

# Stocktaking & Management Services Ltd

## An Example Bar

### BEVERAGE STOCK SUMMARY

24 September 2008

	Open	Goods	Close	Used	Potential	Days in Period 32		
	Stock		Stock		Sales	% Gross	Sales	Days
	24/08/08	Received	25/09/08	Value	(inc VAT)	Profit	Mix	Stock
Draught Beers	2,106.72	4,443.37	1,173.43	5,376.66	12,616.00	49.9%	69.2%	7
Bottle Beers	790.03	398.38	506.71	681.70	1,786.42	55.2%	9.8%	24
Minerals	463.88	154.37	310.67	307.58	1,027.43	64.8%	5.6%	32
Spirits	835.76	61.63	518.37	379.02	1,752.60	74.6%	9.6%	44
Fortified Wines & Aperitifs	49.21	35.09	41.57	42.73	195.00	74.3%	1.1%	31
Liqueurs	394.92	79.56	323.39	151.09	461.68	61.5%	2.5%	68
Wines	205.53	63.00	196.47	72.06	389.42	78.3%	2.1%	87
Sundries	25.97	-	22.79	3.18	4.50	17.0%	0.0%	229
<b>TOTAL</b>	<b>4,872.02</b>	<b>5,235.40</b>	<b>3,093.40</b>	<b>7,014.02</b>	<b>18,233.05</b>	<b>54.8%</b>		<b>14.1</b>

	(inc VAT)		(ex VAT)	
Potential Sales	18,233.05	Used Value	7,014.02	
Less Pipe Cleaning	189.71	Less Allowances at Cost	274.51	
Less Ullage + Draw Off	547.85	Less Discounts		
Complimentary	51.70	Adjustments / Free Stock	<u>77.55</u>	
Price Change Allowances		Cost of Sales	6,817.06	
Special Offer	17.10			
Other Allowances		Actual Receipts (ex VAT)	15,090.43	
Theoretical Receipts	<u>17,426.69</u>	Cost of Sales	<u>6,817.06</u>	45.2%
Receipts through Till	<u>17,731.25</u>	<b>Gross Profit</b>	<b>8,273.37</b>	<b>54.8%</b>
<b>Surplus</b>	<b>304.56</b>			1.7%

Period	Budget	Actual	Difference
Sales		15,090.43	
Cost of Sales		6,817.06	
G.P. %		54.8%	
Surplus		304.56	

Year to Date	Stock	Receipts ex VAT	Costs ex VAT	Surplus / (Deficit)	G.P. %	Days Stock	Days in Period
					After Allowances		
31-May-08	6,544.72						
25-June-08	4,043.69	16,985.62	10,405.43	(267.69)	38.7%	11.4	25
27-July-08	3,985.34	21,825.17	11,487.66	64.17	47.4%	10.7	32
24-August-08	4,872.02	19,051.28	9,457.07	235.35	50.4%	13.9	28
24-September-08	3,093.40	15,090.43	6,817.06	304.56	54.8%	14.1	31
		<u>72,952.50</u>	<u>38,167.22</u>	<u>336.39</u>	<u>47.7%</u>		<u>116</u>

Result is subject to the information available.

Stocktaking & Management Services Ltd

Stocktaker - Barrie Fogerty Tel: (01455) 283814

## An Example Bar

24-Sep-08

Beverage	Unit	Unit Cost	Selling Price	Open Stock	Goods In	Close Stock	Used	Stock Value	Potential Sales	G.P. %	Tots Used	Tots Sold	Variance
<b>DRAUGHT BEER</b>													
Carling (22 Gal)	Gal	8.48	2.75	92.5	286.0	53.00	325.5	449.44	7,161.00	54.7	2604	2598	-6
Carlsberg (22 Gal)	Gal	8.41	2.65	25.5	77.0	23.00	79.5	193.43	1,685.40	53.4	636	660	24
Guinness	Gal	9.29	2.90	20.0	22.0	26.50	15.5	246.19	359.60	52.9	124	136	12
Stella (11 Gal)	Gal	10.48	2.90	3.0	22.0	5.00	20.0	52.40	464.00	46.9	160	167	7
Strongbow	Gal	8.30	2.90	22.5	33.0	13.00	42.5	107.90	986.00	58.0	340	340	
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Banks's (18 Gal)	Gal	9.19	2.50	39.5	72.0	13.50	98.0	124.07	1,960.00	46.0	784	760	-24

Draught Beer								1,173.43	12,616.00					13
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## BOTTLES

