

Weekly Performance - Week Commencing 20 September 2021

Bryony Quinton Wood



1. Sales Performance

Gross Sales		Last Week					
ID	Store	Total	vs Previous Week	Gross 2Yr LFL %	In Store	C&C	Delivery
199	Bury St Edmunds	7,610.77	▼136.13	▼6.6%	7,164.54	117.12	329.11
721	Bury St Edmunds Cornhill	10,435.46	▲1,748.59	▲5.1%	10,315.34	120.12	0.00
363	Colchester Culver St	5,300.40	▲80.40	▼21.2%	5,208.70	28.35	63.35
662	Colchester Fenwicks High St	9,022.68	▲53.82	▼15.7%	9,022.68	0.00	0.00
403	Felixstowe	4,905.67	▼29.87	▼16.7%	4,805.57	0.00	100.10
101	Ipswich Buttermarket	7,544.70	▲376.12	▼11.1%	7,002.28	0.00	542.42
498	Ipswich Westgate St	7,220.64	▲586.81	▼5.2%	6,908.64	83.46	228.54
682	Norwich Chapelfield	7,949.16	▼422.54	▼16.9%	7,803.31	27.45	118.40
55	Norwich Gentlemans Walk	12,210.28	▼428.70	▲12.4%	11,891.84	148.58	169.86
238	Norwich HOF	3,726.59	▲115.74	▼30.4%	3,726.59	0.00	0.00
703	Norwich Unthank Road	8,148.07	▼500.93	▲17.4%	8,005.91	116.66	25.50
193	Sudbury	9,300.57	▼475.84	▲30.3%	8,217.07	301.99	781.51
452	Woodbridge	6,687.11	▼620.20	▼16.6%	6,584.21	102.90	0.00
Bryony Quinton Wood - Summary		100,062.10	▲347.27	▼5.0%	96,656.68	1,046.63	2,358.79

2. Wastage Performance

Wastage		Last Week						
ID	Store	Total	% Sales	Wastage Target %	Drink	Food	Bulk	Other
199	Bury St Edmunds	137.89	1.9%		0.75	108.61	27.43	1.10

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Wastage		Last Week						
ID	Store	Total	% Sales	Wastage Target %	Drink	Food	Bulk	Other
721	Bury St Edmunds Cornhill	181.15	1.8%		1.16	153.24	19.97	6.78
363	Colchester Culver St	74.97	1.5%		6.45	62.04	6.48	0.00
662	Colchester Fenwicks High St	51.83	0.6%		0.00	33.28	18.55	0.00
403	Felixstowe	74.28	1.6%		0.00	66.86	7.42	0.00
101	Ipswich Buttermarket	144.00	2.0%		9.89	119.05	12.86	2.19
498	Ipswich Westgate St	163.42	2.4%		0.50	162.92	0.00	0.00
682	Norwich Chapelfield	175.14	2.3%		1.82	150.29	16.46	6.57
55	Norwich Gentlemans Walk	80.35	0.7%		3.01	53.35	23.98	0.00
238	Norwich HOF	79.69	2.2%		0.00	67.35	12.34	0.00
703	Norwich Unthank Road	135.05	1.7%		0.00	126.39	6.48	2.19
193	Sudbury	165.69	1.9%		2.15	150.59	12.96	0.00
452	Woodbridge	94.19	1.5%		0.13	85.55	7.42	1.10
Bryony Quinton Wood - Summary		1,557.65	1.6%		25.86	1,339.52	172.34	19.92

3. Customers

Customers		Last Week					
ID	Store	SPH LW	SPH LW 2Yr	Variance	Attachment Rate LW	Attachment Rate LW 2yr	Variance
199	Bury St Edmunds	3.55	3.46	▲0.09	39.8%	44.5%	▼4.7%
721	Bury St Edmunds Cornhill	3.56	3.41	▲0.15	43.3%	43.0%	▲0.3%
363	Colchester Culver St	3.54	3.41	▲0.14	42.6%	44.5%	▼1.9%
662	Colchester Fenwicks High St	4.14	3.98	▲0.17	66.5%	67.1%	▼0.5%
403	Felixstowe	3.24	3.32	▼0.09	35.2%	41.4%	▼6.2%
101	Ipswich Buttermarket	3.74	3.35	▲0.38	41.3%	37.5%	▲3.7%
498	Ipswich Westgate St	3.54	3.30	▲0.24	38.5%	39.8%	▼1.3%

