

NOTES TO PCS REPORTS (all data excludes VAT, unless mentioned specifically)

Interpretation of results

The headline result is a monthly sales total of £7.8k and a gross profit of £1.8k - 23% (or YTD £89.5k and £19.1k - 21% respectively)

With Easter in April this year, but in March in 2024, the uptick in sales last month has now been fully reversed with YOY cumulative sales down 9%

Other noteworthy points:

- High margin ice creams - typically 30 to 40% - appearing for first time in 2005 (tango pops 5th best seller in month)
- Overall monthly wastage rates increased to 2.9% (March 2.4%)
- Main problem areas: Bon Appetit (5.4% and increasing), Bookers (4% but falling)
- Gainsmore (Warburton) wastage rate 2% - will be backed up with a stock check once billing resolved

Overheads at £400 continue to fall below the monthly average due to the absence of insurance, gifts, donations and telephone charges in the month
Some overhead payments switched to the company's bank account (to replace private payment and recharge) with at least one more required
Also looking to close the Lloyds bank account asap to save on fees

The lower overheads resulted in an overall PBT for the month of £1.4k (£13.0k ytd)

Cash increased by £1.5k to £55.5k in line with the operating result and no meaningful working capital movement

Warburton invoices

Extra credit secured from Warburton in April and consequently specific bread stock and profit check delayed

Cash

No further cash discrepancies detected in the month

Other

EPOS data quality not improving as hoped for. In future months we will target team leaders with relatively high usage of the "Miscellaneous" sales button (fails to pick up an appropriate cost and difficult to correct manually)

EPOS data quality

	month	ytd
Worse than average data quality in the month with the failure rate (sale item not matched with EPOS) currently standing at 1 in:	109	166
(representing a combination of scanning, set-up and operator errors)		

Inconsistencies between EPOS and Xero

All historic data corrections undertaken in Xero or in the EPOS/Xero interface
This means that the Xero reports (P&Ls) are more accurate than the EPOS ones

Most error corrections involve increasing costs which have been omitted from EPOS (eg Trevarthen and occasionally new or up-priced items)
For Trevarthens only, and due to their bar coding system, any costs in EPOS are ignored and replaced by a fixed percentage - they should be zero anyway -
applied during the EPOS/Xero interface process (which in turn is based on the last Trevarthen stock/margin check)
As at 28/11/23, the actual Trevarthen margin based on sales and stock was 18%, whereas its supposed to be a flat 25% according to the company
Sales data should be identical in the two systems, with any changes restricted to reallocation of categories
Within the Best/Worst selling items, all trevarthens products are grouped together, so their positioning is somewhat distorted in comparison with other individual items

Margin Errors

Over time, margins are likely to become overstated (but hopefully only to a small extent) due to unrecorded wastage (from a variety of sources)
and supplier price increases not picked up and entered into EPOS at the right time
To counteract this, we make a £100pm provision for general wastage which is then reconciled when a full stock take is undertaken

Wastage

All stock wastage is booked to cost of sales. It is measured by the sum of all items with negative margins (discounted sales price less cost of item, ex VAT)
Any staff consumption is booked to overheads with no impact on gross margins

Stock takes

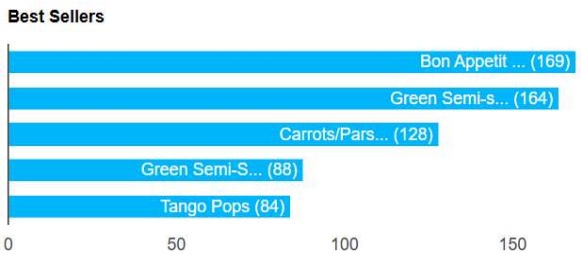
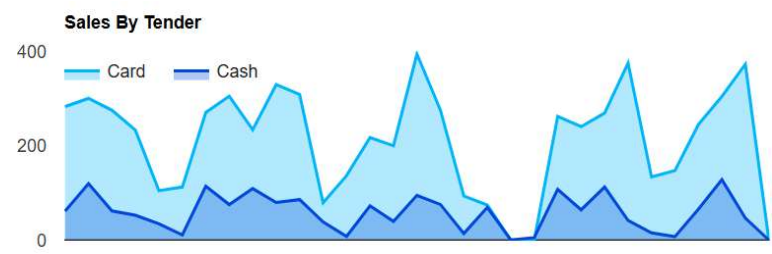
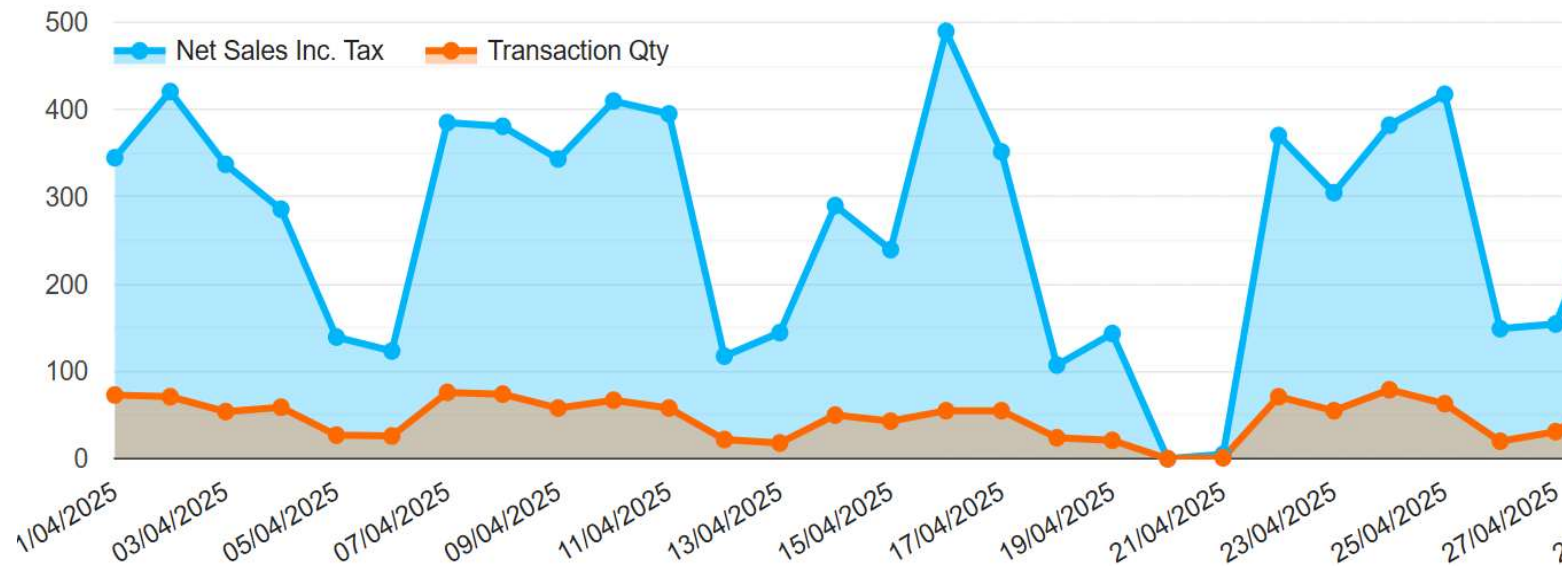
Stock takes will remove such problems by - generally - transferring value from stock to COGS (and thus reducing margins)

General stock takes completed on:	03/11/2023	
	07/07/2024	
Specific stock takes completed on:	12/11/2023	Takeaway Hot Drinks
	18/11/2023	Newspapers
	20/11/2023	Eggs
	22/11/2023	Trevarthen
	23/11/2023	Spirits
	25/11/2023	Vapes
	12/01/2024	Tremletts
	30/04/2024	Tremletts
	30/04/2024	Roddas
	30/04/2024	Trevarthen
	30/04/2024	Blakes
	31/05/2024	Tremletts
	31/05/2024	Bon Appetit

PERRANWELL COMMUNITY STORES (CBS) MANAGEMENT ACCOUNTS
From 01/4/2025 to 30/04/2025



HIGH LEVEL SALES ANALYSIS (source: EPOS)