Budweiser	Dz	8.75	2.60	4.25	6.00	0.42	9.83	3.68	306.70	67.0	118	114	-4
Corona	Dz	7.90	2.55	6.25	12.0	8.17	10.08	64.54	308.45	69.7	121	121	
Grolsch	Dz	8.50	2.60	4.08	2.0	6.08	-	51.68	-	68.0			
Holsten Pils	Dz	11.28	2.60	6.42	-	2.33	4.09	26.28	127.61	57.5	49	49	
Magners	Dz	11.52	3.10	5.08	13.0	5.50	12.58	63.36	467.98	63.6	151	148	-3
Newcastle Brown	Dz	11.99	3.10	4.50	4.0	5.17	3.33	61.99	123.88	62.1	40	38	-2
V K	Dz	7.79	2.30	23.08	2.0	19.08	6.00	148.63	165.60	66.8	72	72	
WKD	Dz	10.39	2.65	15.33	2.0	8.33	9.00	86.55	286.20	61.6	108	113	5

Bottled Beer								506.71	1,786.42					-4
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## MINERALS

Mixer 125ml	Dz	2.45	1.00	3.92	-	2.25	1.67	5.51	20.04	76.0	20	14	-6
Mixer 200ml	Dz	2.85	1.10	5.58	-	5.25	0.33	14.96	4.36	74.6	3	4	
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Britvic 55	Dz	4.32	1.65	1.92	-	1.58	0.34	6.83	6.73	74.4	4		-4
Coke 330ml	Dz	4.50	1.65	0.08	-	0.08	-	0.36	-	73.3			
Coke Can	Dz	3.10	1.10	6.75	8.0	7.08	7.67	21.95	101.24	72.4	92	101	9
Fruit Shoots	Dz	3.70	1.10	12.42	8.00	14.00	6.42	51.80	84.74	67.1	77	77	
J <sub>2</sub> O	Dz	6.22	1.85	13.58	-	8.33	5.25	51.81	116.55	67.1	63	67	4
Red Bull	Dz	7.00	2.30	4.00	2.0	2.17	3.83	15.19	105.71	70.2	45	41	-5
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Cordial	Ltr	1.45	0.20	3.10	-	2.40	0.70	3.48	2.80	57.4	14	14	
Ribena	2 Ltr	3.25	0.20	1.40	-	1.50	0.10	4.88	0.80	52.3	-4		4
Cola / Pepsi	2 Ltr	0.77	1.00	1.90	-	1.90	-	1.46	-	87.9			
Cola / Pepsi	1.5 Ltr	0.83	1.00	10.80	-	11.00	0.20	9.13	1.50	87.0	-1		1
Lemonade	2 Ltr	0.75	1.00	2.00	-	2.00	-	1.50	-	88.3			
Juice	Ltr	1.50	1.85	-	-	0.50	0.50	0.75	3.24	72.8	-1		2
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												Half Pint	
Pepsi	10 Ltr	31.99	1.00	1.30	1.0	1.00	1.30	31.99	274.30	82.2	274	266	-8
Pepsi Diet	10 Ltr	26.99	1.00	1.40	1.0	2.10	0.30	56.68	63.30	85.0	63	78	15
Lemonade	10 Ltr	26.99	1.00	1.40	1.0	1.20	1.20	32.39	253.20	85.0	253	240	-13

Minerals								310.67	1,027.43					-1
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## SUNDRIES

Hamlet	ea	0.53	0.75	49.00	-	43.00	6.00	22.79	4.50	17.0	6	6	
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Sundries								22.79	4.50					
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Beverage	Centi- litres	Unit Cost	Selling Price	Open Stock	Goods In	Close Stock	Used	Stock Value	Potential Sales	G.P. %	Tots Used	Tots Sold	Vari- ance	Tot Size
<b>SPIRITS</b>														
Bacardi	150	22.99	1.80	5.00	-	3.10	1.90	71.27	205.20	75.0	114	110	-4	25
Bells	150	22.99	1.80	2.10	-	1.80	0.30	41.38	32.40	75.0	18	16	-2	25
Capt Morgan	150	24.01	1.80	3.00	-	1.70	1.30	40.82	140.40	73.9	78	80	2	25
Courvoisier	150	31.98	2.20	1.60	-	0.90	0.70	28.78	92.40	71.5	42	42		25
Gordons	150	20.65	1.80	1.90	1.0	2.00	0.90	41.30	97.20	77.5	54	55	1	25
Jack Daniels	150	28.85	1.90	5.30	-	2.90	2.40	83.67	273.60	70.3	144	152	8	25
Jameson	150	28.30	1.90	3.10	-	3.10	-	87.73	-	70.8				25
Martell	150	35.61	2.20	0.40	-	0.30	0.10	10.68	13.20	68.3	6	4	-2	25
Smirnoff	150	20.49	1.80	7.70	2.0	3.60	6.10	73.76	658.80	77.7	366	360	-6	25
Southern Comfort	150	27.84	1.90	3.50	-	1.40	2.10	38.98	239.40	71.3	126	128	2	25

