

PERRANWELL COMMUNITY STORES MANAGEMENT ACCOUNTS

From 01/06/2023 to 30/04/2024

OPERATING MONTH **6**



NOTES TO PCS REPORTS

Interpretation of results

The headline result is a monthly sales total of £8.7k and a gross profit of £2.0k ie 23% margin (or YTD £57.5k and £13.8k - 24% respectively)

This has been our lowest month's turnover since opening last November, lower even than the average for Q1

Bakery has strengthened its position as the top provider of margin - nearly a quarter of total gross margin due to high sales and high margin %
The top 5 segments (bakery, groceries, confectionery, alcohol and dairy) are also increasing their dominance as they accounted for 75% of total gross margin in the month (69% ytd)

We're planning to undertake a full stock check during the summer in order to properly quantify the real value of wastage and consequently the true profit levels.

The absence of unusual overhead items meant that overheads reduced back to their normal levels

As a consequence and despite the reduced sales monthly profit increased slightly to £1.8k

Cash has continued to increase in line with profits with the total cash surplus reaching £29k (£28k at end of February)

	month	ytd
Data quality improved in the month with the failure rate (sale item not matched with EPOS) currently standing at 1 in:	463	90
(representing a combination of scanning, set-up and operator errors). Previous records in Jan and Feb both surpassed		

EPOS data quality

	Month	YTD		YTD	Month
Known product lines sold	504	973	Total items sold	31,237	5,097
Product lines not directly identified in epos	10	194	Of which unidentified	349	11
(ie entered via MISC + button)			Unidentified %	1.1%	0.2%
			or 1 in	90	463

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

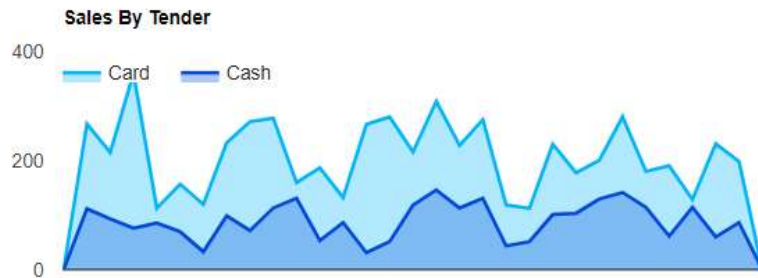
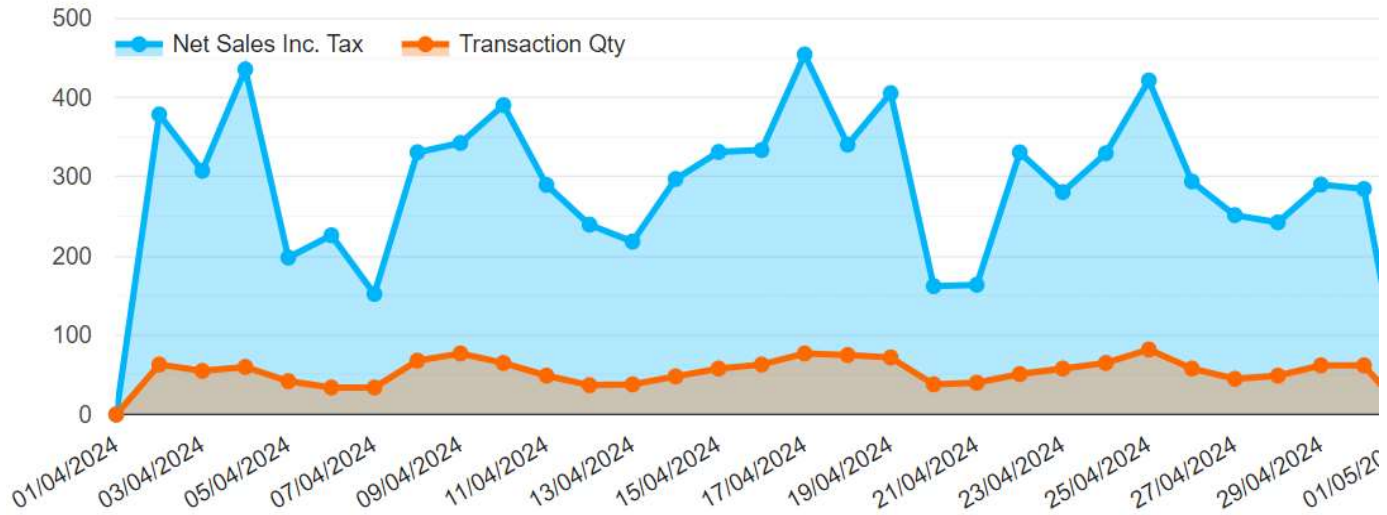
12/01/2024 Tremletts

PERRANWELL COMMUNITY STORES MANAGEMENT ACCOUNTS

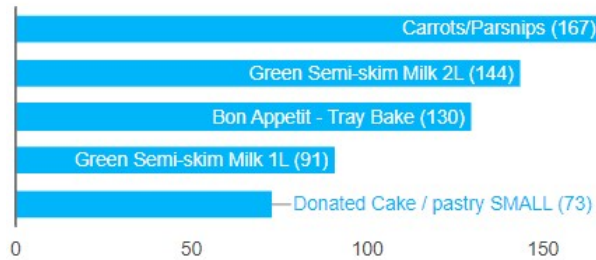
From 01/06/2023 to 30/04/2024



HIGH LEVEL SALES ANALYSIS (source: EPOS)



Best Sellers



PERRANWELL COMMUNITY STORES

MANAGEMENT ACCOUNTS

From 01/06/2023 to 30/04/2024

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	Pet Food etc	Stationery
Turnover														
Sales	8,489	8,484	6,861	7,218	5,707	2,321	4,356	2,035	697	3,337	1,967	910	859	976
Other revenue	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Total Turnover	8,489	8,484	6,861	7,218	5,707	2,321	4,356	2,035	697	3,337	1,967	910	859	976
Cost of Sales														
Card Transaction fees	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Cost of Goods Sold	5,399	5,951	5,121	5,783	4,335	1,162	3,510	1,453	217	2,863	1,479	663	713	845
Stock wastage	272	90	33	3	41	126	26	23	4	0	40	3	0	0
Total Cost of Sales	5,671	6,040	5,154	5,785	4,376	1,288	3,535	1,476	222	2,863	1,519	666	713	845
Gross Profit	2,818	2,444	1,707	1,432	1,331	1,033	820	559	475	474	449	245	146	131
Gross Margin	33%	29%	25%	20%	23%	44%	19%	27%	68%	14%	23%	27%	17%	13%
Wastage	3.2%	1.1%	0.5%	0.0%	0.7%	5.4%	0.6%	1.2%	0.6%	0.0%	2.0%	0.3%	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
Gifts for volunteers	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	0	153	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	0	153	0	0	0	0	0
Operating Profit	2,818	2,444	1,707	1,432	1,331	1,033	820	559	323	474	449	245	146	131
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	2,818	2,444	1,707	1,432	1,331	1,033	820	559	323	474	449	245	146	131
Profit after Taxation	2,818	2,444	1,707	1,432	1,331	1,033	820	559	323	474	449	245	146	131