Green semi-skim 2l = 164
Green semi-skim 1l = 88
Tango pops = 84

BA £2.30 cake slice = 169
Carrots/Parsnips = 128

PERRANWELL COMMUNITY STORES

MANAGEMENT ACCOUNTS

From 18/06/2024 to 30/04/2025

YEAR TOTDATE

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

Account	1	2	3	4	5	6	7	8	9	10	11	12
	Bakery and Bread	Groceries	Confectionery and Snacks	Beers, Wines, Spirits	Dairy	Soft Drinks	Chilled Products	Fresh Produce	Tobacco and Vapes	Frozen Products	Household	Tea&Coffee takeaway
Turnover												
Sales	14,569	13,272	10,550	10,769	9,531	4,092	7,358	3,338	5,951	2,376	2,872	755
Other revenue	0	0	0	0	0	0	0	0	0	0	0	0
Total Turnover	14,569	13,272	10,550	10,769	9,531	4,092	7,358	3,338	5,951	2,376	2,872	755
Cost of Sales												
Card Transaction fees	0	0	0	0	0	0	0	0	0	0	0	0
Cost of Goods Sold	9,056	9,465	7,573	8,185	6,967	2,662	5,945	2,002	5,145	1,612	2,052	294
Stock wastage	698	196	95	82	111	55	162	255	2	3	109	1
Total Cost of Sales	9,754	9,661	7,668	8,267	7,078	2,716	6,107	2,256	5,147	1,615	2,161	295
Gross Profit	4,815	3,611	2,882	2,502	2,452	1,375	1,251	1,082	803	761	710	460
Gross Margin	33%	27%	27%	23%	26%	34%	17%	32%	14%	32%	25%	61%
Wastage	4.8%	1.5%	0.9%	0.8%	1.2%	1.3%	2.2%	7.6%	0.0%	0.1%	3.8%	0.2%
Administrative Costs												
Accounting S/W fees	0	0	0	0	0	0	0	0	0	0	0	0
Advertising & Marketing	0	0	0	0	0	0	0	0	0	0	0	0
Bank Fees	0	0	0	0	0	0	0	0	0	0	0	0
Charitable Donations	0	0	0	0	0	0	0	0	0	0	0	0
Depreciation Expense	0	0	0	0	0	0	0	0	0	0	0	0
Gifts for volunteers	0	0	0	0	0	0	0	0	0	0	0	0
Insurance	0	0	0	0	0	0	0	0	0	0	0	0
IT Software and Consumables	0	0	0	0	0	0	0	0	0	0	0	0
Legal Expenses	0	0	0	0	0	0	0	0	0	0	0	0
Light, Power, Heating	0	0	0	0	0	0	0	0	0	0	0	0
Miscellaneous equipment uncapitalised	0	0	0	0	0	0	0	0	0	0	0	0
Operating Lease Payments	0	0	0	0	0	0	0	0	0	0	0	0
Postage, Freight & Courier	0	0	0	0	0	0	0	0	0	0	0	0
Printing & Stationery	0	0	0	0	0	0	0	0	0	0	0	0
Prize draws for shareholders	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
Shareholder & Volunteer meetings	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	6
Staff consumption	0	0	0	0	0	0	0	0	0	0	0	186
Telephone & Internet	0	0	0	0	0	0	0	0	0	0	0	0
Total Administrative Costs	0	0	0	0	0	0	0	0	0	0	0	192
Operating Profit	4,815	3,611	2,882	2,502	2,452	1,375	1,251	1,082	803	761	710	268
Other Income												
Donations	0	0	0	0	0	0	0	0	0	0	0	0
Total Other Income	0	0	0	0	0	0	0	0	0	0	0	0
Profit on Ordinary Activities Before Taxation	4,815	3,611	2,882	2,502	2,452	1,375	1,251	1,082	803	761	710	268
Profit after Taxation	4,815	3,611	2,882	2,502	2,452	1,375	1,251	1,082	803	761	710	268

PERRANWELL COMMUNITY STORES



Account	13 Stationery	14 Pet Food etc	15 Toiletries and Beauty	16 Newspapers	17 Unassigned	Total
Turnover						
Sales	1,604	1,096	546	630	237	89,544
Other revenue	0	0	0	0	0	0
Total Turnover	1,604	1,096	546	630	237	89,544
Cost of Sales						
Card Transaction fees	0	0	0	0	1,100	1,100
Cost of Goods Sold	1,223	870	376	630	1,263	65,319
Stock wastage	1	1	2	484	1,755	4,013
Total Cost of Sales	1,224	871	378	1,114	4,119	70,432
Gross Profit	380	225	168	(484)	(3,882)	19,112
Gross Margin	24%	21%	31%	-77%		21%
Wastage	0.0%	0.1%	0.4%	76.9%		4.5%
Administrative Costs						
Accounting S/W fees	0	0	0	0	726	726
Advertising & Marketing	0	0	0	0	24	24
Bank Fees	0	0	0	0	148	148
Charitable Donations	0	0	0	0	608	608
Depreciation Expense	0	0	0	0	418	418
Gifts for volunteers	0	0	0	0	179	179
Insurance	0	0	0	0	157	157
IT Software and Consumables	0	0	0	0	979	979
Legal Expenses	0	0	0	0	34	34
Light, Power, Heating	0	0	0	0	1,043	1,043
Miscellaneous equipment uncapitalised	0	0	0	0	149	149
Operating Lease Payments	0	0	0	0	170	170
Postage, Freight & Courier	0	0	0	0	160	160
Printing & Stationery	0	0	0	0	264	264
Prize draws for shareholders	0	0	0	0	350	350
Professional fees	0	0	0	0	310	310
Shareholder & Volunteer meetings	0	0	0	0	24	24
Shop consumables	0	0	0	0	62	68
Staff consumption	0	0	0	0	3	188
Telephone & Internet	0	0	0	0	123	123
Total Administrative Costs	0	0	0	0	5,930	6,121
Operating Profit	380	225	168	(484)	(9,812)	12,990
Other Income						
Donations	0	0	0	0	0	0
Total Other Income	0	0	0	0	0	0
Profit on Ordinary Activities Before Taxation	380	225	168	(484)	(9,812)	12,990
Profit after Taxation	380	225	168	(484)	(9,812)	12,990



Account	1 Youngs	2 Suzy Stebbing	3 Roddas	4 Bookers Colin Carters	5	6 Blakes	7 Trevarthen	8 Local Donor	9 Unknown	10 B&M	11 Pryors	12 Kneebone	13 GC Produce	14 Gainsmore	15 JJ & GDC Leach	16 Tremletts	17 Unassigned	Total
Turnover																		
Sales	44,067	5,406	9,547	7,933	3,081	5,016	5,887	895	2,034	755	376	809	501	2,008	445	630	156	89,544
Other revenue	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Total Turnover	44,067	5,406	9,547	7,933	3,081	5,016	5,887	895	2,034	755	376	809	501	2,008	445	630	156	89,544
Cost of Sales																		
Card Transaction fees	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	1,100	1,100
Cost of Goods Sold	33,775	2,689	6,988	5,515	1,759	3,863	4,866	2	1,456	207	66	572	290	1,633	366	630	641	65,319
Stock wastage	496	152	111	416	1	213	104	0	1	1	1	25	36	210	6	484	1,755	4,013
Total Cost of Sales	34,270	2,841	7,099	5,931	1,761	4,076	4,970	2	1,457	209	67	598	327	1,842	372	1,114	3,497	70,432
Gross Profit	9,796	2,565	2,448	2,002	1,320	940	916	894	577	546	309	211	175	165	73	(484)	(3,341)	19,112
Gross Margin	22%	47%	26%	25%	43%	19%	16%	100%	28%	72%	82%	26%	35%	8%	16%	-77%		21%
Wastage	1.1%	2.8%	1.2%	5.2%	0.0%	4.2%	1.8%	0.0%	0.0%	0.2%	0.2%	3.1%	7.3%	10.5%	1.3%	76.9%		4.5%
Administrative Costs																		
Accounting S/W fees	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	726	726
Advertising & Marketing	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	24	24
Bank Fees	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	148	148
Charitable Donations	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	608	608
Depreciation Expense	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	418	418
Gifts for volunteers	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	179	179
Insurance	0	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	0	979	979
Legal Expenses	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	34	34
Light, Power, Heating	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	1,043	1,043
Miscellaneous equipment uncapitalised	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	149	149
Operating Lease Payments	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	170	170
Postage, Freight & Courier	160	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	160
Printing & Stationery	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	264	264
Prize draws for shareholders	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	350	350
Professional fees	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	310	310
Shareholder & Volunteer meetings	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	24	24
Shop consumables	0	0	0	0	0	0	0	0	0	6	0	0	0	0	0	0	62	68
Staff consumption	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	188	188
Telephone & Internet	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	123	123
Total Administrative Costs	160	0	0	0	0	0	0	0	0	6	0	0	0	0	0	0	5,955	6,121
Operating Profit	9,636	2,565	2,448	2,002	1,320	940	916	894	577	540	309	211	175	165	73	(484)	(9,296)	12,990
Other Income																		
Donations	0	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	0
Profit on Ordinary Activities Before Taxation	9,636	2,565	2,448	2,002	1,320	940	916	894	577	540	309	211	175	165	73	(484)	(9,296)	12,990
Profit after Taxation	9,636	2,565	2,448	2,002	1,320	940	916	894	577	540	309	211	175	165	73	(484)	(9,296)	12,990

