

PERRANWELL COMMUNITY STORES MANAGEMENT ACCOUNTS

From 01/06/2023 to 29/02/2024

OPERATING MONTH 4



NOTES TO PCS REPORTS

Interpretation of results

The headline result is a monthly sales total of £9.3k and a gross profit of £2.3k ie 25% margin (or YTD £39.6k and £9.7k - 24% respectively)
Despite one fewer day's trading, turnover improved marginally versus January, but we're still below the £10k+ sales achieved in the two months of 2023

Little change in the breakdown of sales other than the reversal of bakery sales (-40% last month followed by +30% this month)
Bakery and Cakes has now reverted back to its position as the highest gross `margin earner
We can probably conclude that the January decline in Bakery and Cakes was a one-off anomaly

Worth focussing on comparing the tray bakes versus sliced up blakes cakes. What was clearly a good idea when we were short of fresh cakes to sell might not be in our long term interests - cannibalising a higher margin product (particularly from a very local supplier) may not be optimal

Bad month for wastage @1.6% (and note this is a conservative measure - the sum of negative margins rather than reduced prices)
The two key areas were bakery (4.9% - a small reduction from last month) and Fresh Produce (7.9%)

As expected, overheads reduced this month due to the absence of the Januray one-off items
The combination of the above factors resulted in an overall increase in profit versus last month

Cash has continued to increase in line with profits with the total cash surplus reaching £27k (£24k at end of January)

	month	ytd
Data quality improved in the month with the failure rate (sale item not matched with EPOS) currently standing at 1 in:	127	51
(representing a combination of scanning, set-up and operator errors). Best monthly result recorded		

EPOS data quality

	Month	YTD		YTD	Month
Known product lines sold	305	559	Total items sold	5,177	1,146
Product lines not directly identified in epos (ie entered via MISC + button)	6	67	Of which unidentified	102	9
			Unidentified %	2.0%	0.8%
			or 1 in	51	127

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 distorted and should be ignored

Margin Errors

Over time, margins are likely to become overstated (but hopefully only to a small extent) due to unrecorded wastage (eg theft)

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 transferring value from stock to COGS (and thus reducing margins)

The last general stock take was completed on:

03/11/2023

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

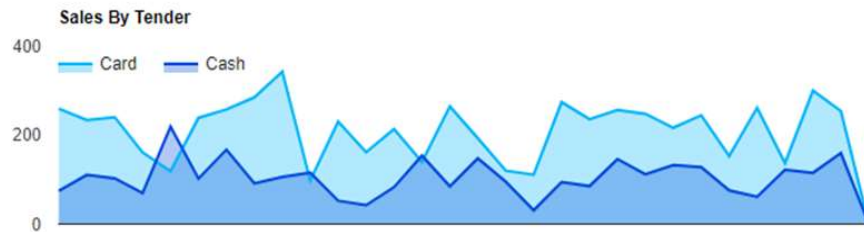
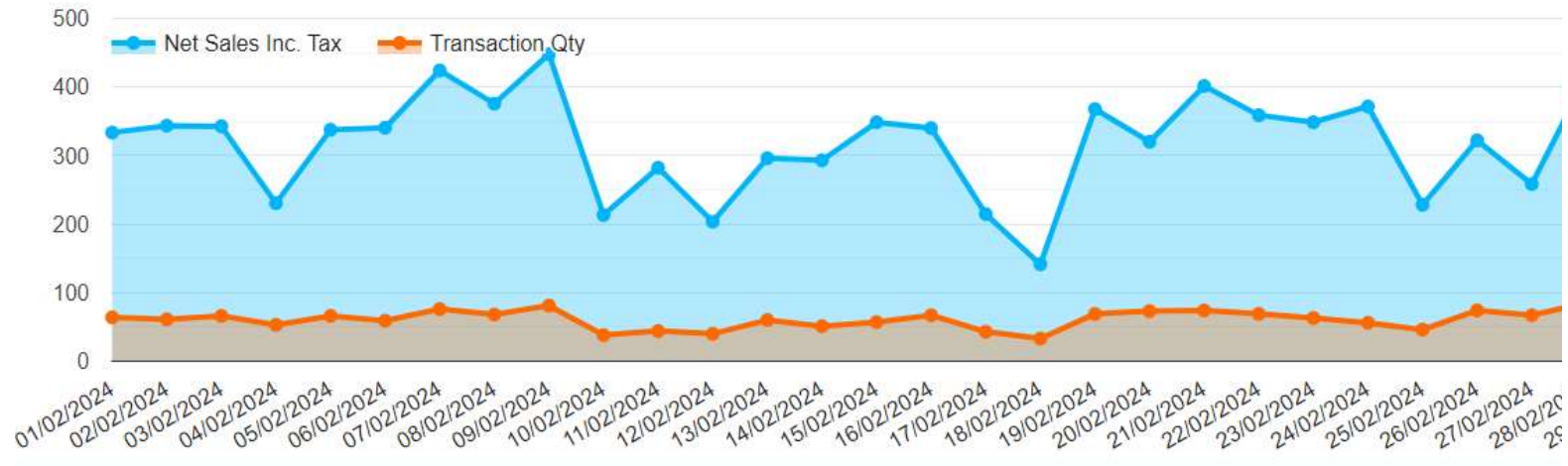
12/01/2024 Tremletts

PERRANWELL COMMUNITY STORES MANAGEMENT ACCOUNTS

From 01/06/2023 to 29/02/2024



HIGH LEVEL SALES ANALYSIS (source: EPOS)



Best Sellers



Carrots = 86

Large eggs = 87

PERRANWELL COMMUNITY STORES

MANAGEMENT ACCOUNTS

From 01/06/2023 to 29/02/2024

YEAR TOTDATE

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	Tea&Coffee takeaway	Tobacco and Vapes	Household	Frozen Products	Stationery	Pet Food etc	Toiletries and Beauty
Turnover															
Sales	5,774	5,913	4,531	5,175	4,052	1,715	2,946	1,280	528	2,251	1,293	499	781	538	223
Other revenue	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Total Turnover	5,774	5,913	4,531	5,175	4,052	1,715	2,946	1,280	528	2,251	1,293	499	781	538	223
Cost of Sales															
Card Transaction fees	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Cost of Goods Sold	3,715	4,129	3,378	4,157	3,121	855	2,373	916	164	1,926	979	368	678	452	164
Stock wastage	196	46	23	0	30	53	17	0	1	0	20	0	0	0	0
Total Cost of Sales	3,911	4,174	3,401	4,157	3,151	908	2,390	916	165	1,926	1,000	368	678	452	164
Gross Profit	1,863	1,739	1,130	1,018	901	807	556	363	363	325	294	131	103	86	59
Gross Margin	32%	29%	25%	20%	22%	47%	19%	28%	69%	14%	23%	26%	13%	16%	26%
Wastage	3.4%	0.8%	0.5%	0.0%	0.7%	3.1%	0.6%	0.0%	0.2%	0.0%	1.6%	0.0%	0.0%	0.0%	0.0%
Administrative Costs															
Accounting S/W fees	0	0	0	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	0	0	0
Bank Fees	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Charitable and Political Donations	0	0	0	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	0	0	0
Insurance	0	0	0	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	0	0	0
Legal Expenses	0	0	0	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	0	0	0
Miscellaneous equipment uncapitalised	0	0	0	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	0	0	0
Postage, Freight & Courier	0	0	0	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	0	0	0
Professional fees	0	0	0	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	0	0	0
Staff consumption	0	0	0	0	0	0	0	0	101	0	0	0	0	0	0
Staff Training	0	0	0	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	0	0	0
Total Administrative Costs	0	0	0	0	0	0	0	0	101	0	0	0	0	0	0
Operating Profit	1,863	1,739	1,130	1,018	901	807	556	363	262	325	294	131	103	86	59
Other Income															
Donations	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
Profit on Ordinary Activities Before Taxation	1,863	1,739	1,130	1,018	901	807	556	363	262	325	294	131	103	86	59
Profit after Taxation	1,863	1,739	1,130	1,018	901	807	556	363	262	325	294	131	103	86	59



