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# REPORT

**Business  
Management Reports  
for  
Ruckus Client**

**24 February 2022  
to: 31 March 2022**



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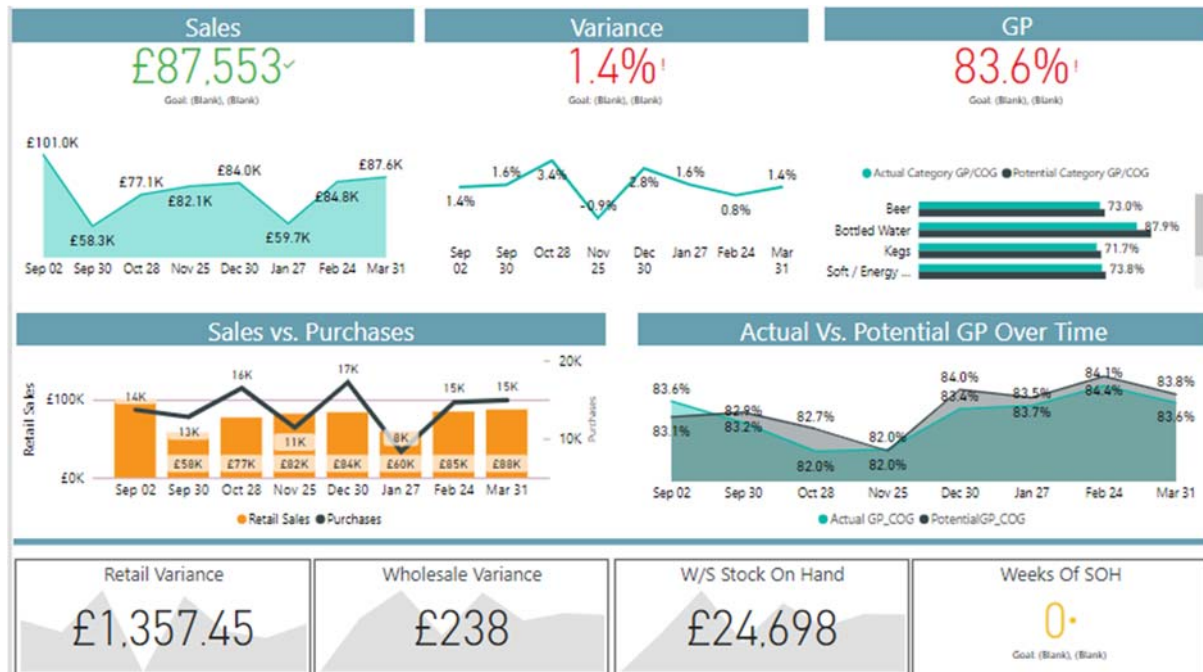
**Tel:**

**Fax:**

Dear Ruckus Client,

We have you showing a variance of -1.4% (worth £1,357.45 at retail and £238 at cost) and a GP of 83.6% - potential of 83.8% if the variance was zero.

### FINANCIALS:



### ANALYSIS:

- Your top 10 selling products accounted for 71.5% of sales this period – have the margins been optimised on them recently? Any in the remaining 79 brands that are not moving?
- Bottles beers are showing a variance of 55 cans out of 590 cans sold or 9% of sales – over a case of Heineken and 17 cans of Camden Pale are missing. Perhaps running line checks on these two products before the next audit?
- Draught running at a 7% deficit - 166 pints unaccounted for over 2175 sold - the Orchard Pig Cider missing one in 3 pints, was there a problem with this product over the last week? The kegs are the largest contributor to the unknown variance this week (Variance by Category report)
- Red Bull - 70 cans are missing from 738 cans sold – any idea where they are going?
- Red wine down 39% (3 bottles out of 6 sold) and sparkling with 4 out of 41 concerning given the relative low number of sales. White wine almost spot on, rose missing half a bottle.
- Spirits accounted for 81% of your sales mix (in 4% cocktails) with a surplus of 47 shots from 17,502 shots sold. On the face of it, a good result but if you dig in to the detail, you can see that your shots (Jager, tequila and sambuca) are all showing surpluses, on account the size of your shot glasses, which is masking losses in rum and bourbon among others. Your house gin and vodka both performed well, zero variance with over 8000 shots poured between them.

### SUMMARY:

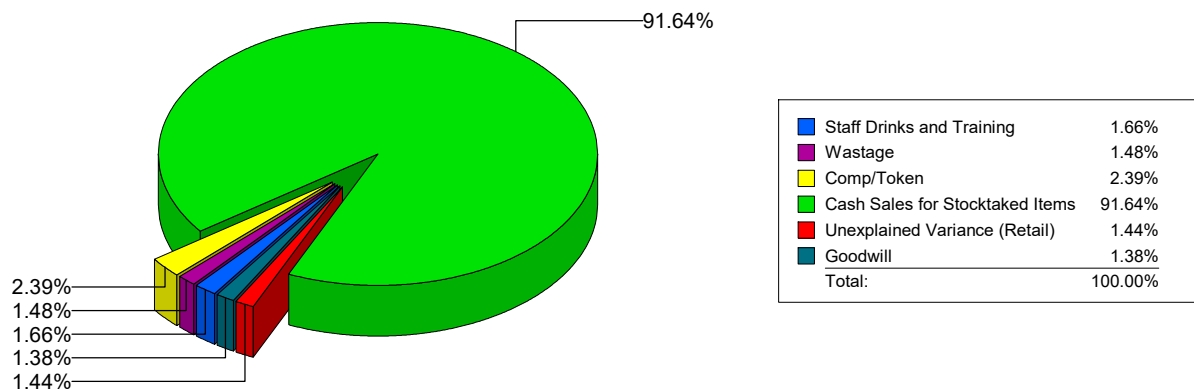
Overall, a solid result in some areas, however, there are improvements to be made in the draught and canned beers and I would recommend looking closely at your bourbon and rum categories, are staff adhering to recipes here or overpouring?

# OPERATIONS SUMMARY REPORT

Ruckus Client

## Summary of Stock Usage

February 24, 2022 - March 31, 2022



Stock Usage:	Value	Budget %	Actual %	Status
Cash Sales for Stocktaked Items	87,553*	96.0%	91.6%	<b>ALERT</b>
Staff Drinks and Training	1,590	1.0%	1.7%	<b>ALERT</b>
Wastage	1,412	1.0%	1.5%	<b>ALERT</b>
Comp/Token	2,284	1.0%	2.4%	<b>ALERT</b>
Goodwill	1,323	1.0%	1.4%	<b>ALERT</b>
Unexplained Variance (Retail)	1,374	0.0%	1.4%	<b>ALERT</b>
<b>Total Retail Value of Stock Depleted:</b>	<b>£95,536</b>			

**Your Variance Percentage to Depletion is: 1.4%**

\* Note that this sales figure only includes sales for items that have been stocktaked. For example, postmix/juices sales are typically NOT included.

