



Audit Report

Sample (113)

Audit No. 3/3

Start date 17-Aug-17

End date 29-Sep-17

Days 44

WET RESULT

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ACTION POINTS

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- Monitor & Record the allowances and wastage on daily basis.
- Look into the Cask Widget system for the Real Ale.
- Cellar Service Line Cleaning every 3 weeks could save money.
- Any purchases from Petty Cash etc., please record the sizes of the bottles and product.

## RESULT, SURPLUS/DEFICIT

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Today's Stockholding value is £4,777.77 from £4,333.31
 The result noted a surplus of +£718.64 or +2.92% (+£16.33 per day).

SALES PER DAY INCREASE/DECREASE

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Average daily sales are £559.89 over 44 days from £614.07 over 31 days.

## GP, INCREASE/DECREASE

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The current GP is 50.47% and 53.95% including the allowances.

YIELD, INCREASE/DECREASE

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Current yield is 96.06% and is over the recommended 95%

## ALLOWANCES, VALUE & PERCENTAGE

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Allowances are £1,729.89 or 6.75% and just over the recommended 5%.

STOCKHOLDING DAYS, INCREASE/DECREASE

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Stockholding for period is a little high at 21 days. I recommend stockholding not exceed 14 days due to the weekly deliveries.

## SUMMARY

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Today's result noted a surplus of +£718.64, this can be accounted for with the surplus on Draught Products due to Shandy's etc. The overall Draught surplus was +£585.38 and Lemonade showed a deficit of -£170.74.

I would recommend setting up Shandy buttons thus enabling a more accurate result. There have also been several Price Changes since the last stocktake.

Now that deliveries/invoices have been seen all 'Product Costs' and 'Selling Prices' have been updated and will continue to be updated.

A till check has been completed to show Line by Line product variances and average prices have been used from this to achieve an accurate result.

Several of the key variances to note were as follow;-

Gordons +£60.00 (20 shots), Malibu -£36.60 (12.2 shots), Wine +£44.33 (2.7 bottles), Carling +£296.00 (74 pints) this is due to Shandy's, -£19.60 bottled Beers, -£127.79 Cordials, however Staff Drinks and Free Cordial has been estimated this period.

Other Variances included -£129.13 Minerals and +£76.00 on Snacks.

Therefore we could be missing a JTS delivery/invoice for Snack purchases within the period.

The total sales have been taken from the till of £25,164.80, however these include Tea & Coffee sales of £529.80, therefore an adjustment has been made on Bar Takings to this value.

Total Bar Takings was £24,635.00.

Average daily sales are £559.89, with 63.53% of all sales coming from Draught Products.

The Draught GP is currently 45.39% and the site has been helped with Wine Sales of 11.65% and a GP of 60.44%, Spirits 4.80% of sales and GP of 79.20%.

Line Cleaning is completed every fortnight/3 weeks and 'Change of Barrel ' and 'Barrel Ends' have been accounted for within the stock period.

I would recommend looking into a professional Line Cleaning company that will perform the cleans every 3 weeks. The company that I recommend is 'Cellar Services' and should be able to give you a quote for services on 01685 382662.

The yield is slightly high at 96.06% due to the surplus noted.

Wadsworth. Petty Cash & JTS Invoices have been seen and processed this period for Wet goods. Please ensure all invoices are retained for a stock period.

All 'Cost Prices' have been obtained from the supplier invoices retained and presented.

All 'Selling Prices' have been implemented and projected GP's noted, however these will need to be updated at future visits.

Tea and Coffee products have been accounted for within the 'Dry' count, thus enabling a more accurate GP on the 'Wet' side for potential future visits.

The results have been compiled based on the information provided on the day from the Proprietor and Tills. The next stocktake is provisionally booked in for Friday 24th November and will be a '2 monthly' stocktake.

Kind Regards and thank you for your continued support with Prestige!!

Arron

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