

PRIVATE AND CONFIDENTIAL

STOCK REPORT

StocktakersArms

From 27/04/2013 to 1/01/2014 Days : 249

StocktakeNumber : 9

Presented by: Wilki
Your Stocktaking Co
Old Orchard Offices
Billingshurst Road
Ashington
Pulborough
West Sussex
RH20 3AZ
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Prepared in association with Your Stocktaking Co

Budget Variance

| Item | Description | Sales Value | Cost Of Sales | Actual % GP | Budgeted % GP | Comment |
|-------|-----------------------|-------------|---------------|-------------|---------------|--------------------------------|
| 10111 | MARTELL VS | 31.64 | 0.00 | 59.92 | 70.00 | Below planned budget for group |
| 11011 | BACARDI | 42.74 | 17.10 | 66.99 | 70.00 | Below planned budget for group |
| 11121 | MORGAN SPICED | 20.54 | 35.23 | 66.80 | 70.00 | Below planned budget for group |
| 13121 | BELLS | 51.62 | 33.07 | 68.07 | 70.00 | Below planned budget for group |
| 13211 | FAMOUS GROUSE | 14.62 | 33.07 | 68.06 | 70.00 | Below planned budget for group |
| 15311 | JAMESON | 5.74 | 0.00 | 63.76 | 70.00 | Below planned budget for group |
| 15381 | JACK DANIELS | 197.79 | 85.87 | 60.53 | 70.00 | Below planned budget for group |
| 15881 | PERNOD | 0.19 | 0.00 | 68.42 | 70.00 | Below planned budget for group |
| 16041 | AMARETTO | 51.99 | 17.14 | 66.92 | 70.00 | Below planned budget for group |
| 16311 | COINTREAU | 0.19 | 0.00 | 68.42 | 70.00 | Below planned budget for group |
| 16611 | JAGERMEISTER | 92.69 | 52.34 | 67.13 | 70.00 | Below planned budget for group |
| 17211 | SAMBUCALUXARDO BLACK | 9.07 | 0.00 | 66.81 | 70.00 | Below planned budget for group |
| 17411 | SOUTHERN COMFORT | 20.17 | 0.00 | 65.39 | 70.00 | Below planned budget for group |
| 17551 | TEQUILA CUERVO GOLD | 14.99 | 0.00 | 63.91 | 70.00 | Below planned budget for group |
| 17581 | TEQUILA CUERVO SILVER | 5.37 | 0.00 | 65.55 | 70.00 | Below planned budget for group |
| 22611 | COCKBURNS RUBY | 1.70 | 10.39 | 61.76 | 71.00 | Below planned budget for group |
| 32411 | MERLOT FOOTSTEPS | 56.35 | 0.00 | 47.83 | 50.00 | Below planned budget for group |
| 32611 | P/GRIGIO FOOTSTEPS | 139.32 | 120.31 | 45.84 | 50.00 | Below planned budget for group |
| 33211 | SAUV BLC FOOTSTEPS | 235.06 | 197.42 | 46.86 | 50.00 | Below planned budget for group |
| 40111 | LONDON PRIDE LCL | 280.80 | 150.34 | 42.00 | 55.00 | Below planned budget for group |
| 42111 | GUINNESS MCW | 932.80 | 573.94 | 39.54 | 55.00 | Below planned budget for group |
| 44211 | KRONENBOURG 1664 HKN | 1576.80 | 704.88 | 50.56 | 55.00 | Below planned budget for group |
| 50111 | COURAGE LIGHT MCW | 13.95 | 0.00 | 43.23 | 50.00 | Below planned budget for group |
| 58211 | BULMERS ORIGINAL HKN | 46.80 | 0.00 | 43.97 | 50.00 | Below planned budget for group |
| 58311 | BULMERS NO 17 HKN | 371.80 | 346.46 | 38.77 | 50.00 | Below planned budget for group |
| 62111 | GINGER JOE MCW | 72.85 | 31.42 | 44.98 | 50.00 | Below planned budget for group |
| 70211 | APPLETISE MCW | 62.10 | 34.51 | 49.05 | 70.00 | Below planned budget for group |
| 71211 | BRITVIC J20 MCW | 415.80 | 262.66 | 51.76 | 70.00 | Below planned budget for group |

Stocktaker: Wilki

Operational Report as of 27/04/2013 Stock No 9

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|-------|-------------------------|--------|-------|-------|-------|--------------------------------|
| 73221 | FRUIT SHOOTS MCW | 63.60 | 42.41 | 52.92 | 70.00 | Below planned budget for group |
| 74611 | KICKCAN | 108.80 | 28.32 | 65.06 | 70.00 | Below planned budget for group |
| 75411 | PEPSICOLA CAN | 187.45 | 72.07 | 64.07 | 70.00 | Below planned budget for group |
| 75811 | TANGOCAN | 62.10 | 41.18 | 64.94 | 70.00 | Below planned budget for group |
| 81501 | CRISPS WALKERS RIDGES | 42.00 | 0.00 | 8.48 | 30.00 | Below planned budget for group |
| 81611 | CRISPS WALKERS MAX 50G | 15.60 | 18.24 | 7.63 | 30.00 | Below planned budget for group |
| 81811 | DORITOS 40G | 48.60 | 0.00 | 22.00 | 30.00 | Below planned budget for group |
| 81941 | MONSTER MUNCH 40G | 13.80 | 0.00 | 1.38 | 30.00 | Below planned budget for group |
| 82211 | PORK SCRATCHINGS | 11.70 | 0.00 | 11.71 | 30.00 | Below planned budget for group |
| 85121 | CASHEW NUTS 40G | 7.00 | 11.28 | 25.14 | 30.00 | Below planned budget for group |
| 85411 | FLAVOURED NUTS NBYS 40G | 26.60 | 22.56 | 23.91 | 30.00 | Below planned budget for group |

Price Variance

| Item | Description | Size | New Price | Old Price | PPV | Comment |
|-------|----------------------|------|-----------|-----------|-------|--------------------------|
| 11121 | MORGAN SPICED | 70 | 14.34 | 14.68 | -0.34 | Purchase Price Reduction |
| 12211 | GORDONS | 70 | 12.26 | 12.63 | -0.37 | Purchase Price Reduction |
| 15381 | JACK DANIELS | 70 | 17.50 | 17.89 | -0.39 | Purchase Price Reduction |
| 15721 | SMIRNOFF RED | 70 | 11.55 | 11.92 | -0.37 | Purchase Price Reduction |
| 15811 | CAMPARI | 70 | 11.62 | 11.54 | 0.08 | Purchase Price Increase |
| 16511 | DOOLEYS TOFFEE | 70 | 9.33 | 9.34 | -0.01 | Purchase Price Reduction |
| 16611 | JAGERMEISTER | 70 | 14.19 | 14.54 | -0.35 | Purchase Price Reduction |
| 17311 | SAMBUCALUXARDO | 70 | 11.98 | 12.35 | -0.37 | Purchase Price Reduction |
| 18211 | TIA MARIA | 70 | 11.65 | 11.85 | -0.20 | Purchase Price Reduction |
| 21211 | MARTINI BIANCO | 75 | 5.39 | 5.55 | -0.16 | Purchase Price Reduction |
| 21311 | MARTINI DRY | 75 | 5.48 | 5.57 | -0.09 | Purchase Price Reduction |
| 22611 | COCKBURNS RUBY | 75 | 8.13 | 8.66 | -0.53 | Purchase Price Reduction |
| 32611 | P/GRIGIO FOOTSTEPS | BOT | 5.24 | 5.57 | -0.33 | Purchase Price Reduction |
| 32811 | ROSE FOOTSTEPS | BOT | 4.19 | 4.52 | -0.33 | Purchase Price Reduction |
| 33211 | SAUV BLC FOOTSTEPS | BOT | 4.38 | 4.57 | -0.19 | Purchase Price Reduction |
| 42111 | GUINNESS MCW | GAL | 10.61 | 10.87 | -0.26 | Purchase Price Reduction |
| 43211 | CARLSBERG EXPORT MCW | GAL | 7.72 | 7.90 | -0.18 | Purchase Price Reduction |

Stocktaker: Wilki

Operational Report as of 27/04/2013 Stock No 9

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|-------|-------------------------|-----|-------|-------|--------|--------------------------|
| 51341 | BUDWEISER USA MCW | 330 | 11.45 | 11.93 | -0.48 | Purchase Price Reduction |
| 51421 | CORONA MCW | 330 | 11.05 | 11.27 | -0.22 | Purchase Price Reduction |
| 53611 | SAN MIGUEL MCW | 330 | 10.09 | 10.25 | -0.16 | Purchase Price Reduction |
| 53731 | SOL HKN | 330 | 9.55 | 9.54 | 0.01 | Purchase Price Increase |
| 58311 | BULMERS NO 17 HKN | 568 | 15.92 | 16.04 | -0.12 | Purchase Price Reduction |
| 58351 | BULMERS CHERRY HNK | 568 | 11.94 | 16.04 | -4.10 | Purchase Price Reduction |
| 58431 | BULMERS RED GRAPE HKN | 568 | 0.00 | 16.04 | -16.04 | Purchase Price Reduction |
| 58711 | BULMERS VINTAGE HKN | 568 | 14.52 | 14.48 | 0.04 | Purchase Price Increase |
| 62111 | GINGER JOE MCW | 330 | 12.93 | 13.09 | -0.16 | Purchase Price Reduction |
| 67211 | VK FLAVOURS MCW | 275 | 10.07 | 10.20 | -0.13 | Purchase Price Reduction |
| 70211 | APPLETISE MCW | 275 | 6.88 | 7.19 | -0.31 | Purchase Price Reduction |
| 71211 | BRITVIC J20 MCW | 275 | 6.50 | 6.84 | -0.34 | Purchase Price Reduction |
| 72111 | BVC JUICES MCW | 160 | 3.72 | 3.84 | -0.12 | Purchase Price Reduction |
| 72411 | BVC MIXERS MCW | 160 | 3.39 | 3.48 | -0.09 | Purchase Price Reduction |
| 73221 | FRUIT SHOOTS MCW | 275 | 5.65 | 5.89 | -0.24 | Purchase Price Reduction |
| 74611 | KICK CAN | 250 | 5.59 | 5.90 | -0.31 | Purchase Price Reduction |
| 75211 | PEPSICOLA NRB | 200 | 4.32 | 4.34 | -0.02 | Purchase Price Reduction |
| 75411 | PEPSICOLA CAN | 330 | 3.90 | 4.29 | -0.39 | Purchase Price Reduction |
| 75811 | TANGO CAN | 330 | 3.89 | 4.29 | -0.40 | Purchase Price Reduction |
| 76211 | STRATHMORE WATER MCW | 330 | 3.25 | 3.39 | -0.14 | Purchase Price Reduction |
| 77311 | BVCCORDIALS MCW | LTR | 0.85 | 1.07 | -0.22 | Purchase Price Reduction |
| 78411 | PEPSICOLA 5-1 MCW | LTR | 3.63 | 3.85 | -0.22 | Purchase Price Reduction |
| 81501 | CRISPS WALKERS RIDGES | DOZ | 5.49 | 4.50 | 0.99 | Purchase Price Increase |
| 81511 | CRISPS WALKERS STD 34G | DOZ | 3.60 | 3.75 | -0.15 | Purchase Price Reduction |
| 81611 | CRISPS WALKERS MAX 50G | TEN | 4.62 | 4.75 | -0.13 | Purchase Price Reduction |
| 81811 | DORITOS 40G | TEN | 3.90 | 5.06 | -1.16 | Purchase Price Reduction |
| 81901 | MINI CHEDDARS 50G | TEN | 0.00 | 3.44 | -3.44 | Purchase Price Reduction |
| 85121 | CASHEW NUTS 40G | TEN | 4.37 | 4.70 | -0.33 | Purchase Price Reduction |
| 85411 | FLAVOURED NUTS NBYS 40G | TEN | 4.27 | 4.70 | -0.43 | Purchase Price Reduction |
| 85611 | SALTED NUTS NBYS 50G | DOZ | 4.27 | 4.70 | -0.43 | Purchase Price Reduction |

Stock Check

Note(s)

Closing Stock for item: 31211 - ECHO FALLS SPRITZER is zero, check that all the stock has been consumed

Closing Stock for item: 53311 - SAGRES HKN is zero, check that all the stock has been consumed

Closing Stock for item: 88411 - MALTESERS is zero, check that all the stock has been consumed

Group Analysis

| Group | Description | Sales Inc Tax | Cost Inc Tax | Actual % GP | Budget % GP | Comment |
|-------|----------------------|---------------|--------------|-------------|-------------|----------------------------------|
| 001 | SPIRITS | 1144.12 | 358.51 | 68.67 | 70.00 | Below planned budget for group |
| 002 | FORTIFIED WINES | 28.90 | 8.05 | 72.15 | 71.00 | Exceeds planned budget for group |
| 003 | TABLE WINES | 700.56 | 366.20 | 47.73 | 50.00 | Below planned budget for group |
| 004 | DRAUGHT BEER & CIDER | 7286.80 | 3468.68 | 52.40 | 55.00 | Below planned budget for group |
| 005 | PACKAGED BEERS & CID | 985.80 | 501.22 | 49.16 | 50.00 | Below planned budget for group |
| 006 | ALCOPOPS | 142.25 | 70.11 | 50.71 | 50.00 | Exceeds planned budget for group |
| 007 | MINERALS | 2351.20 | 729.74 | 68.96 | 70.00 | Below planned budget for group |
| 008 | CRISPS, NUTSETC | 446.00 | 311.97 | 30.05 | 30.00 | Exceeds planned budget for group |

High Stock Holding

| Item | Description | Stock Volume | Unit | Stock Value | Days Stock | |
|-------|-------------------|--------------|------|-------------|------------|------------|
| 10111 | MARTELL VS | 6.89 | 70 | 119.25 | 999 | Days Stock |
| 11011 | BACARDI | 6.89 | 70 | 98.17 | 999 | Days Stock |
| 11121 | MORGAN SPICED | 5.71 | 70 | 83.83 | 999 | Days Stock |
| 13211 | FAMOUS GROUSE | 4.61 | 70 | 63.54 | 999 | Days Stock |
| 21311 | MARTINI DRY | 1.93 | 75 | 10.77 | 999 | Days Stock |
| 72411 | BVC MIXERS MCW | 27.83 | 160 | 96.86 | 999 | Days Stock |
| 16211 | CHOCOLATE LIQUEUR | 1.00 | 70 | 13.59 | 999 | Days Stock |
| 21411 | MARTINI ROSSO | 1.73 | 75 | 9.19 | 999 | Days Stock |
| 22611 | COCKBURNS RUBY | 1.93 | 75 | 16.74 | 999 | Days Stock |
| 15311 | JAMESON | 3.39 | 70 | 52.97 | 999 | Days Stock |
| 16311 | COINTREAU | 1.61 | 70 | 21.49 | 999 | Days Stock |

High PLU Variances

| Item | Description | Vol Variance | Bar Sales Price | £ Variance | |
|-------|------------------------|--------------|-----------------|------------|--------------------------------|
| 44211 | KRONENBOURG 1664 HKN | -84.00 | 2.70 | -226.80 | ECR Sales < Stock Depreciation |
| 53311 | SAGRESHKN | -76.00 | 2.45 | -186.20 | ECR Sales < Stock Depreciation |
| 43211 | CARLSBERG EXPORT MCW | -60.00 | 2.70 | -162.00 | ECR Sales < Stock Depreciation |
| 33211 | SAUVBLC FOOTSTEPS | -33.20 | 2.30 | -76.36 | ECR Sales < Stock Depreciation |
| 32611 | P/GRIGIO FOOTSTEPS | -24.10 | 2.70 | -65.07 | ECR Sales < Stock Depreciation |
| 58351 | BULMERS CHERRY HNK | -19.00 | 2.60 | -49.40 | ECR Sales < Stock Depreciation |
| 32811 | ROSE FOOTSTEPS | -17.40 | 2.30 | -40.02 | ECR Sales < Stock Depreciation |
| 32411 | MERLOT FOOTSTEPS | -17.00 | 2.30 | -39.10 | ECR Sales < Stock Depreciation |
| 41211 | JOHN SMITHS ESHKN | -17.00 | 2.50 | -42.50 | ECR Sales < Stock Depreciation |
| 62111 | GINGER JOE MCW | -16.00 | 2.35 | -37.60 | ECR Sales < Stock Depreciation |
| 15721 | SMIRNOFF RED | -15.10 | 1.85 | -27.94 | ECR Sales < Stock Depreciation |
| 48211 | STRONGBOW HKN | -15.00 | 2.45 | -36.75 | ECR Sales < Stock Depreciation |
| 72111 | BVC JUICES MCW | -14.00 | 1.20 | -16.80 | ECR Sales < Stock Depreciation |
| 71211 | BRITVIC J20 MCW | -13.00 | 1.35 | -17.55 | ECR Sales < Stock Depreciation |
| 70211 | APPLETISE MCW | -11.00 | 1.35 | -14.85 | ECR Sales < Stock Depreciation |
| 76211 | STRATHMORE WATER MCW | -10.00 | 1.35 | -13.50 | ECR Sales < Stock Depreciation |
| 73221 | FRUIT SHOOTS MCW | -7.00 | 1.20 | -8.40 | ECR Sales < Stock Depreciation |
| 81611 | CRISPS WALKERS MAX 50G | -7.00 | 0.60 | -4.20 | ECR Sales < Stock Depreciation |
| 85611 | SALTED NUTS NBYS 50G | -7.00 | 0.65 | -4.55 | ECR Sales < Stock Depreciation |
| 53611 | SAN MIGUEL MCW | -6.00 | 2.40 | -14.40 | ECR Sales < Stock Depreciation |
| 75811 | TANGO CAN | -6.00 | 1.15 | -6.90 | ECR Sales < Stock Depreciation |
| 10111 | MARTELL VS | -5.10 | 1.85 | -9.44 | ECR Sales < Stock Depreciation |
| 16111 | BAILEYS IRISH | -5.10 | 1.85 | -9.44 | ECR Sales < Stock Depreciation |
| 42111 | GUINNESS MCW | -4.00 | 2.65 | -10.60 | ECR Sales < Stock Depreciation |
| 33611 | SHIRAZ FOOTSTEPS | -3.80 | 2.30 | -8.74 | ECR Sales < Stock Depreciation |
| 16041 | AMARETTO | -3.10 | 1.85 | -5.74 | ECR Sales < Stock Depreciation |
| 12211 | GORDONS | -3.00 | 1.85 | -5.55 | ECR Sales < Stock Depreciation |
| 88781 | TWIRL | -3.00 | 0.70 | -2.10 | ECR Sales < Stock Depreciation |