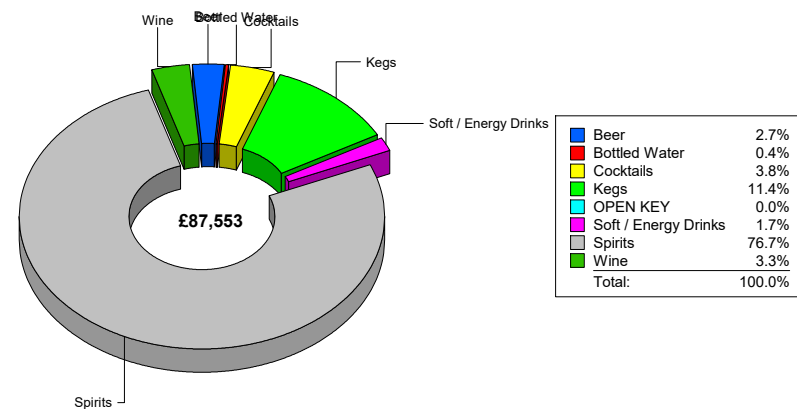
Gross Margin Analysis	Without Variance	With Variance
Total Sales Rung Up	£87,552.83	£87,552.83
Cost of Sales (exclusive of non stocktaked items)	£14,161.75	£14,395.44
Cost of Sales%	16.2%	16.4%
Gross Profit for Stocktaked Items	£73,391.08	£73,157.40
Gross Profit %	83.8%	83.6%
<b>Wholesale Cost of Variance:</b>		<b>£233.68</b>

# SALES MIX BY BAR

## Ruckus Client

### 04 - First Floor Bar

Beer	£2,389	3%
Bottled Water	£344	0%
Cocktails	£3,288	4%
Kegs	£9,992	11%
Soft / Energy Drinks	£1,524	2%
Spirits	£67,138	77%
Wine	£2,878	3%

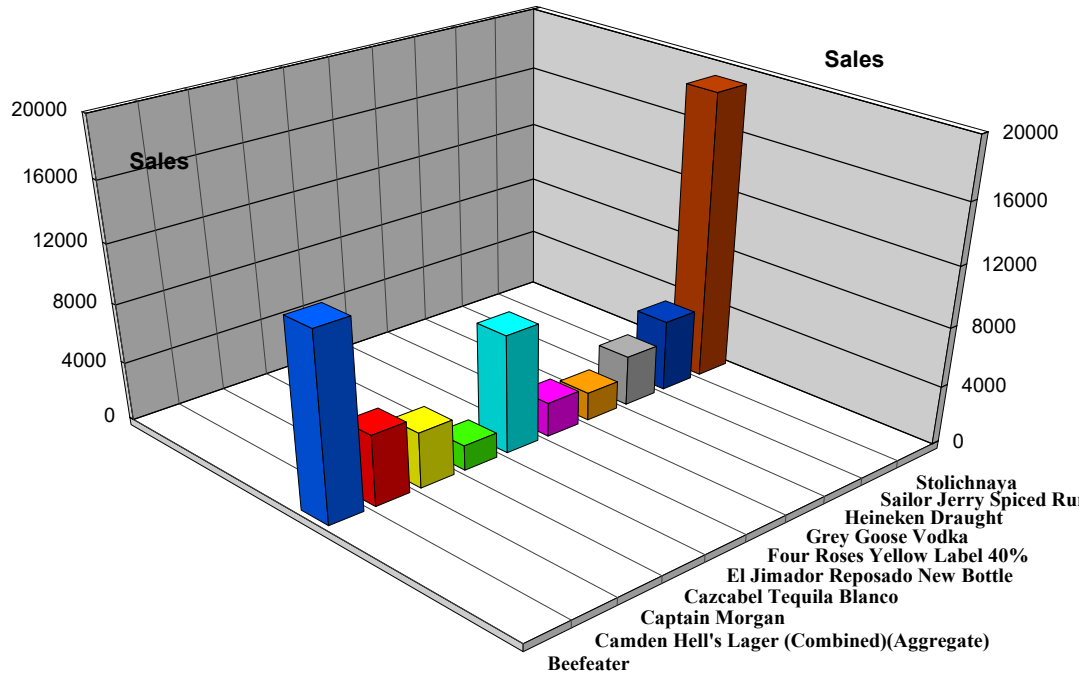


<b>£87,553</b>	<b>100%</b>
<b>£87,553</b>	

# TOP 10 BREAKDOWN

Ruckus Client

## Top 10 Sellers



Product Name	Sales	Sales %	Unexplained Variance%	Pot GP%	Act GP%	Variance Cost	Variance Retail
Stolichnaya	£19,202.79	21.9%	-0.3%	88.8%	88.8%	£-7.02	£-63.00
Beefeater	£12,604.15	14.4%	-0.4%	88.7%	88.7%	£-5.37	£-46.20
El Jimador Reposado New Bottle	£8,038.16	9.2%	-2.3%	84.0%	83.6%	£-30.50	£-183.00
Sailor Jerry Spiced Rum	£4,836.66	5.5%	-5.8%	86.3%	85.5%	£-40.28	£-297.93
Camden Hell's Lager (Combined)(Aggregate)	£4,818.25	5.5%	0 %		0 %	£0	£0
Captain Morgan	£3,768.74	4.3%	0.6%	88.2%	88.3%	£2.68	£22.20
Heineken Draught	£3,402.71	3.9%	-5.1%	77.1%	75.8%	£-41.70	£-167.54
Four Roses Yellow Label 40%	£2,336.58	2.7%	-12.7%	86.3%	84.3%	£-46.87	£-312.45
Grey Goose Vodka	£1,913.67	2.2%	-0.7%	80.5%	80.4%	£-2.48	£-10.63
Cazcabel Tequila Blanco	£1,696.23	1.9%	100.0%	83.1%	95.0%	£202.79	£899.25
<b>Top 10 Products:</b>	<b>£62,618</b>	<b>71.5%</b>					

**All Other Sales From 79 Products: 28.5 % \***

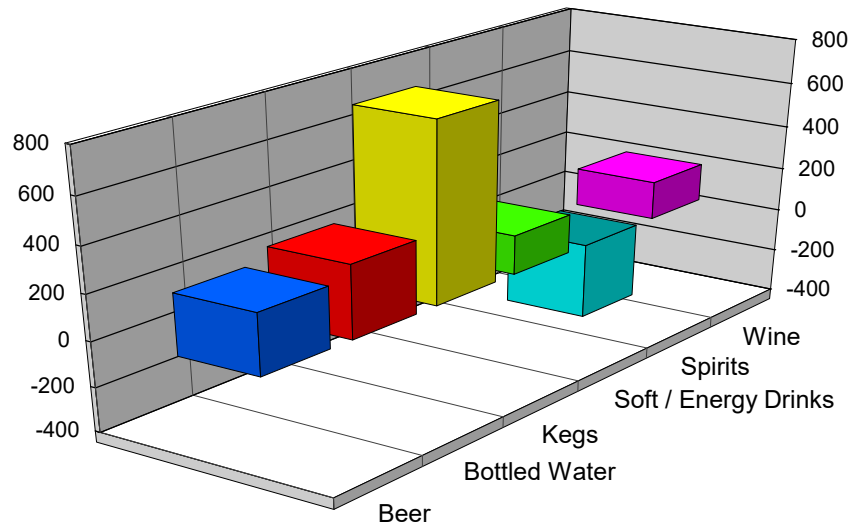
\* Note that the total sales figure is the total sales rung up in the operations summary report.