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

Account	1	2	3	4	5	6	7	8	9	10
	Bakery and Bread	Groceries	Dairy	Confectionery and Snacks	Beers, Wines, Spirits	Soft Drinks	Chilled Products	Frozen Products	Fresh Produce	Tobacco and Vapes
Turnover										
Sales	1,370	1,227	884	899	918	391	694	226	234	373
Other revenue	0	0	0	0	0	0	0	0	0	0
Total Turnover	1,370	1,227	884	899	918	391	694	226	234	373
Share of total sales	18%	16%	11%	12%	12%	5%	9%	3%	3%	5%
Cost of Sales										
Card Transaction fees	0	0	0	0	0	0	0	0	0	0
Cost of Goods Sold	856	890	647	664	737	262	561	159	148	324
Stock wastage	35	10	9	12	0	2	17	2	26	0
Total Cost of Sales	892	899	656	676	737	264	578	161	173	324
Gross Profit	479	328	228	223	181	128	117	65	61	49
Gross Margin	35%	27%	26%	25%	20%	33%	17%	29%	26%	13%
Wastage	2.6%	0.8%	1.0%	1.3%	0.0%	0.5%	2.4%	0.8%	10.9%	0.0%
Administrative Costs										
Accounting S/W fees	0	0	0	0	0	0	0	0	0	0
Bank Fees	0	0	0	0	0	0	0	0	0	0
Depreciation Expense	0	0	0	0	0	0	0	0	0	0
IT Software and Consumables	0	0	0	0	0	0	0	0	0	0
Light, Power, Heating	0	0	0	0	0	0	0	0	0	0
Postage, Freight & Courier	0	0	0	0	0	0	0	0	0	0
Shop consumables	0	0	0	0	0	0	0	0	0	0
Staff consumption	0	0	0	0	0	0	0	0	0	0
Total Administrative Costs	0	0	0	0	0	0	0	0	0	0
Operating Profit	479	328	228	223	181	128	117	65	61	49
Other Income										
Donations	0	0	0	0	0	0	0	0	0	0
Total Other Income	0	0	0	0	0	0	0	0	0	0
Profit on Ordinary Activities Before Taxation	479	328	228	223	181	128	117	65	61	49
Profit after Taxation	479	328	228	223	181	128	117	65	61	49

PERRANWELL COMMUNITY STORES



Account	11 Tea&Coffee takeaway	12 Household	13 Pet Food etc	14 Stationery	15 Toiletries and Beauty	16 Unassigned	Total
Turnover							
Sales	80	224	84	85	37	55	7,781
Other revenue	0	0	0	0	0	0	0
Total Turnover	80	224	84	85	37	55	7,781
<i>Share of total sales</i>	<i>1%</i>	<i>3%</i>	<i>1%</i>	<i>1%</i>	<i>0%</i>	<i>1%</i>	<i>100%</i>
Cost of Sales							
Card Transaction fees	0	0	0	0	0	83	83
Cost of Goods Sold	35	167	63	69	27	42	5,651
Stock wastage	0	13	0	0	0	100	225
Total Cost of Sales	35	180	63	69	27	225	5,958
Gross Profit	44	44	21	16	10	(170)	1,823
<i>Gross Margin</i>	<i>56%</i>	<i>20%</i>	<i>25%</i>	<i>18%</i>	<i>27%</i>		<i>23%</i>
Wastage	0.0%	5.9%	0.0%	0.0%	0.0%		2.9%
Administrative Costs							
Accounting S/W fees	0	0	0	0	0	67	67
Bank Fees	0	0	0	0	0	68	68
Depreciation Expense	0	0	0	0	0	41	41
IT Software and Consumables	0	0	0	0	0	91	91
Light, Power, Heating	0	0	0	0	0	100	100
Postage, Freight & Courier	0	0	0	0	0	18	18
Shop consumables	0	0	0	0	0	9	9
Staff consumption	7	0	0	0	0	0	7
Total Administrative Costs	7	0	0	0	0	394	401
Operating Profit	37	44	21	16	10	(564)	1,422
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	37	44	21	16	10	(564)	1,422
Profit after Taxation	37	44	21	16	10	(564)	1,422



Account	Youngs	Suzy Stebbing	Roddas	Bookers	Colin Carters	Trevarthen	Local Donor	Unknown	Blakes	B&M	Gainsmore	Pryors	JJ & GDC Leach	Kneebone	GC Produce	Unassigned	Total
Turnover																	
Sales	3,669	497	884	711	271	540	75	172	409	80	295	41	41	31	11	55	7,781
Other Revenue	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Total Turnover	3,669	497	884	711	271	540	75	172	409	80	295	41	41	31	11	55	7,781
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	2,806	240	647	509	164	446	0	98	346	27	238	17	32	24	6	50	5,651
Stock wastage	30	27	9	28	0	17	0	0	0	0	6	0	0	3	4	100	225
Total Cost of Sales	2,837	267	656	537	164	462	0	98	346	27	244	17	32	26	11	233	5,958
Gross Profit	833	230	228	174	107	78	75	74	63	52	51	23	9	4	0	(178)	1,823
Gross Margin	23%	46%	26%	24%	40%	14%	100%	43%	15%	66%	17%	57%	22%	14%	2%		23%
Wastage	0.8%	5.4%	1.0%	4.0%	0.0%	3.1%	0.0%	0.0%	0.0%	0.0%	2.2%	0.0%	0.0%	8.5%	40.0%		2.9%
Administrative Costs																	
Accounting S/W fees	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	67	67
Bank Fees	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	68	68
Depreciation Expense	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	41	41
IT Software and Consumables	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	91	91
Light, Power, Heating	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	100	100
Postage, Freight & Courier	18	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	18
Shop consumables	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	9	9
Staff consumption	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	7	7
Total Administrative Costs	18	0	0	0	0	0	0	0	0	0	0	0	0	0	0	384	401
Operating Profit	815	230	228	174	107	78	75	74	63	52	51	23	9	4	0	(562)	1,422
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	815	230	228	174	107	78	75	74	63	52	51	23	9	4	0	(562)	1,422
Profit after Taxation	815	230	228	174	107	78	75	74	63	52	51	23	9	4	0	(562)	1,422

PERRANWELL COMMUNITY STORES (CBS) MANAGEMENT ACCOUNTS

As at 30/04/2025

OPERATING MONTH

11



BALANCE SHEET

	This month	Last month	Change in month
<i>ASSETS</i>			
<i>CURRENT ASSETS</i>			
Cash and cash in transit	55,502	54,050	1,452
Stocks	8,005	7,512	493
Other	0	0	0
	63,507	61,562	1,945
<i>FIXED ASSETS</i>			
Equipment	1,000	1,041	-41
<i>CURRENT LIABILITIES</i>			
Accounts Payable	-4,731	-4,859	128
Accruals	-1,815	-1,697	-118
VAT	-984	-786	-197
Other Creditors	-1,506	-1,538	32
	-9,036	-8,880	-156
NET CURRENT ASSETS	55,471	53,723	1,748
<i>SHAREHOLDERS FUNDS</i>			
Share capital	10,050	10,050	0
Donations	23,766	23,766	0
Retained earnings	21,654	19,906	1,748
TOTAL SHAREHOLDERS FUNDS	55,471	53,723	1,748

