

Weekly Performance - Week Commencing 13 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	7,746.90	▼219.39	▼11.9%	7,439.08	163.32	144.50
721	Bury St Edmunds Cornhill	8,686.87	▼1,868.53	▼9.9%	8,616.62	70.25	0.00
363	Colchester Culver St	5,220.00	▲339.79	▼19.0%	5,109.16	82.79	28.05
662	Colchester Fenwicks High St	8,968.86	▲917.89	▼11.4%	8,963.26	5.60	0.00
403	Felixstowe	4,935.54	▼554.08	▼16.5%	4,839.39	25.95	70.20
101	Ipswich Buttermarket	7,168.58	▼430.88	▼1.6%	6,487.04	6.30	675.24
498	Ipswich Westgate St	6,633.83	▼440.98	▼13.6%	6,352.01	87.05	194.77
682	Norwich Chapelfield	8,371.70	▲320.18	▼16.3%	8,229.90	38.30	103.50
55	Norwich Gentlemans Walk	12,638.98	▲801.57	▲12.9%	12,412.97	82.91	143.10
238	Norwich HOF	3,610.85	▲480.19	▼18.4%	3,610.85	0.00	0.00
703	Norwich Unthank Road	8,649.00	▲238.33	▲23.0%	8,415.30	65.20	168.50
193	Sudbury	9,776.41	▲672.83	▲28.4%	8,352.46	282.68	1,141.27
452	Woodbridge	7,307.31	▲587.92	▼2.5%	7,209.31	98.00	0.00
Bryony Quinton Wood - Summary		99,714.83	▲844.84	▼3.8%	96,037.35	1,008.35	2,669.13

2. Wastage Performance

Wastage		Last Week						
ID	Store	Total	% Sales	Wastage Target %	Drink	Food	Bulk	Other
199	Bury St Edmunds	140.13	1.9%		0.00	124.66	13.28	2.19

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Wastage		Last Week						
ID	Store	Total	% Sales	Wastage Target %	Drink	Food	Bulk	Other
721	Bury St Edmunds Cornhill	192.74	2.3%		7.85	166.29	18.60	0.00
363	Colchester Culver St	62.52	1.3%		3.87	54.64	0.00	4.01
662	Colchester Fenwicks High St	75.65	0.9%		0.00	52.50	23.15	0.00
403	Felixstowe	139.96	3.0%		5.23	113.58	7.42	13.73
101	Ipswich Buttermarket	160.71	2.3%		1.29	147.50	11.92	0.00
498	Ipswich Westgate St	79.81	1.3%		0.00	79.81	0.00	0.00
682	Norwich Chapelfield	104.18	1.3%		0.00	81.20	22.98	0.00
55	Norwich Gentlemans Walk	198.69	1.6%		18.81	179.88	0.00	0.00
238	Norwich HOF	110.35	3.2%		0.00	72.92	18.55	18.88
703	Norwich Unthank Road	106.53	1.3%		0.00	95.45	11.08	0.00
193	Sudbury	103.80	1.1%		0.00	91.78	12.02	0.00
452	Woodbridge	67.39	1.0%		0.00	54.44	12.96	0.00
Bryony Quinton Wood - Summary		1,542.46	1.6%		37.06	1,314.64	151.95	38.81

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	3.51	3.38	▲0.14	38.5%	41.7%	▼3.2%
721	Bury St Edmunds Cornhill	3.66	3.37	▲0.29	43.5%	41.4%	▲2.1%
363	Colchester Culver St	3.47	3.42	▲0.05	41.7%	44.5%	▼2.8%
662	Colchester Fenwicks High St	4.19	4.03	▲0.16	68.9%	69.0%	▼0.1%
403	Felixstowe	3.20	3.32	▼0.12	33.5%	44.1%	▼10.5%
101	Ipswich Buttermarket	3.72	3.29	▲0.43	40.9%	36.4%	▲4.5%
498	Ipswich Westgate St	3.54	3.29	▲0.25	39.5%	38.4%	▲1.1%

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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	3.51	3.33	▲0.18	37.2%	40.4%	▼3.1%
55	Norwich Gentlemans Walk	3.41	3.35	▲0.06	32.7%	38.9%	▼6.3%
238	Norwich HOF	3.98	3.71	▲0.28	59.6%	59.2%	▲0.4%
703	Norwich Unthank Road	3.91	3.65	▲0.26	50.9%	47.5%	▲3.4%
193	Sudbury	3.90	3.52	▲0.39	46.4%	43.1%	▲3.2%
452	Woodbridge	3.68	3.57	▲0.11	44.7%	46.6%	▼1.9%
Bryony Quinton Wood - Summary		3.66	3.46	▲0.19	43.4%	44.7%	▼1.3%

