

PERRANWELL COMMUNITY STORES MANAGEMENT ACCOUNTS

From 01/08/2023 to 30/06/2024

OPERATING MONTH 8



NOTES TO PCS REPORTS

Interpretation of results

**The headline result is a monthly sales total of £9.7k and a gross profit of £2.8k ie 29% margin (or YTD £76.6k and £17.8k - 23% respectively)
With overheads of £0.7k, this means a monthly profit before tax of £2.1k (or YTD O/Hs of £8.1k and PBT of £9.8k)**

Turnover in the month fully recovered to our YTD average although we're experiencing quite some volatility on a daily basis

Complete stock check carried out in the month, but results of this yet to be evaluated and reported in these numbers. To the extent that any further stock write-offs are required, accumulated profits may require a downward revision. Such adjustments will be reported next month.

The old limited company ceased to exist on 17/6/24 and we will now have to complete a set of annual accounts and tax return up until that date - with a maximum of 9 months to do so. Under CBS rules, our first year end is 30/6/2025 and accounts have to be filed within 7 months of this date.

PCS' first full 12 months of operations ends 31/10/24, so to allow for the CBS conversion, we propose making the following month - December - month 6 (rather than month 1).

On current trends, we are likely to hit the new £90k VAT threshold in September and will therefore have to register for VAT. VAT rules on food and drink retailing are quite complicated, but the estimated net financial effect on PCS is a small negative impact on profitability (assuming we don't change our prices)

Long term fix to EPOS/Xero interface problems with the cost of goods sold for individual items now in place - will improve future reporting accuracy

Cash increased by £8k in the month driven primarily by the share sale in the new CBS structure (£5k) supported by the positive monthly result

EPOS data quality

	month	ytd
Good month for data quality with the failure rate (sale item not matched with EPOS) currently standing at 1 in: 288 (representing a combination of scanning, set-up and operator errors)		111

	Month	YTD		YTD	Month
Known product lines sold	518	1085	Total items sold	42,152	5,478
Product lines not directly identified in epos (ie entered via MISC + button)	15	237	Of which unidentified	381	19
			Unidentified %	0.9%	0.3%
			or 1 in	111	288

Inconsistencies between EPOS and Xero

All historic data corrections undertaken in Xero or in the EPOS/Xero interface

This means that the Xero reports (P&Ls) are more accurate than the EPOS ones

Most error corrections involve increasing costs which have been omitted from EPOS (eg Trevarthen and occasionally new or up-priced items)

For Trevarthens only, and due to their bar coding system, any costs in EPOS are ignored and replaced by a fixed percentage - they should be zero anyway - applied during the EPOS/Xero interface process (which in turn is based on the last Trevarthen stock/margin check)

As at 28/11/23, the actual Trevarthen margin based on sales and stock was 18%, whereas its supposed to be a flat 25% according to the company

Sales data should be identical in the two systems, with any changes restricted to reallocation of categories

Within the Best/Worst selling items, all trevarthens products are grouped together, so their positioning is somewhat distorted in comparison with other individual items

Margin Errors

Over time, margins are likely to become overstated (but hopefully only to a small extent) due to unrecorded wastage (from a variety of sources) and supplier price increases not picked up and entered into EPOS at the right time

Wastage

All stock wastage is booked to cost of sales. Any staff consumption is booked to overheads with no impact on gross margins

Stock takes

Stock takes will remove such problems by - generally - transferring value from stock to COGS (and thus reducing margins)

General stock takes completed on: 03/11/2023
07/07/2024

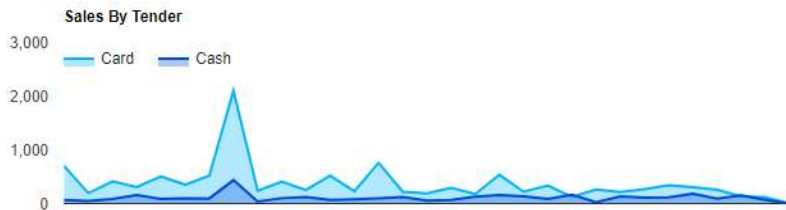
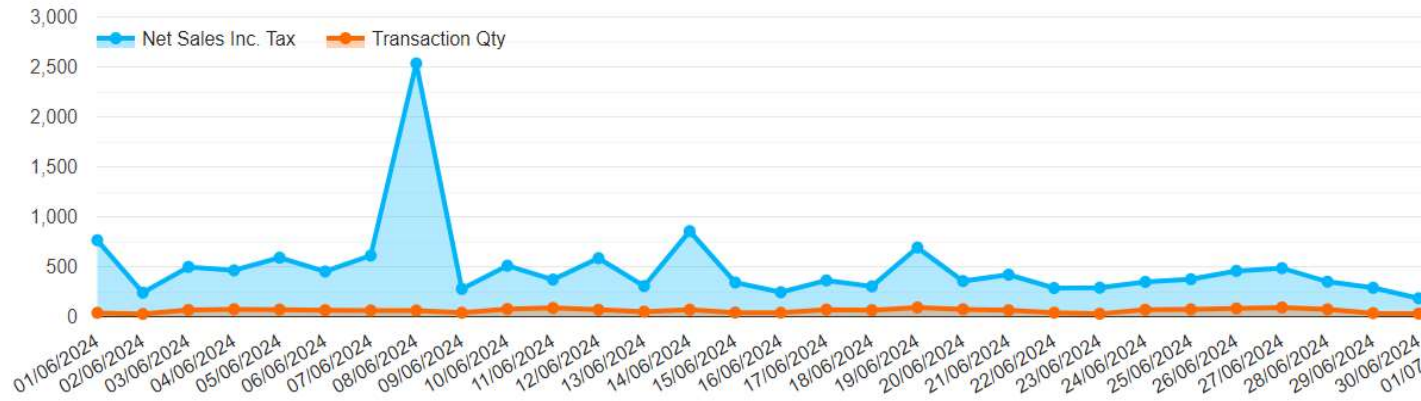
Specific stock takes completed on:	12/11/2023 Takeaway Hot Drinks	22/11/2023 Trevarthen
	18/11/2023 Newspapers	23/11/2023 Spirits
	20/11/2023 Eggs	25/11/2023 Vapes
	12/01/2024 Tremletts	30/04/2024 Blakes
	30/04/2024 Tremletts	31/05/2024 Tremletts
	30/04/2024 Roddas	31/05/2024 Bon Appetit
	30/04/2024 Trevarthen	

PERRANWELL COMMUNITY STORES MANAGEMENT ACCOUNTS

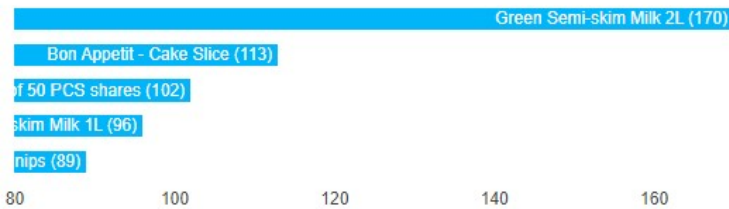
From 01/08/2023 to 30/06/2024



HIGH LEVEL SALES ANALYSIS (source: EPOS)



Best Sellers



Carrots/Parsnips= 89

Semi-skim milk = 96

**** NB ** ALL DATA DISTORTED THIS MONTH BY SHARE SALES - £5,000 - NOT RELATED TO TURNOVER ****

PERRANWELL COMMUNITY STORES MANAGEMENT ACCOUNTS

As at 30/06/2024

OPERATING MONTH

8



BALANCE SHEET

	This month	Last month	Change in month
<i>ASSETS</i>			
<i>CURRENT ASSETS</i>			
Cash and cash in transit	38,230	30,025	8,204
Stocks	7,598	7,018	580
Other	40	50	-10
	45,868	37,094	8,774
<i>FIXED ASSETS</i>			
Equipment	2,442	2,442	0
<i>CURRENT LIABILITIES</i>			
Accounts Payable	-4,118	-2,652	-1,466
Accruals	-450	-350	-100
Other Creditors	-1,443	-1,441	-2
	-6,011	-4,443	-1,568
NET CURRENT ASSETS	42,298	35,093	7,206
<i>SHAREHOLDERS FUNDS</i>			
Share capital	5,100	2	5,098
Donations	27,426	27,426	0
Retained earnings	9,772	7,664	2,108
TOTAL SHAREHOLDERS FUNDS	42,298	35,093	7,206

PERRANWELL COMMUNITY STORES

MANAGEMENT ACCOUNTS

From 01/08/2023 to 30/06/2024

YEAR TODATE

PROFIT AND LOSS ACCOUNT - BY PRODUCT CATEGORY (source: Xero)