Account	Newspapers	Unassigned	Total
Turnover			
Sales	1,978	76	39,552
Other revenue	0	239	239
Total Turnover	1,978	315	39,791
Cost of Sales			
Card Transaction fees	0	189	189
Cost of Goods Sold	1,986	94	29,453
Stock wastage	63	0	450
Total Cost of Sales	2,049	283	30,092
Gross Profit	(71)	32	9,699
<i>Gross Margin</i>	<i>-4%</i>		<i>24%</i>
<i>Wastage</i>	<i>3.2%</i>		<i>1.1%</i>
Administrative Costs			
Accounting S/W fees	0	203	203
Advertising & Marketing	0	29	29
Bank Fees	0	67	67
Charitable and Political Donations	0	170	170
Cleaning & Decorating	0	382	382
Insurance	0	157	157
IT Software and Consumables	0	335	335
Legal Expenses	0	13	13
Light, Power, Heating	0	400	400
Miscellaneous equipment uncapitalised	0	1,978	1,978
Operating Lease Payments	0	52	52
Postage, Freight & Courier	0	162	162
Printing & Stationery	0	451	451
Professional fees	0	738	738
Shop consumables	0	159	159
Staff consumption	0	0	101
Staff Training	0	280	280
Telephone & Internet	0	166	166
Total Administrative Costs	0	5,742	5,843
Operating Profit	(71)	(5,710)	3,856
Other Income			
Donations	0	28,701	28,701
Total Other Income	0	28,701	28,701
Profit on Ordinary Activities Before Taxation	(71)	22,992	32,558
Profit after Taxation	(71)	22,992	32,558



Account	Youngins	Suzy Stebbing	Roddas	Colin Carters	Bookers	Blakes	Trevarthen	B&M	Pryors	Kneebone	Local Donor	Unknown	GC Produce	JJ & GDC Leach	Tremlett's	Unassigned	Total
Turnover																	
Sales	19,146	1,927	4,066	1,476	2,626	2,840	2,347	527	389	769	189	166	43	115	1,978	950	39,552
Other revenue	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	239	239
Total Turnover	19,146	1,927	4,066	1,476	2,626	2,840	2,347	527	389	769	189	166	43	115	1,978	1,189	39,791
Cost of Sales																	
Card Transaction fees	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	189	189
Cost of Goods Sold	14,910	965	3,132	777	1,869	2,259	1,927	128	0	537	4	81	2	95	1,986	781	29,453
Stock wastage	78	21	30	1	86	149	8	1	0	12	0	0	0	0	63	2	450
Total Cost of Sales	14,988	985	3,162	779	1,954	2,407	1,936	129	0	549	4	81	2	95	2,049	972	30,092
Gross Profit	4,158	941	904	697	671	432	412	398	389	220	185	85	41	20	(71)	216	9,699
Gross Margin	22%	49%	22%	47%	26%	15%	18%	76%	100%	29%	98%	51%	96%	17%	-4%		24%
Wastage	0.4%	1.1%	0.7%	0.1%	3.3%	5.2%	0.4%	0.2%	0.0%	1.5%	0.0%	0.0%	0.0%	0.0%	3.2%		1.1%
Administrative Costs																	
Accounting S/W fees	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	203	203
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	67	67
Charitable and Political Donations	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	170	170
Cleaning & Decorating	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	382	382
Insurance	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	157	157
IT Software and Consumables	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	335	335
Legal Expenses	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	13	13
Light, Power, Heating	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	400	400
Miscellaneous equipment uncapitalised	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	1,978	1,978
Operating Lease Payments	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	52	52
Postage, Freight & Courier	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	162	162
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	738	738
Shop consumables	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	159	159
Staff consumption	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	101	101
Staff Training	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	280	280
Telephone & Internet	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	166	166
Total Administrative Costs	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	5,843	5,843
Operating Profit	4,158	941	904	697	671	432	412	398	389	220	185	85	41	20	(71)	(5,626)	3,856
Other Income																	
Donations	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	28,701	28,701
Total Other Income	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	28,701	28,701
Profit on Ordinary Activities Before Taxation	4,158	941	904	697	671	432	412	398	389	220	185	85	41	20	(71)	23,075	32,558
Profit after Taxation	4,158	941	904	697	671	432	412	398	389	220	185	85	41	20	(71)	23,075	32,558

PERRANWELL COMMUNITY STORES

MANAGEMENT ACCOUNTS

From 01/2/2024 to 29/02/2024

CURRENT MONTH ONLY

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	Tea&Coffee takeaway	Soft Drinks	Tobacco and Vapes	Household	Frozen Products
Turnover												
Sales	1,241	1,277	1,224	1,295	1,006	397	597	145	311	487	283	178
Other revenue	0	0	0	0	0	0	0	0	0	0	0	0
Total Turnover	1,241	1,277	1,224	1,295	1,006	397	597	145	311	487	283	178
Cost of Sales												
Card Transaction fees												
Cost of Goods Sold	798	902	920	1,032	738	192	481	45	219	398	189	132
Stock wastage	61	16	12	0	9	31	4	0	0	0	10	0
Total Cost of Sales	859	918	932	1,032	747	224	486	45	219	398	198	132
Gross Profit	383	359	292	263	259	173	111	100	91	89	85	46
<i>Gross Margin</i>	<i>31%</i>	<i>28%</i>	<i>24%</i>	<i>20%</i>	<i>26%</i>	<i>44%</i>	<i>19%</i>	<i>69%</i>	<i>29%</i>	<i>18%</i>	<i>30%</i>	<i>26%</i>
<i>Wastage</i>	<i>4.9%</i>	<i>1.3%</i>	<i>1.0%</i>	<i>0.0%</i>	<i>0.9%</i>	<i>7.9%</i>	<i>0.7%</i>	<i>0.0%</i>	<i>0.0%</i>	<i>0.0%</i>	<i>3.4%</i>	<i>0.0%</i>
Administrative Costs												
Accounting S/W fees	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
IT Software and Consumables	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
Shop consumables	0	0	0	0	0	0	0	0	0	0	0	0
Staff consumption	0	0	0	0	0	0	0	20	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	20	0	0	0	0
Operating Profit	383	359	292	263	259	173	111	80	91	89	85	46
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	383	359	292	263	259	173	111	80	91	89	85	46
Profit after Taxation	383	359	292	263	259	173	111	80	91	89	85	46