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
Alexander Farrelly	89	16	5.57	0	0.0%	1.95	0	0	1.95	2.2%	1	0
Elise Tel	1,031	221	4.67	74	7.2%	17.05	8.5	3.45	29	2.8%	3	0
Oscar Charlton	909	193	4.71	42	4.6%	37.8	0	26.3	64.1	7.1%	2	0
Sander Tel	1,171	233	5.02	64	5.5%	32.65	0	0	32.65	2.8%	4	0
Stewart Bartholomew	617	124	4.97	33	5.4%	12.15	2.4	-6.7	7.85	1.3%	0	1
Vincent Nickson	1,069	234	4.57	78	7.3%	34.1	3.9	4.3	42.3	4.0%	1	0
Felixstowe - Summary	4,886	1,021	4.79	291	6.0%	135.70	15	27.35	177.85	3.6%	11	1

**Please note: Gross sales figure for till user excludes partnership income, therefore may be lower than reports above/below.*

Till User	SPH			Attachment Rate		
	Last Week	Vs 4Wk	Vs 12Wk	Last Week	Vs 4Wk	Vs 12Wk
Alexander Farrelly	3.57	0.22	0.30	40.0%	6.2%	6.0%
Elise Tel	3.11	-0.11	-0.18	31.0%	-1.9%	-3.6%
Oscar Charlton	3.31	0.00	-0.06	34.8%	-1.0%	-1.1%
Sander Tel	3.30	0.04	0.04	35.4%	0.6%	0.6%
Stewart Bartholomew	3.00	-0.17	-0.12	33.2%	-2.7%	-0.3%
Vincent Nickson	3.18	-0.20	-0.18	32.8%	-2.9%	-2.5%
Overall - Summary	3.20	-0.08	-0.08	33.5%	-1.3%	-0.9%

13 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	60	35	50	74	55	55	48	2	25	326	22	-28	-20	1	5	-4	-7	2	-2	-26	57.6%	-44.5%	-28.7%	0.9%	9.0%	-7.1%	-12.9%	-40.8%	-8.4%	-7.3%					
09	46	76	60	83	78	69	142	57	99	542	-72	-18	12	34	-30	-15	4	-39	-18	-110	-60.7%	-19.4%	24.6%	67.7%	-27.8%	-17.8%	2.8%	-40.8%	-15.1%	-16.8%					
10	95	63	77	63	114	83	169	63	116	645	-76	-50	-4	-50	-20	-40	14	-26	-6	-211	-44.5%	-44.0%	-4.9%	-44.4%	-14.7%	-32.6%	9.3%	-29.1%	-4.7%	-24.7%					
11	59	53	118	66	158	91	172	99	135	725	-78	-83	-3	-61	89	-27	-61	-17	-39	-214	-57.0%	-61.1%	-2.1%	-47.8%	129.5%	-22.9%	-26.1%	-15.1%	-22.4%	-22.8%					
12	64	40	89	92	111	79	112	111	111	619	8	-81	35	-61	-7	-21	-97	-32	-63	-236	14.6%	-66.7%	63.2%	-40.0%	-6.2%	-21.2%	-46.4%	-22.7%	-36.7%	-27.6%					
13	75	93	69	80	93	82	154	42	98	606	0	-32	-48	-32	-20	-26	46	0	25	-86	-0.5%	-25.5%	-40.8%	-28.4%	-17.9%	-24.3%	42.7%	-1.0%	-34.0%	-12.5%					
14	74	80	83	84	73	79	127	64	96	586	-13	-2	33	-72	-8	-12	-46	-7	-27	-114	-14.7%	-2.1%	66.7%	-46.3%	-9.9%	-13.5%	-26.7%	-9.7%	-21.7%	-16.3%					
15	62	41	92	90	60	69	128	83	105	556	17	-37	-6	36	-17	-2	14	44	29	50	37.9%	-47.4%	-6.2%	65.9%	-22.4%	-2.3%	12.5%	112.8%	38.1%	9.9%					
16	34	20	22	65	40	36	73	38	55	291	-18	5	-3	19	-18	-3	37	-32	2	-10	-34.7%	36.0%	-11.7%	41.4%	-31.6%	-7.6%	103.5%	-46.2%	4.7%	-3.2%					
17	7	1	3	0	13	5	19	3	11	47	2	-10	-5	-18	13	-4	12	3	7	-3	32.2%	-92.3%	-62.1%	-100.0%		-42.0%	162.5%		210.3%	-6.3%					
18	3				0	1					3			-19	-3					-17				-100.0%	-86.9%					-86.9%					
Total	581	503	665	696	795	648	1,143	562	853	4,945	-206	-335	-9	-205	-33	-158	-84	-105	-94	-976	-26.2%	-40.0%	-1.3%	-22.8%	-4.0%	-19.6%	-6.8%	-15.7%	-9.9%	-16.5%					

