

SAMPLE REPORTS

Prepared by

**STOCK MANAGEMENT SYSTEMS
LIMITED Tel. 01383 860873**

CATEGORY	Days Stock	Sales Ratio	Gross Profit%	Consumption at Cost	Estimated Receipts	Sales Barrelage	Stock on Hand at Cost	Purchases at Cost	Credits at Cost
SPIRITS	28	16.2	58.1	780.53	2187.65 *		781.20	714.74	
FORTIFIED WINE	183	0.2	61.5	9.31	28.45 *		60.82	15.42	
TABLE WINE	42	2.1	48.9	125.89	289.76 *		189.28	106.95	
KEG BEER	16	60.5	33.3	4637.71	8168.72 *	19.31	2648.40	5074.79	90.86
PACKAGED BEER	37	6.6	38.6	467.27	893.56 *	1.11	615.64	566.20	
CIDERS & PERRIES	13	3.2	32.1	249.15	431.05 *	0.88	118.44	249.48	
MINERALS	25	9.3	60.8	418.17	1252.69 *		375.38	300.75	
TOBACCO	61	0.3	8.3	35.67	45.72 *		77.47		
CRISPS,NUTS & SNACKS	34	1.5	21.2	131.17	195.66 *		161.02	186.82	
BAR SUNDRIES	0		LOSS	0.21					
CONTAINER DEPOSITS	0			-2.51			115.95	63.96	117.16
	21	100%	40.3	6852.57	13493.26 *	21.30	5143.60	7279.11	208.02

ADJUSTMENTS

0.00 *

ALLOWANCES

5.8% OF TAKINGS

Pipe Cleaning	306.00 *
Ullage/Waste	246.33 *
Prizes	48.12 *
Donations	132.16 *
Draymen	13.01 *
Complimentary	2.76 *

748.38 *

12744.88 *

ANALYSIS OF PURCHASES & CREDITS

Carlsberg Tetley	6054.68	208.02
Whitbread	834.96	
North West Gases	42.05	
Arthur Rodgers	319.42	
Pearl Soft Drinks	28.00	
	<u>7279.11</u>	<u>208.02</u>