PERRANWELL COMMUNITY STORES



Account	Toiletries and Beauty	Newspapers	Unassigned	Total
Turnover				
Sales	319	2,840	137	57,513
Other revenue	0	0	239	239
Total Turnover	319	2,840	376	57,752
Cost of Sales				
Card Transaction fees	0	0	360	360
Cost of Goods Sold	234	2,848	94	42,668
Stock wastage	0	63	250	974
Total Cost of Sales	234	2,911	703	44,001
Gross Profit	85	(71)	(328)	13,751
<i>Gross Margin</i>	<i>27%</i>	<i>-2%</i>		<i>24%</i>
Wastage	0.0%	2.2%		1.7%
Administrative Costs				
Accounting S/W fees	0	0	284	284
Advertising & Marketing	0	0	29	29
Bank Fees	0	0	79	79
Charitable and Political Donations	0	0	170	170
Cleaning & Decorating	0	0	382	382
Gifts for volunteers	0	0	274	274
Insurance	0	0	157	157
IT Software and Consumables	0	0	608	608
Legal Expenses	0	0	13	13
Light, Power, Heating	0	0	600	600
Miscellaneous equipment uncapitalised	0	0	2,077	2,077
Operating Lease Payments	0	0	72	72
Postage, Freight & Courier	0	0	162	162
Printing & Stationery	0	0	451	451
Professional fees	0	0	738	738
Shop consumables	0	0	157	157
Staff consumption	0	0	0	153
Staff Training	0	0	280	280
Telephone & Internet	0	0	71	71
Total Administrative Costs	0	0	6,603	6,756
Operating Profit	85	(71)	(6,931)	6,995
Other Income				
Donations	0	0	28,701	28,701
Total Other Income	0	0	28,701	28,701
Profit on Ordinary Activities Before Taxation	85	(71)	21,770	35,696
Profit after Taxation	85	(71)	21,770	35,696



Account	Youngins	Suzy Stebbing	Roddas	Bookers	Colin Carters	Blakes	Trevarthen	Pryors	B&M	Local Donor	Kneebone	Unknown	GC Produce	JJ & GDC Leach	Tremletts	Unassigned	Total
Turnover																	
Sales	28,274	2,717	5,721	3,988	2,094	4,322	3,456	533	696	326	971	372	47	145	2,840	1,010	57,513
Other revenue	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	239	239
Total Turnover	28,274	2,717	5,721	3,988	2,094	4,322	3,456	533	696	326	971	372	47	145	2,840	1,249	57,752
Cost of Sales																	
Card Transaction fees	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	360	360
Cost of Goods Sold	21,967	1,267	4,346	2,844	1,132	3,412	2,837	0	165	7	674	248	2	120	2,848	797	42,668
Stock wastage	176	37	41	155	2	196	12	0	4	0	34	0	0	0	63	252	974
Total Cost of Sales	22,143	1,305	4,387	3,000	1,135	3,608	2,849	0	170	7	708	248	2	120	2,911	1,409	44,001
Gross Profit	6,131	1,413	1,334	988	959	714	607	533	526	319	263	124	45	25	(71)	(160)	13,751
Gross Margin	22%	52%	23%	25%	46%	17%	18%	100%	76%	98%	27%	33%	96%	17%	-2%		24%
Wastage	0.6%	1.4%	0.7%	3.9%	0.1%	4.5%	0.3%	0.0%	0.6%	0.0%	3.5%	0.0%	0.0%	0.0%	2.2%		1.7%
Administrative Costs																	
Accounting S/W fees	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	284	284
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	79	79
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
Gifts for volunteers	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	274	274
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	608	608
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	600	600
Miscellaneous equipment uncapitalised	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	2,077	2,077
Operating Lease Payments	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	72	72
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	14	0	0	0	0	0	0	0	0	0	0	0	143	157
Staff consumption	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	153	153
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	71	71
Total Administrative Costs	0	0	0	14	0	0	0	0	0	0	0	0	0	0	0	6,742	6,756
Operating Profit	6,131	1,413	1,334	975	959	714	607	533	526	319	263	124	45	25	(71)	(6,902)	6,995
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	6,131	1,413	1,334	975	959	714	607	533	526	319	263	124	45	25	(71)	21,800	35,696
Profit after Taxation	6,131	1,413	1,334	975	959	714	607	533	526	319	263	124	45	25	(71)	21,800	35,696

	1	2	3	4	5	6	7	8	9	10	11
Account	Bakery and Bread	Groceries	Confectionery and Snacks	Dairy	Beers, Wines, Spirits	Chilled Products	Soft Drinks	Tobacco and Vapes	Household	Fresh Produce	Frozen Products
Turnover											
Sales	1,393	1,275	1,131	766	878	677	424	520	337	265	211
Other revenue	0	0	0	0	0	0	0	0	0	0	0
Total Turnover	1,393	1,275	1,131	766	878	677	424	520	337	265	211
Share of total sales	16%	15%	13%	9%	10%	8%	5%	6%	4%	3%	2%
Cost of Sales											
Card Transaction fees	0	0	0	0	0	0	0	0	0	0	0
Cost of Goods Sold	868	914	842	564	691	543	298	434	251	150	151
Stock wastage	65	15	0	9	3	4	5	0	10	48	0
Total Cost of Sales	933	928	843	573	694	546	302	434	261	198	151
Gross Profit	460	346	289	193	184	130	122	86	77	67	60
Gross Margin	33%	27%	26%	25%	21%	19%	29%	17%	23%	25%	29%
Wastage	4.7%	1.2%	0.0%	1.1%	0.3%	0.5%	1.1%	0.0%	3.0%	18.1%	0.0%
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
Light, Power, Heating	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	460	346	289	193	184	130	122	86	77	67	60
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	460	346	289	193	184	130	122	86	77	67	60
Profit after Taxation	460	346	289	193	184	130	122	86	77	67	60

PERRANWELL COMMUNITY STORES



Account	12 Tea&Coffee takeaway	13 Pet Food etc	14 Stationery	15 Toiletries and Beauty	16 Newspapers	17 Unassigned	Total
Turnover							
Sales	87	168	89	37	393	3	8,654
Other revenue	0	0	0	0	0	0	0
Total Turnover	87	168	89	37	393	3	8,654
<i>Share of total sales</i>	<i>1%</i>	<i>2%</i>	<i>1%</i>	<i>0%</i>	<i>5%</i>	<i>0%</i>	<i>100%</i>
Cost of Sales							
Card Transaction fees	0	0	0	0	0	83	83
Cost of Goods Sold	28	136	72	27	393	0	6,363
Stock wastage	0	0	0	0	0	100	258
Total Cost of Sales	28	136	72	27	393	183	6,703
Gross Profit	59	32	17	10	0	(180)	1,951
<i>Gross Margin</i>	<i>67%</i>	<i>19%</i>	<i>19%</i>	<i>27%</i>	<i>0%</i>		<i>23%</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>3.0%</i>
Administrative Costs							
Accounting S/W fees	0	0	0	0	0	41	41
Bank Fees	0	0	0	0	0	8	8
Light, Power, Heating	0	0	0	0	0	100	100
Operating Lease Payments	0	0	0	0	0	10	10
Shop consumables	0	0	0	0	0	6	6
Staff consumption	30	0	0	0	0	0	30
Total Administrative Costs	30	0	0	0	0	164	195
Operating Profit	28	32	17	10	0	(344)	1,756
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	28	32	17	10	0	(344)	1,756
Profit after Taxation	28	32	17	10	0	(344)	1,756



