



Audit No. 2 Start date 04-Oct-10 End date 31-Oct-10 Days 28

The result of this audit is a surplus of £896.50 (or 1.87% of sales). The gross profit is 53.74%

Please note the following:

1. The fact that you charge a premium price on a Friday & Saturday after 11pm results on a promotions surcharge of £432.13 for this audit. (see Allowances @ retail)

2. The dropped bottle of house vodka has been treated a "Stock Write off" (see allowances @ Retail)

3. The draught beer surplus (435.25 pints) equates to just less than 1oz per pint. This is a good target to aim for. You should consider that every pint (20oz) served is actually only 19oz of stock product. [If you have achieved this threshold your surplus would have been 505 pints.

4. Line cleaning

I suggest that you consider a 10 day line cleaning regime. This would save you 15.5 cleans per annum. Each clean currently cost £12 wages and a further £57 approx. in cost price beer. Your annual saving would therefore be approx £1070. I believe this would be achieved without any detriment to the quality of the beer that you serve.

5. Bottled beers

You have lost 12 bottles over the 28 day audit period. Whilst you will be disappointed, you have sold 2363 bottles during the period. The largest losses are Budweiser (-5) and WKD and Kopparberg (both -4).

6. Spirits, Liqueurs & Fortified

Overall the result is excellent. Please remember that you will always lose stock when dispensing stock freepour. Overall you have lost 36.5 measures from a sale of 6169 measures (0.59%). The largest stock losses are: Bacardi -5, Jagermeister -7, Amaretto -7

Wines

A good result. Perhaps some cross ringing has occurred between house wine and hardys wines. (3.0 v -3.3). Draught wines are short by almost 2L. Perhaps glasses are not being carefully measured?

8. Packaged Soft Drinks

A good result. 7x Red Bull/Vk missing plus 1x Baby Mixer.

9. Post Mix / Cordials / Carton Fruit Juices

Overall a very encouraging result. Your training session to make your staff aware about the importance of recording staff drinks and charging for measures of cordial seem to have paid off. Well Done.

10. Tobacco

Only 1 x Castella missing

11. Snacks

7 items missing (from a sale of 498 items) - who is eating the Crisps?

Please call me to discuss any of the above at any time.

The next audit will be on Sunday 28th November.

Kind regards

John Anderson

ANDERSON STOCKTAKING

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Signed _____