Account	Bakery and Bread	Groceries	Confectionery and Snacks	Beers, Wines, Spirits	Dairy	Fresh Produce	Chilled Products	Soft Drinks	Household	Tobacco and Vapes	Frozen Products	Tea&Coffee takeaway
Turnover												
Sales	11,403	10,903	9,349	10,011	7,338	2,840	5,786	3,081	2,631	4,270	1,756	793
Other revenue	0	0	0	0	0	0	0	0	0	0	0	0
Total Turnover	11,403	10,903	9,349	10,011	7,338	2,840	5,786	3,081	2,631	4,270	1,756	793
Cost of Sales												
Card Transaction fees	0	0	0	0	0	0	0	0	0	0	0	0
Cost of Goods Sold	7,347	7,668	6,821	7,775	5,523	1,447	4,654	2,121	1,934	3,620	1,176	260
Stock wastage	375	111	43	3	54	178	29	26	14	0	3	4
Total Cost of Sales	7,722	7,779	6,864	7,778	5,578	1,625	4,683	2,147	1,948	3,620	1,178	265
Gross Profit	3,681	3,124	2,485	2,233	1,761	1,215	1,103	934	683	650	577	528
<i>Gross Margin</i>	<i>32%</i>	<i>29%</i>	<i>27%</i>	<i>22%</i>	<i>24%</i>	<i>43%</i>	<i>19%</i>	<i>30%</i>	<i>26%</i>	<i>15%</i>	<i>33%</i>	<i>67%</i>
Wastage	3.3%	1.0%	0.5%	0.0%	0.7%	6.3%	0.5%	0.8%	0.5%	0.0%	0.2%	0.6%
Administrative Costs												
Accounting S/W fees	0	0	0	0	0	0	0	0	0	0	0	0
Advertising & Marketing	0	0	0	0	0	0	0	0	0	0	0	0
Bank Fees	0	0	0	0	0	0	0	0	0	0	0	0
Charitable Donations	0	0	0	0	0	0	0	0	0	0	0	0
Cleaning & Decorating	0	0	0	0	0	0	0	0	0	0	0	0
Gifts for volunteers	0	0	0	0	0	0	0	0	0	0	0	0
Insurance	0	0	0	0	0	0	0	0	0	0	0	0
IT Software and Consumables	0	0	0	0	0	0	0	0	0	0	0	0
Legal Expenses	0	0	0	0	0	0	0	0	0	0	0	0
Light, Power, Heating	0	0	0	0	0	0	0	0	0	0	0	0
Miscellaneous equipment uncapitalised	0	0	0	0	0	0	0	0	0	0	0	0
Operating Lease Payments	0	0	0	0	0	0	0	0	0	0	0	0
Postage, Freight & Courier	0	0	0	0	0	0	0	0	0	0	0	0
Printing & Stationery	0	0	0	0	0	0	0	0	0	0	0	0
Professional fees	0	0	0	0	0	0	0	0	0	0	0	0
Shop consumables	0	0	0	0	0	0	0	0	0	0	0	0
Staff consumption	0	0	0	0	0	0	0	0	0	0	0	190
Staff Training	0	0	0	0	0	0	0	0	0	0	0	0
Telephone & Internet	0	0	0	0	0	0	0	0	0	0	0	0
Total Administrative Costs	0	0	0	0	0	0	0	0	0	0	0	190
Operating Profit	3,681	3,124	2,485	2,233	1,761	1,215	1,103	934	683	650	577	338
Other Income												
Donations	0	0	0	0	0	0	0	0	0	0	0	0
Total Other Income	0	0	0	0	0	0	0	0	0	0	0	0
Profit on Ordinary Activities Before Taxation	3,681	3,124	2,485	2,233	1,761	1,215	1,103	934	683	650	577	338
Profit after Taxation	3,681	3,124	2,485	2,233	1,761	1,215	1,103	934	683	650	577	338

Account	Pet Food etc	Stationery	Toiletries and Beauty	Newspapers	Unassigned	Total
Turnover						
Sales	1,120	1,138	474	3,512	183	76,588
Other revenue	0	0	0	0	239	239
Total Turnover	1,120	1,138	474	3,512	422	76,827
Cost of Sales						
Card Transaction fees	0	0	0	0	779	779
Cost of Goods Sold	910	964	343	4,185	100	56,848
Stock wastage	0	0	0	63	450	1,353
Total Cost of Sales	910	964	343	4,248	1,328	58,980
Gross Profit	210	173	131	(736)	(906)	17,847
<i>Gross Margin</i>	<i>19%</i>	<i>15%</i>	<i>28%</i>	<i>-21%</i>		<i>23%</i>
Wastage	0.0%	0.0%	0.1%	1.8%		1.8%
Administrative Costs						
Accounting S/W fees	0	0	0	0	576	576
Advertising & Marketing	0	0	0	0	29	29
Bank Fees	0	0	0	0	95	95
Charitable Donations	0	0	0	0	170	170
Cleaning & Decorating	0	0	0	0	382	382
Gifts for volunteers	0	0	0	0	276	276
Insurance	0	0	0	0	157	157
IT Software and Consumables	0	0	0	0	988	988
Legal Expenses	0	0	0	0	13	13
Light, Power, Heating	0	0	0	0	800	800
Miscellaneous equipment uncapitalised	0	0	0	0	2,111	2,111
Operating Lease Payments	0	0	0	0	92	92
Postage, Freight & Courier	0	0	0	0	162	162
Printing & Stationery	0	0	0	0	451	451
Professional fees	0	0	0	0	1,048	1,048
Shop consumables	0	0	0	0	183	183
Staff consumption	0	0	0	0	0	190
Staff Training	0	0	0	0	280	280
Telephone & Internet	0	0	0	0	71	71
Total Administrative Costs	0	0	0	0	7,884	8,075
Operating Profit	210	173	131	(736)	(8,790)	9,772
Other Income						
Donations	0	0	0	0	0	0
Total Other Income	0	0	0	0	0	0
Profit on Ordinary Activities Before Taxation	210	173	131	(736)	(8,790)	9,772
Profit after Taxation	210	173	131	(736)	(8,790)	9,772

Account	Youngs	Roddas	Suzu Stebbing	Bookers	Colin Carters	Blakes	Trevarthen	Pryors	B&M	Local Donor	Kneebone	Unknown	GC Produce	JJ & GDC Leach	Tremletts	Unassigned	Total
Turnover																	
Sales	38,397	7,353	3,536	5,989	2,621	5,817	4,555	605	792	505	992	568	94	196	3,512	1,057	76,588
Other revenue	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	239	239
Total Turnover	38,397	7,353	3,536	5,989	2,621	5,817	4,555	605	792	505	992	568	94	196	3,512	1,296	76,827
Cost of Sales																	
Card Transaction fees	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	779	779
Cost of Goods Sold	29,187	5,534	1,727	4,165	1,431	4,596	3,740	0	192	13	689	387	23	162	4,185	819	56,848
Stock wastage	183	54	52	232	4	261	12	0	4	0	37	0	0	0	63	452	1,353
Total Cost of Sales	29,369	5,589	1,779	4,397	1,435	4,856	3,751	0	196	13	726	387	23	162	4,248	2,050	58,980
Gross Profit	9,027	1,764	1,758	1,592	1,187	960	804	605	595	492	266	182	71	34	(736)	(754)	17,847
<i>Gross Margin</i>	<i>24%</i>	<i>24%</i>	<i>50%</i>	<i>27%</i>	<i>45%</i>	<i>17%</i>	<i>18%</i>	<i>100%</i>	<i>75%</i>	<i>98%</i>	<i>27%</i>	<i>32%</i>	<i>75%</i>	<i>17%</i>	<i>-21%</i>		<i>23%</i>
<i>Wastage</i>	<i>0.5%</i>	<i>0.7%</i>	<i>1.5%</i>	<i>3.9%</i>	<i>0.2%</i>	<i>4.5%</i>	<i>0.3%</i>	<i>0.0%</i>	<i>0.6%</i>	<i>0.0%</i>	<i>3.7%</i>	<i>0.0%</i>	<i>0.0%</i>	<i>0.0%</i>	<i>1.8%</i>		<i>1.8%</i>
Administrative Costs																	
Accounting S/W fees	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	576	576
Advertising & Marketing	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	29	29
Bank Fees	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	95	95
Charitable Donations	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	170	170
Gifts for volunteers	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	276	276
IT Software and Consumables	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	988	988
Light, Power, Heating	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	800	800
Miscellaneous equipment uncapitalised	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	2,111	2,111
Operating Lease Payments	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	92	92
Printing & Stationery	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	451	451
Professional fees	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	1,048	1,048
Shop consumables	0	0	0	14	0	0	0	0	0	0	0	0	0	0	0	169	183
Staff consumption	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	190	190
Telephone & Internet	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	71	71
																	0
																	0
																	0
																	0
Total Administrative Costs	0	0	0	14	0	0	0	0	0	0	0	0	0	0	0	7,067	7,081
Operating Profit	9,027	1,764	1,758	1,578	1,187	960	804	605	595	492	266	182	71	34	(736)	(7,821)	10,766
Other Income																	
Donations	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Total Other Income	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Profit on Ordinary Activities Before Taxation	9,027	1,764	1,758	1,578	1,187	960	804	605	595	492	266	182	71	34	(736)	(7,821)	10,766
Profit after Taxation	9,027	1,764	1,758	1,578	1,187	960	804	605	595	492	266	182	71	34	(736)	(7,821)	10,766

PERRANWELL COMMUNITY STORES

MANAGEMENT ACCOUNTS

From 01/6/2024 to 30/06/2024

CURRENT MONTH ONLY

PROFIT AND LOSS ACCOUNT - BY PRODUCT CATEGORY (source: Xero)

