

COMBINED RESULTS SEPTEMBER 2012

Appendix

	<u>MONTH</u>			<u>YEAR TO DATE</u>		
	ACTUAL	BUDGET	PRIOR YEAR	ACTUAL	BUDGET	PRIOR YEAR
	£000	£000	£000	£000	£000	£000
INCOME						
Stores Sales	3875	3470	3863	22556	21153	20410
Less stores Cost of Sales	2908	2613	2921	17155	15994	15518
STORES TRADING SURPLUS	967	857	942	5401	5159	4892
	33.3%	32.8%	32.2%	31.5%	32.3%	31.5%
Rebates from Suppliers	201	190	200	1725	1809	1685
Margin on Directs & Major Projects	339	211	383	1341	1362	1377
Catalogue Advertising	9	0	12	865	898	873
Other Income	11	16	35	128	91	82
CUSTOMER & CLIENT RECEIPTS	560	417	630	4059	4160	4017
TOTAL INCOME	1527	1274	1572	9460	9319	8909
EXPENDITURE						
EMPLOYEES						
Staff	720	765	700	4297	4670	4278
Agency/Contract	119	55	63	445	333	330
Total	839	820	763	4742	5003	4608
OVERHEAD EXPENSES						
Stores	319	362	269	2036	2102	1995
CP	162	164	157	971	983	1003
Total	481	526	426	3007	3085	2998
TOTAL EXPENDITURE	1320	1346	1189	7749	8088	7606
TRADING SURPLUS	207	(72)	383	1,711	1,231	1,303
EMPLOYEES NUMBERS (Full-time equivalents):						
Stores	191	194	185	197	194	194
Purchasing	90	99	88	89	97	89
Indirects	61	70	62	61	72	62
TOTAL EMPLOYEES	341	364	335	347	363	345
Income per Employee (FTE) £	4474	3502	4693	27242	25684	25789
Average Cost per Employee	2110	2103	2090	12375	12871	12384

£000's	Current Month			Year to Date		
	Actual	Budget	Last Yr	Actual	Budget	Last Yr
<u>Sales and Oncost:</u>						
<u>Stores</u>						
Sales	3875	3470	3863	22556	21153	20410
Cost of Sales	2879	2589	2890	16870	15782	15204
Oncost	996	881	973	5686	5371	5206
% Oncost	34.6%	34.0%	33.7%	33.7%	34.0%	34.2%

<u>Margin Adjustments:</u>						
FOC Issues	(16)	(10)	(12)	(70)	(58)	(51)
Special Offers Discounts	(1)	(2)	(3)	(154)	(94)	(203)
Consumables & Write-downs	(22)	(21)	(24)	(135)	(127)	(123)
Settlement Discounts	10	9	8	74	67	63
Total Adjustments	(29)	(24)	(31)	(285)	(212)	(314)

Warehouse Margin	967	857	942	5,401	5,159	4,892
% Oncost	33.3%	32.8%	32.2%	31.5%	32.3%	31.5%

Expenditure:

Employees

Stores	319	315	321	1981	1974	2000
Agency	99	44	45	332	267	232
Total	418	359	366	2313	2241	2232

Transport	130	173	79	905	971	852
Other Expenses	252	252	250	1506	1506	1500

Total Overheads	800	784	695	4724	4718	4584
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Rebate Income	0	(8)	(5)	(13)	(40)	(41)
Catalogue Income	(9)	0	(12)	(865)	(898)	(873)
Misc Income	0	(5)	(14)	(17)	(30)	(37)

Total Expenditure	791	771	664	3829	3750	3633
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<u>NET SURPLUS</u>	176	86	278	1572	1409	1259
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RATIOS

PROFITABILITY:							
Net Surplus/(loss)	%	4.5%	2.5%	7.2%	7.0%	6.7%	6.2%

EMPLOYEES

Number - Stores	No.	191	194	185	197	194	194
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Margin per Employee	£	5071	4409	5092	27461	26573	25157
Average Cost - Stores	£	1673	1621	1735	10072	10168	10285
Payroll Cost/Sales	%	10.8%	10.3%	9.5%	10.3%	10.6%	10.9%

£000's	Current Month			Year to Date		
	Actual	Budget	Last Yr	Actual	Budget	Last Yr
<u>Income:</u>						
<u>Rebates</u>						
Corporate	-1	0	2	165	173	154
Strategic	139	146	163	1112	1083	1092
Trading	49	26	25	323	340	272
Fees	14	10	5	112	173	126
Total	<u>201</u>	<u>182</u>	<u>195</u>	<u>1712</u>	<u>1769</u>	<u>1644</u>
<u>Oncosts</u>						
Direct Orders	282	200	222	1094	1055	830
Major Projects	14	4	156	100	177	445
Gas	43	7	5	147	130	102
Total	<u>339</u>	<u>211</u>	<u>383</u>	<u>1341</u>	<u>1362</u>	<u>1377</u>
<u>Other Income</u>						
Internal Recharges	63	63	60	375	375	357
Leasing & Misc	11	11	21	111	61	45
Total:	<u>74</u>	<u>74</u>	<u>81</u>	<u>486</u>	<u>436</u>	<u>402</u>
Total Income	<u>614</u>	<u>467</u>	<u>659</u>	<u>3539</u>	<u>3567</u>	<u>3423</u>
<u>Expenditure:</u>						
<u>Employees:</u>						
Purchasing	224	262	219	1340	1571	1323
Administration	177	188	160	976	1125	955
<u>Agency/Contract:</u>						
Purchasing	0	0	0	0	0	0
Administration	20	11	18	113	66	98
Total Employees	<u>421</u>	<u>461</u>	<u>397</u>	<u>2429</u>	<u>2762</u>	<u>2376</u>
Major Projects Expenses	0	2	3	0	12	80
Other Expenses	162	162	154	971	971	923
Total Expenditure	<u>583</u>	<u>625</u>	<u>554</u>	<u>3400</u>	<u>3745</u>	<u>3379</u>
<u>NET SURPLUS</u>	<u>31</u>	<u>(158)</u>	<u>105</u>	<u>139</u>	<u>(178)</u>	<u>44</u>

EMPLOYEES

RATIOS

Number - Purchasing	No.	90	99	88	89	97	89
Number - Indirect	No.	61	70	62	61	72	62
Oncost per Head - Purch.	£	3783	2125	4352	15017	14045	15501
Ave. Cost - Purchasing	£	2503	2638	2489	15010	16200	14893
Ave. Cost - Indirect	£	2902	2682	2581	15925	15686	15362
Cost/Income - Purchasing	%	36.5%	56.1%	33.2%	37.9%	44.0%	38.7%
Cost/Income - Indirect	%	28.8%	40.3%	24.3%	27.6%	31.5%	27.9%