	Norwich	42	38	30	25	34
Scunthorpe	3,089	Sittingbourne	108	Scunthorpe	-0.2%	Grantham	9.0%	Rotherham	30	22	49	36	34
Ruby	3,047	Taunton	108	Sittingbourne	-0.5%	Maidstone	9.0%	Stockton	18	51	20	55	36
Rotherham	3,044	Swindon	108	Norwich	-0.6%	Perth	9.0%	Perth	8	8	63	65	36
Romford	3,035	Rugby	104	Oldbury	-0.7%	Gloucester New	9.2%	Perth	38	33	44	30	36
Rochdale	3,025	Gloucester New	104	Hull	-0.7%	Hemel Hempstead	9.2%	Sittingbourne	24	28	29	64	36
Reading	3,020	Perth	103	Clydebank	-0.7%	Weston-Super-Mare	9.2%	Maidstone	46	50	23	29	37
Radcliffe	3,008	Weston-Super-Mare	103	Bolton	-0.7%	Walsall	9.3%	Westlock	19	24	-	69	37
Preston	2,999	Birmingham	102	Grantham	-0.9%	Walsall	9.3%	Newport	44	23	64	0	38
Plymouth	2,943	Gloucester New	102	Gloucester New	-1.3%	Cardiff	9.3%	Oldbury	39	58	31	23	38
Peterborough	2,918	Shrewsbury Sundome	101	Nuneaton	-1.4%	Cardiff	9.3%	Swindon	16	30	47	60	38
Perth	2,903	Norwich	97	Taunton	-1.5%	Covertry	9.3%	Stafford	21	39	55	41	39
Oldbury	2,881	Hemel Hempstead	97	Stafford	-1.5%	Birmingham	9.3%	Wellingborough	4	7	97	42	45
Nuneaton	2,873	Thurmaston	95	Rochdale	-1.5%	Wolverhampton	9.4%	Gloucester New	60	32	36	32	40
Nottingham	2,837	Hull	95	Wrexham	-1.6%	Stafford	9.4%	Shoreham	26	43	16	75	40
Norwich	2,802	New Swansea	94	Newtownabbey	-1.7%	Huddersfield	9.5%	Dumfries	67	16	67	11	40
Newtownabbey	2,787	Sheffield	93	Sheffield	-1.8%	Thurmaston	9.5%	Thurmaston	9	20	70	66	41
Newport	2,745	Perth	92	Perth	-1.9%	Rochdale	9.6%	New Swansea	45	42	53	27	42
New Swansea	2,693	Dundee	92	Dundee	-2.0%	Erdington	9.6%	York	1	17	73	81	43
Maidstone	2,649	Peterborough	92	Huntingdon	-2.1%	Trafford	9.6%	Southport	23	21	80	54	45
Kings Place	2,618	Swindon	92	Swindon	-2.2%	Bridgend	9.6%	Huddersfield	56	25	57	42	45
Llanelli	2,581	Plymouth	92	Bournemouth	-2.6%	Huntingdon	9.7%	Cardiff	78	6	61	37	46
Lincoln	2,545	Ilkeston	91	Rotherham	-2.6%	Chesterfield	9.7%	Kircaldy	51	57	22	53	46
Leeds	2,521	Maidstone	90	Sunderland	-2.7%	Derby	9.7%	Dundee	66	59	45	15	46
Kircaldy	2,486	Wolverhampton	90	Wolverhampton	-2.8%	Hull	9.8%	Hull	55	41	32	62	48
Ipswich	2,486	Bradford	89	Rugby	-2.9%	Sheffield	9.8%	Rochdale	77	32	77	40	48
Ilkeston	2,473	Romford	89	New Swansea	-3.2%	Dunstable	9.8%	Shrewsbury Sundor	25	37	58	74	49
Huntingdon	2,446	Dunstable	88	Warrington	-3.3%	Southport	9.9%	Peterborough	37	46	-	63	49
Hull	2,438	Ipswich	88	Stafford	-3.4%	Stockton	9.9%	Crewe	70	44	25	56	49
Huddersfield	2,379	Newtownabbey	87	Angle town	-3.4%	Blackpool	10.0%	Doncaster	68	64	5	58	49
Hemel Hempstead	2,349	Kircaldy	86	Huddersfield	-3.6%	Doncaster	10.0%	Grantham	59	74	35	28	49
Harrow	2,344	Oldbury	85	Shrewsbury Sundor	-4.0%	Eastbourne	10.0%	Chester	75	69	24	31	50
Grantham	2,341	Dundee	85	St Helens	-4.0%	Swindon	10.0%	Plymouth	36	48	-	71	52
