

PERRANWELL COMMUNITY STORES MANAGEMENT ACCOUNTS

From 01/06/2023 to 31/03/2024

OPERATING MONTH 5



NOTES TO PCS REPORTS

Interpretation of results

The headline result is a monthly sales total of £9.3k and a gross profit of £2.2k ie 24% margin (or YTD £49.1k and £11.9k - 24% respectively)

The small but noticable drop in turnover from last year (November and December were both £10k+ months) has continued throughout Q1 2024

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 tin the month (69% ytd)

Following an analysis of all ytd data, we have started to put in a small wastage provision for known but unquantified system and operating errors together with unknown unknowns - which can only be finalised with a complete stock check. Such generalised wastage numbers are recorded in the unassigned product category so that they're quite visible. They will be adjusted and reallocated to speciifc product categories when the relevant stock checks are completed.

Wine gifts for volunteers meant that overheads breached the £500 level which is highly unusual.

The combination of the above factors resulted in an overall fall in profit versus last month (£1.5k versus £2.0k)

Cash has continued to increase in line with profits with the total cash surplus reaching £28k (£27k 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:	173	77
(representing a combination of scanning, set-up and operator errors). Februray was previously the best month for data quality		

EPOS data quality

	Month	YTD		YTD	Month
Known product lines sold	787	935	Total items sold	26,140	6,039
Product lines not directly identified in epos (ie entered via MISC + button)	25	187	Of which unidentified	338	35
			Unidentified %	1.3%	0.6%
			or 1 in	77	173

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

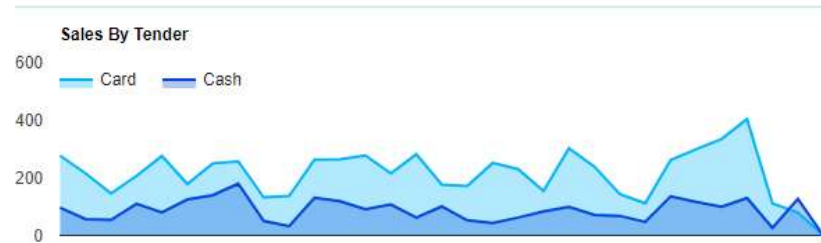
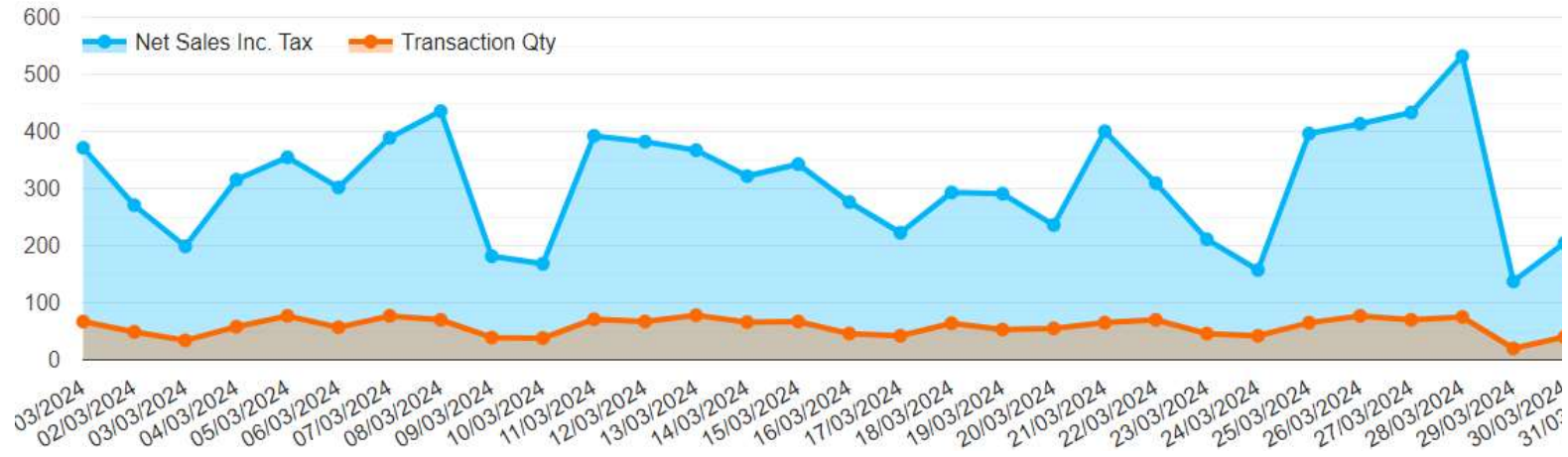
12/01/2024 Tremletts

PERRANWELL COMMUNITY STORES MANAGEMENT ACCOUNTS

From 01/06/2023 to 31/03/2024



HIGH LEVEL SALES ANALYSIS (source: EPOS)



Best Sellers



Carrots/Parsnips = 85

Large Fresh Eggs = 96



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	Newspapers
Turnover																
Sales	7,096	7,210	5,730	6,340	4,941	2,056	3,679	1,611	610	2,817	1,630	699	887	691	282	2,447
Other revenue	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Total Turnover	7,096	7,210	5,730	6,340	4,941	2,056	3,679	1,611	610	2,817	1,630	699	887	691	282	2,447
<i>Share of total sales</i>	<i>14%</i>	<i>15%</i>	<i>12%</i>	<i>13%</i>	<i>10%</i>	<i>4%</i>	<i>7%</i>	<i>3%</i>	<i>1%</i>	<i>6%</i>	<i>3%</i>	<i>1%</i>	<i>2%</i>	<i>1%</i>	<i>1%</i>	<i>5%</i>
Cost of Sales																
Card Transaction fees	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Cost of Goods Sold	4,530	5,037	4,279	5,092	3,770	1,012	2,967	1,155	189	2,429	1,228	512	773	577	207	2,454
Stock wastage	207	75	32	0	32	78	22	19	4	0	30	3	0	0	0	63
Total Cost of Sales	4,737	5,112	4,311	5,092	3,803	1,090	2,989	1,174	193	2,429	1,258	515	773	577	207	2,518
Gross Profit	2,359	2,098	1,419	1,248	1,138	966	690	437	417	389	372	184	114	114	75	(71)
<i>Gross Margin</i>	<i>33%</i>	<i>29%</i>	<i>25%</i>	<i>20%</i>	<i>23%</i>	<i>47%</i>	<i>19%</i>	<i>27%</i>	<i>68%</i>	<i>14%</i>	<i>23%</i>	<i>26%</i>	<i>13%</i>	<i>16%</i>	<i>26%</i>	<i>-3%</i>
<i>Share of total margin</i>	<i>20%</i>	<i>18%</i>	<i>12%</i>	<i>10%</i>	<i>10%</i>	<i>8%</i>	<i>6%</i>	<i>4%</i>	<i>4%</i>	<i>3%</i>	<i>3%</i>	<i>2%</i>	<i>1%</i>	<i>1%</i>	<i>1%</i>	<i>-1%</i>
<i>Wastage</i>	<i>2.9%</i>	<i>1.0%</i>	<i>0.6%</i>	<i>0.0%</i>	<i>0.7%</i>	<i>3.8%</i>	<i>0.6%</i>	<i>1.2%</i>	<i>0.7%</i>	<i>0.0%</i>	<i>1.8%</i>	<i>0.4%</i>	<i>0.0%</i>	<i>0.0%</i>	<i>0.0%</i>	<i>2.6%</i>
Administrative Costs																
Accounting S/W fees	0	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	0
Bank Fees	0	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	0
Cleaning & Decorating	0	0	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	0	0
Insurance	0	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	0
Legal Expenses	0	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	0
Miscellaneous equipment uncapitalised	0	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	0
Postage, Freight & Courier	0	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	0
Professional fees	0	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	0
Staff consumption	0	0	0	0	0	0	0	0	122	0	0	0	0	0	0	0
Staff Training	0	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	0
Total Administrative Costs	0	0	0	0	0	0	0	0	122	0	0	0	0	0	0	0
Operating Profit	2,359	2,098	1,419	1,248	1,138	966	690	437	294	389	372	184	114	114	75	(71)
Other Income																
Donations	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
Profit on Ordinary Activities Before Taxation	2,359	2,098	1,419	1,248	1,138	966	690	437	294	389	372	184	114	114	75	(71)
Profit after Taxation	2,359	2,098	1,419	1,248	1,138	966	690	437	294	389	372	184	114	114	75	(71)