# VARIANCE BY CATEGORY

Ruckus Client

Based on Sales Data from: 24 February 2022 to 31 March 2022

## Variance Summary At Retail Value (£)



Product Category	Variance (Units)	Variance at Cost	Variance at Retail	Variance (%)	Potential GP%	Actual GP%
<b>Beer</b>						
Bottled Beer(Bottle)	-55	-£57.48	-£264.31	-9%	75.0%	72.5%
	<b>-55</b>	<b>-£57.48</b>	<b>-£264.31</b>	<b>-9%</b>	<b>75.0%</b>	<b>72.5%</b>
<b>Bottled Water</b>						
Bottled Water(Bottle)	-153	-£44.38	-£318.24	-53%	93.6%	80.7%
	<b>-153</b>	<b>-£44.38</b>	<b>-£318.24</b>	<b>-53%</b>	<b>93.6%</b>	<b>80.7%</b>
<b>Kegs</b>						
Kegs(Pint)	-166	-£196.38	-£787.50	-7%	73.5%	71.5%
	<b>-166</b>	<b>-£196.38</b>	<b>-£787.50</b>	<b>-7%</b>	<b>73.5%</b>	<b>71.5%</b>
<b>Soft / Energy Drinks</b>						
Energy Drinks(Can)	-70	-£60.62	-£174.17	-9%	75.4%	73.0%
	<b>-70</b>	<b>-£60.62</b>	<b>-£174.17</b>	<b>-9%</b>	<b>75.4%</b>	<b>73.0%</b>
<b>Spirits</b>						
Aperitif(Shot)	-5	£1.66	-£5.89	-4%	81.6%	82.1%
Bourbon/Rye/Whiskey(Shot)	-93	-£55.33	-£357.62	-10%	85.6%	84.1%
Brandy/Cognac(Shot)	-9	-£7.02	-£37.84	-2%	80.7%	80.2%
Gin(Shot)	-36	-£25.60	-£157.92	-1%	88.4%	88.2%
Irish Whiskey(Shot)	-37	-£21.38	-£137.55	-15%	85.4%	82.9%
Liqueurs(Shot)	87	£35.85	£331.72	10%	85.9%	86.9%

# VARIANCE BY CATEGORY

Product Category	Variance (Units)	Variance at Cost	Variance at Retail	Variance (%)	Potential GP%	Actual GP%
Rum(Shot)	-170	£92.70	£680.90	-6%	86.5%	85.7%
Sambuca(Shot)	40	£16.54	£150.97	23%	89.8%	91.7%
Scotch Whisky(Shot)	-1	£1.76	£5.68	-1%	82.9%	82.5%
Tequila(Shot)	281	£323.47	£1,283.34	11%	83.1%	85.8%
Vodka(Shot)	-12	£5.94	£39.34	0%	88.1%	88.1%
	<b>47</b>	<b>£167.79</b>	<b>£343.31</b>	<b>0%</b>	<b>86.5%</b>	<b>86.8%</b>

## Wine

Red Wines(Bottle)	-3	£14.24	£48.28	-39%	76.7%	61.3%
Rosé Wines(Bottle)	-1	£3.44	£9.59	-16%	71.5%	65.9%
Sparkling Wines(Bottle)	-4	£25.39	£123.57	-8%	64.5%	63.5%
White Wines(Bottle)	0	£0.46	£8.19	3%	85.7%	85.8%
	<b>-7</b>	<b>£42.61</b>	<b>£173.24</b>	<b>-9%</b>	<b>67.6%</b>	<b>66.1%</b>

	WholeSale	Retail
<b>Total Variance BEFORE Open Keys:</b>	<b>-£234</b>	<b>-£1,374</b>
<b>LESS Open Keys* Rung Up:</b>	<b>£0</b>	<b>£0</b>
<b>Total After Open Keys:</b>	<b>-£234</b>	<b>-£1,374</b>

\*Open Keys are typically sales made for which there is no specific key (eg a request by a customer for a specific cocktail not listed on your POS). As a general rule these should be a low percentage of sales and their use should be discouraged.

## Target Gross Profit:

This is the profit percentage based on the full retail price set by the operator for a given item minus the wholesale cost of that item.  $(\text{retail price of an item} - \text{wholesale cost of that item}) / (\text{retail price of that item}) \times 100\%$ . To calculate the gross profit margin for an entire venue all of the individual wholesale costs and retail prices are summed and then entered into the same equation.

## Potential Gross Margin:

Gross margin as it should be. If you were only to deplete exactly the items that were rung into your POS, this is the Gross Profit you would have been able to achieve; a best case scenario for that exact product mix.

$(\text{Retail dollars collect for all items rung into the POS} - \text{Wholesale cost of all goods rung for those items}) / (\text{Retail dollars collected for those items}) \times 100\%$ .

## Actual Gross Margin:

Gross Profits as they are. This is the true and full Gross Margin that was based on the product depleted from your venue in any given time period no matter how it left your venue.

$(\text{Retail dollars collected for all goods rung into the POS} - (\text{Wholesale cost of those goods} + \text{total wholesale value of items unaccounted for})) / (\text{Retail dollars collected for those items}) \times 100\%$

# LIQUOR VARIANCE REPORT

Ruckus Client

143 Albion Rd  
London, London N169JU

Ruckus Client Entire Venue	24-Feb-2022		Incoming		31-Mar-2022		Stock		VARIANCE					
	Open	Bottles	Cases	Bottles	Cases	Open	Bottles	Cases	Depleted	Sales	in Bottles	in mL	Cost £	Retail £

## Full Product Section:

The following products are all reported in full bottles and in the majority of cases the products are only sold by the full bottle. In the case that there are units of product shown in the "open" columns for the stocktake, these figures are shown in the unit size. For example, wine will be shown in the "open" column as glasses of wine.

<b>Beer</b>															
<b>Bottled Beer (Bottles) [-9%]</b>															
**Camden Town Brewery Pale Ale Can	-	124	-	-	-	-	41	-	83.00	66.0	-17.00		-20.49	-85.00	-20
***Heineken Can 330ml	-	408	-	-	29	-	501	8	411.00	377.0	-34.00		-31.88	-161.50	-8
Lucky Saint cans	-	-	2	-	-	-	20	-	28.00	24.0	-4.00		-4.50	-19.00	-14
Old Mout Kiwi & Lime Cans	-	165	2	-	14	-	177	6	88.00	80.0	-8.00		-8.40	-36.64	-9
Old Mout Summer Berries Can	-	-	-	-	-	-	-	-	-	1.0	1.00		1.23	4.58	0
Pistonhead Kustom Lager	-	218	-	-	-	-	183	-	35.00	42.0	7.00		6.56	33.25	20
									<b>645</b>	<b>590</b>	<b>-55</b>		<b>-57</b>	<b>-264</b>	<b>-9</b>
<b>Total for Beer</b>									<b>645</b>	<b>590</b>	<b>-55</b>		<b>-57</b>	<b>-264</b>	<b>-9</b>
<b>Bottled Water</b>															
<b>Bottled Water (Bottles) [-53%]</b>															
**Radnor Hills Still Water	-	113	8	-	8	-	111	4	290.00	137.0	-153.00		-44.38	-318.24	-53
									<b>290</b>	<b>137</b>	<b>-153</b>		<b>-44</b>	<b>-318</b>	<b>-53</b>
<b>Total for Bottled Water</b>									<b>290</b>	<b>137</b>	<b>-153</b>		<b>-44</b>	<b>-318</b>	<b>-53</b>
<b>Soft / Energy Drinks</b>															
<b>Energy Drinks (Cans) [-9%]</b>															
***Red Bull	-	422	14	-	37	-	504	15	782.00	711.3	-70.67		-61.36	-176.68	-9
Red Bull Sugar Free	-	39	-	-	1	-	33	1	6.00	8.0	2.00		1.65	5.00	33
Red Bull Tropical	-	33	3	-	-	-	37	1	20.00	19.0	-1.00		-0.90	-2.50	-5



