

PERRANWELL COMMUNITY STORES MANAGEMENT ACCOUNTS

From 01/06/2023 to 31/12/2023

OPERATING MONTH 2



NOTES TO PCS REPORTS

Interpretation of results

The headline result is a monthly sales total of £10.7k and a gross profit of £2.4k - 23% (or YTD £21.2k and £5.0k - 24% respectively)

Despite the lower total opening hours in December versus November and 2 very quiet days between Christmas and New Year, overall sales per hour has increased slightly which is encouraging and means the initial opening enthusiasm has not yet fallen away

The pattern established last month has largely continued with the top categories increasing their dominance:

In December, the top 7 out of the 16 categories of products sold produce 92% of total gross profits (TGP) and 77% of sales

Bakery/Bread plus Groceries are the two standout performers with both high sales and high margins (43% of TGP combined)

These are followed by:

Confectionery (12% of TGP), Alcohol (11%), Fresh Produce (9%), Dairy (8%) and Chilled (6%)

In fact it appears that the small overall decline in margins is largely driven by changes in the less important areas:

High margin Tea and Coffee sales almost halved (£103 in December v £181 in November)

We sold nearly £500 of stamps at zero margin

Finally, wastage has increased in a number of areas with our target maximum 1.2% breached in Bakery, Groceries, Fresh Produce, Newspaper and Household
This area requires on-going management action

Monthly overheads at under £300 contain few one-offs and are more representative of the future enduring costs of operating the shop.

Thus at present, the business looks highly robust since this overhead is covered several times over by the £2.3k gross profit.

Cash has continued to increase in line with profits and we are steadily building a surplus (£21k at end of month)

	month	ytd
Data quality deteriorated slightly in the month with the failure rate (sale item not matched with EPOS) currently standing at 1 in:	77	82
(representing a combination of scanning, set-up and operator errors). Probably room for improvement here		

EPOS data quality

	Month	YTD		YTD	Month
Known product lines sold	560	679	Total items sold	10,997	5,343
Product lines not directly identified in epos (ie entered via MISC + button)	42	83	Of which unidentified	134	69
			Unidentified %	1.2%	1.3%
			or 1 in	82	77

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

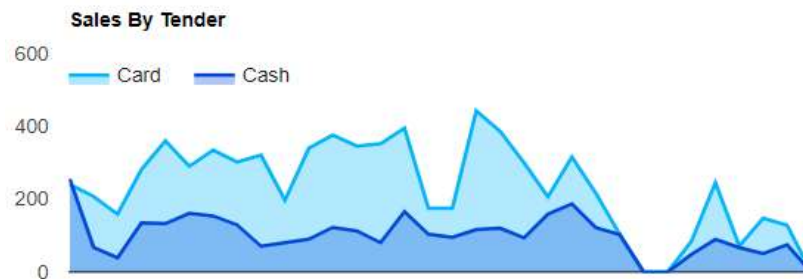
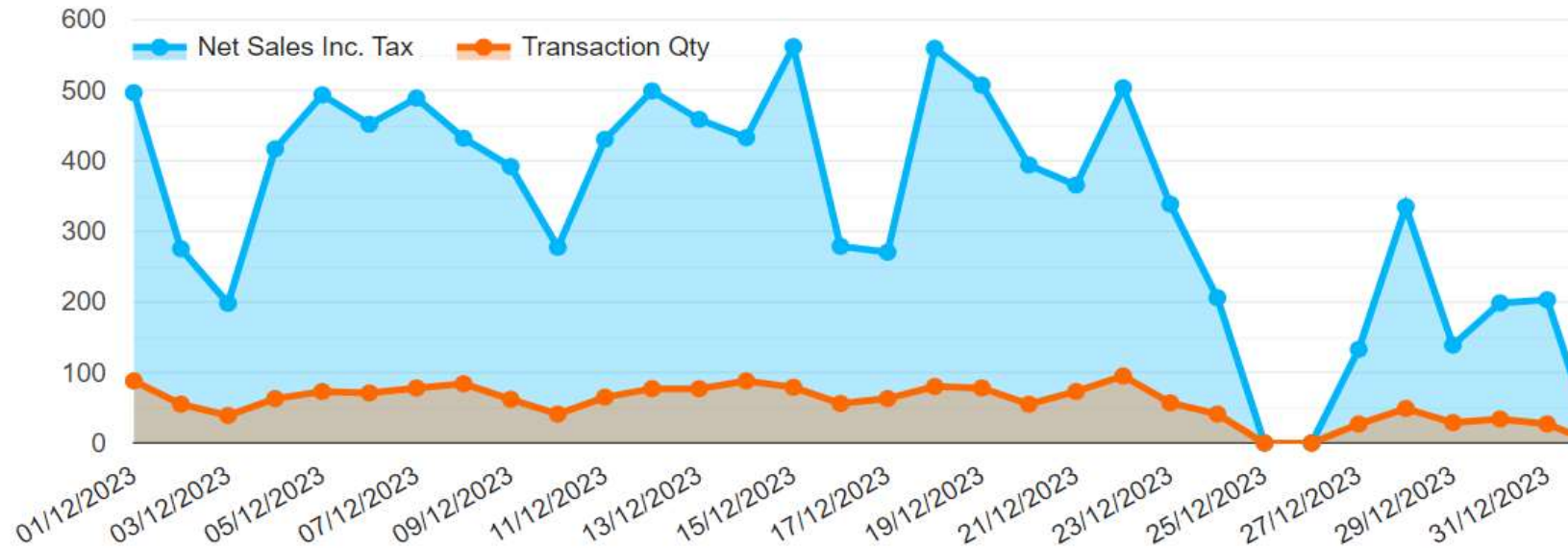
20/11/2023 Eggs

25/11/2023 Vapes

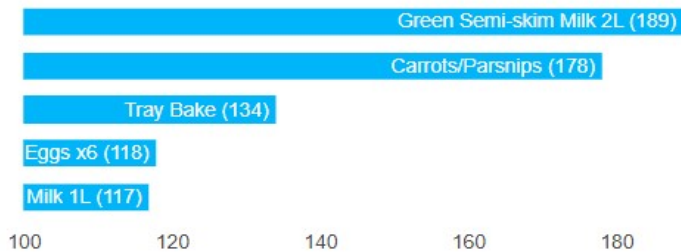
PERRANWELL COMMUNITY STORES MANAGEMENT ACCOUNTS
From 01/06/2023 to 31/12/2023



HIGH LEVEL SALES ANALYSIS (source: EPOS)



Best Sellers



PERRANWELL COMMUNITY STORES

MANAGEMENT ACCOUNTS

From 01/06/2023 to 31/12/2023

YEAR TOTDATE

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

Account	Bakery and Bread	Groceries	Confectionery and Snacks	Beers, Wines, Spirits	Fresh Produce	Dairy	Chilled Products	Tea&Coffee takeaway	Soft Drinks	Tobacco and Vapes	Household	Stationery	Frozen Products	Pet Food etc
Turnover														
Sales	3,545	3,211	2,257	2,505	928	2,070	1,675	284	681	1,109	663	647	217	240
Total Turnover	3,545	3,211	2,257	2,505	928	2,070	1,675	284	681	1,109	663	647	217	240
Cost of Sales														
Card Transaction fees	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Cost of Goods Sold	2,290	2,226	1,685	2,024	476	1,669	1,341	86	493	963	538	566	158	206
Stock wastage	78	23	2	0	13	15	12	1	0	0	7	0	0	0
Total Cost of Sales	2,368	2,249	1,687	2,024	489	1,684	1,353	87	493	963	545	566	158	206
Gross Profit	1,177	962	570	481	439	386	322	197	187	146	117	81	59	34
Gross Margin	33%	30%	25%	19%	47%	19%	19%	69%	28%	13%	18%	13%	27%	14%
Wastage	2.2%	0.7%	0.1%	0.0%	1.4%	0.7%	0.7%	0.2%	0.0%	0.0%	1.1%	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
Advertising & Marketing	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
Charitable and Political Donations	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
Insurance	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
Legal Expenses	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
Miscellaneous equipment uncapitalised	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
Postage, Freight & Courier	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
Professional fees	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
Staff consumption	0	0	0	0	0	0	0	61	0	0	0	0	0	0
Staff Training	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
Total Administrative Costs	0	0	0	0	0	0	0	61	0	0	0	0	0	0
Operating Profit	1,177	962	570	481	439	386	322	137	187	146	117	81	59	34
Other Income														
Donations	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
Profit on Ordinary Activities Before Taxation	1,177	962	570	481	439	386	322	137	187	146	117	81	59	34
Profit after Taxation	1,177	962	570	481	439	386	322	137	187	146	117	81	59	34