NOTES

AUDITOR - LW
CURRENCY - £
VAT @ 17.5%
* INCLUDING VAT
GP% EXCLUDES VAT
RATIO% AT SELLING

NOTES ABOUT THE STOCKTAKE
CAN BE PLACED HERE

TEST

TILL RECONCILIATION 0.58 SHORT

ESTIMATED RECEIPTS EXCL. VAT 10846.71

CONSUMPTION AT COST EXCL. VAT 6852.57

36.8% PROFIT ESTIMATED GROSS PROFIT EXCL. VAT 3994.14

ACTUAL RECEIPTS EXCL. VAT 11051.46

CONSUMPTION AT COST EXCL. VAT 6852.57

38.0% PROFIT ACTUAL GROSS PROFIT EXCL. VAT 4198.89

ACTUAL RECEIPTS INCL. VAT 12985.47

ESTIMATED RECEIPTS INCL. VAT 12744.88

1.9% OF SALES RESULT SURPLUS INCL. VAT 240.59

YEAR TO DATE FROM 07/01/00

TAKINGS Incl VAT	24333.73	
TAKINGS Excl VAT	20709.55	
GROSS PROFIT	7932.05	38.3%
RESULT SURPLUS	272.03	1.1%

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>												
CAR MARTELL ***	150	31.54	62.40	1.04	40.6	1.2	4.0		2.9	2.3	143.52	35
CAR BACARDI	150	20.18	54.60	0.91	56.6	4.1	1.0		2.6	2.5	136.50	29
CAR LAMBS NAVY	150	19.07	54.60	0.91	59.0	1.9			0.3	1.6	87.36	5
CAR GORDONS	150	19.29	54.00	0.90	58.0	2.6	2.0		2.8	1.8	97.20	44
CAR BELLS	150	20.86	54.60	0.91	55.1	4.7	4.0		1.4	7.3	398.58	5
CAR BELLS	70	10.11	25.48	0.91	53.4		3.0		3.0			300+
CAR BELLS FOC	70		25.48	0.91	100.0	2.0			1.0	1.0	25.48	28
CAR FAMOUS GROUSE	150	20.85	56.40	0.94	56.6	2.5	3.0		2.8	2.7	152.28	29
CAR FAMOUS GROUSE FOC	70		26.32	0.94	100.0	5.0				5.0	131.60	
CAR BUSHMILLS ORIGINAL	70	11.14	26.32	0.94	50.3	0.4			0.4			300+
CAR CANADIAN CLUB	70	12.35	28.84	1.03	49.7	0.6			0.6			300+
CAR JACK DANIELS	150	27.31	61.80	1.03	48.1	1.5	2.0		2.0	1.5	92.70	37
CAR JAMESON	150	23.57	55.80	0.93	50.4	2.5	3.0		4.0	1.5	83.70	75
CAR JIM BEAM	70	14.05	28.84	1.03	42.8	0.1			0.1			300+
CAR POWERS IRISH	70	12.64	26.32	0.94	43.6	0.7			0.4	0.3	7.90	37
CAR SOUTHERN COMFORT	150	25.79	63.00	1.05	51.9	1.3	1.0		2.0	0.3	18.90	187
CAR WALKER BLACK LABEL	150	34.52	69.00	1.15	41.2	2.2			1.1	1.1	75.90	28
CAR SMIRNOFF	150	17.98	54.00	0.90	60.9	2.6	7.0		2.5	7.1	383.40	10
CAR SMIRNOFF	70	8.50	25.20	0.90	60.4	2.0			1.0	1.0	25.20	28
CAR PERNOD	150	22.78	57.60	0.96	53.5	0.4			0.4			300+
CAR ADVOCAT	70	8.17	21.28	0.76	54.9	0.2	2.0		1.6	0.6	12.77	75
CAR BAILEYS IRISH	70	9.72	28.56	1.02	60.0	3.3	2.0		3.0	2.3	65.69	37
CAR COINTREAU	70	13.21	27.72	0.99	44.0	2.3			0.8	1.5	41.58	15
CAR DRAMBUIE	70	16.39	28.00	1.00	31.2	0.8			0.8			300+
CAR MALIBU	150	18.90	57.00	0.95	61.0	1.9			1.0	0.9	51.30	31
CAR MIDORI MELON	70	8.50	27.72	0.99	64.0	0.1			0.1			300+
CAR MIRAGE	70	4.87	11.90	0.85	51.9	0.1			0.1			300+
CAR PEACH SCHNAPPS	150	17.39	55.80	0.93	63.4	1.4	1.0		1.3	1.1	61.38	33
CAR TABOO	150	11.66	25.50	0.85	46.3	2.0			0.9	1.1	28.05	23
CAR TIA MARIA	150	23.35	60.60	1.01	54.7	1.0	1.0		0.9	1.1	66.66	23
						51.4	36.0		41.8	45.6		
											SALES AT SELLING	2187.65
											CLOSING AT COST	781.20
											SALES AT COST	780.53
<u>FORTIFIED WINE</u>												
CAR MARTINI BIANCO	150	7.71	25.80	0.86	64.9	1.3	2.0		2.6	0.7	18.06	104
CAR MARTINI DRY	150	7.08	25.80	0.86	67.8	2.1			2.1			300+
CAR MARTINI RED	150	7.47	25.80	0.86	66.0	1.2			1.0	0.2	5.16	140
CAR COCKBURNS RUBY	75	6.10	13.05	0.87	45.1	1.1			0.8	0.3	3.92	75
CAR BRISTOL CREAM	75	5.87	13.05	0.87	47.1	1.6			1.5	0.1	1.31	300+
CAR AUSTRALIAN WHITE	150	11.84	28.50	0.95	51.2	0.4			0.4			300+
						7.7	2.0		8.4	1.3		
											SALES AT SELLING	28.45
											CLOSING AT COST	60.82
											SALES AT COST	9.31
<u>TABLE WINE</u>												
P/C HOUSE WINE	75	2.89	6.00	6.00	43.4	2.0			2.0			300+
CAR LIEB STOWELLS W/BOX	100	3.26	6.96	0.87	45.0	35.0	20.0		34.0	21.0	146.16	45
CAR LIEBFRAUMILCH	150	4.42	10.44	0.87	50.3	0.6			0.6			300+
CAR LIEBFRAUMILCH	75	2.06	5.00	5.00	51.6	4.0			2.0	2.0	10.00	28
CAR VIN PAYS GERS W/BOX	100	3.17	8.24	1.03	54.8	10.0	10.0		10.0	10.0	82.40	28

