

Product Groups	Group Ratios	Gross Profit %	Purchases	Closing Stock	Retail Sales inc Vat	Sales at Cost	Stock Days 36
Draught Beers	70.0%	49.2%	£ 9,745.54	£3,620.08	£ 22,777.60	£ 9,849.78	13
Bottled Beers	9.0%	38.5%	£ 1,429.08	£1,554.85	£ 2,915.85	£ 1,526.09	37
Minerals	6.5%	56.1%	£ 904.61	£ 948.88	£ 2,121.08	£ 792.87	43
Snacks	1.7%	35.7%	£ 211.30	£ 229.79	£ 567.46	£ 310.72	27
Spirits	8.5%	66.0%	£ 719.64	£1,413.87	£ 2,764.36	£ 799.10	64
Fortified/Sherry	0.1%	63.2%	£ 21.80	£ 108.86	£ 46.95	£ 14.72	266
Liquors	0.7%	69.6%	£ 86.67	£ 628.19	£ 220.80	£ 57.04	396
Wines	2.6%	38.1%	£ 417.00	£ 734.24	£ 857.21	£ 451.37	59
Tobacco Products	0.8%	14.0%	£ 36.75	£ 455.95	£ 246.80	£ 180.70	91
	100%	49.5%	£ 13,572.39	£9,694.71	£ 32,518.10	£13,982.40	25

Retail Sales	£32,518.10
Cash Declared	£30,647.31
Loss	<u>£1,870.79</u>

Pipe Cleaning	£411.87
Ullage	£194.50
Spoiled Drinks	£75.75
Staff/Dray/Comp Drinks	£108.25
Price increase adjustment	£375.05
Soccer promotion	£75.49
Brahma & Breezer @ £1.20p	£66.10
Out of date Crisps	£28.65
52 x Jugs XXXX	£124.80
Total Allowances	<u>£1,460.46</u>

Till Difference -£33.45

Loss	£1,870.79
Total Allowances	<u>£1,460.46</u>
Overall Shortage/Surplus	<u><u>-£410.33</u></u>

EX VAT	
Estimated Takings	£26,432.03
Sales at Cost	£13,982.40
Est Gross Profit	<u>£12,449.63</u>
Est GP %	47.10%

EX VAT	
Actual Take	£26,082.82
Sales @ cost	£13,982.40
Actual GP	<u>£12,100.42</u>
Actual GP%	46.39%

INC VAT	
Actual Take	30,647.31
Est Take	31,057.64
Net Result	<u><u>-410.33</u></u>
% of Take	-1.34%

Next stock take will be on Tuesday 8th August 2006

Notes:

Babycham, Blackthorn & J2O nearing sell by date, suggest you run a promotion to clear old stock

1 packet Golden Virginia missing

There are items listed on the till that are no longer in use and products not listed at all, this should be adjusted.

Crisps rotation needs to be improved as this is the third stock this year where we are writing off OOD stock

Overall good result