Account	Unassigned	Total
Turnover		
Sales	134	48,859
Other revenue	239	239
Total Turnover	373	49,098
<i>Share of total sales</i>	<i>1%</i>	<i>100%</i>
Cost of Sales		
Card Transaction fees	189	189
Cost of Goods Sold	94	36,305
Stock wastage	150	716
Total Cost of Sales	433	37,210
Gross Profit	(60)	11,888
<i>Gross Margin</i>		<i>24%</i>
<i>Share of total margin</i>	<i>-1%</i>	<i>100%</i>
<i>Wastage</i>		<i>1.5%</i>
Administrative Costs		
Accounting S/W fees	243	243
Advertising & Marketing	29	29
Bank Fees	71	71
Charitable and Political Donations	170	170
Cleaning & Decorating	382	382
Gifts for volunteers	274	274
Insurance	157	157
IT Software and Consumables	608	608
Legal Expenses	13	13
Light, Power, Heating	500	500
Miscellaneous equipment uncapitalised	1,982	1,982
Operating Lease Payments	62	62
Postage, Freight & Courier	162	162
Printing & Stationery	451	451
Professional fees	738	738
Shop consumables	151	151
Staff consumption	0	122
Staff Training	280	280
Telephone & Internet	166	166
Total Administrative Costs	6,439	6,561
Operating Profit	(6,499)	5,327
Other Income		
Donations	28,701	28,701
Total Other Income	28,701	28,701
Profit on Ordinary Activities Before Taxation	22,202	34,028
Profit after Taxation	22,202	34,028

PERRANWELL COMMUNITY STORES

MANAGEMENT ACCOUNTS

From 01/06/2023 to 31/03/2024

YEAR TODAY

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



Account	Youngins	Suzy Stebbing	Roddas	Colin Carters	Bookers	Blakes	Trevarthen	Pryors	B&M	Kneebone	Local Donor	Unknown	GC Produce	JJ & GDC Leach	Tremlett's	Unassigned	Total
Turnover																	
Sales	23,835	2,305	4,955	1,835	3,286	3,576	2,939	474	609	885	251	282	46	127	2,447	1,007	48,859
Other revenue	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	239	239
Total Turnover	23,835	2,305	4,955	1,835	3,286	3,576	2,939	474	609	885	251	282	46	127	2,447	1,246	49,098
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	18,572	1,106	3,782	983	2,339	2,820	2,413	0	145	613	7	176	2	105	2,454	789	36,305
Stock wastage	144	29	32	2	109	149	12	0	4	20	0	0	0	0	63	152	716
Total Cost of Sales	18,716	1,136	3,814	984	2,448	2,969	2,425	0	149	633	7	176	2	105	2,518	1,130	37,210
Gross Profit	5,119	1,170	1,142	851	838	607	514	474	459	252	244	106	44	22	(71)	116	11,888
Gross Margin	21%	51%	23%	46%	26%	17%	17%	100%	75%	29%	97%	38%	96%	17%	-3%		24%
Wastage	0.6%	1.3%	0.7%	0.1%	3.3%	4.2%	0.4%	0.0%	0.7%	2.2%	0.0%	0.0%	0.0%	0.0%	2.6%		1.5%
Administrative Costs																	
Accounting S/W fees	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	243	243
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	71	71
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	500	500
Miscellaneous equipment uncapitalised	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	1,982	1,982
Operating Lease Payments	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	62	62
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	151	151
Staff consumption	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	122	122
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	6,561	6,561
Operating Profit	5,119	1,170	1,142	851	838	607	514	474	459	252	244	106	44	22	(71)	(6,445)	5,327
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	5,119	1,170	1,142	851	838	607	514	474	459	252	244	106	44	22	(71)	22,256	34,028
Profit after Taxation	5,119	1,170	1,142	851	838	607	514	474	459	252	244	106	44	22	(71)	22,256	34,028

PERRANWELL COMMUNITY STORES

MANAGEMENT ACCOUNTS

From 01/3/2024 to 31/03/2024

CURRENT MONTH ONLY

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

	1	2	3	4	5	6	7	8	9	10	11	12	13
Account	Bakery and Bread	Groceries	Confectionery and Snacks	Dairy	Beers, Wines, Spirits	Fresh Produce	Chilled Products	Household	Soft Drinks	Tobacco and Vapes	Tea&Coffee takeaway	Frozen Products	Pet Food etc
Turnover													
Sales	1,322	1,297	1,199	889	1,165	341	733	336	331	567	82	200	153
Other revenue	0	0	0	0	0	0	0	0	0	0	0	0	0
Total Turnover	1,322	1,297	1,199	889	1,165	341	733	336	331	567	82	200	153
<i>Share of total sales</i>	<i>14%</i>	<i>14%</i>	<i>13%</i>	<i>10%</i>	<i>13%</i>	<i>4%</i>	<i>8%</i>	<i>4%</i>	<i>4%</i>	<i>6%</i>	<i>1%</i>	<i>2%</i>	<i>2%</i>
Cost of Sales													
Card Transaction fees													
Cost of Goods Sold	815	909	901	650	935	158	594	249	239	503	25	144	125
Stock wastage	11	29	9	2	0	25	5	9	18	0	3	3	0
Total Cost of Sales	826	938	910	652	935	182	599	258	257	503	28	147	125
Gross Profit	495	359	289	237	230	159	134	78	74	63	54	53	28
<i>Gross Margin</i>	<i>37%</i>	<i>28%</i>	<i>24%</i>	<i>27%</i>	<i>20%</i>	<i>47%</i>	<i>18%</i>	<i>23%</i>	<i>22%</i>	<i>11%</i>	<i>65%</i>	<i>27%</i>	<i>18%</i>
<i>Share of total margin</i>	<i>23%</i>	<i>16%</i>	<i>13%</i>	<i>11%</i>	<i>11%</i>	<i>7%</i>	<i>6%</i>	<i>4%</i>	<i>3%</i>	<i>3%</i>	<i>2%</i>	<i>2%</i>	<i>1%</i>
<i>Wastage</i>	<i>0.8%</i>	<i>2.2%</i>	<i>0.8%</i>	<i>0.2%</i>	<i>0.0%</i>	<i>7.2%</i>	<i>0.7%</i>	<i>2.8%</i>	<i>5.6%</i>	<i>0.0%</i>	<i>3.8%</i>	<i>1.4%</i>	<i>0.0%</i>
Administrative Costs													
Accounting S/W fees	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
Gifts for volunteers	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
Light, Power, Heating	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
Operating Lease Payments	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
Staff consumption	0	0	0	0	0	0	0	0	0	0	21	0	0
Total Administrative Costs	0	0	0	0	0	0	0	0	0	0	21	0	0
Operating Profit	495	359	289	237	230	159	134	78	74	63	32	53	28
Other Income													
Donations	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
Profit on Ordinary Activities Before Taxation	495	359	289	237	230	159	134	78	74	63	32	53	28
Profit after Taxation	495	359	289	237	230	159	134	78	74	63	32	53	28