# LIQUOR VARIANCE REPORT

Ruckus Client Entire Venue	24-Feb-2022			Incoming		31-Mar-2022			Stock		VARIANCE				
	Open	Bottles	Cases	Bottles	Cases	Open	Bottles	Cases	Depleted	Sales	in Bottles	in mL	Cost £	Retail £	%
									808	738	-70		-61	-174	-9
<b>Total for Soft / Energy Drinks</b>									808	738	-70		-61	-174	-9
<b>Wine</b>															
<b>Red Wines (Bottles) [-39%]</b>															
Ca Di Alte Merlot	2.49	17	-	-	-	6.51	14	-	2.06	1.0	-1.03		-5.85	-17.99	-50
Molino Loco Red - Monastrell	8.61	20	-	6	-	17.33	19	-	4.96	3.2	-1.73		-8.39	-30.29	-35
									7	4	-3		-14	-48	-39
<b>Rosé Wines (Bottles) [-16%]</b>															
Terre Di Monteforte Pinot Grigio rose	16.23	15	-	6	-	10.46	19	-	3.35	2.8	-0.55		-3.44	-9.59	-16
									3	3	-1		-3	-10	-16
<b>Sparkling Wines (Bottles) [-8%]</b>															
Ca di Alte Prosecco	10.79	46	-	-	3	2.25	36	-	29.71	26.0	-3.71		-25.39	-123.57	-12
Dom Perignon Brut 2009 - 750ml	-	17	-	-	-	-	16	-	1.00	1.0	-		-	-	0
Krug Brut 2004	-	4	-	-	-	-	4	-	-	-	-		-	-	0
**Moet & Chandon Brut Imperial - 750	-	6	-	-	2	-	11	1	1.00	1.0	-		-	-	0
Perrier Jouet Belle Epoque - 750	-	5	-	-	-	-	5	-	-	-	-		-	-	0
Perrier Jouet Rose	-	23	-	-	-	-	18	-	5.00	5.0	-		-	-	0
Ruinart Brut Rose Champagne	-	6	-	-	-	-	6	-	-	-	-		-	-	0
Taittinger Comte Blanc de Blanc	-	1	-	-	-	-	1	-	-	-	-		-	-	0
Veuve Clicquot Yellow Label Brut NV - 750	-	26	-	-	-	-	18	-	8.00	8.0	-		-	-	0
									45	41	-4		-25	-124	-8
<b>White Wines (Bottles) [3%]</b>															
Cantina di Gambellara Monopolo Pinot Grigio	3.77	11	-	-	2	9.39	19	-	2.69	2.5	-0.19		-1.12	-3.76	-7
**Molino Loco White - Macabeo	16.39	11	-	-	3	5.62	18	-	13.51	14.2	0.65		1.58	11.95	5
									16	17	0		0	8	3
<b>Total for Wine</b>									71	65	-7		-43	-173	-9

# LIQUOR VARIANCE REPORT

Ruckus Client Entire Venue	24-Feb-2022		Incoming		31-Mar-2022		Stock		VARIANCE					
	Open	Bottles	Cases	Bottles	Cases	Open	Bottles	Cases	Depleted	Sales	in Units	in mL	Cost £	Retail £

## Partial Units Section:

### Kegs

#### Kegs (Pints) [-7%]

* **Camden Hell's Lager (Combined)	120.37	7	-	16	-	43.33	8	-	1,095.56	1,019.0	-76.56	-41,340	-93.51	-382.78	-7
Goose Island IPA 30L Steel	55.93	3	-	4	-	81.67	2	-	252.04	237.0	-15.04	-8,120	-22.28	-72.63	-6
Guinness 50L	69.67	-	-	2	-	28.79	1	-	133.48	129.5	-3.98	-2,149	-6.46	-19.90	-3
* **Heineken Draught	41.30	5	-	7	-	106.67	3	-	767.96	729.0	-38.96	-21,040	-41.70	-167.54	-5
* Orchard Pig Reveller	116.90	1	-	1	-	24.47	2	-	92.43	60.8	-31.58	-17,940	-32.42	-144.66	-34
									<b>2,341</b>	<b>2,175</b>	<b>-166</b>	<b>-90,589</b>	<b>-196</b>	<b>-788</b>	<b>-7</b>
<b>Total for Kegs</b>									<b>2,341</b>	<b>2,175</b>	<b>-166</b>	<b>-90,589</b>	<b>-196</b>	<b>-788</b>	<b>-7</b>

### Spirits

#### Aperitif (Shots) [-4%]

Antica Formula	39.12	-	-	1	-	40.61	-	-	38.51	51.0	12.49	312	6.86	56.56	32
Aperol Aperitivo	153.66	-	-	1	-	165.32	-	-	16.34	17.0	0.66	17	0.26	1.93	4
Campari	142.06	-	-	4	-	109.98	3	-	60.07	56.0	-4.07	-102	-2.08	-10.19	-7
Martini Extra Dry	61.09	4	-	-	-	60.15	4	-	0.94	-	-0.94	-23	-0.22	-2.35	-100
Martini Rosso	21.84	-	-	-	-	8.88	-	-	12.96	-	-12.96	-324	-3.16	-51.84	-100
									<b>129</b>	<b>124</b>	<b>-5</b>	<b>-121</b>	<b>2</b>	<b>-6</b>	<b>-4</b>

#### Bourbon/Rye/Whiskey (Shots) [-10%]

Bulleit Bourbon	178.28	-	-	1	-	196.68	-	-	9.60	5.0	-4.60	-115	-3.44	-21.07	-48
* **Four Roses Yellow Label 40%	316.96	37	-	18	-	138.64	38	-	654.32	571.0	-83.32	-2,083	-46.87	-312.45	-13
Jim Beam Honey Bourbon	107.28	-	-	9	-	116.32	3	-	158.96	145.0	-13.96	-349	-8.63	-61.70	-9
* **Maker's Mark Bourbon	167.96	9	-	2	-	144.96	9	-	79.00	69.0	-10.00	-250	-7.68	-41.70	-13
Old Forester 86 Proof 700ml	-	-	-	-	-	-	-	-	-	18.0	18.00	450	10.13	73.44	0
Woodford Reserve Distiller's Select	171.96	-	-	1	-	171.24	-	-	28.72	30.0	1.28	32	1.16	5.86	4
									<b>931</b>	<b>838</b>	<b>-93</b>	<b>-2,315</b>	<b>-55</b>	<b>-358</b>	<b>-10</b>

