

# Sample Bar

19/10/2018 to 02/11/2018  
14 Days



## Group Variance

Group	Variance Units	At Cost	At Retail	%
Draught	58 Pint	114.61	259.94	1.3%
Spirits	-35 Shot	-20.91	-117.37	-4.6%
Bottle Beer	-27 Btl	-47.24	-142.53	-6.7%
Minerals	-57 Btl	-27.22	-158.20	-5.1%
Qtr Bottles	-11 Btl	-20.96	-75.75	-21.5%
Wines	-5 Btl	-26.04	-102.94	-1.3%
Champagne	0 Btl	0.00	0.00	0.0%
Large Minerals	0 Dash	0.00	0.00	0.0%
Pub Snacks	-55 Pack	-20.73	-75.53	-24.2%
Total		-€48.48	-€412.39	-1.2%
Open Button			37.00	
<b>Total Variance</b>			<b>-€375.39</b>	<b>-1.1%</b>

# Sample Bar

19/10/2018 to 02/11/2018  
14 Days



## GP Report

		<u>Deductions @ Cost</u>	
Opening Stock	9492.12	Waste	58.90
+ Purchases	11804.51	Trays	43.82
- Returns	0.00	Lines	89.22
	<u>21296.63</u>	Comps	24.00
- Closing Stock	10261.09	Kitchen	112.89
Cost of Stock Used	€11,035.54	Comp Dash	48.58
		<u>Total</u>	<u>377.41</u>

Sales	€35,724.30	Achievable Profit (Adj)	€18,386.02
Ex VAT	€29,044.15		
Profit	€18,008.61		

<b>% Gross Profit</b>	<b>62.00%</b>	<b>Achievable (Adjustments)</b>	<b>63.30%</b>
<b>Before FOC</b>	<b>61.52%</b>		

Historical Summary	02/11/2018	19/10/2018	05/10/2018	21/09/2018	07/09/2018	24/08/2018
Sales inc VAT	€35,724.30	€32,366.20	€22,454.60	€21,434.42	€19,233.90	€29,956.75
Av Weekly Sales	€17,862.15	€7,080.11	€5,070.39	€5,173.83	€4,642.67	€4,368.69
%GP Actual	62.0%	60.3%	58.7%	62.7%	60.1%	59.6%
%GP Before FOCs	61.5%	59.8%	58.5%	62.1%	59.5%	58.9%
Variance @ Retail	-€375.39	-€323.83	-€907.49	€132.93	-€316.08	-€1,037.55
Variance @ Cost	-€48.48	-€56.73	-€277.28	€69.01	-€144.95	-€305.79
Variance % Retail	-1.2%	-1.0%	-4.1%	0.4%	-1.6%	-3.7%
Adjustments @ Cost	€377.41	€736.22	€635.78	€214.74	€518.30	€387.19
Adjustments @ Retail	€377.41	€736.22	€635.78	€214.74	€518.30	€1,548.98
Adj as % Turnover	1.1%	2.3%	2.8%	1.0%	2.7%	5.2%