PERRANWELL COMMUNITY STORES



	14	15	16	17	
Account	Toiletries and Beauty	Stationery	Newspapers	Unassigned	Total
Turnover					
Sales	60	106	468	58	9,306
Other revenue	0	0	0	0	0
Total Turnover	60	106	468	58	9,306
<i>Share of total sales</i>	<i>1%</i>	<i>1%</i>	<i>5%</i>	<i>1%</i>	<i>100%</i>
Cost of Sales					
Card Transaction fees					0
Cost of Goods Sold	43	95	468	0	6,853
Stock wastage	0	0	0	150	265
Total Cost of Sales	43	95	468	150	7,118
Gross Profit	16	11	0	(92)	2,189
<i>Gross Margin</i>	<i>27%</i>	<i>10%</i>	<i>0%</i>		<i>24%</i>
<i>Share of total margin</i>	<i>1%</i>	<i>0%</i>	<i>0%</i>	<i>-4%</i>	<i>100%</i>
<i>Wastage</i>	<i>0.0%</i>	<i>0.0%</i>	<i>0.0%</i>		<i>2.9%</i>
Administrative Costs					
Accounting S/W fees	0	0	0	41	41
Bank Fees	0	0	0	4	4
Gifts for volunteers	0	0	0	274	274
IT Software and Consumables	0	0	0	272	272
Light, Power, Heating	0	0	0	100	100
Miscellaneous equipment uncapitalised	0	0	0	4	4
Operating Lease Payments	0	0	0	10	10
Shop consumables	0	0	0	(8)	(8)
Staff consumption	0	0	0	0	21
Total Administrative Costs	0	0	0	697	719
Operating Profit	16	11	0	(789)	1,470
Other Income					
Donations	0	0	0	0	0
Total Other Income	0	0	0	0	0
Profit on Ordinary Activities Before Taxation	16	11	0	(789)	1,470
Profit after Taxation	16	11	0	(789)	1,470



Account	Youngins	Roddas	Suzy Stebbing	Blakes	Bookers	Colin Carters	Trevarthen	Pryors	B&M	Local Donor	Kneebone	Unknown	GC Produce	JJ & GDC Leach	Tremlett's	Unassigned	Total
Turnover																	
Sales	4,688	889	379	736	661	359	591	85	82	63	116	117	3	12	468	58	9,306
Other Revenue	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Total Turnover	4,688	889	379	736	661	359	591	85	82	63	116	117	3	12	468	58	9,306
Cost of Sales																	
Card Transaction fees																	0
Cost of Goods Sold	3,662	650	142	561	470	206	486	0	17	4	76	95	0	10	468	8	6,853
Stock wastage	66	2	8	1	23	0	4	0	3	0	8	0	0	0	0	150	265
Total Cost of Sales	3,728	652	150	561	493	206	489	0	20	4	84	95	0	10	468	158	7,118
Gross Profit	961	237	228	175	167	153	102	85	62	59	32	22	3	2	0	(100)	2,189
Gross Margin	20%	27%	60%	24%	25%	43%	17%	100%	75%	94%	28%	19%	100%	17%	0%		24%
Wastage	1.4%	0.2%	2.2%	0.1%	3.5%	0.1%	0.6%	0.0%	3.8%	0.0%	7.1%	0.0%	0.0%	0.0%	0.0%		2.9%
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	4	4
Gifts for volunteers	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	274	274
IT Software and Consumables	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	272	272
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	4	4
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	21	21
Total Administrative Costs	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	719	719
Operating Profit	961	237	228	175	167	153	102	85	62	59	32	22	3	2	0	(819)	1,470
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	961	237	228	175	167	153	102	85	62	59	32	22	3	2	0	(819)	1,470
Profit after Taxation	961	237	228	175	167	153	102	85	62	59	32	22	3	2	0	(819)	1,470