# LIQUOR VARIANCE REPORT

Ruckus Client Entire Venue	24-Feb-2022			Incoming		31-Mar-2022			Stock		VARIANCE				
	Open	Bottles	Cases	Bottles	Cases	Open	Bottles	Cases	Depleted	Sales	in Units	in mL	Cost £	Retail £	%
<b>Brandy/Cognac (Shots) [-2%]</b>															
Courvoisier VS	153.48	4	-	5	-	159.96	6	-	77.52	70.0	-7.52	-188	-5.51	-31.36	-10
Hennessy Very Special Cognac	151.72	11	-	4	-	136.88	6	-	266.84	265.0	-1.84	-46	-1.84	-8.43	-1
Hennessy XO Cognac	-	3	-	-	-	-	3	-	-	-	-	-	-	-	0
Martell VS Cognac	217.92	3	-	-	-	201.44	3	-	16.48	17.0	0.52	13	0.32	1.95	3
									<b>361</b>	<b>352</b>	<b>-9</b>	<b>-221</b>	<b>-7</b>	<b>-38</b>	<b>-2</b>
<b>Gin (Shots) [-1%]</b>															
Beefeater	399.60	56	4	114	-	228.28	58	4	3,307.32	3,295.0	-12.32	-308	-5.37	-46.20	0
Beefeater Pink	-	-	-	4	-	96.64	-	-	15.36	13.0	-2.36	-59	-1.07	-10.83	-15
Bombay Sapphire	193.24	3	-	1	-	170.48	4	-	22.76	22.0	-0.76	-19	-0.47	-3.17	-3
Brooklyn Small Batch Gin	-	1	-	-	-	-	1	-	-	-	-	-	-	-	0
Gin Mare	120.60	-	-	-	-	120.60	-	-	-	-	-	-	-	-	0
Hendricks Gin	106.88	5	-	1	-	119.48	4	-	43.40	32.0	-11.40	-285	-9.94	-52.21	-26
* ** Hoxton Gunpowder & Rosenip Pink Gin	75.52	1	-	-	-	36.88	1	-	38.64	25.0	-13.64	-341	-13.46	-68.20	-35
Monkey 47 Schwarzwald Dry Gin	119.20	-	-	-	-	92.76	1	-	6.44	8.0	1.56	39	2.42	8.85	24
Plymouth Gin New Bottle	167.60	-	-	-	-	163.04	-	-	4.56	6.0	1.44	36	1.15	6.00	32
Portobello Road No 171 Gin	138.20	1	-	-	-	129.88	1	-	8.32	9.0	0.68	17	0.43	2.84	8
Puerto de Indias Sevillian Gin Premium - Classic	50.12	2	-	-	-	50.12	2	-	-	-	-	-	-	-	0
Puertos de Indias Strawberry Gin	6.72	-	-	-	-	6.72	-	-	-	2.0	2.00	50	1.38	9.16	0
Sipsmith London Dry Gin	138.20	1	-	-	-	127.84	1	-	10.36	10.0	-0.36	-9	-0.31	-1.65	-3
Tanqueray 43.1%	178.84	2	-	-	-	158.24	2	-	20.60	20.0	-0.60	-15	-0.34	-2.50	-3
Tanqueray Ten New Bottle	119.36	3	-	-	-	119.36	3	-	-	-	-	-	-	-	0
Warner Edwards - 700	56.72	3	-	-	-	56.72	3	-	-	-	-	-	-	-	0
									<b>3,478</b>	<b>3,442</b>	<b>-36</b>	<b>-894</b>	<b>-26</b>	<b>-158</b>	<b>-1</b>
<b>Irish Whiskey (Shots) [-15%]</b>															
* Jameson Irish Whiskey	143.20	4	-	7	-	88.52	4	-	250.68	214.0	-36.68	-917	-21.38	-137.55	-15
									<b>251</b>	<b>214</b>	<b>-37</b>	<b>-917</b>	<b>-21</b>	<b>-138</b>	<b>-15</b>

# LIQUOR VARIANCE REPORT

Ruckus Client Entire Venue	24-Feb-2022			Incoming		31-Mar-2022			Stock		VARIANCE				
	Open	Bottles	Cases	Bottles	Cases	Open	Bottles	Cases	Depleted	Sales	in Units	in mL	Cost £	Retail £	%
<b>Liqueurs (Shots) [10%]</b>															
** Amaretto Disaronno	108.95	3	-	13	-	161.56	8	-	171.38	163.0	-8.38	-210	-4.71	-31.43	-5
Bailey's Irish Cream	94.26	1	-	-	-	106.37	-	-	15.89	21.0	5.11	128	2.19	20.44	32
Berentzen Apfel	25.20	3	-	-	-	18.04	3	-	7.16	-	-7.16	-179	-2.31	-26.85	-100
Berentzen Fruit Selection Schnapps	56.04	-	-	-	-	28.04	1	-	-	-	-	-	-	-	0
Chambord	32.69	-	-	-	-	32.69	-	-	-	-	-	-	-	-	0
*** Cointreau	73.76	3	-	1	-	94.04	3	-	7.72	6.0	-1.72	-43	-1.02	-5.73	-22
Frangelico	94.72	2	-	-	-	49.96	3	-	16.76	4.0	-12.76	-319	-5.74	-42.49	-76
** Jagermeister	76.68	23	-	18	-	64.80	19	-	627.88	734.0	106.12	2,653	44.98	397.95	17
Kahlua	103.41	3	-	1	-	83.62	4	-	19.79	23.0	3.21	80	1.28	12.03	16
Midori Melon	35.33	-	-	-	-	32.48	-	-	2.85	4.0	1.15	29	0.55	3.44	40
Pimms No. 1	93.88	2	-	-	-	93.88	2	-	-	-	-	-	-	-	0
Southern Comfort	143.68	5	-	-	-	179.84	3	-	19.84	21.0	1.16	29	0.63	4.35	6
									<b>889</b>	<b>976</b>	<b>87</b>	<b>2,168</b>	<b>36</b>	<b>332</b>	<b>10</b>
<b>Rum (Shots) [-6%]</b>															
Captain Morgan	238.08	34	1	42	-	160.00	50	-	974.08	980.0	5.92	148	2.68	22.20	1
Gosling's Black Seal Black Rum	178.92	-	-	1	-	138.48	2	-	12.44	15.0	2.56	64	1.60	9.60	21
*** Havana Club 3yr	177.12	7	-	-	-	128.71	4	-	132.41	54.0	-78.41	-1,960	-40.61	-294.05	-59
Havana Club 7yr	158.08	3	-	1	-	118.64	4	-	39.44	30.0	-9.44	-236	-6.15	-39.36	-24
Koko Kanu	185.88	3	-	2	-	163.37	1	-	134.51	128.0	-6.51	-163	-3.69	-24.41	-5
*** Sailor Jerry Spiced Rum	161.16	37	-	48	-	233.68	38	-	1,243.48	1,172.0	-71.48	-1,787	-40.28	-297.93	-6
The Kraken Black Spiced Rum	178.56	9	-	-	-	165.32	4	-	153.24	125.0	-28.24	-706	-18.66	-129.34	-18
Wray and Nephew White	122.88	9	-	10	-	148.69	10	-	226.19	242.0	15.81	395	12.41	72.39	7
									<b>2,916</b>	<b>2,746</b>	<b>-170</b>	<b>-4,245</b>	<b>-93</b>	<b>-681</b>	<b>-6</b>
<b>Sambuca (Shots) [23%]</b>															
Luxardo White Sambuca	140.41	4	-	5	-	130.67	3	-	177.74	218.0	40.26	1,006	16.54	150.97	23
									<b>178</b>	<b>218</b>	<b>40</b>	<b>1,006</b>	<b>17</b>	<b>151</b>	<b>23</b>

