

Stocktake by: Philip Tatler
Call / Text: 07932 751633

Starting 1 Apr 22 BB
Ending 29 Apr 22 BB

Days Trading Year-End Audit
28 28 30/Sep 101

STOCKTAKE – FINANCIAL ANALYSIS REPORT & ADVISORY

WET Stock Group	Sales Ratio	Days Stock	Group Profit	Sales at SELLING	Receipts at COST	Credits at COST	Closing at COST	Sales at COST	Closing at SELLING	Daily Average	Stock ID
Draught Beers	56.8%	8	51.6%	4399.40	1828.72	4.68	508.84	1773.78	1247.60	157.12	1
Wines & Spirits	20.5%	15	67.0%	1588.14	443.59	0.00	228.61	436.54	828.92	56.72	2
Bottled Beers	10.5%	10	49.7%	813.00	393.02	33.02	123.38	341.09	283.30	29.04	3
Minerals	10.3%	17	64.2%	797.20	288.39	0.00	142.71	237.80	512.73	28.47	4
Sundries	1.9%	25	41.8%	144.58	110.33	0.00	61.95	70.16	130.36	5.16	5
Stock TOTALS	100.0%	10	55.7%	7742.32	3064.05	37.70	1065.49	2859.37	3002.91	276.51	5

Bar Waste				0.00			Estimated PROFITS	3418.56	54.1%
Beer Lines – FR	(23.20 pc)			23.20					
Beer Lines – MB	(46.40 pw)			185.60			Takings this Stocktake	7575.78	
Complimentary				0.00			Excluding VAT	6313.15	
Price Bands				0.00			Sales at COST	2859.37	
Promotions				0.00			PROFIT this Stocktake	3453.78	54.7%
TOTAL Stock Allowances			2.8%	208.80			PROFIT Daily Average	123.35	
Actual Average Daily Takings				270.56			Adjustment(s)	0.00	
RESULT Daily Average				1.51			THIS STOCK RESULT	42.26	0.6% Over
VAT on Sales				1262.63					
Stock Yield				97.8%			Current Stock STATUS	GOOD	
CASH Reconciliation			0.0%	0.00			NEXT Stocktake is	27 May 22 10:00 AM	

Stocktakers Notes, Comments & Observations for you to View, Consider & Action.

1. This is an EXAMPLE Stocktake Analysis & Report
2. Actual remarks to be made by the Stocktaker along with any observations & recommendations will appear here.
3. For this EXAMPLE Report & Analysis, Pages 5 to 10 are where you Stock Figures are Analysed to enable this Result and are NOT Printed. These will change on a genuine Stocktake as there will be additional Stock Items to analyse.
4. The Variance Analysis has been left at ZERO Intentionally on this EXAMPLE. It's to Illustrate how the Variance will work. It will be Fully completed on completion of a genuine Stocktake.
5. Pages 1, 2, 3 and 11 are printed as standard and make up your Stock Report. Page 4 is an additional option and has a one-off charge Of £40.00 to set-up and Include in your Stocktake, it's like have 2 Stocktakes in 1. There's NO additional charge once set-up and it will be available with each and every one of your Stocktakes.

For your Information Stock STATUS VAT is 20.0% - Items are counted in GALLONS, MEASURES or EACH, Spirits are counted in 10th's EXCELLENT = 55%+ - GOOD = 50 TO 54.9% - LOW = 49.9% or Lower.

EXAMPLE Client

STOCK PRO Stocktaking System, more than just the count - Page 1 - All figures are subject to the Information supplied.