Spirits	518.37	1,752.60	-1
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**FORTIFIED WINES & APERITIFS**

Martini Dry	150	8.39	2.50	1.10	1.0	1.00	1.10	8.39	82.50	86.9	33	32	-1	50
Martini Sweet	150	9.63	2.50	0.60	-	0.60	-	5.78	-	84.9				50
		-			-				-					
Bristol Cream	100	9.46	2.50	0.40	-	0.40	-	3.78	-	77.8				50
Bristol Cream	75	7.36	2.50	2.00	-	2.00	-	14.72	-	76.9				50
Cockburns Special Reser	75	8.90	2.50	1.00	3.0	1.00	3.00	8.90	112.50	72.1	45	44	-1	50

Fortified Wines & Aperitifs	41.57	195.00	-2
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**LIQUEURS**

Archers	150	15.89	1.70	2.30	-	1.30	1.00	20.66	102.00	81.7	60	55	-5	25
Baileys	150	19.79	2.40	1.40	1.0	1.60	0.80	31.66	57.60	67.7	24	25	1	50
Cointreau	70	16.32	1.50	2.10	-	2.10	-	34.27	-	54.3				25
Corkys	70	8.85	1.00	7.00	-	6.20	0.80	54.87	22.40	62.9	22	26	4	25
Drambuie	70	17.42	1.50	2.00	-	2.00	-	34.84	-	51.3				25
Malibu	150	19.49	1.80	1.30	1.0	1.20	1.10	23.39	118.80	78.8	66	67	1	25
Pernod	70	10.59	1.90	0.50	-	0.50	-	5.30	-	76.6				25
Pimms No 1	70	8.71	1.40	2.60	-	2.40	0.20	20.90	7.84	73.9	5	4	-1	25
Sambuca	70	11.49	1.80	0.70	-	0.50	0.20	5.75	10.08	73.2	5	7	2	25
Sambuca Black	70	11.99	1.80	1.00	2.0	1.70	1.30	20.38	65.52	72.0	36	32	-4	25
Sourz	70	8.15	1.00	5.70	2.0	5.60	2.10	45.64	58.80	65.8	58	58		25
Stones GW	70	4.91	1.80	0.10	-		0.10	-	5.04	88.6	2		-2	25
Taboo	70	6.11	1.00	0.40	-	0.30	0.10	1.83	2.80	74.4	2		-2	25
Tia Maria	150	26.56	1.80	1.00	-	0.90	0.10	23.90	10.80	71.1	6	6		25

Liqueurs	323.39	461.68	-6
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**WINES**

Caves de Mas	75	3.50	8.85	13.3	18	11.5	19.8	40.25	175.23	53.5	19.8	21.0	1.2	
Hardys VR Chardonnay	75	4.00	8.85	2.0	-	2.0	-	8.00	-	46.9				
Pinot Grigio Canaletto	75	4.19	8.85	12.0	-	5.0	7.0	20.95	61.95	44.4	7.0	7.0		
Sauvignon	75	3.00	8.85	10.0	-	3.0	7.0	9.00	61.95	60.2	7.0	7.0		
Gallo Shiraz Rose	75	3.17	8.85	0.1	-		0.1	-	0.89	57.9	0.1		- .1	
Rivercrest Rose	75	2.63	8.85	12.1	-	8.0	4.1	21.04	36.29	65.1	4.1	4.1		
Canti Merlot	75	4.00	8.85	1.4	-	0.7	0.7	2.80	6.20	46.9	0.7		- .7	
Cotes du Rhone	75	4.73	8.85	3.0	-	1.6	1.4	7.57	12.39	37.2	1.4	1.4		
Hardys VR Merlot	75	4.73	8.85	5.0	-	2.0	3.0	9.46	26.55	37.2	3.0	3.0		
Stowells Merlot	75	4.00	8.85	1.8	-	0.9	0.9	3.60	7.97	46.9	0.9	.9		
Moet et Chandon	75	11.00	28.00	5.0	-	5.0	-	55.00	-	53.8				
Asti Spumante	75	4.70	11.50	4.0	-	4.0	-	18.80	-	52.0				

Wines	196.47	389.42	.4
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