PERRANWELL COMMUNITY STORES



Account	Toiletries and Beauty	Newspapers	Unassigned	Total
Turnover				
Sales	113	861	156	21,161
Total Turnover	113	861	156	21,161
Cost of Sales				
Card Transaction fees	0	0	189	189
Cost of Goods Sold	84	865	36	15,705
Stock wastage	0	25	0	176
Total Cost of Sales	84	890	225	16,070
Gross Profit	29	(29)	(69)	5,090
Gross Margin	26%	-3%		24%
Wastage	0.0%	2.9%		0.8%
Administrative Costs				
Accounting S/W fees	0	0	122	122
Advertising & Marketing	0	0	29	29
Bank Fees	0	0	49	49
Charitable and Political Donations	0	0	170	170
Cleaning & Decorating	0	0	382	382
Insurance	0	0	157	157
IT Software and Consumables	0	0	125	125
Legal Expenses	0	0	13	13
Light, Power, Heating	0	0	200	200
Miscellaneous equipment uncapitalised	0	0	1,817	1,817
Operating Lease Payments	0	0	20	20
Postage, Freight & Courier	0	0	162	162
Printing & Stationery	0	0	451	451
Professional fees	0	0	738	738
Shop consumables	0	0	175	175
Staff consumption	0	0	0	61
Staff Training	0	0	280	280
Telephone & Internet	0	0	115	115
Total Administrative Costs	0	0	5,004	5,065
Operating Profit	29	(29)	(5,074)	25
Other Income				
Donations	0	0	28,701	28,701
Total Other Income	0	0	28,701	28,701
Profit on Ordinary Activities Before Taxation	29	(29)	23,628	28,726
Profit after Taxation	29	(29)	23,628	28,726

PERRANWELL COMMUNITY STORES

MANAGEMENT ACCOUNTS

From 01/06/2023 to 31/12/2023

YEAR TOTDATE

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



Account	Youings	Suzy Stebbing	Colin Carters	Roddas	Bookers	Blakes	Trevarthen	B&M	Pryors	Kneebone	Local Donor	GC Produce	JJ & GDC Leach	Tremlett	Unassigned	Total
Turnover																
Sales	9,763	1,386	800	2,077	1,270	1,593	1,338	283	196	484	52	31	74	861	952	21,161
Total Turnover	9,763	1,386	800	2,077	1,270	1,593	1,338	283	196	484	52	31	74	861	952	21,161
Cost of Sales																
Card Transaction fees	0	0	0	0	0	0	0	0	0	0	0	0	0	0	189	189
Cost of Goods Sold	7,623	753	394	1,674	925	1,255	1,098	66	0	355	0	2	61	865	633	15,705
Stock wastage	32	18	0	15	23	50	8	1	0	4	0	0	0	25	0	176
Total Cost of Sales	7,655	772	394	1,690	948	1,305	1,106	66	0	360	0	2	61	890	823	16,070
Gross Profit	2,109	615	407	388	321	288	231	216	196	125	52	30	13	(29)	130	5,090
<i>Gross Margin</i>	<i>22%</i>	<i>44%</i>	<i>51%</i>	<i>19%</i>	<i>25%</i>	<i>18%</i>	<i>17%</i>	<i>76%</i>	<i>100%</i>	<i>26%</i>	<i>100%</i>	<i>94%</i>	<i>18%</i>	<i>-3%</i>		<i>24%</i>
Wastage	0.3%	1.3%	0.0%	0.7%	1.8%	3.1%	0.6%	0.2%	0.0%	0.9%	0.0%	0.0%	0.0%	2.9%		0.8%
Administrative Costs																
Accounting S/W fees	0	0	0	0	0	0	0	0	0	0	0	0	0	0	122	122
Advertising & Marketing	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	49	49
Charitable and Political Donations	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	382	382
Insurance	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	125	125
Legal Expenses	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	200	200
Miscellaneous equipment uncapitalised	0	0	0	0	0	0	0	0	0	0	0	0	0	0	1,817	1,817
Operating Lease Payments	0	0	0	0	0	0	0	0	0	0	0	0	0	0	20	20
Postage, Freight & Courier	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	451	451
Professional fees	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	175	175
Staff consumption	0	0	0	0	0	0	0	0	0	0	0	0	0	0	61	61
Staff Training	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	115	115
Total Administrative Costs	0	0	0	0	0	0	0	0	0	0	0	0	0	0	5,065	5,065
Operating Profit	2,109	615	407	388	321	288	231	216	196	125	52	30	13	(29)	(4,935)	25
Other Income																
Donations	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	28,701	28,701
Profit on Ordinary Activities Before Taxation	2,109	615	407	388	321	288	231	216	196	125	52	30	13	(29)	23,766	28,726
Profit after Taxation	2,109	615	407	388	321	288	231	216	196	125	52	30	13	(29)	23,766	28,726

PERRANWELL COMMUNITY STORES

MANAGEMENT ACCOUNTS

From 01/12/2023 to 31/12/2023

CURRENT MONTH ONLY

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

Account	Bakery and Bread	Groceries	Confectionery and Snacks	Beers, Wines, Spirits	Fresh Produce	Dairy	Chilled Products	Soft Drinks	Tobacco and Vapes	Tea&Coffee takeaway	Stationery
Turnover											
Sales	1,750	1,526	1,058	1,327	447	1,055	795	298	616	103	555
Total Turnover	1,750	1,526	1,058	1,327	447	1,055	795	298	616	103	555
Cost of Sales											
Card Transaction fees	0	0	0	0	0	0	0	0	0	0	0
Cost of Goods Sold	1,090	1,082	777	1,064	215	851	642	216	535	33	504
Stock wastage	47	22	1	0	10	6	4	0	0	1	0
Total Cost of Sales	1,137	1,105	778	1,064	225	858	646	216	535	34	504
Gross Profit	613	421	280	264	222	197	150	81	81	69	51
Gross Margin	35%	28%	26%	20%	50%	19%	19%	27%	13%	67%	9%
Wastage	2.7%	1.5%	0.1%	0.0%	2.2%	0.6%	0.5%	0.0%	0.0%	0.6%	0.0%
Administrative Costs											
Accounting S/W fees	0	0	0	0	0	0	0	0	0	0	0
Advertising & Marketing	0	0	0	0	0	0	0	0	0	0	0
Bank Fees	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	25	0
Total Administrative Costs	0	0	0	0	0	0	0	0	0	25	0
Operating Profit	613	421	280	264	222	197	150	81	81	43	51
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	613	421	280	264	222	197	150	81	81	43	51
Profit after Taxation	613	421	280	264	222	197	150	81	81	43	51