Account	1 Beers, Wines, Spirits	2 Confectionery and Snacks	3 Bakery and Bread	4 Groceries	5 Dairy	6 Soft Drinks	7 Household	8 Frozen Products	9 Chilled Products	10 Tobacco and Vapes	11 Fresh Produce
Turnover											
Sales	1,567	1,269	1,354	1,210	871	502	375	412	701	514	257
Other revenue	0	0	0	0	0	0	0	0	0	0	0
Total Turnover	1,567	1,269	1,354	1,210	871	502	375	412	701	514	257
<i>Share of total sales</i>	<i>16%</i>	<i>13%</i>	<i>14%</i>	<i>12%</i>	<i>9%</i>	<i>5%</i>	<i>4%</i>	<i>4%</i>	<i>7%</i>	<i>5%</i>	<i>3%</i>
Cost of Sales											
Card Transaction fees	0	0	0	0	0	0	0	0	0	0	0
Cost of Goods Sold	1,026	797	868	849	634	293	233	238	564	390	140
Stock wastage	0	9	58	4	8	2	(36)	0	3	0	31
Total Cost of Sales	1,026	806	926	852	642	294	198	238	568	390	172
Gross Profit	541	463	428	357	229	208	177	174	133	123	85
<i>Gross Margin</i>	<i>35%</i>	<i>36%</i>	<i>32%</i>	<i>30%</i>	<i>26%</i>	<i>41%</i>	<i>47%</i>	<i>42%</i>	<i>19%</i>	<i>24%</i>	<i>33%</i>
<i>Wastage</i>	<i>0.0%</i>	<i>0.7%</i>	<i>4.2%</i>	<i>0.3%</i>	<i>0.9%</i>	<i>0.4%</i>	<i>-9.5%</i>	<i>0.0%</i>	<i>0.5%</i>	<i>0.0%</i>	<i>12.1%</i>
Administrative Costs											
Accounting S/W fees	0	0	0	0	0	0	0	0	0	0	0
Bank Fees	0	0	0	0	0	0	0	0	0	0	0
Gifts for volunteers	0	0	0	0	0	0	0	0	0	0	0
IT Software and Consumables	0	0	0	0	0	0	0	0	0	0	0
Light, Power, Heating	0	0	0	0	0	0	0	0	0	0	0
Miscellaneous equipment uncapitalised	0	0	0	0	0	0	0	0	0	0	0
Operating Lease Payments	0	0	0	0	0	0	0	0	0	0	0
Shop consumables	0	0	0	0	0	0	0	0	0	0	0
Staff consumption	0	0	0	0	0	0	0	0	0	0	0
Total Administrative Costs	0	0	0	0	0	0	0	0	0	0	0
Operating Profit	541	463	428	357	229	208	177	174	133	123	85
Other Income											
Donations	0	0	0	0	0	0	0	0	0	0	0
Total Other Income	0	0	0	0	0	0	0	0	0	0	0
Profit on Ordinary Activities Before Taxation	541	463	428	357	229	208	177	174	133	123	85
Profit after Taxation	541	463	428	357	229	208	177	174	133	123	85

PERRANWELL COMMUNITY STORES



Account	12 Pet Food etc	13 Toiletries and Beauty	14 Tea&Coffee takeaway	15 Stationery	16 Newspapers	17 Unassigned	Total
Turnover							
Sales	123	81	40	82	320	9	9,686
Other revenue	0	0	0	0	0	0	0
Total Turnover	123	81	40	82	320	9	9,686
<i>Share of total sales</i>	<i>1%</i>	<i>1%</i>	<i>0%</i>	<i>1%</i>	<i>3%</i>	<i>0%</i>	<i>100%</i>
Cost of Sales							
Card Transaction fees	0	0	0	0	0	159	159
Cost of Goods Sold	84	51	20	65	320	6	6,578
Stock wastage	0	0	0	0	0	100	178
Total Cost of Sales	84	51	20	65	320	265	6,915
Gross Profit	40	30	20	17	0	(256)	2,771
<i>Gross Margin</i>	<i>32%</i>	<i>37%</i>	<i>49%</i>	<i>21%</i>	<i>0%</i>		<i>29%</i>
<i>Wastage</i>	<i>0.0%</i>	<i>0.0%</i>	<i>0.0%</i>	<i>0.0%</i>	<i>0.0%</i>		<i>1.8%</i>
Administrative Costs							
Accounting S/W fees	0	0	0	0	0	80	80
Bank Fees	0	0	0	0	0	7	7
Gifts for volunteers	0	0	0	0	0	2	2
IT Software and Consumables	0	0	0	0	0	380	380
Light, Power, Heating	0	0	0	0	0	100	100
Miscellaneous equipment uncapitalised	0	0	0	0	0	34	34
Operating Lease Payments	0	0	0	0	0	10	10
Shop consumables	0	0	0	0	0	34	34
Staff consumption	0	0	16	0	0	0	16
Total Administrative Costs	0	0	16	0	0	648	663
Operating Profit	40	30	4	17	0	(904)	2,108
Other Income							
Donations	0	0	0	0	0	0	0
Total Other Income	0	0	0	0	0	0	0
Profit on Ordinary Activities Before Taxation	40	30	4	17	0	(904)	2,108
Profit after Taxation	40	30	4	17	0	(904)	2,108

Account	Youngs	Bookers	Suzu Stebbing	Roddas	Colin Carters	Blakes	Trevarthen	Pryors	Local Donor	B&M	Unknown	GC Produce	JJ & GDC Leach	Kneebone	Tremletts	Unassigned	Total
Turnover																	
Sales	5,314	868	464	871	257	690	581	38	41	40	107	39	42	6	320	9	9,686
Other Revenue	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Total Turnover	5,314	868	464	871	257	690	581	38	41	40	107	39	42	6	320	9	9,686
Cost of Sales																	
Card Transaction fees	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	159	159
Cost of Goods Sold	3,523	555	204	634	146	545	477	0	4	12	83	22	35	4	320	14	6,578
Stock wastage	(22)	50	4	8	0	38	0	0	0	0	0	0	0	0	0	100	178
Total Cost of Sales	3,501	605	208	642	147	584	477	0	4	12	83	22	35	4	320	273	6,915
Gross Profit	1,813	264	256	229	110	106	104	38	37	28	24	17	7	2	0	(264)	2,771
<i>Gross Margin</i>	<i>34%</i>	<i>30%</i>	<i>55%</i>	<i>26%</i>	<i>43%</i>	<i>15%</i>	<i>18%</i>	<i>100%</i>	<i>91%</i>	<i>69%</i>	<i>22%</i>	<i>44%</i>	<i>17%</i>	<i>29%</i>	<i>0%</i>		<i>29%</i>
<i>Wastage</i>	<i>-0.4%</i>	<i>5.7%</i>	<i>0.8%</i>	<i>0.9%</i>	<i>0.1%</i>	<i>5.6%</i>	<i>0.0%</i>	<i>0.0%</i>	<i>0.0%</i>	<i>0.0%</i>	<i>0.0%</i>	<i>0.0%</i>	<i>0.0%</i>	<i>3.2%</i>	<i>0.0%</i>		<i>1.8%</i>
Administrative Costs																	
Accounting S/W fees	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	80	80
Bank Fees	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	7	7
Gifts for volunteers	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	2	2
IT Software and Consumables	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	380	380
Light, Power, Heating	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	100	100
Miscellaneous equipment uncapitalised	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	34	34
Operating Lease Payments	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	10	10
Shop consumables	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	34	34
Staff consumption	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	16	16
Total Administrative Costs	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	663	663
Operating Profit	1,813	264	256	229	110	106	104	38	37	28	24	17	7	2	0	(927)	2,108
Other Income																	
Donations	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Total Other Income	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Profit on Ordinary Activities Before Taxation	1,813	264	256	229	110	106	104	38	37	28	24	17	7	2	0	(927)	2,108
Profit after Taxation	1,813	264	256	229	110	106	104	38	37	28	24	17	7	2	0	(927)	2,108

BEST/WORST SELLING ITEMS BY MARGIN VALUE (source: EPOS)