Account	Youings	Suzy Stebbing	Roddas	Bookers	Colin Carters	Blakes	Trevarthen	Local Donor	B&M	Pryors	Unknown	Kneebone	JJ & GDC Leach	GC Produce	Tremletts	Unassigned	Total
Turnover																	
Sales	4,439	412	766	702	259	746	517	75	87	59	90	86	19	2	393	3	8,654
Other Revenue	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Total Turnover	4,439	412	766	702	259	746	517	75	87	59	90	86	19	2	393	3	8,654
Cost of Sales																	
Card Transaction fees	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	83	83
Cost of Goods Sold	3,395	161	564	505	150	592	424	0	20	0	72	61	16	0	393	8	6,363
Stock wastage	32	8	9	47	1	47	0	0	0	0	0	15	0	0	0	100	258
Total Cost of Sales	3,427	169	573	552	150	639	424	0	20	0	72	76	16	0	393	191	6,703
Gross Profit	1,012	243	193	150	109	107	93	75	67	59	17	10	3	2	0	(188)	1,951
Gross Margin	23%	59%	25%	21%	42%	14%	18%	100%	77%	100%	19%	12%	16%	100%	0%		23%
Wastage	0.7%	2.0%	1.1%	6.7%	0.3%	6.3%	0.0%	0.0%	0.0%	0.0%	0.0%	17.0%	0.0%	0.0%	0.0%		3.0%
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
Light, Power, Heating	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	100	100
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	14	0	0	0	0	0	0	0	0	0	0	0	(8)	6
Staff consumption	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	30	30
Total Administrative Costs	0	0	0	14	0	0	0	0	0	0	0	0	0	0	0	181	195
Operating Profit	1,012	243	193	136	109	107	93	75	67	59	17	10	3	2	0	(369)	1,756
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	1,012	243	193	136	109	107	93	75	67	59	17	10	3	2	0	(369)	1,756
Profit after Taxation	1,012	243	193	136	109	107	93	75	67	59	17	10	3	2	0	(369)	1,756

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	Bon Appetit - Tray Bake	795	1514.00	76.00	518.88	995.12	66%
2	Large Fresh Eggs x6	598	1196.30	3.50	551.25	645.05	54%
3	Trevarthen meat	1146	3203.35	37.34	2594.71	608.64	19%
4	Potatoes - bag	298	546.21	5.09	0.00	546.21	100%
5	Green Semi-skim Milk 2L	1018	2240.65	4.40	1844.82	395.83	18%
6	Medium Free Range Eggs x6	433	860.10	5.00	492.50	367.60	43%
7	CANTI PROSECCO 75CL X 6	166	1670.35	9.99	1327.20	343.15	21%
8	Green Semi-skim Milk 1L	688	819.60	1.20	584.80	234.80	29%
9	Latte	132	250.00	14.00	44.38	205.63	82%
10	PM ♦6.25 STELLA ARTOIS 440ml 4PK X 6	118	737.50	0.00	566.16	171.34	23%
11	Misc Bread (ad hoc)	46	152.25	0.00	0.00	152.25	100%
12	Donated Cake / pastry SMALL	151	151.00	0.00	0.00	151.00	100%
13	Leeks	364	401.79	21.46	258.23	143.56	36%
14	Bon Appetit - Cake Slice	150	297.00	3.00	160.28	136.72	46%
15	Blue Whole Milk 2L	358	787.25	3.30	653.94	133.31	17%
16	Americano	77	146.00	8.00	16.56	129.44	89%
17	Slice of Any Blakes Cake	143	286.00	0.00	157.30	128.70	45%
18	Cappuccino	74	142.00	6.00	31.88	110.13	78%
19	LOST MARY PINEAPPLE ICE VAPE BAR 20mg x	40	239.60	0.00	129.60	110.00	46%
20	Cathedral mature cheddar	115	378.35	0.00	273.90	104.45	28%
21	AMSTEL LAGER 4PK X 440ML X 6	88	523.60	0.00	419.76	103.84	20%
22	Stem Ginger Cake	117	225.00	9.00	123.85	101.15	45%
23	Blue Whole Milk 1L	285	339.42	1.20	242.25	97.17	29%
24	Blakes 4 saffron buns	163	398.54	2.46	308.13	90.41	23%
25	Cards	64	78.75	1.25	0.00	78.75	100%
26	Firelighters	112	140.00	0.00	62.80	77.20	55%
27	HARDYS V R PINOT GRIGIO 75CLx6	51	362.09	0.00	287.54	74.55	21%
28	Honey	12	71.50	0.00	0.00	71.50	100%
29	Meadow Churn Salted butter 250g	162	338.58	0.00	267.30	71.28	21%
30	ROWESFROZEN PASTIES STEAK	129	250.40	1.95	179.31	71.09	28%
31	Golden Virginia yellow	26	554.65	0.00	486.42	68.23	12%
32	GOLDEN VIRGINIA 30G X 5	15	309.00	0.00	241.32	67.68	22%
33	Misc	26	65.73	0.00	0.00	65.73	100%
34	Roddas Cornish Butter	123	367.77	0.00	303.81	63.96	17%
35	TATE & LYLE GRANULATED SUGAR 1KG x15	73	143.28	1.99	80.25	63.03	44%
36	Bake At Home French Rolls	20	65.00	0.00	2.89	62.11	96%
37	Tea	40	58.50	1.50	0.79	57.71	99%
38	COKE CANS 330MLS X 24	243	206.55	0.00	149.32	57.23	28%
39	Cutters choice original	18	411.15	0.00	356.79	54.36	13%
40	PM ♦1.15 SWIZZELS SQUASHIES DRUMSTICKS 1	161	185.15	0.00	132.02	53.13	29%
934	Pastie	2	0.00	0.00	0.00	0.00	n/a
935	Soya Milk	1	0.00	0.00	0.00	0.00	n/a
936	BENS TIKKA MASALA 450G X 6	0	0.00	0.00	0.00	0.00	n/a
937	PM ♦1.25 MONSTER MUNCH PICKLED ONION 720	0	0.00	0.00	0.00	0.00	n/a
938	Tomato - single large	35	16.10	1.40	16.22	-0.12	-1%
939	Book of 4 stamps - 1st class	105	629.80	0.00	630.00	-0.20	0%
940	Blakes Tiger Bread	13	5.18	1.74	5.52	-0.34	-7%
941	PM ♦9P WISPA X 48	0	0.00	0.00	0.44	-0.44	n/a
942	PM ♦1.69 DETTOL SURFACE BIO WIPES 30s x	14	18.59	5.07	19.07	-0.48	-3%
943	White onion	1	-0.50	0.00	0.00	-0.50	100%
944	PM ♦1.79 TUC SANDWICH 150G X 12	13	17.89	5.38	18.41	-0.52	-3%
945	Lightet	1	-0.55	0.00	0.00	-0.55	100%
946	PM ♦1.99 DIET COKE 1.75 LTR X 6	6	7.95	3.99	8.75	-0.80	-10%
947	SCHWEPPES TONIC WATER 1LTR X 6	12	21.60	7.20	22.54	-0.94	-4%
948	Staff Hot Chocolate	10	0.00	0.00	1.18	-1.18	n/a
949	PM ♦2.49 FLASH LEMON LIQUID 950ML	4	7.47	2.49	8.76	-1.29	-17%
950	*150G* BURTS CHEDDAR & SPRING ONION x10	19	31.14	9.71	32.51	-1.37	-4%
951	Whole oats	1	-1.39	0.00	0.00	-1.39	100%
952	HARRISONS SWEET CHILLI SAUCE 300ml x 8	5	3.50	3.50	5.25	-1.75	-50%
953	THREE BEAN SALAD	12	17.44	7.16	19.80	-2.36	-14%
954	The Sunday Telegraph	40	117.00	3.00	119.40	-2.40	-2%
955	The Observer	8	26.60	3.80	29.26	-2.66	-10%
956	The Sunday Times	131	520.00	4.00	522.80	-2.80	-1%
957	Tate&Lyle cane icing sugar 500g	23	24.75	13.20	27.81	-3.06	-12%
958	Shortbread Biscuits - pack of 3	2	3.90	3.90	7.00	-3.10	-79%
959	QS Matchmakers Cool Mint	17	21.37	21.13	24.83	-3.46	-16%
960	The Mail on Sunday	118	237.50	6.00	241.30	-3.80	-2%
961	AUBERGINE	5	1.76	7.04	5.75	-3.99	-227%
962	Sandwich Chicken Tikka	5	3.78	5.67	7.80	-4.02	-106%
963	Blue Whole Milk 568ml	148	93.19	18.65	97.25	-4.06	-4%
964	BUXTON SPARKLING 500ML X 24	12	0.00	9.00	5.39	-5.39	n/a
965	HELLMANN'S CAESAR DRESSING 250MLx6	11	15.00	12.50	20.88	-5.88	-39%
966	COURGETTES	103	71.00	32.00	77.25	-6.25	-9%
967	The Telegraph on Saturday	71	276.00	8.00	282.80	-6.80	-2%
968	TATE & LYLE ICING SUGAR 1KG X 10	10	9.75	22.75	23.45	-13.70	-141%
969	Adnams Ghost Ship Ale	3	8.07	0.00	39.56	-31.49	-390%
970	Staff Americano	119	0.00	0.00	34.53	-34.53	n/a
971	Staff Cappuccino	67	0.00	0.00	38.44	-38.44	n/a
972	Staff Latte	108	0.00	0.00	63.44	-63.44	n/a
973	Dishwasher Tablets x 4	42	42.00	0.00	239.76	-197.76	-471%

