

## **SAMPLE REPORTS**

Prepared by

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CATEGORY	Days Stock	Sales Ratio	Gross Profit%	Consumption at Cost	Estimated Receipts	Purchase Barrelage	Stock on Hand at Cost	Purchases at Cost	Credits at Cost
SPIRITS	70	6.3	68.8	306.55	1154.22 *		695.32	425.59	
FORTIFIED WINES	97	0.5	65.5	24.37	82.96 *		76.30	17.49	
TABLE WINES	25	40.6	50.5	1983.04	4710.67 *		1611.09	2285.29	135.15
CASK ALES	17	13.7	64.8	670.55	2237.76 *	3.00	367.64	652.43	93.20
KEG BEERS & LAGERS	20	20.2	60.2	988.90	2918.24 *	3.89	633.92	922.03	
BOTTLED BEERS	45	1.7	55.5	84.83	223.89 *	0.26	122.89	73.97	
CIDER & PERRIES	36	1.0	57.4	47.37	130.64 *	0.08	54.27	37.47	
MINERALS	39	5.3	68.9	258.87	977.73 *		325.07	217.18	
POSTMIX & CORDIALS	25	4.9	79.4	240.17	1367.99 *		193.43	230.80	24.50
TOBACCO GOODS	52	3.8	11.6	187.34	248.88 *		311.40	301.76	
CRISPS,NUTS,SNACKS	45	1.9	16.8	94.25	133.18 *		138.26	123.71	
CONTAINER DEPOSITS	0	0.0	LOSS	2.34			24.09	5.81	3.77
	29	100%	59.5	4888.58	14186.16 *	7.23	4553.67	5293.53	256.62

ADJUSTMENTS 0.4% OF TAKINGS  
Cigarette Adjust. 50.00 \*

50.00 \*

14236.16 \*

ALLOWANCES 18.5% OF TAKINGS  
Line Clean 5.77%K 168.48 \*  
Waste 7.03%C 157.36 \*  
Cask Waste 4.0%C 89.51 \*  
Members Discount 1601.65 \*  
Other Waste 13.10 \*  
Cheap Sales 188.90 \*

2219.00 \*

12017.16 \*

ANALYSIS OF PURCHASES & CREDITS

MATTHEW CLARK	945.79	
SHEPHERD NEAME	3472.78	230.62
SILVER SPRING	449.48	26.00
BOOKER	301.76	
TAVERN SNACKS	123.71	
	5293.53	256.62

