

Period: April-2011

Profit & Loss	Actual Apr-03	Budget Apr-03	Variance	Actual YTD	Budget YTD	Variance
Sales	276,963	340,000	(63,037)	1,327,438	1,490,500	(163,062)
Cost of Sales	215,321	200,000	(15,321)	859,158	760,000	(99,158)
Gross Profit	61,642	140,000	(78,358)	468,280	730,500	(262,220)
Expenses	46,904	78,760	31,856	282,698	356,670	73,972
Net Income before tax	14,738	61,240	(46,502)	185,582	373,830	(188,248)

Top 5 Expenses	Actual Apr-03	Budget Apr-03	Variance	Actual YTD	Budget YTD	Variance
Salaries and Wages	53,787	50,000	(3,787)	173,111	190,000	16,889
Rent Paid	4,823	6,000	1,177	20,187	28,000	7,813
Insurance	5,557	4,000	(1,557)	19,924	16,000	(3,924)
PAYE	9,511	8,500	(1,011)	17,679	34,000	16,321
Telephone and Fax	5,179	3,000	(2,179)	12,899	13,000	101
	78,857	71,500	(7,357)	243,801	281,000	37,199

Top 5 Customers	YTD	%	Customer Groups	GP	GP %
FRICKELS PICKLES	37,907	45.4%	Durban	54,571	31.3%
JENS JAMS	16,916	20.3%	Johannesburg	486	32.4%
CINDYS DELI	11,941	14.3%	Cape Town	184	27.9%
EXPORT EXPERTS	8,535	10.2%		-	
BOBS UNCLE	8,194	9.8%		-	
	83,493	100.0%			

Top 5 Items	YTD	%	Item Groups	Quantity	Avg Price
B & X Wholenuts	40,401	46.3%	BEVERAGES	160	193
Redberg Vodka	13,203	15.1%	OTHER	157	371
Bohemian Grapey Tea	11,573	13.3%	FRESH PRODUCE	60	608
Crystal Puddle Ranberry Juice	11,277	12.9%	ALCOHOL	30	264
Ronalds Dried Basil	10,829	12.4%	CEREALS	27	186
	87,284	100.0%			

Bottom 5 Items	YTD	%	Item Groups	Quantity	Avg Price
Paddys Rock Pepper	480	17.4%	SWEETS	3	115
Paddys Rock Salt	537	19.5%	DAIRY	9	104
B & X Sesames	567	20.6%	MEATS	12	622
Redberg Tequila	586	21.2%	CEREALS	27	186
Hankles Mueseli	589	21.3%	ALCOHOL	30	264
	2,760	100.0%			