PERRANWELL COMMUNITY STORES



Account	Household	Frozen Products	Pet Food etc	Toiletries and Beauty	Newspapers	Unassigned	Total
Turnover							
Sales	370	108	137	51	527	3	10,727
Total Turnover	370	108	137	51	527	3	10,727
Cost of Sales							
Card Transaction fees	0	0	0	0	0	98	98
Cost of Goods Sold	319	80	120	38	527	0	8,093
Stock wastage	6	0	0	0	15	0	113
Total Cost of Sales	325	80	120	38	542	98	8,304
Gross Profit	45	28	17	13	(15)	(95)	2,423
<i>Gross Margin</i>	<i>12%</i>	<i>26%</i>	<i>13%</i>	<i>26%</i>	<i>-3%</i>		<i>23%</i>
<i>Wastage</i>	<i>1.6%</i>	<i>0.0%</i>	<i>0.0%</i>	<i>0.0%</i>	<i>2.9%</i>		<i>1.1%</i>
Administrative Costs							
Accounting S/W fees	0	0	0	0	0	41	41
Advertising & Marketing	0	0	0	0	0	29	29
Bank Fees	0	0	0	0	0	13	13
IT Software and Consumables	0	0	0	0	0	65	65
Light, Power, Heating	0	0	0	0	0	100	100
Miscellaneous equipment uncapitalised	0	0	0	0	0	11	11
Operating Lease Payments	0	0	0	0	0	10	10
Shop consumables	0	0	0	0	0	(3)	(3)
Staff consumption	0	0	0	0	0	0	25
Total Administrative Costs	0	0	0	0	0	265	291
Operating Profit	45	28	17	13	(15)	(360)	2,133
Other Income							
Donations	0	0	0	0	0	28,701	28,701
Total Other Income	0	0	0	0	0	28,701	28,701
Profit on Ordinary Activities Before Taxation	45	28	17	13	(15)	28,341	30,834
Profit after Taxation	45	28	17	13	(15)	28,341	30,834

PERRANWELL COMMUNITY STORES

MANAGEMENT ACCOUNTS

From 01/12/2023 to 31/12/2023

CURRENT MONTH ONLY

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



Account	Youings	Suzy Stebbing	Roddas	Colin Carters	Bookers	Blakes	Trevarthen	Pryors	B&M	Kneebone	Local Donor	GC Produce	JJ & GDC Leach	Tremlett	Unassigned	Total
Turnover																
Sales	4,841	626	1,057	392	681	773	632	107	103	219	15	8	35	527	711	10,727
Total Turnover	4,841	626	1,057	392	681	773	632	107	103	219	15	8	35	527	711	10,727
Cost of Sales																
Card Transaction fees	0	0	0	0	0	0	0	0	0	0	0	0	0	0	98	98
Cost of Goods Sold	3,785	351	853	221	505	589	519	0	26	155	0	0	29	527	532	8,093
Stock wastage	29	5	6	0	21	32	0	0	1	4	0	0	0	15	0	113
Total Cost of Sales	3,814	356	860	221	526	622	519	0	27	158	0	0	29	542	630	8,304
Gross Profit	1,026	270	198	171	155	151	113	107	76	61	15	8	6	(15)	81	2,423
<i>Gross Margin</i>	<i>21%</i>	<i>43%</i>	<i>19%</i>	<i>44%</i>	<i>23%</i>	<i>20%</i>	<i>18%</i>	<i>100%</i>	<i>74%</i>	<i>28%</i>	<i>100%</i>	<i>100%</i>	<i>17%</i>	<i>-3%</i>		<i>23%</i>
<i>Wastage</i>	<i>0.6%</i>	<i>0.8%</i>	<i>0.6%</i>	<i>0.0%</i>	<i>3.0%</i>	<i>4.2%</i>	<i>0.0%</i>	<i>0.0%</i>	<i>0.6%</i>	<i>1.6%</i>	<i>0.0%</i>	<i>0.0%</i>	<i>0.0%</i>	<i>2.9%</i>		<i>1.1%</i>
Administrative Costs																
Accounting S/W fees	0	0	0	0	0	0	0	0	0	0	0	0	0	0	41	41
Advertising & Marketing	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	13	13
IT Software and Consumables	0	0	0	0	0	0	0	0	0	0	0	0	0	0	65	65
Light, Power, Heating	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	11	11
Operating Lease Payments	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	(3)	(3)
Staff consumption	0	0	0	0	0	0	0	0	0	0	0	0	0	0	25	25
Total Administrative Costs	0	0	0	0	0	0	0	0	0	0	0	0	0	0	291	291
Operating Profit	1,026	270	198	171	155	151	113	107	76	61	15	8	6	(15)	(209)	2,133
Other Income																
Donations	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	28,701	28,701
Profit on Ordinary Activities Before Taxation	1,026	270	198	171	155	151	113	107	76	61	15	8	6	(15)	28,492	30,834
Profit after Taxation	1,026	270	198	171	155	151	113	107	76	61	15	8	6	(15)	28,492	30,834

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

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

		Total Sales Inc		Total	Total Costs		
Rank	Name	Qty	VAT	Discount	INC VAT	Margin £	Margin %
1	Tray Bake	324	626.00	22.00	217.44	408.56	65%
2	Large Fresh Eggs x6	234	471.80	0.00	169.05	302.75	64%
3	Trevarthen meat	421	1206.59	0.00	977.34	229.25	19%
4	Potatoes - bag	114	210.90	0.00	0.00	210.90	100%
5	Medium Free Range Eggs x6	146	291.10	0.00	133.75	157.35	54%
6	CANTI PROSECCO 75CL X 6	51	499.50	9.99	402.90	96.60	19%
7	Green Semi-skim Milk 1L	243	285.60	1.20	206.55	79.05	28%
8	Latte	62	118.00	6.00	38.75	73.25	62%
9	Misc	26	65.73	0.00	0.00	65.73	100%
10	Americano	39	70.00	8.00	4.38	65.63	94%
11	PM ♦6.25 STELLA ARTOIS 440ml 4PK X 6	38	237.50	0.00	182.32	55.18	23%
12	Leeks	166	174.75	1.00	119.63	55.12	32%
13	Blakes Mince Pies	53	264.47	0.00	211.47	53.00	20%
14	Blakes 4 saffron buns	51	124.95	0.00	86.24	38.71	31%
15	Blakes Rich Slab Cake	24	105.36	0.00	66.69	38.67	37%
16	LOST MARY PINEAPPLE ICE VAPE BAR 20mg x	14	83.86	0.00	45.36	38.50	46%
17	Lemon Drizzle Cake	56	111.00	1.00	72.54	38.46	35%
18	Stem Ginger Cake	54	100.00	8.00	63.18	36.82	37%
19	HARDYS V R SAUVIGNON BLANC 75CLS x 6	27	188.73	0.00	152.23	36.50	19%
20	Misc (use sparingly - search categories first)	18	35.98	0.00	0.00	35.98	100%
21	Cards	28	35.00	0.00	0.00	35.00	100%
22	Blakes Large Wholemeal	53	117.07	9.60	82.22	34.85	30%
23	Cathedral mature cheddar	38	125.02	0.00	90.50	34.52	28%
24	HARDYS V R PINOT GRIGIO 75CLx6	25	174.75	0.00	140.95	33.80	19%
25	Cauliflower	162	170.12	1.63	137.40	32.72	19%
26	Large Christmas cake	1	31.95	0.00	0.00	31.95	100%
27	Cappuccino	23	46.00	0.00	14.38	31.63	69%
28	CUTTERS CHOICE EXTRA FINE 30G X 5	19	360.05	0.00	329.00	31.05	9%
29	Blue Whole Milk 1L	87	103.02	0.00	73.95	29.07	28%
30	Misc Bread (ad hoc)	41	141.75	0.00	113.40	28.35	20%
31	AMSTEL LAGER 4PK X 440ML X 6	24	142.80	0.00	114.48	28.32	20%
32	TATE & LYLE GRANULATED SUGAR 1KG x15	31	61.69	0.00	34.08	27.61	45%
33	Blakes Almond and Cherry	27	118.53	0.00	91.26	27.27	23%
34	Green Semi-skim Milk 2L	362	801.85	0.00	775.32	26.53	3%
35	Cornish Butter	50	149.50	0.00	123.50	26.00	17%
36	Haribo jelly babies	29	46.11	0.00	20.81	25.30	55%
37	Salted butter 250g	56	117.04	0.00	92.40	24.64	21%
38	PM ♦1.15 SWIZZELS SQUASHIES DRUMSTICKS 1	70	80.50	0.00	57.40	23.10	29%
39	Hot Chocolate	23	23.00	0.00	0.00	23.00	100%
40	Loose Mushrooms large	68	37.05	13.95	14.93	22.12	60%
618	Pens	1	0.50	0.00	0.00	0.50	100%
619	Pepper	1	0.50	0.00	0.00	0.50	100%
620	Pm 249 cadbury hot chocolate	1	2.49	0.00	2.01	0.48	19%
621	PM ♦1.49 CAREX HANDWASH MOISTURE 250MI	2	2.98	0.00	2.52	0.46	16%
622	PM ♦1.49 CAREX HANDWASH ORIGINAL 250ML	2	2.98	0.00	2.52	0.46	16%
623	Trevarthen meatc	1	2.36	0.00	1.91	0.45	19%
624	DUZZIT DRAIN AWAY LIQUID 400ML X 12	1	1.35	0.00	0.92	0.43	32%
625	Donated orange	1	0.40	0.00	0.00	0.40	100%
626	CAREX ORIGINAL SHOWER GEL 500ML X 6	1	1.39	0.00	1.00	0.39	28%
627	Ibuprofen 200mg galpharm	1	0.99	0.00	0.60	0.39	40%
628	SWIZZELS FRUITY POPS DISPENSER 100 X 10P	11	1.20	0.20	0.81	0.39	32%
629	EXIS DISPOSABLE LIGHTERS X 45	1	0.55	0.00	0.16	0.39	70%
630	PM ♦2.50 FINISH DISHWASH CLEANER 250ml x	1	2.50	0.00	2.17	0.33	13%
631	PM ♦2.49 FLASH LEMON LIQUID 950ML	1	2.49	0.00	2.19	0.30	12%
632	Tags	3	0.30	0.00	0.00	0.30	100%
633	PAMPERS BABY WIPES 52S X 12	1	1.35	0.00	1.10	0.25	19%
634	Peppers	1	1.00	0.00	0.75	0.25	25%
635	Bow	2	0.20	0.00	0.00	0.20	100%
636	OAT MILK 1 litre x 6	5	7.95	0.00	7.79	0.16	2%
637	BORWICKS BICARB SODA 100G X 12	1	0.59	0.00	0.44	0.15	25%
638	BRYANT & MAY EXTRA LONG MATCHES X 12	1	0.85	0.00	0.71	0.14	16%
639	The Sun on Saturday	1	1.20	0.00	1.08	0.12	10%
640	Paracetamol	1	0.75	0.00	0.65	0.10	14%
641	Bag	1	0.10	0.00	0.00	0.10	100%
642	Bows	1	0.10	0.00	0.00	0.10	100%
643	Book of 8 stamps - 2nd Class	76	456.00	0.00	456.00	0.00	0%
644	Book of 4 stamps - 1st Class	19	95.00	0.00	95.00	0.00	0%
645	Chocolate log	5	44.00	11.00	44.00	0.00	0%
646	The Falmouth Packet	14	15.40	0.00	15.40	0.00	0%
647	TV Choice	7	11.20	0.00	11.20	0.00	0%
648	Christmas Wrap	2	2.00	0.50	2.00	0.00	0%
649	Donated veg	3	0.00	0.00	0.00	0.00	n/a
650	Parsley	2	0.00	1.50	0.00	0.00	n/a
651	Soya Milk	1	0.00	0.00	0.00	0.00	n/a
652	PM ♦1.25 MONSTER MUNCH PICKLED ONION 7;	0	0.00	0.00	0.00	0.00	n/a
653	Tomato - single large	35	16.10	1.40	16.22	-0.12	-1%
654	ESSENTIAL CLING FILM 300mm x 30m x 12	3	2.80	1.40	2.94	-0.14	-5%
655	Blakes Tiger Bread	13	5.18	1.74	5.52	-0.34	-7%
656	PM ♦9P WISPA X 48	0	0.00	0.00	0.44	-0.44	n/a
657	FILBERTS ITALIAN HERB PEANUTS & HAZELNUT	2	3.40	3.40	3.94	-0.54	-16%