NOTES

AUDITOR - PS  
CURRENCY - £  
VAT @ 17.5%  
\* INCLUDING VAT  
GP% EXCLUDES VAT  
RATIO% AT COST

ESTIMATED RECEIPTS EXCL. VAT 10227.37

CONSUMPTION AT COST EXCL. VAT 4888.58

52.2% PROFIT ESTIMATED GROSS PROFIT EXCL. VAT 5338.79

ACTUAL RECEIPTS EXCL. VAT 10203.56

CONSUMPTION AT COST EXCL. VAT 4888.58

52.1% PROFIT ACTUAL GROSS PROFIT EXCL. VAT 5314.98

ACTUAL RECEIPTS INCL. VAT 11989.18

ESTIMATED RECEIPTS INCL. VAT 12017.16

0.2% OF SALES RESULT SHORTAGE INCL. VAT 27.98

TILL RECONCILIATION 32.76 SHORT

YEAR TO DATE FROM 01/10/07

TAKINGS Incl VAT	60726.56	
TAKINGS Excl VAT	51682.18	
GROSS PROFIT	26468.32	51.2%
RESULT SHORTAGE	322.18	0.5%

Description	Size	Cost Price	Selling Price	Bar Price	Gross Profit%	Opening Stock	Purchases	Credits	Closing Stock	Sales	Sales at Selling	Days Stock
<u>SPIRITS</u>												
COURVOISIER	150	32.97	96.00	1.60	59.6	0.9	1.0		1.2	0.7	67.20	53
REMY MARTIN VSOP	70	22.58	63.00	2.25	57.9	1.3			1.3			300+
BELLS	150	21.44	75.00	1.25	66.4	0.6	3.0		3.4	0.2	15.00	300+
FAMOUS GROUSE	150	22.00	75.00	1.25	65.5	1.3	3.0		2.2	2.1	157.50	32
THE MACALLAN	70	19.77	49.00	1.75	52.6	0.5			0.4	0.1	4.90	124
BUSHMILLS MALT	70	17.70	49.00	1.75	57.6	1.3			1.3			300+
JOHN JAMESON	150	24.10	90.00	1.50	68.5	0.5			0.1	0.4	36.00	8
JOHN JAMESON	70	12.10	42.00	1.50	66.1	1.0			1.0			300+
CANADIAN CLUB	70	12.56	42.00	1.50	64.9	0.4			0.3	0.1	4.20	93
JACK DANIELS	70	13.71	42.00	1.50	61.6	1.4	2.0		1.9	1.5	63.00	39
SOUTHERN COMFORT	70	11.58	42.00	1.50	67.6	1.4			1.0	0.4	16.80	78
GORDONS	150	19.12	75.00	1.25	70.0	2.2	6.0		4.3	3.9	292.50	34
BACARDI	150	21.21	75.00	1.25	66.8	1.8	1.0		2.1	0.7	52.50	93
CAPTAIN MORGAN	150	21.17	75.00	1.25	66.8	1.7			1.6	0.1	7.50	300+
MORGANS SPICED	70	10.81	42.00	1.50	69.8	1.7			1.2	0.5	21.00	74
VLADIVAR	150	17.47*	75.00	1.25	72.6	2.5	3.0		2.2	3.3	247.50	21
ARCHERS PEACH	70	8.79	42.00	1.50	75.4	1.5	1.0		1.7	0.8	33.60	66
BAILEYS IRISH CREAM	70	9.21	42.00	1.50	74.2	2.1	1.0		2.9	0.2	8.40	300+
BENEDICTINE	70	15.87	42.00	1.50	55.6	1.1			1.1			300+
CAMPARI	70	10.88	33.60	1.20	62.0	0.9			0.6	0.3	10.08	62
CHERRY BRANDY	50	7.12	30.00	1.50	72.1	0.4			0.4			300+
COINTREAU	70	13.34	42.00	1.50	62.7	0.5			0.4	0.1	4.20	124
CREME DE MENTHE	70	9.18	42.00	1.50	74.3	1.0			1.0			300+
DRAMBUIE	70	15.05	42.00	1.50	57.9	1.0			1.0			300+
GRAND MARNIER	70	13.62	42.00	1.50	61.9	0.9			0.9			300+
KUMMEL	50	12.94	30.00	1.50	49.3	2.1			2.0	0.1	3.00	300+
MALIBU	70	8.77*	42.00	1.50	75.5	1.2	2.0		2.0	1.2	50.40	52
PERNOD	70	10.25	42.00	1.50	71.3	1.0			0.7	0.3	12.60	72
PIMMS NO1	70	9.60	43.40	1.55	74.0	2.3			2.2	0.1	4.34	300+
TIA MARIA	70	11.01	42.00	1.50	69.2	2.2	1.0		2.2	1.0	42.00	68
						38.7	24.0		44.6	18.1		
											SALES AT SELLING	1154.22
											CLOSING AT COST	695.32
											SALES AT COST	306.55
<u>FORTIFIED WINES</u>												
CINZANO BIANCO	75	4.99*	18.75	1.25	68.7	2.0	1.0		2.4	0.6	11.25	124
DUBONNET	75	5.00	18.75	1.25	68.7	0.5			0.5			300+
MARTINI EXTRA DRY	75	4.58	18.75	1.25	71.3	0.8			0.2	0.6	11.25	10
MARTINI ROSSO	150	8.91	37.50	1.25	72.1	0.9			0.8	0.1	3.75	248
TODDS V.C.	75	6.25	18.75	1.25	60.8	3.4	2.0		3.2	2.2	41.25	45
CROFT ORIGINAL	75	6.70	27.00	1.80	70.8	1.1			1.0	0.1	2.70	300+
HARVEYS BRISTOL	75	8.09	27.00	1.80	64.8	1.4			1.2	0.2	5.40	186
HARVEYS CLASSIC	75	6.56	27.00	1.80	71.5	0.8			0.6	0.2	5.40	93
HARVEYS DUNE	75	6.60	27.00	1.80	71.3	0.6			0.6			300+
ANGOSTURA BITTERS	20	4.05			LOSS	1.0			1.0			300+
STONES GINGER WINE	70	3.88	19.60	0.70	76.7	1.5			1.4	0.1	1.96	300+
						14.0	3.0		12.9	4.1		
											SALES AT SELLING	82.96
											CLOSING AT COST	76.30
											SALES AT COST	24.37