Stocktaker: Wilki

Operational Report as of 27/04/2013 Stock No 9

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|-------|---------------------|-------|------|-------|--------------------------------|
| 13011 | BALLANTINES | -2.90 | 2.00 | -5.80 | ECR Sales < Stock Depreciation |
| 13121 | BELLS | -2.90 | 1.85 | -5.37 | ECR Sales < Stock Depreciation |
| 16711 | MALIBU | -2.10 | 1.85 | -3.89 | ECR Sales < Stock Depreciation |
| 75411 | PEPSICOLACAN | -2.00 | 1.15 | -2.30 | ECR Sales < Stock Depreciation |
| 13211 | FAMOUSGROUSE | -1.90 | 1.85 | -3.52 | ECR Sales < Stock Depreciation |
| 17581 | TEQUILACUERVOSILVER | -1.90 | 1.85 | -3.52 | ECR Sales < Stock Depreciation |
| 32011 | CHENINBLCFOOTSTEPS | -1.90 | 2.30 | -4.37 | ECR Sales < Stock Depreciation |
| 17651 | TEQUILAROSE | -1.10 | 1.85 | -2.04 | ECR Sales < Stock Depreciation |
| 11081 | CAPT MORGANBLACK | -1.00 | 1.85 | -1.85 | ECR Sales < Stock Depreciation |
| 82211 | PORKSCRATCHINGS | -1.00 | 0.65 | -0.65 | ECR Sales < Stock Depreciation |
| 17411 | SOUTHERNCOMFORT | -0.90 | 1.85 | -1.67 | ECR Sales < Stock Depreciation |
| 17551 | TEQUILACUERVOGOLD | -0.10 | 1.85 | -0.19 | ECR Sales < Stock Depreciation |
| 15901 | PIMMSNO1 | 0.90 | 1.85 | 1.67 | ECR Sales > Stock Depreciation |
| 64111 | SMIRNOFFICEMCW | 1.00 | 2.80 | 2.80 | ECR Sales > Stock Depreciation |
| 51211 | BECKSBIERMCW | 1.00 | 2.35 | 2.35 | ECR Sales > Stock Depreciation |
| 51341 | BUDWEISERUSAMCW | 1.00 | 2.35 | 2.35 | ECR Sales > Stock Depreciation |
| 67211 | VKFLAVOURSMCW | 1.00 | 2.60 | 2.60 | ECR Sales > Stock Depreciation |
| 11121 | MORGANSPICED | 1.90 | 1.85 | 3.52 | ECR Sales > Stock Depreciation |
| 16811 | PEACHARCHERS | 2.00 | 1.85 | 3.70 | ECR Sales > Stock Depreciation |
| 15311 | JAMESON | 2.90 | 1.85 | 5.37 | ECR Sales > Stock Depreciation |
| 15381 | JACKDANIELS | 3.90 | 1.90 | 7.41 | ECR Sales > Stock Depreciation |
| 78411 | PEPSICOLA5-1MCW | 4.00 | 0.90 | 3.60 | ECR Sales > Stock Depreciation |
| 51421 | CORONAMCW | 4.00 | 2.40 | 9.60 | ECR Sales > Stock Depreciation |
| 74611 | KICKCAN | 5.00 | 1.60 | 8.00 | ECR Sales > Stock Depreciation |
| 50611 | MANNSBROWNMCW | 5.00 | 1.55 | 7.75 | ECR Sales > Stock Depreciation |
| 72411 | BVCMIXERSMCW | 5.00 | 1.20 | 6.00 | ECR Sales > Stock Depreciation |
| 51281 | BECKSBLUEMCW | 6.00 | 1.65 | 9.90 | ECR Sales > Stock Depreciation |
| 11011 | BACARDI | 6.90 | 1.85 | 12.77 | ECR Sales > Stock Depreciation |
| 84211 | SCAMPIFRIES50G | 7.00 | 0.60 | 4.20 | ECR Sales > Stock Depreciation |
| 43711 | FOSTERSHKN | 8.00 | 2.45 | 19.60 | ECR Sales > Stock Depreciation |

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Operational Report as of 27/04/2013 Stock No 9

| | | | | | |
|-------|-------------------------|-------|------|---------|--------------------------------|
| 78611 | R WHITESLEMON5-1 MCW | 9.00 | 0.90 | 8.10 | ECR Sales > Stock Depreciation |
| 16611 | JAGERMEISTER | 17.90 | 1.85 | 33.12 | ECR Sales > Stock Depreciation |
| 85411 | FLAVOURED NUTS NBYS 40G | 23.00 | 0.70 | 16.10 | ECR Sales > Stock Depreciation |
| 77311 | BVCCORDIALS MCW | 32.00 | 0.40 | 12.80 | ECR Sales > Stock Depreciation |
| 40111 | LONDON PRIDE LCL | 97.00 | 2.70 | 261.90 | ECR Sales > Stock Depreciation |
| Total | | | | -732.46 | |

Allowances

| Allowance | Amount £ | % of Sales |
|----------------|----------|------------|
| Pipe Cleaning | 372.60 | 2.85 |
| Staff Drinks | 231.35 | 1.77 |
| Test Allowance | 20.00 | 0.15 |
| Total | 623.95 | 4.77 |

Adjustments

| Adjustment | Amount £ | % of Sales |
|-------------------|----------|------------|
| Higher Bar Prices | 680.10 | 5.20 |
| Test Adjustment | 10.00 | 0.08 |
| Wine By The Glass | 18.54 | 0.14 |
| Total | 708.64 | 5.42 |

Supplier Prices

| Item | Description | Size | Agreed Price | Agreed Date | New price | Comment |
|-------|-------------------------|------|--------------|-------------|-----------|---|
| 81511 | CRISPS WALKERS STD 34G | DOZ | 3.50 | 9/05/2013 | 3.75 | Agreed Price with PALMER & HARVEY has been exceeded |
| 85411 | FLAVOURED NUTS NBYS 40G | TEN | 4.50 | 1/05/2013 | 4.70 | Agreed Date with PALMER & HARVEY has lapsed |

14/05/2015 10:06PM

Stocktaker: Wilki

Stocktakers Arms
Liquor Trading Account as of 1/01/2014

From 27/04/2013 To 1/01/2014 No Days 249 Stock No 9

| | Current Stocktake | Year to Date |
|-----------------------|-----------------------|-----------------------|
| Actual Sales | 11316.50 | 11316.50 |
| Opening Stock | 7689.86 | 7689.86 |
| Purchases (consumed) | <u>5329.85</u> | <u>5329.85</u> |
| | 13019.71 | 13019.71 |
| Less | | |
| Closing Stock | <u>8174.31</u> | <u>8174.31</u> |
| Cost of Sales | <u>4845.40</u> | <u>4845.40</u> |
| Gross Profit | <u>6471.10</u> | <u>6471.10</u> |
| Percentage GP | 57.18 | 57.18 |
| Tax on Sales | 2263.30 | |
| Less Tax on Purchases | <u>1065.97</u> | |
| Tax to Pay | <u>1197.33</u> | |

The Liquor Trading Account is Exclusive of Tax

Prepared in association with Your Stocktaking Co

BSGA01

Stocktakers Arms

14/05/2015

10:06PM

Stocktake Sales Summary Analysis No 9

Stocktaker: Wilki

From: 27/04/2013 To: 1/01/2014 No Days: 249

| Sales Group | Sales Value (Inc Tax) | Sales Value (Exc Tax) | Cost Of Sales (Exc Tax) | Gross Profit (Exc Tax) | % | Sales Ratios Current | Sales Ratios YTD | Cost Ratios | StockCost (Exc Tax) | Days Stock |
|----------------------|--------------------------|--------------------------|----------------------------|---------------------------|--------------|-------------------------|---------------------|----------------|------------------------|---------------|
| SPIRITS | 1,144.12 | 953.46 | 298.75 | 654.71 | 68.67 | 8.74 | 8.74 | 6.17 | 1,576.83 | 999 |
| FORTIFIED WINES | 28.90 | 24.09 | 6.71 | 17.38 | 72.15 | 0.22 | 0.22 | 0.14 | 49.68 | 999 |
| TABLE WINES | 700.56 | 583.80 | 305.16 | 278.64 | 47.73 | 5.35 | 5.35 | 6.30 | 996.91 | 813 |
| DRAUGHT BEER & CIDER | 7,286.80 | 6,072.33 | 2,890.57 | 3,181.76 | 52.40 | 55.69 | 55.69 | 59.66 | 3,224.12 | 278 |
| PACKAGED BEERS & CID | 985.80 | 821.51 | 417.69 | 403.82 | 49.16 | 7.53 | 7.53 | 8.62 | 839.41 | 500 |
| ALCOPOPS | 142.25 | 118.54 | 58.43 | 60.11 | 50.71 | 1.09 | 1.09 | 1.21 | 186.99 | 797 |
| MINERALS | 2,351.20 | 1,959.34 | 608.11 | 1,351.23 | 68.96 | 17.97 | 17.97 | 12.55 | 1,009.63 | 413 |
| CRISPS, NUTS ETC | 446.00 | 371.66 | 259.98 | 111.68 | 30.05 | 3.41 | 3.41 | 5.37 | 290.74 | 278 |
| Total Values: | 13,085.63 | 10,904.73 | 4,845.40 | 6,059.33 | 55.57 | 100.00 | 100.00 | 100.00 | 8,174.31 | 420 |

| | Current Stocktake Analysis | | | | Year to Date | | | |
|--|----------------------------|--------------|-----------------|--------------|---|--------------|-----------------|--------------|
| | Exclusive Tax | | Inclusive Tax | | Exclusive Tax | | Inclusive Tax | |
| Calculated Total Takings | 10,904.73 | | 13,085.63 | | 10,904.73 | | 13,085.63 | |
| Less Allowances | | | % | | | | | |
| Total Allowances | 519.96 | 623.95 | 4.77 | | | | | |
| | 519.96 | | 623.95 | | 519.96 | | 623.95 | |
| | 10,384.77 | | 12,461.68 | | 10,384.77 | | 12,461.68 | |
| Plus Adjustments | | | | | | | | |
| Total Adjustments | 590.53 | 708.64 | | | | | | |
| | 590.53 | | 708.64 | | 590.53 | | 708.64 | |
| Nett Calculated Takings | 10,975.30 | | 13,170.32 | | 10,975.30 | | 13,170.32 | |
| Less Cost of Sales | 4,845.40 | | 5,814.48 | | 4,845.40 | | 5,814.48 | |
| Theoretical Gross Profit | 6,129.90 | 55.85 | 7,355.84 | 55.85 | 6,129.90 | 55.85 | 7,355.84 | 55.85 |
| Actual Takings | 11,316.50 | | 13,579.80 | | 11,316.50 | | 13,579.80 | |
| Less Cost of Sales | 4,845.40 | | 5,814.48 | | 4,845.40 | | 5,814.48 | |
| Actual Gross Profit | 6,471.10 | | 7,765.32 | 57.18 | 6,471.10 | | 7,765.32 | 57.18 |
| Actual Takings | 11,316.50 | | 13,579.80 | | 11,316.50 | | 13,579.80 | |
| Nett Calculated Takings | 10,975.30 | | 13,170.32 | | 10,975.30 | | 13,170.32 | |
| Surplus / Deficit | 341.20 | | 409.48 | 3.02 | 341.20 | | 409.48 | 3.02 |
| Trading Days per Week : | | | 7 | | Year to Date Days : | | 249 | |
| Average Daily Surplus / Deficit (Inc Tax) | | | 1.64 | | | | 1.64 | |
| Average Weekly Gross Sales (Inc Tax) : | | | 381.76 | | Average Weekly Gross Sales (Inc Tax) : | | 381.76 | |
| Average Weekly Net Sales (Exc Tax) : | | | 318.13 | | Average Weekly Net Sales (Exc Tax) : | | 318.13 | |
| Average Weekly Gross Profit (Exc Tax) : | | | 181.92 | | Average Weekly Gross Profit (Exc Tax) : | | 181.92 | |

14/05/2015 10:06PM

Stocktakers Arms

Stocktaker: Wilki

Allowances Report Stocktake No 9

| Allowance Description | Value |
|-----------------------|-------|
|-----------------------|-------|

| | |
|---------------|--------|
| Pipe Cleaning | 372.60 |
|---------------|--------|

| | |
|--------------|--------|
| Staff Drinks | 231.35 |
|--------------|--------|

| | |
|----------------|-------|
| Test Allowance | 20.00 |
|----------------|-------|

| | |
|-------------------|--------|
| Allowances Total: | 623.95 |
|-------------------|--------|

14/05/2015 10:06PM

Stocktakers Arms

Stocktaker: Wilki

Adjustments Report

Stocktake No 9

| Adjustment Description | Value |
|---------------------------|---------------|
| Higher Bar Prices | 680.10 |
| Test Adjustment | 10.00 |
| Wine By The Glass | 18.54 |
| Total Adjustments: | 708.64 |

Stocktaker: Wilki

Stock Take Analysis as of 1/01/2014 Stock No 9

| Item | Description | Unit | Yield Msrs | Opening Stock Unit | Opening Stock Msrs | Deliveries Units | Deliveries Msrs | Closing Stock Units | Closing Stock Msrs | Sales Units | Sales Msrs | Sales Price | Sales Cost | Sales Value | Sales % GP | Stock Cost | Days Stock | % T/O | |
|-------|-----------------------|-------------|------------|--------------------|--------------------|------------------|-----------------|---------------------|--------------------|-------------|------------|-------------|------------|-------------|------------|------------|------------|-------|--|
| Group | 001 | Description | SPIRITS | | | | | | | | | | | | | | | | |
| 16041 | AMARETTO | 70 | 28.0 | 3 | 6.0 | 1 | 0 | 3 | 5.9 | 1 | 0.1 | 1.85 | 14.33 | 51.99 | 66.92 | 45.85 | 797 | 0.40 | |
| 11011 | BACARDI | 70 | 28.0 | 6 | 20.0 | 1 | 0 | 6 | 24.9 | 0 | 23.1 | 1.85 | 11.76 | 42.74 | 66.99 | 98.17 | 999 | 0.33 | |
| 16111 | BAILEYSIRISH | 70 | 28.0 | 2 | 11.0 | 0 | 0 | 1 | 19.9 | 0 | 19.1 | 1.85 | 7.61 | 35.34 | 74.17 | 19.07 | 624 | 0.27 | |
| 13011 | BALLANTINES | 70 | 28.0 | 2 | 0.0 | 2 | 0 | 3 | 17.1 | 0 | 10.9 | 2.00 | 4.88 | 21.80 | 73.12 | 45.24 | 999 | 0.17 | |
| 13121 | BELLS | 70 | 28.0 | 5 | 8.0 | 2 | 0 | 6 | 8.1 | 0 | 27.9 | 1.85 | 13.73 | 51.62 | 68.07 | 86.67 | 999 | 0.39 | |
| 15811 | CAMPARI | 70 | 14.0 | 0 | 1.0 | 0 | 0 | 0 | 1.0 | 0 | 0.0 | 1.60 | 0.00 | 0.00 | 0.00 | 0.83 | 999 | 0.00 | |
| 11081 | CAPT MORGAN BLACK | 70 | 28.0 | 4 | 11.0 | 0 | 0 | 3 | 14.0 | 0 | 25.0 | 1.85 | 11.83 | 46.25 | 69.30 | 46.37 | 976 | 0.35 | |
| 16211 | CHOCOLATE LIQUEUR | 70 | 28.0 | 1 | 0.0 | 0 | 0 | 1 | 0.0 | 0 | 0.0 | 1.85 | 0.00 | 0.00 | 0.00 | 13.59 | 999 | 0.00 | |
| 16311 | COINTREAU | 70 | 28.0 | 1 | 17.0 | 0 | 0 | 1 | 17.1 | 0 | 0.1 | 1.85 | -0.05 | 0.19 | 68.42 | 21.49 | 999 | 0.00 | |
| 16411 | CREME DE MENTHE | 70 | 28.0 | 1 | 11.0 | 0 | 0 | 1 | 10.9 | 0 | 0.1 | 1.85 | 0.04 | 0.19 | 73.68 | 14.53 | 999 | 0.00 | |
| 13211 | FAMOUS GROUSE | 70 | 28.0 | 2 | 25.0 | 2 | 0 | 4 | 17.1 | 0 | 7.9 | 1.85 | 3.89 | 14.62 | 68.06 | 63.54 | 999 | 0.11 | |
| 12211 | GORDONS | 70 | 28.0 | 3 | 0.0 | 2 | 0 | 4 | 0.0 | 1 | 0.0 | 1.85 | 12.26 | 51.80 | 71.60 | 50.52 | 996 | 0.40 | |
| 15381 | JACK DANIELS | 70 | 28.0 | 6 | 17.0 | 4 | 0 | 6 | 24.9 | 3 | 20.1 | 1.90 | 65.06 | 197.79 | 60.53 | 123.25 | 461 | 1.51 | |
| 16611 | JAGERMEISTER | 70 | 28.0 | 2 | 0.0 | 3 | 0 | 3 | 5.9 | 1 | 22.1 | 1.85 | 25.39 | 92.69 | 67.13 | 46.68 | 447 | 0.71 | |
| 15311 | JAMESON | 70 | 28.0 | 3 | 14.0 | 0 | 0 | 3 | 10.9 | 0 | 3.1 | 1.85 | 1.73 | 5.74 | 63.76 | 52.97 | 999 | 0.04 | |
| 16711 | MALIBU | 70 | 28.0 | 6 | 0.0 | 0 | 0 | 5 | 19.9 | 0 | 8.1 | 1.85 | 3.43 | 14.99 | 72.52 | 67.67 | 999 | 0.11 | |
| 10111 | MARTELL VS | 70 | 28.0 | 7 | 14.0 | 0 | 0 | 6 | 24.9 | 0 | 17.1 | 1.85 | 10.57 | 31.64 | 59.92 | 119.25 | 999 | 0.24 | |
| 11121 | MORGAN SPICED | 70 | 28.0 | 4 | 3.0 | 2 | 0 | 5 | 19.9 | 0 | 11.1 | 1.85 | 5.68 | 20.54 | 66.80 | 83.83 | 999 | 0.16 | |
| 16811 | PEACH ARCHERS | 70 | 28.0 | 3 | 22.0 | 0 | 0 | 3 | 14.0 | 0 | 8.0 | 1.85 | 2.70 | 14.80 | 78.11 | 33.04 | 999 | 0.11 | |
| 15881 | PERNOD | 70 | 28.0 | 3 | 3.0 | 0 | 0 | 3 | 3.1 | 0 | 0.1 | 1.85 | -0.05 | 0.19 | 68.42 | 42.71 | 999 | 0.00 | |
| 15901 | PIMMS NO 1 | 70 | 28.0 | 3 | 20.0 | 0 | 0 | 3 | 19.9 | 0 | 0.1 | 1.85 | 0.04 | 0.19 | 73.68 | 44.64 | 999 | 0.00 | |
| 16911 | SAMBUCA ANTICA BLACK | 70 | 28.0 | 2 | 0.0 | 0 | 0 | 2 | 0.0 | 0 | 0.0 | 1.85 | 0.00 | 0.00 | 0.00 | 26.56 | 999 | 0.00 | |
| 16921 | SAMBUCA ANTICA WHITE | 70 | 28.0 | 1 | 0.0 | 0 | 0 | 1 | 0.0 | 0 | 0.0 | 1.85 | 0.00 | 0.00 | 0.00 | 10.92 | 999 | 0.00 | |
| 17311 | SAMBUCA LUXARDO | 70 | 28.0 | 1 | 3.0 | 1 | 0 | 1 | 10.9 | 0 | 20.1 | 1.85 | 8.60 | 37.19 | 72.25 | 17.16 | 482 | 0.28 | |
| 17211 | SAMBUCA LUXARDO BLACK | 70 | 28.0 | 0 | 8.0 | 0 | 0 | 0 | 3.1 | 0 | 4.9 | 1.85 | 2.51 | 9.07 | 66.81 | 1.59 | 158 | 0.07 | |
| 15721 | SMIRNOFF RED | 70 | 28.0 | 20 | 14.0 | 6 | 0 | 19 | 19.9 | 6 | 22.1 | 1.85 | 78.42 | 351.69 | 73.24 | 234.95 | 723 | 2.69 | |
| 17411 | SOUTHERN COMFORT | 70 | 28.0 | 6 | 0.0 | 0 | 0 | 5 | 17.1 | 0 | 10.9 | 1.85 | 5.82 | 20.17 | 65.39 | 83.94 | 999 | 0.15 | |
| 17551 | TEQUILA CUERVO GOLD | 70 | 28.0 | 0 | 14.0 | 0 | 0 | 0 | 5.9 | 0 | 8.1 | 1.85 | 4.51 | 14.99 | 63.91 | 3.28 | 181 | 0.11 | |
| 17581 | TEQUILA CUERVO SILVER | 70 | 28.0 | 2 | 20.0 | 0 | 0 | 2 | 17.1 | 0 | 2.9 | 1.85 | 1.54 | 5.37 | 65.55 | 38.87 | 999 | 0.04 | |