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	421	1206.59	0.00	977.34	229.25	19%
2	Green Semi-skim Milk 2L	362	801.85	0.00	775.32	26.53	3%
3	Tray Bake	324	626.00	22.00	217.44	408.56	65%
4	CANTI PROSECCO 75CL X 6	51	499.50	9.99	402.90	96.60	19%
5	Large Fresh Eggs x6	234	471.80	0.00	169.05	302.75	64%
6	Book of 8 stamps - 2nd Class	76	456.00	0.00	456.00	0.00	0%
7	CUTTERS CHOICE EXTRA FINE 30G X 5	19	360.05	0.00	329.00	31.05	9%
8	GOLDEN VIRGINIA 30G X 5	15	309.00	0.00	289.58	19.42	6%
9	Blue Whole Milk 2L	131	291.15	0.00	279.03	12.12	4%
10	Medium Free Range Eggs x6	146	291.10	0.00	133.75	157.35	54%
11	Green Semi-skim Milk 1L	243	285.60	1.20	206.55	79.05	28%
12	Blakes Mince Pies	53	264.47	0.00	211.47	53.00	20%
13	PM ♦6.25 STELLA ARTOIS 440ml 4PK X 6	38	237.50	0.00	182.32	55.18	23%
14	Potatoes - bag	114	210.90	0.00	0.00	210.90	100%
15	HARDYS V R SAUVIGNON BLANC 75CLS x 6	27	188.73	0.00	152.23	36.50	19%
16	Leeks	166	174.75	1.00	119.63	55.12	32%
17	HARDYS V R PINOT GRIGIO 75CLx6	25	174.75	0.00	140.95	33.80	19%
18	Cauliflower	162	170.12	1.63	137.40	32.72	19%
19	LAMBERT & BUTLER K/S ORIGINAL SILVER 20	13	167.05	0.00	157.70	9.35	6%
20	Cornish Butter	50	149.50	0.00	123.50	26.00	17%
21	AMSTEL LAGER 4PK X 440ML X 6	24	142.80	0.00	114.48	28.32	20%
22	Misc Bread (ad hoc)	41	141.75	0.00	0.00	141.75	100%
23	Cathedral mature cheddar	38	125.02	0.00	90.50	34.52	28%
24	Blakes 4 saffron buns	51	124.95	0.00	86.24	38.71	31%
25	Blakes Almond and Cherry	27	118.53	0.00	91.26	27.27	23%
26	Latte	62	118.00	6.00	0.00	118.00	100%
27	Blakes White large	54	117.46	9.44	95.88	21.58	18%
28	Blakes Large Wholemeal	53	117.07	9.60	82.22	34.85	30%
29	Salted butter 250g	56	117.04	0.00	92.40	24.64	21%
30	Lemon Drizzle Cake	56	111.00	1.00	72.54	38.46	35%
31	The Daily Mail	109	109.00	0.00	105.50	3.50	3%
32	Blakes Rich Slab Cake	24	105.36	0.00	66.69	38.67	37%
33	CASILLERO CABERNET SAUVIGNON 75CL x 6	12	105.00	0.00	83.40	21.60	21%
34	The Sunday Times	27	104.00	4.00	106.80	-2.80	-3%
35	Blue Whole Milk 1L	87	103.02	0.00	73.95	29.07	28%
36	Stem Ginger Cake	54	100.00	8.00	63.18	36.82	37%
37	Blakes Malted Small	71	98.82	12.65	80.64	18.18	18%
38	*SINGLE*PRINCE CONSORT WHISKY 70CL X 1	7	96.95	0.00	99.40	-2.45	-3%
39	CASILLERO MERLOT 75CL X 6	11	96.25	0.00	76.45	19.80	21%
40	Book of 4 stamps - 1st Class	19	95.00	0.00	95.00	0.00	0%
640	Ribbon	3	1.00	0.00	0.00	1.00	100%
641	Apple	2	1.00	0.00	0.00	1.00	100%
642	Super Glue	2	1.00	0.00	0.00	1.00	100%
643	Chard	1	1.00	0.00	0.00	1.00	100%
644	Christmas paper	1	1.00	0.00	0.00	1.00	100%
645	Donated cakes 4 for £1	1	1.00	0.00	0.00	1.00	100%
646	Fairycake x4	1	1.00	0.00	0.00	1.00	100%
647	Peppers	1	1.00	0.00	0.75	0.25	25%
648	Xmas paper	1	1.00	0.00	0.00	1.00	100%
649	Ibuprofen 200mg galpharm	1	0.99	0.00	0.60	0.39	40%
650	Cream egg	1	0.89	0.00	0.00	0.89	100%
651	BRYANT & MAY EXTRA LONG MATCHES X 12	1	0.85	0.00	0.71	0.14	16%
652	Donated sausage roll	1	0.75	0.00	0.00	0.75	100%
653	Paracetamol	1	0.75	0.00	0.65	0.10	14%
654	Mars	1	0.70	0.00	0.00	0.70	100%
655	Odd yoghurt	1	0.70	0.00	0.00	0.70	100%
656	Wrigleys extra ice spearmint	1	0.65	0.00	0.00	0.65	100%
657	Lollipop	3	0.60	0.00	0.00	0.60	100%
658	Baking cases x75	1	0.59	0.00	0.00	0.59	100%
659	BORWICKS BICARB SODA 100G X 12	1	0.59	0.00	0.44	0.15	25%
660	EXIS DISPOSABLE LIGHTERS X 45	1	0.55	0.00	0.16	0.39	70%
661	Brussels	1	0.50	0.00	0.00	0.50	100%
662	Donated lettuce	1	0.50	0.00	0.00	0.50	100%
663	Pens	1	0.50	0.00	0.00	0.50	100%
664	Pepper	1	0.50	0.00	0.00	0.50	100%
665	Donated orange	1	0.40	0.00	0.00	0.40	100%
666	Tags	3	0.30	0.00	0.00	0.30	100%
667	Bow	2	0.20	0.00	0.00	0.20	100%
668	Bag	1	0.10	0.00	0.00	0.10	100%
669	Bows	1	0.10	0.00	0.00	0.10	100%
670	Staff Americano	48	0.00	0.00	12.50	-12.50	n/a
671	Staff Latte	37	0.00	0.00	19.28	-19.28	n/a
672	Staff Cappuccino	29	0.00	0.00	15.11	-15.11	n/a
673	Staff Hot Chocolate	7	0.00	0.00	0.73	-0.73	n/a
674	Donated veg	3	0.00	0.00	0.00	0.00	n/a
675	Parsley	2	0.00	1.50	0.00	0.00	n/a
676	Soya Milk	1	0.00	0.00	0.00	0.00	n/a
677	PM ♦1.25 MONSTER MUNCH PICKLED ONION 7;	0	0.00	0.00	0.00	0.00	n/a
678	PM ♦9P WISPA X 48	0	0.00	0.00	0.44	-0.44	n/a
679		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