# LIQUOR VARIANCE REPORT

Ruckus Client Entire Venue	24-Feb-2022		Incoming		31-Mar-2022			Stock		VARIANCE				
	Open Bottles	Cases	Bottles	Cases	Open Bottles	Cases	Depleted	Sales	in Units	in mL	Cost £	Retail £	%	
<b>Scotch Whisky (Shots) [-1%]</b>														
Chivas Regal 18 Year Old	6.00	-	-	-	4.16	-	1.84	2.0	0.16	4	0.12	0.68	9	
Glenfiddich 12 Year Old Scotch Whisky	150.55	-	-	2	181.60	-	24.95	26.0	1.05	26	1.04	5.24	4	
Haig Club	32.36	-	-	-	32.36	-	-	-	-	-	-	-	0	
Johnnie Walker Black Label	187.80	1	-	1	192.81	-	50.99	53.0	2.01	50	1.61	9.22	4	
Laphroaig 10 Year Old Scotch Whisky	137.86	1	-	2	176.02	1	17.84	14.0	-3.84	-96	-4.54	-20.82	-22	
Monkey Shoulder Scotch Whisky	175.87	-	-	-	147.87	1	-	-						
							<b>96</b>	<b>95</b>	<b>-1</b>	<b>-15</b>	<b>-2</b>	<b>-6</b>	<b>-1</b>	
<b>Tequila (Shots) [11%]</b>														
Cazcabel Coffee Liqueur	157.63	17	-	3	81.89	16	187.74	211.0	23.26	582	15.57	87.23	12	
***Cazcabel Tequila Blanco	125.20	3	-	-	-	-	185.20	425.0	239.80	5,995	202.79	899.25	100	
Clase Azul Tequila Reposado 700ml	15.20	-	-	2	57.40	-	13.80	29.0	15.20	380	77.13	190.00	100	
El Jimador Reposado New Bottle	95.32	31	-	90	172.52	37	2,106.80	2,058.0	-48.80	-1,220	-30.50	-183.00	-2	
Jose Cuervo 1800 Blanco Tequila	141.56	2	-	-	82.28	4	3.28	4.0	0.72	18	0.76	3.30	22	
Patron Silver Tequila	106.08	4	-	1	108.12	3	53.96	95.0	41.04	1,026	49.25	239.26	76	
Patron XO Cafe Tequila Liqueur	-	-	-	-	-	-	-	8.0	8.00	200	7.60	40.00	0	
Tequila Rose	119.37	5	-	2	44.32	5	131.05	133.0	1.95	49	0.87	7.30	1	
							<b>2,682</b>	<b>2,963</b>	<b>281</b>	<b>7,029</b>	<b>323</b>	<b>1,283</b>	<b>11</b>	
<b>Vodka (Shots) [0%]</b>														
Absolut Blue	180.64	4	-	-	189.52	2	47.12	55.0	7.88	197	3.91	36.09	17	
Grey Goose Vodka	181.68	6	-	13	138.36	8	351.32	349.0	-2.32	-58	-2.48	-10.63	-1	
Stolichnaya	232.04	68	5	198	155.24	67	5,144.80	5,128.0	-16.80	-420	-7.02	-63.00	0	
Tom of Finland Vodka	92.08	1	-	-	89.72	1	2.36	2.0	-0.36	-9	-0.34	-1.80	-15	
							<b>5,546</b>	<b>5,534</b>	<b>-12</b>	<b>-290</b>	<b>-6</b>	<b>-39</b>	<b>0</b>	
<b>Total for Spirits</b>							<b>17,455</b>	<b>17,502</b>	<b>47</b>	<b>1,186</b>	<b>168</b>	<b>343</b>	<b>0</b>	

# LIQUOR VARIANCE REPORT

Total Variance for Venue	-234	-1,374
less Open Keys for Venue	0	0
<b>Result for Ruckus Client</b>	<b>-234</b>	<b>-1,374</b>



## Information to assist in using this report:

- Reports are usually produced using a weekly, bi-weekly or monthly reporting period.
- Each of the columns of the report show the following detail:
  - The left-most column shows the product name of each product included in the stocktake.
  - The first column of figures shows the open bottles, full bottles and full cases of product that was on hand at the first stocktake date in the reporting period.
  - The second column of figures (titled "Incoming Goods") shows all stock received by the venue during the reporting period.
  - The third column of figures shows the open bottles, full bottles and full cases of product that was on hand at the second stocktake date in the reporting period.
  - The fourth column of figures show stock depleted (i.e. product consumed/sold) during the reporting period compared to the sales rung up during the reporting period.
  - The final four columns of figures display variance information - as units of product, in millilitres and at wholesale cost and retail value.

The variance report shows most data in "units" of product. The following guidelines will help you to interpret the results in the report:

- For packaged product such as bottled beer and RTD's a "unit" is simply one bottle of product.
- For open products, a "unit" is usually the equivalent of one drink
- Displaying results in units means that when there is a variance of, for example, 5 units of a product, this means that the equivalent of 5 drinks are missing.

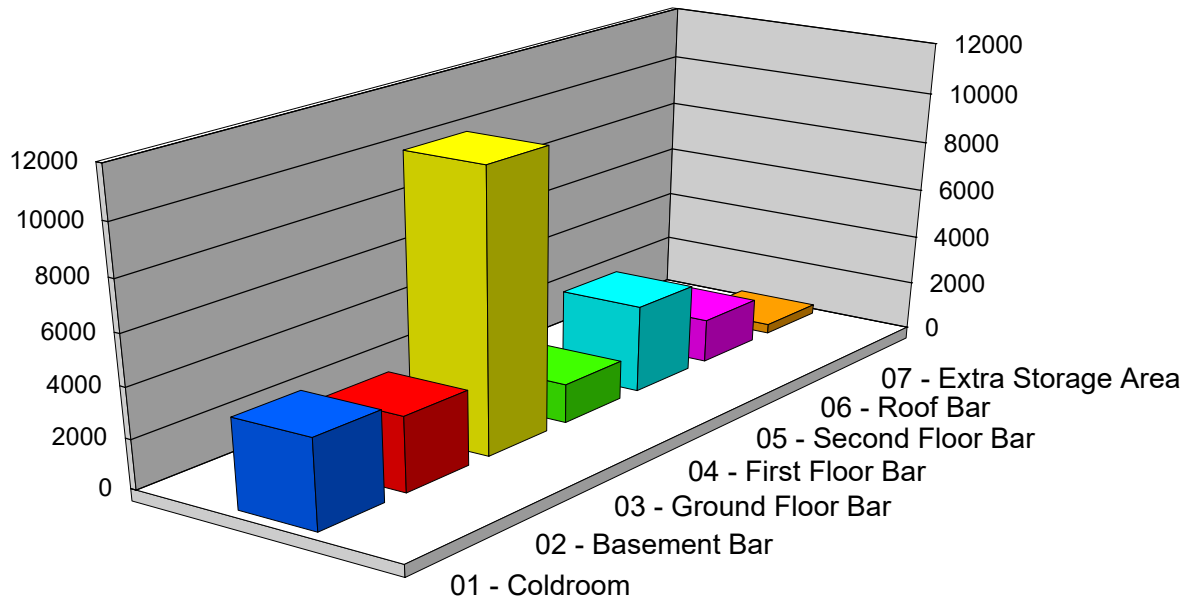
# STOCK ON HAND SUMMARY BY LOCATION

Ruckus Client

31 March 2022

## Stock on Hand by Location

At Cost Value



Stock Location	Cost Value	Retail Value	Gross Margin Potential
01 - Coldroom	£3,588	£19,047	£15,459
02 - Basement Bar	£2,996	£11,014	£8,019
03 - Ground Floor Bar	£11,076	£56,236	£45,160
04 - First Floor Bar	£1,570	£9,838	£8,268
05 - Second Floor Bar	£3,509	£24,238	£20,729
06 - Roof Bar	£1,754	£10,551	£8,797
07 - Extra Storage Area	£383	£1,292	£909
<b>Total for Ruckus Client</b>	<b>£24,875</b>	<b>£132,216</b>	<b>£107,341</b>