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	after waste of	Total Costs	Margin £ (ex VAT)	
			Ex VAT		Ex VAT	VAT	Margin %
1	Batch of 50 PCS shares	53	2650.00	0.00	0.00	2650.00	100%
2	Green Semi-skim Milk 2L	1774	4017.97	2.83	2836.56	1181.41	29%
3	Bon Appetit - £2.30 Cake Slice	1160	2211.88	148.62	1088.34	1123.53	51%
4	Trevarthen meat	1997	5530.17	117.68	4479.44	1050.73	19%
5	Large Fresh Eggs x6	892	1774.58	3.36	940.50	834.08	47%
6	Donated Cake / pastry LARGE	224	663.00	9.00	0.00	663.00	100%
7	Bon Appetit - Tray Bake	501	953.98	54.32	328.32	625.66	66%
8	Bon Appetit - £2.50 Cake Slice	624	1505.45	54.55	939.00	566.45	38%
9	Medium Free Range Eggs x6	648	1294.73	2.50	836.40	458.33	35%
10	Blue Whole Milk 2L	575	1294.73	9.67	914.25	380.48	29%
11	Green Semi-Skim Milk 1L	1004	1234.23	2.47	872.54	361.69	29%
12	Blakes Cake-SLICE	386	735.30	43.00	404.42	330.89	45%
13	CANTI PROSECCO 75CL	170	1442.74	0.67	1119.17	323.57	22%
14	Potatoes - LARGE bag	178	311.72	28.22	55.20	256.52	82%
15	Bon Appetit - £3 Pie Slice	180	497.49	42.51	257.44	240.05	48%
16	Previate Italian Sparkling Brut	96	634.19	45.58	427.35	206.84	33%
17	MARLBORO GOLD 20	122	1641.08	0.00	1437.77	203.31	12%
18	Cathedral mature cheddar	213	694.18	6.59	508.78	185.40	27%
19	CALVET COTES DU RHONE 75CL	101	867.75	3.14	685.96	181.79	21%
20	LOST MARY PINEAPPLE ICE VAPE BAR 20mg x	71	370.94	0.00	191.70	179.24	48%
21	Meadow Churn Salted butter 250g	230	541.50	0.00	379.50	162.00	30%
22	Book of 8 stamps - 2nd Class	87	592.08	0.00	435.00	157.08	27%
23	Latte	139	236.67	3.33	86.88	149.80	63%
24	Cards	130	145.97	0.00	0.00	145.97	100%
25	Blue Whole Milk 1L	413	504.61	5.09	359.51	145.10	29%
26	Roddas Cornish Butter	197	629.60	3.71	491.53	138.07	22%
27	Donated Cake / pastry SMALL	142	136.20	5.80	0.00	136.20	100%
28	Americano	94	165.15	0.00	29.38	135.78	82%
29	Blakes 4 saffron buns	270	698.15	5.20	562.68	135.47	19%
30	Lambert & Butler	103	1229.49	0.00	1106.49	123.01	10%
31	SHOP CHRISTMAS CARD 24	243	364.50	0.00	244.00	120.50	33%
32	Cappuccino	103	181.24	0.00	64.38	116.87	64%
33	COKE CANS 330MLS X 24	422	318.93	7.92	218.66	100.27	31%
34	ROWESFROZEN PASTIES STEAK	178	347.10	0.00	248.81	98.29	28%
35	Double Cream 250ml	204	374.43	31.83	279.48	94.95	25%
36	MCVITIES MILK CHOC DIGESTIVES	183	281.82	0.00	188.86	92.96	33%
37	Honey	14	92.60	0.00	0.00	92.60	100%
38	Ham	37	92.09	1.21	0.00	92.09	100%
39	Tea / Instant Coffee	72	93.33	1.67	2.52	90.81	97%
40	CASILLERO CABERNET SAUVIGNON 75CL x 6	54	400.46	0.00	312.75	87.71	22%
1089	BURTS SPICY BBQ LTD EDITION	29	11.11	10.40	13.76	-2.65	-24%
1090	Sunflower	16	5.16	10.00	7.98	-2.82	-55%
1091	DOLMIO *WHITE* SAUCE 470G X 6	12	22.60	11.60	25.58	-2.98	-13%
1092	*NON PM* HEINZ SALAD CREAM GLASS 285G X	4	5.58	5.58	8.56	-2.98	-53%
1093	PM 1.29 Chicken and mushroom slice	5	1.29	5.16	4.60	-3.31	-257%
1094	BENS CHILLI CARCARNE SAUCE 450G X 6	6	6.85	6.59	10.40	-3.55	-52%
1095	Fat free yoghurts	23	5.49	7.16	9.20	-3.71	-68%
1096	ATORA *VEG* SUET 200G X 12	5	7.47	7.48	11.25	-3.78	-51%
1097	OAT MILK 1 litre x 6	33	50.07	2.40	54.54	-4.47	-9%
1098	Snax on the Go cheese & Onion sandwich	8	2.52	12.29	7.05	-4.53	-180%
1099	PMDIET COKE 1075LTR	4	0.00	7.30	5.26	-5.26	n/a
1100	CORNISH LARDER ALE CHUTNEY WITH ST IVES	6	13.50	13.50	18.90	-5.40	-40%
1101	PM 1.25 MCVITIES NICE 250G X 12	59	56.90	16.85	62.53	-5.63	-10%
1102	Sausages	5	19.58	0.00	25.31	-5.73	-29%
1103	FILBERTS BARBECUE ALMONDS 40g x 20	7	0.00	8.11	5.74	-5.74	n/a
1104	ESSENTIAL FOIL 300mm x 5m x 12	46	25.92	23.65	32.16	-6.24	-24%
1105	HELLMANS GARLIC & HERB SAUCE	8	8.75	11.25	15.18	-6.43	-74%
1106	THREE BEAN SALAD	6	3.08	9.22	9.90	-6.82	-221%
1107	Sweet Potatoes	118	20.69	8.81	28.08	-7.39	-36%
1108	HARRISONS BBQ SAUCE	8	0.70	10.50	8.40	-7.70	-1100%
1109	Warburtons GF Sourdough Bloomer	47	136.10	39.21	144.03	-7.93	-6%
1110	Blakes White small	115	138.40	45.60	147.20	-8.80	-6%
1111	BENS TIKKA MASALA 450G X 6	9	6.57	15.30	15.60	-9.03	-137%
1112	SANDWICH TUNA & MAYO	42	45.36	34.02	54.60	-9.24	-20%
1113	AUBERGINE	22	15.84	22.88	25.30	-9.46	-60%
1114	Chicken Fillet	2	4.29	4.37	14.00	-9.71	-226%
1115	Paloma kitchen roll	134	156.81	76.57	167.25	-10.44	-7%
1116	Turkey slices	3	7.35	0.00	17.95	-10.60	-144%
1117	XMAS CAKE SMALL	4	64.40	31.40	76.64	-12.24	-19%
1118	Tomato - single large	411	158.35	47.15	171.73	-13.37	-8%
1119	Toastie White 800g	48	50.04	28.08	64.30	-14.26	-28%
1120	Warburtons Fruited Teacakes	83	89.77	38.88	104.29	-14.52	-16%
1121	Blakes Large malted grain	98	188.25	66.55	203.84	-15.59	-8%
1122	Staff Hot Chocolate	114	0.00	0.00	17.10	-17.10	n/a
1123	Warburtons Original Bagels	27	27.90	30.15	45.56	-17.66	-63%
1124	Blakes White large	95	168.99	63.76	188.10	-19.11	-11%
1125	Ham slices	14	37.76	0.00	61.99	-24.22	-64%
1126	Staff Cappuccino	45	0.00	0.00	28.13	-28.13	n/a
1127	Staff Americano	110	0.00	0.00	34.38	-34.38	n/a
1128	Staff Latte	86	0.00	0.00	53.75	-53.75	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	after waste of	Total Costs	Margin £ (ex	Margin %
			Ex VAT		Ex VAT	VAT)	
1	Trevarthen meat	1997	5530.17	117.68	4479.44	1050.73	19%
2	Green Semi-skim Milk 2L	1774	4017.97	2.83	2836.56	1181.41	29%
3	Batch of 50 PCS shares	53	2650.00	0.00	0.00	2650.00	100%
4	Bon Appetit - £2.30 Cake Slice	1160	2211.88	148.62	1088.34	1123.53	51%
5	Large Fresh Eggs x6	892	1774.58	3.36	940.50	834.08	47%
6	MARLBORO GOLD 20	122	1641.08	0.00	1437.77	203.31	12%
7	Bon Appetit - £2.50 Cake Slice	624	1505.45	54.55	939.00	566.45	38%
8	CANTI PROSECCO 75CL	170	1442.74	0.67	1119.17	323.57	22%
9	Blue Whole Milk 2L	575	1294.73	9.67	914.25	380.48	29%
10	Medium Free Range Eggs x6	648	1294.73	2.50	836.40	458.33	35%
11	Green Semi-Skim Milk 1L	1004	1234.23	2.47	872.54	361.69	29%
12	Lambert & Butler	103	1229.49	0.00	1106.49	123.01	10%
13	Golden Virginia yellow	60	1123.80	0.00	1048.20	75.60	7%
14	Bon Appetit - Tray Bake	501	953.98	54.32	328.32	625.66	66%
15	Blakes Rich Slab Cake	250	914.03	222.89	911.44	2.59	0%
16	CALVET COTES DU RHONE 75CL	101	867.75	3.14	685.96	181.79	21%
17	Blakes Almond and Cherry	205	788.23	143.91	745.32	42.91	5%
18	Blakes Cake-SLICE	386	735.30	43.00	404.42	330.89	45%
19	Cutters choice original	35	709.06	0.00	672.94	36.12	5%
20	Blakes 4 saffron buns	270	698.15	5.20	562.68	135.47	19%
21	Cathedral mature cheddar	213	694.18	6.59	508.78	185.40	27%
22	Donated Cake / pastry LARGE	224	663.00	9.00	0.00	663.00	100%
23	Previate Italian Sparkling Brut	96	634.19	45.58	427.35	206.84	33%
24	Roddas Cornish Butter	197	629.60	3.71	491.53	138.07	22%
25	Book of 8 stamps - 2nd Class	87	592.08	0.00	435.00	157.08	27%
26	Meadow Churn Salted butter 250g	230	541.50	0.00	379.50	162.00	30%
27	Blue Whole Milk 1L	413	504.61	5.09	359.51	145.10	29%
28	Bon Appetit - £3 Pie Slice	180	497.49	42.51	257.44	240.05	48%
29	AMSTEL LAGER 4PK X 440ML X 6	96	471.00	9.92	389.55	81.45	17%
30	PM £2.99 ANDREX TOILET ROLLS 4PK X 6	172	428.28	0.00	378.45	49.83	12%
31	DI MARIA PROSECCO	52	400.76	7.92	329.31	71.45	18%
32	CASILLERO CABERNET SAUVIGNON 75CL x 6	54	400.46	0.00	312.75	87.71	22%
33	Thatchers Gold	80	392.80	0.00	306.48	86.32	22%
34	GLENS VODKA	29	380.26	0.00	331.29	48.97	13%
35	Double Cream 250ml	204	374.43	31.83	279.48	94.95	25%
36	LOST MARY PINEAPPLE ICE VAPE BAR 20mg x	71	370.94	0.00	191.70	179.24	48%
37	SHOP CHRISTMAS CARD 24	243	364.50	0.00	244.00	120.50	33%
38	Book of 4 stamps - 1st class	58	352.80	0.00	348.00	4.80	1%
39	Baking Potatoes	726	350.97	12.03	268.62	82.35	23%
40	ROWESFROZEN PASTIES STEAK	178	347.10	0.00	248.81	98.29	28%
1089	Snowballs	1	1.00	0.00	0.00	1.00	100%
1090	Sweetcorn cob fresh	1	1.00	0.00	0.00	1.00	100%
1091	Evian	1	0.99	0.00	0.00	0.99	100%
1092	Whiskas pouch x2	1	0.98	0.00	0.00	0.98	100%
1093	Fanta zero sugar drink	1	0.85	0.00	0.00	0.85	100%
1094	Pudding	1	0.85	0.00	0.00	0.85	100%
1095	Christmas Cards Handmade	1	0.83	0.00	0.22	0.62	74%
1096	Dishwasher Tablets x 4	1	0.83	0.00	0.40	0.43	52%
1097	Lentil crisps	1	0.83	0.00	0.00	0.83	100%
1098	PEDIGREE DENTASTIX 3PK	1	0.83	0.00	0.42	0.41	49%
1099	7up	1	0.75	0.00	0.00	0.75	100%
1100	Uhu white tack	1	0.75	0.00	0.00	0.75	100%
1101	HARRISONS BBQ SAUCE	8	0.70	10.50	8.40	-7.70	-1100%
1102	CRUNCHIE X 48	1	0.67	0.00	0.49	0.18	26%
1103	PARACETAMOL CAPSULES 16s X 10	1	0.63	0.00	0.54	0.09	14%
1104	Paracetamol Tablets	1	0.63	0.00	0.54	0.09	14%
1105	Halloween	2	0.60	0.00	0.00	0.60	100%
1106	PM 70P SNICKERS STD 48g X 48	1	0.58	0.00	0.47	0.11	19%
1107	Potato jacket	1	0.50	0.00	0.00	0.50	100%
1108	White onion	1	0.50	0.00	0.00	0.50	100%
1109	Hall	1	0.40	0.00	0.00	0.40	100%
1110	Parsnip	1	0.40	0.00	0.00	0.40	100%
1111	Cup	1	0.30	0.00	0.00	0.30	100%
1112	Halloween sweets	1	0.30	0.00	0.00	0.30	100%
1113	Onion	1	0.25	0.00	0.00	0.25	100%
1114		20	0.20	0.00	0.00	0.20	100%
1115	Single chilli	1	0.15	0.00	0.00	0.15	100%
1116	Eyeball lolly	1	0.10	0.00	0.00	0.10	100%
1117	Hal	1	0.10	0.00	0.00	0.10	100%
1118	Small Envelopes	1	0.10	0.00	0.00	0.10	100%
1119	Staff Hot Chocolate	114	0.00	0.00	17.10	-17.10	n/a
1120	Staff Americano	110	0.00	0.00	34.38	-34.38	n/a
1121	Staff Latte	86	0.00	0.00	53.75	-53.75	n/a
1122	Staff Cappuccino	45	0.00	0.00	28.13	-28.13	n/a
1123	Donated veg	10	0.00	0.00	0.00	0.00	n/a
1124	FILBERTS BARBECUE ALMONDS 40g x 20	7	0.00	8.11	5.74	-5.74	n/a
1125	PMDIET COKE 1075LTR	4	0.00	7.30	5.26	-5.26	n/a
1126	BUXTON SPARKLING 500ML X 24	3	0.00	1.88	1.12	-1.12	n/a
1127	Hovis Thick White	0	0.00	0.00	0.00	0.00	n/a
1128	Tomato	1	-0.25	0.00	0.00	-0.25	100%