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	665	1284.00	46.00	435.68	848.32	66%
2	Large Fresh Eggs x6	531	1062.30	3.50	480.90	581.40	55%
3	Trevarthen meat	960	2700.26	22.30	2187.21	513.05	19%
4	Potatoes - bag	267	488.86	5.09	0.00	488.86	100%
5	Medium Free Range Eggs x6	369	735.10	2.00	412.50	322.60	44%
6	Green Semi-skim Milk 2L	874	1926.05	2.20	1615.86	310.19	16%
7	CANTI PROSECCO 75CL X 6	148	1486.93	9.99	1185.00	301.93	20%
8	Green Semi-skim Milk 1L	597	710.40	1.20	507.45	202.95	29%
9	Latte	113	214.00	12.00	32.50	181.50	85%
10	Misc Bread (ad hoc)	46	152.25	0.00	0.00	152.25	100%
11	PM ♦6.25 STELLA ARTOIS 440ml 4PK X 6	100	625.00	0.00	479.80	145.20	23%
12	Leeks	321	362.12	7.38	228.13	133.99	37%
13	Blue Whole Milk 2L	317	699.25	1.10	585.57	113.68	16%
14	Americano	65	122.00	8.00	12.81	109.19	89%
15	Cappuccino	67	128.00	6.00	27.50	100.50	79%
16	AMSTEL LAGER 4PK X 440ML X 6	78	464.10	0.00	372.06	92.04	20%
17	Slice of Any Blakes Cake	99	198.00	0.00	108.90	89.10	45%
18	Blue Whole Milk 1L	255	304.62	0.00	216.75	87.87	29%
19	LOST MARY PINEAPPLE ICE VAPE BAR 20mg x	31	185.69	0.00	100.44	85.25	46%
20	Stem Ginger Cake	99	190.00	8.00	107.05	82.95	44%
21	Cathedral mature cheddar	87	286.23	0.00	207.21	79.02	28%
22	Donated Cake / pastry SMALL	78	78.00	0.00	0.00	78.00	100%
23	Blakes 4 saffron buns	130	316.04	2.46	241.08	74.96	24%
24	Lemon Drizzle Cake	92	181.00	3.00	106.14	74.86	41%
25	HARDYS V R PINOT GRIGIO 75CLx6	49	346.99	0.00	276.26	70.73	20%
26	Firelighters	98	122.50	0.00	54.66	67.84	55%
27	GOLDEN VIRGINIA 30G X 5	15	309.00	0.00	241.32	67.68	22%
28	Honey	11	67.00	0.00	0.00	67.00	100%
29	Golden Virginia yellow	25	533.00	0.00	466.31	66.69	13%
30	Misc	26	65.73	0.00	0.00	65.73	100%
31	Cards	52	65.00	0.00	0.00	65.00	100%
32	Bake At Home French Rolls	20	65.00	0.00	2.89	62.11	96%
33	TATE & LYLE GRANULATED SUGAR 1KG x15	67	133.33	0.00	73.66	59.67	45%
34	Meadow Churn Salted butter 250g	135	282.15	0.00	222.75	59.40	21%
35	Roddas Cornish Butter	107	319.93	0.00	264.29	55.64	17%
36	Blakes Mince Pies	53	264.47	0.00	211.47	53.00	20%
37	CADBURY'S MINI EGGS	62	113.76	0.00	61.02	52.74	46%
38	Tea	35	51.00	1.50	0.61	50.39	99%
39	Cauliflower	242	272.30	4.45	222.30	50.00	18%
40	LAMBERT & BUTLER K/S ORIGINAL SILVER 20	17	220.85	0.00	171.85	49.00	22%
896	TV Choice	7	11.20	0.00	11.20	0.00	0%
897	Christmas Wrap	2	2.00	0.50	2.00	0.00	0%
898	The Sun on Sunday	1	1.00	0.00	1.00	0.00	0%
899	Donated veg	4	0.00	0.00	0.00	0.00	n/a
900	Pastie	2	0.00	0.00	0.00	0.00	n/a
901	Soya Milk	1	0.00	0.00	0.00	0.00	n/a
902	BENS TIKKA MASALA 450G X 6	0	0.00	0.00	0.00	0.00	n/a
903	PM ♦1.25 MONSTER MUNCH PICKLED ONION 72	0	0.00	0.00	0.00	0.00	n/a
969	PM ♦1.69 DETTOL SURFACE BIO WIPES 30s x	10	13.52	3.38	13.62	-0.10	-1%
970	Tomato - single large	35	16.10	1.40	16.22	-0.12	-1%
971	Blakes Tiger Bread	13	5.18	1.74	5.52	-0.34	-7%
972	HARRISONS SWEET CHILLI SAUCE 300ml x 8	3	2.80	1.40	3.15	-0.35	-13%
973	PM ♦9P WISPA X 48	0	0.00	0.00	0.44	-0.44	n/a
974	White onion	1	-0.50	0.00	0.00	-0.50	100%
975	Lightet	1	-0.55	0.00	0.00	-0.55	100%
976	PM ♦1.99 DIET COKE 1.75 LTR X 6	6	7.95	3.99	8.75	-0.80	-10%
977	SCHWEPES TONIC WATER 1LTR X 6	12	21.60	7.20	22.54	-0.94	-4%
978	Staff Hot Chocolate	9	0.00	0.00	1.03	-1.03	n/a
979	*150G* BURTS CHEDDAR & SPRING ONION x10	19	31.14	9.71	32.51	-1.37	-4%
980	Whole oats	1	-1.39	0.00	0.00	-1.39	100%
981	PM ♦2.49 FLASH LEMON LIQUID 950ML	3	4.98	2.49	6.57	-1.59	-32%
982	THREE BEAN SALAD	12	17.44	7.16	19.80	-2.36	-14%
983	The Sunday Telegraph	35	102.00	3.00	104.40	-2.40	-2%
984	The Observer	8	26.60	3.80	29.26	-2.66	-10%
985	The Sunday Times	107	424.00	4.00	426.80	-2.80	-1%
986	Shortbread Biscuits - pack of 3	2	3.90	3.90	7.00	-3.10	-79%
987	QS Matchmakers Cool Mint	17	21.37	21.13	24.83	-3.46	-16%
988	The Mail on Sunday	98	195.50	6.00	199.30	-3.80	-2%
989	Tate&Lyle cane icing sugar 500g	19	18.15	13.20	22.97	-4.82	-27%
990	Blue Whole Milk 568ml	128	81.19	15.65	86.25	-5.06	-6%
991	COURGETTES	65	43.50	21.50	48.75	-5.25	-12%
992	BUXTON SPARKLING 500ML X 24	12	0.00	9.00	5.39	-5.39	n/a
993	HELLMANN'S CAESAR DRESSING 250MLx6	11	15.00	12.50	20.88	-5.88	-39%
994	The Telegraph on Saturday	61	236.00	8.00	242.80	-6.80	-3%
995	TATE & LYLE ICING SUGAR 1KG X 10	10	9.75	22.75	23.45	-13.70	-141%
996	Staff Americano	98	0.00	0.00	27.97	-27.97	n/a
997	Adnams Ghost Ship Ale	3	8.07	0.00	39.56	-31.49	-390%
998	Staff Cappuccino	60	0.00	0.00	34.07	-34.07	n/a
999	Staff Latte	79	0.00	0.00	45.32	-45.32	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	960	2700.26	22.30	2187.21		513.05	19%
2	Green Semi-skim Milk 2L	874	1926.05	2.20	1615.86		310.19	16%
3	CANTI PROSECCO 75CL X 6	148	1486.93	9.99	1185.00		301.93	20%
4	Tray Bake	665	1284.00	46.00	435.68		848.32	66%
5	Large Fresh Eggs x6	531	1062.30	3.50	480.90		581.40	55%
6	Medium Free Range Eggs x6	369	735.10	2.00	412.50		322.60	44%
7	Green Semi-skim Milk 1L	597	710.40	1.20	507.45		202.95	29%
8	Blue Whole Milk 2L	317	699.25	1.10	585.57		113.68	16%
9	PM ♦6.25 STELLA ARTOIS 440ml 4PK X 6	100	625.00	0.00	479.80		145.20	23%
10	Book of 8 stamps - 2nd Class	98	588.00	0.00	588.00		0.00	0%
11	Golden Virginia yellow	25	533.00	0.00	466.31		66.69	13%
12	Potatoes - bag	267	488.86	5.09	0.00		488.86	100%
13	AMSTEL LAGER 4PK X 440ML X 6	78	464.10	0.00	372.06		92.04	20%
14	CUTTERS CHOICE EXTRA FINE 30G X 5	23	435.85	0.00	398.27		37.58	9%
15	The Sunday Times	107	424.00	4.00	426.80		-2.80	-1%
16	Leeks	321	362.12	7.38	228.13		133.99	37%
17	HARDYS V R PINOT GRIGIO 75CLx6	49	346.99	0.00	276.26		70.73	20%
18	Lambert & Butler	25	337.25	0.00	320.00		17.25	5%
19	Blakes White large	165	333.01	54.74	304.56		28.45	9%
20	Roddas Cornish Butter	107	319.93	0.00	264.29		55.64	17%
21	Blakes 4 saffron buns	130	316.04	2.46	241.08		74.96	24%
22	GOLDEN VIRGINIA 30G X 5	15	309.00	0.00	241.32		67.68	22%
23	Blue Whole Milk 1L	255	304.62	0.00	216.75		87.87	29%
24	Blakes Rich Slab Cake	77	294.13	43.90	252.72		41.41	14%
25	Cathedral mature cheddar	87	286.23	0.00	207.21		79.02	28%
26	MARLBORO GOLD 20	19	283.55	0.00	266.54		17.01	6%
27	Meadow Churn Salted butter 250g	135	282.15	0.00	222.75		59.40	21%
28	Blakes Almond and Cherry	76	280.96	52.68	263.25		17.71	6%
29	Blakes Large Wholemeal	130	272.34	38.36	229.44		42.90	16%
30	Cauliflower	242	272.30	4.45	222.30		50.00	18%
31	Blakes Malted Small	191	268.30	31.57	231.84		36.46	14%
32	Blakes Mince Pies	53	264.47	0.00	211.47		53.00	20%
33	The Daily Mail	251	251.00	0.00	247.50		3.50	1%
34	The Telegraph on Saturday	61	236.00	8.00	242.80		-6.80	-3%
35	Cutters choice original	10	227.50	0.00	193.80		33.70	15%