BEST/WORST SELLING ITEMS BY SALES 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	Trevarthen meat	1146	3203.35	37.34	2594.71	608.64	19%
2	Green Semi-skim Milk 2L	1018	2240.65	4.40	1844.82	395.83	18%
3	CANTI PROSECCO 75CL X 6	166	1670.35	9.99	1327.20	343.15	21%
4	Bon Appetit - Tray Bake	795	1514.00	76.00	518.88	995.12	66%
5	Large Fresh Eggs x6	598	1196.30	3.50	551.25	645.05	54%
6	Medium Free Range Eggs x6	433	860.10	5.00	492.50	367.60	43%
7	Green Semi-skim Milk 1L	688	819.60	1.20	584.80	234.80	29%
8	Blue Whole Milk 2L	358	787.25	3.30	653.94	133.31	17%
9	PM ♦6.25 STELLA ARTOIS 440ml 4PK X 6	118	737.50	0.00	566.16	171.34	23%
10	Book of 4 stamps - 1st class	105	629.80	0.00	630.00	-0.20	0%
11	Golden Virginia yellow	26	554.65	0.00	486.42	68.23	12%
12	Potatoes - bag	298	546.21	5.09	0.00	546.21	100%
13	AMSTEL LAGER 4PK X 440ML X 6	88	523.60	0.00	419.76	103.84	20%
14	The Sunday Times	131	520.00	4.00	522.80	-2.80	-1%
15	CUTTERS CHOICE EXTRA FINE 30G X 5	23	435.85	0.00	398.27	37.58	9%
16	Blakes Rich Slab Cake	118	432.47	88.70	399.78	32.69	8%
17	MARLBORO GOLD 20	28	419.00	0.00	393.82	25.18	6%
18	Cutters choice original	18	411.15	0.00	356.79	54.36	13%
19	Lambert & Butler	30	407.00	0.00	385.91	21.09	5%
20	Leeks	364	401.79	21.46	258.23	143.56	36%
21	Blakes 4 saffron buns	163	398.54	2.46	308.13	90.41	23%
22	Blakes White large	191	383.28	66.67	354.84	28.44	7%
23	Blakes Almond and Cherry	103	378.74	74.93	360.42	18.32	5%
24	Cathedral mature cheddar	115	378.35	0.00	273.90	104.45	28%
25	Roddas Cornish Butter	123	367.77	0.00	303.81	63.96	17%
26	HARDYS V R PINOT GRIGIO 75CLx6	51	362.09	0.00	287.54	74.55	21%
27	Blue Whole Milk 1L	285	339.42	1.20	242.25	97.17	29%
28	Meadow Churn Salted butter 250g	162	338.58	0.00	267.30	71.28	21%
29	Blakes Large Wholemeal	158	326.07	53.25	284.78	41.29	13%
30	Blakes Malted Small	226	312.49	44.43	278.14	34.35	11%
31	Cauliflower	269	309.90	14.10	262.53	47.37	15%
32	GOLDEN VIRGINIA 30G X 5	15	309.00	0.00	241.32	67.68	22%
33	The Daily Mail	300	304.00	0.00	300.50	3.50	1%
34	Bon Appetit - Cake Slice	150	297.00	3.00	160.28	136.72	46%
35	Slice of Any Blakes Cake	143	286.00	0.00	157.30	128.70	45%
36	PM ♦2.99 ANDREX TOILET ROLLS 4PK X 6	95	284.05	0.00	247.95	36.10	13%
37	The Telegraph on Saturday	71	276.00	8.00	282.80	-6.80	-2%
38	Blakes Wholemeal small	207	267.63	48.61	252.82	14.81	6%
39	Blakes Mince Pies	53	264.47	0.00	211.47	53.00	20%
40	NESCAFE GOLD BLEND COFFEE 95G X 6	66	263.34	0.00	222.09	41.25	16%
934	Baking cases x75	1	0.59	0.00	0.00	0.59	100%
935	Yoghurt fat free	1	0.55	0.00	0.00	0.55	100%
936	Brussels	1	0.50	0.00	0.00	0.50	100%
937	Cupcake 2	1	0.50	0.00	0.00	0.50	100%
938	Donated lettuce	1	0.50	0.00	0.00	0.50	100%
939	Kiddling	1	0.50	0.00	0.00	0.50	100%
940	Pepper	1	0.50	0.00	0.00	0.50	100%
941	RADNOR FRUITS APPLE 200ML	1	0.50	0.00	0.36	0.14	29%
942	Sweet potato	1	0.50	0.00	0.00	0.50	100%
943	Donated orange	1	0.40	0.00	0.00	0.40	100%
944	Bag	4	0.32	0.00	0.00	0.32	100%
945	Tags	3	0.30	0.00	0.00	0.30	100%
946	Ccupcake	1	0.25	0.00	0.00	0.25	100%
947	Cup cake 0.25	1	0.25	0.00	0.00	0.25	100%
948	Cupcake	1	0.25	0.00	0.00	0.25	100%
949	Donated cup cake	1	0.25	0.00	0.00	0.25	100%
950	iscupcake Bread (ad hoc)	1	0.25	0.00	0.00	0.25	100%
951	Misc Bcakeread (ad hoc)	1	0.25	0.00	0.00	0.25	100%
952	Misc Bread (ad hoc)cup cake	1	0.25	0.00	0.00	0.25	100%
953	Small cake	1	0.25	0.00	0.00	0.25	100%
954	Sweet potatoes,	1	0.25	0.00	0.00	0.25	100%
955	Bow	2	0.20	0.00	0.00	0.20	100%
956	Rosemary	1	0.20	0.00	0.00	0.20	100%
957	Small kiwi	1	0.15	0.00	0.00	0.15	100%
958	Bows	1	0.10	0.00	0.00	0.10	100%
959	Plastic bag	1	0.10	0.00	0.00	0.10	100%
960	Staff Americano	119	0.00	0.00	34.53	-34.53	n/a
961	Staff Latte	108	0.00	0.00	63.44	-63.44	n/a
962	Staff Cappuccino	67	0.00	0.00	38.44	-38.44	n/a
963	BUXTON SPARKLING 500ML X 24	12	0.00	9.00	5.39	-5.39	n/a
964	Staff Hot Chocolate	10	0.00	0.00	1.18	-1.18	n/a
965	Donated veg	4	0.00	0.00	0.00	0.00	n/a
966	Pastie	2	0.00	0.00	0.00	0.00	n/a
967	Soya Milk	1	0.00	0.00	0.00	0.00	n/a
968	BENS TIKKA MASALA 450G X 6	0	0.00	0.00	0.00	0.00	n/a
969	PM ♦1.25 MONSTER MUNCH PICKLED ONION 720	0	0.00	0.00	0.00	0.00	n/a
970	PM ♦9P WISPA X 48	0	0.00	0.00	0.44	-0.44	n/a
971		0	0.00	0.00	0.00	0.00	n/a
972		0	0.00	0.00	0.00	0.00	n/a
973		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	Qty	Total Sales	Total	Total Costs	Margin £	Margin %
			Inc VAT	Discount	INC VAT		
1	Trevarthen meat	1146	3203.35	37.34	2594.71	608.64	19%
2	Green Semi-skim Milk 2L	1018	2240.65	4.40	1844.82	395.83	18%