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Customers		Last Week					
ID	Store	SPH LW	SPH LW 2Yr	Variance	Attachment Rate LW	Attachment Rate LW 2yr	Variance
682	Norwich Chapelfield	3.53	3.38	▲0.15	38.5%	41.8%	▼3.3%
55	Norwich Gentlemans Walk	3.40	3.37	▲0.03	31.3%	40.2%	▼8.9%
238	Norwich HOF	3.99	3.72	▲0.27	60.5%	59.9%	▲0.5%
703	Norwich Unthank Road	3.98	3.66	▲0.32	51.4%	48.0%	▲3.4%
193	Sudbury	3.91	3.52	▲0.39	47.8%	44.0%	▲3.7%
452	Woodbridge	3.52	3.58	▼0.06	41.8%	47.0%	▼5.2%
Bryony Quinton Wood - Summary		3.65	3.49	▲0.16	43.4%	45.6%	▼2.2%

Last Week	Sales Transaction Summary			Loyalty Card Summary		Till Exception Summary						
Till User	Gross Sales LW	Transaction Count LW	ATV LW	Loyalty LW	Loyalty %	Error Correct LW	Return Sales LW	Cancel Sales LW	Till Exceptions	Till Exceptions %	<1.00 Transactions LW	No Sale Count
Elise Tel	869	184	4.73	51	5.9%	24.6	0	0	24.6	2.8%	1	0
Oscar Charlton	1,227	260	4.72	36	2.9%	44.05	0	28.15	72.2	5.9%	1	0
Sander Tel	1,073	237	4.53	70	6.5%	17.8	3.55	2.85	24.2	2.3%	4	0
Stewart Bartholomew	585	110	5.32	24	4.1%	10.55	0	5.6	16.15	2.8%	1	2
Vincent Nickson	1,091	237	4.60	86	7.8%	45.1	0	0	45.1	4.1%	5	1
Felixstowe - Summary	4,846	1,028	4.71	267	5.5%	142.10	4	36.6	182.25	3.8%	12	3
*Please note: Gross sales figure for till user excludes partnership income, therefore may be lower than reports above/below.												

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Till User	SPH			Attachment Rate		
	Last Week	Vs 4Wk	Vs 12Wk	Last Week	Vs 4Wk	Vs 12Wk
Elise Tel	3.32	0.11	0.03	40.4%	6.8%	5.3%
Oscar Charlton	3.34	-0.01	-0.02	35.7%	-0.3%	-0.2%
Sander Tel	3.18	-0.06	-0.06	31.5%	-2.3%	-2.3%
Stewart Bartholomew	3.27	0.05	0.14	46.1%	6.3%	12.3%
Vincent Nickson	3.11	-0.20	-0.22	28.7%	-4.0%	-5.8%
Overall - Summary	3.24	-0.03	-0.04	35.2%	0.4%	0.7%

	20 Sep 2021											Variance Vs 2YR											Variance %										
	Weekday							Weekend			Total	Weekday							Weekend			Total	Weekday						Weekend			Total	
	Mon	Tues	Wed	Thurs	Fri	Average	Sat	Sun	Average	Mon		Tues	Wed	Thurs	Fri	Average	Sat	Sun	Average	Mon	Tues		Wed	Thurs	Fri	Total	Sat	Sun	Total				
08	57	62	24	33	46	44	107	54	328	-4	15	-42	-46	-34	-22	28	-2	13	-85	-6.2%	32.1%	-63.8%	-58.5%	-43.0%	-33.4%	36.1%	-100.0%	32.0%	-20.5%				
09	67	34	78	98	110	77	89	87	88	564	-56	-4	-26	36	-13	-13	-14	0	-7	-97	-45.4%	-9.4%	-25.3%	57.9%	-10.8%	-14.0%	-13.4%	0.1%	-7.2%	-12.0%			
10	102	107	94	87	100	100	130	116	123	749	-39	78	6	4	-22	-11	-74	38	-18	-90	-43.7%	55.3%	6.7%	4.3%	-17.1%	-9.7%	-36.3%	48.3%	-12.9%	-10.8%			
11	79	114	85	93	127	100	168	87	128	754	-22	60	-4	-27	22	6	-6	-10	-8	13	-21.4%	111.9%	-4.0%	-22.7%	20.6%	6.3%	-3.6%	-10.4%	-6.0%	1.8%			
12	113	142	104	101	85	109	112	82	97	739	-41	61	-41	1	-88	-20	-60	-36	-48	-193	-26.5%	74.0%	-28.2%	12.4%	-50.9%	-15.3%	-34.8%	-30.3%	-32.9%	-20.7%			
13	50	49	63	43	57	52	79	106	92	447	-60	-34	-20	-12	-25	-30	-68	-1	-35	-219	-54.5%	-40.4%	-24.2%	-21.1%	-30.6%	-36.4%	-46.5%	-1.0%	-27.3%	-32.9%			
14	57	58	62	39	123	68	77	67	72	482	-64	-39	6	-32	44	-17	-44	-28	-36	-158	-53.1%	-40.0%	9.9%	-45.0%	55.4%	-20.1%	-36.6%	-29.7%	-33.5%	-24.6%			
15	41	74	60	65	56	59	95	33	64	423	-39	-19	12	-7	-30	-16	-10	-53	-32	-146	-49.1%	-20.3%	25.2%	-9.2%	-34.7%	-21.8%	-9.9%	-61.5%	-33.2%	-25.6%			
16	82	25	41	44	44	47	42	25	34	304	-41	-17	-22	-16	22	1	-52	12	-20	-33	97.2%	-40.4%	-35.0%	-27.4%	49.3%	3.0%	-55.0%	93.3%	-37.3%	-9.8%			
17	19	4	3	17	9	10	34	19	26	104	19	-20	-8	13	-18	-3	34	19	26	38	-57.1%	-82.9%	-71.4%	342.7%	-67.2%	-21.6%				58.6%			
18	2					0	8		4	10	-3	-41			-4	-10	8		4	-40	-57.1%	-100.0%			-100.0%	-96.0%				-79.6%			
20								6	3	6							6		3	6													
Total	668	670	615	620	764	667	942	627	785	4,906	-307	1	-139	-76	-147	-134	-259	-56	-157	-983	-31.5%	0.2%	-18.5%	-10.9%	-16.2%	-16.7%	-21.5%	-8.2%	-16.7%	-16.7%			