36	PM ♦2.99 ANDREX TOILET ROLLS 4PK X 6	76	227.24	0.00	198.36		28.88	13%
37	Blakes Wholemeal small	176	224.58	42.94	213.50		11.08	5%
38	LAMBERT & BUTLER K/S ORIGINAL SILVER 20	17	220.85	0.00	171.85		49.00	22%
39	The Daily Telegraph	73	219.00	0.00	216.00		3.00	1%
40	HARDYS V R SAUVIGNON BLANC 75CLS x 6	31	216.69	0.00	174.78		41.91	19%
896	Baking cases x75	1	0.59	0.00	0.00		0.59	100%
897	Yoghurt fat free	1	0.55	0.00	0.00		0.55	100%
898	Brussels	1	0.50	0.00	0.00		0.50	100%
899	Cupcake 2	1	0.50	0.00	0.00		0.50	100%
900	Donated lettuce	1	0.50	0.00	0.00		0.50	100%
901	Kiddling	1	0.50	0.00	0.00		0.50	100%
902	Pens	1	0.50	0.00	0.00		0.50	100%
903	Pepper	1	0.50	0.00	0.00		0.50	100%
904	Sweet potato	1	0.50	0.00	0.00		0.50	100%
905	Sweet potatoes	1	0.50	0.00	0.00		0.50	100%
906	Donated orange	1	0.40	0.00	0.00		0.40	100%
907	Bag	4	0.32	0.00	0.00		0.32	100%
908	Tags	3	0.30	0.00	0.00		0.30	100%
909	Ccupcake	1	0.25	0.00	0.00		0.25	100%
910	Cup cake 0.25	1	0.25	0.00	0.00		0.25	100%
911	Cupcake	1	0.25	0.00	0.00		0.25	100%
912	Donated cup cake	1	0.25	0.00	0.00		0.25	100%
913	iscupcake Bread (ad hoc)	1	0.25	0.00	0.00		0.25	100%
914	Misc Bcakeread (ad hoc)	1	0.25	0.00	0.00		0.25	100%
915	Misc Bread (ad hoc)cup cake	1	0.25	0.00	0.00		0.25	100%
916	Small cake	1	0.25	0.00	0.00		0.25	100%
917	Bow	2	0.20	0.00	0.00		0.20	100%
918	Rosemary	1	0.20	0.00	0.00		0.20	100%
919	Small kiwi	1	0.15	0.00	0.00		0.15	100%
920	Bows	1	0.10	0.00	0.00		0.10	100%
921	Plastic bag	1	0.10	0.00	0.00		0.10	100%
922	Staff Americano	98	0.00	0.00	27.97		-27.97	n/a
923	Staff Latte	79	0.00	0.00	45.32		-45.32	n/a
924	Staff Cappuccino	60	0.00	0.00	34.07		-34.07	n/a
925	BUXTON SPARKLING 500ML X 24	12	0.00	9.00	5.39		-5.39	n/a
926	Staff Hot Chocolate	9	0.00	0.00	1.03		-1.03	n/a
927	Donated veg	4	0.00	0.00	0.00		0.00	n/a
928	Pastie	2	0.00	0.00	0.00		0.00	n/a
929	Soya Milk	1	0.00	0.00	0.00		0.00	n/a
930	BENS TIKKA MASALA 450G X 6	0	0.00	0.00	0.00		0.00	n/a
931	PM ♦1.25 MONSTER MUNCH PICKLED ONION 720	0	0.00	0.00	0.00		0.00	n/a
932	PM ♦9P WISPA X 48	0	0.00	0.00	0.44		-0.44	n/a
933		0	0.00	0.00	0.00		0.00	n/a
934		0	0.00	0.00	0.00		0.00	n/a
935		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	Trevarthen meat	960	2700.26	22.30	2187.21	513.05	19%
2	Green Semi-skim Milk 2L	874	1926.05	2.20	1615.86	310.19	16%
3	Tray Bake	665	1284.00	46.00	435.68	848.32	66%
4	Green Semi-skim Milk 1L	597	710.40	1.20	507.45	202.95	29%
5	Carrots/Parsnips	586	108.30	8.90	96.40	11.90	11%
6	Large Fresh Eggs x6	531	1062.30	3.50	480.90	581.40	55%
7	Medium Free Range Eggs x6	369	735.10	2.00	412.50	322.60	44%
8	Leeks	321	362.12	7.38	228.13	133.99	37%
9	Blue Whole Milk 2L	317	699.25	1.10	585.57	113.68	16%
10	PM 25P FREDDO ORIGINAL X 60	312	78.00	0.00	64.21	13.79	18%
11	Potatoes - bag	267	488.86	5.09	0.00	488.86	100%
12	Blue Whole Milk 1L	255	304.62	0.00	216.75	87.87	29%
13	The Daily Mail	251	251.00	0.00	247.50	3.50	1%
14	Green Semi-skim Milk 568ml	250	185.96	4.50	169.75	16.21	9%
15	Cauliflower	242	272.30	4.45	222.30	50.00	18%
16	COKE CANS 330MLS X 24	192	163.20	0.00	117.98	45.22	28%
17	Blakes Malted Small	191	268.30	31.57	231.84	36.46	14%
18	WHISKAS TUNA IN JELLY POUCHES 85g x 28	186	91.14	0.00	79.63	11.51	13%
19	Blakes Wholemeal small	176	224.58	42.94	213.50	11.08	5%
20	Blakes White small	169	209.65	43.85	198.00	11.65	6%
21	Blakes White large	165	333.01	54.74	304.56	28.45	9%
22	Cabbage/lettuce	148	147.54	18.96	118.40	29.14	20%
23	CANTI PROSECCO 75CL X 6	148	1486.93	9.99	1185.00	301.93	20%
24	Green Apples	147	73.50	0.00	51.54	21.96	30%
25	HAPPY HIPPO *HAZELNUT* X 28	144	84.05	0.65	54.98	29.07	35%
26	PM 1.15 SWIZZELS SQUASHIES DRUMSTICKS 1	139	159.85	0.00	113.98	45.87	29%
27	CRUNCHIE X 48	138	110.40	0.00	81.59	28.81	26%
28	TUNNOCKS CARAMEL WAFER 4PKx20	138	141.55	0.00	113.35	28.20	20%
29	The Mail on Saturday	137	197.80	1.40	196.82	0.98	0%
30	Meadow Churn Salted butter 250g	135	282.15	0.00	222.75	59.40	21%
31	Blakes 4 saffron buns	130	316.04	2.46	241.08	74.96	24%
32	Blakes Large Wholemeal	130	272.34	38.36	229.44	42.90	16%
33	Blue Whole Milk 568ml	128	81.19	15.65	86.25	-5.06	-6%
34	PM 70P MARS STD 51g X 48	124	86.80	0.00	69.72	17.08	20%
35	SWIZZELS GIANT LOVE HEARTS X 24	123	50.94	4.41	39.30	11.64	23%
36	ROWNTREES FRUIT PASTILLES ROLLS X 32	120	74.50	0.00	54.21	20.29	27%
37	Cadbury creme egg	119	98.76	2.67	60.40	38.36	39%
38	Red Skim Milk 568ml	117	85.78	2.25	75.35	10.43	12%
39	MILKYBAR BUTTONS 30G X 48	116	87.00	0.00	65.39	21.61	25%
40	PM 75P FANTA ORANGE CANS 330ML X 24	115	86.25	0.00	54.62	31.63	37%
896	Sweet potatoes	1	0.50	0.00	0.00	0.50	100%
897	Sweetpotatoe	1	1.00	0.00	0.00	1.00	100%
898	The Sun on Saturday	1	1.20	0.00	1.08	0.12	10%
899	The Sun on Sunday	1	1.00	0.00	1.00	0.00	0%
900	The Times	1	2.80	0.00	0.00	2.80	100%
901	Times on saturday	1	3.50	0.00	0.00	3.50	100%
902	Times saturday	1	3.50	0.00	0.00	3.50	100%
903	Traybbake	1	2.00	0.00	0.00	2.00	100%
904	Trevarthen bacon	1	2.69	0.00	2.18	0.51	19%
905	Trevarthen ham meat	1	2.52	0.00	2.04	0.48	19%
906	Trevarthen meahamt	1	2.46	0.00	1.99	0.47	19%
907	Trevarthen meat Cornish hogs pudding	1	3.28	0.00	2.66	0.62	19%
908	Trevarthen meat hogs pud	1	3.04	0.00	2.46	0.58	19%
909	Trevarthen meat rindless back bacon	1	3.25	0.00	2.63	0.62	19%
910	Trevarthen meat saucegages	1	4.00	0.00	3.24	0.76	19%
911	Trevarthen meat turke	1	2.90	0.00	2.35	0.55	19%
912	Trevarthen meat turkey	1	2.73	0.00	2.21	0.52	19%
913	Trevarthen meat. Back back	1	2.83	0.00	2.29	0.54	19%
914	Trevarthen meat. Hogs pud	1	2.99	0.00	2.42	0.57	19%
915	Trevarthen meatc	1	2.36	0.00	1.91	0.45	19%
916	Trevarthen meatfornish hogs pudding	1	3.14	0.00	2.54	0.60	19%
917	Trevarthen meatpork sausage	1	3.94	0.00	3.19	0.75	19%
918	Trevarthen meatsauceages	1	3.92	0.00	3.18	0.74	19%
919	Trevarthen meatsauceages	1	3.98	0.00	3.22	0.76	19%
920	Trevarthen meatsausages	1	3.96	0.00	3.21	0.75	19%
921	Truffles	1	3.50	0.00	0.00	3.50	100%
922	Turnip	1	1.25	0.00	0.00	1.25	100%
923	Vinegar	1	1.55	0.00	0.00	1.55	100%
924	West britain	1	2.30	0.00	0.00	2.30	100%
925	West brito	1	2.30	0.00	0.00	2.30	100%
926	West briton	1	2.30	0.00	0.00	2.30	100%
927	Westbritain	1	2.30	0.00	0.00	2.30	100%
928	Westbriton	1	2.30	0.00	0.00	2.30	100%
929	White onion	1	-0.50	0.00	0.00	-0.50	100%
930	Whole oats	1	-1.39	0.00	0.00	-1.39	100%
931	Xmas paper	1	1.00	0.00	0.00	1.00	100%
932	Yoghurt fat free	1	0.55	0.00	0.00	0.55	100%
933	BENS TIKKA MASALA 450G X 6	0	0.00	0.00	0.00	0.00	n/a
934	PM 1.25 MONSTER MUNCH PICKLED ONION 72'	0	0.00	0.00	0.00	0.00	n/a
935	PM 9P WISPA X 48	0	0.00	0.00	0.44	-0.44	n/a