Gloucester New	2,336	Lincoln	84	Bradford	-4.1%	Cardiff	10.0%	Burton	80	84	21	22	52
Fenton	2,329	Nottingham	83	Cardiff	-4.3%	Carlisle Mill Shop	10.1%	Newtownabbey	43	56	42	68	52
Erdington	2,313	Carlisle Mill Shop	82	Carlisle Mill Shop	-4.7%	Hull	10.1%	Hemel Hempstead	57	85	39	33	54
Edinburgh	2,312	Derby	82	Wellington	-4.9%	Peterborough	10.1%	Stevenage	20	45	72	77	54
Eastbourne	2,305	Newport	81	Newport	-5.1%	Stirling	10.2%	Eastbourne	305	64	82	15	59
Dunstable	2,303	Leeds	81	Leeds	-5.3%	Wellington	10.2%	Huntingdon	54	79	46	48	57
Dundee	2,302	Llanelli	80	Cheltenham	-5.6%	Wellingborough	10.3%	Nuneaton	40	70	37	82	57
Dumfries	2,288	Chesterfield	79	Dumfries	-5.7%	Bolton	10.3%	Broadstairs	81	71	68	13	58
Dancaster	2,241	Erdington	79	Broadstairs	-6.0%	Newtownabbey	10.3%	Blackpool	86	78	13	57	59
Derby	2,188	Covertry	79	Covertry	-6.1%	Stockport	10.4%	Birmingham	87	35	75	39	59
Crewe	2,159	Wellingborough	79	Wellingborough	-6.1%	Wokington	10.4%	Dunstable	65	54	71	52	61
Coventry	2,159	Broadstairs	79	Dunstable	-7.1%	Plymouth	10.5%	Coventry	71	65	69	38	61
Colchester	2,151	Barnsley	78	Stevenage	-7.2%	Bedford	10.5%	Erdington	62	68	77	45	63
Clydebank	2,129	Clydebank	78	King's Place	-7.3%	York	10.5%	Barnsley	91	72	-	82	63
Chesterfield	2,105	Grantham	77	Ballymena	-7.9%	Shrewsbury Sundome	10.5%	Ipswich	52	55	-	84	64
Chester	2,096	Bolton	77	Birmingham	-7.9%	Shoreham	10.5%	Nottingham	41	61	-	90	64
Cheltenham	2,060	Reading	75	Worcester (New)	-8.0%	Colchester	10.6%	Bedford	89	92	6	72	65
Carlisle Mill Shop	2,050	Rochdale	75	Colchester	-8.1%	Derby	10.6%	Stevenage	69	63	63	78	66
Cardiff	1,995	Blackpool	74	Derby	-8.2%	Reading	10.6%	Bolton	85	75	34	67	65
Canterbury	1,914	Huntingdon	72	Reading	-10.3%	Wrexham	10.7%	Carlisle Mill Shop	77	62	62	61	66
Burton	1,873	Fenton	72	Southport	-10.7%	Bradford	10.8%	Reading	33	76	79	78	67
Broadstairs	1,825	Angle town	71	Cheltenham	-13.4%	York	10.8%	York	74	67	81	49	68
Bridgend	1,825	Eastbourne	70	Barnsley	-16.0%	Nuneaton	10.9%	Belfast	88	90	11	83	68
Bradford	1,787	Ballymena	69	Bridgend	-26.0%	Belfast	11.0%	Kings Place	47	73	-	86	69
Bournemouth	1,785	Burton	69			Ipswich	11.1%	Birmingham	83	52	60	80	69
Bolton	1,770	Hemel Hempstead	68			Ballymena	11.2%	Bradford	82	86	83	47	75
Blackpool	1,733	Bridgend	68			King's Place	11.6%	Bridgend	81	73	61	66	76
Birmingham	1,729	Cheltenham	66			Cheltenham	11.5%	Fenton	61	80	-	91	77
Belfast	1,646	Edinburgh	66			Canterbury	11.6%	Bournemouth	84	91	48	92	79
Bedford	1,466	Canterbury	65			Edinburgh	11.8%	Cheltenham	76	87	66	87	79
Binkley	1,436	Belfast	61			Belfast	12.0%	Edinburgh	63	86	80	80	80
Barnsley	1,436	Bournemouth	53			Fenton	12.1%	Ballymena	92	83	74	85	84
Ballymena	1,344	Bedford	52			Bournemouth	12.3%	Canterbury	79	89	-	88	85
Angle town	1,180	Binkley	48			Binkley	17.0%	Binkley	90	93	-	93	92

missing stores = new or closed