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 WINE Contd.

CAR VIN PAYS GARD W/BOX	100	3.35	8.24	1.03	52.2	3.5	3.0		1.5	5.0	41.20	8
CAR PIESPORTER	75	2.43	5.00	5.00	42.9	14.0			12.0	2.0	10.00	168
						69.1	33.0		62.1	40.0		
											SALES AT SELLING	289.76
											CLOSING AT COST	189.28
											SALES AT COST	125.89

KEG BEER

CAR TETLEY DARK MILD	GAL	5.68	10.40	1.30	35.8	50.0	126.0		65.0	111.0	1154.40	16
WHI BODDINGTONS D/FLOW	GAL	6.33	11.04	1.38	32.6	44.0	88.0		24.0	108.0	1192.32	6
CAR TETLEY S/FLW BITTER	GAL	6.42	11.04	1.38	31.7	103.0	252.0		134.0	221.0	2439.84	17
CAR CARLSBERG LAGER	GAL	7.02	12.72	1.59	35.2	47.0	162.0		72.0	137.0	1742.64	15
CAR CASTLEMAINE	GAL	7.12	13.04	1.63	35.8	36.0	54.0		35.0	55.0	717.20	18
WHI STELLA ARTOIS	GAL	8.31	14.64	1.83	33.3	18.0	20.0		28.0	10.0	146.40	78
CAR GUINNESS	GAL	8.26	14.64	1.83	33.7	37.0	55.0	11.0	28.0	53.0	775.92	15
NWG CO2 14LB	SGL	5.75			LOSS	2.0	4.0		4.0	2.0		56
NWG MIXED GAS	SGL	6.35			LOSS	4.0	3.0		4.0	3.0		37
						341.0	764.0	11.0	394.0	700.0		
											SALES AT SELLING	8168.72
											CLOSING AT COST	2648.40
											SALES AT COST	4637.71

PACKAGED BEER

CAR GUINNESS	275	7.44	13.68	1.14	36.1	2:8	6:0		2:10	5:10	79.80	14
CAR MANNS BROWN	275	5.77	10.92	0.91	37.9	2:11	6:0		4:9	4:2	45.50	32
CAR NEWCASTLE BROWN	550	12.64	21.72	1.81	31.6	0:2				0:2	3.62	
CAR TETLEY SPECIAL PALE	275	5.89	10.92	0.91	36.6	5:10			3:2	2:8	29.12	33
CAR BACARDI BREEZER	NRB 330	12.68	21.72	1.81	31.4	7:8	12:0		11:7	8:1	175.57	40
CAR BACARDI BRE FOC	NRB 275		21.72	1.81	100.0		2:0			2:0	43.44	
CAR BUDWEISER	NRB 330	10.90*	22.20*	1.85	42.3	4:0	8:0		7:5	4:7	101.75	45
CAR CARLSBERG LAGER	275	5.77	13.08	1.09	48.2	4:10			1:9	3:1	40.33	16
CAR CARLSBG EXPORT	NRB 275	9.72	18.60	1.55	38.6	8:11			7:11	1:0	18.60	222
CAR CARLSBERG ICE	NRB 275	9.72	18.12	1.51	37.0	3:8			2:8	1:0	18.12	75
CAR HOLSTEN PILS	275	10.31	17.52	1.46	30.9	5:1	10:0		4:9	10:4	181.04	13
CAR KALIBER	NRB 330	8.00	13.92	1.16	32.5		2:0		1:0	1:0	13.92	28
CAR MARSTONS LOW C	275	8.38	15.72	1.31	37.4	6:5	2:0		4:9	3:8	57.64	36
WHI SOURCE	NRB 275	11.50*	21.72	1.81	37.8		6:0		4:0	2:0	43.44	56
WHI STELLA ARTOIS	NRB 330	10.68	18.12	1.51	30.7	3:5	4:0		5:5	2:0	36.24	76
CAR WKD IRON BREW	NRB 330	10.77	21.72	1.81	41.7	0:11			0:8	0:3	5.43	75
						56:6	58:0		62:8	51:10		
											SALES AT SELLING	893.56
											CLOSING AT COST	615.64
											SALES AT COST	467.27