NB beware extreme margins - cost data corrected in Xero, but not EPOS

Rank	Name	Total Sales Inc		Total	Total Costs	Margin £	Margin %
		Qty	VAT	Discount	INC VAT		
1	Bon Appetit - Tray Bake	958	1815.00	101.00	623.20	1191.80	66%
2	Trevarthen meat	1530	4267.38	43.73	3456.58	810.80	19%
3	Large Fresh Eggs x6	760	1520.30	3.50	721.35	798.95	53%
4	Potatoes - LARGE bag	350	610.99	36.51	0.00	610.99	100%
5	Green Semi-skim Milk 2L	1343	2953.45	6.60	2361.57	591.88	20%
6	CANTI PROSECCO 75CL X 6	213	2149.28	9.99	1698.50	450.78	21%
7	Medium Free Range Eggs x6	537	1063.60	9.50	622.50	441.10	41%
8	Bon Appetit - Cake Slice	377	735.50	18.50	372.16	363.34	49%
9	Green Semi-skim Milk 1L	875	1044.00	1.20	743.75	300.25	29%
10	PM#6.25 STELLA ARTOIS 440ml 4PK X 6	165	1031.25	0.00	791.67	239.58	23%
11	Latte	151	288.00	14.00	56.25	231.75	80%
12	Donated Cake / pastry SMALL	201	201.00	0.00	0.00	201.00	100%
13	Blakes Cake-SLICE	227	442.00	12.00	243.10	198.90	45%
14	Blue Whole Milk 2L	435	954.45	5.50	776.37	178.08	19%
15	Misc Bread (ad hoc)	46	152.25	0.00	0.00	152.25	100%
16	Cathedral mature cheddar	159	523.11	0.00	378.69	144.42	28%
17	Leeks	364	401.79	21.46	258.23	143.56	36%
18	Americano	84	160.00	8.00	18.75	141.25	88%
19	AMSTEL LAGER 4PK X 440ML X 6	118	702.10	0.00	562.86	139.24	20%
20	Cappuccino	91	176.00	6.00	42.50	133.50	76%
21	LOST MARY PINEAPPLE ICE VAPE BAR 20mg x	48	287.52	0.00	155.52	132.00	46%
22	Blue Whole Milk 1L	363	431.22	3.00	308.55	122.67	28%
23	Blakes 4 saffron buns	227	563.64	3.76	441.25	122.39	22%
24	Cards	84	103.75	1.25	0.00	103.75	100%
25	HARDYS V R PINOT GRIGIO 75CLx6	66	475.34	0.00	372.11	103.23	22%
26	ROWESFROZEN PASTIES STEAK	186	361.55	1.95	258.54	103.01	28%
27	Stem Ginger Cake	117	225.00	9.00	123.85	101.15	45%
28	Golden Virginia yellow	45	966.00	0.00	868.50	97.50	10%
29	Meadow Churn Salted butter 250g	200	416.95	1.05	330.00	86.95	21%
30	MCVITIES MILK CHOC DIGESTIVES	146	266.40	3.70	180.81	85.59	32%
31	Firelighters	122	152.50	0.00	68.62	83.88	55%
32	COKE CANS 330MLS X 24	358	303.45	0.85	219.99	83.46	28%
33	Clotted Cream 113g	168	268.30	5.78	191.52	76.78	29%
34	Roddas Cornish Butter	144	430.56	0.00	355.68	74.88	17%
35	PM#1.50 SEABROOK FAMILY VARIETY 5PK X 8	173	259.50	0.00	188.14	71.36	28%
36	TATE & LYLE GRANULATED SUGAR 1KG x15	90	169.63	1.99	98.94	70.69	42%
37	Donated Cake / Pastry	35	70.00	0.00	0.00	70.00	100%
38	JAM SHED SHIRAZ 75CL X 6	46	367.54	0.00	299.00	68.54	19%
39	GOLDEN VIRGINIA 30G X 5	15	309.00	0.00	241.32	67.68	22%
40	CASILLERO MERLOT 75CL X 6	37	323.75	0.00	257.15	66.60	21%
809	TV Choice	7	11.20	0.00	11.20	0.00	0%
810	Christmas Wrap	2	2.00	0.50	2.00	0.00	0%
811	The Sun on Sunday	1	1.00	0.00	1.00	0.00	0%
812	Donated veg	4	0.00	0.00	0.00	0.00	n/a
813	PM#1.25 MONSTER MUNCH PICKLED ONION 72G	0	0.00	0.00	0.00	0.00	n/a
814	Soya Milk	1	0.00	0.00	0.00	0.00	n/a
815	Blakes Tiger Bread	13	5.18	1.74	5.52	-0.34	-7%
816	PM#9P WISPA X 48	0	0.00	0.00	0.44	-0.44	n/a
817	PM#1.99 DIET COKE 1.75 LTR X 6	6	7.95	3.99	8.75	-0.80	-10%
818	SCHWEPPES TONIC WATER 1LTR X 6	12	21.60	7.20	22.54	-0.94	-4%
819	Staff Hot Chocolate	10	0.00	0.00	1.18	-1.18	n/a
820	BAXTERS LARGE SILVERSKIN ONIONS 440g x 6	4	11.80	0.00	12.99	-1.19	-10%
821	*150G* BURTS CHEDDAR & SPRING ONION x10	19	31.14	9.71	32.51	-1.37	-4%
822	PM#1.69 DETTOL SURFACE BIO WIPES 30s x	20	25.35	8.45	27.24	-1.89	-7%
823	Tate&Lyle cane icing sugar 500g	27	30.52	14.03	32.64	-2.12	-7%
824	The Sunday Telegraph	60	177.00	3.00	179.40	-2.40	-1%
825	The Observer	8	26.60	3.80	29.26	-2.66	-10%
826	FILBERTS BARBECUE ALMONDS 40g x 20	19	15.98	10.43	18.68	-2.70	-17%
827	The Sunday Times	177	704.00	4.00	706.80	-2.80	0%
828	HARRISONS SWEET CHILLI SAUCE 300ml x 8	8	5.60	5.60	8.40	-2.80	-50%
829	Shortbread Biscuits - pack of 3	2	3.90	3.90	7.00	-3.10	-79%
830	CORNISH LARDER SEA SALT SALTED CARAMEL S	6	15.75	11.25	18.90	-3.15	-20%
831	QS Matchmakers Cool Mint	17	21.37	21.13	24.83	-3.46	-16%
832	PM#2.49 FLASH LEMON LIQUID 950ML	11	24.90	2.49	28.47	-3.57	-14%
833	The Mail on Sunday	146	296.30	6.00	300.10	-3.80	-1%
834	PM#1.89 HEINZ VEGETABLE SOUP 400g X 12	23	28.29	15.18	32.76	-4.47	-16%
835	THREE BEAN SALAD	16	21.54	11.26	26.40	-4.86	-23%
836	COURGETTES	146	104.00	42.00	109.50	-5.50	-5%
837	Book of 4 stamps - 1st class	114	678.40	0.00	684.00	-5.60	-1%
838	HELLMANN'S CAESAR DRESSING 250MLx6	11	15.00	12.50	20.88	-5.88	-39%
839	BUXTON SPARKLING 500ML X 24	15	0.00	11.25	6.74	-6.74	n/a
840	The Telegraph on Saturday	91	356.00	8.00	362.80	-6.80	-2%
841	Sandwich Chicken Tikka	9	3.78	13.23	11.70	-7.92	-210%
842	AUBERGINE	15	7.04	19.36	17.25	-10.21	-145%
843	Cucumber	59	35.97	28.34	46.61	-10.64	-30%
844	TATE & LYLE ICING SUGAR 1KG X 10	10	9.75	22.75	23.45	-13.70	-141%
845	Adnams Ghost Ship Ale	7	18.83	0.00	46.16	-27.33	-145%
846	Staff Americano	140	0.00	0.00	41.09	-41.09	n/a
847	Staff Cappuccino	87	0.00	0.00	50.94	-50.94	n/a
848	Staff Latte	138	0.00	0.00	82.19	-82.19	n/a

BEST/WORST SELLING ITEMS BY SALES VALUE (source: EPOS)