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 Ex VAT	after waste of	Total Costs Ex VAT	Margin £ (ex VAT)	Margin %
1	Trevarthen meat	1997	5530.17	117.68	4479.44	1050.73	19%
2	Green Semi-skim Milk 2L	1774	4017.97	2.83	2836.56	1181.41	29%
3	Bon Appetit - £2.30 Cake Slice	1160	2211.88	148.62	1088.34	1123.53	51%
4	Carrots/Parsnips	1152	153.60	76.80	79.83	73.77	48%
5	Green Semi-Skim Milk 1L	1004	1234.23	2.47	872.54	361.69	29%
6	Large Fresh Eggs x6	892	1774.58	3.36	940.50	834.08	47%
7	Baking Potatoes	726	350.97	12.03	268.62	82.35	23%
8	Medium Free Range Eggs x6	648	1294.73	2.50	836.40	458.33	35%
9	Bon Appetit - £2.50 Cake Slice	624	1505.45	54.55	939.00	566.45	38%
10	Blue Whole Milk 2L	575	1294.73	9.67	914.25	380.48	29%
11	Bon Appetit - Tray Bake	501	953.98	54.32	328.32	625.66	66%
12	Green Semi-skim Milk 568ml	492	345.99	31.29	270.60	75.39	22%
13	WHISKAS TUNA IN JELLY POUCHES 85g x 28	423	174.02	0.02	150.92	23.11	13%
14	COKE CANS 330MLS X 24	422	318.93	7.92	218.66	100.27	31%
15	Blue Whole Milk 1L	413	504.61	5.09	359.51	145.10	29%
16	Tomato - single large	411	158.35	47.15	171.73	-13.37	-8%
17	Blakes Cake-SLICE	386	735.30	43.00	404.42	330.89	45%
18	Green Apples	334	158.63	8.37	111.06	47.58	30%
19	Tango Pops	327	106.92	1.33	68.67	38.25	36%
20	Thick & Creamy Yogurt	313	164.85	7.70	132.24	32.61	20%
21	Blakes 4 saffron buns	270	698.15	5.20	562.68	135.47	19%
22	Leeks	268	326.87	8.13	268.00	58.87	18%
23	TWIRL CADBURYS	261	148.79	0.00	114.32	34.47	23%
24	Red/White Onions	260	123.50	6.50	60.26	63.24	51%
25	PM30P FREDDO ORIGINAL 18G	254	63.50	0.00	61.78	1.72	3%
26	ROWNTREES FRUIT PASTILLES	251	125.00	0.50	101.71	23.29	19%
27	Blakes Rich Slab Cake	250	914.03	222.89	911.44	2.59	0%
28	PM 1.25 haribo tangfastics 154g	246	252.73	3.13	192.41	60.32	24%
29	HAPPY HIPPO *HAZELNUT* X 28	243	156.40	0.00	92.77	63.63	41%
30	SHOP CHRISTMAS CARD 24	243	364.50	0.00	244.00	120.50	33%
31	PM 1.25 HARIBO STARMIX 140G X 12	236	245.44	0.00	183.88	61.56	25%
32	Meadow Churn Salted butter 250g	230	541.50	0.00	379.50	162.00	30%
33	Donated Cake / pastry LARGE	224	663.00	9.00	0.00	663.00	100%
34	Clotted Cream 113g	220	332.42	30.58	262.70	69.72	21%
35	Blue Whole Milk 568ml	217	143.83	22.88	119.35	24.48	17%
36	MILKY WAY MAGIC STARS	215	135.44	0.00	102.56	32.89	24%
37	SNICKERS PM 48G	215	135.45	0.00	107.72	27.74	20%
38	Cathedral mature cheddar	213	694.18	6.59	508.78	185.40	27%
39	CDM MARVELLOUS CREATIONS POPPING CANDY 4	208	153.87	0.00	116.29	37.58	24%
40	Blakes Almond and Cherry	205	788.23	143.91	745.32	42.91	5%
1089	Smcabbage	1	2.00	0.00	0.00	2.00	100%
1090	Snowballs	1	1.00	0.00	0.00	1.00	100%
1091	Squash	1	1.50	0.00	0.00	1.50	100%
1092	Stamps 4x1st	1	6.60	0.00	0.00	6.60	100%
1093	Stella 4 pack	1	7.59	0.00	0.00	7.59	100%
1094	Sunflower 3	1	3.00	0.00	0.00	3.00	100%
1095	Suzi jam sugar	1	50.00	0.00	0.00	50.00	100%
1096	Sweet corn	1	1.50	0.00	0.00	1.50	100%
1097	Sweetcorn cob fresh	1	1.00	0.00	0.00	1.00	100%
1098	Sweetners	1	1.15	0.00	0.00	1.15	100%
1099	Swing bin liners pm	1	1.69	0.00	0.00	1.69	100%
1100	Teacakes	1	1.55	0.00	0.00	1.55	100%
1101	The Daily Mail	1	1.10	0.00	1.10	0.00	0%
1102	The Sunday Times	1	4.50	0.00	0.00	4.50	100%
1103	The times on sat	1	4.00	0.00	0.00	4.00	100%
1104	Tiger bread	1	1.85	0.00	0.00	1.85	100%
1105	Times on sat	1	4.00	0.00	0.00	4.00	100%
1106	ToAst bread	1	1.65	0.00	0.00	1.65	100%
1107	Toilet rolls	1	2.99	0.00	0.00	2.99	100%
1108	Tomato	1	-0.25	0.00	0.00	-0.25	100%
1109	Trevarthan	1	3.37	0.00	0.00	3.37	100%
1110	Trevarthen	1	3.33	0.00	2.70	0.63	19%
1111	Trevarthen meat turkey	1	2.79	0.00	2.26	0.53	19%
1112	Tunnocks tea cak	1	1.79	0.00	0.00	1.79	100%
1113	Uhu white tack	1	0.75	0.00	0.00	0.75	100%
1114	Warburton bfarmhouse	1	1.79	0.00	0.00	1.79	100%
1115	Warburton crumpets	1	1.09	0.00	0.00	1.09	100%
1116	Warburton gluten free seeded	1	2.33	0.00	0.00	2.33	100%
1117	Warburton seeded	1	1.35	0.00	0.00	1.35	100%
1118	Warburton teacake	1	1.55	0.00	0.00	1.55	100%
1119	Warburtons tiger bloomer	1	1.85	0.00	0.00	1.85	100%
1120	Whiskas pouch x2	1	0.98	0.00	0.00	0.98	100%
1121	White foxglove	1	3.50	0.00	0.00	3.50	100%
1122	White large bread	1	1.65	0.00	0.00	1.65	100%
1123	White onion	1	0.50	0.00	0.00	0.50	100%
1124	XMAS DUNDEE CAKE	1	23.50	0.00	18.80	4.70	20%
1125	XMAS TABLE DECORATION	1	8.00	0.00	5.00	3.00	38%
1126	Xmas table decs	1	24.00	0.00	0.00	24.00	100%
1127	XMAS TUNIS CAKE	1	19.50	0.00	15.60	3.90	20%
1128	Hovis Thick White	0	0.00	0.00	0.00	0.00	n/a