3	Bon Appetit - Tray Bake	795	1514.00	76.00	518.88	995.12	66%
4	Carrots/Parsnips	753	124.30	26.30	107.92	16.38	13%
5	Green Semi-skim Milk 1L	688	819.60	1.20	584.80	234.80	29%
6	Large Fresh Eggs x6	598	1196.30	3.50	551.25	645.05	54%
7	Medium Free Range Eggs x6	433	860.10	5.00	492.50	367.60	43%
8	Leeks	364	401.79	21.46	258.23	143.56	36%
9	Blue Whole Milk 2L	358	787.25	3.30	653.94	133.31	17%
10	PM 25P FREDDO ORIGINAL X 60	355	88.75	0.00	73.06	15.69	18%
11	The Daily Mail	300	304.00	0.00	300.50	3.50	1%
12	Potatoes - bag	298	546.21	5.09	0.00	546.21	100%
13	Green Semi-skim Milk 568ml	294	217.08	6.38	193.95	23.13	11%
14	Blue Whole Milk 1L	285	339.42	1.20	242.25	97.17	29%
15	Cauliflower	269	309.90	14.10	262.53	47.37	15%
16	COKE CANS 330MLS X 24	243	206.55	0.00	149.32	57.23	28%
17	WHISKAS TUNA IN JELLY POUCHES 85g x 28	243	119.07	0.00	104.04	15.03	13%
18	Blakes Malted Small	226	312.49	44.43	278.14	34.35	11%
19	Blakes Wholemeal small	207	267.63	48.61	252.82	14.81	6%
20	Blakes White small	197	236.60	60.30	233.34	3.26	1%
21	Blakes White large	191	383.28	66.67	354.84	28.44	7%
22	Green Apples	180	89.00	1.00	62.51	26.49	30%
23	HAPPY HIPPO *HAZELNUT* X 28	180	107.45	0.65	68.72	38.73	36%
24	CANTI PROSECCO 75CL X 6	166	1670.35	9.99	1327.20	343.15	21%
25	Blakes 4 saffron buns	163	398.54	2.46	308.13	90.41	23%
26	PM 70P MARS STD 51g X 48	163	114.10	0.00	91.65	22.45	20%
27	CRUNCHIE X 48	162	129.60	0.00	95.78	33.82	26%
28	Meadow Churn Salted butter 250g	162	338.58	0.00	267.30	71.28	21%
29	PM 1.15 SWIZZELS SQUASHIES DRUMSTICKS 1	161	185.15	0.00	132.02	53.13	29%
30	Blakes Large Wholemeal	158	326.07	53.25	284.78	41.29	13%
31	Thick & Creamy Yoghurt	154	84.15	0.55	63.80	20.35	24%
32	The Mail on Saturday	152	220.30	1.40	219.32	0.98	0%
33	Donated Cake / pastry SMALL	151	151.00	0.00	0.00	151.00	100%
34	Bon Appetit - Cake Slice	150	297.00	3.00	160.28	136.72	46%
35	Cabbage/lettuce	149	148.79	18.96	119.20	29.59	20%
36	Blue Whole Milk 568ml	148	93.19	18.65	97.25	-4.06	-4%
37	TUNNOCKS CARAMEL WAFER 4PKx20	148	154.05	0.00	121.57	32.48	21%
38	PM 75P FANTA ORANGE CANS 330ML X 24	144	108.00	0.00	68.40	39.60	37%
39	Slice of Any Blakes Cake	143	286.00	0.00	157.30	128.70	45%
40	Red Onions	139	67.50	2.00	32.68	34.82	52%
934	The Daily Mail	1	1.10	0.00	0.00	1.10	100%
935	The Sun on Saturday	1	1.20	0.00	1.08	0.12	10%
936	The Sun on Sunday	1	1.00	0.00	1.00	0.00	0%
937	The Times	1	2.80	0.00	0.00	2.80	100%
938	Tikka sandwich	1	1.89	0.00	0.00	1.89	100%
939	Times on saturday	1	3.50	0.00	0.00	3.50	100%
940	Times saturday	1	3.50	0.00	0.00	3.50	100%
941	Traybbake	1	2.00	0.00	0.00	2.00	100%
942	Trevarthen bacon	1	2.69	0.00	2.18	0.51	19%
943	Trevarthen ham meat	1	2.52	0.00	2.04	0.48	19%
944	Trevarthen meahamt	1	2.46	0.00	1.99	0.47	19%
945	Trevarthen meat Cornish hogs pudding	1	3.28	0.00	2.66	0.62	19%
946	Trevarthen meat hogs pud	1	3.04	0.00	2.46	0.58	19%
947	Trevarthen meat rindless back bacon	1	3.25	0.00	2.63	0.62	19%
948	Trevarthen meat saucegages	1	4.00	0.00	3.24	0.76	19%
949	Trevarthen meat turke	1	2.90	0.00	2.35	0.55	19%
950	Trevarthen meat turkey	1	2.73	0.00	2.21	0.52	19%
951	Trevarthen meat. Back back	1	2.83	0.00	2.29	0.54	19%
952	Trevarthen meat. Hogs pud	1	2.99	0.00	2.42	0.57	19%
953	Trevarthen meatc	1	2.36	0.00	1.91	0.45	19%
954	Trevarthen meatfornish hogs pudding	1	3.14	0.00	2.54	0.60	19%
955	Trevarthen meatpork sausage	1	3.94	0.00	3.19	0.75	19%
956	Trevarthen meatsauceages	1	3.92	0.00	3.18	0.74	19%
957	Trevarthen meatsauceages	1	3.98	0.00	3.22	0.76	19%
958	Trevarthen meatsausages	1	3.96	0.00	3.21	0.75	19%
959	Truffles	1	3.50	0.00	0.00	3.50	100%
960	Turnip	1	1.25	0.00	0.00	1.25	100%
961	Vinegar	1	1.55	0.00	0.00	1.55	100%
962	West britain	1	2.30	0.00	0.00	2.30	100%
963	West brito	1	2.30	0.00	0.00	2.30	100%
964	West briton	1	2.30	0.00	0.00	2.30	100%
965	Westbritain	1	2.30	0.00	0.00	2.30	100%
966	Westbriton	1	2.30	0.00	0.00	2.30	100%
967	White onion	1	-0.50	0.00	0.00	-0.50	100%
968	Whole oats	1	-1.39	0.00	0.00	-1.39	100%
969	Xmas paper	1	1.00	0.00	0.00	1.00	100%
970	Yoghurt fat free	1	0.55	0.00	0.00	0.55	100%
971	BENS TIKKA MASALA 450G X 6	0	0.00	0.00	0.00	0.00	n/a
972	PM 1.25 MONSTER MUNCH PICKLED ONION 720	0	0.00	0.00	0.00	0.00	n/a
973	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	Qty	Total Sales	Total	Total Costs	Margin £	Margin %
			Inc VAT	Discount	INC VAT		
1	Bon Appetit - Tray Bake	130	230.00	30.00	83.20	146.80	64%
2	Trevarthen meat	186	503.09	15.04	407.50	95.59	19%
3	Green Semi-skim Milk 2L	144	314.60	2.20	228.96	85.64	27%