CIDERS & PERRIES

CAR STRONGBOW	GAL	7.56	13.20	1.65	32.7	11:0	33:0		13:0	31:0	409.20	12
CAR BABYCHAM	NRB 200	9.34	13.80	1.15	20.5	3:3			1:8	1:7	21.85	29
CAR CHERRY B	95	9.18	13.80	1.15	21.8	0:6			0:6			300+
						14:9	33:0		15:2	32:7		
											SALES AT SELLING	431.05
											CLOSING AT COST	118.44
											SALES AT COST	249.15

Description	Size	Cost Price	Selling Price	Bar Price	Gross Profit%	Opening Stock	Purchases	Credits	Closing Stock	Sales	Sales at Selling	Days Stock
<u>MINERALS</u>												
ART COCA COLA	NRB	500	5.41	10.80	0.90	41.1	25:7	24:0	16:3	33:4	360.00	14
CAR SHANDY		275	3.51	7.92	0.66	47.9	4:11		1:10	3:1	24.42	17
CAR BRITVIC 55		180	2.70	9.24	0.77	65.7	1:7			1:7	14.63	
CAR BRITVIC 55	NRB	275	5.45*	9.24	0.77	30.7		10:0	3:7	6:5	59.29	16
CAR BVC SPLIT MIXERS		180	1.86	7.44	0.62	70.6	22:2	15:0	17:10	19:4	143.84	26
CAR BVC SPLIT JUICES		180	2.43	10.80	0.90	73.6	6:7	3:0	6:1	3:6	37.80	49
CAR TANGO		180	2.42	7.44	0.62	61.8	2:11	3:0	1:11	4:0	29.76	13
CAR BVC BABY MIXERS		113	1.36	7.08	0.59	77.4	10:0	12:0	13:5	8:7	60.77	44
CAR SCH BABY MIXERS		113	1.89*	7.08	0.59	68.6		4:0	4:0			300+
CAR BVC BABY JUICES		113	1.61	8.28	0.69	77.2	14:11	12:0	21:9	5:2	42.78	118
ART ONE CAL LEMONDE	CAN	330	2.39	6.00	0.50	53.2	1:7			1:7	9.50	
ART VIMTO	CAN	330	3.49	0.50	0.50	LOSS	4:1		2:5	1:8	0.83	41
ART BUXTON SPKLING	NRB	500	3.66	7.20	0.60	40.3	2:0		1:4	0:8	4.80	56
ART HADRIAN	NRB	365	2.76	7.20	0.60	55.0		1:0	0:1	0:11	6.60	3
PEA PST COLA	5-1	LTR	2.20	10.50	0.50	75.4	28:0		12:0	16:0	168.00	21
PEA PST DIET COLA	5-1	LTR	2.20	10.50	0.50	75.4	20:0		17:0	3:0	31.50	159
PEA PST LEMONADE	5-1	LTR	2.20	10.50	0.50	75.4	30:0		9:0	21:0	220.50	12
PEA PST ORANGEADE	5-1	LTR	2.20	10.50	0.50	75.4	5:0		3:0	2:0	21.00	42
PEA PRL CORDIAL	NRB	5LT	4.00	10.00	0.10	53.0	5:8	7:0	11:0	1:8	16.67	185
CAR SCH CORDIAL	NRB	LTR	0.83	2.00	0.10	51.2	0:5		0:5			300+
							185:5	91:0	142:11	133:6		
										SALES AT SELLING	1252.69	
										CLOSING AT COST	375.38	
										SALES AT COST	418.17	
<u>TOBACCO</u>												