■ Stock Gain
■ Purchase Price Change

Stocktaker: Wilki

Stock Take Analysis as of 1/01/2014 Stock No 9

| Item | Description | Unit | Yield Msrs | Opening Stock Unit | Msrs | Deliveries Units | Msrs | Closing Stock Units | Msrs | Sales Units | Msrs | Sales Price | Sales Cost | Sales Value | % GP | Stock Cost | Days Stock | % T/O | | |
|-------|------------------------|-------------|----------------------|--------------------|------|------------------|------|---------------------|------|-------------|------|-------------|------------|-------------|-------|------------|------------|-------|--|--|
| 17651 | TEQUILAROSE | 70 | 28.0 | 1 | 14.0 | 0 | 0 | 1 | 10.9 | 0 | 3.1 | 1.85 | 1.27 | 5.74 | 73.52 | 15.95 | 999 | 0.04 | | |
| 18211 | TIAMARIA | 70 | 28.0 | 1 | 3.0 | 1 | 0 | 2 | 0.0 | 0 | 3.0 | 1.85 | 1.25 | 5.55 | 72.97 | 23.70 | 999 | 0.04 | | |
| | | | | | | | | | | | | | 298.75 | 1144.12 | 68.67 | 1576.83 | | | | |
| Group | 002 | Description | FORTIFIED WINES | | | | | | | | | | | | | | | | | |
| 22611 | COCKBURNSRUBY | 75 | 15.0 | 1 | 0.0 | 1 | 0 | 1 | 14.0 | 0 | 1.0 | 1.70 | 0.54 | 1.70 | 61.76 | 16.74 | 999 | 0.01 | | |
| 20111 | DUBONNET | 75 | 15.0 | 0 | 12.0 | 0 | 0 | 0 | 12.0 | 0 | 0.0 | 1.60 | 0.00 | 0.00 | 0.00 | 4.10 | 999 | 0.00 | | |
| 21211 | MARTINIBIANCO | 75 | 15.0 | 0 | 11.0 | 2 | 0 | 1 | 9.0 | 1 | 2.0 | 1.60 | 6.17 | 27.20 | 72.79 | 8.88 | 352 | 0.21 | | |
| 21311 | MARTINIDRY | 75 | 15.0 | 0 | 14.0 | 1 | 0 | 1 | 14.0 | 0 | 0.0 | 1.60 | 0.00 | 0.00 | 0.00 | 10.77 | 999 | 0.00 | | |
| 21411 | MARTINIROSSO | 75 | 15.0 | 1 | 11.0 | 0 | 0 | 1 | 11.0 | 0 | 0.0 | 1.60 | 0.00 | 0.00 | 0.00 | 9.19 | 999 | 0.00 | | |
| | | | | | | | | | | | | | 6.71 | 28.90 | 72.15 | 49.68 | | | | |
| Group | 003 | Description | TABLE WINES | | | | | | | | | | | | | | | | | |
| 32011 | CHENINBLCFOOTSTEPS | BOT | 4.3 | 43 | 0.0 | 0 | 0 | 40 | 3.0 | 2 | 1.3 | 2.30 | 9.46 | 22.77 | 50.15 | 167.27 | 999 | 0.17 | | |
| 31211 | ECHOFALLSSPRITZER | QLT | 1.0 | 2 | 0.0 | 0 | 0 | 0 | 0.0 | 2 | 0.0 | 2.55 | 1.84 | 5.10 | 56.67 | 0.00 | 0 | 0.04 | | |
| 31371 | ECHOFALLSZINFANDEL | BOT | 4.3 | 5 | 0.0 | 0 | 0 | 5 | 0.0 | 0 | 0.0 | 2.30 | 0.00 | 0.00 | 0.00 | 15.40 | 999 | 0.00 | | |
| 32311 | LIEBFRAUMILCHFOOTSTEPS | BOT | 4.3 | 18 | 3.0 | 0 | 0 | 18 | 1.0 | 0 | 2.0 | 2.30 | 1.88 | 4.60 | 50.87 | 73.84 | 999 | 0.04 | | |
| 32411 | MERLOTFOOTSTEPS | BOT | 4.3 | 26 | 3.0 | 0 | 0 | 21 | 0.0 | 5 | 3.0 | 2.30 | 24.50 | 56.35 | 47.83 | 90.30 | 918 | 0.43 | | |
| 32611 | P/GRIGIOFOOTSTEPS | BOT | 4.3 | 17 | 0.0 | 18 | 0 | 23 | 0.0 | 12 | 0.0 | 2.70 | 62.88 | 139.32 | 45.84 | 128.11 | 477 | 1.06 | | |
| 32811 | ROSEFOOTSTEPS | BOT | 4.3 | 43 | 0.0 | 18 | 0 | 43 | 0.0 | 18 | 0.0 | 2.30 | 75.42 | 178.02 | 49.16 | 194.36 | 595 | 1.36 | | |
| 33211 | SAUVBLCFOOTSTEPS | BOT | 4.3 | 30 | 2.0 | 36 | 0 | 42 | 3.0 | 23 | 3.3 | 2.30 | 104.10 | 235.06 | 46.86 | 195.13 | 447 | 1.80 | | |
| 33611 | SHIRAZFOOTSTEPS | BOT | 4.3 | 37 | 3.0 | 0 | 0 | 31 | 3.0 | 6 | 0.0 | 2.30 | 25.08 | 59.34 | 49.28 | 132.50 | 999 | 0.45 | | |
| | | | | | | | | | | | | | 305.16 | 700.56 | 47.73 | 996.91 | | | | |
| Group | 004 | Description | DRAUGHT BEER & CIDER | | | | | | | | | | | | | | | | | |
| 43211 | CARLSBERGEXPORTMCW | GAL | 8.0 | 22 | 0.0 | 55 | 0 | 37 | 0.0 | 40 | 0.0 | 2.70 | 312.04 | 864.00 | 56.66 | 292.30 | 230 | 6.60 | | |
| 43711 | FOSTERSHKN | GAL | 8.0 | 131 | 0.0 | 176 | 0 | 162 | 0.0 | 145 | 0.0 | 2.45 | 1,048.35 | 2842.00 | 55.73 | 1171.26 | 278 | 21.72 | | |
| 42111 | GUINNESSMCW | GAL | 8.0 | 32 | 0.0 | 44 | 0 | 32 | 0.0 | 44 | 0.0 | 2.65 | 469.96 | 932.80 | 39.54 | 347.84 | 181 | 7.13 | | |
| 41211 | JOHNSMITHSESHKN | GAL | 8.0 | 34 | 0.0 | 11 | 0 | 29 | 0.0 | 16 | 0.0 | 2.50 | 109.44 | 320.00 | 58.96 | 198.36 | 451 | 2.45 | | |
| 44211 | KRONENBOURG1664HKN | GAL | 8.0 | 87 | 0.0 | 66 | 0 | 80 | 0.0 | 73 | 0.0 | 2.70 | 649.70 | 1576.80 | 50.56 | 712.00 | 273 | 12.05 | | |
| 40111 | LONDONPRIDELCL | GAL | 8.0 | 28 | 0.0 | 12 | 0 | 27 | 0.0 | 13 | 0.0 | 2.70 | 135.72 | 280.80 | 42.00 | 281.88 | 517 | 2.15 | | |
| 48211 | STRONGBOWHKN | GAL | 8.0 | 23 | 0.0 | 33 | 0 | 32 | 0.0 | 24 | 0.0 | 2.45 | 165.36 | 470.40 | 57.82 | 220.48 | 332 | 3.59 | | |

Stocktaker: Wilki

Stock Take Analysis as of 1/01/2014 Stock No 9

| Item | Description | Unit | Yield Msrs | Opening Stock Unit | Opening Stock Msrs | Deliveries Units | Deliveries Msrs | Closing Stock Units | Closing Stock Msrs | Sales Units | Sales Msrs | Sales Price | Sales Cost | Sales Value | % GP | Stock Cost | Days Stock | % T/O | | |
|-------|--------------------|-------------|----------------------|--------------------|--------------------|------------------|-----------------|---------------------|--------------------|-------------|------------|-------------|------------|-------------|--------------|------------|------------|-------|--|--|
| | | | | | | | | | | | | | 2,890.57 | 7286.80 | 52.40 | 3224.12 | | | | |
| Group | 005 | Description | PACKAGED BEERS & CID | | | | | | | | | | | | | | | | | |
| 51211 | BECKSBIERM CW | 275 | 12.0 | 8 - | 2.0 | 0 - | 0 | 7 - | 5.0 | 0 - | 9.0 | 2.35 | 6.72 | 21.15 | 61.89 | 66.45 | 999 | 0.16 | | |
| 51281 | BECKSBLUEM CW | 275 | 12.0 | 4 - | 2.0 | 0 - | 0 | 3 - | 11.0 | 0 - | 3.0 | 1.65 | 1.56 | 4.95 | 62.22 | 24.48 | 999 | 0.04 | | |
| 51341 | BUDWEISERUSAMCW | 330 | 12.0 | 7 - | 0.0 | 2 - | 0 | 5 - | 0.0 | 4 - | 0.0 | 2.35 | 45.80 | 112.80 | 51.28 | 59.65 | 311 | 0.86 | | |
| 58351 | BULMERSCHERRYHKN | 568 | 12.0 | 3 - | 11.0 | 5 - | 0 | 5 - | 0.0 | 3 - | 11.0 | 2.60 | 46.77 | 122.20 | 54.08 | 80.20 | 318 | 0.93 | | |
| 58311 | BULMERSNO17HKN | 568 | 12.0 | 13 - | 11.0 | 18 - | 0 | 20 - | 0.0 | 11 - | 11.0 | 2.60 | 189.71 | 371.80 | 38.77 | 320.80 | 418 | 2.84 | | |
| 58211 | BULMERSORIGINALHKN | 568 | 12.0 | 8 - | 8.0 | 0 - | 0 | 7 - | 2.0 | 1 - | 6.0 | 2.60 | 21.85 | 46.80 | 43.97 | 104.42 | 999 | 0.36 | | |
| 51421 | CORONAMCW | 330 | 12.0 | 5 - | 0.0 | 4 - | 0 | 7 - | 5.0 | 1 - | 7.0 | 2.40 | 17.50 | 45.60 | 53.95 | 83.59 | 999 | 0.35 | | |
| 50111 | COURAGELIGHTMCW | 275 | 12.0 | 3 - | 11.0 | 0 - | 0 | 3 - | 2.0 | 0 - | 9.0 | 1.55 | 6.60 | 13.95 | 43.23 | 27.87 | 999 | 0.11 | | |
| 50611 | MANNSBROWNM CW | 275 | 12.0 | 2 - | 10.0 | 0 - | 0 | 2 - | 10.0 | 0 - | 0.0 | 1.55 | 0.00 | 0.00 | 0.00 | 16.43 | 999 | 0.00 | | |
| 53311 | SAGRESHKN | 330 | 12.0 | 6 - | 11.0 | 0 - | 0 | 0 - | 0.0 | 6 - | 11.0 | 2.45 | 66.05 | 203.35 | 61.02 | 0.00 | 0 | 1.55 | | |
| 53611 | SANMIGUELMCW | 330 | 12.0 | 4 - | 11.0 | 2 - | 0 | 5 - | 5.0 | 1 - | 6.0 | 2.40 | 15.13 | 43.20 | 57.96 | 55.52 | 899 | 0.33 | | |
| | | | | | | | | | | | | | 417.69 | 985.80 | 49.16 | 839.41 | | | | |
| Group | 006 | Description | ALCOPOPS | | | | | | | | | | | | | | | | | |
| 62111 | GINGERJOEMCW | 330 | 12.0 | 3 - | 5.0 | 2 - | 0 | 2 - | 10.0 | 2 - | 7.0 | 2.35 | 33.40 | 72.85 | 44.98 | 37.09 | 273 | 0.56 | | |
| 64111 | SMIRNOFFICEMCW | 275 | 12.0 | 7 - | 4.0 | 2 - | 0 | 7 - | 6.0 | 1 - | 10.0 | 2.80 | 22.51 | 61.60 | 56.15 | 92.10 | 999 | 0.47 | | |
| 67211 | VKFLAVOURSMCW | 275 | 12.0 | 3 - | 11.0 | 2 - | 0 | 5 - | 8.0 | 0 - | 3.0 | 2.60 | 2.52 | 7.80 | 61.28 | 57.80 | 999 | 0.06 | | |
| | | | | | | | | | | | | | 58.43 | 142.25 | 50.71 | 186.99 | | | | |
| Group | 007 | Description | MINERALS | | | | | | | | | | | | | | | | | |
| 70211 | APPLETISEMCW | 275 | 12.0 | 4 - | 11.0 | 4 - | 0 | 5 - | 1.0 | 3 - | 10.0 | 1.35 | 26.37 | 62.10 | 49.05 | 36.55 | 330 | 0.47 | | |
| 71211 | BRITVICJ20MCW | 275 | 12.0 | 24 - | 8.0 | 32 - | 0 | 31 - | 0.0 | 25 - | 8.0 | 1.35 | 167.17 | 415.80 | 51.76 | 212.04 | 301 | 3.18 | | |
| 77311 | BVCCORDIALSMCW | LTR | 20.0 | 58 - | 16.0 | 0 - | 0 | 53 - | 16.0 | 5 - | 0.0 | 0.40 | 4.25 | 40.00 | 87.25 | 45.73 | 999 | 0.31 | | |
| 72111 | BVCJUICESMCW | 160 | 12.0 | 15 - | 6.0 | 10 - | 0 | 15 - | 11.0 | 9 - | 7.0 | 1.20 | 35.65 | 138.00 | 69.00 | 61.12 | 414 | 1.05 | | |
| 72411 | BVCMIXERSMCW | 160 | 12.0 | 28 - | 8.0 | 2 - | 0 | 27 - | 10.0 | 2 - | 10.0 | 1.20 | 9.61 | 40.80 | 71.74 | 96.86 | 999 | 0.31 | | |
| 70011 | COCACOLA2LTLCL | EAC | 7.0 | 26 - | 0.0 | 0 - | 0 | 19 - | 0.0 | 7 - | 0.0 | 0.90 | 5.81 | 44.10 | 84.20 | 15.77 | 676 | 0.34 | | |
| 73221 | FRUITSHOOTSMCW | 275 | 12.0 | 8 - | 0.0 | 6 - | 0 | 9 - | 7.0 | 4 - | 5.0 | 1.20 | 24.95 | 63.60 | 52.92 | 56.45 | 540 | 0.49 | | |
| 74611 | KICKCAN | 250 | 12.0 | 8 - | 8.0 | 4 - | 0 | 7 - | 0.0 | 5 - | 8.0 | 1.60 | 31.68 | 108.80 | 65.06 | 41.30 | 308 | 0.83 | | |
| 70051 | LEMONADE2LTLCL | EAC | 7.0 | 11 - | 0.0 | 0 - | 0 | 9 - | 0.0 | 2 - | 0.0 | 0.90 | 1.66 | 12.60 | 84.21 | 7.47 | 999 | 0.10 | | |

Stocktaker: Wilki

Stock Take Analysis as of 1/01/2014 Stock No 9

| Item | Description | Unit | Yield Msrs | Opening Stock Unit | Msrs | Deliveries Units | Msrs | Closing Stock Units | Msrs | Sales Units | Msrs | Sales Price | Sales Cost | Sales Value | % GP | Stock Cost | Days Stock | % T/O | | |
|-------|----------------------|-------------|----------------|--------------------|--------|------------------|------|---------------------|--------|-------------|--------|-------------|------------|-------------|-------|------------|------------|-------|--|--|
| 78411 | PEPSICOLA5-1MCW | LTR | 21.0 | 57 | - 0.0 | 60 | - 0 | 76 | - 0.0 | 41 | - 0.0 | 0.90 | 148.83 | 774.90 | 76.95 | 292.60 | 462 | 5.92 | | |
| 75411 | PEPSICOLACAN | 330 | 12.0 | 5 | - 6.0 | 14 | - 0 | 5 | - 11.0 | 13 | - 7.0 | 1.15 | 56.13 | 187.45 | 64.07 | 25.38 | 108 | 1.43 | | |
| 78611 | RWHITESLEMON5-1MCW | LTR | 21.0 | 33 | - 0.0 | 0 | - 0 | 16 | - 0.0 | 17 | - 0.0 | 0.90 | 61.88 | 321.30 | 76.89 | 58.24 | 234 | 2.46 | | |
| 76211 | STRATHMOREWATERMCW | 330 | 12.0 | 9 | - 1.0 | 4 | - 0 | 8 | - 2.0 | 4 | - 11.0 | 1.35 | 15.98 | 79.65 | 75.92 | 27.69 | 414 | 0.61 | | |
| 76231 | STRATHMOREWATERMCW | 500 | 12.0 | 0 | - 0.0 | 2 | - 0 | 2 | - 0.0 | 0 | - 0.0 | 1.35 | 0.00 | 0.00 | 0.00 | 4.90 | 999 | 0.00 | | |
| 75811 | TANGOCAN | 330 | 12.0 | 2 | - 11.0 | 8 | - 0 | 6 | - 5.0 | 4 | - 6.0 | 1.15 | 18.14 | 62.10 | 64.94 | 27.53 | 355 | 0.47 | | |
| | | | | | | | | | | | | | 608.11 | 2351.20 | 68.96 | 1009.63 | | | | |
| Group | 008 | Description | CRISPS,NUTSETC | | | | | | | | | | | | | | | | | |
| 85121 | CASHEWNUTS40G | TEN | 10.0 | 3 | - 0.0 | 2 | - 0 | 4 | - 0.0 | 1 | - 0.0 | 0.70 | 4.37 | 7.00 | 25.14 | 18.80 | 996 | 0.05 | | |
| 81611 | CRISPSWALKERSMAX50G | TEN | 10.0 | 5 | - 1.0 | 3 | - 2 | 5 | - 7.0 | 2 | - 6.0 | 0.60 | 12.01 | 15.60 | 7.63 | 27.08 | 546 | 0.12 | | |
| 81501 | CRISPSWALKERSRIDGES | DOZ | 12.0 | 7 | - 0.0 | 0 | - 0 | 1 | - 2.0 | 5 | - 10.0 | 0.60 | 32.03 | 42.00 | 8.48 | 6.41 | 50 | 0.32 | | |
| 81511 | CRISPSWALKERSSTD34G | DOZ | 12.0 | 23 | - 6.0 | 16 | - 0 | 22 | - 0.0 | 17 | - 6.0 | 0.60 | 63.00 | 126.00 | 40.00 | 82.50 | 313 | 0.96 | | |
| 87421 | CRUNCHIE | DOZ | 12.0 | 2 | - 6.0 | 0 | - 0 | 1 | - 5.0 | 1 | - 1.0 | 0.70 | 4.82 | 9.10 | 36.48 | 6.30 | 326 | 0.07 | | |
| 87581 | DAIRYMILK | DOZ | 12.0 | 2 | - 6.0 | 0 | - 0 | 1 | - 4.0 | 1 | - 2.0 | 0.70 | 5.48 | 9.80 | 32.86 | 6.27 | 285 | 0.07 | | |
| 81811 | DORITOS40G | TEN | 10.0 | 10 | - 5.0 | 0 | - 0 | 2 | - 4.0 | 8 | - 1.0 | 0.60 | 31.59 | 48.60 | 22.00 | 9.36 | 74 | 0.37 | | |
| 85311 | DRYROASTNUTSNBYS50G | DOZ | 12.0 | 4 | - 11.0 | 0 | - 0 | 2 | - 6.0 | 2 | - 5.0 | 0.70 | 8.46 | 20.30 | 50.00 | 8.75 | 258 | 0.16 | | |
| 85411 | FLAVOUREDNUTSNBYS40G | TEN | 10.0 | 2 | - 3.0 | 4 | - 0 | 2 | - 5.0 | 3 | - 8.0 | 0.70 | 16.87 | 26.60 | 23.91 | 11.75 | 164 | 0.20 | | |
| 88211 | KITKAT4FINGER | DOZ | 12.0 | 4 | - 1.0 | 0 | - 0 | 3 | - 0.0 | 1 | - 1.0 | 0.70 | 4.33 | 9.10 | 42.86 | 12.00 | 690 | 0.07 | | |
| 88411 | MALTESERS | TEN | 10.0 | 1 | - 5.0 | 0 | - 0 | 0 | - 0.0 | 1 | - 5.0 | 0.70 | 5.43 | 10.50 | 37.90 | 0.00 | 0 | 0.08 | | |
| 88511 | MARSBAR | DOZ | 12.0 | 6 | - 7.0 | 0 | - 0 | 6 | - 6.0 | 0 | - 1.0 | 0.70 | 0.32 | 0.70 | 45.71 | 25.16 | 999 | 0.01 | | |
| 81941 | MONSTERMUNCH40G | TEN | 10.0 | 4 | - 8.0 | 0 | - 0 | 2 | - 5.0 | 2 | - 3.0 | 0.60 | 11.34 | 13.80 | 1.38 | 12.33 | 271 | 0.11 | | |
| 82211 | PORKSCRATCHINGS | DOZ | 12.0 | 2 | - 5.0 | 0 | - 0 | 0 | - 11.0 | 1 | - 6.0 | 0.65 | 8.61 | 11.70 | 11.71 | 5.26 | 152 | 0.09 | | |
| 83321 | QUAVERSSTANDARD | DOZ | 12.0 | 7 | - 0.0 | 0 | - 0 | 4 | - 0.0 | 3 | - 0.0 | 0.60 | 10.95 | 21.60 | 39.17 | 14.60 | 332 | 0.17 | | |
| 85611 | SALTEDNUTSNBYS50G | DOZ | 12.0 | 4 | - 11.0 | 2 | - 0 | 3 | - 5.0 | 3 | - 6.0 | 0.65 | 14.94 | 27.30 | 34.32 | 16.06 | 243 | 0.21 | | |
| 84211 | SCAMPIFRIES50G | DOZ | 12.0 | 4 | - 0.0 | 2 | - 0 | 0 | - 11.0 | 1 | - 1.0 | 0.60 | 4.32 | 7.80 | 33.59 | 3.66 | 211 | 0.06 | | |
| 88781 | TWIRL | DOZ | 12.0 | 0 | - 0.0 | 4 | - 0 | 1 | - 6.0 | 2 | - 6.0 | 0.70 | 11.87 | 21.00 | 32.19 | 7.12 | 149 | 0.16 | | |
| 88811 | TWIX | DOZ | 12.0 | 1 | - 6.0 | 0 | - 0 | 1 | - 0.0 | 0 | - 6.0 | 0.70 | 2.00 | 4.20 | 42.86 | 4.00 | 498 | 0.03 | | |
| 89011 | WISPA | DOZ | 12.0 | 4 | - 6.0 | 0 | - 0 | 2 | - 11.0 | 1 | - 7.0 | 0.70 | 7.24 | 13.30 | 34.66 | 13.33 | 459 | 0.10 | | |
| | | | | | | | | | | | | | 259.98 | 446.00 | 30.05 | 290.74 | | | | |