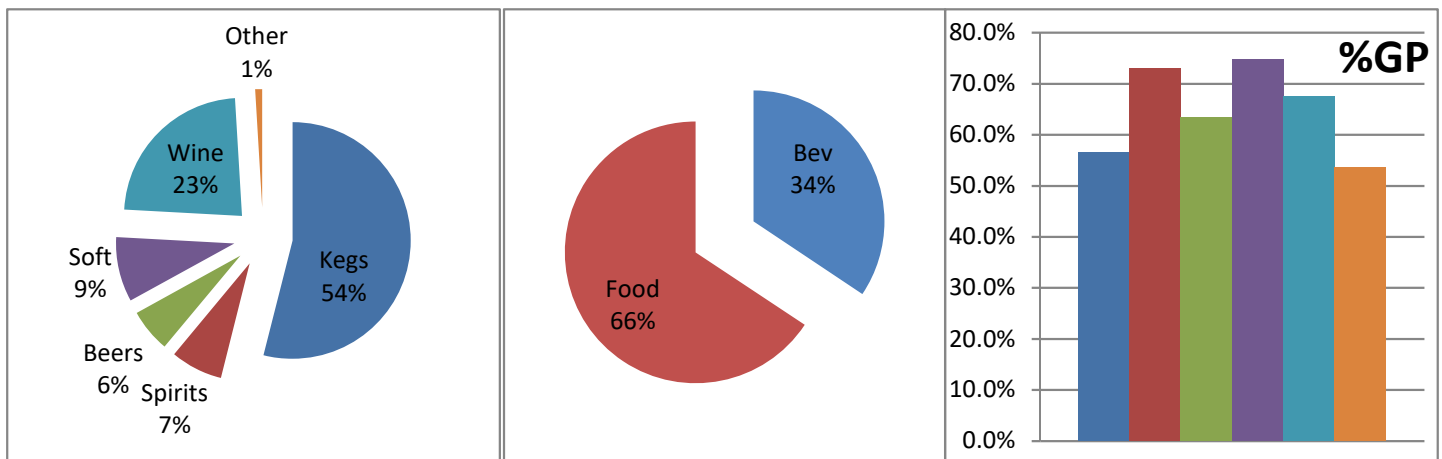
# Sample Bar

19/10/2018 to 02/11/2018  
14 Days



## Group Sales

Group	Sales Units	Sales Inc VAT	Sales Ex VAT	Sales Ex VAT	Profit	Group % Sales	%GP
Draught	4039	19266.70	3602.72	15663.98	8851.04	53.9%	56.5%
Spirits	574	2541.70	475.28	2066.42	1508.34	7.1%	73.0%
Bottle Beer	411	2120.30	396.48	1723.82	1090.63	5.9%	63.3%
Minerals	1150	3114.00	582.29	2531.71	1943.63	8.7%	76.8%
Qtr Bottles	52	352.30	65.88	286.42	166.98	1.0%	58.3%
Wines	295	7813.80	1461.12	6352.68	4307.71	21.9%	67.8%
Champagne	4	108.00	20.20	87.80	59.30	0.3%	67.5%
Large Minerals	59	59.00	11.03	47.97	-14.68	0.2%	-30.6%
Pub Snacks	254	311.50	58.25	253.25	121.44	0.9%	48.0%
Open	8	37.00	6.92	30.08	30.08	0.1%	
<b>Totals</b>	<b>6846</b>	<b>35724.30</b>	<b>6680.15</b>	<b>29044.15</b>	<b>18064.47</b>	<b>100.0%</b>	<b>62.2%</b>



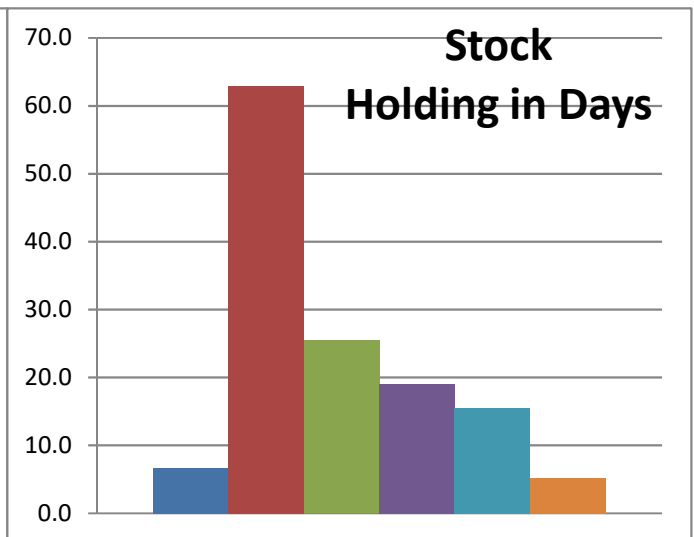
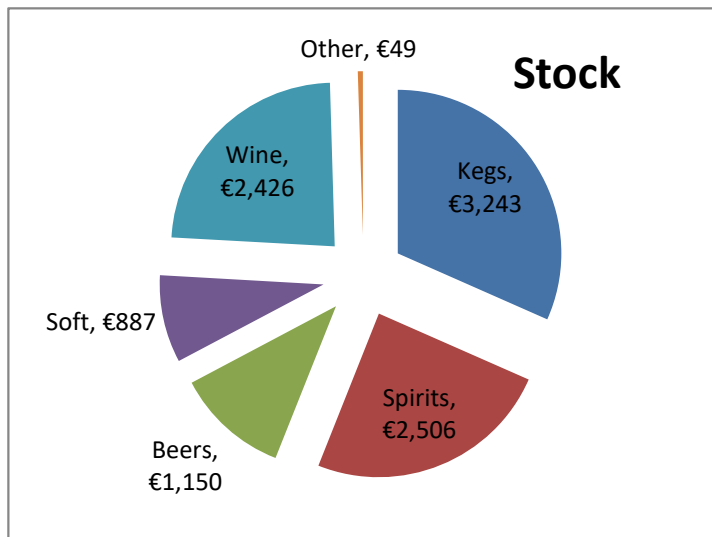
# Sample Bar