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

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

Rank	Name	Qty	Total Sales	after waste of	Total Costs	Margin £ (ex VAT)	
			Ex VAT		Ex VAT	VAT	Margin %
1	Bon Appetit - £2.30 Cake Slice	169	333.10	45.40	157.74	175.36	53%
2	Green Semi-skim Milk 2L	164	377.20	0.00	262.35	114.85	30%
3	Ham	37	92.09	1.21	0.00	92.09	100%
4	Large Fresh Eggs x6	77	147.94	0.00	82.65	65.29	44%
5	Bacon	18	58.10	0.00	0.00	58.10	100%
6	Bon Appetit - £3 Pie Slice	42	108.00	18.00	58.72	49.28	46%
7	Sausage	14	48.82	1.98	3.12	45.70	94%
8	Donated Cake / pastry LARGE	14	42.00	0.00	0.00	42.00	100%
9	CANTI PROSECCO 75CL	22	186.80	0.00	144.83	41.97	22%
10	Trevarthen meat	78	215.30	7.35	174.39	40.91	19%
11	Medium Free Range Eggs x6	61	123.23	0.00	82.65	40.58	33%
12	Blue Whole Milk 2L	57	131.10	0.00	90.63	40.47	31%
13	Bon Appetit - Tray Bake	27	55.70	4.60	17.92	37.78	68%
14	DI MARIA PROSECCO	22	174.23	0.00	137.08	37.15	21%
15	Green Semi-Skim Milk 1L	88	110.00	0.00	77.44	32.56	30%
16	Blakes Cake-SLICE	33	72.30	0.00	39.77	32.54	45%
17	Canto prosecco x3	1	30.57	0.00	0.00	30.57	100%
18	MARLBORO GOLD 20	13	181.48	0.00	153.21	28.28	16%
19	Donated Cake / pastry SMALL	33	28.00	5.00	0.00	28.00	100%
20	Potatoes - LARGE bag	20	38.80	1.00	16.00	22.80	59%
21	Cathedral mature cheddar	25	82.25	0.00	60.85	21.40	26%
22	Meadow Churn Salted butter 250g	25	62.25	0.00	41.25	21.00	34%
23	Sausage roll	13	20.40	0.00	0.00	20.40	100%
24	S roll	14	18.80	0.00	0.00	18.80	100%
25	Latte	16	26.72	0.00	10.00	16.72	63%
26	Roddas Cornish Butter	17	56.95	0.00	41.99	14.96	26%
27	Americano	11	18.35	0.00	3.44	14.91	81%
28	Cappuccino	14	23.38	0.00	8.75	14.63	63%
29	Blue Whole Milk 1L	38	47.50	0.00	33.44	14.06	30%
30	Cards	12	12.49	0.00	0.00	12.49	100%
31	Blakes 4 saffron buns	23	61.15	0.00	48.92	12.23	20%
32	Hogs Pudding	7	13.59	6.97	2.00	11.59	85%
33	Lost Mary Pineapple Vape Ice	5	24.95	0.00	13.50	11.45	46%
34	Warburtons Seeded Batch 800g	28	57.89	0.63	46.76	11.13	19%
35	CALVET COTES DU RHONE 75CL	6	51.82	3.14	40.75	11.07	21%
36	Sausage rolls	3	10.80	0.00	0.00	10.80	100%
37	Tango Pops	84	27.86	0.00	17.64	10.22	37%
38	COKE CANS 330MLS X 24	36	28.44	0.00	18.43	10.01	35%
39	EVIAN 500MLS X 24	23	19.08	0.00	9.09	9.99	52%
40	Turkey	5	9.73	0.00	0.00	9.73	100%
497	WAGON WHEELS 6PACK	1	1.08	0.00	0.87	0.21	19%
498	PM 75P CADBURY TWIRL STD 43G	1	0.74	0.00	0.57	0.17	23%
499	Wrapping Paper	1	0.66	0.00	0.49	0.17	26%
500	PM 1.25 MILKYBAR BLOCK 90G x14	1	1.04	0.00	0.87	0.17	16%
501	Galaxy Caramel Std	1	0.71	0.00	0.55	0.16	22%
502	PM 75P CADBURY DAIRY MILK 45G	1	0.63	0.00	0.48	0.15	24%
503	OAT MILK 1 litre x 6	3	4.77	0.00	4.67	0.10	2%
504	PM30P FREDDO ORIGINAL 18G	1	0.25	0.00	0.21	0.04	17%
505	Aubergine	1	0.00	0.75	0.00	0.00	n/a
506	SEALAPACK FREEZER BAGS 15S X 12	3	2.32	1.16	2.35	-0.03	-1%
507	Jacks 12 Yorkshire Puddings	3	2.78	1.39	2.85	-0.07	-3%
508	GREENSHIELDS DS ANTI BAC HOUSEHOLD WIPES	6	4.32	2.15	4.49	-0.17	-4%
509	Sweet Potatoes	6	1.25	0.25	1.43	-0.18	-14%
510	Seabrook Salt & Vinegar 5pk	1	0.52	0.53	0.70	-0.18	-35%
511	Blue Whole Milk 568ml	9	4.68	2.34	4.95	-0.27	-6%
512	*150G* BURTS CHEDDAR & SPRING ONION x10	3	3.58	1.79	3.87	-0.29	-8%
513	Swede/Turnip	2	1.00	1.00	1.33	-0.33	-33%
514	Warburtons Fruited Teacakes	4	4.65	1.55	5.00	-0.35	-8%
515	PM 1.49 ROBINSONS SQUASH SUMMER FRUIT 7	4	3.72	1.25	4.08	-0.36	-10%
516	TATE & LYLE GRANULATED SUGAR *500G* X 10	4	3.96	0.00	4.46	-0.50	-13%
517	Large lemon	2	0.00	1.00	0.80	-0.80	n/a
518	Blakes Toffee Fudge Cake	4	13.20	4.30	14.00	-0.80	-6%
519	Panasonic Zinc*AAA*	3	1.04	2.08	1.85	-0.81	-77%
520	PM 1.25 KP DRY ROAST 65G	7	3.64	3.68	4.59	-0.95	-26%
521	Paloma kitchen roll	12	14.32	7.17	15.37	-1.05	-7%
522	Haywards sweet onions	2	2.34	2.36	3.42	-1.08	-46%
523	CELERY	2	0.62	1.88	1.78	-1.16	-187%
524	Staff Cappuccino	2	0.00	0.00	1.25	-1.25	n/a
525	Staff Americano	5	0.00	0.00	1.56	-1.56	n/a
526	PM 35P FREDDO	23	6.68	0.00	8.26	-1.58	-24%
527	Staff Latte	3	0.00	0.00	1.88	-1.88	n/a
528	Staff Hot Chocolate	13	0.00	0.00	1.95	-1.95	n/a
529	HARDYS V R PINOT GRIGIO 75CLx6	5	30.89	0.00	32.89	-2.00	-6%
530	Tomato - single large	51	18.50	7.00	21.21	-2.71	-15%
531	ESSENTIAL FOIL 300mm x 5m x 12	7	2.16	5.38	4.89	-2.73	-127%
532	DOLMIO *WHITE* SAUCE 470G X 6	6	7.10	10.00	12.79	-5.69	-80%
533	Sausages	5	19.58	0.00	25.31	-5.73	-29%
534	Chicken Fillet	2	4.29	4.37	14.00	-9.71	-226%
535	Turkey slices	3	7.35	0.00	17.95	-10.60	-144%
536	Ham slices	14	37.76	0.00	61.99	-24.22	-64%