# STOCK ON HAND FOR TOTAL VENUE- UNITS

Ruckus Client 31 March 2022

	Open Bottles			Cases	Total Stock
	Vol in mL	As 1/10ths	Full Bottles		

## Beer

### Bottled Beer

Big Drop Uptime Alc Free Can (330ml)	-	-	7	-	7.00
Camden Town Brewery Pale Ale Can (330ml)	-	-	41	-	41.00
Heineken Can 330ml (330ml)	-	-	501	8	693.00
Lucky Saint cans (330ml)	-	-	20	-	20.00
Old Mout Kiwi & Lime Cans (330ml)	-	-	177	6	237.00
Pistonhead Kustom Lager (330ml)	-	-	183	-	183.00

**Total for Beer** **1,181**

## Bottled Water

### Bottled Water

Belu Still Water - 500 (500ml)	-	-	22	4	118.00
Radnor Hills Still Water (500ml)	-	-	111	4	207.00

**Total for Bottled Water** **325**

## Kegs

### Kegs

Camden - Hells 30L (30,000ml)	23,400 mL	0.78	8	-	8.78
Goose Island IPA 30L Steel (30,000ml)	44,100 mL	1.47	2	-	3.47
Guinness 50L (50,000ml)	15,545 mL	0.31	1	-	1.31
Heineken Draught (50,000ml)	57,600 mL	1.15	3	-	4.15
Orchard Pig Reveller (50,000ml)	13,900 mL	0.28	2	-	2.28

**Total for Kegs** **20**

## Soft / Energy Drinks

### Energy Drinks

Red Bull (250ml)	-	-	504	15	864.00
Red Bull Sugar Free (250ml)	-	-	33	1	57.00
Red Bull Tropical (250ml)	-	-	37	1	49.00

### Juices/Purées

Sunpride Apple Juice (1,000ml)	-	-	1	-	1.00
Sunpride Orange Juice (1,000ml)	-	-	2	-	2.00

### Post Mix

D&L Cola (10,000ml)	2,100 mL	0.21	6	-	6.21
D&L Cranberry Post Mix (10,000ml)	4,800 mL	0.48	2	-	2.48
Sunkist Lemonade Post Mix (10,000ml)	721 mL	0.07	6	-	6.07
Sunkist Orange Post Mix (10,000ml)	4,200 mL	0.42	2	-	2.42
Vimto - Gingerbeer 7L (7,000ml)	5,000 mL	0.71	2	-	2.71
Vimto Diet Cola 10L BIB (10,000ml)	2,600 mL	0.26	2	-	2.26
Vimto Tonic Water BiB 10L (10,000ml)	7,400 mL	0.74	5	-	5.74

### Soft Drinks/Non-Alcoholic

Coca Cola Can (330ml)	-	-	-	1	24.00
Old Jamaica Ginger Beer (330ml)	-	-	-	1	24.00
Schweppes Indian Tonic Water (200ml)	-	-	100	10	340.00
Schweppes Soda Water (200ml)	-	-	20	6	164.00



# STOCK ON HAND FOR TOTAL VENUE- UNITS

Ruckus Client 31 March 2022

	Open Bottles			Cases	Total Stock
	Vol in mL	As 1/10ths	Full Bottles		
Sprite Can (330ml)	-	-	22	-	22.00
<b>Syrops/Cordials</b>					
Aqua Riva Agave Syrup (250ml)	-	-	2	-	2.00
Schweppes Lime Cordial (1,000ml)	-	-	16	-	16.00
<b>Total for Soft / Energy Drinks</b>					<b>1,593</b>
<b>Spirits</b>					
<b>Aperitif</b>					
Antica Formula (1,000ml)	1,015 mL	1.02	-	-	1.02
Aperol Aperitivo (700ml)	4,133 mL	5.90	-	-	5.90
Campari (700ml)	2,750 mL	3.93	3	-	6.93
Martini Extra Dry (750ml)	1,504 mL	2.01	4	-	6.00
Martini Rosso (750ml)	222 mL	0.30	-	-	0.30
<b>Bitters</b>					
Angostora Bitters (200ml)	-	-	2	-	2.00
<b>Bourbon/Rye/Whiskey</b>					
Bulleit Bourbon (700ml)	4,917 mL	7.02	-	-	7.03
Four Roses Yellow Label 40% (700ml)	3,466 mL	4.95	38	-	42.95
Jim Beam Honey Bourbon (700ml)	2,908 mL	4.15	3	-	7.14
Maker's Mark Bourbon (700ml)	3,624 mL	5.18	9	-	14.18
Woodford Reserve Distiller's Select (700ml)	4,281 mL	6.12	-	-	6.10
<b>Brandy/Cognac</b>					
Courvoisier VS (700ml)	3,999 mL	5.71	6	-	11.72
Hennessy Very Special Cognac (700ml)	3,422 mL	4.89	6	-	10.89
Hennessy XO Cognac (700ml)	-	-	3	-	3.00
Martell VS Cognac (700ml)	5,036 mL	7.19	3	-	10.19
<b>Gin</b>					
Beefeater (700ml)	5,707 mL	8.15	58	4	90.15
Beefeater Pink (700ml)	2,416 mL	3.45	-	-	3.45
Bombay Sapphire (700ml)	4,262 mL	6.09	4	-	10.09
Brooklyn Small Batch Gin (700ml)	-	-	1	-	1.00
Gin Mare (700ml)	3,032 mL	4.33	-	-	4.33
Hendricks Gin (700ml)	2,987 mL	4.27	4	-	8.26
Hoxton Gunpowder & Rosenip Pink Gin (500ml)	922 mL	1.84	1	-	2.84
Monkey 47 Schwarzwald Dry Gin (500ml)	2,319 mL	4.64	1	-	5.63
Plymouth Gin New Bottle (700ml)	4,076 mL	5.82	-	-	5.82
Portobello Road No 171 Gin (700ml)	3,247 mL	4.64	1	-	5.64
Puerto de Indias Sevillian Gin Premium - Classic (700ml)	1,253 mL	1.79	2	-	3.79
Puertos de Indias Strawberry Gin (700ml)	168 mL	0.24	-	-	0.24
Sipsmith London Dry Gin (700ml)	3,196 mL	4.57	1	-	5.56
Tanqueray 43.1% (700ml)	3,956 mL	5.65	2	-	7.65
Tanqueray Ten New Bottle (1,000ml)	2,984 mL	2.98	3	-	5.98
Warner Edwards - 700 (700ml)	1,418 mL	2.03	3	-	5.03
<b>Irish Whiskey</b>					