PERRANWELL COMMUNITY STORES



Account	Pet Food etc	Stationery	Toiletries and Beauty	Newspapers	Unassigned	Total
Turnover						
Sales	170	93	51	513	4	9,273
Other revenue	0	0	0	0	0	0
Total Turnover	170	93	51	513	4	9,273
Cost of Sales						
Card Transaction fees						0
Cost of Goods Sold	139	73	36	513	12	6,819
Stock wastage	0	0	0	0	0	144
Total Cost of Sales	139	73	36	513	12	6,963
Gross Profit	31	21	15	0	(8)	2,310
<i>Gross Margin</i>	<i>18%</i>	<i>22%</i>	<i>29%</i>	<i>0%</i>		<i>25%</i>
<i>Wastage</i>	<i>0.0%</i>	<i>0.0%</i>	<i>0.0%</i>	<i>0.0%</i>		<i>1.6%</i>
Administrative Costs						
Accounting S/W fees	0	0	0	0	41	41
Bank Fees	0	0	0	0	8	8
IT Software and Consumables	0	0	0	0	30	30
Light, Power, Heating	0	0	0	0	100	100
Miscellaneous equipment uncapitalised	0	0	0	0	83	83
Operating Lease Payments	0	0	0	0	10	10
Shop consumables	0	0	0	0	(8)	(8)
Staff consumption	0	0	0	0	0	20
Telephone & Internet	0	0	0	0	51	51
Total Administrative Costs	0	0	0	0	315	335
Operating Profit	31	21	15	0	(323)	1,974
Other Income						
Donations	0	0	0	0	0	0
Total Other Income	0	0	0	0	0	0
Profit on Ordinary Activities Before Taxation	31	21	15	0	(323)	1,974
Profit after Taxation	31	21	15	0	(323)	1,974



Account	Youngins	Roddas	Suzy Stebbing	Bookers	Colin Carters	B&M	Pryors	Blakes	Unknown	Trevarthen	Local Donor	Kneebone	GC Produce	JJ & GDC Leach	Tremletts	Unassigned	Total
Turnover																	
Sales	4,624	1,006	307	669	308	145	97	710	166	469	68	161	5	23	513	4	9,273
Other Revenue	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Total Turnover	4,624	1,006	307	669	308	145	97	710	166	469	68	161	5	23	513	4	9,273
Cost of Sales																	
Card Transaction fees																	0
Cost of Goods Sold	3,563	738	133	470	175	37	0	569	81	385	4	104	0	19	513	28	6,819
Stock wastage	37	9	1	40	1	0	0	50	0	0	0	7	0	0	0	0	144
Total Cost of Sales	3,600	747	134	509	176	37	0	619	81	385	4	111	0	19	513	28	6,963
Gross Profit	1,023	259	173	160	131	108	97	91	85	84	64	50	5	4	0	(24)	2,310
<i>Gross Margin</i>	<i>22%</i>	<i>26%</i>	<i>56%</i>	<i>24%</i>	<i>43%</i>	<i>75%</i>	<i>100%</i>	<i>13%</i>	<i>51%</i>	<i>18%</i>	<i>95%</i>	<i>31%</i>	<i>100%</i>	<i>17%</i>	<i>0%</i>		<i>25%</i>
<i>Wastage</i>	<i>0.8%</i>	<i>0.9%</i>	<i>0.2%</i>	<i>5.9%</i>	<i>0.3%</i>	<i>0.0%</i>	<i>0.0%</i>	<i>7.0%</i>	<i>0.0%</i>	<i>0.0%</i>	<i>0.0%</i>	<i>4.3%</i>	<i>0.0%</i>	<i>0.0%</i>	<i>0.0%</i>		<i>1.6%</i>
Administrative Costs																	
Accounting S/W fees	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	41	41
Bank Fees	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	8	8
IT Software and Consumables	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	30	30
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	83	83
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	(8)	(8)
Staff consumption	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	20	20
Telephone & Internet	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	51	51
Total Administrative Costs	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	335	335
Operating Profit	1,023	259	173	160	131	108	97	91	85	84	64	50	5	4	0	(359)	1,974
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	1,023	259	173	160	131	108	97	91	85	84	64	50	5	4	0	(359)	1,974
Profit after Taxation	1,023	259	173	160	131	108	97	91	85	84	64	50	5	4	0	(359)	1,974