19/10/2018 to 02/11/2018  
14 Days



# Stock Summary

Group	Op Stock	Delivery	Returns	Sales Ex VAT	Profit	Stock Value	Stock Holding in Days
Draught	2350.32	7705.93	0.00	15663.98	8851.04	3243.30	6.7
Spirits	2459.37	604.95	0.00	2066.42	1508.34	2506.23	62.9
Bottle Beer	1379.20	403.84	0.00	1723.82	1090.63	1149.85	25.4
Minerals	737.82	641.20	0.00	2531.71	1943.63	790.94	18.8
Qtr Bottles	117.49	215.00	0.00	286.42	166.98	213.04	25.0
Wines	1889.82	2105.28	0.00	6352.68	4307.71	1950.13	13.4
Champagne	291.25	0.00	0.00	87.80	59.30	262.75	129.1
Large Minerals	143.03	15.85	0.00	47.97	-14.68	96.23	21.5
Pub Snacks	67.96	112.46	0.00	253.25	121.44	48.61	5.2
Open	0.00	0.00	0.00	30.08	30.08	0.00	
<b>Total</b>	<b>9436.26</b>	<b>11804.51</b>	<b>0.00</b>	<b>29044.15</b>	<b>18064.47</b>	<b>10261.09</b>	<b>13.1</b>



# Sample Bar

19/10/2018 to 02/11/2018  
14 Days



# Supplier Summary

Supplier	No Dkts	Btl/Case		Units Return	Cost Return	FOCs	Total Cost
		Qty	Cost				
Diageo	4	33	4449.58	0	0.00	0.00	4449.58
Heineken	4	17	2702.35	0	0.00	0.00	2702.35
Counter Point	3	84	1499.40	0	0.00	21.96	1477.44
Comans	2	37	1447.00	0	0.00	72.00	1375.00
Wines Direct	1	7	505.28	0	0.00	0.00	505.28
Value Centre	5	19	434.58	0	0.00	0.00	434.58
Dublin Blue	1	1	89.00	0	0.00	0.00	89.00
Bonac24 Gin	1	6	196.80	0	0.00	0.00	196.80
Spot Prize	0	0	0.00	0	0.00	0.00	0.00
Wicklow Wolf	1	1	155.00	0	0.00	0.00	155.00
Other Source	1	10	157.07	0	0.00	47.60	109.47
Alpha Beer	2	2	310.00	0	0.00	0.00	310.00
Swapped	0	0	0.00	0	0.00	0.00	0.00
<b>Total</b>	<b>25</b>	<b>217</b>	<b>11946.07</b>	<b>0</b>	<b>0.00</b>	<b>141.56</b>	<b>€11,804.51</b>

Top Ten Variances by Retail		Top Ten Variance by Units		Top Ten Sellers by Retail		Top Ten Stock by Cost	
House Wine	-138.81	Nuts (50)	-33	Guinness	10229.60	Heineken	1005.30
Prosecco 20L	-88.55	Chocolate (48)	-27	House Wine	6145.30	Heineken 50L	598.15
Dublin Blue	-82.65	Ballygowan	-22	Heineken 50L	3822.80	Budweiser	379.95
Ballygowan	-59.40	Splits	-19	Coors 50L	2168.40	Guinness	362.40
Bulmer Pint Btl (	-58.93	Dublin Blue	-17	Splits	1765.80	Smith 50L	279.18
Irish 1Ltr	-56.31	Prosecco 20L	-13	Craft Beers 50L	1077.00	Vega del Rayo	260.00
Coors 50L	-55.03	Baby Mixers (24	-13	Bulmer Pint Btl (	1033.90	7up	213.04
Splits	-51.30	Irish 1Ltr	-13	Budweiser	690.80	Ginraw Gin	204.62
Chocolate (48)	-37.85	Port 75cl	-11	Irish 1Ltr	667.30	Ramozotti	202.03
Orchard Th Pt B'	-37.80	Coors 50L	-11	Smithwicks	659.30	Smithwicks	199.32