	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	Fri	Thurs	Tues	Mon	Wed	Average	Sat		Sun	Average	Fri	Thurs	Tues	Mon	Wed	Total		Sat	Sun	Total
07			0			0			0						0															
08	38	56	55	59	52	52	46	1	24	308	-12	-11	-22	-21	-18	-17	-18		-9	-102	-18.7%	-15.8%	-28.4%	-35.8%	-24.3%	-24.5%		-27.0%	-24.9%	
09	65	76	71	82	92	77	93	87	90	567	5	-8	-15	-27	14	-6	-38	-17	-28	-86	6.0%	-9.2%	-16.6%	-29.0%	23.7%	-7.5%	-28.8%	-16.5%	-23.4%	-13.2%
10	129	102	107	69	113	104	157	99	128	777	-20	-48	1	-19	7	-16	-5	-20	-13	-105	-15.3%	-41.2%	0.5%	-12.8%	6.9%	-13.4%	-3.3%	-16.6%	-8.9%	-11.9%
11	102	121	131	99	103	111	158	109	134	823	-12	-24	-31	-26	14	-16	-48	-26	-37	-154	-10.4%	-19.8%	-20.6%	-20.1%	12.2%	-12.5%	-23.3%	-19.4%	-21.8%	-15.7%
12	113	100	124	98	131	113	131	128	129	826	-9	-52	-13	-3	7	-14	-62	-40	-51	-172	-6.3%	-34.5%	-11.7%	-2.6%	6.0%	-11.0%	-32.1%	-23.9%	-28.3%	-17.2%
13	102	95	87	90	94	94	119	72	96	660	-34	6	-26	10	-5	-10	-45	-32	-39	-126	-26.4%	6.5%	-21.2%	10.7%	-5.5%	-9.5%	-27.2%	-31.0%	-28.7%	-16.0%
14	86	75	65	78	67	74	130	70	100	569	-36	-39	-13	9	-25	-21	-20	-19	-143	-35.0%	-33.6%	-15.1%	12.4%	-27.5%	-21.9%	-13.2%	-21.4%	-16.2%	-20.0%	
15	72	57	62	76	57	69	112	60	86	517	-15	13	-21	-4	-5	-7	16	-28	-6	-45	-21.4%	20.0%	-27.0%	5.4%	-6.1%	-8.9%	17.0%	-31.3%	-6.1%	-8.0%
16	40	54	49	61	45	50	56	31	43	336	-19	-11	17	-19	-12	-9	0	-5	-3	-50	-29.5%	-15.2%	45.0%	-32.7%	-20.3%	-15.3%	-0.8%	-13.4%	-5.6%	-13.0%
17	4	15	5	12	13	10	11	2	7	62	2	-13	-6	-2	-13	-6	3	2	2	-27	19.1%	-52.0%	-28.0%	-31.2%	-73.5%	-39.2%	36.6%	286.6%	54.0%	-30.2%
18	2	3	0		0	1	1		1	7	7	-7		-2		-2				-10	-100.0%			-46.4%		-67.7%				-58.7%
Total	754	756	776	724	767	755	1,016	658	837	5,452	-157	-189	-131	-103	-36	-124	-217	-185	-201	-1,021	-17.0%	-20.6%	-14.8%	-12.1%	-4.4%	-14.1%	-17.6%	-22.0%	-19.4%	-15.8%

Last Week	Mon	Tues	Wed	Thurs	Fri	Sat	Sun
Published Open	08:00:00	08:00:00	08:00:00	08:00:00	08:00:00	08:00:00	09:00:00
Published Closing	17:30:00	17:30:00	17:30:00	17:30:00	17:30:00	17:30:00	17:00:00
First Sale	08:03:59	08:19:16	08:10:35	08:05:02	08:05:47	08:09:49	08:55:24
Last Sale	18:05:30	17:04:29	17:31:26	16:51:55	17:18:15	17:19:10	17:51:59

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