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Starting	1 Apr 22	BB	Days	Trading	Year-End	Audit
Ending	29 Apr 22	BB	28	28	30/Sep	101

STOCKTAKE – STOCK ANALYSIS REPORT, SUMMARY TOTALS, COST PRICE & BAR PRICE CHANGES

WET Stock Item	COST Price	^	Bar Price	Sales at SELLING	Opening Stock	Stock Receipts	Stock Credits	Closing Stock	Stock Sold	Item Profit	Days Stock
Carling Black Label	9.36	^	2.95	2041.40	22.0	88.0	0.5	23.0	86.5	52.4%	7
Dark Mild	9.06		2.50	600.00	11.0	33.0		14.0	30.0	45.7%	13
Guinness	10.18	^	3.30	184.80	0.0	11.0		4.0	7.0	53.7%	16
Worthington Bitter	9.00		2.85	1573.20	17.0	66.0		14.0	69.0	52.6%	6

Stock Group 1 TOTAL Sales at SELLING this Stocktake 4399.40

Brandy – 1.5 (25ml)	34.33	^	2.10	214.20	2.1	2.0		2.4	1.7	67.3%	40
Vodka – 1.5 (25ml)	29.62		2.00	612.00	2.0	5.0		1.9	5.1	70.4%	10
Whiskey – 1.5 (25ml)	31.11		2.00	624.00	2.2	5.0		2.0	5.2	68.9%	11
Wine – 187ml	0.99		2.09	137.94	22.0	72.0		28.0	66.0	43.2%	12

Stock Group 2 TOTAL Sales at SELLING this Stocktake 1588.14

Budweiser	1.38	^	2.90	60.90	19.0	48.0	24.0	22.0	21.0	43.1%	29
Kopperberg – 330ml	1.18	^	2.95	433.65	21.0	150.0		24.0	147.0	51.9%	5
N. Brown – Pint	1.26		2.95	61.95	2.0	24.0		5.0	21.0	48.8%	7
WKD	1.24		2.85	256.50	41.0	96.0		47.0	90.0	47.6%	15

Stock Group 3 TOTAL Sales at SELLING this Stocktake 813.00

Britvic J20	0.83	^	2.29	158.01	21.0	72.0		24.0	69.0	56.3%	10
Mixers – 160ml	0.71		1.89	85.05	21.0	48.0		24.0	45.0	55.2%	15
Pop 330ml Can	0.49		1.00	146.00	47.0	192.0		93.0	146.0	41.0%	18
Post Mix 12L (5:1)	33.33		1.69	408.14	1.1	3.0		1.8	2.3	77.5%	22

Stock Group 4 TOTAL Sales at SELLING this Stocktake 797.20

Cigarette Papers	0.22		0.50	6.00	9.0	100.0		97.0	12.0	46.4%	226
Crisps	0.33	^	0.60	61.20	21.0	144.0		63.0	102.0	35.0%	17
Lighters	0.59		1.50	60.00	12.0	50.0		22.0	40.0	52.9%	15
Salted Nuts	0.49	^	0.79	17.38	12.0	24.0		14.0	22.0	25.6%	18

Stock Group 5 TOTAL Sales at SELLING this Stocktake 144.58

TOTAL Sales at SELLING this Stocktake	7742.32	Old COST Prices	963.21	BAR
TOTAL Sales at COST this Stocktake	2859.37	New COST Prices ^	979.85	Increase
Closing Stock at COST this Stocktake	1065.49	Price Changes	16.64	0.014

ID	Stock GROUP	Allowance	Tills	Variance	%
1	Draught Beers	208.80	4218.98	28.38	0.7%
2	Wines & Spirits		1582.04	-6.10	-0.4%
3	Bottled Beers		807.05	-5.95	-0.7%
4	Minerals		828.32	31.13	3.8%
5	Sundries		139.38	-5.20	-3.7%
O	Miscellaneous		0.00	0.00	100.0%