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	Tray Bake	122	241.00	3.00	78.08	162.92	68%
2	Green Semi-skim Milk 2L	168	367.40	2.20	267.12	100.28	27%
3	Potatoes - bag	54	96.66	3.24	0.00	96.66	100%
4	Trevarthen meat	157	429.12	0.00	347.59	81.53	19%
5	Large Fresh Eggs x6	87	171.50	2.50	91.35	80.15	47%
6	CANTI PROSECCO 75CL X 6	32	326.08	0.00	252.80	73.28	22%
7	Medium Free Range Eggs x6	68	136.00	0.00	85.00	51.00	38%
8	Green Semi-skim Milk 1L	129	154.80	0.00	109.65	45.15	29%
9	Slice of Any Blakes Cake	48	96.00	0.00	52.80	43.20	45%
10	Blue Whole Milk 2L	62	135.30	1.10	98.58	36.72	27%
11	PM 6.25 STELLA ARTOIS 440ml 4PK X 6	25	156.25	0.00	119.95	36.30	23%
12	Latte	24	48.00	0.00	15.63	32.38	67%
13	Leeks	63	74.87	3.88	44.10	30.77	41%
14	Kindling	19	30.50	0.00	0.00	30.50	100%
15	Golden Virginia yellow	9	190.45	0.00	161.56	28.89	15%
16	AMSTEL LAGER 4PK X 440ML X 6	22	130.90	0.00	104.94	25.96	20%
17	CADBURY'S MINI EGGS	33	59.40	0.00	34.65	24.75	42%
18	Blue Whole Milk 1L	67	80.40	0.00	56.95	23.45	29%
19	Honey	4	23.00	0.00	0.00	23.00	100%
20	Cappuccino	16	32.00	0.00	10.00	22.00	69%
21	Donated Cake / pastry SMALL	22	22.00	0.00	0.00	22.00	100%
22	Tea	14	21.00	0.00	0.27	20.73	99%
23	ROWES FROZEN PASTIES STEAK	35	69.05	0.00	48.65	20.40	30%
24	Stem Ginger Cake	20	40.00	0.00	20.53	19.47	49%
25	LOST MARY PINEAPPLE ICE VAPE BAR 20mg x	7	41.93	0.00	22.68	19.25	46%
26	Cathedral mature cheddar	21	69.09	0.00	50.02	19.07	28%
27	Americano	11	22.00	0.00	3.44	18.56	84%
28	Firelighters	25	31.25	0.00	14.54	16.71	53%
29	CADBURY MINI EGGS BAG 80G	31	55.80	0.00	39.13	16.67	30%
30	Heineken PM 6.25	13	81.25	0.00	65.49	15.76	19%
31	GLENS VODKA	8	123.12	0.00	108.00	15.12	12%
32	Cards	12	15.00	0.00	0.00	15.00	100%
33	Cadbury creme egg	37	32.93	0.00	18.20	14.73	45%
34	Blakes 4 saffron buns	30	73.50	0.00	58.80	14.70	20%
35	Meadow Churn Salted butter 250g	33	68.97	0.00	54.45	14.52	21%
36	Mr Kipling Raspberry	7	18.83	0.00	4.71	14.12	75%
37	ELF BAR 600 V2 BLUE RAZZ LEMONADE x 10	4	23.96	0.00	10.08	13.88	58%
38	TATE & LYLE GRANULATED SUGAR 1KG x15	15	29.85	0.00	16.49	13.36	45%
39	HARDYS V R PINOT GRIGIO 75CLx6	8	57.60	0.00	45.10	12.50	22%
40	Roddas Cornish Butter	24	71.76	0.00	59.28	12.48	17%
520	The Times	15	42.00	0.00	42.00	0.00	0%
521	Book of 8 stamps - 2nd Class	7	42.00	0.00	42.00	0.00	0%
522	The Mail on Saturday	25	37.50	0.00	37.50	0.00	0%
523	Book of 4 stamps - 1st Class	6	30.00	0.00	30.00	0.00	0%
524	The Times on Saturday	8	28.00	0.00	28.00	0.00	0%
525	The Sunday Telegraph	8	24.00	0.00	24.00	0.00	0%
526	The Falmouth Packet	7	8.10	0.00	8.10	0.00	0%
527	Wrapping Paper	2	0.98	0.00	0.98	0.00	0%
528	Pastie	2	0.00	0.00	0.00	0.00	n/a
529	Blakes Mince Pies	0	0.00	0.00	0.00	0.00	n/a
530	Shortbread Biscuits - pack of 3	0	0.00	0.00	0.00	0.00	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	157	429.12	0.00	347.59		81.53	19%
2	Green Semi-skim Milk 2L	168	367.40	2.20	267.12		100.28	27%
3	CANTI PROSECCO 75CL X 6	32	326.08	0.00	252.80		73.28	22%
4	Tray Bake	122	241.00	3.00	78.08		162.92	68%
5	Golden Virginia yellow	9	190.45	0.00	161.56		28.89	15%
6	Large Fresh Eggs x6	87	171.50	2.50	91.35		80.15	47%
7	PM 6.25 STELLA ARTOIS 440ml 4PK X 6	25	156.25	0.00	119.95		36.30	23%
8	Green Semi-skim Milk 1L	129	154.80	0.00	109.65		45.15	29%
9	Medium Free Range Eggs x6	68	136.00	0.00	85.00		51.00	38%
10	Blue Whole Milk 2L	62	135.30	1.10	98.58		36.72	27%
11	AMSTEL LAGER 4PK X 440ML X 6	22	130.90	0.00	104.94		25.96	20%
12	GLENS VODKA	8	123.12	0.00	108.00		15.12	12%
13	Lambert & Butler	9	121.05	0.00	114.90		6.15	5%
14	The Sunday Times	29	116.00	0.00	116.00		0.00	0%
15	Potatoes - bag	54	96.66	3.24	0.00		96.66	100%
16	Slice of Any Blakes Cake	48	96.00	0.00	52.80		43.20	45%
17	Heineken PM 6.25	13	81.25	0.00	65.49		15.76	19%
18	Blue Whole Milk 1L	67	80.40	0.00	56.95		23.45	29%
19	Leeks	63	74.87	3.88	44.10		30.77	41%
20	Blakes 4 saffron buns	30	73.50	0.00	58.80		14.70	20%
21	Roddas Cornish Butter	24	71.76	0.00	59.28		12.48	17%
22	Cathedral mature cheddar	21	69.09	0.00	50.02		19.07	28%
23	ROWESFROZEN PASTIES STEAK	35	69.05	0.00	48.65		20.40	30%
24	Meadow Churn Salted butter 250g	33	68.97	0.00	54.45		14.52	21%
25	JAM SHED MALBEC 75CL X 6	8	63.92	0.00	52.00		11.92	19%
26	VERSARE/SUPRI PINOT GRIGIO INZOLIA 70CLS	9	62.91	0.00	50.85		12.06	19%
27	Blakes White large	36	62.25	22.35	67.68		-5.43	-9%
28	The West Briton	24	60.00	0.00	60.00		0.00	0%
29	CADBURY'S MINI EGGS	33	59.40	0.00	34.65		24.75	42%
30	HARDYS V R PINOT GRIGIO 75CLx6	8	57.60	0.00	45.10		12.50	22%
31	Blakes Malted Small	42	56.49	9.45	52.92		3.57	6%
32	CADBURY MINI EGGS BAG 80G	31	55.80	0.00	39.13		16.67	30%
33	The Daily Telegraph	18	54.00	0.00	54.00		0.00	0%
34	Blakes Rich Slab Cake	17	52.68	21.95	59.67		-6.99	-13%
35	The Telegraph on Saturday	13	52.00	0.00	52.00		0.00	0%
36	NESCAFE GOLD BLEND COFFEE 95G X 6	13	51.87	0.00	43.75		8.13	16%
