

Management Summary & Key Projects May 16

Management Summary

	Actual	Budget /LY	Var	YTD Actual	YTD Var
Stores Sales	£3,373,269	£3,543,683	↓ -4.8%	£6,254,320	↓ -0.7%
Direct Sales	£1,236,930	£1,108,501	↑ 11.6%	£2,356,818	↑ 1.1%
Total Sales (inc Gas & Rebates)	£6,155,752	£6,832,734	↓ -9.9%	£13,258,871	↓ -9.6%
Stores Margin %	27.36%	25.07%	↑ 2.29pp	27.90%	↑ 2.36pp
Directs Margin %	12.41%	12.78%	↓ -0.36pp	12.74%	↓ -0.03pp
Total Gross Margin inc Consumables Cost	£1,439,597	£1,488,772	↓ -3.3%	£3,155,893	↑ 6.0%
Total Expenditure	£1,386,195	£1,427,352	↓ -2.9%	£3,054,462	↓ -2.8%
Surplus	£53,403	£61,420	↓ -13.1%	£101,431	↓ -162.0%
Net Profit Margin %	0.87%	0.90%	↓ -0.03pp	0.77%	↑ 1.88pp
Operations cost as a proportion of sales	21%	22%	↑ -0.15pp	22%	↑ -1.15pp

Full year up to Apr 16 data....

	No. FTE at Apr 16 month end...	Cum No. days lost	No. of Days Lost per FTE TY Cum
Sickness Rate	335	3,712	11

Key Projects

ERP Upgrade

- Fixes have now been delivered by Infor to support invoicing requirements for Newport and Swansea.
- Aurora differences education delivered to Sales/Marketing/Distribution team based on new UI

Risks

- Modifications to the Indigo bespoke code remain one of the main risks to the project. Initial testing has been positive.
- The ability to undertake effective software testing during the peak transaction processing period within the business.

Scale to show are we on track?

MOV

	TY YTD	LY YTD	Var
AOV	£124.17	£119.64	↑ £4.52
Prop of orders over £15	95.8%	84.9%	↑ 10.91pp

ICE (Improving Customer's Experience)

Improving Direct Deliveries Service - set up an online portal where suppliers can update production and delivery information on a daily basis. This would enable the Directs Team to view information and answer customer's enquiries at the first point of contact without the need to call the supplier. Costs have been requested.

This page is intentionally left blank