		Total Sales Inc		Total	Total Costs		
Rank	Name	Qty	VAT	Discount	INC VAT	Margin £	Margin %
1	Trevarthen meat	421	1206.59	0.00	977.34	229.25	19%
2	Green Semi-skim Milk 2L	362	801.85	0.00	775.32	26.53	3%
3	Tray Bake	324	626.00	22.00	217.44	408.56	65%
4	Carrots/Parsnips	287	55.80	1.60	69.29	-13.49	-24%
5	Green Semi-skim Milk 1L	243	285.60	1.20	206.55	79.05	28%
6	Large Fresh Eggs x6	234	471.80	0.00	169.05	302.75	64%
7	Leeks	166	174.75	1.00	119.63	55.12	32%
8	Cauliflower	162	170.12	1.63	137.40	32.72	19%
9	Medium Free Range Eggs x6	146	291.10	0.00	133.75	157.35	54%
10	Blue Whole Milk 2L	131	291.15	0.00	279.03	12.12	4%
11	Green Semi-skim Milk 568ml	114	86.96	1.50	91.20	-4.24	-5%
12	Potatoes - bag	114	210.90	0.00	0.00	210.90	100%
13	PM 25P FREDDO ORIGINAL X 60	112	28.00	0.00	23.05	4.95	18%
14	The Daily Mail	109	109.00	0.00	105.50	3.50	3%
15	Blue Whole Milk 1L	87	103.02	0.00	73.95	29.07	28%
16	Cabbage/lettuce	86	85.87	3.13	68.80	17.07	20%
17	Book of 8 stamps - 2nd Class	76	456.00	0.00	456.00	0.00	0%
18	Blakes Malted Small	71	98.82	12.65	80.64	18.18	18%
19	PM 1.15 SWIZZELS SQUASHIES DRUMSTICKS 1	70	80.50	0.00	57.40	23.10	29%
20	COKE CANS 330MLS X 24	69	58.65	0.00	42.40	16.25	28%
21	CRUNCHIE X 48	68	54.40	0.00	40.20	14.20	26%
22	Loose Mushrooms large	68	37.05	13.95	14.93	22.12	60%
23	Blakes White small	66	90.00	9.00	74.40	15.60	17%
24	Blakes Wholemeal small	63	77.42	18.34	75.64	1.78	2%
25	Latte	62	118.00	6.00	0.00	118.00	100%
26	Lemon or lime small	62	11.20	2.75	7.30	3.90	35%
27	Red Onions	61	30.50	0.00	14.14	16.36	54%
28	PM 70P MARS STD 51g X 48	60	42.00	0.00	33.73	8.27	20%
29	PM 1.25 FRUIT & NUT CDM *95G* X 22	58	72.50	0.00	60.08	12.42	17%
30	Sweet Peppers	58	18.20	10.80	0.00	18.20	100%
31	The Mail on Saturday	58	79.80	1.40	78.82	0.98	1%
32	ROWNTREES FRUIT PASTILLES ROLLS X 32	57	34.20	0.00	25.33	8.87	26%
33	Lemon Drizzle Cake	56	111.00	1.00	72.54	38.46	35%
34	MILKYBAR BUTTONS 30G X 48	56	42.00	0.00	31.57	10.43	25%
35	PM 1.25 HARIBO STARMIX 140G X 12	56	70.00	0.00	52.36	17.64	25%
36	Salted butter 250g	56	117.04	0.00	92.40	24.64	21%
37	TUNNOCKS CARAMEL WAFER 4PKx20	56	58.80	0.00	46.00	12.80	22%
38	WHISKAS TUNA IN JELLY POUCHES 85g x 28	55	26.95	0.00	23.55	3.40	13%
39	Blakes White large	54	117.46	9.44	95.88	21.58	18%
40	PM 1.75 MCVITIES MILK CHOC DIGESTIVES 2	54	94.50	0.00	79.88	14.62	15%
640	Schweppes slimline tonic	1	2.65	0.00	0.00	2.65	100%
641	Small wholmeal	1	1.52	0.00	0.00	1.52	100%
642	Soya Milk	1	0.00	0.00	0.00	0.00	n/a
643	Stella	1	5.29	0.00	0.00	5.29	100%
644	Stollen	1	11.50	0.00	0.00	11.50	100%
645	Stollen	1	11.50	0.00	0.00	11.50	100%
646	SUDAFED HEADACHE/CONGESTION 16PK X 6	1	5.60	0.00	4.12	1.48	26%
647	SURE ROLL ON COTTON 50ML X 6	1	3.25	0.00	2.34	0.91	28%
648	THATCHERS BLOOD ORANGE CANS 440ML 4PK X	1	7.05	0.00	5.63	1.42	20%
649	The Sun on Saturday	1	1.20	0.00	1.08	0.12	10%
650	The Times	1	2.80	0.00	0.00	2.80	100%
651	Times on saturday	1	3.50	0.00	0.00	3.50	100%
652	Times saturday	1	3.50	0.00	0.00	3.50	100%
653	Trevarthen bacon	1	2.69	0.00	2.18	0.51	19%
654	Trevarthen meat Cornish hogs pudding	1	3.28	0.00	2.66	0.62	19%
655	Trevarthen meat hogs pud	1	3.04	0.00	2.46	0.58	19%
656	Trevarthen meat rindless back bacon	1	3.25	0.00	2.63	0.62	19%
657	Trevarthen meat saucegages	1	4.00	0.00	3.24	0.76	19%
658	Trevarthen meat sausage	1	3.84	0.00	3.11	0.73	19%
659	Trevarthen meat sausages	1	3.74	0.00	3.03	0.71	19%
660	Trevarthen meat turke	1	2.90	0.00	2.35	0.55	19%
661	Trevarthen meat turkey	1	2.73	0.00	2.21	0.52	19%
662	Trevarthen meat. Back back	1	2.83	0.00	2.29	0.54	19%
663	Trevarthen meat. Hogs pud	1	2.99	0.00	2.42	0.57	19%
664	Trevarthen meatc	1	2.36	0.00	1.91	0.45	19%
665	Trevarthen meatfornish hogs pudding	1	3.14	0.00	2.54	0.60	19%
666	Trevarthen meatsauceages	1	3.92	0.00	3.18	0.74	19%
667	Trevarthen meatsaucegages	1	3.98	0.00	3.22	0.76	19%
668	Truffles	1	3.50	0.00	0.00	3.50	100%
669	Vinegar	1	1.55	0.00	0.00	1.55	100%
670	W/E hot drink+cake	1	3.00	0.00	1.45	1.55	52%
671	West britain	1	2.30	0.00	0.00	2.30	100%
672	West brito	1	2.30	0.00	0.00	2.30	100%
673	West briton	1	2.30	0.00	0.00	2.30	100%
674	Westbritain	1	2.30	0.00	0.00	2.30	100%
675	Westbriton	1	2.30	0.00	0.00	2.30	100%
676	Wrigleys extra ice spearmint	1	0.65	0.00	0.00	0.65	100%
677	Xmas paper	1	1.00	0.00	0.00	1.00	100%
678	PM 1.25 MONSTER MUNCH PICKLED ONION 7:	0	0.00	0.00	0.00	0.00	n/a