EXAMPLE Client

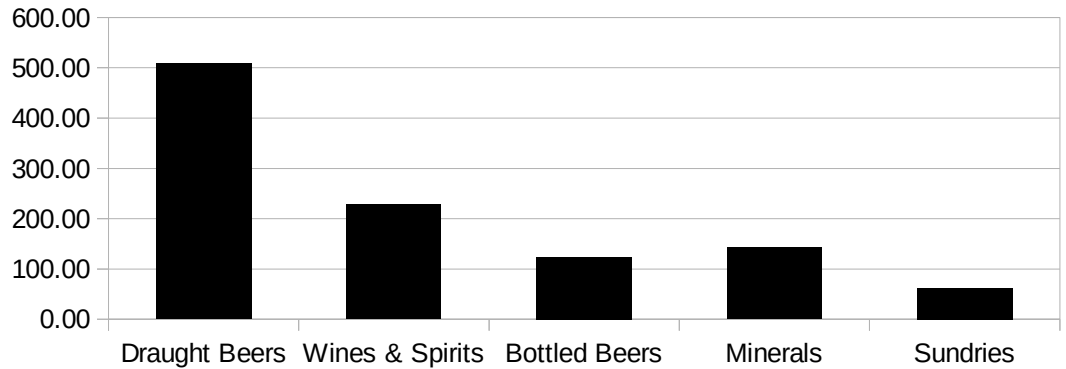
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Starting 1 Apr 22 BB
 Ending 29 Apr 22 BB

Days 28 Trading 28 Year-End 30/Sep Audit 101

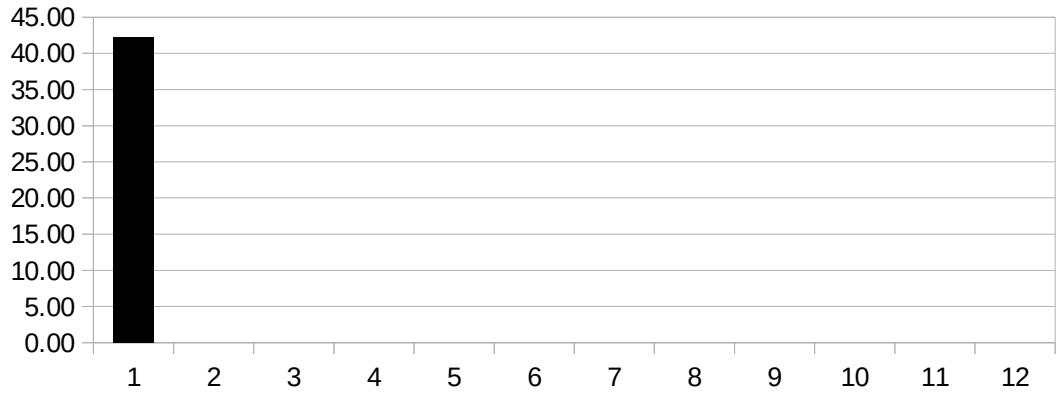
Closing Stock at COST Value and % Ratio's for this Stocktake.

Draught Beers	508.84
Wines & Spirits	228.61
Bottled Beers	123.38
Minerals	142.71
Sundries	61.95
Draught Beers	47.8%
Wines & Spirits	21.5%
Bottled Beers	11.6%
Minerals	13.4%
Sundries	5.8%



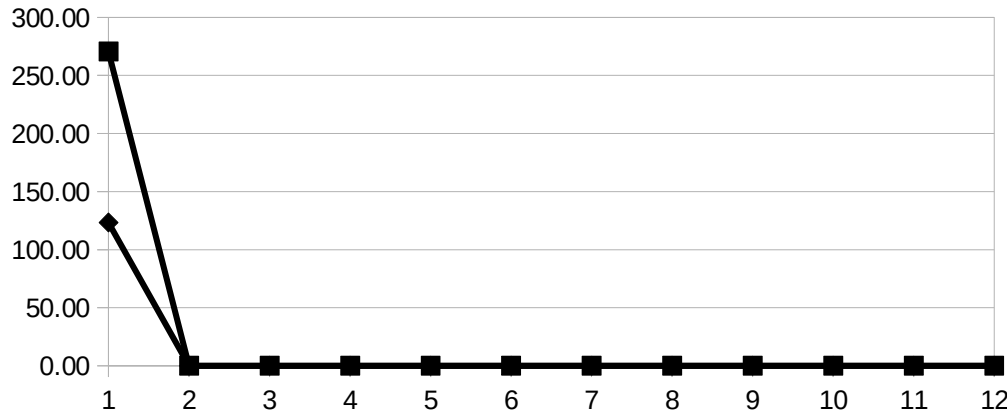
Stocktake Results for this Financial Year.