Description	Size	Cost Price	Selling Price	Bar Price	Gross Profit%	Opening Stock	Purchases	Credits	Closing Stock	Sales	Sales at Selling	Days Stock
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TABLE WINES

RESTAURANT WINES   ###

CATTIER	75	10.80	23.65	23.65	46.3	8.0	18.0		13.0	13.0	307.45	31
CONDE DE CARALT	75	5.17	12.35	12.35	50.8	27.0			15.0	12.0	148.20	39
FLEURIE	75	6.52*	14.15	14.15	45.9	16.0	12.0	6.0	21.0	1.0	14.15	300+
CHATEAU CLUZAN	75	4.18	10.40	10.40	52.8	10.0	6.0		8.0	8.0	83.20	31
COTES DU RHONE	75	4.99	12.60	12.60	53.5	9.0	12.0		15.0	6.0	75.60	78
MACON LUGNY	75	5.40	12.35	12.35	48.6	12.0	12.0		19.0	5.0	61.75	118
TIMARA SAUVIGNON	75	4.72	10.35	10.35	46.4	10.0	48.0		14.0	44.0	455.40	10
BOONABURRA CHARD.	75	4.14	10.05	10.05	51.6	14.0	12.0		22.0	4.0	40.20	171
EL COTA CRIANZA	75	5.31	12.55	12.55	50.3	24.0	55.0	18.0	11.0	50.0	627.50	7
BOONABURRA SHIRAZ	75	4.14*	10.85	10.85	55.2	12.0	36.0		17.0	31.0	336.35	17
CARMEN MERLOT	75	4.54	11.35	11.35	53.0	13.0	12.0		3.0	22.0	249.70	4
FRASCATI SUPERIORE	75	3.73	9.85	9.85	55.5	14.0			6.0	8.0	78.80	23
POUILLY FUME	75	6.75	14.20	14.20	44.1	12.0	24.0		22.0	14.0	198.80	49
PAREE WHITE	75	3.06	7.50	7.50	52.1	29.0	36.0		29.2	35.8	268.50	25
PAREE MEDIUM	75	3.06	7.50	7.50	52.1	9.5	6.0		7.1	8.4	63.00	26
PAREE WHITE	150	6.12	14.80	1.85	51.4	12.4	36.0		15.8	32.6	482.48	15
PAREE MERLOT	75	3.37	7.50	7.50	47.2	43.4	48.0		41.5	49.9	374.25	26

WINE OF THE MONTH

TERRA ANDINA ROSE	75	3.96	9.80	2.45	52.5	4.2				4.2	41.16	
ETCHART CHARDONNAY	75	2.99	9.60	2.40	63.4	7.5				7.5	72.00	
ETCHART CAB.SAUV.	75	4.49*	9.60	2.40	45.0	12.5				12.5	120.00	
TWIN OAKS WHITE	75	4.49*	11.00	2.75	52.0		24.0		17.1	6.9	75.90	77
TWIN OAKS RED	75	4.49*	11.00	2.75	52.0		60.0		28.9	31.1	342.10	29
KELLYS REVENGE	75	3.40*	9.80	2.45	59.2		12.0		-3.0	15.0	147.00	-6
MULLED WINE	100	6.18	13.48	2.45	46.1	8.5			5.0	3.5	47.18	44

308.0   469.0   24.0   327.6   425.4  
 SALES AT SELLING   4710.67  
 CLOSING AT COST   1611.09  
 SALES AT COST   1983.04