4	Donated Cake / pastry SMALL	73	73.00	0.00	0.00	73.00	100%
5	Large Fresh Eggs x6	67	134.00	0.00	70.35	63.65	48%
6	Bon Appetit - Cake Slice	58	116.00	0.00	54.14	61.86	53%
7	Potatoes - bag	31	57.35	0.00	0.00	57.35	100%
8	Medium Free Range Eggs x6	64	125.00	3.00	80.00	45.00	36%
9	CANTI PROSECCO 75CL X 6	18	183.42	0.00	142.20	41.22	22%
10	Slice of Any Blakes Cake	44	88.00	0.00	48.40	39.60	45%
11	Green Semi-skim Milk 1L	91	109.20	0.00	77.35	31.85	29%
12	ROWESFROZEN PASTIES STEAK	48	93.60	0.00	66.72	26.88	29%
13	PM ♦6.25 STELLA ARTOIS 440ml 4PK X 6	18	112.50	0.00	86.36	26.14	23%
14	Cathedral mature cheddar	28	92.12	0.00	66.69	25.43	28%
15	LOST MARY PINEAPPLE ICE VAPE BAR 20mg x	9	53.91	0.00	29.16	24.75	46%
16	Latte	19	36.00	2.00	11.88	24.13	67%
17	Cutters choice original	8	183.65	0.00	162.99	20.66	11%
18	Americano	12	24.00	0.00	3.75	20.25	84%
19	Blue Whole Milk 2L	41	88.00	2.20	68.37	19.63	22%
20	Stem Ginger Cake	18	35.00	1.00	16.80	18.20	52%
21	MCVITIES MILK CHOC DIGESTIVES	27	49.95	0.00	33.44	16.51	33%
22	LOST MARY JUICY PEACH VAPE BAR 20mg x 10	6	35.94	0.00	19.44	16.50	46%
23	CARROT CAKE BON APPETIT	16	31.00	1.00	14.93	16.07	52%
24	Blakes 4 saffron buns	33	82.50	0.00	67.05	15.45	19%
25	Cards	12	13.75	1.25	0.00	13.75	100%
26	COKE CANS 330MLS X 24	51	43.35	0.00	31.34	12.01	28%
27	Meadow Churn Salted butter 250g	27	56.43	0.00	44.55	11.88	21%
28	AMSTEL LAGER 4PK X 440ML X 6	10	59.50	0.00	47.70	11.80	20%
29	ESSENTIALS HEAVY DUTY REFUSE SACKS 20S	16	36.64	0.00	24.95	11.69	32%
30	QUIRKY BIRD WINE	7	47.25	0.00	36.20	11.05	23%
31	PM ♦1.25 HARIBO TANGFASTICS 140g x12	35	43.75	0.00	32.72	11.03	25%
32	Blakes Coffee Cake	13	55.30	0.00	44.33	10.97	20%
33	Lucozade Energy Original PM1.50	16	24.00	0.00	13.92	10.08	42%
34	TRIBUTE 500ML*BOTTLES* x 12	22	49.50	0.00	39.58	9.92	20%
35	HAPPY HIPPO *HAZELNUT* X 28	36	23.40	0.00	13.74	9.66	41%
36	Cappuccino	7	14.00	0.00	4.38	9.63	69%
37	Leeks	43	39.67	14.08	30.10	9.57	24%
38	Firelighters	14	17.50	0.00	8.14	9.36	53%
39	Blue Whole Milk 1L	30	34.80	1.20	25.50	9.30	27%
40	Clotted Cream 113g	18	29.70	0.00	20.52	9.18	31%
465	Jacks Fairy Cupcakes	1	0.94	0.95	0.80	0.14	15%
466	The Sunday Times	24	96.00	0.00	96.00	0.00	0%
467	The Daily Mail	49	53.00	0.00	53.00	0.00	0%
468	The Mail on Sunday	20	42.00	0.00	42.00	0.00	0%
469	The Daily Telegraph	14	42.00	0.00	42.00	0.00	0%
470	The Telegraph on Saturday	10	40.00	0.00	40.00	0.00	0%
471	The West Briton	15	37.50	0.00	37.50	0.00	0%
472	The Times on Saturday	9	31.50	0.00	31.50	0.00	0%
473	The Mail on Saturday	15	22.50	0.00	22.50	0.00	0%
474	The Sunday Telegraph	5	15.00	0.00	15.00	0.00	0%
475	The Falmouth Packet	6	7.20	0.00	7.20	0.00	0%
476	The Times	2	5.60	0.00	5.60	0.00	0%
477	Blakes White large	26	50.27	11.93	50.28	-0.01	0%
478	FRUIT SHOOT ORANGE *NAS* 275ML X 12	13	8.42	3.15	8.45	-0.03	0%
479	Staff Hot Chocolate	1	0.00	0.00	0.15	-0.15	n/a
480	Book of 4 stamps - 1st class	7	41.80	0.00	42.00	-0.20	0%
481	PM ♦1.69 DETTOL SURFACE BIO WIPES 30s x	4	5.07	1.69	5.45	-0.38	-7%
482	BS brown sliced loaf	9	15.27	5.88	16.11	-0.84	-6%
483	PM ♦1.25 MCVITIES NICE 250G X 12	13	12.48	3.77	13.33	-0.84	-7%
484	COURGETTES	38	27.50	10.50	28.50	-1.00	-4%
485	FRUIT SHOOT APPLE *NAS* 275ml X 12	5	2.20	2.25	3.25	-1.05	-48%
486	Spring onion bunch	3	0.00	1.80	1.23	-1.23	n/a
487	HARRISONS SWEET CHILLI SAUCE 300ml x 8	2	0.70	2.10	2.10	-1.40	-200%
488	Broccoli	2	0.75	2.25	2.18	-1.43	-191%
489	Blakes 4 plain scones	2	2.44	2.46	3.92	-1.48	-61%
490	Lemon or lime small	15	0.50	3.25	2.07	-1.57	-314%
491	Blakes Large Wholemeal	28	53.73	14.89	55.34	-1.61	-3%
492	Paloma kitchen roll	18	23.88	11.94	25.77	-1.89	-8%
493	Blakes Malted Small	35	44.19	12.86	46.30	-2.11	-5%
494	Cauliflower	27	37.60	9.65	40.23	-2.63	-7%
495	PM ♦1.79 TUC SANDWICH 150G X 12	7	7.15	5.38	9.91	-2.76	-39%
496	PM ♦3.50 DIET COKE CANS 330ml 6PK x 4	3	5.25	5.25	8.42	-3.17	-60%
497	AUBERGINE	5	1.76	7.04	5.75	-3.99	-227%
498	Sandwich Chicken Tikka	5	3.78	5.67	7.80	-4.02	-106%
499	Staff Cappuccino	7	0.00	0.00	4.38	-4.38	n/a
500	Staff Americano	21	0.00	0.00	6.56	-6.56	n/a
501	Loose Mushrooms large	23	0.75	16.50	8.75	-8.00	-1067%
502	Blakes White small	28	26.95	16.45	35.34	-8.39	-31%
503	Blakes Rich Slab Cake	41	138.34	44.80	147.06	-8.72	-6%
504	Staff Latte	29	0.00	0.00	18.13	-18.13	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	Qty	Total Sales	Total	Total Costs	Margin £	Margin %
			Inc VAT	Discount	INC VAT		
1	Trevarthen meat	186	503.09	15.04	407.50	95.59	19%
2	Green Semi-skim Milk 2L	144	314.60	2.20	228.96	85.64	27%