679	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 %
		Qty	VAT	Discount	INC VAT	Margin £	
1	Tray Bake	134	254.00	14.00	85.76	168.24	66%
2	Trevarthen meat	207	602.41	0.00	487.95	114.46	19%
3	Large Fresh Eggs x6	118	236.00	0.00	123.90	112.10	48%
4	Potatoes - bag	58	107.30	0.00	0.00	107.30	100%
5	Medium Free Range Eggs x6	78	156.00	0.00	97.50	58.50	38%
6	CANTI PROSECCO 75CL X 6	32	309.69	9.99	252.80	56.89	18%
7	Misc Bread (ad hoc)	7	47.15	0.00	37.72	9.43	20%
8	Latte	21	42.00	0.00	13.13	28.88	69%
9	Green Semi-skim Milk 1L	117	140.40	0.00	99.45	40.95	29%
10	Blakes Mince Pies	39	194.61	0.00	155.61	39.00	20%
11	PM ♦6.25 STELLA ARTOIS 440ml 4PK X 6	24	150.00	0.00	115.15	34.85	23%
12	Large Christmas cake	1	31.95	0.00	0.00	31.95	100%
13	Leeks	70	79.75	0.00	49.84	29.91	38%
14	Bake At Home French Rolls	8	26.00	0.00	23.12	2.88	11%
15	HARDYS V R SAUVIGNON BLANC 75CLS x 6	18	125.82	0.00	101.48	24.34	19%
16	LOST MARY PINEAPPLE ICE VAPE BAR 20mg x	8	47.92	0.00	25.92	22.00	46%
17	Americano	14	26.00	2.00	4.38	21.63	83%
18	Cards	17	21.25	0.00	0.00	21.25	100%
19	Christmas cake	3	20.95	0.00	0.00	20.95	100%
20	HARDYS V R PINOT GRIGIO 75CLx6	13	90.87	0.00	73.29	17.58	19%
21	Cathedral mature cheddar	19	62.51	0.00	45.25	17.26	28%
22	Christmas Cards Handmade	21	21.00	0.00	4.52	16.49	79%
23	CUTTERS CHOICE EXTRA FINE 30G X 5	10	189.50	0.00	173.16	16.34	9%
24	Blue Whole Milk 1L	45	54.00	0.00	38.25	15.75	29%
25	Luxury Dundee Xmas cake	3	69.00	0.00	54.00	15.00	22%
26	Donated pie	4	15.00	0.00	0.00	15.00	100%
27	Homemade Xmas cake	1	14.95	0.00	0.00	14.95	100%
28	Stem Ginger Cake	25	44.00	6.00	29.25	14.75	34%
29	Cauliflower	72	80.12	1.63	65.40	14.72	18%
30	Clotted Cream 113g	31	49.98	0.00	35.34	14.64	29%
31	BS white sliced loaf	26	61.10	0.00	46.54	14.56	24%
32	Cadbury Xmas Puds	37	25.53	0.00	11.37	14.16	55%
33	Cappuccino	7	14.00	0.00	4.38	9.63	69%
34	Honey	2	14.00	0.00	12.00	2.00	14%
35	Misc Brfudgeead (ad hoc)	2	13.90	0.00	11.12	2.78	20%
36	Cornish Butter	26	77.74	0.00	64.22	13.52	17%
37	TATE & LYLE GRANULATED SUGAR 1KG x15	15	29.85	0.00	16.49	13.36	45%
38	AMSTEL LAGER 4PK X 440ML X 6	11	65.45	0.00	52.47	12.98	20%
39	Stollen	1	11.50	0.00	0.00	11.50	100%
40	Stollen	1	11.50	0.00	0.00	11.50	100%
488	Baker Street Hot Dog Rolls	6	8.76	4.38	8.34	0.42	5%
489	Trevarthen meatham	1	2.16	0.00	1.75	0.41	19%
490	PM ♦1.45 PASTA N SAUCE CHEESE& BROCOLLI	1	1.45	0.00	1.06	0.39	27%
491	Ibuprofen 200mg galpharm	1	0.99	0.00	0.60	0.39	40%
492	KIT KAT 4 FINGER X 24	2	1.60	0.00	1.22	0.39	24%
493	SAXA GROUND BLACK PEPPER *25g* X 12	1	1.39	0.00	1.01	0.38	28%
494	PM ♦1.79 JACOBS CREAM CRACKERS 300G X 12	1	1.79	0.00	1.42	0.37	21%
495	EPICURE CHICKPEAS IN SALT WATER 400G X 6	1	1.29	0.00	0.97	0.33	25%
496	COLGATE TOOTHBRUSH TWISTER X 12	1	1.09	0.00	0.77	0.32	29%
497	Onken strawberry yoghurt	4	6.27	2.09	5.96	0.31	5%
498	PM ♦2.49 FLASH LEMON LIQUID 950ML	1	2.49	0.00	2.19	0.30	12%
499	Tags	3	0.30	0.00	0.00	0.30	100%
500	SWIZZELS FRUITY POPS DISPENSER 100 X 10P	7	0.80	0.20	0.52	0.28	35%
501	PM ♦1.49 ROBINSONS SQUASH ORANGE NAS 75	1	1.49	0.00	1.22	0.27	18%
502	PM ♦1.49 ROBINSONS SQUASH SUMMER FRUIT	1	1.49	0.00	1.22	0.27	18%
503	PM ♦1.25 RYVITA CRACKERBREAD 125g x 8	1	1.25	0.00	0.99	0.26	21%
504	FRUIT SHOOT ORANGE *NAS* 275ML X 12	1	0.89	0.00	0.65	0.24	27%
505	PM ♦1.49 CAREX HANDWASH MOISTURE 250MI	1	1.49	0.00	1.26	0.23	16%
506	PM ♦1.49 CAREX HANDWASH ORIGINAL 250ML	1	1.49	0.00	1.26	0.23	16%
507	Bow	2	0.20	0.00	0.00	0.20	100%
508	TARKA *SPARKLING* 500ML X 24 100% RECYC	1	0.45	0.00	0.29	0.16	36%
509	BORWICKS BICARB SODA 100G X 12	1	0.59	0.00	0.44	0.15	25%
510	Paracetamol	1	0.75	0.00	0.65	0.10	14%
511	Bows	1	0.10	0.00	0.00	0.10	100%
512	OAT MILK 1 litre x 6	2	3.18	0.00	3.12	0.06	2%
513	Book of 8 stamps - 2nd Class	69	414.00	0.00	414.00	0.00	0%
514	Book of 4 stamps - 1st Class	16	80.00	0.00	80.00	0.00	0%
515	The Daily Mail	61	61.00	0.00	61.00	0.00	0%
516	The West Briton	16	36.80	0.00	36.80	0.00	0%
517	The Daily Telegraph	12	36.00	0.00	36.00	0.00	0%
518	The Times on Saturday	10	34.50	0.00	34.50	0.00	0%
519	The Times	10	28.00	0.00	28.00	0.00	0%
520	The Gaurdian on Saturday	5	19.00	0.00	19.00	0.00	0%
521	The Sunday Telegraph	6	18.00	0.00	18.00	0.00	0%
522	The Observer	3	11.40	0.00	11.40	0.00	0%
523	TV Choice	7	11.20	0.00	11.20	0.00	0%
524	The Guardian	4	11.20	0.00	11.20	0.00	0%
525	The Falmouth Packet	8	8.80	0.00	8.80	0.00	0%