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	after	Total Costs	Margin £	Margin %
			Ex VAT	waste of	Ex VAT	Ex VAT	
1	Green Semi-skim Milk 2L	164	377.20	0.00	262.35	114.85	30%
2	Bon Appetit - £2.30 Cake Slice	169	333.10	45.40	157.74	175.36	53%
3	Trevarthen meat	78	215.30	7.35	174.39	40.91	19%
4	CANTI PROSECCO 75CL	22	186.80	0.00	144.83	41.97	22%
5	MARLBORO GOLD 20	13	181.48	0.00	153.21	28.28	16%
6	DI MARIA PROSECCO	22	174.23	0.00	137.08	37.15	21%
7	Large Fresh Eggs x6	77	147.94	0.00	82.65	65.29	44%
8	Blue Whole Milk 2L	57	131.10	0.00	90.63	40.47	31%
9	Medium Free Range Eggs x6	61	123.23	0.00	82.65	40.58	33%
10	Lambert Blue k/s original	10	117.50	0.00	112.00	5.50	5%
11	Green Semi-Skim Milk 1L	88	110.00	0.00	77.44	32.56	30%
12	Bon Appetit - £3 Pie Slice	42	108.00	18.00	58.72	49.28	46%
13	Blakes Almond and Cherry	26	100.42	19.06	95.55	4.87	5%
14	Blakes Rich Slab Cake	24	92.56	18.32	88.80	3.76	4%
15	Ham	37	92.09	1.21	0.00	92.09	100%
16	Cathedral mature cheddar	25	82.25	0.00	60.85	21.40	26%
17	Blakes Cake-SLICE	33	72.30	0.00	39.77	32.54	45%
18	Meadow Churn Salted butter 250g	25	62.25	0.00	41.25	21.00	34%
19	Blakes 4 saffron buns	23	61.15	0.00	48.92	12.23	20%
20	Bacon	18	58.10	0.00	0.00	58.10	100%
21	Warburtons Seeded Batch 800g	28	57.89	0.63	46.76	11.13	19%
22	Roddas Cornish Butter	17	56.95	0.00	41.99	14.96	26%
23	Bon Appetit - Tray Bake	27	55.70	4.60	17.92	37.78	68%
24	CALVET COTES DU RHONE 75CL	6	51.82	3.14	40.75	11.07	21%
25	Sausage	14	48.82	1.98	3.12	45.70	94%
26	Blue Whole Milk 1L	38	47.50	0.00	33.44	14.06	30%
27	Book of 4 stamps - 1st class	7	47.40	0.00	42.00	5.40	11%
28	PM £2.99 ANDREX TOILET ROLLS 4PK X 6	19	47.31	0.00	41.33	5.99	13%
29	Cadbury Mini Eggs	33	46.50	8.82	45.21	1.29	3%
30	PM 2.24 Mc Vities milk choc	24	45.12	0.00	37.82	7.30	16%
31	PM 6.69 THATCHERS BLOOD ORANGE CANS 4PK	8	44.64	0.00	37.12	7.52	17%
32	PM04.79 GOLD BLEND COFFEE 95G	11	43.89	0.00	36.34	7.55	17%
33	Donated Cake / pastry LARGE	14	42.00	0.00	0.00	42.00	100%
34	GLENS VODKA	3	41.22	0.00	35.43	5.79	14%
35	Potatoes - LARGE bag	20	38.80	1.00	16.00	22.80	59%
36	Ham slices	14	37.76	0.00	61.99	-24.22	-64%
37	AMSTEL LAGER 4PK X 440ML X 6	7	36.68	0.00	27.83	8.86	24%
38	Cornish Honey 454g	4	35.60	0.00	28.00	7.60	21%
39	Hot cross buns pack of 4	12	34.76	0.00	27.84	6.92	20%
40	Double Cream 250ml	19	34.48	5.23	26.03	8.45	25%
497	PM 1.50 GALAXY MINSTRELS	1	1.25	0.00	0.99	0.26	21%
498	PM £1.50 RIBENA CORDIAL BLACKCURRANT 600	1	1.25	0.00	1.04	0.21	17%
499	ENLIVEN MOUTHWASH 500MLS x 8	1	1.24	0.00	0.89	0.35	29%
500	PM £1.49 ROBINSONS SQUASH APPLE & BLACK	1	1.24	0.00	1.02	0.22	18%
501	PM £1.49 ROBINSONS SQUASH ORANGE NAS 750	1	1.24	0.00	1.02	0.22	18%
502	pm 1.49 Wagon Wheels original	1	1.24	0.00	0.93	0.31	25%
503	Jacks Mixed Vegetables	1	1.19	0.00	0.77	0.42	35%
504	ESSENTIAL CLING FILM 300mm x 30m x 12	1	1.17	0.00	0.82	0.35	30%
505	CAREX ORIGINAL SHOWER GEL 500ML X 6	1	1.16	0.00	0.83	0.33	28%
506	SUPABRIGHT SPONGE SCOURERS 10PK X 10	1	1.16	0.00	0.83	0.34	29%
507	CADBURY CHOCOLATE ECLAIRS 130G	1	1.13	0.00	0.84	0.29	26%
508	pm 1.09 Green Giant sweetcorn 165g	1	1.09	0.00	0.81	0.28	26%
509	WAGON WHEELS 6PACK	1	1.08	0.00	0.87	0.21	19%
510	Panasonic Zinc*AAA*	3	1.04	2.08	1.85	-0.81	-77%
511	PM £1.25 GALAXY CARAMEL 135G X 24	1	1.04	0.00	0.83	0.21	20%
512	PM 1.25 HARIBO MERRY MIX	1	1.04	0.00	0.72	0.32	31%
513	PM £1.25 MILKYBAR BLOCK 90G x14	1	1.04	0.00	0.87	0.17	16%
514	Swede/Turnip	2	1.00	1.00	1.33	-0.33	-33%
515	Whiskas pouch x2	1	0.98	0.00	0.00	0.98	100%
516	Swizzles Drumstick Squashies	1	0.96	0.00	0.68	0.28	29%
517	FLAMEFAST FIRELIGHTERS 24X	1	0.94	0.00	0.55	0.39	41%
518	Pens	2	0.83	0.00	0.00	0.83	100%
519	PEDIGREE DENTASTIX 3PK	1	0.83	0.00	0.42	0.41	49%
520	SOOTHERS HONEY & LEMON X 20	1	0.75	0.00	0.52	0.23	31%
521	PM 75P CADBURY TWIRL STD 43G	1	0.74	0.00	0.57	0.17	23%
522	Galaxy Caramel Std	1	0.71	0.00	0.55	0.16	22%
523	Wrapping Paper	1	0.66	0.00	0.49	0.17	26%
524	Clear Tape	1	0.63	0.00	0.00	0.63	100%
525	PM 75P CADBURY DAIRY MILK 45G	1	0.63	0.00	0.48	0.15	24%
526	CELERY	2	0.62	1.88	1.78	-1.16	-187%
527	ROWNTREES FRUIT PASTILLES ROLLS X 32	1	0.58	0.00	0.37	0.21	36%
528	Seabrook Salt & Vinegar 5pk	1	0.52	0.53	0.70	-0.18	-35%
529	EXIS DISPOSABLE LIGHTERS X 45	1	0.46	0.00	0.14	0.32	71%
530	PM30P FREDDO ORIGINAL 18G	1	0.25	0.00	0.21	0.04	17%
531	Staff Hot Chocolate	13	0.00	0.00	1.95	-1.95	n/a
532	Staff Americano	5	0.00	0.00	1.56	-1.56	n/a
533	Staff Latte	3	0.00	0.00	1.88	-1.88	n/a
534	Large lemon	2	0.00	1.00	0.80	-0.80	n/a
535	Staff Cappuccino	2	0.00	0.00	1.25	-1.25	n/a
536	Aubergine	1	0.00	0.75	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 Ex VAT	after waste of	Total Costs Ex VAT	Margin £ (ex VAT)	Margin %