3	Bon Appetit - Tray Bake	130	230.00	30.00	83.20	146.80	64%
4	Cutters choice original	8	183.65	0.00	162.99	20.66	11%
5	CANTI PROSECCO 75CL X 6	18	183.42	0.00	142.20	41.22	22%
6	Blakes Rich Slab Cake	41	138.34	44.80	147.06	-8.72	-6%
7	MARLBORO GOLD 20	9	135.45	0.00	127.28	8.17	6%
8	Large Fresh Eggs x6	67	134.00	0.00	70.35	63.65	48%
9	Medium Free Range Eggs x6	64	125.00	3.00	80.00	45.00	36%
10	Bon Appetit - Cake Slice	58	116.00	0.00	54.14	61.86	53%
11	PM ♦6.25 STELLA ARTOIS 440ml 4PK X 6	18	112.50	0.00	86.36	26.14	23%
12	Green Semi-skim Milk 1L	91	109.20	0.00	77.35	31.85	29%
13	Blakes Almond and Cherry	27	97.78	22.25	97.17	0.61	1%
14	The Sunday Times	24	96.00	0.00	96.00	0.00	0%
15	ROWESFROZEN PASTIES STEAK	48	93.60	0.00	66.72	26.88	29%
16	Cathedral mature cheddar	28	92.12	0.00	66.69	25.43	28%
17	Slice of Any Blakes Cake	44	88.00	0.00	48.40	39.60	45%
18	Blue Whole Milk 2L	41	88.00	2.20	68.37	19.63	22%
19	Blakes 4 saffron buns	33	82.50	0.00	67.05	15.45	19%
20	Donated Cake / pastry SMALL	73	73.00	0.00	0.00	73.00	100%
21	Lambert & Butler	5	69.75	0.00	65.91	3.84	6%
22	AMSTEL LAGER 4PK X 440ML X 6	10	59.50	0.00	47.70	11.80	20%
23	PM ♦6.50 HEINEKEN 4PK X 440ML X 6	10	58.51	6.49	50.38	8.13	14%
24	Potatoes - bag	31	57.35	0.00	0.00	57.35	100%
25	PM ♦2.99 ANDREX TOILET ROLLS 4PK X 6	19	56.81	0.00	49.59	7.22	13%
26	Meadow Churn Salted butter 250g	27	56.43	0.00	44.55	11.88	21%
27	Blakes Coffee Cake	13	55.30	0.00	44.33	10.97	20%
28	LOST MARY PINEAPPLE ICE VAPE BAR 20mg x	9	53.91	0.00	29.16	24.75	46%
29	Blakes Large Wholemeal	28	53.73	14.89	55.34	-1.61	-3%
30	The Daily Mail	49	53.00	0.00	53.00	0.00	0%
31	Blakes White large	26	50.27	11.93	50.28	-0.01	0%
32	MCVITIES MILK CHOC DIGESTIVES	27	49.95	0.00	33.44	16.51	33%
33	TRIBUTE 500ML* BOTTLES* x 12	22	49.50	0.00	39.58	9.92	20%
34	NESCAFE GOLD BLEND COFFEE 95G X 6	12	47.88	0.00	40.38	7.50	16%
35	Roddas Cornish Butter	16	47.84	0.00	39.52	8.32	17%
36	QUIRKY BIRD WINE	7	47.25	0.00	36.20	11.05	23%
37	Blakes Malted Small	35	44.19	12.86	46.30	-2.11	-5%
38	PM ♦1.25 HARIBO TANGFASTICS 140g x12	35	43.75	0.00	32.72	11.03	25%
39	COKE CANS 330MLS X 24	51	43.35	0.00	31.34	12.01	28%
40	Blakes Wholemeal small	31	43.05	5.67	39.32	3.73	9%
465	COLGATE TOOTHBRUSH TWISTER X 12	1	1.39	0.00	0.77	0.62	45%
466	FILBERTS BARBECUE ALMONDS 40g x 20	1	1.39	0.00	0.98	0.41	29%
467	Jacks 12 Yorkshire Puddings	1	1.39	0.00	0.95	0.44	32%
468	M&L GRAVY BONES	1	1.39	0.00	0.96	0.43	31%
469	PM ♦1.39 RITZ ORIGINAL CRACKER 200G x 8	1	1.39	0.00	1.16	0.23	17%
470	SAXA GROUND BLACK PEPPER *25g* X 12	1	1.39	0.00	1.01	0.38	28%
471	CADBURY DAIRY MILK FRUIT & NUT PM	1	1.35	0.00	1.05	0.30	22%
472	GALAXY MILK LARGE	1	1.35	0.00	1.07	0.28	21%
473	PAMPERS BABY WIPES 52S X 12	1	1.35	0.00	1.10	0.25	19%
474	Cabbage/lettuce	1	1.25	0.00	0.80	0.45	36%
475	Carters Royal Tonic Water	1	1.25	0.00	0.76	0.49	39%
476	FLIPZ MILK CHOCOLATE 80G	1	1.25	0.00	1.01	0.24	19%
477	Panasonic Zinc *AA* 4	1	1.25	0.00	0.64	0.61	49%
478	PM ♦1.25 FRUIT & NUT CDM *95G* X 22	1	1.25	0.00	1.04	0.21	17%
479	PM ♦1.25 RYVITA CRACKERBREAD 125g x 8	1	1.25	0.00	0.99	0.26	21%
480	WERTHERS ECLAIRS	1	1.25	0.00	0.99	0.26	20%
481	Trevarthen meat chicken	1	1.21	1.21	0.98	0.23	19%
482	EXIS DISPOSABLE LIGHTERS X 45	2	1.10	0.00	0.33	0.77	70%
483	The Daily Mail	1	1.10	0.00	0.00	1.10	100%
484	Cucumber	1	1.09	0.00	0.79	0.30	28%
485	RADNOR SPLASH APPLE&RASPEBRRY	2	1.00	0.00	0.63	0.37	37%
486	GALPHARM IBUPROFEN 16S X 12	1	0.99	0.00	0.60	0.39	39%
487	Jacks Fairy Cupcakes	1	0.94	0.95	0.80	0.14	15%
488	Potatoes	3	0.90	0.00	0.36	0.54	60%
489	SOOTHERS HONEY & LEMON X 20	1	0.90	0.00	0.62	0.28	31%
490	Loose Mushrooms large	23	0.75	16.50	8.75	-8.00	-1067%
491	Broccoli	2	0.75	2.25	2.18	-1.43	-191%
492	Large Envelopes	1	0.75	0.00	0.00	0.75	100%
493	HARRISONS SWEET CHILLI SAUCE 300ml x 8	2	0.70	2.10	2.10	-1.40	-200%
494	Lemon or lime small	15	0.50	3.25	2.07	-1.57	-314%
495	Pens	1	0.50	0.00	0.00	0.50	100%
496	RADNOR FRUITS APPLE 200ML	1	0.50	0.00	0.36	0.14	29%
497	Super Glue	1	0.50	0.00	0.00	0.50	100%
498	Sweet potatoes	1	0.25	0.00	0.00	0.25	100%
499	Sweet potatoes,	1	0.25	0.00	0.00	0.25	100%
500	Staff Latte	29	0.00	0.00	18.13	-18.13	n/a
501	Staff Americano	21	0.00	0.00	6.56	-6.56	n/a
502	Staff Cappuccino	7	0.00	0.00	4.38	-4.38	n/a
503	Spring onion bunch	3	0.00	1.80	1.23	-1.23	n/a
504	Staff Hot Chocolate	1	0.00	0.00	0.15	-0.15	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	Qty	Total Sales	Total	Total Costs	Margin £	Margin %
			Inc VAT	Discount	INC VAT		
1	Trevarthen meat	186	503.09	15.04	407.50	95.59	19%