	Last 4 Week Average										Variance Vs 2YR										Variance %										
	Weekday						Weekend			Total	Weekday					Weekend			Total	Weekday					Weekend			Total			
	Mon	Tues	Wed	Thurs	Fri	Average	Sat	Sun	Average		Wed	Fri	Thurs	Tues	Mon	Average	Sat	Sun		Average	Wed	Fri	Thurs	Tues	Mon	Total	Sat		Sun	Total	
08	43	55	48	57	43	49	57	1	29	303	-16	-24	-19	-10	-19	-18	-5	0	-3	-93	-25.1%	-35.8%	-25.2%	-15.8%	-30.4%	-26.4%	-8.5%	2.0%	-8.4%	-23.6%	
09	69	68	82	85	99	80	91	76	84	570	17	-4	0	-10	-32	-6	-25	-19	-22	-73	25.7%	-3.6%	0.5%	-13.3%	-31.6%	-6.7%	-21.5%	-3.0%	-20.8%	-11.4%	
10	121	110	97	77	108	103	148	95	122	756	-5	-15	-42	20	-38	-16	-27	3	-12	-104	-4.8%	-12.2%	-25.3%	21.6%	-40.0%	-13.5%	-15.4%	25.9%	-8.9%	-12.1%	
11	96	109	128	89	111	107	155	101	128	788	17	14	-31	-12	-26	-8	-45	-7	-26	-90	15.8%	14.5%	-25.8%	-10.3%	-21.4%	-6.7%	-22.4%	-6.2%	-16.8%	-10.2%	
12	108	110	105	91	122	107	125	109	117	770	-13	-18	-33	-3	-12	-16	-56	-31	-43	-165	-11.3%	-12.6%	-26.7%	-2.4%	-9.7%	-12.7%	-30.9%	-21.8%	-27.0%	-17.6%	
13	82	74	92	77	83	82	101	77	89	586	10	-29	-3	-40	-7	-14	-51	-16	-34	-139	12.7%	-25.9%	-3.6%	-35.3%	-7.7%	-14.4%	-33.6%	-17.2%	-27.3%	-18.8%	
14	73	73	70	71	82	74	128	73	100	569	-14	-8	-34	-16	-13	-17	-9	-15	-12	-109	-16.4%	-9.4%	-32.3%	-18.1%	-14.9%	-18.7%	-6.7%	-17.0%	-10.7%	-16.1%	
15	64	63	64	58	59	61	106	61	83	474	-7	-20	-3	-23	-13	-13	7	-25	-9	-83	-10.2%	-25.2%	-4.5%	-26.6%	-16.7%	-17.6%	7.1%	-29.2%	-9.7%	-15.0%	
16	51	45	44	47	46	46	54	28	41	313	-10	-10	-9	-13	8	-3	-5	-12	-1	-6	-40	-18.5%	-16.4%	-22.0%	22.6%	-5.7%	-10.4%	-18.1%	-3.8%	-13.7%	-11.3%
17	9	13	5	11	11	10	18	7	13	75	-9	0	-6	-8	4	-4	12	6	9	-1	-63.5%	-1.1%	-35.7%	-38.1%	97.7%	-27.6%	178.5%	1,072.4%	253.5%	-1.3%	
18	2	2	0		0	1	4			2	8			-8	-2	-3					-100.0%			-77.2%	-43.3%	-77.5%				-59.9%	
20								2		1	2																				
Total	719	722	733	663	763	720	986	629	807	5,215	-30	-118	-184	-103	-160	-119	-211	-104	-157	-906	-3.9%	-13.4%	-21.7%	-12.5%	-18.2%	-14.2%	-17.7%	-14.2%	-16.4%	-14.8%	

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If any of the published opening or closing times are incorrect please inform your area manager