37	Blakes Large Wholemeal	26	51.36	10.78	49.71		1.65	3%
38	Blakes Almond and Cherry	17	48.29	26.34	59.67		-11.38	-24%
39	Latte	24	48.00	0.00	15.63		32.38	67%
40	Blakes Wholemeal small	39	47.36	11.92	47.58		-0.22	0%
520	Apple times 2	1	1.00	0.00	0.00		1.00	100%
521	Celery	1	1.00	0.00	0.00		1.00	100%
522	Dishwasher tabs	1	1.00	0.00	0.00		1.00	100%
523	Donated card	1	1.00	0.00	0.00		1.00	100%
524	Fairy cake offer	1	1.00	0.00	0.00		1.00	100%
525	Fairy cakes donated	1	1.00	0.00	0.00		1.00	100%
526	Fairy dishwasher tablets	1	1.00	0.00	0.00		1.00	100%
527	Kidling	1	1.00	0.00	0.00		1.00	100%
528	Kindling x2	1	1.00	0.00	0.00		1.00	100%
529	Leeks discounted	1	1.00	0.00	0.00		1.00	100%
530	Sweetpotatoe	1	1.00	0.00	0.00		1.00	100%
531	Wrapping Paper	2	0.98	0.00	0.98		0.00	0%
532	QUEST WATERPROOF PLASTERS	1	0.85	0.00	0.59		0.26	31%
533	Cup cake	3	0.83	0.00	0.00		0.83	100%
534	SNICKERS ** SMALL CASE ** X 24	1	0.75	0.00	0.58		0.17	23%
535	WRIGLEYS EXTRA SPEARMINT GREEN X 30	1	0.65	0.00	0.46		0.19	30%
536	Sausage roll donared	1	0.60	0.00	0.00		0.60	100%
537	BORWICKS BICARB SODA 100G X 12	1	0.59	0.00	0.44		0.15	25%
538	Apple	1	0.50	0.00	0.00		0.50	100%
539	Cupcake 2	1	0.50	0.00	0.00		0.50	100%
540	Kidling	1	0.50	0.00	0.00		0.50	100%
541	Super Glue	1	0.50	0.00	0.00		0.50	100%
542	Sweet potato	1	0.50	0.00	0.00		0.50	100%
543	Sweet potatoes	1	0.50	0.00	0.00		0.50	100%
544	TARKA *SPARKLING* 500ML X 24 100% RECYC	1	0.45	0.00	0.29		0.16	36%
545	Cup cake 0.25	1	0.25	0.00	0.00		0.25	100%
546	Cupcake	1	0.25	0.00	0.00		0.25	100%
547	Donated cup cake	1	0.25	0.00	0.00		0.25	100%
548	Small cake	1	0.25	0.00	0.00		0.25	100%
549	Bag	2	0.12	0.00	0.00		0.12	100%
550	Swizzles Fruity Pops	1	0.10	0.00	0.00		0.10	100%
551	Lollipop	1	0.05	0.00	0.00		0.05	100%
552	Staff Latte	19	0.00	0.00	11.88		-11.88	n/a
553	Staff Americano	15	0.00	0.00	4.69		-4.69	n/a
554	Staff Cappuccino	6	0.00	0.00	3.75		-3.75	n/a
555	Pastie	2	0.00	0.00	0.00		0.00	n/a
556	J CLOTHS 10s X 6	1	0.00	2.79	1.90		-1.90	n/a
557	Blakes Mince Pies	0	0.00	0.00	0.00		0.00	n/a
558	Shortbread Biscuits - pack of 3	0	0.00	0.00	0.00		0.00	n/a
559		0	0.00	0.00	0.00		0.00	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	Green Semi-skim Milk 2L	168	367.40	2.20	267.12	100.28	27%
2	Trevarthen meat	157	429.12	0.00	347.59	81.53	19%
3	Green Semi-skim Milk 1L	129	154.80	0.00	109.65	45.15	29%
4	Tray Bake	122	241.00	3.00	78.08	162.92	68%
5	Large Fresh Eggs x6	87	171.50	2.50	91.35	80.15	47%
6	Carrots/Parsnips	86	15.20	2.00	6.21	8.99	59%
7	PM 25P FREDDO ORIGINAL X 60	73	18.25	0.00	15.02	3.23	18%
8	Medium Free Range Eggs x6	68	136.00	0.00	85.00	51.00	38%
9	Blue Whole Milk 1L	67	80.40	0.00	56.95	23.45	29%
10	Leeks	63	74.87	3.88	44.10	30.77	41%
11	Blue Whole Milk 2L	62	135.30	1.10	98.58	36.72	27%
12	WHISKAS TUNA IN JELLY POUCHES 85g x 28	55	26.95	0.00	23.55	3.40	13%
13	Potatoes - bag	54	96.66	3.24	0.00	96.66	100%
14	SWIZZELS GIANT LOVE HEARTS X 24	49	17.64	4.41	15.66	1.98	11%
15	Slice of Any Blakes Cake	48	96.00	0.00	52.80	43.20	45%
16	The Daily Mail	47	47.00	0.00	47.00	0.00	0%
17	COKE CANS 330MLS X 24	46	39.10	0.00	28.27	10.83	28%
18	Green Semi-skim Milk 568ml	45	33.00	0.75	24.75	8.25	25%
19	Blakes Malted Small	42	56.49	9.45	52.92	3.57	6%
20	Blakes Wholemeal small	39	47.36	11.92	47.58	-0.22	0%
21	Cadbury creme egg	37	32.93	0.00	18.20	14.73	45%
22	Blakes White large	36	62.25	22.35	67.68	-5.43	-9%
23	Cauliflower	36	42.18	2.82	36.00	6.18	15%
24	Blakes White small	35	36.75	15.75	42.00	-5.25	-14%
25	ROWESFROZEN PASTIES STEAK	35	69.05	0.00	48.65	20.40	30%
26	CADBURY'S MINI EGGS	33	59.40	0.00	34.65	24.75	42%
27	Meadow Churn Salted butter 250g	33	68.97	0.00	54.45	14.52	21%
28	CANTI PROSECCO 75CL X 6	32	326.08	0.00	252.80	73.28	22%
29	Red Skim Milk 568ml	32	24.00	0.00	17.60	6.40	27%
30	CADBURY'S MINI EGGS BAG 80G	31	55.80	0.00	39.13	16.67	30%
31	Blakes 4 saffron buns	30	73.50	0.00	58.80	14.70	20%
32	TUNNOCKS CARAMEL WAFER 4PKx20	30	30.00	0.00	24.64	5.36	18%
33	Double Decker PM 69p	29	20.01	0.00	15.33	4.68	23%
34	Green Apples	29	14.50	0.00	9.64	4.86	34%
35	PM 1.50 SEABROOK FAMILY VARIETY 5PK X 8	29	43.50	0.00	31.54	11.96	28%
36	The Sunday Times	29	116.00	0.00	116.00	0.00	0%
37	BUENO WHITE	28	21.00	0.00	17.40	3.60	17%
38	TWIRL CADBURYS	28	19.32	0.00	14.72	4.60	24%
39	Blakes Large Wholemeal	26	51.36	10.78	49.71	1.65	3%
40	CRUNCHIE X 48	26	20.80	0.00	15.37	5.43	26%
520	PM 3.99 FAIRY NON BIO SENSITIVE POWDER	1	3.99	0.00	3.00	0.99	25%
521	Port Salut	1	1.42	1.43	2.19	-0.77	-54%
522	Pringles original	1	2.75	0.00	2.10	0.65	24%
523	QUEST WATERPROOF PLASTERS	1	0.85	0.00	0.59	0.26	31%
524	Sapuri pinot grigio	1	6.99	0.00	5.64	1.35	19%
525	Sausage roll	1	2.00	0.00	0.00	2.00	100%
526	Sausage roll donated	1	0.60	0.00	0.00	0.60	100%
527	Sausage roll x3	1	3.00	0.00	0.00	3.00	100%
528	Sausage roll x4	1	4.00	0.00	0.00	4.00	100%
529	Sausage rolls donated	1	2.00	0.00	0.00	2.00	100%