2	Carrots/Parsnips	167	16.00	17.40	11.52	4.48	28%
3	Green Semi-skim Milk 2L	144	314.60	2.20	228.96	85.64	27%
4	Bon Appetit - Tray Bake	130	230.00	30.00	83.20	146.80	64%
5	Green Semi-skim Milk 1L	91	109.20	0.00	77.35	31.85	29%
6	Donated Cake / pastry SMALL	73	73.00	0.00	0.00	73.00	100%
7	Large Fresh Eggs x6	67	134.00	0.00	70.35	63.65	48%
8	Medium Free Range Eggs x6	64	125.00	3.00	80.00	45.00	36%
9	Thick & Creamy Yoghurt	60	32.45	0.55	25.35	7.10	22%
10	Bon Appetit - Cake Slice	58	116.00	0.00	54.14	61.86	53%
11	WHISKAS TUNA IN JELLY POUCHES 85g x 28	57	27.93	0.00	24.40	3.53	13%
12	TWIRL CADBURYS	55	37.95	0.00	28.91	9.04	24%
13	COKE CANS 330MLS X 24	51	43.35	0.00	31.34	12.01	28%
14	The Daily Mail	49	53.00	0.00	53.00	0.00	0%
15	ROWESFROZEN PASTIES STEAK	48	93.60	0.00	66.72	26.88	29%
16	Green Semi-skim Milk 568ml	44	31.12	1.88	24.20	6.92	22%
17	Slice of Any Blakes Cake	44	88.00	0.00	48.40	39.60	45%
18	Leeks	43	39.67	14.08	30.10	9.57	24%
19	PM 25P FREDDO ORIGINAL X 60	43	10.75	0.00	8.85	1.90	18%
20	Blakes Rich Slab Cake	41	138.34	44.80	147.06	-8.72	-6%
21	Blue Whole Milk 2L	41	88.00	2.20	68.37	19.63	22%
22	PM 70P MARS STD 51g X 48	39	27.30	0.00	21.93	5.37	20%
23	COURGETTES	38	27.50	10.50	28.50	-1.00	-4%
24	HAPPY HIPPO *HAZELNUT* X 28	36	23.40	0.00	13.74	9.66	41%
25	Blakes Malted Small	35	44.19	12.86	46.30	-2.11	-5%
26	PM 1.25 HARIBO TANGFASTICS 140g x12	35	43.75	0.00	32.72	11.03	25%
27	BAKING POTATOES	34	16.00	1.00	12.58	3.42	21%
28	Blakes 4 saffron buns	33	82.50	0.00	67.05	15.45	19%
29	Green Apples	33	15.50	1.00	10.97	4.53	29%
30	Blakes Wholemeal small	31	43.05	5.67	39.32	3.73	9%
31	Potatoes - bag	31	57.35	0.00	0.00	57.35	100%
32	Blue Whole Milk 1L	30	34.80	1.20	25.50	9.30	27%
33	PM 70P SNICKERS STD 48g X 48	30	21.00	0.00	16.87	4.13	20%
34	Red Onions	30	13.00	2.00	6.95	6.05	47%
35	PM 75P FANTA ORANGE CANS 330ML X 24	29	21.75	0.00	13.77	7.98	37%
36	Staff Latte	29	0.00	0.00	18.13	-18.13	n/a
37	Blakes Large Wholemeal	28	53.73	14.89	55.34	-1.61	-3%
38	Blakes White small	28	26.95	16.45	35.34	-8.39	-31%
39	Cathedral mature cheddar	28	92.12	0.00	66.69	25.43	28%
40	COKE ZERO CANS 330ML NEW PRICE	28	22.77	1.03	16.03	6.75	30%
465	NAPOLINA PASTA SHORT SPAGHETTI 500G X 24	1	2.25	0.00	1.67	0.58	26%
466	NESCAFE CAPPUCCINO SACHETS (box) 8S X 6	1	3.29	0.00	2.47	0.83	25%
467	Nutella 200g	1	2.25	0.00	1.88	0.37	16%
468	PAMPERS BABY WIPES 52S X 12	1	1.35	0.00	1.10	0.25	19%
469	Panasonic Zinc *AA* 4	1	1.25	0.00	0.64	0.61	49%
470	Pens	1	0.50	0.00	0.00	0.50	100%
471	PERSIL CAPSULES NON BIO 15W X 4	1	6.99	0.00	4.95	2.04	29%
472	PLEDGE POLISH 250MLS X 6	1	2.85	0.00	1.94	0.91	32%
473	PM 1.25 FRUIT & NUT CDM *95G* X 22	1	1.25	0.00	1.04	0.21	17%
474	PM 1.25 RYVITA CRACKERBREAD 125g x 8	1	1.25	0.00	0.99	0.26	21%
475	PM 1.39 RITZ ORIGINAL CRACKER 200G x 8	1	1.39	0.00	1.16	0.23	17%
476	PM 1.45 PASTA N SAUCE CH, LEEK & HAM PA	1	1.45	0.00	1.06	0.39	27%
477	PM 1.49 CAREX HANDWASH MOISTURE 250ML)	1	1.49	0.00	1.26	0.23	16%
478	PM 2.29 MCDUGALLS SELF RAISING FLOUR 1	1	2.29	0.00	1.63	0.67	29%
479	PM 2.49 FLASH LEMON LIQUID 950ML	1	2.49	0.00	2.19	0.30	12%
480	PM 2.49 PAXO SAGE/ONION STUFFING 170G X	1	2.49	0.00	1.90	0.59	24%
481	PM 2.75 PRINGLES BBQ 165g x 6	1	2.75	0.00	2.10	0.65	24%
482	PM 3.29 KELLOGGS RICE KRISPIES 430g x 7	1	3.29	0.00	2.68	0.61	19%
483	PM 3.29 YORKSHIRE TEA 80s X 5	1	3.29	0.00	2.66	0.63	19%
484	PM 6.69Guinness draught 4 pack promo	1	6.69	0.00	5.32	1.37	21%
485	Potatoes bag	1	1.85	0.00	0.00	1.85	100%
486	RADNOR FRUITS APPLE 200ML	1	0.50	0.00	0.36	0.14	29%
487	SAXA GROUND BLACK PEPPER *25g* X 12	1	1.39	0.00	1.01	0.38	28%
488	Scissors	1	1.50	0.00	0.00	1.50	100%
489	SOOTHERS HONEY & LEMON X 20	1	0.90	0.00	0.62	0.28	31%
490	Staff Hot Chocolate	1	0.00	0.00	0.15	-0.15	n/a
491	Super Glue	1	0.50	0.00	0.00	0.50	100%
492	SURE DEO SPRAY FOR WOMEN **BRIGHT ** 150	1	1.75	0.00	1.27	0.48	27%
493	Sweet potatoes	1	0.25	0.00	0.00	0.25	100%
494	Sweet potatoes,	1	0.25	0.00	0.00	0.25	100%
495	TATE & LYLE GOLDEN SYRUP 454g X 12	1	2.09	0.00	1.53	0.56	27%
496	THATCHERS BLOOD ORANGE CANS 440ML 4PK X	1	7.05	0.00	5.63	1.42	20%
497	THATCHERS HAZE *CANS* 440ML 4PK X 6	1	5.45	0.00	4.36	1.09	20%
498	The Daily Mail	1	1.10	0.00	0.00	1.10	100%
499	Tikka sandwich	1	1.89	0.00	0.00	1.89	100%
500	Trevarthen meat chicken	1	1.21	1.21	0.98	0.23	19%
501	Trevarthen meat sausage	1	3.90	0.00	3.16	0.74	19%
502	Trevarthen meat sausages	1	3.92	0.00	3.18	0.74	19%
503	WERTHERS ECLAIRS	1	1.25	0.00	0.99	0.26	20%
504	Whiskas + FISH favourites	1	5.19	0.00	3.67	1.52	29%