Stocktaker: Wilki

Stock Take Analysis as of 1/01/2014 Stock No 9

| Item | Description | Unit | Yield Msrs | Opening Stock Unit Msrs | Deliveries Units Msrs | Closing Stock Units Msrs | Sales Units Msrs | Sales Price | Sales Cost | Sales Value | % GP | Stock Cost | Days Stock | % T/O |
|--|-------------|------|---------------|----------------------------|--------------------------|-----------------------------|---------------------|----------------|---------------|----------------|------|----------------|---------------|----------|
| Total Closing Stock Value (Exc Tax) | | | | | | | | | | | | 8174.31 | | |

14/05/2015 12:00AM

Stocktakers Arms

Stocktaker: Wilki

Delivery Summary By Supplier/Reference/Item

From: 27/04/2013 To: 1/01/2014 No. of Days: 249

| Item | Description | | Price | Units | Msrs | Line Value |
|-----------------------------|---------------------|-----|-------|-------|------|------------|
| <hr/> | | | | | | |
| Supplier 1 | FULLERS | | | | | |
| <hr/> | | | | | | |
| Reference: | 9 | | | | | |
| <hr/> | | | | | | |
| 40111 | LONDONPRIDELCL | GAL | 10.44 | 6 | 0.0 | 62.64 |
| <hr/> | | | | | | |
| Delivery Note Total : | | | | | | 62.64 |
| Total for FULLERS : | | | | | | 62.64 |
| <hr/> | | | | | | |
| Supplier 4 | PALMER & HARVEY | | | | | |
| <hr/> | | | | | | |
| Reference: | 2 | | | | | |
| <hr/> | | | | | | |
| 81511 | CRISPSWALKERSSTD34G | DOZ | 3.75 | 4 | 0.0 | 15.00 |
| 84211 | SCAMPIFRIES50G | DOZ | 3.99 | 2 | 0.0 | 7.98 |
| <hr/> | | | | | | |
| Delivery Note Total : | | | | | | 22.98 |
| <hr/> | | | | | | |
| Reference: | 4 | | | | | |
| <hr/> | | | | | | |
| 81811 | DORITOS40G | TEN | 5.06 | 3 | 0.0 | 15.18 |
| <hr/> | | | | | | |
| Delivery Note Total : | | | | | | 15.18 |
| Total for PALMER & HARVEY : | | | | | | 38.16 |
| <hr/> | | | | | | |
| Report Total : | | | | | | 100.80 |
| <hr/> | | | | | | |

Stocktaker: Wilki

PLU Summary Variance Report

From: 27/04/2013 To: 1/01/2014 No Days: 249 Stock No: 9

| Group | Description | Var Qy | Retail Msrs | Cost Var | Retail Var | ECR Val |
|----------------------------|----------------------------------|--------|-------------|--------------|---------------|----------|
| 1 | SPIRITS Sales Group | -0.70 | | -0.33 | -1.32 | 1142.75 |
| 2 | FORTIFIED WINES Sales Group | 0.00 | | 0.00 | 0.00 | 28.90 |
| 3 | TABLE WINES Sales Group | -3.40 | | -3.46 | -8.06 | 692.50 |
| 4 | DRAUGHT BEER & CIDER Sales Group | 0.00 | | 0.00 | 0.00 | 7161.70 |
| 5 | PACKAGED BEERS & CID Sales Group | 0.00 | | 0.00 | 0.00 | 985.80 |
| 6 | ALCOPOPS Sales Group | 0.00 | | 0.00 | 0.00 | 142.25 |
| 7 | MINERALS Sales Group | 0.00 | | 0.00 | 0.00 | 2351.20 |
| 8 | CRISPS, NUTS ETC Sales Group | 0.00 | | 0.00 | 0.00 | 446.00 |
| Sub-total Variance: | | | | -3.79 | -9.38 | 12951.10 |
| Open Drinks : | | | | | 250.00 | |
| Total Variance : | | | | | 240.62 | |

Stocktaker: Wilki

PLU Department Variance Report

From: 27/04/2013 To: 1/01/2014 No Days: 249 Stock No: 9

| PLU Description | Size | O/S | Dels | Rets | Ullage | WBA | ECR | Est C/S | Act C/S | Var Qy | Retail Msrs | Cost Var | Retail Var | P/Adj | ECR Val |
|------------------------------|------|-------|------|------|--------|-----|--------|---------|---------|--------|-------------|----------|------------|-------|---------|
| 1 SPIRITS Sales Group | | | | | | | | | | | | | | | |
| 10111 MARTELL VS | 70 | 7.50 | | | | | 17.00 | 6.89 | 6.89 | -0.10 | | -0.06 | -0.19 | | 31.45 |
| 11011 BACARDI | 70 | 6.71 | 1.00 | | | | 23.00 | 6.89 | 6.89 | -0.10 | | -0.05 | -0.19 | | 42.55 |
| 11081 CAPT MORGAN BLACK | 70 | 4.39 | | | | | 25.00 | 3.50 | 3.50 | 0.00 | | 0.00 | 0.00 | | 46.25 |
| 11121 MORGAN SPICED | 70 | 4.11 | 2.00 | | | | 11.00 | 5.71 | 5.71 | -0.10 | | -0.05 | -0.19 | | 20.35 |
| 12211 GORDONS | 70 | 3.00 | 2.00 | | | | 28.00 | 4.00 | 4.00 | 0.00 | | 0.00 | 0.00 | | 51.80 |
| 13011 BALLANTINES | 70 | 2.00 | 2.00 | | | | 11.00 | 3.61 | 3.61 | 0.10 | | 0.04 | 0.20 | | 22.00 |
| 13121 BELLS | 70 | 5.29 | 2.00 | | | | 28.00 | 6.29 | 6.29 | 0.10 | | 0.05 | 0.19 | | 51.80 |
| 13211 FAMOUS GROUSE | 70 | 2.89 | 2.00 | | | | 8.00 | 4.61 | 4.61 | 0.10 | | 0.05 | 0.19 | | 14.80 |
| 15311 JAMESON | 70 | 3.50 | | | | | 3.00 | 3.39 | 3.39 | -0.10 | | -0.06 | -0.19 | | 5.55 |
| 15381 JACK DANIELS | 70 | 6.61 | 4.00 | | | | 104.00 | 6.89 | 6.89 | -0.10 | | -0.06 | -0.19 | | 197.60 |
| 15721 SMIRNOFF RED | 70 | 20.50 | 6.00 | | | | 190.00 | 19.71 | 19.71 | -0.10 | | -0.04 | -0.19 | | 351.50 |
| 15811 CAMPARI | 70 | 0.07 | | | | | 0.00 | 0.07 | 0.07 | 0.00 | | 0.00 | 0.00 | | |
| 15881 PERNOD | 70 | 3.11 | | | | | 0.00 | 3.11 | 3.11 | 0.10 | | 0.05 | 0.19 | | |
| 15901 PIMMS NO 1 | 70 | 3.71 | | | | | 0.00 | 3.71 | 3.71 | -0.10 | | -0.04 | -0.19 | | |
| 16041 AMARETTO | 70 | 3.21 | 1.00 | | | | 28.00 | 3.21 | 3.21 | -0.10 | | -0.05 | -0.19 | | 51.80 |
| 16111 BAILEYS IRISH | 70 | 2.39 | | | | | 19.00 | 1.71 | 1.71 | -0.10 | | -0.04 | -0.19 | | 35.15 |
| 16211 CHOCOLATE LIQUEUR | 70 | 1.00 | | | | | 0.00 | 1.00 | 1.00 | 0.00 | | 0.00 | 0.00 | | |
| 16311 COINTREAU | 70 | 1.61 | | | | | 0.00 | 1.61 | 1.61 | 0.10 | | 0.05 | 0.19 | | |
| 16411 CREME DE MENTHE | 70 | 1.39 | | | | | 0.00 | 1.39 | 1.39 | -0.10 | | -0.04 | -0.19 | | |
| 16511 DOOLEYS TOFFEE | 70 | 0.00 | | | | | 0.00 | 0.00 | 0.00 | 0.00 | | 0.00 | 0.00 | | |
| 16611 JAGERMEISTER | 70 | 2.00 | 3.00 | | | | 50.00 | 3.21 | 3.21 | -0.10 | | -0.05 | -0.19 | | 92.50 |
| 16711 MALIBU | 70 | 6.00 | | | | | 8.00 | 5.71 | 5.71 | -0.10 | | -0.04 | -0.19 | | 14.80 |
| 16811 PEACH ARCHERS | 70 | 3.79 | | | | | 8.00 | 3.50 | 3.50 | 0.00 | | 0.00 | 0.00 | | 14.80 |
| 16911 SAMBUCA ANTICA BLACK | 70 | 2.00 | | | | | 0.00 | 2.00 | 2.00 | 0.00 | | 0.00 | 0.00 | | |
| 16921 SAMBUCA ANTICA WHITE | 70 | 1.00 | | | | | 0.00 | 1.00 | 1.00 | 0.00 | | 0.00 | 0.00 | | |
| 17211 SAMBUCA LUXARDO BLACI | 70 | 0.29 | | | | | 5.00 | 0.11 | 0.11 | 0.10 | | 0.05 | 0.19 | | 9.25 |
| 17311 SAMBUCA LUXARDO | 70 | 1.11 | 1.00 | | | | 20.00 | 1.39 | 1.39 | -0.10 | | -0.04 | -0.19 | | 37.00 |

Please note all volumes are presented in the nominal size for the PLU which may not be the Sales Item Purchase Unit size.

Prepared in association with Your Stocktaking Co

Stocktaker: Wilki

PLU Department Variance Report

From: 27/04/2013 To: 1/01/2014 No Days: 249 Stock No: 9

| PLU Description | Size | O/S | Dels | Rets | Ullage | WBA | ECR | Est C/S | Act C/S | Var Qy | Retail Msrs | Cost Var | Retail Var | P/Adj | ECR Val |
|---|------|-------|-------|------|--------|-----|--------|---------|---------|--------|-------------|----------|------------|-------|---------|
| 17411 SOUTHERN COMFORT | 70 | 6.00 | | | | | 11.00 | 5.61 | 5.61 | 0.10 | | 0.05 | 0.19 | | 20.35 |
| 17551 TEQUILA CUERVO GOLD | 70 | 0.50 | | | | | 8.00 | 0.21 | 0.21 | -0.10 | | -0.06 | -0.19 | | 14.80 |
| 17581 TEQUILA CUERVO SILVER | 70 | 2.71 | | | | | 3.00 | 2.61 | 2.61 | 0.10 | | 0.05 | 0.19 | | 5.55 |
| 17651 TEQUILA ROSE | 70 | 1.50 | | | | | 3.00 | 1.39 | 1.39 | -0.10 | | -0.04 | -0.19 | | 5.55 |
| 18211 TIA MARIA | 70 | 1.11 | 1.00 | | | | 3.00 | 2.00 | 2.00 | 0.00 | | 0.00 | 0.00 | | 5.55 |
| Total Group Variance: | | | | | | | | | | -0.70 | | -0.33 | -1.32 | | 1142.75 |
| 2 FORTIFIED WINES Sales Group | | | | | | | | | | | | | | | |
| 20111 DUBONNET | 75 | 0.80 | | | | | 0.00 | 0.80 | 0.80 | 0.00 | | 0.00 | 0.00 | | |
| 21211 MARTINI BIANCO | 75 | 0.73 | 2.00 | | | | 17.00 | 1.60 | 1.60 | 0.00 | | 0.00 | 0.00 | | 27.20 |
| 21311 MARTINI DRY | 75 | 0.93 | 1.00 | | | | 0.00 | 1.93 | 1.93 | 0.00 | | 0.00 | 0.00 | | |
| 21411 MARTINI ROSSO | 75 | 1.73 | | | | | 0.00 | 1.73 | 1.73 | 0.00 | | 0.00 | 0.00 | | |
| 22611 COCKBURNS RUBY | 75 | 1.00 | 1.00 | | | | 1.00 | 1.93 | 1.93 | 0.00 | | 0.00 | 0.00 | | 1.70 |
| 23111 BRISTOL CREAM | 75 | 0.00 | | | | | 0.00 | 0.00 | 0.00 | 0.00 | | 0.00 | 0.00 | | |
| Total Group Variance: | | | | | | | | | | 0.00 | | 0.00 | 0.00 | | 28.90 |
| 3 TABLE WINES Sales Group | | | | | | | | | | | | | | | |
| 31211 ECHO FALLS SPRITZER | QLT | 2.00 | | | | | 2.00 | 0.00 | 0.00 | 0.00 | | 0.00 | 0.00 | | 5.10 |
| 31371 ECHO FALLS ZINFANDEL | BOT | 5.00 | | | | | 0.00 | 5.00 | 5.00 | 0.00 | | 0.00 | 0.00 | | |
| 32011 CHENIN BLC FOOTSTEPS | BOT | 43.00 | | | | | 9.00 | 40.91 | 40.70 | -0.90 | | -0.86 | -2.07 | | 20.70 |
| 32311 LIEBFRAUMILCH FOOTSTE | BOT | 18.70 | | | | | 2.00 | 18.23 | 18.23 | 0.00 | | 0.00 | 0.00 | | 4.60 |
| 32411 MERLOT FOOTSTEPS | BOT | 26.70 | | | | | 24.00 | 21.12 | 21.00 | -0.50 | | -0.50 | -1.15 | | 55.20 |
| 32611 P/GRIGIO FOOTSTEPS | BOT | 17.00 | 18.00 | | | | 51.00 | 23.14 | 23.00 | -0.60 | | -0.73 | -1.62 | | 137.70 |
| 32811 ROSE FOOTSTEPS | BOT | 43.00 | 18.00 | | | | 77.00 | 43.09 | 43.00 | -0.40 | | -0.39 | -0.92 | | 177.10 |
| 33211 SAUV BLC FOOTSTEPS | BOT | 30.47 | 36.00 | | | | 102.00 | 42.74 | 42.70 | -0.20 | | -0.20 | -0.46 | | 234.60 |
| 33611 SHIRAZ FOOTSTEPS | BOT | 37.70 | | | | | 25.00 | 31.88 | 31.70 | -0.80 | | -0.78 | -1.84 | | 57.50 |
| 38211 ASTI SAN ORSOLA | BOT | 0.00 | | | | | 0.00 | 0.00 | 0.00 | 0.00 | | 0.00 | 0.00 | | |
| Total Group Variance: | | | | | | | | | | -3.40 | | -3.46 | -8.06 | | 692.50 |
| 4 DRAUGHT BEER & CIDER Sales Group | | | | | | | | | | | | | | | |
| 40111 LONDON PRIDE LCL | GAL | 28.00 | 12.00 | | | | 93.00 | 28.38 | 27.00 | -11.00 | | -14.36 | -29.70 | | 251.10 |