530	Sausage rolls x2	1	2.00	0.00	0.00	2.00	100%
531	Schweppes slimline tonic	1	2.65	0.00	1.88	0.77	29%
532	SCHWEPES TONIC WATER 1LTR X 6	1	2.40	0.00	1.88	0.52	22%
533	Small cake	1	0.25	0.00	0.00	0.25	100%
534	SNICKERS ** SMALL CASE ** X 24	1	0.75	0.00	0.58	0.17	23%
535	Ss1litre milk	1	1.20	0.00	0.00	1.20	100%
536	STAR LEMONADE 2LTR X 8	1	1.09	0.00	0.82	0.27	25%
537	SUDAFED HEADACHE/CONGESTION 16PK X 6	1	5.60	0.00	4.12	1.48	26%
538	Super Glue	1	0.50	0.00	0.00	0.50	100%
539	Sweet potato	1	0.50	0.00	0.00	0.50	100%
540	Sweet potatoes	1	0.50	0.00	0.00	0.50	100%
541	Sweetpotatoe	1	1.00	0.00	0.00	1.00	100%
542	Swizzles Fruity Pops	1	0.10	0.00	0.00	0.10	100%
543	TARKA *SPARKLING* 500ML X 24 100% RECYC	1	0.45	0.00	0.29	0.16	36%
544	TATE & LYLE BLACK TREACLE 454G X 12	1	2.05	0.00	1.36	0.69	34%
545	TATE & LYLE DEMERARA SUGAR 500G x10	1	1.55	0.00	1.13	0.43	27%
546	TIPTREE LEMON CURD 312g x 6	1	3.29	0.00	2.67	0.63	19%
547	Trevarthen ham meat	1	2.52	0.00	2.04	0.48	19%
548	Trevarthen meahamt	1	2.46	0.00	1.99	0.47	19%
549	Trevarthen meat hogs	1	2.79	0.00	2.26	0.53	19%
550	Trevarthen meat sausage	1	3.98	0.00	3.22	0.76	19%
551	Trevarthen meatsausages	1	3.96	0.00	3.21	0.75	19%
552	TRIBUTE 500ML*BOTTLES* x 12	1	2.25	0.00	1.80	0.45	20%
553	Turnip	1	1.25	0.00	0.00	1.25	100%
554	TWININGS EARL GREY 40S X 4	1	4.25	0.00	2.39	1.86	44%
555	TWININGS LEMON/GING.TEA 20sx4	1	2.85	0.00	2.25	0.60	21%
556	White onion	1	-0.50	0.00	0.00	-0.50	100%
557	WRIGLEYS EXTRA SPEARMINT GREEN X 30	1	0.65	0.00	0.46	0.19	30%
558	Blakes Mince Pies	0	0.00	0.00	0.00	0.00	n/a
559	Shortbread Biscuits - pack of 3	0	0.00	0.00	0.00	0.00	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	Qty	Total Sales	Total	Total Costs	Margin £	Margin %
			Inc VAT	Discount	INC VAT		
1	Tray Bake	31	61.00	1.00	19.84	41.16	67%
2	Potatoes - bag	14	25.90	0.00	0.00	25.90	100%
3	Large Fresh Eggs x6	23	46.00	0.00	24.15	21.85	48%
4	Green Semi-skim Milk 2L	34	74.80	0.00	54.06	20.74	28%
5	Slice of Any Blakes Cake	23	46.00	0.00	25.30	20.70	45%
6	CANTI PROSECCO 75CL X 6	9	91.71	0.00	71.10	20.61	22%
7	Trevarthen meat	36	87.34	7.90	70.75	16.59	19%
8	Medium Free Range Eggs x6	19	38.00	0.00	23.75	14.25	38%
9	Donated pies	2	12.00	0.00	0.00	12.00	100%
10	CADBURY MINI EGGS BAG 80G	19	34.20	0.00	23.99	10.21	30%
11	Green Semi-skim Milk 1L	28	33.60	0.00	23.80	9.80	29%
12	Stem Ginger Cake	8	16.00	0.00	7.47	8.53	53%
13	Latte	6	12.00	0.00	3.75	8.25	69%
14	Leeks	14	17.50	0.00	9.80	7.70	44%
15	Cappuccino	5	10.00	0.00	3.13	6.88	69%
16	Firelighters	10	12.50	0.00	5.81	6.69	53%
17	Blue Whole Milk 2L	10	22.00	0.00	15.90	6.10	28%
18	Pie donated	1	6.00	0.00	0.00	6.00	100%
19	Pies	1	6.00	0.00	0.00	6.00	100%
20	Golden Virginia yellow	3	64.95	0.00	60.33	4.62	7%
21	Blue Whole Milk 1L	13	15.60	0.00	11.05	4.55	29%
22	Cathedral mature cheddar	5	16.45	0.00	11.91	4.54	28%
23	ROWESFROZEN PASTIES STEAK	8	15.60	0.00	11.12	4.48	29%
24	Tea	3	4.50	0.00	0.11	4.40	98%
25	PM ♦6.25 STELLA ARTOIS 440ml 4PK X 6	3	18.75	0.00	14.39	4.36	23%
26	Mr Kipling Raspberry	2	5.38	0.00	1.35	4.04	75%
27	Cards	3	3.75	0.00	0.00	3.75	100%
28	MCVITIES MILK CHOC DIGESTIVES	12	18.50	3.70	14.86	3.64	20%
29	TRIBUTE 500ML*BOTTLES* x 12	8	18.00	0.00	14.39	3.61	20%
30	AMSTEL LAGER 4PK X 440ML X 6	3	17.85	0.00	14.31	3.54	20%
31	Blakes 4 saffron buns	7	17.15	0.00	13.72	3.43	20%
32	Americano	2	4.00	0.00	0.63	3.38	84%
33	ROWES FROZEN PASTY CHEESE & ONION	6	11.70	0.00	8.34	3.36	29%
34	Blakes White large	7	16.45	0.00	13.16	3.29	20%
35	McVities Dark Chocolate	6	11.10	0.00	7.82	3.28	30%
36	Cabbage/lettuce	7	8.75	0.00	5.60	3.15	36%
37	4 x DWash Tablets	6	6.00	0.00	2.88	3.12	52%
38	Roddas Cornish Butter	6	17.94	0.00	14.82	3.12	17%
39	Broccoli	7	10.50	0.00	7.63	2.87	27%
40	Blakes Large Wholemeal	6	14.34	0.00	11.47	2.87	20%
266	PM ♦1.25 MILKYBAR BLOCK 90G x14	1	1.25	0.00	1.05	0.20	16%
267	RADNOR SPLASH ORANGE & PASSION TETRA	1	0.50	0.00	0.32	0.19	37%
268	PM ♦1.25 MALTESERS TREAT BAG X 24	1	1.25	0.00	1.08	0.17	13%
269	PM 65P YORKIE MILK STD 46g x 24	1	0.65	0.00	0.49	0.16	25%
270	PM 69P WISPA X 48	1	0.69	0.00	0.53	0.16	23%
271	PM 70P MARS STD 51g X 48	1	0.70	0.00	0.56	0.14	20%
272	Bag	1	0.10	0.00	0.00	0.10	100%
273	OAT MILK 1 litre x 6	1	1.59	0.00	1.56	0.03	2%
274	The Sunday Times	8	32.00	0.00	32.00	0.00	0%
275	Book of 4 stamps - 1st Class	3	15.00	0.00	15.00	0.00	0%
276	The West Briton	5	12.50	0.00	12.50	0.00	0%
277	The Daily Mail	12	12.00	0.00	12.00	0.00	0%
278	The Mail on Sunday	5	10.50	0.00	10.50	0.00	0%
279	The Mail on Saturday	6	9.00	0.00	9.00	0.00	0%
280	The Daily Telegraph	3	9.00	0.00	9.00	0.00	0%
281	The Times	3	8.40	0.00	8.40	0.00	0%
282	The Telegraph on Saturday	2	8.00	0.00	8.00	0.00	0%
283	The Times on Saturday	2	7.00	0.00	7.00	0.00	0%
284	The Sunday Telegraph	2	6.00	0.00	6.00	0.00	0%
285	Book of 8 stamps - 2nd Class	1	6.00	0.00	6.00	0.00	0%
286	The Falmouth Packet	3	3.60	0.00	3.60	0.00	0%