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

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

Rank	Name	Total Sales Inc		Total	Total Costs	Margin £	Margin %
		Qty	VAT	Discount	INC VAT		
1	Tray Bake	105	199.00	11.00	67.20	131.80	66%
2	Trevarthen meat	203	577.65	14.02	467.90	109.75	19%
3	Green Semi-skim Milk 2L	167	367.40	0.00	265.53	101.87	28%
4	Large Fresh Eggs x6	96	192.00	0.00	100.80	91.20	48%
5	Potatoes - bag	46	85.10	0.00	0.00	85.10	100%
6	CANTI PROSECCO 75CL X 6	33	336.27	0.00	260.70	75.57	22%
7	Medium Free Range Eggs x6	84	167.00	1.00	105.00	62.00	37%
8	Donated Cake / pastry SMALL	56	56.00	0.00	0.00	56.00	100%
9	Slice of Any Blakes Cake	51	102.00	0.00	56.10	45.90	45%
10	Green Semi-skim Milk 1L	99	118.80	0.00	84.15	34.65	29%
11	Blue Whole Milk 2L	55	121.00	0.00	87.45	33.55	28%
12	Lemon Drizzle Cake	28	54.00	2.00	26.14	27.86	52%
13	Potatoes - bag	14	25.90	0.00	0.00	25.90	100%
14	ROWESFROZEN PASTIES STEAK	46	87.75	1.95	63.94	23.81	27%
15	CADBURY MINI EGGS BAG 80G	44	79.11	0.09	55.55	23.56	30%
16	AMSTEL LAGER 4PK X 440ML X 6	19	113.05	0.00	90.63	22.42	20%
17	Large Fresh Eggs x6	23	46.00	0.00	24.15	21.85	48%
18	DI MARIA PROSECCO	8	80.83	0.00	59.82	21.01	26%
19	Green Semi-skim Milk 2L	34	74.80	0.00	54.06	20.74	28%
20	Slice of Any Blakes Cake	23	46.00	0.00	25.30	20.70	45%
21	CANTI PROSECCO 75CL X 6	9	91.71	0.00	71.10	20.61	22%
22	Stem Ginger Cake	19	38.00	0.00	17.73	20.27	53%
23	EASTER CRISPIE CUP CAKE	8	20.00	0.00	0.00	20.00	100%
24	Leeks	36	45.00	0.00	25.20	19.80	44%
25	CARROT CAKE BON APPETIT	18	36.00	0.00	16.80	19.20	53%
26	MCVITIES MILK CHOC DIGESTIVES	37	64.75	3.70	45.82	18.93	29%
27	Mr Kipling Raspberry	9	24.21	0.00	6.05	18.16	75%
28	PM ♦6.25 STELLA ARTOIS 440ml 4PK X 6	12	75.00	0.00	57.58	17.42	23%
29	Cutters choice original	5	113.75	0.00	96.90	16.85	15%
30	Blue Whole Milk 1L	45	54.00	0.00	38.25	15.75	29%
31	KLIEN KAAP SHIRAZ	6	46.95	0.99	32.25	14.70	31%
32	Medium Free Range Eggs x6	19	38.00	0.00	23.75	14.25	38%
33	Cappuccino	13	22.00	4.00	8.13	13.88	63%
34	Golden Virginia yellow	9	194.85	0.00	180.99	13.86	7%
35	Blakes 4 saffron buns	28	68.60	0.00	54.88	13.72	20%
36	Cathedral mature cheddar	15	49.35	0.00	35.73	13.62	28%
37	Americano	8	16.00	0.00	2.50	13.50	84%
38	Tea	9	13.50	0.00	0.32	13.19	98%
39	TRIBUTE 500ML*BOTTLES* x 12	29	65.25	0.00	52.17	13.08	20%
40	Donated pies	2	12.00	0.00	0.00	12.00	100%
954	CELERY	3	2.50	1.25	2.55	-0.05	-2%
955	PM ♦2.75 PRINGLES SOUR CREAM & ONION 165	2	4.12	1.38	4.20	-0.08	-2%
956	Staff Hot Chocolate	1	0.00	0.00	0.15	-0.15	n/a
957	Lemon or lime small	13	1.50	1.75	1.79	-0.29	-20%
958	PM ♦1.25 DORITOS COOL ORIG 70G X 15	1	0.62	0.63	0.95	-0.33	-53%
959	FLIPZ POUCHES COOKIES & CREAM	3	3.18	1.59	3.59	-0.41	-13%
960	Nescafe original signature roast 50g	4	5.97	1.99	6.50	-0.53	-9%
961	PM ♦2.75 PRINGLES SALT & VINEGAR 165g x	1	1.50	1.25	2.10	-0.60	-40%
962	Pringles original	1	1.50	1.25	2.10	-0.60	-40%
963	CORNISH TEA SMUGGLERS BREW 40s X 12	8	13.23	1.89	13.88	-0.65	-5%
964	*150G* BURTS SEA SALT X 10	4	8.60	0.00	9.29	-0.69	-8%
965	Lemon or lime small	5	0.00	1.25	0.69	-0.69	n/a
966	PM ♦1.69 DETTOL SURFACE BIO WIPES 30s x	3	3.38	1.69	4.09	-0.71	-21%
967	Blakes Toffee Fudge Cake	9	29.05	8.30	29.88	-0.83	-3%
968	Large Peppers	7	2.25	3.00	3.15	-0.90	-40%
969	Staff Americano	3	0.00	0.00	0.94	-0.94	n/a
970	PM ♦1.25 MCVITIES WHITE CHOC COOKIES 150	7	6.23	2.52	7.18	-0.94	-15%
971	*150G* BURTS CHEDDAR & SPRING ONION x10	2	2.14	2.16	3.10	-0.96	-45%
972	COURGETTES	4	2.00	2.00	3.00	-1.00	-50%
973	THREE BEAN SALAD	5	7.19	3.06	8.25	-1.06	-15%
974	PM ♦1.59 TUC ORIG.CRACKER 150Gx12	4	3.97	2.39	5.06	-1.09	-28%
975	EAT REAL LENTIL SEA SALT 113g x 10	2	4.18	0.00	5.32	-1.14	-27%
976	PM ♦3.00 COKE ZERO CANS 330ml 6PK x 4	3	6.00	3.00	7.19	-1.19	-20%
977	COKE *DIET* CANS 330MLS X 24	4	0.75	2.25	2.04	-1.29	-172%
978	PM ♦1.69 DETTOL SURFACE BIO WIPES 30s x	1	0.00	1.69	1.36	-1.36	n/a
979	SEALAPACK FREEZER BAGS 15S X 12	3	1.39	2.78	2.82	-1.43	-103%
980	Muffins cottage	7	3.25	4.38	4.83	-1.58	-49%
981	CALVET COTES DU RHONE 75CL	7	71.33	0.00	73.35	-2.02	-3%
982	PM ♦2.49 FLASH LEMON LIQUID 950ML	1	0.00	2.49	2.19	-2.19	n/a
983	PM ♦2.49 FLASH LEMON LIQUID 950ML	1	0.00	2.49	2.19	-2.19	n/a
984	PM ♦1.99 DIET COKE 1.75 LTR X 6	3	1.98	3.99	4.37	-2.39	-121%
985	Staff Cappuccino	4	0.00	0.00	2.50	-2.50	n/a
986	Blakes Rich Slab Cake	22	74.63	21.95	77.22	-2.59	-3%
987	PM 75P COKE *ZERO* CANS 330ML X 24	24	7.12	10.88	10.07	-2.95	-41%
988	PM ♦1.25 MCVITIES JAFFA CAKES BOX 110g X	12	8.74	6.26	11.85	-3.11	-36%
989	Staff Latte	5	0.00	0.00	3.13	-3.13	n/a
990	PM ♦1.25 MONSTER MUNCH PICKLED ONION 72	14	11.20	6.30	14.39	-3.19	-28%
991	SCHWEPES TONIC WATER 1LTR X 6	7	9.60	7.20	13.15	-3.55	-37%
992	Staff Americano	16	0.00	0.00	5.00	-5.00	n/a
993	BUXTON SPARKLING 500ML X 24	12	0.00	9.00	5.39	-5.39	n/a
994	HELLMANN'S CAESAR DRESSING 250MLx6	8	7.50	12.50	15.19	-7.69	-102%
995	Staff Cappuccino	13	0.00	0.00	8.13	-8.13	n/a
996	Staff Latte	13	0.00	0.00	8.13	-8.13	n/a
997	Blakes Rich Slab Cake	5	8.78	13.17	17.55	-8.77	-100%
998	Blakes Almond and Cherry	17	48.29	26.34	59.67	-11.38	-24%
999	CALVET COTES DU RHONE 75CL	2	20.38	0.00	32.60	-12.22	-60%
1000	Blakes Almond and Cherry	6	4.39	21.95	21.06	-16.67	-380%