NB beware extreme margins - cost data corrected in Xero, but not EPOS

Rank	Name	Total Sales Inc		Total	Total Costs	Margin £	Margin %
		Qty	VAT	Discount	INC VAT		
1	Trevarthen meat	1530	4267.38	43.73	3456.58	810.80	19%
2	Green Semi-skim Milk 2L	1343	2953.45	6.60	2361.57	591.88	20%
3	CANTI PROSECCO 75CL X 6	213	2149.28	9.99	1698.50	450.78	21%
4	Bon Appetit - Tray Bake	958	1815.00	101.00	623.20	1191.80	66%
5	Large Fresh Eggs x6	760	1520.30	3.50	721.35	798.95	53%
6	Medium Free Range Eggs x6	537	1063.60	9.50	622.50	441.10	41%
7	Green Semi-skim Milk 1L	875	1044.00	1.20	743.75	300.25	29%
8	PM 26.25 STELLA ARTOIS 440ml 4PK X 6	165	1031.25	0.00	791.67	239.58	23%
9	Golden Virginia yellow	45	966.00	0.00	868.50	97.50	10%
10	Blue Whole Milk 2L	435	954.45	5.50	776.37	178.08	19%
11	Bon Appetit - Cake Slice	377	735.50	18.50	372.16	363.34	49%
12	The Sunday Times	177	704.00	4.00	706.80	-2.80	0%
13	AMSTEL LAGER 4PK X 440ML X 6	118	702.10	0.00	562.86	139.24	20%
14	Book of 4 stamps - 1st class	114	678.40	0.00	684.00	-5.60	-1%
15	Blakes Rich Slab Cake	178	654.93	138.64	618.18	36.75	6%
16	Lambert & Butler	45	616.25	0.00	583.64	32.61	5%
17	Potatoes - LARGE bag	350	610.99	36.51	0.00	610.99	100%
18	Blakes 4 saffron buns	227	563.64	3.76	441.25	122.39	22%
19	Blakes Almond and Cherry	143	542.18	93.09	505.62	36.56	7%
20	Cutters choice original	23	527.65	0.00	466.94	60.71	12%
21	MARLBORO GOLD 20	35	524.35	0.00	492.81	31.54	6%
22	Cathedral mature cheddar	159	523.11	0.00	378.69	144.42	28%
23	Blakes White large	242	489.81	85.09	455.82	33.99	7%
24	HARDYS V R PINOT GRIGIO 75CLx6	66	475.34	0.00	372.11	103.23	22%
25	Blakes Cake-SLICE	227	442.00	12.00	243.10	198.90	45%
26	CUTTERS CHOICE EXTRA FINE 30G X 5	23	435.85	0.00	398.27	37.58	9%
27	Blue Whole Milk 1L	363	431.22	3.00	308.55	122.67	28%
28	Roddas Cornish Butter	144	430.56	0.00	355.68	74.88	17%
29	Meadow Churn Salted butter 250g	200	416.95	1.05	330.00	86.95	21%
30	Blakes Malted Small	289	403.48	58.65	363.82	39.66	10%
31	Blakes Large Wholemeal	191	402.01	59.48	351.17	50.84	13%
32	Leeks	364	401.79	21.46	258.23	143.56	36%
33	PM 22.99 ANDREX TOILET ROLLS 4PK X 6	132	394.68	0.00	344.52	50.16	13%
34	JAM SHED SHIRAZ 75CL X 6	46	367.54	0.00	299.00	68.54	19%
35	ROWESFROZEN PASTIES STEAK	186	361.55	1.95	258.54	103.01	28%
36	The Telegraph on Saturday	91	356.00	8.00	362.80	-6.80	-2%
37	Blakes Wholemeal small	271	353.49	66.43	336.02	17.47	5%
38	NESCAFE GOLD BLEND COFFEE 95G X 6	88	347.13	3.99	296.12	51.01	15%
39	CALVET COTES DU RHONE 75CL	34	346.46	0.00	293.40	53.06	15%
40	The West Briton	138	343.20	0.00	341.23	1.97	1%
809	Parsley	5	2.25	1.50	0.00	2.25	100%
810	BENS TIKKA MASALA 450G X 6	1	2.19	0.00	1.73	0.46	21%
811	FELIX CRISPIES BEEF & CHICKEN	2	2.18	0.00	1.78	0.40	18%
812	Arla salted butter	1	2.09	0.00	1.65	0.44	21%
813	Christmas Wrap	2	2.00	0.50	2.00	0.00	0%
814	Misc Bread (ad hoc)baker street sliced brown	1	2.00	0.00	0.00	2.00	100%
815	Traybbake	1	2.00	0.00	0.00	2.00	100%
816	PM90P DIET COKE CANS 330ML	2	1.80	0.00	0.99	0.81	45%
817	POLO MINTS ORIGINAL 34G	3	1.80	0.00	1.39	0.41	23%
818	LILLETS SUPER PLUS 10S X 8	1	1.75	0.00	1.35	0.40	23%
819	7UP CANS 330ML	2	1.58	0.00	0.90	0.68	43%
820	RED BULL 250ML	1	1.55	0.00	1.12	0.43	27%
821	Mblakes wholemealisc Bread (ad hoc)	1	1.52	0.00	0.00	1.52	100%
822	KIT KAT CHUNKY 40G CLUB	2	1.50	0.00	1.04	0.46	31%
823	Panasonic zinc *9*volt	1	1.25	0.00	0.74	0.51	41%
824	Mince pie	1	1.20	0.00	0.00	1.20	100%
825	The Sun on Saturday	1	1.20	0.00	1.08	0.12	10%
826	Mtraybakeisc Bread (ad hoc)	1	1.00	0.00	0.00	1.00	100%
827	Pens	2	1.00	0.00	0.00	1.00	100%
828	Peppers	1	1.00	0.00	0.75	0.25	25%
829	The Sun on Sunday	1	1.00	0.00	1.00	0.00	0%
830	RIZLA REGULAR SILVER X 100	2	0.90	0.00	0.36	0.54	60%
831	BRYANT & MAY EXTRA LONG MATCHES X 12	1	0.85	0.00	0.71	0.14	16%
832	CDM MARVELLOUS CREATIONS POPPING CANDY	1	0.80	0.00	0.56	0.24	30%
833	RIBENA BLACKCURRENT 25ML RTD	1	0.75	0.00	0.45	0.30	40%
834	Sweet Potatoes	3	0.75	0.00	0.71	0.04	5%
835	Cupcake	1	0.25	0.00	0.00	0.25	100%
836	isccupcake Bread (ad hoc)	1	0.25	0.00	0.00	0.25	100%
837	Misc Bcakeread (ad hoc)	1	0.25	0.00	0.00	0.25	100%
838	Misc Bread (ad hoc)cup cake	1	0.25	0.00	0.00	0.25	100%
839	Small Envelopes	1	0.10	0.00	0.00	0.10	100%
840	BUXTON SPARKLING 500ML X 24	15	0.00	11.25	6.74	-6.74	n/a
841	Donated veg	4	0.00	0.00	0.00	0.00	n/a
842	PM 1.25 MONSTER MUNCH PICKLED ONION 72G	0	0.00	0.00	0.00	0.00	n/a
843	PM 99P WISPA X 48	0	0.00	0.00	0.44	-0.44	n/a
844	Soya Milk	1	0.00	0.00	0.00	0.00	n/a
845	Staff Americano	140	0.00	0.00	41.09	-41.09	n/a
846	Staff Cappuccino	87	0.00	0.00	50.94	-50.94	n/a
847	Staff Hot Chocolate	10	0.00	0.00	1.18	-1.18	n/a
848	Staff Latte	138	0.00	0.00	82.19	-82.19	n/a

BEST/WORST SELLING ITEMS BY SALES UNITS (source: EPOS)

NB beware extreme margins - cost data corrected in Xero, but not EPOS

Rank	Name	Total Sales Inc		Total	Total Costs		Margin £	Margin %
		Qty	VAT	Discount	INC VAT			
1	Trevarthen meat	1530	4267.38	43.73	3456.58	810.80	19%	
2	Green Semi-skim Milk 2L	1343	2953.45	6.60	2361.57	591.88	20%	
3	Bon Appetit - Tray Bake	958	1815.00	101.00	623.20	1191.80	66%	
4	Carrots/Parsnips	926	148.90	36.30	119.86	29.04	20%	
5	Green Semi-skim Milk 1L	875	1044.00	1.20	743.75	300.25	29%	
6	Large Fresh Eggs x6	760	1520.30	3.50	721.35	798.95	53%	
7	Medium Free Range Eggs x6	537	1063.60	9.50	622.50	441.10	41%	
8	PM 25P FREDDO ORIGINAL X 60	471	117.75	0.00	96.93	20.82	18%	
9	Blue Whole Milk 2L	435	954.45	5.50	776.37	178.08	19%	
10	Green Semi-skim Milk 568ml	402	292.53	11.93	253.35	39.18	13%	
11	Bon Appetit - Cake Slice	377	735.50	18.50	372.16	363.34	49%	
12	Leeks	364	401.79	21.46	258.23	143.56	36%	
13	Blue Whole Milk 1L	363	431.22	3.00	308.55	122.67	28%	
14	COKE CANS 330MLS X 24	358	303.45	0.85	219.99	83.46	28%	
15	Potatoes - LARGE bag	350	610.99	36.51	0.00	610.99	100%	
16	WHISKAS TUNA IN JELLY POUCHES 85g x 28	326	159.74	0.00	139.57	20.17	13%	
17	The Daily Mail	322	328.20	0.00	324.70	3.50	1%	
18	Blakes Malted Small	289	403.48	58.65	363.82	39.66	10%	
19	Blakes Wholemeal small	271	353.49	66.43	336.02	17.47	5%	
20	Cauliflower	270	311.65	14.10	264.02	47.63	15%	
21	Blakes White small	256	311.00	80.30	308.86	2.14	1%	
22	Thick & Creamy Yoghurt	253	138.60	0.55	105.63	32.98	24%	
23	Green Apples	245	121.00	1.50	84.12	36.88	30%	
24	Blakes White large	242	489.81	85.09	455.82	33.99	7%	
25	Blakes Cake-SLICE	227	442.00	12.00	243.10	198.90	45%	
26	Blakes 4 saffron buns	227	563.64	3.76	441.25	122.39	22%	
27	HAPPY HIPPO *HAZELNUT* X 28	223	135.40	0.65	85.14	50.26	37%	
28	CANTI PROSECCO 75CL X 6	213	2149.28	9.99	1698.50	450.78	21%	
29	Blue Whole Milk 568ml	205	132.94	21.65	128.60	4.34	3%	
30	PM 75P FANTA ORANGE CANS 330ML X 24	204	157.60	0.00	96.90	60.70	39%	
31	Donated Cake / pastry SMALL	201	201.00	0.00	0.00	201.00	100%	
32	Meadow Churn Salted butter 250g	200	416.95	1.05	330.00	86.95	21%	
33	TWIRL CADBURYS	199	137.31	0.00	104.59	32.72	24%	
34	PM #1.15 SWIZZELS SQUASHIES DRUMSTICKS 1	198	227.70	0.00	162.36	65.34	29%	
35	CRUNCHIE X 48	194	155.20	0.00	114.70	40.50	26%	
36	Blakes Large Wholemeal	191	402.01	59.48	351.17	50.84	13%	
37	PM 70P MARS STD 51g X 48	188	131.60	0.00	105.70	25.90	20%	
38	The Mail on Saturday	187	272.80	1.40	271.82	0.98	0%	
39	ROWESFROZEN PASTIES STEAK	186	361.55	1.95	258.54	103.01	28%	
40	Tango Pops	186	74.40	0.00	46.87	27.53	37%	
809	Mtraybakeisc Bread (ad hoc)	1	1.00	0.00	0.00	1.00	100%	
810	ESSENTIAL HOUSEHOLD CANDLES WHITE 5PK x	1	2.49	0.00	1.68	0.81	33%	
811	Trevarthen meat saucegages	1	4.00	0.00	3.24	0.76	19%	
812	Trevarthen meatsaucegages	1	3.98	0.00	3.22	0.76	19%	
813	Trevarthen meatsausages	1	3.96	0.00	3.21	0.75	19%	
814	Trevarthen meatpork sausage	1	3.94	0.00	3.19	0.75	19%	
815	Trevarthen meatsauceages	1	3.92	0.00	3.18	0.74	19%	
816	Kershaws Big Breakfast pm 2.75	1	2.75	0.00	2.09	0.66	24%	
817	Trevarthen meat Cornish hogs pudding	1	3.28	0.00	2.66	0.62	19%	
818	Trevarthen meat rindless back bacon	1	3.25	0.00	2.63	0.62	19%	
819	Trevarthen meatfornish hogs pudding	1	3.14	0.00	2.54	0.60	19%	
820	Trevarthen meat hogs pud	1	3.04	0.00	2.46	0.58	19%	
821	Trevarthen meat. Hogs pud	1	2.99	0.00	2.42	0.57	19%	
822	Trevarthen meat turke	1	2.90	0.00	2.35	0.55	19%	
823	Trevarthen meat. Back back	1	2.83	0.00	2.29	0.54	19%	
824	Trevarthen meat turkey	1	2.73	0.00	2.21	0.52	19%	
825	Panasonic zinc *9*volt	1	1.25	0.00	0.74	0.51	41%	
826	Trevarthen bacon	1	2.69	0.00	2.18	0.51	19%	
827	Foxes Christmas Biscuit Gift Box	1	2.75	0.00	2.25	0.50	18%	
828	Trevarthen ham meat	1	2.52	0.00	2.04	0.48	19%	
829	Trevarthen meahamt	1	2.46	0.00	1.99	0.47	19%	
830	BENS TIKKA MASALA 450G X 6	1	2.19	0.00	1.73	0.46	21%	
831	Trevarthen meatc	1	2.36	0.00	1.91	0.45	19%	
832	Arla salted butter	1	2.09	0.00	1.65	0.44	21%	
833	RED BULL 250ML	1	1.55	0.00	1.12	0.43	27%	
834	LILLETTS SUPER PLUS 10S X 8	1	1.75	0.00	1.35	0.40	23%	
835	RIBENA BLACKCURRENT 25ML RTD	1	0.75	0.00	0.45	0.30	40%	
836	Peppers	1	1.00	0.00	0.75	0.25	25%	
837	Cupcake	1	0.25	0.00	0.00	0.25	100%	
838	isccupcake Bread (ad hoc)	1	0.25	0.00	0.00	0.25	100%	
839	Misc Bcakeread (ad hoc)	1	0.25	0.00	0.00	0.25	100%	
840	Misc Bread (ad hoc)cup cake	1	0.25	0.00	0.00	0.25	100%	
841	CDM MARVELLOUS CREATIONS POPPING CANDY .	1	0.80	0.00	0.56	0.24	30%	
842	BRYANT & MAY EXTRA LONG MATCHES X 12	1	0.85	0.00	0.71	0.14	16%	
843	The Sun on Saturday	1	1.20	0.00	1.08	0.12	10%	
844	Small Envelopes	1	0.10	0.00	0.00	0.10	100%	
845	The Sun on Sunday	1	1.00	0.00	1.00	0.00	0%	
846	Soya Milk	1	0.00	0.00	0.00	0.00	n/a	
847	PM #1.25 MONSTER MUNCH PICKLED ONION 72G	0	0.00	0.00	0.00	0.00	n/a	
848	PM #9P WISPA X 48	0	0.00	0.00	0.44	-0.44	n/a	