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	CANTI PROSECCO 75CL X 6	9	91.71	0.00	71.10		20.61	22%
2	Trevarthen meat	36	87.34	7.90	70.75		16.59	19%
3	Green Semi-skim Milk 2L	34	74.80	0.00	54.06		20.74	28%
4	Golden Virginia yellow	3	64.95	0.00	60.33		4.62	7%
5	Tray Bake	31	61.00	1.00	19.84		41.16	67%
6	Large Fresh Eggs x6	23	46.00	0.00	24.15		21.85	48%
7	Slice of Any Blakes Cake	23	46.00	0.00	25.30		20.70	45%
8	Lambert & Butler	3	40.35	0.00	38.30		2.05	5%
9	Medium Free Range Eggs x6	19	38.00	0.00	23.75		14.25	38%
10	CADBURY MINI EGGS BAG 80G	19	34.20	0.00	23.99		10.21	30%
11	Green Semi-skim Milk 1L	28	33.60	0.00	23.80		9.80	29%
12	The Sunday Times	8	32.00	0.00	32.00		0.00	0%
13	Potatoes - bag	14	25.90	0.00	0.00		25.90	100%
14	Blue Whole Milk 2L	10	22.00	0.00	15.90		6.10	28%
15	CALVET COTES DU RHONE 75CL	2	20.38	0.00	32.60		-12.22	-60%
16	PM ♦ 6.25 STELLA ARTOIS 440ml 4PK X 6	3	18.75	0.00	14.39		4.36	23%
17	MCVITIES MILK CHOC DIGESTIVES	12	18.50	3.70	14.86		3.64	20%
18	TRIBUTE 500ML* BOTTLES* x 12	8	18.00	0.00	14.39		3.61	20%
19	Roddas Cornish Butter	6	17.94	0.00	14.82		3.12	17%
20	AMSTEL LAGER 4PK X 440ML X 6	3	17.85	0.00	14.31		3.54	20%
21	Leeks	14	17.50	0.00	9.80		7.70	44%
22	Blakes 4 saffron buns	7	17.15	0.00	13.72		3.43	20%
23	Blakes White large	7	16.45	0.00	13.16		3.29	20%
24	Cathedral mature cheddar	5	16.45	0.00	11.91		4.54	28%
25	Stem Ginger Cake	8	16.00	0.00	7.47		8.53	53%
26	Blue Whole Milk 1L	13	15.60	0.00	11.05		4.55	29%
27	ROWESFROZEN PASTIES STEAK	8	15.60	0.00	11.12		4.48	29%
28	GLENS VODKA	1	15.39	0.00	13.50		1.89	12%
29	Book of 4 stamps - 1st Class	3	15.00	0.00	15.00		0.00	0%
30	Blakes Large Wholemeal	6	14.34	0.00	11.47		2.87	20%
31	Blakes Wholemeal small	9	13.68	0.00	10.98		2.70	20%
32	Blakes Ginger Cake	4	13.40	0.00	10.72		2.68	20%
33	Blakes White small	9	12.75	0.75	10.80		1.95	15%
34	Firelighters	10	12.50	0.00	5.81		6.69	53%
35	PM ♦ 1.25 GALAXY MILK LARGE 100G X 24	10	12.50	0.00	9.99		2.51	20%
36	The West Briton	5	12.50	0.00	12.50		0.00	0%
37	Blakes Coffee Cake	3	12.45	0.00	9.96		2.49	20%
38	Blakes Lemon Cake	3	12.45	0.00	9.96		2.49	20%
39	The Daily Mail	12	12.00	0.00	12.00		0.00	0%
40	Latte	6	12.00	0.00	3.75		8.25	69%
266	PM ♦ 1.30 GREEN GIANT SWEETCORN 340G X 12	1	1.30	0.00	0.97		0.33	26%
267	BASSETTS LIQUORICE ALLSORTS BAG	1	1.25	0.00	0.94		0.31	25%
268	HARIBO HEART THROBS	1	1.25	0.00	0.86		0.39	31%
269	PM ♦ 1.25 BOURNVILLE 100G X 18	1	1.25	0.00	1.04		0.21	17%
270	PM ♦ 1.25 CADBURY CHOCOLATE ECLAIRS 130G	1	1.25	0.00	1.02		0.23	18%
271	PM ♦ 1.25 DORITOS CHEESE 70g X 15	1	1.25	0.00	0.95		0.30	24%
272	PM ♦ 1.25 GALAXY COOKIE CRUMBLE 114G X 24	1	1.25	0.00	1.00		0.25	20%
273	PM ♦ 1.25 MALTESERS TREAT BAG X 24	1	1.25	0.00	1.08		0.17	13%
274	PM ♦ 1.25 MCVITIES NICE 250G X 12	1	1.25	0.00	1.03		0.23	18%
275	PM ♦ 1.25 MILKYBAR BLOCK 90G x14	1	1.25	0.00	1.05		0.20	16%
276	PM ♦ 1.25 QUAVERS 54G X 15	1	1.25	0.00	1.03		0.22	18%
277	Turnip	1	1.25	0.00	0.00		1.25	100%
278	WERTHERS ECLAIRS	1	1.25	0.00	0.99		0.26	20%
279	SWIZZELS FRUITY POPS DISPENSER 100 X 10P	6	1.20	0.00	0.37		0.83	69%
280	Yoghurts	3	1.10	0.00	0.00		1.10	100%
281	PM ♦ 1.09 CAPRI SUN ORANGE 330ML x 15	1	1.09	0.00	0.75		0.34	31%
282	SAN PELLEGRINO ORANGE CANS 330ML x 12	1	1.05	0.00	0.70		0.35	33%
283	Hot Chocolate	1	1.00	0.00	0.15		0.85	85%
284	PEDIGREE RODEO DOG TREATS 4s X 20	1	1.00	0.00	0.71		0.30	30%
285	SWAN EXTRA SLIM TIPS X 20 S/P	1	1.00	0.00	0.45		0.55	55%
286	GALPHARM IBUPROFEN 16S X 12	1	0.99	0.00	0.60		0.39	39%
287	PM90P DIET COKE CANS 330ML	1	0.90	0.00	0.59		0.31	34%
288	FRUIT SHOOT APPLE&BLACKCURRANT *NAS* 27	1	0.89	0.00	0.65		0.24	27%
289	CRUNCHIE X 48	1	0.80	0.00	0.59		0.21	26%
290	7UP	1	0.75	0.00	0.54		0.21	28%
291	Brown Tape	1	0.75	0.00	0.00		0.75	100%
292	RIZLA GREEN X 100	2	0.70	0.00	0.31		0.39	55%
293	PM 70P MARS STD 51g X 48	1	0.70	0.00	0.56		0.14	20%
294	PM 69P RIBENA BLACKCURRANT *RTD* 250ML X	1	0.69	0.00	0.46		0.23	33%
295	PM 69P WISPA X 48	1	0.69	0.00	0.53		0.16	23%
296	PM 65P YORKIE MILK STD 46g x 24	1	0.65	0.00	0.49		0.16	25%
297	PM ♦ 1.25 DORITOS COOL ORIG 70G X 15	1	0.62	0.63	0.95		-0.33	-53%
298	RADNOR SPLASH ORANGE & PASSION TETRA	1	0.50	0.00	0.32		0.19	37%
299	Bag	1	0.10	0.00	0.00		0.10	100%
300	Lemon or lime small	5	0.00	1.25	0.69		-0.69	n/a
301	Staff Latte	5	0.00	0.00	3.13		-3.13	n/a
302	Staff Cappuccino	4	0.00	0.00	2.50		-2.50	n/a
303	Staff Americano	3	0.00	0.00	0.94		-0.94	n/a
304	PM ♦ 1.69 DETTOL SURFACE BIO WIPES 30s x	1	0.00	1.69	1.36		-1.36	n/a
305	PM ♦ 2.49 FLASH LEMON LIQUID 950ML	1	0.00	2.49	2.19		-2.19	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	36	87.34	7.90	70.75	16.59	19%