526	Christmas Wrap	2	2.00	0.50	2.00	0.00	0%
527	Donated veg	3	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	207	602.41	0.00	487.95	114.46	19%
2	Green Semi-skim Milk 2L	189	415.80	0.00	406.83	8.97	2%
3	Book of 8 stamps - 2nd Class	69	414.00	0.00	414.00	0.00	0%
4	CANTI PROSECCO 75CL X 6	32	309.69	9.99	252.80	56.89	18%
5	Tray Bake	134	254.00	14.00	85.76	168.24	66%
6	Large Fresh Eggs x6	118	236.00	0.00	123.90	112.10	48%
7	Blakes Mince Pies	39	194.61	0.00	155.61	39.00	20%
8	CUTTERS CHOICE EXTRA FINE 30G X 5	10	189.50	0.00	173.16	16.34	9%
9	Blue Whole Milk 2L	75	165.00	0.00	159.75	5.25	3%
10	GOLDEN VIRGINIA 30G X 5	8	164.80	0.00	154.44	10.36	6%
11	Medium Free Range Eggs x6	78	156.00	0.00	97.50	58.50	38%
12	PM ♦6.25 STELLA ARTOIS 440ml 4PK X 6	24	150.00	0.00	115.15	34.85	23%
13	Green Semi-skim Milk 1L	117	140.40	0.00	99.45	40.95	29%
14	HARDYS V R SAUVIGNON BLANC 75CLS x 6	18	125.82	0.00	101.48	24.34	19%
15	Potatoes - bag	58	107.30	0.00	0.00	107.30	100%
16	HARDYS V R PINOT GRIGIO 75CLx6	13	90.87	0.00	73.29	17.58	19%
17	Cauliflower	72	80.12	1.63	65.40	14.72	18%
18	The Sunday Times	21	80.00	4.00	84.00	-4.00	-5%
19	Book of 4 stamps - 1st Class	16	80.00	0.00	80.00	0.00	0%
20	Leeks	70	79.75	0.00	49.84	29.91	38%
21	Cornish Butter	26	77.74	0.00	64.22	13.52	17%
22	Blakes White large	37	77.51	9.44	71.44	6.07	8%
23	Luxury Dundee Xmas cake	3	69.00	0.00	54.00	15.00	22%
24	AMSTEL LAGER 4PK X 440ML X 6	11	65.45	0.00	52.47	12.98	20%
25	LAMBERT & BUTLER K/S ORIGINAL SILVER 20	5	64.65	0.00	60.65	4.00	6%
26	The Telegraph on Saturday	18	64.00	8.00	72.00	-8.00	-13%
27	Cathedral mature cheddar	19	62.51	0.00	45.25	17.26	28%
28	BS white sliced loaf	26	61.10	0.00	46.54	14.56	24%
29	The Daily Mail	61	61.00	0.00	61.00	0.00	0%
30	Blakes Large Wholemeal	27	58.53	6.00	51.62	6.91	12%
31	Blakes Malted Small	41	56.47	7.90	51.66	4.81	9%
32	Blakes 4 saffron buns	23	56.35	0.00	45.08	11.27	20%
33	The Mail on Saturday	41	56.00	1.40	57.40	-1.40	-3%
34	Blue Whole Milk 1L	45	54.00	0.00	38.25	15.75	29%
35	CASILLERO MERLOT 75CL X 6	6	52.50	0.00	41.70	10.80	21%
36	Blakes Wholemeal small	43	52.34	13.02	52.46	-0.12	0%
37	WHISKAS DUO OCEAN DELIGHTS 85g x 12 x 4	10	51.50	0.00	45.75	5.75	11%
38	Clotted Cream 113g	31	49.98	0.00	35.34	14.64	29%
39	Blakes Rich Slab Cake	11	48.29	0.00	38.61	9.68	20%
40	JAM SHED SHIRAZ 75CL X 6	6	47.94	0.00	39.00	8.94	19%
521	Pitta Bread Plain	5	1.29	5.16	4.08	-2.79	-216%
522	EPICURE CHICKPEAS IN SALT WATER 400G X 6	1	1.29	0.00	0.97	0.33	25%
523	PM ♦1.25 RYVITA CRACKERBREAD 125g x 8	1	1.25	0.00	0.99	0.26	21%
524	Mince pie	1	1.20	0.00	0.00	1.20	100%
525	Oasis	1	1.20	0.00	0.00	1.20	100%
526	Jacks Lasagne Sheets	1	1.19	0.00	0.00	1.19	100%
527	COLGATE TOOTHBRUSH TWISTER X 12	1	1.09	0.00	0.77	0.32	29%
528	Swizzles Fruity Pops	5	1.00	0.00	0.00	1.00	100%
529	Ribbon	3	1.00	0.00	0.00	1.00	100%
530	Chard	1	1.00	0.00	0.00	1.00	100%
531	String	1	1.00	0.00	0.00	1.00	100%
532	Xmas paper	1	1.00	0.00	0.00	1.00	100%
533	Ibuprofen 200mg galpharm	1	0.99	0.00	0.60	0.39	40%
534	Cream egg	1	0.89	0.00	0.00	0.89	100%
535	FRUIT SHOOT ORANGE *NAS* 275ML X 12	1	0.89	0.00	0.65	0.24	27%
536	SWIZZLES FRUITY POPS DISPENSER 100 X 10P	7	0.80	0.20	0.52	0.28	35%
537	Donated sausage roll	1	0.75	0.00	0.00	0.75	100%
538	Glue Stick	1	0.75	0.00	0.00	0.75	100%
539	Large Envelopes	1	0.75	0.00	0.00	0.75	100%
540	Paracetamol	1	0.75	0.00	0.65	0.10	14%
541	White Tack	1	0.75	0.00	0.00	0.75	100%
542	Odd yoghurt	1	0.70	0.00	0.00	0.70	100%
543	Wrigleys extra ice spearmint	1	0.65	0.00	0.00	0.65	100%
544	Baking cases x75	1	0.59	0.00	0.00	0.59	100%
545	BORWICKS BICARB SODA 100G X 12	1	0.59	0.00	0.44	0.15	25%
546	Brussels	1	0.50	0.00	0.00	0.50	100%
547	Pens	1	0.50	0.00	0.00	0.50	100%
548	Pepper	1	0.50	0.00	0.00	0.50	100%
549	TARKA *SPARKLING* 500ML X 24 100% RECYC	1	0.45	0.00	0.29	0.16	36%
550	Tags	3	0.30	0.00	0.00	0.30	100%
551	Bow	2	0.2	0	0	0.2	1
552	Bows	1	0.1	0	0	0.1	1
553	Staff Americano	27	0.00	0.00	7.03	-7.03	n/a
554	Staff Latte	20	0.00	0.00	10.42	-10.42	n/a
555	Staff Cappuccino	13	0.00	0.00	6.77	-6.77	n/a
556	TATE & LYLE ICING SUGAR 1KG X 10	7	0.00	22.75	16.42	-16.42	n/a
557	Donated veg	3	0.00	0.00	0.00	0.00	n/a
558	DOOMBAR 500MLS BOTTLES X 8 *SHARPS*	2	0.00	4.70	3.77	-3.77	n/a
559	Staff Hot Chocolate	2	0.00	0.00	0.21	-0.21	n/a
560	Shortbread Biscuits - pack of 3	1	0.00	3.90	3.50	-3.50	n/a