Stocktaker: Wilki

PLU Department Variance Report

From: 27/04/2013 To: 1/01/2014 No Days: 249 Stock No: 9

| PLU Description | Size | O/S | Dels | Rets | Ullage | WBA | ECR | Est C/S | Act C/S | Var Qy | Retail Msrs | Cost Var | Retail Var | P/Adj | ECR Val |
|---|------|--------|--------|------|--------|-----|---------|---------|---------|--------|-------------|----------|------------|-------|---------|
| 40121 LONDON PRIDE FOC LCL | GAL | 0.00 | | | | | 0.00 | 0.00 | 0.00 | 0.00 | | 0.00 | 0.00 | | |
| 41211 JOHN SMITHS ES HKN | GAL | 34.00 | 11.00 | | | | 128.00 | 29.00 | 29.00 | 0.00 | | 0.00 | 0.00 | | 320.00 |
| 42111 GUINNESS MCW | GAL | 32.00 | 44.00 | | | | 316.00 | 36.50 | 32.00 | -36.00 | | -47.75 | -95.40 | | 837.40 |
| 43211 CARLSBERG EXPORT MCW | GAL | 22.00 | 55.00 | | | | 320.00 | 37.00 | 37.00 | 0.00 | | 0.00 | 0.00 | | 864.00 |
| 43711 FOSTERS HKN | GAL | 131.00 | 176.00 | | | | 1160.00 | 162.00 | 162.00 | 0.00 | | 0.00 | 0.00 | | 2842.00 |
| 44211 KRONENBOURG 1664 HKN | GAL | 87.00 | 66.00 | | | | 584.00 | 80.00 | 80.00 | 0.00 | | 0.00 | 0.00 | | 1576.80 |
| 48211 STRONGBOW HKN | GAL | 23.00 | 33.00 | | | | 192.00 | 32.00 | 32.00 | 0.00 | | 0.00 | 0.00 | | 470.40 |
| Total Group Variance: | | | | | | | | | | -47.00 | | -62.11 | -125.10 | | 7161.70 |
| 5 PACKAGED BEERS & CID Sales Group | | | | | | | | | | | | | | | |
| 50111 COURAGE LIGHT MCW | 275 | 3.92 | | | | | 9.00 | 3.17 | 3.17 | 0.00 | | 0.00 | 0.00 | | 13.95 |
| 50611 MANNS BROWN MCW | 275 | 2.83 | | | | | 0.00 | 2.83 | 2.83 | 0.00 | | 0.00 | 0.00 | | |
| 51211 BECKS BIER MCW | 275 | 8.17 | | | | | 9.00 | 7.42 | 7.42 | 0.00 | | 0.00 | 0.00 | | 21.15 |
| 51281 BECKS BLUE MCW | 275 | 4.17 | | | | | 3.00 | 3.92 | 3.92 | 0.00 | | 0.00 | 0.00 | | 4.95 |
| 51341 BUDWEISER USA MCW | 330 | 7.00 | 2.00 | | | | 48.00 | 5.00 | 5.00 | 0.00 | | 0.00 | 0.00 | | 112.80 |
| 51421 CORONA MCW | 330 | 5.00 | 4.00 | | | | 19.00 | 7.42 | 7.42 | 0.00 | | 0.00 | 0.00 | | 45.60 |
| 53311 SAGRES HKN | 330 | 6.92 | | | | | 83.00 | 0.00 | 0.00 | 0.00 | | 0.00 | 0.00 | | 203.35 |
| 53611 SAN MIGUEL MCW | 330 | 4.92 | 2.00 | | | | 18.00 | 5.42 | 5.42 | 0.00 | | 0.00 | 0.00 | | 43.20 |
| 53731 SOL HKN | 330 | 0.00 | | | | | 0.00 | 0.00 | 0.00 | 0.00 | | 0.00 | 0.00 | | |
| 53741 SOL FOC HKN | 330 | 0.00 | | | | | 0.00 | 0.00 | 0.00 | 0.00 | | 0.00 | 0.00 | | |
| 58111 BULMERS BERRY HKN | 568 | 0.00 | | | | | 0.00 | 0.00 | 0.00 | 0.00 | | 0.00 | 0.00 | | |
| 58121 BULMERS BERRY FOC HKN | 568 | 0.00 | | | | | 0.00 | 0.00 | 0.00 | 0.00 | | 0.00 | 0.00 | | |
| 58211 BULMERS ORIGINAL HKN | 568 | 8.67 | | | | | 18.00 | 7.17 | 7.17 | 0.00 | | 0.00 | 0.00 | | 46.80 |
| 58311 BULMERS NO 17 HKN | 568 | 13.92 | 18.00 | | | | 143.00 | 20.00 | 20.00 | 0.00 | | 0.00 | 0.00 | | 371.80 |
| 58321 BULMERS NO 17 FOC HKN | 568 | 0.00 | | | | | 0.00 | 0.00 | 0.00 | 0.00 | | 0.00 | 0.00 | | |
| 58351 BULMERS CHERRY HNK | 568 | 3.92 | 5.00 | | | | 47.00 | 5.00 | 5.00 | 0.00 | | 0.00 | 0.00 | | 122.20 |
| 58431 BULMERS RED GRAPE HKI | 568 | 7.08 | | | | | 0.00 | 7.08 | 7.08 | 0.00 | | 0.00 | 0.00 | | |
| 58711 BULMERS VINTAGE HKN | 568 | 0.00 | | | | | 0.00 | 0.00 | 0.00 | 0.00 | | 0.00 | 0.00 | | |
| Total Group Variance: | | | | | | | | | | 0.00 | | 0.00 | 0.00 | | 985.80 |

Stocktaker: Wilki

PLU Department Variance Report

From: 27/04/2013 To: 1/01/2014 No Days: 249 Stock No: 9

| PLU Description | Size | O/S | Dels | Rets | Ullage | WBA | ECR | Est C/S | Act C/S | Var Qy | Retail Msrs | Cost Var | Retail Var | P/Adj | ECR Val |
|---------------------------------------|------|-------|-------|------|--------|-----|--------|---------|---------|--------|-------------|----------|------------|-------|---------|
| 6 ALCOPOPS Sales Group | | | | | | | | | | | | | | | |
| 62111 GINGER JOE MCW | 330 | 3.42 | 2.00 | | | | 31.00 | 2.83 | 2.83 | 0.00 | | 0.00 | 0.00 | | 72.85 |
| 64111 SMIRNOFF ICE MCW | 275 | 7.33 | 2.00 | | | | 22.00 | 7.50 | 7.50 | 0.00 | | 0.00 | 0.00 | | 61.60 |
| 67211 VK FLAVOURS MCW | 275 | 3.92 | 2.00 | | | | 3.00 | 5.67 | 5.67 | 0.00 | | 0.00 | 0.00 | | 7.80 |
| Total Group Variance: | | | | | | | | | | 0.00 | | 0.00 | 0.00 | | 142.25 |
| 7 MINERALS Sales Group | | | | | | | | | | | | | | | |
| 70011 COCA COLA 2LT LCL | EAC | 26.00 | | | | | 49.00 | 19.00 | 19.00 | 0.00 | | 0.00 | 0.00 | | 44.10 |
| 70051 LEMONADE 2LT LCL | EAC | 11.00 | | | | | 14.00 | 9.00 | 9.00 | 0.00 | | 0.00 | 0.00 | | 12.60 |
| 70211 APPLTISE MCW | 275 | 4.92 | 4.00 | | | | 46.00 | 5.08 | 5.08 | 0.00 | | 0.00 | 0.00 | | 62.10 |
| 71211 BRITVIC J20 MCW | 275 | 24.67 | 32.00 | | | | 308.00 | 31.00 | 31.00 | 0.00 | | 0.00 | 0.00 | | 415.80 |
| 72111 BVC JUICES MCW | 160 | 15.50 | 10.00 | | | | 115.00 | 15.92 | 15.92 | 0.00 | | 0.00 | 0.00 | | 138.00 |
| 72411 BVC MIXERS MCW | 160 | 28.67 | 2.00 | | | | 34.00 | 27.83 | 27.83 | 0.00 | | 0.00 | 0.00 | | 40.80 |
| 73221 FRUIT SHOOTS MCW | 275 | 8.00 | 6.00 | | | | 53.00 | 9.58 | 9.58 | 0.00 | | 0.00 | 0.00 | | 63.60 |
| 74611 KICKCAN | 250 | 8.67 | 4.00 | | | | 68.00 | 7.00 | 7.00 | 0.00 | | 0.00 | 0.00 | | 108.80 |
| 75111 COKE ZERO CAN FOC | 330 | 2.00 | | | | | 0.00 | 2.00 | 2.00 | 0.00 | | 0.00 | 0.00 | | |
| 75211 PEPSI COLA NRB | 200 | 0.00 | | | | | 0.00 | 0.00 | 0.00 | 0.00 | | 0.00 | 0.00 | | |
| 75411 PEPSI COLA CAN | 330 | 5.50 | 14.00 | | | | 163.00 | 5.92 | 5.92 | 0.00 | | 0.00 | 0.00 | | 187.45 |
| 75811 TANGO CAN | 330 | 2.92 | 8.00 | | | | 54.00 | 6.42 | 6.42 | 0.00 | | 0.00 | 0.00 | | 62.10 |
| 76211 STRATHMORE WATER MC | 330 | 9.08 | 4.00 | | | | 59.00 | 8.17 | 8.17 | 0.00 | | 0.00 | 0.00 | | 79.65 |
| 76231 STRATHMORE WATER MC | 500 | 0.00 | 2.00 | | | | 0.00 | 2.00 | 2.00 | 0.00 | | 0.00 | 0.00 | | |
| 77311 BVC CORDIALS MCW | LTR | 58.80 | | | | | 100.00 | 53.80 | 53.80 | 0.00 | | 0.00 | 0.00 | | 40.00 |
| 78411 PEPSI COLA 5-1 MCW | LTR | 57.00 | 60.00 | | | | 861.00 | 76.00 | 76.00 | 0.00 | | 0.00 | 0.00 | | 774.90 |
| 78611 R WHITES LEMON 5-1 MCW | LTR | 33.00 | | | | | 357.00 | 16.00 | 16.00 | 0.00 | | 0.00 | 0.00 | | 321.30 |
| Total Group Variance: | | | | | | | | | | 0.00 | | 0.00 | 0.00 | | 2351.20 |
| 8 CRISPS, NUTS ETC Sales Group | | | | | | | | | | | | | | | |
| 81211 BACON FRIES 50G | DOZ | 0.00 | | | | | 0.00 | 0.00 | 0.00 | 0.00 | | 0.00 | 0.00 | | |
| 81451 CRISPS 150G CATERING | PKT | 0.00 | | | | | 0.00 | 0.00 | 0.00 | 0.00 | | 0.00 | 0.00 | | |
| 81501 CRISPS WALKERS RIDGES | DOZ | 7.00 | | | | | 70.00 | 1.17 | 1.17 | 0.00 | | 0.00 | 0.00 | | 42.00 |

Stocktaker: Wilki

PLU Department Variance Report

From: 27/04/2013 To: 1/01/2014 No Days: 249 Stock No: 9

| PLU Description | Size | O/S | Dels | Rets | Ullage | WBA | ECR | Est C/S | Act C/S | Var Qty | Retail Msrs | Cost Var | Retail Var | P/Adj | ECR Val |
|-------------------------------|------|-------|-------|------|--------|-----|--------|---------|---------|---------|-------------|----------|------------|--------|----------|
| 81511 CRISPS WALKERS STD 34G | DOZ | 23.50 | 16.00 | | | | 210.00 | 22.00 | 22.00 | 0.00 | | 0.00 | 0.00 | | 126.00 |
| 81611 CRISPS WALKERS MAX 50G | TEN | 5.10 | 3.20 | | | | 26.00 | 5.70 | 5.70 | 0.00 | | 0.00 | 0.00 | | 15.60 |
| 81811 DORITOS 40G | TEN | 10.50 | | | | | 81.00 | 2.40 | 2.40 | 0.00 | | 0.00 | 0.00 | | 48.60 |
| 81901 MINI CHEDDARS 50G | TEN | 0.00 | | | | | 0.00 | 0.00 | 0.00 | 0.00 | | 0.00 | 0.00 | | |
| 81941 MONSTER MUNCH 40G | TEN | 4.80 | | | | | 23.00 | 2.50 | 2.50 | 0.00 | | 0.00 | 0.00 | | 13.80 |
| 82211 PORK SCRATCHINGS | DOZ | 2.42 | | | | | 18.00 | 0.92 | 0.92 | 0.00 | | 0.00 | 0.00 | | 11.70 |
| 83321 QUAVERS STANDARD | DOZ | 7.00 | | | | | 36.00 | 4.00 | 4.00 | 0.00 | | 0.00 | 0.00 | | 21.60 |
| 84211 SCAMPI FRIES 50G | DOZ | 4.00 | 2.00 | | | | 13.00 | 0.92 | 0.92 | 0.00 | | 0.00 | 0.00 | | 7.80 |
| 85121 CASHEW NUTS 40G | TEN | 3.00 | 2.00 | | | | 10.00 | 4.00 | 4.00 | 0.00 | | 0.00 | 0.00 | | 7.00 |
| 85311 DRY ROAST NUTS NBYS 50G | DOZ | 4.92 | | | | | 29.00 | 2.50 | 2.50 | 0.00 | | 0.00 | 0.00 | | 20.30 |
| 85411 FLAVOURED NUTS NBYS 40G | TEN | 2.30 | 4.00 | | | | 38.00 | 2.50 | 2.50 | 0.00 | | 0.00 | 0.00 | | 26.60 |
| 85611 SALTED NUTS NBYS 50G | DOZ | 4.92 | 2.00 | | | | 42.00 | 3.42 | 3.42 | 0.00 | | 0.00 | 0.00 | | 27.30 |
| 87421 CRUNCHIE | DOZ | 2.50 | | | | | 13.00 | 1.42 | 1.42 | 0.00 | | 0.00 | 0.00 | | 9.10 |
| 87581 DAIRY MILK | DOZ | 2.50 | | | | | 14.00 | 1.33 | 1.33 | 0.00 | | 0.00 | 0.00 | | 9.80 |
| 88001 GALAXY SMOOTH MILK | DOZ | 0.00 | | | | | 0.00 | 0.00 | 0.00 | 0.00 | | 0.00 | 0.00 | | |
| 88011 GALAXY CARAMEL | DOZ | 0.00 | | | | | 0.00 | 0.00 | 0.00 | 0.00 | | 0.00 | 0.00 | | |
| 88211 KIT KAT 4 FINGER | DOZ | 4.08 | | | | | 13.00 | 3.00 | 3.00 | 0.00 | | 0.00 | 0.00 | | 9.10 |
| 88411 MALTESERS | TEN | 1.50 | | | | | 15.00 | 0.00 | 0.00 | 0.00 | | 0.00 | 0.00 | | 10.50 |
| 88511 MARS BAR | DOZ | 6.58 | | | | | 1.00 | 6.50 | 6.50 | 0.00 | | 0.00 | 0.00 | | 0.70 |
| 88711 SNICKERS | DOZ | 0.00 | | | | | 0.00 | 0.00 | 0.00 | 0.00 | | 0.00 | 0.00 | | |
| 88781 TWIRL | DOZ | 0.00 | 4.00 | | | | 30.00 | 1.50 | 1.50 | 0.00 | | 0.00 | 0.00 | | 21.00 |
| 88811 TWIX | DOZ | 1.50 | | | | | 6.00 | 1.00 | 1.00 | 0.00 | | 0.00 | 0.00 | | 4.20 |
| 89011 WISPA | DOZ | 4.50 | | | | | 19.00 | 2.92 | 2.92 | 0.00 | | 0.00 | 0.00 | | 13.30 |
| Total Group Variance : | | | | | | | | | | 0.00 | 0.00 | 0.00 | | 446.00 | |
| Sub-total Variance: | | | | | | | | | | | | -65.90 | -134.48 | | 12951.10 |
| Open Drinks : | | | | | | | | | | | | | 250.00 | | |
| Total Variance : | | | | | | | | | | | | | 115.52 | | |

Please note all volumes are presented in the nominal size for the PLU which may not be the Sales Item Purchase Unit size.
Prepared in association with Your Stocktaking Co

Stocktaker: Wilki

PLU Detailed Variance Report

From: 27/04/2013 To: 1/01/2014 No Days: 249 Stock No: 9

| PLU Description | Size | O/S | Dels | Rets | Ullage | WBA | ECR | Est C/S | Act C/S | Var Qy | Retail Msrs | Cost Var | Retail Var | P/Adj | ECR Val |
|------------------------------|------|-------|------|------|--------|-----|--------|---------|---------|--------|-------------|----------|------------|-------|---------|
| 1 SPIRITS Sales Group | | | | | | | | | | | | | | | |
| 10111 MARTELL VS | 70 | 7.50 | | | | | 17.00 | 6.89 | 6.89 | -0.10 | | -0.06 | -0.19 | | 31.45 |
| 11011 BACARDI | 70 | 6.71 | 1.00 | | | | 23.00 | 6.89 | 6.89 | -0.10 | | -0.05 | -0.19 | | 42.55 |
| 11081 CAPT MORGAN BLACK | 70 | 4.39 | | | | | 25.00 | 3.50 | 3.50 | 0.00 | | 0.00 | 0.00 | | 46.25 |
| 11121 MORGAN SPICED | 70 | 4.11 | 2.00 | | | | 11.00 | 5.71 | 5.71 | -0.10 | | -0.05 | -0.19 | | 20.35 |
| 12211 GORDONS | 70 | 3.00 | 2.00 | | | | 28.00 | 4.00 | 4.00 | 0.00 | | 0.00 | 0.00 | | 51.80 |
| 13011 BALLANTINES | 70 | 2.00 | 2.00 | | | | 11.00 | 3.61 | 3.61 | 0.10 | | 0.04 | 0.20 | | 22.00 |
| 13121 BELLS | 70 | 5.29 | 2.00 | | | | 28.00 | 6.29 | 6.29 | 0.10 | | 0.05 | 0.19 | | 51.80 |
| 13211 FAMOUS GROUSE | 70 | 2.89 | 2.00 | | | | 8.00 | 4.61 | 4.61 | 0.10 | | 0.05 | 0.19 | | 14.80 |
| 15311 JAMESON | 70 | 3.50 | | | | | 3.00 | 3.39 | 3.39 | -0.10 | | -0.06 | -0.19 | | 5.55 |
| 15381 JACK DANIELS | 70 | 6.61 | 4.00 | | | | 104.00 | 6.89 | 6.89 | -0.10 | | -0.06 | -0.19 | | 197.60 |
| 15721 SMIRNOFF RED | 70 | 20.50 | 6.00 | | | | 190.00 | 19.71 | 19.71 | -0.10 | | -0.04 | -0.19 | | 351.50 |
| 15811 CAMPARI | 70 | 0.07 | | | | | 0.00 | 0.07 | 0.07 | 0.00 | | 0.00 | 0.00 | | |
| 15881 PERNOD | 70 | 3.11 | | | | | 0.00 | 3.11 | 3.11 | 0.10 | | 0.05 | 0.19 | | |
| 15901 PIMMS NO 1 | 70 | 3.71 | | | | | 0.00 | 3.71 | 3.71 | -0.10 | | -0.04 | -0.19 | | |
| 16041 AMARETTO | 70 | 3.21 | 1.00 | | | | 28.00 | 3.21 | 3.21 | -0.10 | | -0.05 | -0.19 | | 51.80 |
| 16111 BAILEYS IRISH | 70 | 2.39 | | | | | 19.00 | 1.71 | 1.71 | -0.10 | | -0.04 | -0.19 | | 35.15 |
| 16211 CHOCOLATE LIQUEUR | 70 | 1.00 | | | | | 0.00 | 1.00 | 1.00 | 0.00 | | 0.00 | 0.00 | | |
| 16311 COINTREAU | 70 | 1.61 | | | | | 0.00 | 1.61 | 1.61 | 0.10 | | 0.05 | 0.19 | | |
| 16411 CREME DE MENTHE | 70 | 1.39 | | | | | 0.00 | 1.39 | 1.39 | -0.10 | | -0.04 | -0.19 | | |
| 16511 DOOLEYS TOFFEE | 70 | 0.00 | | | | | 0.00 | 0.00 | 0.00 | 0.00 | | 0.00 | 0.00 | | |
| 16611 JAGERMEISTER | 70 | 2.00 | 3.00 | | | | 50.00 | 3.21 | 3.21 | -0.10 | | -0.05 | -0.19 | | 92.50 |
| 16711 MALIBU | 70 | 6.00 | | | | | 8.00 | 5.71 | 5.71 | -0.10 | | -0.04 | -0.19 | | 14.80 |
| 16811 PEACH ARCHERS | 70 | 3.79 | | | | | 8.00 | 3.50 | 3.50 | 0.00 | | 0.00 | 0.00 | | 14.80 |
| 16911 SAMBUCA ANTICA BLACK | 70 | 2.00 | | | | | 0.00 | 2.00 | 2.00 | 0.00 | | 0.00 | 0.00 | | |
| 16921 SAMBUCA ANTICA WHITE | 70 | 1.00 | | | | | 0.00 | 1.00 | 1.00 | 0.00 | | 0.00 | 0.00 | | |
| 17211 SAMBUCA LUXARDO BLACI | 70 | 0.29 | | | | | 5.00 | 0.11 | 0.11 | 0.10 | | 0.05 | 0.19 | | 9.25 |
| 17311 SAMBUCA LUXARDO | 70 | 1.11 | 1.00 | | | | 20.00 | 1.39 | 1.39 | -0.10 | | -0.04 | -0.19 | | 37.00 |

Please note all volumes are presented in the nominal size for the PLU which may not be the Sales Item Purchase Unit size.
Prepared in association with Your Stocktaking Co