1	Bon Appetit - £2.30 Cake Slice	169	333.10	45.40	157.74	175.36	53%
2	Green Semi-skim Milk 2L	164	377.20	0.00	262.35	114.85	30%
3	Carrots/Parsnips	128	18.40	7.20	8.83	9.57	52%
4	Green Semi-Skim Milk 1L	88	110.00	0.00	77.44	32.56	30%
5	Tango Pops	84	27.86	0.00	17.64	10.22	37%
6	Trevarthen meat	78	215.30	7.35	174.39	40.91	19%
7	Large Fresh Eggs x6	77	147.94	0.00	82.65	65.29	44%
8	Medium Free Range Eggs x6	61	123.23	0.00	82.65	40.58	33%
9	Baking Potatoes	59	29.00	0.50	21.83	7.17	25%
10	Blue Whole Milk 2L	57	131.10	0.00	90.63	40.47	31%
11	Tomato - single large	51	18.50	7.00	21.21	-2.71	-15%
12	Bon Appetit - £3 Pie Slice	42	108.00	18.00	58.72	49.28	46%
13	pm89p cadbury twirl std 43g	41	30.34	0.00	23.29	7.05	23%
14	Cadbury Creme Egg	40	33.18	0.00	24.40	8.78	26%
15	WHISKAS TUNA IN JELLY POUCHES 85g x 28	40	17.07	0.00	14.27	2.80	16%
16	Blue Whole Milk 1L	38	47.50	0.00	33.44	14.06	30%
17	ROWNTREES FRUIT PASTILLES	38	19.00	0.00	15.28	3.72	20%
18	Ham	37	92.09	1.21	0.00	92.09	100%
19	COKE CANS 330MLS X 24	36	28.44	0.00	18.43	10.01	35%
20	Fanta Zero orange cans 330ml	35	24.85	0.00	16.10	8.75	35%
21	Blakes Cake-SLICE	33	72.30	0.00	39.77	32.54	45%
22	Cadbury Mini Eggs	33	46.50	8.82	45.21	1.29	3%
23	Donated Cake / pastry SMALL	33	28.00	5.00	0.00	28.00	100%
24	Green Semi-skim Milk 568ml	31	21.84	2.34	17.05	4.79	22%
25	Warburtons Seeded Batch 800g	28	57.89	0.63	46.76	11.13	19%
26	Bon Appetit - Tray Bake	27	55.70	4.60	17.92	37.78	68%
27	Green Apples	27	13.00	0.50	8.98	4.02	31%
28	Blakes Almond and Cherry	26	100.42	19.06	95.55	4.87	5%
29	Cathedral mature cheddar	25	82.25	0.00	60.85	21.40	26%
30	Meadow Churn Salted butter 250g	25	62.25	0.00	41.25	21.00	34%
31	Thick & Creamy Yogurt	25	14.15	0.00	10.56	3.59	25%
32	Blakes Rich Slab Cake	24	92.56	18.32	88.80	3.76	4%
33	PM 2.24 Mc Vities milk choc	24	45.12	0.00	37.82	7.30	16%
34	Blakes 4 saffron buns	23	61.15	0.00	48.92	12.23	20%
35	EVIAN 500MLS X 24	23	19.08	0.00	9.09	9.99	52%
36	PM 35P FREDDO	23	6.68	0.00	8.26	-1.58	-24%
37	CANTI PROSECCO 75CL	22	186.80	0.00	144.83	41.97	22%
38	DI MARIA PROSECCO	22	174.23	0.00	137.08	37.15	21%
39	FOOD CONNECTIONS FLAPJACKS ASSORTED FLAV	22	16.50	0.00	11.13	5.37	33%
40	COURGETTES	21	15.00	6.00	10.50	4.50	30%
497	PM 1.50 CADBURY DAIRY MILK CARAMEL 120G	1	1.25	0.00	0.98	0.27	21%
498	PM 1.50 GALAXY MINSTRELS	1	1.25	0.00	0.99	0.26	21%
499	PM 1.50 RIBENA CORDIAL BLACKCURRANT 600	1	1.25	0.00	1.04	0.21	17%
500	pm 1.69 cadbury dairy milk fruit & nut	1	1.41	0.00	1.05	0.36	25%
501	PM 1.89 MCVITIES RICH TEA 300G X 12	1	1.89	0.00	1.50	0.39	21%
502	PM 2.19 TETLEY TEA BAG DECAF	1	2.19	0.00	1.62	0.58	26%
503	PM 2.29 DIET COKE 2LTR	1	1.91	0.00	1.36	0.55	29%
504	PM 2.39 Heinz tomato sauce 300ml	1	2.39	0.00	1.94	0.45	19%
505	PM 2.59 OXO BEEF CUBES 12s X 12	1	2.59	0.00	1.83	0.76	29%
506	pm 2.99 Hellmans Light Mayo	1	2.99	0.00	2.39	0.60	20%
507	PM 2.99 PRINGLES BBQ 165G	1	2.49	0.00	1.92	0.57	23%
508	PM 2.99 PRINGLES ORIGINAL 165G	1	2.49	0.00	1.50	0.99	40%
509	pm 2.99 pringles salt & vinegar	1	2.49	0.00	1.50	0.99	40%
510	PM 3.19 COKE ZERO CANS 330ML	1	2.66	0.00	2.00	0.66	25%
511	PM 3.49KELLOGGS KRAVE HAZELNUT 410g x	1	3.49	0.00	2.63	0.87	25%
512	PM 4.75 FELIX AS GOOD AS MEATY MIX JELLY	1	3.96	0.00	3.35	0.61	15%
513	PM 4.79 FAIRY NON BIO PODS 12W X 4	1	3.99	0.00	3.12	0.87	22%
514	PM 75P CADBURY DAIRY MILK 45G	1	0.63	0.00	0.48	0.15	24%
515	PM 75P CADBURY TWIRL STD 43G	1	0.74	0.00	0.57	0.17	23%
516	PM FLASH LEMON LIQUID 1 LTR	1	2.29	0.00	1.87	0.43	19%
517	PM30P FREDDO ORIGINAL 18G	1	0.25	0.00	0.21	0.04	17%
518	RAID FLY & WASP KILLER 300MLS X 6	1	3.33	0.00	2.62	0.72	21%
519	ROWNTREES FRUIT PASTILLES ROLLS X 32	1	0.58	0.00	0.37	0.21	36%
520	San Marco pizza1.50	1	1.5	0.00	0.00	1.50	100%
521	SCHWARTZ MIXED HERBS	1	2.69	0.00	1.98	0.72	27%
522	Seabrook Salt & Vinegar 5pk	1	0.52	0.53	0.70	-0.18	-35%
523	SEABROOK SALT AND VINEGAR 6PK	1	1.46	0.00	1.03	0.43	29%
524	SNAPPIES DOG POO BAGS 20PK X 20	1	2.13	0.00	1.24	0.89	42%
525	SOOTHERS HONEY & LEMON X 20	1	0.75	0.00	0.52	0.23	31%
526	SUPABRIGHT SPONGE SCOURERS 10PK X 10	1	1.16	0.00	0.83	0.34	29%
527	SURE ROLL ON COTTON 50ML X 6	1	2.71	0.00	1.95	0.76	28%
528	Swizzles Drumstick Squashies	1	0.96	0.00	0.68	0.28	29%
529	TIPTREE ORANGE MARMALADE 340g x 6	1	3.05	0.00	2.10	0.95	31%
530	Trevarthen	1	3.37	0.00	0.00	3.37	100%
531	Trevarthen	1	3.33	0.00	2.70	0.63	19%
532	TWININGS LEMON/GING. TEA 20sx4	1	2.85	0.00	2.25	0.60	21%
533	TWININGS STRAWBERRY & RASPBERRY 20 TEA BAC	1	2.85	0.00	2.14	0.71	25%
534	WAGON WHEELS 6PACK	1	1.08	0.00	0.87	0.21	19%
535	Whiskas pouch x2	1	0.98	0.00	0.00	0.98	100%
536	Wrapping Paper	1	0.66	0.00	0.49	0.17	26%