42.27	101
0.00	
0.00	
0.00	
0.00	
0.00	
0.00	
0.00	
0.00	
0.00	
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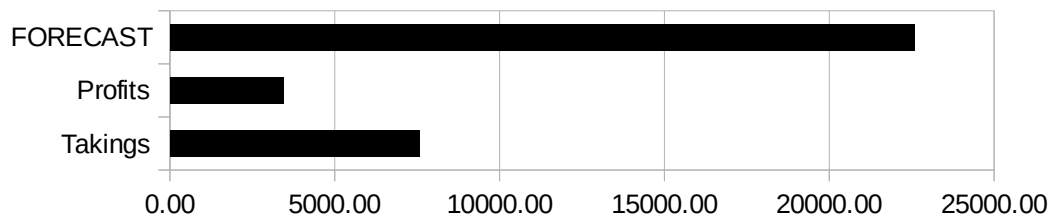
Average Daily Takings & Profits each Stocktake for this Financial Year. (Box = Takings and Triangle = Profit)

270.56	123.35	101
0.00	0.00	
0.00	0.00	
0.00	0.00	
0.00	0.00	
0.00	0.00	
0.00	0.00	
0.00	0.00	
0.00	0.00	
0.00	0.00	
0.00	0.00	
0.00	0.00	
0.00	0.00	
0.00	0.00	



TOTAL Takings & Profits for this Financial Year Including a Profit Forecast.

Takings	7575.78
Profits	3453.78
FORECAST	22572.92



(Totals will Change with every Stocktake Result)

Stocktakers TIP Monitor your Average Daily Figures – It Indicates a Rise or Fall in your Sales / Profits for the Year.

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Additional information relating to this Stocktake Result.

Result with Allowances 42.26 0.6%

WET Stock Item	Stock Item Variance Analysis Excluding Allowances					Item SELLING	Item Sales % and STATUS			
Carling Black Label	Till/EPOS	0.00	(+/-)	-692	-2041.40	Value 519.20	Sales %	26.4%	LS	
Dark Mild	Till/EPOS	0.00	(+/-)	-240	-600.00	Value 220.00	Sales %	7.7%	TO	
Guinness	Till/EPOS	0.00	(+/-)	-56	-184.80	Value 290.40	Sales %	2.4%	TO	
Worthington Bitter	Till/EPOS	0.00	(+/-)	-552	-1573.20	Value 501.60	Sales %	20.3%	LS	
Brandy – 1.5 (25ml)	Till/EPOS	0.00	(+/-)	-102	-214.20	Value 126.00	Sales %	2.8%	OS	
Vodka – 1.5 (25ml)	Till/EPOS	0.00	(+/-)	-306	-612.00	Value 120.00	Sales %	7.9%	TO	
Whiskey – 1.5 (25ml)	Till/EPOS	0.00	(+/-)	-312	-624.00	Value 120.00	Sales %	8.1%	TO	
Wine – 187ml	Till/EPOS	0.00	(+/-)	-66	-137.94	Value 25.08	Sales %	1.8%	TO	
Budweiser	Till/EPOS	0.00	(+/-)	-21	-60.90	Value 69.60	Sales %	0.8%	OS	
Kopperberg – 330ml	Till/EPOS	0.00	(+/-)	-147	-433.65	Value 44.25	Sales %	5.6%	LS	
N. Brown – Pint	Till/EPOS	0.00	(+/-)	-21	-61.95	Value 35.40	Sales %	0.8%	LS	
WKD	Till/EPOS	0.00	(+/-)	-90	-256.50	Value 68.40	Sales %	3.3%	TO	
Britvic J20	Till/EPOS	0.00	(+/-)	-69	-158.01	Value 54.96	Sales %	2.0%	TO	
Mixers – 160ml	Till/EPOS	0.00	(+/-)	-45	-85.05	Value 45.36	Sales %	1.1%	TO	
Pop 330ml Can	Till/EPOS	0.00	(+/-)	-146	-146.00	Value 24.00	Sales %	1.9%	TO	
Post Mix 12L (5:1)	Till/EPOS	0.00	(+/-)	-242	-408.14	Value 177.45	Sales %	5.3%	TO	
Cigarette Papers	Till/EPOS	0.00	(+/-)	-12	-6.00	Value 50.00	Sales %	0.1%	SS	
Crisps	Till/EPOS	0.00	(+/-)	-102	-61.20	Value 28.80	Sales %	0.8%	TO	
Lighters	Till/EPOS	0.00	(+/-)	-40	-60.00	Value 75.00	Sales %	0.8%	TO	
Salted Nuts	Till/EPOS	0.00	(+/-)	-22	-17.38	Value 18.96	Sales %	0.2%	TO	