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

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

		Total Sales Inc		Total	Total Costs			
Rank	Name	Qty	VAT	Discount	INC VAT	Margin £	Margin %	
1	Trevarthen meat	207	602.41	0.00	487.95	114.46	19%	
2	Green Semi-skim Milk 2L	189	415.80	0.00	406.83	8.97	2%	
3	Carrots/Parsnips	178	34.40	1.20	42.97	-8.57	-25%	
4	Tray Bake	134	254.00	14.00	85.76	168.24	66%	
5	Large Fresh Eggs x6	118	236.00	0.00	123.90	112.10	48%	
6	Green Semi-skim Milk 1L	117	140.40	0.00	99.45	40.95	29%	
7	Medium Free Range Eggs x6	78	156.00	0.00	97.50	58.50	38%	
8	Blue Whole Milk 2L	75	165.00	0.00	159.75	5.25	3%	
9	Cauliflower	72	80.12	1.63	65.40	14.72	18%	
10	Leeks	70	79.75	0.00	49.84	29.91	38%	
11	Book of 8 stamps - 2nd Class	69	414.00	0.00	414.00	0.00	0%	
12	PM 25P FREDDO ORIGINAL X 60	66	16.50	0.00	13.58	2.92	18%	
13	The Daily Mail	61	61.00	0.00	61.00	0.00	0%	
14	Potatoes - bag	58	107.30	0.00	0.00	107.30	100%	
15	Green Semi-skim Milk 568ml	47	33.75	1.50	37.60	-3.85	-11%	
16	WHISKAS TUNA IN JELLY POUCHES 85g x 28	47	23.03	0.00	20.12	2.91	13%	
17	Blue Whole Milk 1L	45	54.00	0.00	38.25	15.75	29%	
18	Loose Mushrooms large	45	19.80	13.95	9.88	9.92	50%	
19	Blakes Wholemeal small	43	52.34	13.02	52.46	-0.12	0%	
20	Blakes Malted Small	41	56.47	7.90	51.66	4.81	9%	
21	The Mail on Saturday	41	56.00	1.40	57.40	-1.40	-3%	
22	Blakes Mince Pies	39	194.61	0.00	155.61	39.00	20%	
23	Blakes White large	37	77.51	9.44	71.44	6.07	8%	
24	Cadbury Xmas Puds	37	25.53	0.00	11.37	14.16	55%	
25	Red Onions	37	18.50	0.00	8.58	9.92	54%	
26	Blakes White small	33	45.00	4.50	39.60	5.40	12%	
27	PM ♦1.15 SWIZZELS SQUASHIES DRUMSTICKS 1	33	37.95	0.00	27.06	10.89	29%	
28	Cabbage/lettuce	32	31.87	3.13	25.60	6.27	20%	
29	CANTI PROSECCO 75CL X 6	32	309.69	9.99	252.80	56.89	18%	
30	COKE CANS 330MLS X 24	32	27.20	0.00	19.66	7.54	28%	
31	Clotted Cream 113g	31	49.98	0.00	35.34	14.64	29%	
32	BURTS PIGS IN BLANKETS *40G* X 20	30	26.70	0.00	17.08	9.62	36%	
33	PM 70P MARS STD 51g X 48	30	21.00	0.00	16.87	4.13	20%	
34	Sweet Peppers	30	5.20	9.80	0.00	5.20	100%	
35	CRUNCHIE X 48	29	23.20	0.00	17.15	6.05	26%	
36	HAPPY HIPPO *HAZELNUT* X 28	28	15.40	0.00	10.69	4.71	31%	
37	Lemon or lime small	28	6.25	0.75	3.30	2.95	47%	
38	PM ♦1.25 HARIBO STARMIX 140G X 12	28	35.00	0.00	26.18	8.82	25%	
39	Blakes Large Wholemeal	27	58.53	6.00	51.62	6.91	12%	
40	Staff Americano	27	0.00	0.00	7.03	-7.03	n/a	
521	PM ♦16.29 CAPTAIN MORGANS SPICE RUM 70CL	1	16.29	0.00	14.64	1.65	10%	
522	PM ♦2.49 FLASH LEMON LIQUID 950ML	1	2.49	0.00	2.19	0.30	12%	
523	PM ♦2.49 PAXO SAGE/ONION STUFFING 170G X	1	2.49	0.00	1.90	0.59	24%	
524	PM ♦2.99 KELLOGGS CRUNCHY NUT GRANOLA 3	1	2.99	0.00	2.49	0.50	17%	
525	Pm 249 cadbury hot chocolate	1	2.49	0.00	2.01	0.48	19%	
526	PM ♦3.25 SHREDDIES 460g x 6	1	3.25	0.00	2.39	0.86	26%	
527	PM ♦3.99 FAIRY NON BIO SENSITIVE POWDER	1	3.99	0.00	3.00	0.99	25%	
528	PM ♦5.49 MONSTER ORIGINAL 500ml 4PK x 6	1	5.49	0.00	4.11	1.38	25%	
529	Port salut	1	2.49	0.00	0.00	2.49	100%	
530	Pringles original	1	2.75	0.00	2.10	0.65	24%	
531	SAXA GROUND BLACK PEPPER *25g* X 12	1	1.39	0.00	1.01	0.38	28%	
532	Schweppes slimline tonic	1	2.65	0.00	0.00	2.65	100%	
533	Shortbread Biscuits - pack of 3	1	0.00	3.90	3.50	-3.50	n/a	
534	Stella	1	5.29	0.00	0.00	5.29	100%	
535	Stollen	1	11.50	0.00	0.00	11.50	100%	
536	Stollen	1	11.50	0.00	0.00	11.50	100%	
537	String	1	1.00	0.00	0.00	1.00	100%	
538	SUDAFED HEADACHE/CONGESTION 16PK X 6	1	5.60	0.00	4.12	1.48	26%	
539	SURE DEO SPRAY FOR WOMEN **BRIGHT ** 150	1	1.75	0.00	1.27	0.48	27%	
540	SURE MEN ACTIVE 150ML X 6	1	1.99	0.00	1.32	0.67	34%	
541	SURE ROLL ON COTTON 50ML X 6	1	3.25	0.00	2.34	0.91	28%	
542	TARKA *SPARKLING* 500ML X 24 100% RECYC	1	0.45	0.00	0.29	0.16	36%	
543	TATE & LYLE BLACK TREACLE 454G X 12	1	2.05	0.00	1.36	0.69	34%	
544	TATE & LYLE GOLDEN SYRUP 454g X 12	1	2.09	0.00	1.53	0.56	27%	
545	Times on saturday	1	3.50	0.00	0.00	3.50	100%	
546	TIPTREE CHOCOLATE SPREAD 205g x 6	1	3.29	0.00	2.63	0.67	20%	
547	TIPTREE LEMON CURD 312g x 6	1	3.29	0.00	2.67	0.63	19%	
548	TIPTREE RASPBERRY SEEDLESS CONSERVE 340g	1	3.49	0.00	2.83	0.66	19%	
549	Trevarthen bacon	1	2.69	0.00	2.18	0.51	19%	
550	Trevarthen meat hogs	1	3.32	0.00	2.69	0.63	19%	
551	Trevarthen meat sausage	1	3.84	0	3.1104	0.7296	19%	
552	Trevarthen meat sausages	1	3.74	0	3.0294	0.7106	19%	
553	Trevarthen meatham	1	2.16	0	1.7496	0.4104	19%	
554	Truffles	1	3.50	0.00	0.00	3.50	100%	
555	VERSARE/SUPRI PINOT GRIGIO INZOLIA 70CLS	1	6.99	0.00	5.65	1.34	19%	
556	Vinegar	1	1.55	0.00	0.00	1.55	100%	
557	W/E hot drink+cake	1	3.00	0.00	1.45	1.55	52%	
558	White Tack	1	0.75	0.00	0.00	0.75	100%	
559	Wrigleys extra ice spearmint	1	0.65	0.00	0.00	0.65	100%	
560	Xmas paper	1	1.00	0.00	0.00	1.00	100%	