CASK ALES

MASTERBREW	GAL	5.18*	17.28	2.16	64.8	92.5	126.0	18.0	71.0	129.5	2237.76	17
						92.5	126.0	18.0	71.0	129.5		

SALES AT SELLING   2237.76  
 CLOSING AT COST   367.64  
 SALES AT COST   670.55

KEG BEERS & LAGERS

MILD	GAL	5.15	16.16	2.02	62.6	5.0	9.0		7.0	7.0	113.12	31
MASTERBREW SMOOTH	GAL	5.43	17.92	2.24	64.4	10.0			2.0	8.0	143.36	8
TETLEY SMOOTH	GAL	6.05*	17.44	2.18	59.2	11.0	11.0		12.0	10.0	174.40	37
HURLIMANN	GAL	6.98	20.96	2.62	60.9	20.0	22.0		18.0	24.0	503.04	23
ORANGEBOOM	GAL	6.33	18.88	2.36	60.6	31.0	44.0		25.0	50.0	944.00	16
STEINBOCK	GAL	6.06	17.92	2.24	60.3	11.0	22.0		13.0	20.0	358.40	20
GUINNESS	GAL	7.69*	21.76	2.72	58.5	11.0	22.0		11.0	22.0	478.72	16
MURPHYS	GAL	7.47	20.32	2.54	56.8	9.0	10.0		9.0	10.0	203.20	28

108.0   140.0   97.0   151.0  
 SALES AT SELLING   2918.24  
 CLOSING AT COST   633.92  
 SALES AT COST   988.90

Description	Size	Cost Price	Selling Price	Bar Price	Gross Profit%	Opening Stock	Purchases	Credits	Closing Stock	Sales	Sales at Selling	Days Stock
<u>BOTTLED BEERS</u>												
SHEP.NEAME LIGHT	275	5.15	14.40	1.20	58.0	4:11	4:0		4:10	4:1	58.80	37
BUDWEISER	330	10.58	26.64	2.22	53.4	2:7			2:0	0:7	15.54	106
HOLSTEN PILS	NRB 275	10.10	25.80	2.15	54.0	1:6			1:1	0:5	10.75	81
HOLSTEN O%	330	4.93	14.88	1.24	61.1	3:0	2:0		1:9	3:3	48.36	17
GUINNESS	275	6.02	17.52	1.46	59.6	0:8			0:5	0:3	4.38	52
MACKESON	NRB 275	5.28	16.20	1.35	61.7	2:8	2:0		3:2	1:6	24.30	65
CELEBRATION ALE	500	15.30	31.44	2.62	42.8	1:0	1:4		1:8	0:8	20.96	77
NEWCASTLE BROWN	550	12.55*	28.80	2.40	48.8	1:5	1:0		1:0	1:5	40.80	22
						17:9	10:4		15:11	12:2		
											SALES AT SELLING	223.89
											CLOSING AT COST	122.89
											SALES AT COST	84.83
<u>CIDER &amp; PERRIES</u>												
RED SQUARE	275	8.93	27.60	2.30	62.0	4:3			1:11	2:4	64.40	25
SMIRNOFF ICE	275	11.25	27.60	2.30	52.1	0:6	2:0		1:5	1:1	29.90	41
WOODPECKER	275	7.49*	18.96	1.58	53.6	2:9	2:0		2:10	1:11	36.34	46
						7:6	4:0		6:2	5:4		
											SALES AT SELLING	130.64
											CLOSING AT COST	54.27
											SALES AT COST	47.37
<u>MINERALS</u>												
SCHWEPPE MIXERS	125	2.35	8.40	0.70	67.2	29:5	14:0		21:5	22:0	184.80	30
SCHWEPPE JUICES	125	2.56	10.08	0.84	70.2	13:2	4:0		15:3	1:11	19.32	247
APPLETISER	275	6.00	15.60	1.30	54.8	2:5			2:0	0:5	6.50	149
BRITVIC J2O	275	5.43	15.60	1.30	59.1	18:0	16:0		19:5	14:7	227.50	41
COKE/DIET	200	3.65	10.44	0.87	59.0	5:11			4:8	1:3	13.05	116
HIGHLAND SPRING	330	2.50	10.80	0.90	72.9	4:1	4:0		2:8	5:5	58.50	15
H.SPRING SPARKLING	330	3.23	10.80	0.90	64.9	3:4	2:0		3:3	2:1	22.50	48
PERF.CLEAR (FOC)	500		10.44	0.87	100.0	1:5	1:0		1:6	0:11	9.57	51
SCH.SLIM ORANGE	200	3.52	11.64	0.97	64.5	4:6	4:0		5:10	2:8	31.04	68
SCHWEPPE JUICES	200	3.85	14.64	1.22	69.1	12:2			5:11	6:3	91.50	29
COKE/DIET SC	330	2.50	11.28	0.94	74.0	13:7	18:0		12:2	19:5	219.02	19
HIGHLAND SPRING	100	5.89	21.60	1.80	68.0	0:10	1:0		0:6	1:4	28.80	12
LEMONADE/G.BEER	100	3.00	31.50	0.75	88.8	2:8	2:0		2:7	2:1	65.63	38
						111:6	66:0		97:2	80:4		
											SALES AT SELLING	977.73
											CLOSING AT COST	325.07
											SALES AT COST	258.87
<u>POSTMIX &amp; CORDIALS</u>												
SQUASH/CORDIAL	100	0.80*	3.00	0.15	68.7	19.5	15.0		17.5	17.0	51.00	32
POSTMIX COLA/LEMON	100	2.14	15.75	0.75	84.0	60.0	45.0		49.5	55.5	874.13	28
POST.ORANGE JUICE	100	4.90*	20.13	1.15	71.4	17.0	25.0	5.0	15.0	22.0	442.86	21
						96.5	85.0	5.0	82.0	94.5		
											SALES AT SELLING	1367.99
											CLOSING AT COST	193.43
											SALES AT COST	240.17
<u>TOBACCO GOODS</u>												
MATCHES	DOZ	0.36	1.20	0.10	64.8	5:8			4:4	1:4	1.60	101
HAMLET	5	2.44	3.40	3.40	15.7	12:0	20:0		23:0	9:0	30.60	79