Stocktaker: Wilki

PLU Detailed Variance Report

From: 27/04/2013 To: 1/01/2014 NoDays: 249 StockNo: 9

| PLU Description | Size | O/S | Dels | Rets | Ullage | WBA | ECR | Est C/S | Act C/S | Var Qy | Retail Msrs | Cost Var | Retail Var | P/Adj | ECR Val |
|---|------|-------|-------|------|--------|-----|--------|---------|---------|--------|-------------|----------|------------|-------|---------|
| 17411 SOUTHERN COMFORT | 70 | 6.00 | | | | | 11.00 | 5.61 | 5.61 | 0.10 | | 0.05 | 0.19 | | 20.35 |
| 17551 TEQUILA CUERVO GOLD | 70 | 0.50 | | | | | 8.00 | 0.21 | 0.21 | -0.10 | | -0.06 | -0.19 | | 14.80 |
| 17581 TEQUILA CUERVO SILVER | 70 | 2.71 | | | | | 3.00 | 2.61 | 2.61 | 0.10 | | 0.05 | 0.19 | | 5.55 |
| 17651 TEQUILA ROSE | 70 | 1.50 | | | | | 3.00 | 1.39 | 1.39 | -0.10 | | -0.04 | -0.19 | | 5.55 |
| 18211 TIA MARIA | 70 | 1.11 | 1.00 | | | | 3.00 | 2.00 | 2.00 | 0.00 | | 0.00 | 0.00 | | 5.55 |
| Total Group Variance: | | | | | | | | | | -0.70 | | -0.33 | -1.32 | | 1142.75 |
| 2 FORTIFIED WINES Sales Group | | | | | | | | | | | | | | | |
| 20111 DUBONNET | 75 | 0.80 | | | | | 0.00 | 0.80 | 0.80 | 0.00 | | 0.00 | 0.00 | | |
| 21211 MARTINI BIANCO | 75 | 0.73 | 2.00 | | | | 17.00 | 1.60 | 1.60 | 0.00 | | 0.00 | 0.00 | | 27.20 |
| 21311 MARTINI DRY | 75 | 0.93 | 1.00 | | | | 0.00 | 1.93 | 1.93 | 0.00 | | 0.00 | 0.00 | | |
| 21411 MARTINI ROSSO | 75 | 1.73 | | | | | 0.00 | 1.73 | 1.73 | 0.00 | | 0.00 | 0.00 | | |
| 22611 COCKBURNS RUBY | 75 | 1.00 | 1.00 | | | | 1.00 | 1.93 | 1.93 | 0.00 | | 0.00 | 0.00 | | 1.70 |
| 23111 BRISTOL CREAM | 75 | 0.00 | | | | | 0.00 | 0.00 | 0.00 | 0.00 | | 0.00 | 0.00 | | |
| Total Group Variance: | | | | | | | | | | 0.00 | | 0.00 | 0.00 | | 28.90 |
| 3 TABLE WINES Sales Group | | | | | | | | | | | | | | | |
| 31211 ECHO FALLS SPRITZER | QLT | 2.00 | | | | | 2.00 | 0.00 | 0.00 | 0.00 | | 0.00 | 0.00 | | 5.10 |
| 31371 ECHO FALLS ZINFANDEL | BOT | 5.00 | | | | | 0.00 | 5.00 | 5.00 | 0.00 | | 0.00 | 0.00 | | |
| 32011 CHENIN BLC FOOTSTEPS | BOT | 43.00 | | | | | 9.00 | 40.91 | 40.70 | -0.90 | | -0.86 | -2.07 | | 20.70 |
| 32311 LIEBFRAUMILCH FOOTSTE | BOT | 18.70 | | | | | 2.00 | 18.23 | 18.23 | 0.00 | | 0.00 | 0.00 | | 4.60 |
| 32411 MERLOT FOOTSTEPS | BOT | 26.70 | | | | | 24.00 | 21.12 | 21.00 | -0.50 | | -0.50 | -1.15 | | 55.20 |
| 32611 P/GRIGIO FOOTSTEPS | BOT | 17.00 | 18.00 | | | | 51.00 | 23.14 | 23.00 | -0.60 | | -0.73 | -1.62 | | 137.70 |
| 32811 ROSE FOOTSTEPS | BOT | 43.00 | 18.00 | | | | 77.00 | 43.09 | 43.00 | -0.40 | | -0.39 | -0.92 | | 177.10 |
| 33211 SAUV BLC FOOTSTEPS | BOT | 30.47 | 36.00 | | | | 102.00 | 42.74 | 42.70 | -0.20 | | -0.20 | -0.46 | | 234.60 |
| 33611 SHIRAZ FOOTSTEPS | BOT | 37.70 | | | | | 25.00 | 31.88 | 31.70 | -0.80 | | -0.78 | -1.84 | | 57.50 |
| 38211 ASTI SAN ORSOLA | BOT | 0.00 | | | | | 0.00 | 0.00 | 0.00 | 0.00 | | 0.00 | 0.00 | | |
| Total Group Variance: | | | | | | | | | | -3.40 | | -3.46 | -8.06 | | 692.50 |
| 4 DRAUGHT BEER & CIDER Sales Group | | | | | | | | | | | | | | | |
| 40111 LONDON PRIDE LCL | GAL | 28.00 | 12.00 | | | | 93.00 | 28.38 | 27.00 | -11.00 | | -14.36 | -29.70 | | 251.10 |
| 40121 LONDON PRIDE FOC LCL | GAL | 0.00 | | | | | 0.00 | 0.00 | 0.00 | 0.00 | | 0.00 | 0.00 | | |

Please note all volumes are presented in the nominal size for the PLU which may not be the Sales Item Purchase Unit size.
Prepared in association with Your Stocktaking Co

Stocktaker: Wilki

PLU Detailed Variance Report

From: 27/04/2013 To: 1/01/2014 No Days: 249 Stock No: 9

| PLU Description | Size | O/S | Dels | Rets | Ullage | WBA | ECR | Est C/S | Act C/S | Var Qy | Retail Msrs | Cost Var | Retail Var | P/Adj | ECR Val |
|---|------|--------|--------|------|--------|-----|---------|---------|---------|--------|-------------|----------|------------|-------|---------|
| 41211 JOHN SMITHS ES HKN | GAL | 34.00 | 11.00 | | | | 128.00 | 29.00 | 29.00 | 0.00 | | 0.00 | 0.00 | | 320.00 |
| 42111 GUINNESS MCW | GAL | 32.00 | 44.00 | | | | 316.00 | 36.50 | 32.00 | -36.00 | | -47.75 | -95.40 | | 837.40 |
| 43211 CARLSBERG EXPORT MCW | GAL | 22.00 | 55.00 | | | | 320.00 | 37.00 | 37.00 | 0.00 | | 0.00 | 0.00 | | 864.00 |
| 43711 FOSTERS HKN | GAL | 131.00 | 176.00 | | | | 1160.00 | 162.00 | 162.00 | 0.00 | | 0.00 | 0.00 | | 2842.00 |
| 44211 KRONENBOURG 1664 HKN | GAL | 87.00 | 66.00 | | | | 584.00 | 80.00 | 80.00 | 0.00 | | 0.00 | 0.00 | | 1576.80 |
| 48211 STRONGBOW HKN | GAL | 23.00 | 33.00 | | | | 192.00 | 32.00 | 32.00 | 0.00 | | 0.00 | 0.00 | | 470.40 |
| Total Group Variance: | | | | | | | | | | -47.00 | | -62.11 | -125.10 | | 7161.70 |
| 5 PACKAGED BEERS & CID Sales Group | | | | | | | | | | | | | | | |
| 50111 COURAGE LIGHT MCW | 275 | 3.92 | | | | | 9.00 | 3.17 | 3.17 | 0.00 | | 0.00 | 0.00 | | 13.95 |
| 50611 MANNS BROWN MCW | 275 | 2.83 | | | | | 0.00 | 2.83 | 2.83 | 0.00 | | 0.00 | 0.00 | | |
| 51211 BECKS BIER MCW | 275 | 8.17 | | | | | 9.00 | 7.42 | 7.42 | 0.00 | | 0.00 | 0.00 | | 21.15 |
| 51281 BECKS BLUE MCW | 275 | 4.17 | | | | | 3.00 | 3.92 | 3.92 | 0.00 | | 0.00 | 0.00 | | 4.95 |
| 51341 BUDWEISER USA MCW | 330 | 7.00 | 2.00 | | | | 48.00 | 5.00 | 5.00 | 0.00 | | 0.00 | 0.00 | | 112.80 |
| 51421 CORONA MCW | 330 | 5.00 | 4.00 | | | | 19.00 | 7.42 | 7.42 | 0.00 | | 0.00 | 0.00 | | 45.60 |
| 53311 SAGRES HKN | 330 | 6.92 | | | | | 83.00 | 0.00 | 0.00 | 0.00 | | 0.00 | 0.00 | | 203.35 |
| 53611 SAN MIGUEL MCW | 330 | 4.92 | 2.00 | | | | 18.00 | 5.42 | 5.42 | 0.00 | | 0.00 | 0.00 | | 43.20 |
| 53731 SOL HKN | 330 | 0.00 | | | | | 0.00 | 0.00 | 0.00 | 0.00 | | 0.00 | 0.00 | | |
| 53741 SOL FOC HKN | 330 | 0.00 | | | | | 0.00 | 0.00 | 0.00 | 0.00 | | 0.00 | 0.00 | | |
| 58111 BULMERS BERRY HKN | 568 | 0.00 | | | | | 0.00 | 0.00 | 0.00 | 0.00 | | 0.00 | 0.00 | | |
| 58121 BULMERS BERRY FOC HKN | 568 | 0.00 | | | | | 0.00 | 0.00 | 0.00 | 0.00 | | 0.00 | 0.00 | | |
| 58211 BULMERS ORIGINAL HKN | 568 | 8.67 | | | | | 18.00 | 7.17 | 7.17 | 0.00 | | 0.00 | 0.00 | | 46.80 |
| 58311 BULMERS NO 17 HKN | 568 | 13.92 | 18.00 | | | | 143.00 | 20.00 | 20.00 | 0.00 | | 0.00 | 0.00 | | 371.80 |
| 58321 BULMERS NO 17 FOC HKN | 568 | 0.00 | | | | | 0.00 | 0.00 | 0.00 | 0.00 | | 0.00 | 0.00 | | |
| 58351 BULMERS CHERRY HNK | 568 | 3.92 | 5.00 | | | | 47.00 | 5.00 | 5.00 | 0.00 | | 0.00 | 0.00 | | 122.20 |
| 58431 BULMERS RED GRAPE HKN | 568 | 7.08 | | | | | 0.00 | 7.08 | 7.08 | 0.00 | | 0.00 | 0.00 | | |
| 58711 BULMERS VINTAGE HKN | 568 | 0.00 | | | | | 0.00 | 0.00 | 0.00 | 0.00 | | 0.00 | 0.00 | | |
| Total Group Variance: | | | | | | | | | | 0.00 | | 0.00 | 0.00 | | 985.80 |
| 6 ALCOPOPS Sales Group | | | | | | | | | | | | | | | |

Stocktaker: Wilki

PLU Detailed Variance Report

From: 27/04/2013 To: 1/01/2014 No Days: 249 Stock No: 9

| PLU Description | Size | O/S | Dels | Rets | Ullage | WBA | ECR | Est C/S | Act C/S | Var Qty | Retail Msrs | Cost Var | Retail Var | P/Adj | ECR Val |
|---------------------------------------|------|-------|-------|------|--------|-----|--------|---------|---------|---------|-------------|----------|------------|-------|---------|
| 62111 GINGER JOE MCW | 330 | 3.42 | 2.00 | | | | 31.00 | 2.83 | 2.83 | 0.00 | | 0.00 | 0.00 | | 72.85 |
| 64111 SMIRNOFF ICE MCW | 275 | 7.33 | 2.00 | | | | 22.00 | 7.50 | 7.50 | 0.00 | | 0.00 | 0.00 | | 61.60 |
| 67211 VK FLAVOURS MCW | 275 | 3.92 | 2.00 | | | | 3.00 | 5.67 | 5.67 | 0.00 | | 0.00 | 0.00 | | 7.80 |
| Total Group Variance : | | | | | | | | | | 0.00 | | 0.00 | 0.00 | | 142.25 |
| 7 MINERALS Sales Group | | | | | | | | | | | | | | | |
| 70011 COCA COLA 2LT LCL | EAC | 26.00 | | | | | 49.00 | 19.00 | 19.00 | 0.00 | | 0.00 | 0.00 | | 44.10 |
| 70051 LEMONADE 2LT LCL | EAC | 11.00 | | | | | 14.00 | 9.00 | 9.00 | 0.00 | | 0.00 | 0.00 | | 12.60 |
| 70211 APPLLETISE MCW | 275 | 4.92 | 4.00 | | | | 46.00 | 5.08 | 5.08 | 0.00 | | 0.00 | 0.00 | | 62.10 |
| 71211 BRITVIC J20 MCW | 275 | 24.67 | 32.00 | | | | 308.00 | 31.00 | 31.00 | 0.00 | | 0.00 | 0.00 | | 415.80 |
| 72111 BVC JUICES MCW | 160 | 15.50 | 10.00 | | | | 115.00 | 15.92 | 15.92 | 0.00 | | 0.00 | 0.00 | | 138.00 |
| 72411 BVC MIXERS MCW | 160 | 28.67 | 2.00 | | | | 34.00 | 27.83 | 27.83 | 0.00 | | 0.00 | 0.00 | | 40.80 |
| 73221 FRUIT SHOOTS MCW | 275 | 8.00 | 6.00 | | | | 53.00 | 9.58 | 9.58 | 0.00 | | 0.00 | 0.00 | | 63.60 |
| 74611 KICKCAN | 250 | 8.67 | 4.00 | | | | 68.00 | 7.00 | 7.00 | 0.00 | | 0.00 | 0.00 | | 108.80 |
| 75111 COKE ZERO CAN FOC | 330 | 2.00 | | | | | 0.00 | 2.00 | 2.00 | 0.00 | | 0.00 | 0.00 | | |
| 75211 PEPSI COLA NRB | 200 | 0.00 | | | | | 0.00 | 0.00 | 0.00 | 0.00 | | 0.00 | 0.00 | | |
| 75411 PEPSI COLA CAN | 330 | 5.50 | 14.00 | | | | 163.00 | 5.92 | 5.92 | 0.00 | | 0.00 | 0.00 | | 187.45 |
| 75811 TANGO CAN | 330 | 2.92 | 8.00 | | | | 54.00 | 6.42 | 6.42 | 0.00 | | 0.00 | 0.00 | | 62.10 |
| 76211 STRATHMORE WATER MC | 330 | 9.08 | 4.00 | | | | 59.00 | 8.17 | 8.17 | 0.00 | | 0.00 | 0.00 | | 79.65 |
| 76231 STRATHMORE WATER MC | 500 | 0.00 | 2.00 | | | | 0.00 | 2.00 | 2.00 | 0.00 | | 0.00 | 0.00 | | |
| 77311 BVC CORDIALS MCW | LTR | 58.80 | | | | | 100.00 | 53.80 | 53.80 | 0.00 | | 0.00 | 0.00 | | 40.00 |
| 78411 PEPSI COLA 5-1 MCW | LTR | 57.00 | 60.00 | | | | 861.00 | 76.00 | 76.00 | 0.00 | | 0.00 | 0.00 | | 774.90 |
| 78611 R WHITES LEMON 5-1 MCW | LTR | 33.00 | | | | | 357.00 | 16.00 | 16.00 | 0.00 | | 0.00 | 0.00 | | 321.30 |
| Total Group Variance : | | | | | | | | | | 0.00 | | 0.00 | 0.00 | | 2351.20 |
| 8 CRISPS, NUTS ETC Sales Group | | | | | | | | | | | | | | | |
| 81211 BACON FRIES 50G | DOZ | 0.00 | | | | | 0.00 | 0.00 | 0.00 | 0.00 | | 0.00 | 0.00 | | |
| 81451 CRISPS 150G CATERING | PKT | 0.00 | | | | | 0.00 | 0.00 | 0.00 | 0.00 | | 0.00 | 0.00 | | |
| 81501 CRISPS WALKERS RIDGES | DOZ | 7.00 | | | | | 70.00 | 1.17 | 1.17 | 0.00 | | 0.00 | 0.00 | | 42.00 |
| 81511 CRISPS WALKERS STD 34C | DOZ | 23.50 | 16.00 | | | | 210.00 | 22.00 | 22.00 | 0.00 | | 0.00 | 0.00 | | 126.00 |

Stocktaker: Wilki

PLU Detailed Variance Report

From: 27/04/2013 To: 1/01/2014 No Days: 249 StockNo: 9

| PLU Description | Size | O/S | Dels | Rets | Ullage | WBA | ECR | Est C/S | Act C/S | Var Qty | Retail Msrs | Cost Var | Retail Var | P/Adj | ECR Val |
|-------------------------------|------|-------|------|------|--------|-----|-------|---------|---------|---------|-------------|---------------|----------------|-------|----------|
| 81611 CRISPS WALKERS MAX 50G | TEN | 5.10 | 3.20 | | | | 26.00 | 5.70 | 5.70 | 0.00 | | 0.00 | 0.00 | | 15.60 |
| 81811 DORITOS 40G | TEN | 10.50 | | | | | 81.00 | 2.40 | 2.40 | 0.00 | | 0.00 | 0.00 | | 48.60 |
| 81901 MINI CHEDDARS 50G | TEN | 0.00 | | | | | 0.00 | 0.00 | 0.00 | 0.00 | | 0.00 | 0.00 | | |
| 81941 MONSTER MUNCH 40G | TEN | 4.80 | | | | | 23.00 | 2.50 | 2.50 | 0.00 | | 0.00 | 0.00 | | 13.80 |
| 82211 PORK SCRATCHINGS | DOZ | 2.42 | | | | | 18.00 | 0.92 | 0.92 | 0.00 | | 0.00 | 0.00 | | 11.70 |
| 83321 QUAVERS STANDARD | DOZ | 7.00 | | | | | 36.00 | 4.00 | 4.00 | 0.00 | | 0.00 | 0.00 | | 21.60 |
| 84211 SCAMPI FRIES 50G | DOZ | 4.00 | 2.00 | | | | 13.00 | 0.92 | 0.92 | 0.00 | | 0.00 | 0.00 | | 7.80 |
| 85121 CASHEW NUTS 40G | TEN | 3.00 | 2.00 | | | | 10.00 | 4.00 | 4.00 | 0.00 | | 0.00 | 0.00 | | 7.00 |
| 85311 DRY ROAST NUTS NBYS 50G | DOZ | 4.92 | | | | | 29.00 | 2.50 | 2.50 | 0.00 | | 0.00 | 0.00 | | 20.30 |
| 85411 FLAVOURED NUTS NBYS 40G | TEN | 2.30 | 4.00 | | | | 38.00 | 2.50 | 2.50 | 0.00 | | 0.00 | 0.00 | | 26.60 |
| 85611 SALTED NUTS NBYS 50G | DOZ | 4.92 | 2.00 | | | | 42.00 | 3.42 | 3.42 | 0.00 | | 0.00 | 0.00 | | 27.30 |
| 87421 CRUNCHIE | DOZ | 2.50 | | | | | 13.00 | 1.42 | 1.42 | 0.00 | | 0.00 | 0.00 | | 9.10 |
| 87581 DAIRY MILK | DOZ | 2.50 | | | | | 14.00 | 1.33 | 1.33 | 0.00 | | 0.00 | 0.00 | | 9.80 |
| 88001 GALAXY SMOOTH MILK | DOZ | 0.00 | | | | | 0.00 | 0.00 | 0.00 | 0.00 | | 0.00 | 0.00 | | |
| 88011 GALAXY CARAMEL | DOZ | 0.00 | | | | | 0.00 | 0.00 | 0.00 | 0.00 | | 0.00 | 0.00 | | |
| 88211 KIT KAT 4 FINGER | DOZ | 4.08 | | | | | 13.00 | 3.00 | 3.00 | 0.00 | | 0.00 | 0.00 | | 9.10 |
| 88411 MALTESERS | TEN | 1.50 | | | | | 15.00 | 0.00 | 0.00 | 0.00 | | 0.00 | 0.00 | | 10.50 |
| 88511 MARS BAR | DOZ | 6.58 | | | | | 1.00 | 6.50 | 6.50 | 0.00 | | 0.00 | 0.00 | | 0.70 |
| 88711 SNICKERS | DOZ | 0.00 | | | | | 0.00 | 0.00 | 0.00 | 0.00 | | 0.00 | 0.00 | | |
| 88781 TWIRL | DOZ | 0.00 | 4.00 | | | | 30.00 | 1.50 | 1.50 | 0.00 | | 0.00 | 0.00 | | 21.00 |
| 88811 TWIX | DOZ | 1.50 | | | | | 6.00 | 1.00 | 1.00 | 0.00 | | 0.00 | 0.00 | | 4.20 |
| 89011 WISPA | DOZ | 4.50 | | | | | 19.00 | 2.92 | 2.92 | 0.00 | | 0.00 | 0.00 | | 13.30 |
| Total Group Variance : | | | | | | | | | | 0.00 | | 0.00 | 0.00 | | 446.00 |
| Sub-total Variance: | | | | | | | | | | | | -65.90 | -134.48 | | 12951.10 |
| Open Drinks : | | | | | | | | | | | | | 250.00 | | |
| Total Variance : | | | | | | | | | | | | | 115.52 | | |