BEST/WORST SELLING ITEMS BY SALES 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	Trevarthen meat	203	577.65	14.02	467.90	109.75	19%	
2	Green Semi-skim Milk 2L	167	367.40	0.00	265.53	101.87	28%	
3	CANTI PROSECCO 75CL X 6	33	336.27	0.00	260.70	75.57	22%	
4	Tray Bake	105	199.00	11.00	67.20	131.80	66%	
5	Golden Virginia yellow	9	194.85	0.00	180.99	13.86	7%	
6	Large Fresh Eggs x6	96	192.00	0.00	100.80	91.20	48%	
7	Medium Free Range Eggs x6	84	167.00	1.00	105.00	62.00	37%	
8	MARLBORO GOLD 20	9	135.45	0.00	127.28	8.17	6%	
9	Blue Whole Milk 2L	55	121.00	0.00	87.45	33.55	28%	
10	Green Semi-skim Milk 1L	99	118.80	0.00	84.15	34.65	29%	
11	Cutters choice original	5	113.75	0.00	96.90	16.85	15%	
12	AMSTEL LAGER 4PK X 440ML X 6	19	113.05	0.00	90.63	22.42	20%	
13	The Sunday Times	26	104.00	0.00	104.00	0.00	0%	
14	Slice of Any Blakes Cake	51	102.00	0.00	56.10	45.90	45%	
15	CANTI PROSECCO 75CL X 6	9	91.71	0.00	71.10	20.61	22%	
16	ROWESFROZEN PASTIES STEAK	46	87.75	1.95	63.94	23.81	27%	
17	Potatoes - bag	46	85.10	0.00	0.00	85.10	100%	
18	Lambert & Butler	6	81.70	0.00	77.43	4.27	5%	
19	DI MARIA PROSECCO	8	80.83	0.00	59.82	21.01	26%	
20	CADBURY MINI EGGS BAG 80G	44	79.11	0.09	55.55	23.56	30%	
21	PM ♦6.25 STELLA ARTOIS 440ml 4PK X 6	12	75.00	0.00	57.58	17.42	23%	
22	Green Semi-skim Milk 2L	34	74.80	0.00	54.06	20.74	28%	
23	Blakes Rich Slab Cake	22	74.63	21.95	77.22	-2.59	-3%	
24	CALVET COTES DU RHONE 75CL	7	71.33	0.00	73.35	-2.02	-3%	
25	Blakes White large	31	69.32	3.53	58.28	11.04	16%	
26	Blakes 4 saffron buns	28	68.60	0.00	54.88	13.72	20%	
27	TRIBUTE 500ML*BOTTLES* x 12	29	65.25	0.00	52.17	13.08	20%	
28	Golden Virginia yellow	3	64.95	0.00	60.33	4.62	7%	
29	MCVITIES MILK CHOC DIGESTIVES	37	64.75	3.70	45.82	18.93	29%	
30	Book of 8 stamps - 2nd Class	10	60.00	0.00	60.00	0.00	0%	
31	PM ♦2.99 ANDREX TOILET ROLLS 4PK X 6	20	59.80	0.00	52.20	7.60	13%	
32	Donated Cake / pastry SMALL	56	56.00	0.00	0.00	56.00	100%	
33	Blue Whole Milk 1L	45	54.00	0.00	38.25	15.75	29%	
34	Lemon Drizzle Cake	28	54.00	2.00	26.14	27.86	52%	
35	Blakes Coffee Cake	13	53.95	0.00	43.16	10.79	20%	
36	Blakes Large Wholemeal	25	53.75	6.00	47.80	5.95	11%	
37	Roddas Cornish Butter	17	50.83	0.00	41.99	8.84	17%	
38	Cathedral mature cheddar	15	49.35	0.00	35.73	13.62	28%	
39	The Mail on Sunday	23	48.30	0.00	48.30	0.00	0%	
40	Blakes Almond and Cherry	17	48.29	26.34	59.67	-11.38	-24%	
748	GALPHARM IBUPROFEN 16S X 12	1	0.99	0.00	0.60	0.39	39%	
749	Potatoes	3	0.90	0.00	0.36	0.54	60%	
750	PM90P DIET COKE CANS 330ML	1	0.90	0.00	0.59	0.31	34%	
751	FRUIT SHOOT APPLE&BLACKCURRANT *NAS* 27	1	0.89	0.00	0.65	0.24	27%	
752	Cooks matches long	1	0.89	0.00	0.57	0.32	36%	
753	QUEST WATERPROOF PLASTERS	1	0.85	0.00	0.59	0.26	31%	
754	CRUNCHIE X 48	1	0.80	0.00	0.59	0.21	26%	
755	FRUIT & NUT STD CDM	1	0.80	0.00	0.59	0.21	26%	
756	COKE *DIET* CANS 330MLS X 24	4	0.75	2.25	2.04	-1.29	-172%	
757	7UP	1	0.75	0.00	0.54	0.21	28%	
758	Brown Tape	1	0.75	0.00	0.00	0.75	100%	
759	Glue Stick	1	0.75	0.00	0.00	0.75	100%	
760	Large Envelopes	1	0.75	0.00	0.00	0.75	100%	
761	RIZLA GREEN X 100	2	0.70	0.00	0.31	0.39	55%	
762	PM 70P MARS STD 51g X 48	1	0.70	0.00	0.56	0.14	20%	
763	PM 69P RIBENA BLACKCURRANT *RTD* 250ML X	1	0.69	0.00	0.46	0.23	33%	
764	PM 69P WISPA X 48	1	0.69	0.00	0.53	0.16	23%	
765	PM 65P YORKIE MILK STD 46g x 24	1	0.65	0.00	0.49	0.16	25%	
766	PM ♦1.25 DORITOS COOL ORIG 70G X 15	1	0.62	0.63	0.95	-0.33	-53%	
767	SWIZZELS FRUITY POPS DISPENSER 100 X 10P	3	0.60	0.00	0.18	0.42	69%	
768	BORWICKS BICARB SODA 100G X 12	1	0.59	0.00	0.44	0.15	25%	
769	RADNOR SPLASH ORANGE & PASSION TETRA	1	0.50	0.00	0.32	0.19	37%	
770	Super Glue	1	0.50	0.00	0.00	0.50	100%	
771	Rosemary	1	0.20	0.00	0.00	0.20	100%	
772	Bag	1	0.10	0.00	0.00	0.10	100%	
773	Bag	1	0.10	0.00	0.00	0.10	100%	
774	Staff Americano	16	0.00	0.00	5.00	-5.00	n/a	
775	Staff Cappuccino	13	0.00	0.00	8.13	-8.13	n/a	
776	Staff Latte	13	0.00	0.00	8.13	-8.13	n/a	
777	BUXTON SPARKLING 500ML X 24	12	0.00	9.00	5.39	-5.39	n/a	
778	Lemon or lime small	5	0.00	1.25	0.69	-0.69	n/a	
779	Staff Latte	5	0.00	0.00	3.13	-3.13	n/a	
780	Staff Cappuccino	4	0.00	0.00	2.50	-2.50	n/a	
781	Staff Americano	3	0.00	0.00	0.94	-0.94	n/a	
782	PM ♦1.69 DETTOL SURFACE BIO WIPES 30s x	1	0.00	1.69	1.36	-1.36	n/a	
783	PM ♦2.49 FLASH LEMON LIQUID 950ML	1	0.00	2.49	2.19	-2.19	n/a	
784	Donated veg	1	0.00	0.00	0.00	0.00	n/a	
785	PM ♦2.49 FLASH LEMON LIQUID 950ML	1	0.00	2.49	2.19	-2.19	n/a	
786	Staff Hot Chocolate	1	0.00	0.00	0.15	-0.15	n/a	
787	Xmas cake slice	0	0.00	0.00	0.00	0.00	n/a	