BEST/WORST SELLING ITEMS BY MARGIN VALUE (source: EPOS)

NB beware extreme margins - cost data corrected in Xero, but not EPOS

Rank	Name	Total Sales Inc		Total	Total Costs		Margin £	Margin %
		Qty	VAT	Discount	INC	VAT		
1	Bon Appetit - Cake Slice	113	220.50	5.50	105.47	115.03	52%	
2	Bon Appetit - Tray Bake	84	164.00	4.00	53.76	110.24	67%	
3	Trevarthen meat	205	571.27	0.00	462.73	108.54	19%	
4	Green Semi-skim Milk 2L	170	371.80	2.20	270.30	101.50	27%	
5	Large Fresh Eggs x6	73	146.00	0.00	76.65	69.35	48%	
6	CANTI PROSECCO 75CL X 6	25	254.75	0.00	197.50	57.25	22%	
7	Medium Free Range Eggs x6	56	110.50	1.50	70.00	40.50	37%	
8	Strawberry Cone/Cornetto	64	76.80	0.00	43.16	33.64	44%	
9	Green Semi-skim Milk 1L	96	115.20	0.00	81.60	33.60	29%	
10	Potatoes - LARGE bag	18	31.45	1.85	0.00	31.45	100%	
11	CIAOSECCO BIANCO FRIZZANTE 75CL	18	121.50	0.00	90.89	30.61	25%	
12	BON APPETIT APPLE CAKE SLICE	25	62.50	0.00	33.00	29.50	47%	
13	PM#6.25 STELLA ARTOIS 440ml 4PK X 6	20	125.00	0.00	95.96	29.04	23%	
14	Calippo Orange	40	63.60	0.00	37.92	25.68	40%	
15	Blakes Cake-SLICE	32	55.00	9.00	30.25	24.75	45%	
16	Blue Whole Milk 2L	44	94.60	2.20	69.96	24.64	26%	
17	Donated Cake / pastry LARGE	7	21.00	0.00	0.00	21.00	100%	
18	BIRRA MORETTI 440ML 4PK X 6	14	103.46	0.00	82.85	20.61	20%	
19	MCVITIES MILK CHOC DIGESTIVES	33	61.05	0.00	40.87	20.18	33%	
20	AMSTEL LAGER 4PK X 440ML X 6	17	101.15	0.00	81.09	20.06	20%	
21	Clotted Cream 113g	39	64.35	0.00	44.46	19.89	31%	
22	Feast Original	42	63.00	0.00	43.85	19.15	30%	
23	HEINEKEN 440ML PM	10	62.50	0.00	44.98	17.52	28%	
24	JAM SHED SHIRAZ 75CL X 6	11	87.89	0.00	71.50	16.39	19%	
25	ROWESFROZEN PASTIES STEAK	28	54.60	0.00	38.92	15.68	29%	
26	Golden Virginia yellow	10	216.50	0.00	201.10	15.40	7%	
27	Blakes 4 saffron buns	30	76.70	1.30	62.40	14.30	19%	
28	EVIAN 500MLS X 24	27	26.73	0.00	12.81	13.92	52%	
29	Twister	22	34.98	0.00	21.12	13.86	40%	
30	CASILLERO MERLOT 75CL X 6	7	61.25	0.00	48.65	12.60	21%	
31	Cards	10	12.50	0.00	0.00	12.50	100%	
32	Cappuccino	9	18.00	0.00	5.63	12.38	69%	
33	COKE CANS 330MLS X 24	56	46.75	0.85	34.41	12.34	26%	
34	CALVET COTES DU RHONE 75CL	6	61.14	0.00	48.90	12.24	20%	
35	Donated Cake / Pastry	6	12.00	0.00	0.00	12.00	100%	
36	Blue Whole Milk 1L	39	45.00	1.80	33.15	11.85	26%	
37	Tango Pops	80	32.00	0.00	20.16	11.84	37%	
38	LOST MARY PINEAPPLE ICE VAPE BAR 20mg x	4	23.96	0.00	12.96	11.00	46%	
39	MALTESERS BOX 110G X 16	14	35.00	0.00	24.03	10.97	31%	
40	ESSENTIALS HEAVY DUTY REFUSE SACKS 20S	15	34.35	0.00	23.39	10.96	32%	
464	Lemon or lime small	6	1.00	0.50	0.83	0.17	17%	
465	PM#1.25 MALTESERS TREAT BAG X 24	1	1.25	0.00	1.08	0.17	13%	
466	BORWICKS BICARB SODA 100G X 12	1	0.59	0.00	0.44	0.15	25%	
467	PM 70P MARS STD 51g X 48	1	0.70	0.00	0.56	0.14	20%	
468	OAT MILK 1 litre x 6	4	6.36	0.00	6.23	0.13	2%	
469	RADNOR SPLASH APPLE&RASPEBERRY	10	3.25	1.75	3.15	0.10	3%	
470	Sweet Potatoes	1	0.25	0.00	0.24	0.01	5%	
471	The Sunday Times	24	96.00	0.00	96.00	0.00	0%	
472	The Times on Saturday	14	49.00	0.00	49.00	0.00	0%	
473	The West Briton	18	48.60	0.00	48.60	0.00	0%	
474	The Telegraph on Saturday	9	36.00	0.00	36.00	0.00	0%	
475	The Sunday Telegraph	10	30.00	0.00	30.00	0.00	0%	
476	The Mail on Sunday	14	29.40	0.00	29.40	0.00	0%	
477	The Mail on Saturday	16	24.00	0.00	24.00	0.00	0%	
478	The Falmouth Packet	5	6.00	0.00	6.00	0.00	0%	
479	Wrapping Paper	3	1.47	0.00	1.47	0.00	0%	
480	The Daily Mail	1	1.10	0.00	1.10	0.00	0%	
481	PM#1.69 DETTOL SURFACE BIO WIPES 30s x	5	6.76	1.69	6.81	-0.05	-1%	
482	Blakes Malted Small	32	43.40	10.04	43.52	-0.12	0%	
483	Tomato - single large	43	17.50	4.00	17.88	-0.38	-2%	
484	ESSENTIAL FOIL 300mm x 5m x 12	2	1.29	1.29	1.68	-0.39	-30%	
485	SEALAPACK FREEZER BAGS 15S X 12	2	1.39	1.39	1.88	-0.49	-35%	
486	Blakes Large malted grain	21	42.90	11.70	43.68	-0.78	-2%	
487	Bake at home 2 baguettes	4	10.35	3.45	11.56	-1.21	-12%	
488	BUXTON SPARKLING 500ML X 24	3	0.00	2.25	1.35	-1.35	n/a	
489	COURGETTES	17	11.00	6.00	12.75	-1.75	-16%	
490	Blakes Wholemeal small	31	38.07	12.15	40.30	-2.23	-6%	
491	Book of 4 stamps - 1st class	4	21.60	0.00	24.00	-2.40	-11%	
492	Staff Americano	8	0.00	0.00	2.50	-2.50	n/a	
493	Blakes White small	27	32.00	11.20	34.56	-2.56	-8%	
494	THREE BEAN SALAD	2	0.00	4.10	3.30	-3.30	n/a	
495	BAXTERS LARGE SILVERSKIN ONIONS 440g x 6	1	2.95	0.00	6.50	-3.55	-120%	
496	SANDWICH TUNA & MAYO	10	9.45	9.45	13.00	-3.55	-38%	
497	Bake At Home French Rolls	2	1.62	4.88	5.78	-4.16	-257%	
498	Cucumber	27	16.35	13.08	21.33	-4.98	-30%	
499	Staff Cappuccino	8	0.00	0.00	5.00	-5.00	n/a	
500	FILBERTS BARBECUE ALMONDS 40g x 20	10	3.47	10.43	9.83	-6.36	-183%	
501	AUBERGINE	9	3.52	12.32	10.35	-6.83	-194%	
502	Staff Latte	13	0.00	0.00	8.13	-8.13	n/a	
503	JACK RABBIT CHARDONNAY 75CL X 6	1	7.99	0.00	19.19	-11.20	-140%	