14/05/2015 10:06PM

Stocktaker: Wilki

Stocktake Actions Report

Stocktakers Arms

From: 27/04/2013 To 1/01/2014 No Days: 249 Stock No: 9

| Area | Target | Task | Achieved | Reason |
|------------------------------|--------|-------------------------|---------------------|-------------------------|
| <u>Current Month</u> | | | | |
| Stock Holding | Reduce | No More orders | | too much stock |
| Stock holding | Reduce | No orders | | Increase stock turnover |
| <u>Previous Month</u> | | | | |
| Stockholding | Reduce | No orders unless urgent | Achieved | Increase stock turnover |
| Waste | Reduce | Monitor waste | Not Achieved | Increase Gross Profit |

STKIL70

Stocktakers Arms

14/05/2015 10:06PM

Supplier PPV Report as of 27/04/2013 Stock No 9

Stocktaker: Wilki

| Del Date | Item No | Description | Size | Delivery Reference | Supplier Name | Unit | | Agreed Date | Variance | % Var |
|-----------|---------|-------------------------|------|--------------------|-----------------|---------|------------|-------------|----------|-------|
| | | | | | | Del Qty | Price Paid | | | |
| 7/05/2013 | 81511 | CRISPSWALKERSSTD34G | DOZ | 1 | PALMER & HARVEY | 12.00 | 3.75 | 09/05/2013 | 0.25 | 7 |
| 7/05/2013 | 85411 | FLAVOURED NUTS NBYS 40G | TEN | 1 | PALMER & HARVEY | 2.00 | 4.70 | 01/05/2013 | 0.20 | 4 |

STKABV4

14/05/2015 10:06PM

Stocktakers Arms

Stocktaker: Wilki

ABV Analysis as of 27/04/2013 Stock No 9

| Item | Description | Size | ABV | Volume | Sales Value | YTD Volume | YTD Sales Value |
|-------|-------------------------------|------|-----|--------|-------------|------------|-----------------|
| Group | 1 Description SPIRITS | | | | | | |
| 16041 | AMARETTO | 70 | 0 | 1.00 | 51.99 | 1.00 | 51.99 |
| 11011 | BACARDI | 70 | 0 | 0.83 | 42.74 | 0.83 | 42.74 |
| 16111 | BAILEYSIRISH | 70 | 0 | 0.68 | 35.34 | 0.68 | 35.34 |
| 13011 | BALLANTINES | 70 | 0 | 0.39 | 21.80 | 0.39 | 21.80 |
| 13121 | BELLS | 70 | 0 | 1.00 | 51.62 | 1.00 | 51.62 |
| 15811 | CAMPARI | 70 | 0 | 0.00 | 0.00 | 0.00 | 0.00 |
| 11081 | CAPT MORGAN BLACK | 70 | 0 | 0.89 | 46.25 | 0.89 | 46.25 |
| 16211 | CHOCOLATE LIQUEUR | 70 | 0 | 0.00 | 0.00 | 0.00 | 0.00 |
| 16311 | COINTREAU | 70 | 0 | 0.00 | -0.19 | 0.00 | -0.19 |
| 16411 | CREME DE MENTHE | 70 | 0 | 0.00 | 0.19 | 0.00 | 0.19 |
| 16511 | DOOLEYS TOFFEE | 70 | 0 | 0.00 | 0.00 | 0.00 | 0.00 |
| 13211 | FAMOUS GROUSE | 70 | 0 | 0.28 | 14.62 | 0.28 | 14.62 |
| 12211 | GORDONS | 70 | 0 | 1.00 | 51.80 | 1.00 | 51.80 |
| 15381 | JACK DANIELS | 70 | 0 | 3.72 | 197.79 | 3.72 | 197.79 |
| 16611 | JAGERMEISTER | 70 | 0 | 1.79 | 92.69 | 1.79 | 92.69 |
| 15311 | JAMESON | 70 | 0 | 0.11 | 5.74 | 0.11 | 5.74 |
| 16711 | MALIBU | 70 | 0 | 0.29 | 14.99 | 0.29 | 14.99 |
| 10111 | MARTELL VS | 70 | 0 | 0.61 | 31.64 | 0.61 | 31.64 |
| 11121 | MORGAN SPICED | 70 | 0 | 0.40 | 20.54 | 0.40 | 20.54 |
| 16811 | PEACH ARCHERS | 70 | 0 | 0.29 | 14.80 | 0.29 | 14.80 |
| 15881 | PERNOD | 70 | 0 | 0.00 | -0.19 | 0.00 | -0.19 |
| 15901 | PIMMS NO 1 | 70 | 0 | 0.00 | 0.19 | 0.00 | 0.19 |
| 16911 | SAMBUCA ANTICA BLACK | 70 | 0 | 0.00 | 0.00 | 0.00 | 0.00 |
| 16921 | SAMBUCA ANTICA WHITE | 70 | 0 | 0.00 | 0.00 | 0.00 | 0.00 |
| 17311 | SAMBUCA LUXARDO | 70 | 0 | 0.72 | 37.19 | 0.72 | 37.19 |
| 17211 | SAMBUCA LUXARDO BLACK | 70 | 0 | 0.18 | 9.07 | 0.18 | 9.07 |
| 15721 | SMIRNOFF RED | 70 | 0 | 6.79 | 351.69 | 6.79 | 351.69 |
| 17411 | SOUTHERN COMFORT | 70 | 0 | 0.39 | 20.17 | 0.39 | 20.17 |
| 17551 | TEQUILA CUERVO GOLD | 70 | 0 | 0.29 | 14.99 | 0.29 | 14.99 |
| 17581 | TEQUILA CUERVO SILVER | 70 | 0 | 0.10 | 5.37 | 0.10 | 5.37 |
| 17651 | TEQUILA ROSE | 70 | 0 | 0.11 | 5.74 | 0.11 | 5.74 |
| 18211 | TIAMARIA | 70 | 0 | 0.11 | 5.55 | 0.11 | 5.55 |
| Group | 2 Description FORTIFIED WINES | | | | | | |
| 23111 | BRISTOL CREAM | 75 | 0 | 0.00 | 0.00 | 0.00 | 0.00 |

STKABV4

14/05/2015 10:06PM

Stocktakers Arms

Stocktaker: Wilki

ABV Analysis as of 27/04/2013 Stock No 9

| Item | Description | Size | ABV | Volume | Sales Value | YTD Volume | YTD Sales Value |
|-------|------------------------|------------------------|-----|--------|-------------|------------|-----------------|
| 22611 | COCKBURNSRUBY | 75 | 0 | 0.07 | 1.70 | 0.07 | 1.70 |
| 20111 | DUBONNET | 75 | 0 | 0.00 | 0.00 | 0.00 | 0.00 |
| 21211 | MARTINIBIANCO | 75 | 0 | 1.13 | 27.20 | 1.13 | 27.20 |
| 21311 | MARTINIDRY | 75 | 0 | 0.00 | 0.00 | 0.00 | 0.00 |
| 21411 | MARTINIROSSO | 75 | 0 | 0.00 | 0.00 | 0.00 | 0.00 |
| Group | 3 Description | TABLE WINES | | | | | |
| 38211 | ASTISANORSOLA | BOT | 0 | 0.00 | 0.00 | 0.00 | 0.00 |
| 32011 | CHENINBLCFEETSTEPS | BOT | 0 | 2.30 | 22.77 | 2.30 | 22.77 |
| 31211 | ECHOFALLSPRITZER | QLT | 0 | 2.00 | 5.10 | 2.00 | 5.10 |
| 31371 | ECHOFALLSZINFANDEL | BOT | 0 | 0.00 | 0.00 | 0.00 | 0.00 |
| 32311 | LIEBFRAUMILCHFEETSTEPS | BOT | 0 | 0.47 | 4.60 | 0.47 | 4.60 |
| 32411 | MERLOTFEETSTEPS | BOT | 0 | 5.70 | 56.35 | 5.70 | 56.35 |
| 32611 | P/GRIGIOFEETSTEPS | BOT | 0 | 12.00 | 139.32 | 12.00 | 139.32 |
| 32811 | ROSEFEETSTEPS | BOT | 0 | 18.00 | 178.02 | 18.00 | 178.02 |
| 33211 | SAUVBLCFEETSTEPS | BOT | 0 | 23.77 | 235.06 | 23.77 | 235.06 |
| 33611 | SHIRAZFEETSTEPS | BOT | 0 | 6.00 | 59.34 | 6.00 | 59.34 |
| Group | 4 Description | DRAUGHT BEER & CIDER | | | | | |
| 43211 | CARLSBERGEXPORTMCW | GAL | 0 | 40.00 | 864.00 | 40.00 | 864.00 |
| 43711 | FOSTERSHKN | GAL | 0 | 145.00 | 2,842.00 | 145.00 | 2,842.00 |
| 42111 | GUINNESSMCW | GAL | 2 | 44.00 | 932.80 | 44.00 | 932.80 |
| 41211 | JOHNSMITHSESHKN | GAL | 0 | 16.00 | 320.00 | 16.00 | 320.00 |
| 44211 | KRONENBOURG1664HKN | GAL | 0 | 73.00 | 1,576.80 | 73.00 | 1,576.80 |
| 40121 | LONDONPRIDEFOCLCL | GAL | 0 | 0.00 | 0.00 | 0.00 | 0.00 |
| 40111 | LONDONPRIDELCL | GAL | 2 | 13.00 | 280.80 | 13.00 | 280.80 |
| 48211 | STRONGBOWHKN | GAL | 0 | 24.00 | 470.40 | 24.00 | 470.40 |
| Group | 5 Description | PACKAGED BEERS & CIDER | | | | | |
| 51211 | BECKSBIERMCW | 275 | 0 | 0.75 | 21.15 | 0.75 | 21.15 |
| 51281 | BECKSBLUEMCW | 275 | 0 | 0.25 | 4.95 | 0.25 | 4.95 |
| 51341 | BUDWEISERUSAMCW | 330 | 0 | 4.00 | 112.80 | 4.00 | 112.80 |
| 58121 | BULMERSBERRYFOCHKN | 568 | 0 | 0.00 | 0.00 | 0.00 | 0.00 |
| 58111 | BULMERSBERRYHKN | 568 | 0 | 0.00 | 0.00 | 0.00 | 0.00 |
| 58351 | BULMERSCHERRYHNK | 568 | 0 | 3.92 | 122.20 | 3.92 | 122.20 |
| 58321 | BULMERSNO17FOCHKN | 568 | 0 | 0.00 | 0.00 | 0.00 | 0.00 |
| 58311 | BULMERSNO17HKN | 568 | 0 | 11.92 | 371.80 | 11.92 | 371.80 |
| 58211 | BULMERSORIGINALHKN | 568 | 0 | 1.50 | 46.80 | 1.50 | 46.80 |

| Item | Description | Size | ABV | Volume | Sales Value | YTD Volume | YTD Sales Value |
|-------|------------------------|-------------|------------------|--------|-------------|------------|-----------------|
| 58431 | BULMERS RED GRAPE HKN | 568 | 0 | 0.00 | 0.00 | 0.00 | 0.00 |
| 58711 | BULMERS VINTAGE HKN | 568 | 0 | 0.00 | 0.00 | 0.00 | 0.00 |
| 51421 | CORONA MCW | 330 | 0 | 1.58 | 45.60 | 1.58 | 45.60 |
| 50111 | COURAGE LIGHT MCW | 275 | 0 | 0.75 | 13.95 | 0.75 | 13.95 |
| 50611 | MANN'S BROWN MCW | 275 | 0 | 0.00 | 0.00 | 0.00 | 0.00 |
| 53311 | SAGRE HKN | 330 | 0 | 6.92 | 203.35 | 6.92 | 203.35 |
| 53611 | SAN MIGUEL MCW | 330 | 0 | 1.50 | 43.20 | 1.50 | 43.20 |
| 53741 | SOLFO HKN | 330 | 0 | 0.00 | 0.00 | 0.00 | 0.00 |
| 53731 | SOL HKN | 330 | 0 | 0.00 | 0.00 | 0.00 | 0.00 |
| Group | 6 | Description | ALCOPOPS | | | | |
| 62111 | GINGER JOE MCW | 330 | 0 | 2.58 | 72.85 | 2.58 | 72.85 |
| 64111 | SMIRNOFF ICE MCW | 275 | 0 | 1.83 | 61.60 | 1.83 | 61.60 |
| 67211 | VK FLAVOURS MCW | 275 | 0 | 0.25 | 7.80 | 0.25 | 7.80 |
| Group | 7 | Description | MINERALS | | | | |
| 70211 | APPLETISE MCW | 275 | 0 | 3.83 | 62.10 | 3.83 | 62.10 |
| 71211 | BRITVIC J20 MCW | 275 | 0 | 25.67 | 415.80 | 25.67 | 415.80 |
| 77311 | BVCCORDIALS MCW | LTR | 0 | 5.00 | 40.00 | 5.00 | 40.00 |
| 72111 | BVC JUICES MCW | 160 | 0 | 9.58 | 138.00 | 9.58 | 138.00 |
| 72411 | BVC MIXERS MCW | 160 | 0 | 2.83 | 40.80 | 2.83 | 40.80 |
| 70011 | COCA COLA 2LT LCL | EAC | 0 | 7.00 | 44.10 | 7.00 | 44.10 |
| 75111 | COKE ZERO CAN FOC | 330 | 0 | 0.00 | 0.00 | 0.00 | 0.00 |
| 73221 | FRUIT SHOOTS MCW | 275 | 0 | 4.42 | 63.60 | 4.42 | 63.60 |
| 74611 | KICK CAN | 250 | 0 | 5.67 | 108.80 | 5.67 | 108.80 |
| 70051 | LEMONADE 2LT LCL | EAC | 0 | 2.00 | 12.60 | 2.00 | 12.60 |
| 78411 | PEPSICOLA 5-1 MCW | LTR | 0 | 41.00 | 774.90 | 41.00 | 774.90 |
| 75411 | PEPSICOLA CAN | 330 | 0 | 13.58 | 187.45 | 13.58 | 187.45 |
| 75211 | PEPSICOLA NRB | 200 | 0 | 0.00 | 0.00 | 0.00 | 0.00 |
| 78611 | R WHITES LEMON 5-1 MCW | LTR | 0 | 17.00 | 321.30 | 17.00 | 321.30 |
| 76211 | STRATHMORE WATER MCW | 330 | 0 | 4.92 | 79.65 | 4.92 | 79.65 |
| 76231 | STRATHMORE WATER MCW | 500 | 0 | 0.00 | 0.00 | 0.00 | 0.00 |
| 75811 | TANGO CAN | 330 | 0 | 4.50 | 62.10 | 4.50 | 62.10 |
| Group | 8 | Description | CRISPS, NUTS ETC | | | | |
| 81211 | BACON FRIES 50G | DOZ | 0 | 0.00 | 0.00 | 0.00 | 0.00 |
| 85121 | CASHEW NUTS 40G | TEN | 0 | 1.00 | 7.00 | 1.00 | 7.00 |
| 81451 | CRISPS 150G CATERING | PKT | 0 | 0.00 | 0.00 | 0.00 | 0.00 |

STKABV4

14/05/2015 10:06PM

Stocktakers Arms

Stocktaker: Wilki

ABV Analysis as of 27/04/2013 Stock No 9

| Item Description | Size | ABV | Volume | Sales Value | YTD Volume | YTD Sales Value |
|-------------------------------|------|-----|--------|-------------|------------|-----------------|
| 81611 CRISPS WALKERS MAX 50G | TEN | 0 | 2.60 | 15.60 | 2.60 | 15.60 |
| 81501 CRISPS WALKERS RIDGES | DOZ | 0 | 5.83 | 42.00 | 5.83 | 42.00 |
| 81511 CRISPS WALKERS STD 34G | DOZ | 0 | 17.50 | 126.00 | 17.50 | 126.00 |
| 87421 CRUNCHIE | DOZ | 0 | 1.08 | 9.10 | 1.08 | 9.10 |
| 87581 DAIRY MILK | DOZ | 0 | 1.17 | 9.80 | 1.17 | 9.80 |
| 81811 DORITOS 40G | TEN | 0 | 8.10 | 48.60 | 8.10 | 48.60 |
| 85311 DRY ROAST NUTS NBYS 50G | DOZ | 0 | 2.42 | 20.30 | 2.42 | 20.30 |
| 85411 FLAVOURED NUTS NBYS 40G | TEN | 0 | 3.80 | 26.60 | 3.80 | 26.60 |
| 88011 GALAXY CARAMEL | DOZ | 0 | 0.00 | 0.00 | 0.00 | 0.00 |
| 88001 GALAXY SMOOTH MILK | DOZ | 0 | 0.00 | 0.00 | 0.00 | 0.00 |
| 88211 KIT KAT 4 FINGER | DOZ | 0 | 1.08 | 9.10 | 1.08 | 9.10 |
| 88411 MALTESERS | TEN | 0 | 1.50 | 10.50 | 1.50 | 10.50 |
| 88511 MARS BAR | DOZ | 0 | 0.08 | 0.70 | 0.08 | 0.70 |
| 81901 MINI CHEDDARS 50G | TEN | 0 | 0.00 | 0.00 | 0.00 | 0.00 |
| 81941 MONSTER MUNCH 40G | TEN | 0 | 2.30 | 13.80 | 2.30 | 13.80 |
| 82211 PORK SCRATCHINGS | DOZ | 0 | 1.50 | 11.70 | 1.50 | 11.70 |
| 83321 QUAVERS STANDARD | DOZ | 0 | 3.00 | 21.60 | 3.00 | 21.60 |
| 85611 SALTED NUTS NBYS 50G | DOZ | 0 | 3.50 | 27.30 | 3.50 | 27.30 |
| 84211 SCAMPI FRIES 50G | DOZ | 0 | 1.08 | 7.80 | 1.08 | 7.80 |
| 88711 SNICKERS | DOZ | 0 | 0.00 | 0.00 | 0.00 | 0.00 |
| 88781 TWIRL | DOZ | 0 | 2.50 | 21.00 | 2.50 | 21.00 |
| 88811 TWIX | DOZ | 0 | 0.50 | 4.20 | 0.50 | 4.20 |
| 89011 WISPA | DOZ | 0 | 1.58 | 13.30 | 1.58 | 13.30 |

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14/05/2015

Stocktakers Arms
Stock Results List

| Date | Days | Estimated Takings | Total Allowances | Total Adjustments | Actual Takings | Cost of Sales | Profit | %GP | Surplus Deficit | %SD | Purchases Ex Tax |
|------------|------|-------------------|------------------|-------------------|----------------|---------------|-----------|-------|-----------------|------|------------------|
| 27/04/2013 | 63 | 25,895.01 | 1,362.20 | 1,821.85 | 26,061.54 | 11,209.86 | 14,851.68 | 56.99 | -293.12 | 0.00 | 9,456.08 |
| 23/02/2013 | 56 | 29,131.12 | 1,364.22 | 2,267.25 | 29,939.56 | 12,869.48 | 17,070.08 | 57.02 | -94.59 | 0.00 | 9,879.06 |
| 29/12/2012 | 35 | 13,650.00 | 746.80 | 937.26 | 13,713.86 | 6,019.76 | 7,694.10 | 56.10 | -126.60 | 0.00 | 5,300.34 |
| 24/11/2012 | 28 | 16,760.33 | 2,931.60 | 1,231.07 | 14,923.72 | 7,183.56 | 7,740.16 | 51.86 | -136.08 | 0.00 | 6,565.86 |
| 27/10/2012 | 28 | 13,639.65 | 666.95 | 773.64 | 13,777.00 | 6,074.37 | 7,702.63 | 55.91 | 30.66 | 0.22 | 3,344.58 |
| 29/09/2012 | 36 | 15,679.33 | 795.95 | 1,648.11 | 16,702.23 | 6,895.42 | 9,806.81 | 58.72 | 170.74 | 1.09 | 8,311.38 |
| 24/08/2012 | 28 | 10,698.80 | 753.15 | 513.46 | 10,540.80 | 4,729.83 | 5,810.97 | 55.13 | 81.69 | 0.76 | 4,300.41 |