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

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Rank	Name	Total Sales Inc		Total	Total Costs	Margin £	Margin %
		Qty	VAT	Discount	INC VAT		
1	Trevarthen meat	203	577.65	14.02	467.90	109.75	19%
2	Green Semi-skim Milk 2L	167	367.40	0.00	265.53	101.87	28%
3	Tray Bake	105	199.00	11.00	67.20	131.80	66%
4	Green Semi-skim Milk 1L	99	118.80	0.00	84.15	34.65	29%
5	Large Fresh Eggs x6	96	192.00	0.00	100.80	91.20	48%
6	Carrots/Parsnips	85	12.70	4.30	5.87	6.84	54%
7	Medium Free Range Eggs x6	84	167.00	1.00	105.00	62.00	37%
8	PM 25P FREDDO ORIGINAL X 60	58	14.50	0.00	11.94	2.56	18%
9	Donated Cake / pastry SMALL	56	56.00	0.00	0.00	56.00	100%
10	Blue Whole Milk 2L	55	121.00	0.00	87.45	33.55	28%
11	Slice of Any Blakes Cake	51	102.00	0.00	56.10	45.90	45%
12	Thick & Creamy Yoghurt	49	26.95	0.00	20.70	6.25	23%
13	Potatoes - bag	46	85.10	0.00	0.00	85.10	100%
14	ROWESFROZEN PASTIES STEAK	46	87.75	1.95	63.94	23.81	27%
15	Blue Whole Milk 1L	45	54.00	0.00	38.25	15.75	29%
16	CADBURY MINI EGGS BAG 80G	44	79.11	0.09	55.55	23.56	30%
17	TWIRL CADBURYS	44	30.36	0.00	23.13	7.23	24%
18	The Daily Mail	42	42.00	0.00	42.00	0.00	0%
19	Green Semi-skim Milk 568ml	39	28.50	0.75	21.45	7.05	25%
20	WHISKAS TUNA IN JELLY POUCHES 85g x 28	39	19.11	0.00	16.70	2.41	13%
21	PM 75P FANTA ORANGE CANS 330ML X 24	38	28.50	0.00	18.05	10.45	37%
22	MCVITIES MILK CHOC DIGESTIVES	37	64.75	3.70	45.82	18.93	29%
23	Green Apples	36	18.00	0.00	11.97	6.03	34%
24	Leeks	36	45.00	0.00	25.20	19.80	44%
25	Cadbury creme egg	35	25.78	0.89	19.07	6.71	26%
26	Green Semi-skim Milk 2L	34	74.80	0.00	54.06	20.74	28%
27	Blakes White small	33	44.25	5.25	39.60	4.65	11%
28	CANTI PROSECCO 75CL X 6	33	336.27	0.00	260.70	75.57	22%
29	Blakes Wholemeal small	32	47.12	1.52	39.04	8.08	17%
30	COKE CANS 330MLS X 24	32	27.20	0.00	19.66	7.54	28%
31	Double Decker PM 69p	32	22.08	0.00	16.92	5.16	23%
32	Blakes Malted Small	31	47.09	1.58	39.06	8.03	17%
33	Blakes White large	31	69.32	3.53	58.28	11.04	16%
34	HAPPY HIPPO *HAZELNUT* X 28	29	18.85	0.00	11.07	7.78	41%
35	PM ♦1.25 AERO PEPPERMINT GIANT 90G x15	29	36.25	0.00	30.28	5.97	16%
36	TRIBUTE 500ML*BOTTLES* x 12	29	65.25	0.00	52.17	13.08	20%
37	Green Semi-skim Milk 1L	28	33.60	0.00	23.80	9.80	29%
38	Blakes 4 saffron buns	28	68.60	0.00	54.88	13.72	20%
39	Lemon Drizzle Cake	28	54.00	2.00	26.14	27.86	52%
40	BAKING POTATOES	27	11.50	2.00	9.99	1.51	13%
748	NAPOLINA PASTA SHORT SPAGHETTI 500G X 24	1	2.25	0.00	1.67	0.58	26%
749	NESCAFE LATTE SACHETS (box) 8S X 6	1	3.29	0.00	2.47	0.83	25%
750	OASIS SUMMERFRUIT 500ML	1	1.30	0.00	0.81	0.49	38%
751	OAT MILK 1 litre x 6	1	1.99	0.00	1.56	0.43	22%
752	Oxo cubes beef 12s	1	2.59	0.00	1.96	0.63	24%
753	Oxo vegetable cubes	1	2.59	0.00	1.96	0.63	24%
754	Panasonic zinc *9*volt	1	1.25	0.00	0.74	0.51	41%
755	PEDIGREE TASTY MINIS BEEF & POULTRY 155G	1	1.79	0.00	1.17	0.62	34%
756	PM ♦1.45 PASTA N SAUCE CH, LEEK & HAM PA	1	1.45	0.00	1.06	0.39	27%
757	PM ♦1.49 ROBINSONS SQUASH APPLE & BLACK	1	1.49	0.00	1.22	0.27	18%
758	PM ♦1.50 RIBENA CORDIAL BLACKCURRANT 600	1	1.50	0.00	1.25	0.25	17%
759	PM ♦1.89 HEINZ VEGETABLE SOUP 400g X 12	1	1.89	0.00	1.42	0.47	25%
760	PM ♦2.49 FLASH LEMON LIQUID 950ML	1	0.00	2.49	2.19	-2.19	n/a
761	PM ♦2.59 OXO BEEF CUBES 12s X 12	1	2.59	0.00	1.83	0.76	29%
762	PM ♦2.99 KELLOGGS BRAN FLAKES 500g x 6	1	2.99	0.00	2.43	0.56	19%
763	PM ♦2.99 KELLOGGS CRUNCHY NUT GRANOLA 3	1	2.99	0.00	2.49	0.50	17%
764	PM ♦3.25 SHREDDIES 460g x 6	1	3.25	0.00	2.39	0.86	26%
765	Port Salut	1	2.85	0.00	2.19	0.66	23%
766	Purple sprouting brocoli	1	2.00	0.00	0.00	2.00	100%
767	QUEST WATERPROOF PLASTERS	1	0.85	0.00	0.59	0.26	31%
768	REGINA *KITCHEN ROLLS* 2s X 10	1	2.69	0.00	1.58	1.11	41%
769	Rosemary	1	0.20	0.00	0.00	0.20	100%
770	SANDWICH CHEESE & PICKLE	1	1.89	0.00	1.08	0.81	43%
771	Sapuri pinot grigio	1	6.99	0.00	5.64	1.35	19%
772	SAXA GROUND BLACK PEPPER *25g* X 12	1	1.39	0.00	1.01	0.38	28%
773	SAXA TABLE SALT 70G POTx12	1	1.39	0.00	1.08	0.31	22%
774	Shampoo	1	2.20	0.00	0.00	2.20	100%
775	SILVERWATER RESERVE SAUVIGNON BLANC 75cl	1	9.50	0.00	7.55	1.95	21%
776	Staff Hot Chocolate	1	0.00	0.00	0.15	-0.15	n/a
777	SUPABRIGHT SPONGE SCOURERS 10PK X 10	1	1.39	0.00	0.99	0.40	29%
778	Super Glue	1	0.50	0.00	0.00	0.50	100%
779	SURE DEO SPRAY FOR WOMEN **BRIGHT ** 150	1	1.75	0.00	1.27	0.48	27%
780	SURE MEN ACTIVE 150ML X 6	1	1.99	0.00	1.32	0.67	34%
781	SURE ROLL ON COTTON 50ML X 6	1	3.25	0.00	2.34	0.91	28%
782	TATE & LYLE BLACK TREACLE 454G X 12	1	2.05	0.00	1.36	0.69	34%
783	TATE & LYLE DARK BROWN SOFT SUGAR 500G X	1	1.95	0.00	1.39	0.56	29%
784	Thatchers gold 4 pack promotion	1	5.69	0.00	3.94	1.75	31%
785	TIPTREE ORANGE MARMALADE 340g x 6	1	2.59	0.00	2.10	0.49	19%
786	Whiskas + FISH favourites	1	5.19	0.00	3.67	1.52	29%
787	Xmas cake slice	0	0.00	0.00	0.00	0.00	n/a