Description	Size	Cost Price	Selling Price	Bar Price	Gross Profit%	Opening Stock	Purchases	Credits	Closing Stock	Sales	Sales at Selling	Days Stock
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TOBACCO GOODS Contd.

HAMLET	EA	0.49	0.68	0.68	15.7	106:0	100:0		144:0	62:0	42.16	72
H.W.HALF CORONA	EA	0.90	1.24	1.24	15.1	16:0	50:0		18:0	48:0	59.52	12
BENSON & HEDGES	20	3.98	5.00	5.00	6.4	8:0	20:0		23:0	5:0	25.00	143
SILK CUT PURPLE	20	3.98	5.00	5.00	6.4	17:0	20:0		19:0	18:0	90.00	33
						164:8	210:0		231:4	143:4		
											SALES AT SELLING	248.88
											CLOSING AT COST	311.40
											SALES AT COST	187.34

CRISPS.NUTS.SNACKS

CASHEW NUTS	DOZ	4.20	5.76	0.48	14.4	1:8			0:9	0:11	5.28	25
CRISPS (ROUGH CUT)	DOZ	2.53	4.20	0.35	29.2	5:6	12:0		12:3	5:3	22.05	72
CRISPS (SUPER)	DOZ	2.36	4.20	0.35	34.1	3:0			1:7	1:5	5.95	35
DRY ROAST NUTS	DOZ	3.00	5.52	0.46	36.2	4:11	4:0		6:1	2:10	15.64	67
MINI CHEDDARS	DOZ	3.40	5.76	0.48	30.6	3:0	10:0		8:8	4:4	24.96	62
NUTS & RAISINS	DOZ	3.69	5.52	0.46	21.5	1:8			1:4	0:4	1.84	124
POCO LOCO	DOZ	4.04	7.44	0.62	36.1	4:9	1:4		3:10	2:3	16.74	53
PORK SCRATCHINGS	DOZ	4.69*	5.76	0.48	4.3	1:11	1:0		2:2	0:9	4.32	90
SALTED NUTS	DOZ	2.65	4.80	0.40	35.3	5:0	6:0		3:5	7:7	36.40	14
LEMONS	JAR	1.19			LOSS	7:0	18:0		11:0	14:0		24
						38:5	52:4		51:1	39:8		
											SALES AT SELLING	133.18
											CLOSING AT COST	138.26
											SALES AT COST	94.25

CONTAINER DEPOSITS

CASES	EA	1.00			LOSS	19:0	3:0	2:0	18:0	2:0		
SMALL BOTTLES	DOZ	0.52			LOSS	7:1	4:0	2:0	8:8	0:5		
PINT BOTTLES	DOZ	0.73			LOSS	2:4	1:0	1:0	2:2	0:2		
						28:5	8:0	5:0	28:10	2:7		
											SALES AT SELLING	0.00
											CLOSING AT COST	24.09
											SALES AT COST	2.34

FINAL TOTALS

LC 122											SALES AT SELLING	14186.16
											CLOSING AT COST	4553.67
											SALES AT COST	4888.58