14/05/2015 10:06PM

Stocktaker: Wilki

Closing Stock Certificate as of 1/01/2014

Stocktakers Arms

| Group | Description | Stock Value |
|-------|----------------------|---|
| 1 | SPIRITS | 1576.83 |
| 2 | FORTIFIED WINES | 49.68 |
| 3 | TABLE WINES | 996.91 |
| 4 | DRAUGHT BEER & CIDER | 3224.12 |
| 5 | PACKAGED BEERS & CID | 839.41 |
| 6 | ALCOPOPS | 186.99 |
| 7 | MINERALS | 1009.63 |
| 8 | CRISPS, NUTS ETC | 290.74 |
| | Total Trading Stock | <u>8174.31</u> Exclusive of Bottles and Cases |

The Closing Stock Certificate is exclusive of Tax
Prepared in association with Your Stocktaking Co

14/05/2015 10:06PM

Stocktakers Arms

Stocktaker: Wilki

Group Budgeted GP Analysis

From: 27/04/2013 To: 1/01/2014 No Days: 249

| Sales Group | Cost Of Sales (Exc Tax) | Sales Value (Exc Tax) | Profit | % GP | -----Budget----- | | Value |
|----------------------|----------------------------|--------------------------|----------|--------------|------------------|-------|---------|
| | | | | | % GP | % Var | |
| SPIRITS | 298.75 | 953.46 | 654.71 | 68.67 | 70.00 | -1.33 | -12.71 |
| FORTIFIED WINES | 6.71 | 24.09 | 17.38 | 72.15 | 71.00 | 1.15 | 0.28 |
| TABLE WINES | 305.16 | 583.80 | 278.64 | 47.73 | 50.00 | -2.27 | -13.26 |
| DRAUGHT BEER & CIDER | 2,890.57 | 6,072.33 | 3,181.76 | 52.40 | 55.00 | -2.60 | -158.02 |
| PACKAGED BEERS & CID | 417.69 | 821.51 | 403.82 | 49.16 | 50.00 | -0.84 | -6.94 |
| ALCOPOPS | 58.43 | 118.54 | 60.11 | 50.71 | 50.00 | 0.71 | 0.84 |
| MINERALS | 608.11 | 1,959.34 | 1,351.23 | 68.96 | 70.00 | -1.04 | -20.31 |
| CRISPS, NUTSETC | 259.98 | 371.66 | 111.68 | 30.05 | 30.00 | 0.05 | 0.18 |
| Total Values: | 4,845.40 | 10,904.73 | 6,059.33 | 55.57 | | | -209.94 |

STKAD01

Stocktakers Arms

14/05/2015 10:06PM

Action Desk Items as of 27/04/2013 Stock No 9

Stocktaker: Wilki

| Item Description | Size | Actual % GP | Variance | Bar Price | Last Purchase Price | Current Purchase price | Plan % GP |
|---|-------|-------------|---------------|-----------|---------------------|------------------------|-----------|
| Premise default Budgeted % GP | 70.00 | | | | | | |
| Group 1 Description SPIRITS | | | Budgeted % GP | 70.00 | | | |
| 16041 AMARETTO | 70 | 66.92 | -3.08 | 1.85 | 14.28 | 14.28 | 66.92 |
| 11011 BACARDI | 70 | 66.99 | -3.01 | 1.85 | 14.25 | 14.25 | 66.99 |
| 13121 BELLS | 70 | 68.07 | -1.93 | 1.85 | 13.78 | 13.78 | 68.08 |
| 16311 COINTREAU | 70 | 68.42 | -1.58 | 1.85 | 13.34 | 13.34 | 69.10 |
| 13211 FAMOUSGROUSE | 70 | 68.06 | -1.94 | 1.85 | 13.78 | 13.78 | 68.08 |
| 15381 JACKDANIELS | 70 | 60.53 | -9.47 | 1.90 | 17.89 | 17.50 | 59.65 |
| 16611 JAGERMEISTER | 70 | 67.13 | -2.87 | 1.85 | 14.54 | 14.19 | 66.32 |
| 15311 JAMESON | 70 | 63.76 | -6.24 | 1.85 | 15.63 | 15.63 | 63.79 |
| 10111 MARTELLVS | 70 | 59.92 | -10.08 | 1.85 | 17.31 | 17.31 | 59.90 |
| 11121 MORGANSPICED | 70 | 66.80 | -3.20 | 1.85 | 14.68 | 14.34 | 65.99 |
| 15881 PERNOD | 70 | 68.42 | -1.58 | 1.85 | 13.73 | 13.73 | 68.19 |
| 17211 SAMBUCALUXARDOBLACK | 70 | 66.81 | -3.19 | 1.85 | 14.37 | 14.37 | 66.71 |
| 17411 SOUTHERNCOMFORT | 70 | 65.39 | -4.61 | 1.85 | 14.96 | 14.96 | 65.34 |
| 17551 TEQUILACUERVOGOLD | 70 | 63.91 | -6.09 | 1.85 | 15.58 | 15.58 | 63.91 |
| 17581 TEQUILACUERVOSILVER | 70 | 65.55 | -4.45 | 1.85 | 14.89 | 14.89 | 65.51 |
| Group 2 Description FORTIFIEDWINES | | | Budgeted % GP | 71.00 | | | |
| 22611 COCKBURNSRUBY | 75 | 61.76 | -9.24 | 1.70 | 8.66 | 8.13 | 59.25 |
| Group 3 Description TABLEWINES | | | Budgeted % GP | 50.00 | | | |
| 32411 MERLOTFOOTSTEPS | BOT | 47.83 | -2.17 | 2.30 | 4.30 | 4.30 | 47.83 |
| 32611 P/GRIGIOFOOTSTEPS | BOT | 45.84 | -4.16 | 2.70 | 5.57 | 5.24 | 42.43 |
| 33211 SAUVBLCFOOTSTEPS | BOT | 46.86 | -3.14 | 2.30 | 4.57 | 4.38 | 44.55 |
| Group 4 Description DRAUGHTBEER & CIDER | | | Budgeted % GP | 55.00 | | | |
| 42111 GUINNESSMCW | GAL | 39.54 | -15.46 | 2.65 | 10.87 | 10.61 | 38.47 |
| 44211 KRONENBOURG 1664 HKN | GAL | 50.56 | -4.44 | 2.70 | 8.90 | 8.90 | 50.56 |
| 40111 LONDONPRIDELCL | GAL | 42.00 | -13.00 | 2.70 | 10.44 | 10.44 | 42.00 |
| Group 5 Description PACKAGEDBEERS & CID | | | Budgeted % GP | 50.00 | | | |
| 58311 BULMERSNO 17 HKN | 568 | 38.77 | -11.23 | 2.60 | 16.04 | 15.92 | 38.31 |

STKAD01

Stocktakers Arms

14/05/2015 10:06PM

Action Desk Items as of 27/04/2013 Stock No 9

Stocktaker: Wilki

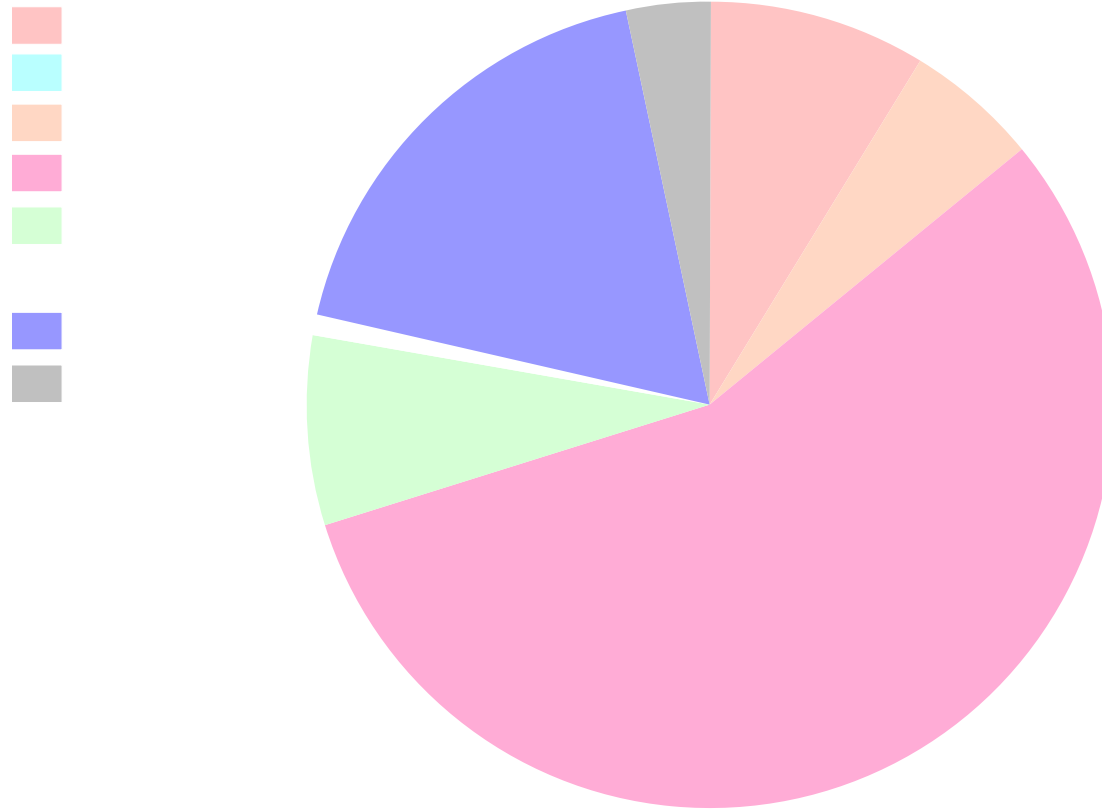
| Item | Description | Size | Actual % GP | Variance | Bar Price | Last | Current | Plan % GP |
|-------|----------------------|----------------|-------------|---------------|-----------|----------------|----------------|-----------|
| | | | | | | Purchase Price | Purchase price | |
| 58211 | BULMERSORIGINALHKN | 568 | 43.97 | -6.03 | 2.60 | 14.57 | 14.57 | 43.96 |
| 50111 | COURAGELIGHTMCW | 275 | 43.23 | -6.77 | 1.55 | 8.80 | 8.80 | 43.23 |
| Group | 6 Description | ALCOPOPS | | Budgeted % GP | 50.00 | | | |
| 62111 | GINGERJOEMCW | 330 | 44.98 | -5.02 | 2.35 | 13.09 | 12.93 | 44.30 |
| Group | 7 Description | MINERALS | | Budgeted % GP | 70.00 | | | |
| 70211 | APPLETISEMCW | 275 | 49.05 | -20.95 | 1.35 | 7.19 | 6.88 | 46.74 |
| 71211 | BRITVICJ20MCW | 275 | 51.76 | -18.24 | 1.35 | 6.84 | 6.50 | 49.33 |
| 73221 | FRUITSHOOTSMCW | 275 | 52.92 | -17.08 | 1.20 | 5.89 | 5.65 | 50.92 |
| 74611 | KICKCAN | 250 | 65.06 | -4.94 | 1.60 | 5.90 | 5.59 | 63.13 |
| 75411 | PEPSICOLACAN | 330 | 64.07 | -5.93 | 1.15 | 4.29 | 3.90 | 62.70 |
| 75811 | TANGOCAN | 330 | 64.94 | -5.06 | 1.15 | 4.29 | 3.89 | 62.70 |
| Group | 8 Description | CRISPS,NUTSETC | | Budgeted % GP | 30.00 | | | |
| 85121 | CASHEWNUTS40G | TEN | 25.14 | -4.86 | 0.70 | 4.70 | 4.37 | 19.43 |
| 81611 | CRISPSWALKERSMAX50G | TEN | 7.63 | -22.37 | 0.60 | 4.75 | 4.62 | 5.00 |
| 81501 | CRISPSWALKERSRIDGES | DOZ | 8.48 | -21.52 | 0.60 | 4.50 | 5.49 | 25.00 |
| 81811 | DORITOS40G | TEN | 22.00 | -8.00 | 0.60 | 5.06 | 3.90 | -1.54 |
| 85411 | FLAVOUREDNUSTNBYS40G | TEN | 23.91 | -6.09 | 0.70 | 4.70 | 4.27 | 19.43 |
| 81941 | MONSTERMUNCH40G | TEN | 1.38 | -28.62 | 0.60 | 4.93 | 4.93 | 1.40 |
| 82211 | PORKSCRATCHINGS | DOZ | 11.71 | -18.29 | 0.65 | 5.74 | 5.74 | 11.69 |

Stocktaker: Wilki

From: 27/04/2013 to 1/01/2014 No Days 249 Stock No: 9

Sales Group Sales Takings % Contribution Sales Group Percentage Contribution Pie Chart

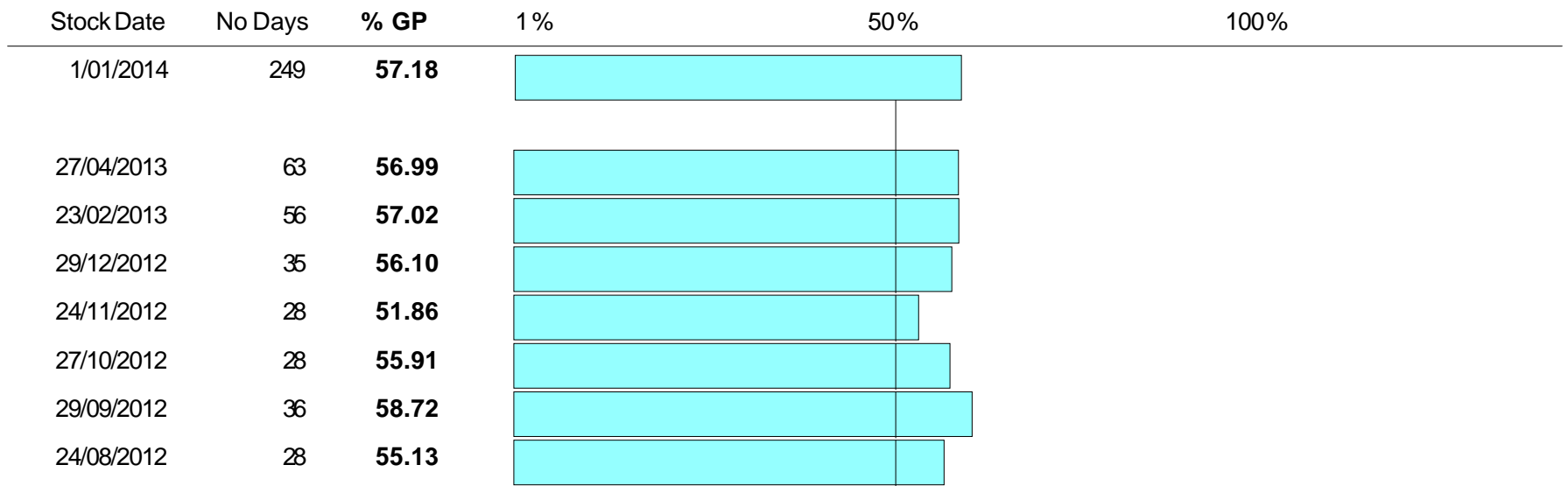
| | | |
|----------------------|----------|-------|
| SPIRITS | 1144.12 | 8.74 |
| FORTIFIED WINES | 28.90 | 0.22 |
| TABLE WINES | 700.56 | 5.35 |
| DRAUGHT BEER & CIDER | 7286.80 | 55.69 |
| PACKAGED BEERS & CID | 985.80 | 7.53 |
| ALCOPOPS | 142.25 | 1.09 |
| MINERALS | 2351.20 | 17.97 |
| CRISPS, NUTS ETC | 446.00 | 3.41 |
| Total Takings: | 13085.63 | |



Stocktaker: Wilki

Gross Profit Bar Graph

From: 27/04/2013 to 1/01/2014 No Days 249



14/05/2015 10:06PM

Stocktakers Arms

Stocktaker:

Surplus and Deficit Analysis Report

| Stock Date | Days | Act Takings Incl Tax | Act Takings Excl Tax | From Gross Profit | 27/04/2013 | to | 1/01/2014 | No Days | Surplus / Deficit | | Deficit | Surplus |
|------------|------|-------------------------|-------------------------|----------------------|-------------------|----------------|----------------|--------------|-------------------|--|---------|---------|
| | | | | | Estimated GP % | Actual GP % | Value | % | | | | |
| 1/01/2014 | 249 | 13,579.80 | 11,316.50 | 7,765.32 | 55.85 | 57.18 | 409.48 | 3.02 | | | | |
| 27/04/2013 | 63 | 26,061.54 | 21,717.95 | 14,851.63 | 57.47 | 56.99 | -293.12 | -1.11 | | | | |
| 23/02/2013 | 56 | 29,939.56 | 24,949.63 | 17,070.10 | 57.15 | 57.02 | -94.59 | -0.31 | | | | |
| 29/12/2012 | 35 | 13,713.86 | 11,428.22 | 7,694.07 | 56.51 | 56.10 | -126.60 | -0.91 | | | | |
| 24/11/2012 | 28 | 14,923.72 | 12,436.43 | 7,740.14 | 52.30 | 51.86 | -136.08 | -0.90 | | | | |
| 27/10/2012 | 28 | 13,777.00 | 11,480.83 | 7,702.67 | 55.81 | 55.91 | 30.66 | 0.22 | | | | |
| 29/09/2012 | 36 | 16,702.23 | 13,918.53 | 9,806.84 | 58.29 | 58.72 | 170.74 | 1.03 | | | | |
| 24/08/2012 | 28 | 10,540.80 | 8,784.00 | 5,810.94 | 54.78 | 55.13 | 81.69 | 0.78 | | | | |

Stocktaker: Wilki

Average Weekly Takings Analysis Report

From 27/04/2013 to 1/01/2014 No Days 249

| Last Date | Stock Date | Days | Act Takings | | | Average Weekly Figures | | |
|------------|------------|------|-------------|-----------|------------------|------------------------|-------------------|------------------|
| | | | Incl Tax | Excl Tax | Gross Profit | Takings (Inc Tax) | Takings (Exc Tax) | Profit (Exc Tax) |
| 27/04/2013 | 1/01/2014 | 249 | 13,579.80 | 11,316.50 | 6,471.10 | 381.76 | 318.13 | 181.92 |
| 23/02/2013 | 27/04/2013 | 63 | 26,061.54 | 21,717.95 | 12,376.36 | 2895.73 | 2413.11 | 1375.15 |
| 29/12/2012 | 23/02/2013 | 56 | 29,939.56 | 24,949.63 | 14,225.08 | 3742.45 | 3118.70 | 1778.13 |
| 24/11/2012 | 29/12/2012 | 35 | 13,713.86 | 11,428.22 | 6,411.73 | 2742.77 | 2285.64 | 1282.35 |
| 27/10/2012 | 24/11/2012 | 28 | 14,923.72 | 12,436.43 | 6,450.11 | 3730.93 | 3109.11 | 1612.53 |
| 29/09/2012 | 27/10/2012 | 28 | 13,777.00 | 11,480.83 | 6,418.89 | 3444.25 | 2870.21 | 1604.72 |
| 24/08/2012 | 29/09/2012 | 36 | 16,702.23 | 13,918.53 | 8,172.37 | 3247.66 | 2706.38 | 1589.07 |
| 27/07/2012 | 24/08/2012 | 28 | 10,540.80 | 8,784.00 | 4,842.45 | 2635.20 | 2196.00 | 1210.61 |