ART MATCHES		10	0.71	1.00	0.10	16.6	4.2		3.2	1.0	1.00	90
ART RIZLA PAPERS		10	1.17	2.00	0.20	31.3	10.0		7.4	2.6	5.20	80
ART CASTELLA CLASSIC	SGL		0.42	0.52	0.52	5.1	59.0		41.0	18.0	9.36	64
ART CASTELLA PANATELLA	SGL		0.78	1.00	1.00	8.3	11.0		11.0			300+
ART HAMLET	SGL		0.42	0.52	0.52	5.1	155.0		97.0	58.0	30.16	47
							239.2		159.6	79.6		
										SALES AT SELLING	45.72	
										CLOSING AT COST	77.47	
										SALES AT COST	35.67	
<u>CRISPS,NUTS & SNACKS</u>												
ART BACON FRIES	DOZ		2.50	3.60	0.30	18.4	2:3	6:0	1:9	6:6	23.40	8
ART CASHEWS	DOZ		3.47	5.40	0.45	24.5	2:8	4:0	4:9	1:11	10.35	69
ART CHINESE NUTS 63G	DOZ		2.95	4.80	0.40	27.8	2:8		0:3	2:5	11.60	3
ART CRISPS WALKERS	DOZ		2.06	3.24	0.27	25.3	13:6	40:0	31:5	22:1	71.55	40
ART DRY ROASTED 50G	DOZ		3.21	4.80	0.40	21.4	2:8	4:0	4:0	2:8	12.80	42
ART MOMENTS	DOZ		2.95	3.60	0.30	3.7	1:9	2:0	3:2	0:7	2.10	152
ART PEPERAMI	DOZ		6.27	6.60	0.55	LOSS	2:6	2:0	2:1	2:5	15.95	24
ART PLOUGHMANS	DOZ		3.74	5.40	0.45	18.6	0:10	3:0	3:0	0:10	4.50	101
ART PORK SCRATCHINGS	DOZ		1.92	4.80	0.40	53.0	1:2	2:6	2:5	1:3	6.00	54
ART QUAVERS	DOZ		2.06	3.24	0.27	25.3	3:6	8:0	1:3	10:3	33.21	3
ART SALTED NUTS 50G	DOZ		3.38	3.60	0.30	LOSS	2:9	2:0	4:0	0:9	2.70	149
ART SCAMPI FRIES	DOZ		2.50	3.60	0.30	18.4	1:5	2:0	3:0	0:5	1.50	202
							37:8	75:6	61:1	52:1		
										SALES AT SELLING	195.66	
										CLOSING AT COST	161.02	
										SALES AT COST	131.17	

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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BAR SUNDRIES

P/C LEMONS	SGL	0.21			LOSS	1:0				1:0		
						1:0				1:0		
										SALES AT SELLING	0.00	
										CLOSING AT COST	0.00	
										SALES AT COST	0.21	

CONTAINER DEPOSITS

CAR CASES	SGL	1.00			LOSS	72:0	26:0	48:0	54:0	-4:0		
CAR SMALL BOTTLES	DOZ	0.52			LOSS	180:3	73:0	133:0	117:6	2:9		
CAR PINT BOTTLES	DOZ	0.73			LOSS	1:3			1:2	0:1		
						253:6	99:0	181:0	172:8	-1:2		
										SALES AT SELLING	0.00	
										CLOSING AT COST	115.95	
										SALES AT COST	-2.51	