2	Green Semi-skim Milk 2L	34	74.80	0.00	54.06	20.74	28%
3	Tray Bake	31	61.00	1.00	19.84	41.16	67%
4	Green Semi-skim Milk 1L	28	33.60	0.00	23.80	9.80	29%
5	Large Fresh Eggs x6	23	46.00	0.00	24.15	21.85	48%
6	Slice of Any Blakes Cake	23	46.00	0.00	25.30	20.70	45%
7	CADBURY MINI EGGS BAG 80G	19	34.20	0.00	23.99	10.21	30%
8	Carrots/Parsnips	19	3.00	0.80	1.31	1.69	56%
9	Medium Free Range Eggs x6	19	38.00	0.00	23.75	14.25	38%
10	Leeks	14	17.50	0.00	9.80	7.70	44%
11	Potatoes - bag	14	25.90	0.00	0.00	25.90	100%
12	Blue Whole Milk 1L	13	15.60	0.00	11.05	4.55	29%
13	TWIRL CADBURYS	13	8.97	0.00	6.83	2.14	24%
14	Double Decker PM 69p	12	8.28	0.00	6.34	1.94	23%
15	MCVITIES MILK CHOC DIGESTIVES	12	18.50	3.70	14.86	3.64	20%
16	The Daily Mail	12	12.00	0.00	12.00	0.00	0%
17	Blue Whole Milk 2L	10	22.00	0.00	15.90	6.10	28%
18	Firelighters	10	12.50	0.00	5.81	6.69	53%
19	Green Semi-skim Milk 568ml	10	7.50	0.00	5.50	2.00	27%
20	PM ♦1.25 GALAXY MILK LARGE 100G X 24	10	12.50	0.00	9.99	2.51	20%
21	Blakes White small	9	12.75	0.75	10.80	1.95	15%
22	Blakes Wholemeal small	9	13.68	0.00	10.98	2.70	20%
23	CANTI PROSECCO 75CL X 6	9	91.71	0.00	71.10	20.61	22%
24	Cauliflower	9	11.25	0.00	9.00	2.25	20%
25	PM 25P FREDDO ORIGINAL X 60	9	2.25	0.00	1.85	0.40	18%
26	BUENO WHITE	8	6.00	0.00	4.97	1.03	17%
27	MILKYBAR BUTTONS 30G X 48	8	6.00	0.00	4.51	1.49	25%
28	Paracetamol Tablets	8	6.00	0.00	5.17	0.83	14%
29	ROWESFROZEN PASTIES STEAK	8	15.60	0.00	11.12	4.48	29%
30	Stem Ginger Cake	8	16.00	0.00	7.47	8.53	53%
31	The Sunday Times	8	32.00	0.00	32.00	0.00	0%
32	Thick & Creamy Yoghurt	8	4.40	0.00	3.38	1.02	23%
33	TRIBUTE 500ML*BOTTLES* x 12	8	18.00	0.00	14.39	3.61	20%
34	Blakes 4 saffron buns	7	17.15	0.00	13.72	3.43	20%
35	Blakes White large	7	16.45	0.00	13.16	3.29	20%
36	Broccoli	7	10.50	0.00	7.63	2.87	27%
37	Cabbage/lettuce	7	8.75	0.00	5.60	3.15	36%
38	COKE CANS 330MLS X 24	7	5.95	0.00	4.30	1.65	28%
39	Large Peppers	7	2.25	3.00	3.15	-0.90	-40%
40	PM ♦1.25 AERO PEPPERMINT GIANT 90G x15	7	8.75	0.00	7.31	1.44	16%
266	PM ♦1.95 AMBROSIA CUSTARD 400g X 12	1	1.95	0.00	1.48	0.47	24%
267	PM ♦1.95 AMBROSIA RICE PUDDING 400G X 12	1	1.95	0.00	1.48	0.47	24%
268	PM ♦1.99 COKE *ZERO* 1.75LTR X 6	1	1.99	0.00	1.44	0.55	28%
269	PM ♦2.29 MCDUGALLS PLAIN FLOUR 1.1KG X	1	2.29	0.00	1.63	0.67	29%
270	PM ♦2.29 MCDUGALLS SELF RAISING FLOUR 1	1	2.29	0.00	1.63	0.67	29%
271	PM ♦2.49 COMFORT SUNSHINE DAY 990ml X 8	1	2.49	0.00	1.98	0.51	21%
272	PM ♦2.49 FLASH LEMON LIQUID 950ML	1	0.00	2.49	2.19	-2.19	n/a
273	PM ♦2.59 COKE 1.75ltr X 6	1	2.59	0.00	2.10	0.49	19%
274	PM ♦2.75 PRINGLES BBQ 165g x 6	1	2.75	0.00	2.10	0.65	24%
275	PM ♦2.75 PRINGLES SALT & VINEGAR 165g x	1	1.50	1.25	2.10	-0.60	-40%
276	PM ♦2.99 HELLMANNS MAYONNAISE 400G X 6	1	2.99	0.00	2.40	0.59	20%
277	PM ♦2.99 KELLOGGS BRAN FLAKES 500g x 6	1	2.99	0.00	2.43	0.56	19%
278	PM ♦2.99 KELLOGGS FRUIT N FIBRE 500g x 6	1	2.99	0.00	2.43	0.56	19%
279	PM ♦3.29 KELLOGGS RICE KRISPIES 430g x 7	1	3.29	0.00	2.68	0.61	19%
280	PM ♦3.29 YORKSHIRE TEA 80s X 5	1	3.29	0.00	2.66	0.63	19%
281	PM ♦3.50 DIET COKE CANS 330ml 6PK x 4	1	3.50	0.00	2.81	0.70	20%
282	PM ♦4.50 COKE CANS 330ml 6PK x 4	1	4.50	0.00	3.69	0.81	18%
283	PM ♦4.79 FAIRY NON BIO PODS 12W X 4	1	4.79	0.00	3.75	1.04	22%
284	PM ♦6.50 HEINEKEN 4PK X 440ML X 6	1	6.50	0.00	5.04	1.46	22%
285	PM 65P YORKIE MILK STD 46g x 24	1	0.65	0.00	0.49	0.16	25%
286	PM 69P RIBENA BLACKCURRANT *RTD* 250ML X	1	0.69	0.00	0.46	0.23	33%
287	PM 69P WISPA X 48	1	0.69	0.00	0.53	0.16	23%
288	PM 70P MARS STD 51g X 48	1	0.70	0.00	0.56	0.14	20%
289	PM90P DIET COKE CANS 330ML	1	0.90	0.00	0.59	0.31	34%
290	Pringles original	1	1.50	1.25	2.10	-0.60	-40%
291	RADNOR SPLASH ORANGE & PASSION TETRA	1	0.50	0.00	0.32	0.19	37%
292	REGINA *KITCHEN ROLLS* 2s X 10	1	2.69	0.00	1.58	1.11	41%
293	SAN PELLEGRINO ORANGE CANS 330ML x 12	1	1.05	0.00	0.70	0.35	33%
294	SEALAPACK FREEZER BAGS 15S X 12	1	1.39	0.00	0.94	0.45	32%
295	SM Pepperoni Pizza	1	1.39	0.00	1.09	0.30	22%
296	SWAN EXTRA SLIM TIPS X 20 S/P	1	1.00	0.00	0.45	0.55	55%
297	TATE & LYLE BLACK TREACLE 454G X 12	1	2.05	0.00	1.36	0.69	34%
298	Tate & Lyle caster sugar 500g	1	1.50	0.00	1.09	0.41	27%
299	TATE & LYLE DEMERARA SUGAR 500G x10	1	1.55	0.00	1.13	0.43	27%
300	Trevarthen meat hogs	1	2.79	0.00	2.26	0.53	19%
301	Turnip	1	1.25	0.00	0.00	1.25	100%
302	TWININGS LEMON/GING.TEA 20sx4	1	2.85	0.00	2.25	0.60	21%
303	VERSARE/SUPRI PINOT GRIGIO INZOLIA 70CLS	1	6.99	0.00	5.65	1.34	19%
304	WERTHERS ECLAIRS	1	1.25	0.00	0.99	0.26	20%
305	YORKSHIRE TEA BAGS	1	3.49	0.00	2.77	0.72	21%