NOTES: Stock Variance is based on Items rung In on the Till, compared to Stock Sales, EXCLUDING Allowances

Item Sales Value is the TOTAL of the Product (Full Keg & Packaged Items)

Items Sales % is that Items Sales compared to the whole of the Sales this Stocktake

LS = Low Stock Item this Stocktake (Stock Days = 7 or Below)
 OS = Overstocked Item this Stocktake (Over Trading Days and up to 49 Days)
 SS = Slow Sales this Stocktake (Over 50 Days)
 TO = Trading OK, No Stock Issues (Stock Days = 8 up to Trading Days)

EXAMPLE Report, Actual Figures based on your Stock Movements will be analysed here in a genuine Stocktake.

<u>Deliveries & Credits this Stocktake Period</u>		ALL Brewery Purchases & Credits	2953.72	37.70
		Snacks etc Purchases & Credits	110.33	0.00
Stocktake Date	<u>29/Apr</u>	Outside Supplier Purchases & Credits	0.00	0.00
Audit Reference	<u>101</u>	TOTALS this Stocktake	<u>3064.05</u>	<u>37.70</u>

WET Stock Item	DP1	DP2	DP3	DP4	DP5	DP6	DP7	Delivery TOTALS	CREDITS
Carling Black Label	88.0							88.0	0.5
Dark Mild	33.0							33.0	
Guinness	11.0							11.0	
Worthington Bitter	66.0							66.0	
This Stocktake TOTALS								<u>198.0</u>	<u>0.5</u>
Brandy – 1.5 (25ml)	2.0							2.0	
Vodka – 1.5 (25ml)	5.0							5.0	
Whiskey – 1.5 (25ml)	5.0							5.0	
Wine – 187ml	72.0							72.0	
This Stocktake TOTALS								<u>84.0</u>	<u>0.0</u>
Budweiser	48.0							48.0	24.0
Kopperberg – 330ml	150.0							150.0	
N. Brown – Pint	24.0							24.0	
WKD	96.0							96.0	
This Stocktake TOTALS								<u>318.0</u>	<u>24.0</u>
Britvic J20	72.0							72.0	
Mixers – 160ml	48.0							48.0	
Pop 330ml Can	192.0							192.0	
Post Mix 12L (5:1)	3.0							3.0	
This Stocktake TOTALS								<u>315.0</u>	<u>0.0</u>
Cigarette Papers	100.0							100.0	
Crisps	144.0							144.0	
Lighters	50.0							50.0	
Salted Nuts	24.0							24.0	
This Stocktake TOTALS								<u>318.0</u>	<u>0.0</u>

NOTES

Please make sure I have copies of all Delivery / Credit Notes, Invoices & Receipts so I can check that your Stock figures etc are correct for CASH & Stock Variance reporting.

Please REMEMBER to have a Stocktake on the day you INCREASE your Bar Selling Prices.

Keg Size	O/C	IN	OUT	C/C	(+/-)
36 Gallon KEG					0
22 Gallon KEG	4	7	7	4	0
11 Gallon KEG	2	4	3	3	0
9 Gallon Firkin					0
30 Litre KEG					0

Make sure the Dray-men record the Kegs correctly and remember check ALL Deliveries on Receipt.

EXAMPLE Client

STOCK PRO Stocktaking System, more than just the count - Page 11 - All figures are subject to the Information supplied.