BEST/WORST SELLING ITEMS BY SALES VALUE (source: EPOS)

NB beware extreme margins - cost data corrected in Xero, but not EPOS

Rank	Name	Total Sales Inc		Total Discount	Total Costs		Margin £	Margin %
		Qty	VAT		INC	VAT		
1	Trevarthen meat	205	571.27	0.00	462.73	108.54	19%	
2	Green Semi-skim Milk 2L	170	371.80	2.20	270.30	101.50	27%	
3	CANTI PROSECCO 75CL X 6	25	254.75	0.00	197.50	57.25	22%	
4	Bon Appetit - Cake Slice	113	220.50	5.50	105.47	115.03	52%	
5	Golden Virginia yellow	10	216.50	0.00	201.10	15.40	7%	
6	Lambert & Butler	12	167.40	0.00	158.18	9.22	6%	
7	Bon Appetit - Tray Bake	84	164.00	4.00	53.76	110.24	67%	
8	Large Fresh Eggs x6	73	146.00	0.00	76.65	69.35	48%	
9	PM @6.25 STELLA ARTOIS 440ml 4PK X 6	20	125.00	0.00	95.96	29.04	23%	
10	CIAOSECCO BIANCO FRIZZANTE 75CL	18	121.50	0.00	90.89	30.61	25%	
11	Green Semi-skim Milk 1L	96	115.20	0.00	81.60	33.60	29%	
12	Blakes Rich Slab Cake	31	113.50	27.24	112.84	0.66	1%	
13	Medium Free Range Eggs x6	56	110.50	1.50	70.00	40.50	37%	
14	BIRRA MORETTI 440ML 4PK X 6	14	103.46	0.00	82.85	20.61	20%	
15	AMSTEL LAGER 4PK X 440ML X 6	17	101.15	0.00	81.09	20.06	20%	
16	The Sunday Times	24	96.00	0.00	96.00	0.00	0%	
17	Blue Whole Milk 2L	44	94.60	2.20	69.96	24.64	26%	
18	JAM SHED SHIRAZ 75CL X 6	11	87.89	0.00	71.50	16.39	19%	
19	Blakes Almond and Cherry	21	86.26	9.08	76.23	10.03	12%	
20	Strawberry Cone/Cornetto	64	76.80	0.00	43.16	33.64	44%	
21	Blakes 4 saffron buns	30	76.70	1.30	62.40	14.30	19%	
22	MARLBORO GOLD 20	5	75.25	0.00	70.71	4.54	6%	
23	Clotted Cream 113g	39	64.35	0.00	44.46	19.89	31%	
24	Calippo Orange	40	63.60	0.00	37.92	25.68	40%	
25	Feast Original	42	63.00	0.00	43.85	19.15	30%	
26	BON APPETIT APPLE CAKE SLICE	25	62.50	0.00	33.00	29.50	47%	
27	HEINEKEN 440ML PM	10	62.50	0.00	44.98	17.52	28%	
28	CASILLERO MERLOT 75CL X 6	7	61.25	0.00	48.65	12.60	21%	
29	CALVET COTES DU RHONE 75CL	6	61.14	0.00	48.90	12.24	20%	
30	MCVITIES MILK CHOC DIGESTIVES	33	61.05	0.00	40.87	20.18	33%	
31	PM @2.99 ANDREX TOILET ROLLS 4PK X 6	19	56.81	0.00	49.59	7.22	13%	
32	Blakes White large	27	56.32	9.83	53.46	2.86	5%	
33	Blakes Cake-SLICE	32	55.00	9.00	30.25	24.75	45%	
34	ROWESFROZEN PASTIES STEAK	28	54.60	0.00	38.92	15.68	29%	
35	TRIBUTE 500ML*BOTTLES* x 12	24	54.00	0.00	43.18	10.82	20%	
36	The Times on Saturday	14	49.00	0.00	49.00	0.00	0%	
37	The West Briton	18	48.60	0.00	48.60	0.00	0%	
38	COKE CANS 330MLS X 24	56	46.75	0.85	34.41	12.34	26%	
39	GLENS VODKA	3	46.17	0.00	40.50	5.67	12%	
40	Blue Whole Milk 1L	39	45.00	1.80	33.15	11.85	26%	
464	Wrapping Paper	3	1.47	0.00	1.47	0.00	0%	
465	SAXA TABLE SALT 70G POTx12	1	1.45	0.00	1.08	0.37	25%	
466	ESSENTIAL CLING FILM 300mm x 30m x 12	1	1.40	0.00	0.98	0.42	30%	
467	BAKING POTATOES X4	1	1.39	0.00	0.99	0.40	29%	
468	Jacks 12 Yorkshire Puddings	1	1.39	0.00	0.95	0.44	32%	
469	SAXA GROUND BLACK PEPPER *25g* X 12	1	1.39	0.00	1.01	0.38	28%	
470	SEALAPACK FREEZER BAGS 15S X 12	2	1.39	1.39	1.88	-0.49	-35%	
471	ARIZONA CAN PEACHED ICED TEA 500ML	1	1.30	0.00	0.77	0.53	40%	
472	PM @1.30 GREEN GIANT SWEETCORN 340G X 12	1	1.30	0.00	0.97	0.33	26%	
473	DEL MONTE PINEAPPLE SLICES IN JUICE 220G	1	1.29	0.00	0.96	0.33	25%	
474	EPICURE CHICKPEAS IN SALT WATER 400G X 6	1	1.29	0.00	0.97	0.33	25%	
475	ESSENTIAL FOIL 300mm x 5m x 12	2	1.29	1.29	1.68	-0.39	-30%	
476	CELERY	1	1.25	0.00	0.85	0.40	32%	
477	COOKES MATCHES SHORT	1	1.25	0.00	0.72	0.53	42%	
478	Panasonic Zinc *AA* 4	1	1.25	0.00	0.64	0.61	49%	
479	PM @1.25 BOURNVILLE 100G X 18	1	1.25	0.00	1.04	0.21	17%	
480	PM @1.25 FRUIT & NUT CDM *95G* X 22	1	1.25	0.00	1.04	0.21	17%	
481	PM @1.25 MALTESERS TREAT BAG X 24	1	1.25	0.00	1.08	0.17	13%	
482	Fusilli pasta	1	1.19	0.00	0.80	0.39	33%	
483	BUENO WHITE	1	1.15	0.00	0.86	0.29	26%	
484	The Daily Mail	1	1.10	0.00	1.10	0.00	0%	
485	Hot Chocolate	1	1.00	0.00	0.15	0.85	85%	
486	Lemon or lime small	6	1.00	0.50	0.83	0.17	17%	
487	PEDIGREE RODEO DOG TREATS 4s X 20	1	1.00	0.00	0.71	0.30	30%	
488	GALPHARM IBUPROFEN 16S X 12	1	0.99	0.00	0.60	0.39	39%	
489	CDM MARVELLOUS CREATIONS POPPING CANDY	1	0.80	0.00	0.56	0.24	30%	
490	Aubergine	1	0.75	0.00	0.00	0.75	100%	
491	Cellotape	1	0.75	0.00	0.22	0.53	70%	
492	Clear Tape	1	0.75	0.00	0.00	0.75	100%	
493	Glue Stick	1	0.75	0.00	0.00	0.75	100%	
494	Parsley	1	0.75	0.00	0.00	0.75	100%	
495	RIBENA BLACKCURRENT 25ML RTD	1	0.75	0.00	0.45	0.30	40%	
496	PM 70P MARS STD 51g X 48	1	0.70	0.00	0.56	0.14	20%	
497	BORWICKS BICARB SODA 100G X 12	1	0.59	0.00	0.44	0.15	25%	
498	Sweet Potatoes	1	0.25	0.00	0.24	0.01	5%	
499	BUXTON SPARKLING 500ML X 24	3	0.00	2.25	1.35	-1.35	n/a	
500	Staff Americano	8	0.00	0.00	2.50	-2.50	n/a	
501	Staff Cappuccino	8	0.00	0.00	5.00	-5.00	n/a	
502	Staff Latte	13	0.00	0.00	8.13	-8.13	n/a	
503	THREE BEAN SALAD	2	0.00	4.10	3.30	-3.30	n/a	