FINAL TOTALS

LC 112										SALES AT SELLING	13493.26	
										CLOSING AT COST	5143.60	
										SALES AT COST	6852.57	

Stock Date	No of Days	Takings Incl. VAT	Av. Daily Takings	Gross Profit	Barrel -age	Result	Stock on Hand	Days Stock
08/01/98	85	46237.16	543.97	12996.14	33.0%	102.4 8.87 SURPLUS 0.0%	7886.68	25
20/02/98	43	20429.33	475.10	5617.44	32.3%	35.3 (48.74 SHORTAGE 0.2%)	5461.55	20
27/03/98	35	14587.94	416.80	3978.98	32.0%	37.2 (144.63 SHORTAGE 1.0%)	6933.44	29
24/04/98	28	13020.78	465.03	3878.35	35.0%	23.7 155.84 SURPLUS 1.2%	6388.28	25
29/05/98	35	18065.02	516.14	5829.84	37.9%	19.7 243.74 SURPLUS 1.3%	2358.88	9
27/06/98	29	13458.82	464.10	4271.64	37.3%	28.5 54.80 SURPLUS 0.4%	2855.99	12
24/07/98	27	11166.12	413.56	3398.11	35.8%	22.2 (147.86 SHORTAGE 1.3%)	3021.90	13
27/08/98	34	14274.39	419.84	4593.34	37.8%	26.7 (21.87 SHORTAGE 0.2%)	2717.91	12
27/09/98	31	12828.97	413.84	4216.80	38.6%	23.4 96.15 SURPLUS 0.7%	2927.32	14
30/10/98	33	12154.81	368.33	4088.90	39.5%	21.9 102.36 SURPLUS 0.8%	3007.42	16
27/11/98	28	10593.41	378.34	3249.91	36.0%	15.7 (324.73 SHORTAGE 3.1%)	1925.77	9
04/01/99	38	24126.02	634.90	7976.10	38.8%	46.7 49.36 SURPLUS 0.2%	4238.04	13
29/01/99	25	8283.39	331.34	2437.38	34.6%	18.7 (41.41 SHORTAGE 0.5%)	5275.83	29
26/02/99	28	13449.57	480.34	4207.72	36.8%	17.3 13.37 SURPLUS 0.1%	3325.52	13
26/03/99	28	14483.97	517.28	4425.40	35.9%	27.8 92.74 SURPLUS 0.6%	3557.64	13
30/04/99	35	20121.44	574.90	6157.64	36.0%	37.8 (317.58 SHORTAGE 1.6%)	4117.73	13
28/05/99	28	15836.13	565.58	4653.56	34.5%	27.6 26.73 SURPLUS 0.2%	3610.72	11
25/06/99	28	17416.92	622.03	5217.73	35.2%	33.6 (308.38 SHORTAGE 1.8%)	4624.25	13
30/07/99	35	16450.46	470.01	4751.74	33.9%	30.0 (64.47 SHORTAGE 0.4%)	4285.73	16
27/08/99	28	13227.25	472.40	3930.79	34.9%	24.1 (127.48 SHORTAGE 1.0%)	4607.18	18
24/09/99	28	16132.07	576.15	5100.13	37.1%	28.0 60.35 SURPLUS 0.4%	3850.23	12
29/10/99	35	15696.30	448.47	4755.10	35.6%	28.7 75.42 SURPLUS 0.5%	4059.09	17
26/11/99	28	16740.82	597.89	5465.93	38.4%	30.5 107.79 SURPLUS 0.6%	4408.00	14
07/01/00	42	26663.88	634.85	8376.94	36.9%	46.5 139.93 SURPLUS 0.5%	5023.11	15
28/01/00	21	11348.26	540.39	3733.16	38.7%	18.6 31.44 SURPLUS 0.3%	4924.61	17
25/02/00	28	12985.47	463.77	4198.89	38.0%	21.3 240.59 SURPLUS 1.9%	5143.60	21
TOTALS 863		429778.70	498.01	131507.66	36.0%	793.9 (47.67 SHORTAGE 0.0%)		

Average weekly Takings including VAT	:	3486.04
Average weekly Takings excluding VAT	:	2966.84
Average weekly Barrelage	:	6.4