BEST/WORST SELLING ITEMS BY SALES UNITS (source: EPOS)

NB beware extreme margins - cost data corrected in Xero, but not EPOS

Rank	Name	Total Sales Inc		Total	Total Costs		Margin %
		Qty	VAT	Discount	INC VAT	Margin £	
1	Trevarthen meat	205	571.27	0.00	462.73	108.54	19%
2	Green Semi-skim Milk 2L	170	371.80	2.20	270.30	101.50	27%
3	Bon Appetit - Cake Slice	113	220.50	5.50	105.47	115.03	52%
4	Green Semi-skim Milk 1L	96	115.20	0.00	81.60	33.60	29%
5	Carrots/Parsnips	89	13.00	4.80	6.14	6.86	53%
6	Bon Appetit - Tray Bake	84	164.00	4.00	53.76	110.24	67%
7	Tango Pops	80	32.00	0.00	20.16	11.84	37%
8	Large Fresh Eggs x6	73	146.00	0.00	76.65	69.35	48%
9	PM 25P FREDDO ORIGINAL X 60	66	16.50	0.00	13.58	2.92	18%
10	Strawberry Cone/Cornetto	64	76.80	0.00	43.16	33.64	44%
11	Medium Free Range Eggs x6	56	110.50	1.50	70.00	40.50	37%
12	COKE CANS 330MLS X 24	56	46.75	0.85	34.41	12.34	26%
13	Green Semi-skim Milk 568ml	47	33.00	2.25	25.85	7.15	22%
14	Blue Whole Milk 2L	44	94.60	2.20	69.96	24.64	26%
15	Tomato - single large	43	17.50	4.00	17.88	-0.38	-2%
16	Feast Original	42	63.00	0.00	43.85	19.15	30%
17	WHISKAS TUNA IN JELLY POUCHES 85g x 28	42	20.58	0.00	17.98	2.60	13%
18	Calippo Orange	40	63.60	0.00	37.92	25.68	40%
19	Clotted Cream 113g	39	64.35	0.00	44.46	19.89	31%
20	Blue Whole Milk 1L	39	45.00	1.80	33.15	11.85	26%
21	TWIRL CADBURY'S	37	25.53	0.00	19.45	6.08	24%
22	Thick & Creamy Yoghurt	37	20.35	0.00	15.63	4.72	23%
23	MCVITIES MILK CHOC DIGESTIVES	33	61.05	0.00	40.87	20.18	33%
24	Blakes Cake-SLICE	32	55.00	9.00	30.25	24.75	45%
25	CADBURY DAIRY MILK 95G	32	43.20	0.00	33.48	9.72	22%
26	Cadburys Marvellous Creations popping ca	32	21.12	0.00	15.04	6.08	29%
27	Blue Whole Milk 568ml	32	23.25	0.75	17.60	5.65	24%
28	Blakes Malted Small	32	43.40	10.04	43.52	-0.12	0%
29	Baking Potatoes	31	14.50	1.00	11.47	3.03	21%
30	Blakes Rich Stab Cake	31	113.50	27.24	112.84	0.66	1%
31	Blakes Wholemeal small	31	38.07	12.15	40.30	-2.23	-6%
32	Blakes 4 saffron buns	30	76.70	1.30	62.40	14.30	19%
33	PM CRUNCHIE STD	30	20.70	0.00	15.59	5.11	25%
34	ROWNTREES FRUIT PASTILLES	30	18.00	0.00	14.47	3.53	20%
35	SKITTLES FRUIT STD 45G	29	21.75	0.00	14.72	7.03	32%
36	ROWESFROZEN PASTIES STEAK	28	54.60	0.00	38.92	15.68	29%
37	PM 75P FANTA ORANGE CANS 330ML X 24	28	23.80	0.00	13.30	10.50	44%
38	PM 1.25 HARIBO STARMIX 140G X 12	28	35.00	0.00	26.18	8.82	25%
39	PM 69P WISPA X 48	28	19.32	0.00	14.80	4.52	23%
40	Green Apples	28	13.50	0.50	9.31	4.19	31%
464	ARIZONA CAN PEACHED ICED TEA 500ML	1	1.30	0.00	0.77	0.53	40%
465	DEL MONTE PRUNES IN JUICE 410g x 6	1	1.99	0.00	1.48	0.52	26%
466	GREENS PANCAKE MIX	1	1.50	0.00	0.99	0.51	34%
467	CORN ON THE COB	1	1.99	0.00	1.49	0.50	25%
468	GILLETTE BLUE II *MENS* RAZORS 5PK X 6	1	2.49	0.00	2.00	0.49	20%
469	Trevarthen meat chicken	1	2.57	0.00	2.08	0.49	19%
470	Pm 249 cadbury hot chocolate	1	2.49	0.00	2.01	0.48	19%
471	OCEAN SPRAY CRANBERRY 1LTR X12	1	2.39	0.00	1.92	0.47	20%
472	PM 1.95 AMBROSIA RICE PUDDING 400G X 12	1	1.95	0.00	1.48	0.47	24%
473	COLMANS ENGLISH MUSTARD 100Gx8	1	1.79	0.00	1.32	0.47	26%
474	BENS TIKKA MASALA 450G X 6	1	2.19	0.00	1.73	0.46	21%
475	Jacks 12 Yorkshire Puddings	1	1.39	0.00	0.95	0.44	32%
476	RED BULL 250ML	1	1.55	0.00	1.12	0.43	27%
477	ESSENTIAL CLING FILM 300mm x 30m x 12	1	1.40	0.00	0.98	0.42	30%
478	CELERY	1	1.25	0.00	0.85	0.40	32%
479	BAKING POTATOES X4	1	1.39	0.00	0.99	0.40	29%
480	GALPHARM IBUPROFEN 16S X 12	1	0.99	0.00	0.60	0.39	39%
481	Fusilli pasta	1	1.19	0.00	0.80	0.39	33%
482	SAXA GROUND BLACK PEPPER *25g* X 12	1	1.39	0.00	1.01	0.38	28%
483	PM 1.79 TUC SANDWICH 150G X 12	1	1.79	0.00	1.42	0.37	21%
484	SAXA TABLE SALT 70G POTx12	1	1.45	0.00	1.08	0.37	25%
485	Nescafe original signature roast 50g	1	1.99	0.00	1.62	0.37	18%
486	DREAMIES CHICKEN TREATS 60G X 8	1	1.75	0.00	1.40	0.35	20%
487	PM 1.30 GREEN GIANT SWEETCORN 340G X 12	1	1.30	0.00	0.97	0.33	26%
488	DEL MONTE PINEAPPLE SLICES IN JUICE 220G	1	1.29	0.00	0.96	0.33	25%
489	EPICURE CHICKPEAS IN SALT WATER 400G X 6	1	1.29	0.00	0.97	0.33	25%
490	RIBENA BLACKCURRENT 25ML RTD	1	0.75	0.00	0.45	0.30	40%
491	PEDIGREE RODEO DOG TREATS 4s X 20	1	1.00	0.00	0.71	0.30	30%
492	BUENO WHITE	1	1.15	0.00	0.86	0.29	26%
493	PM 1.49 ROBINSONS SQUASH APPLE & BLACK	1	1.49	0.00	1.22	0.27	18%
494	CDM MARVELLOUS CREATIONS POPPING CANDY	1	0.80	0.00	0.56	0.24	30%
495	PM 1.25 FRUIT & NUT CDM *95G* X 22	1	1.25	0.00	1.04	0.21	17%
496	PM 1.25 BOURNVILLE 100G X 18	1	1.25	0.00	1.04	0.21	17%
497	PM 1.25 MALTESERS TREAT BAG X 24	1	1.25	0.00	1.08	0.17	13%
498	BORWICKS BICARB SODA 100G X 12	1	0.59	0.00	0.44	0.15	25%
499	PM 70P MARS STD 51g X 48	1	0.70	0.00	0.56	0.14	20%
500	Sweet Potatoes	1	0.25	0.00	0.24	0.01	5%
501	The Daily Mail	1	1.10	0.00	1.10	0.00	0%
502	BAXTERS LARGE SILVERSKIN ONIONS 440g x 6	1	2.95	0.00	6.50	-3.55	-120%
503	JACK RABBIT CHARDONNAY 75CL X 6	1	7.99	0.00	19.19	-11.20	-140%