# STOCK ON HAND FOR TOTAL VENUE- UNITS

Ruckus Client

31 March 2022

	Open Bottles				Total Stock
	Vol in mL	As 1/10ths	Full Bottles	Cases	
Jameson Irish Whiskey (700ml)	2,213 mL	3.16	4	-	7.16
<b>Liqueurs</b>					
Amaretto Disaronno (700ml)	4,039 mL	5.77	8	-	13.77
Bailey's Irish Cream (700ml)	2,659 mL	3.80	-	-	3.79
Berentzen Apfel (700ml)	451 mL	0.64	3	-	3.64
Berentzen Fruit Selection Schnapps (700ml)	701 mL	1.00	1	-	2.00
Chambord (700ml)	817 mL	1.17	-	-	1.17
Cointreau (700ml)	2,351 mL	3.36	3	-	6.36
Frangelico (700ml)	1,249 mL	1.78	3	-	4.79
Jagermeister (700ml)	1,620 mL	2.31	19	-	21.32
Kahlua (700ml)	2,090 mL	2.99	4	-	6.98
Midori Melon (700ml)	812 mL	1.16	-	-	1.16
Pimms No. 1 (700ml)	2,347 mL	3.35	2	-	5.34
Southern Comfort (700ml)	4,496 mL	6.42	3	-	9.42
<b>Rum</b>					
Captain Morgan (700ml)	4,000 mL	5.71	50	-	55.72
Gosling's Black Seal Black Rum (700ml)	3,462 mL	4.95	2	-	6.94
Havana Club 3yr (700ml)	3,218 mL	4.60	4	-	8.59
Havana Club 7yr (700ml)	2,966 mL	4.24	4	-	8.23
Koko Kanu (700ml)	4,084 mL	5.83	1	-	6.84
Sailor Jerry Spiced Rum (700ml)	5,842 mL	8.35	38	-	46.35
The Kraken Black Spiced Rum (700ml)	4,133 mL	5.90	4	-	9.91
Wray and Nephew White (700ml)	3,717 mL	5.31	10	-	15.31
<b>Sambuca</b>					
Luxardo White Sambuca (700ml)	3,267 mL	4.67	3	-	7.67
<b>Scotch Whisky</b>					
Chivas Regal 18 Year Old (700ml)	104 mL	0.15	-	-	0.15
Glenfiddich 12 Year Old Scotch Whisky (700ml)	4,540 mL	6.49	-	-	6.48
Haig Club (700ml)	809 mL	1.16	-	-	1.16
Johnnie Walker Black Label (700ml)	4,820 mL	6.89	-	-	6.88
Laphroaig 10 Year Old Scotch Whisky (700ml)	4,400 mL	6.29	1	-	7.28
Monkey Shoulder Scotch Whisky (700ml)	3,697 mL	5.28	1	-	6.28
<b>Tequila</b>					
Cazcabel Coffee Liqueur (700ml)	2,047 mL	2.92	16	-	18.93
Clase Azul Tequila Reposado 700ml (700ml)	1,435 mL	2.05	-	-	2.05
El Jimador Reposado New Bottle (700ml)	4,313 mL	6.16	37	1	49.16
Jose Cuervo 1800 Blanco Tequila (700ml)	2,057 mL	2.94	4	-	6.94
Patron Silver Tequila (700ml)	2,703 mL	3.86	3	-	6.86
Tequila Rose (700ml)	1,108 mL	1.58	5	-	6.59
<b>Vodka</b>					
Absolut Blue (700ml)	4,738 mL	6.77	2	-	8.77
Grey Goose Vodka (700ml)	3,459 mL	4.94	8	-	12.94
Stolichnaya (700ml)	3,881 mL	5.54	67	8	120.55
Tom of Finland Vodka (500ml)	2,243 mL	4.49	1	-	5.49

# STOCK ON HAND FOR TOTAL VENUE- UNITS

Ruckus Client					31 March 2022
	Open Bottles			Cases	Total Stock
	Vol in mL	As 1/10ths	Full Bottles		
<b>Total for Spirits</b>					<b>820</b>
<b>Wine</b>					
<b>Red Wines</b>					
Ca Di Alte Merlot (750ml)	1,139 mL	1.52	14	-	<b>15.52</b>
Molino Loco Red - Monastrell (750ml)	3,033 mL	4.04	19	-	<b>23.05</b>
<b>Rosé Wines</b>					
Terre Di Monteforte Pinot Grigio rose (750ml)	1,830 mL	2.44	19	-	<b>21.44</b>
<b>Sparkling Wines</b>					
Ca di Alte Prosecco (750ml)	338 mL	0.45	36	-	<b>36.45</b>
Dom Perignon Brut 2009 - 750ml (750ml)	-	-	16	-	<b>16.00</b>
Krug Brut 2004 (750ml)	-	-	4	-	<b>4.00</b>
Moet & Chandon Brut Imperial - 750 (750ml)	-	-	11	1	<b>17.00</b>
Perrier Jouet Belle Epoque - 750 (750ml)	-	-	5	-	<b>5.00</b>
Perrier Jouet Rose (750ml)	-	-	18	-	<b>18.00</b>
Ruinart Brut Rose Champagne (750ml)	-	-	6	-	<b>6.00</b>
Taittinger Comte Blanc de Blanc (750ml)	-	-	1	-	<b>1.00</b>
Veuve Clicquot Yellow Label Brut NV - 750 (750ml)	-	-	18	-	<b>18.00</b>
<b>White Wines</b>					
Cantina di Gambellara Monopolio Pinot Grigio (750ml)	1,643 mL	2.19	19	-	<b>21.19</b>
Molino Loco White - Macabeo (750ml)	983 mL	1.31	18	-	<b>19.30</b>
<b>Total for Wine</b>					<b>222</b>

# VARIANCE SPOTLIGHT REPORT

Ruckus Client

143 Albion Rd  
London, London N169JU

**VARIANCE SPOTLIGHT FOR : 24 February 2022 to 31 March 2022**

The following products are specific variance concerns occurring in the past week. The variance on these items is considered unacceptable and if you have any information regarding why variance on these products has occurred, please see your manager.



## Camden - Hells 30L

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There are 506.78 Pints of Camden - Hells 30L over, which is equivalent to 9.12 x 30,000 mL Kegs. This variance has a value of £2,533.89.



## Cazcabel Tequila Blanco

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There are 239.80 Shots of Cazcabel Tequila Blanco over, which is equivalent to 11.99 x 500 mL Bottles. This variance has a value of £899.25.



## Cointreau

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There are 1.72 Shots of Cointreau missing, which is equivalent to 0.06 x 700 mL Bottles. This variance has a value of £5.73.



## Four Roses Yellow Label 40%

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There are 83.32 Shots of Four Roses Yellow Label 40% missing, which is equivalent to 2.98 x 700 mL Bottles. This variance has a value of £312.45.

# VARIANCE SPOTLIGHT REPORT



## Havana Club 3yr

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There are 78.41 Shots of Havana Club 3yr missing, which is equivalent to 2.80 x 700 mL Bottles. This variance has a value of £294.05.



## Heineken Can 330ml

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There are 34 Bottles of Heineken Can 330ml missing. This variance has a retail value of £161.50.



## Heineken Draught

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There are 38.96 Pints of Heineken Draught missing, which is equivalent to 0.42 x 50,000 mL Kegs. This variance has a value of £167.54.



## Hoxton Gunpowder & Rosenip Pink Gin

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There are 13.64 Shots of Hoxton Gunpowder & Rosenip Pink Gin missing, which is equivalent to 0.68 x 500 mL Bottles. This variance has a value of £68.20.



## Jameson Irish Whiskey

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There are 36.68 Shots of Jameson Irish Whiskey missing, which is equivalent to 1.31 x 700 mL Bottles. This variance has a value of £137.55.

# VARIANCE SPOTLIGHT REPORT



## Orchard Pig Reveller

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There are 31.58 Pints of Orchard Pig Reveller missing, which is equivalent to 0.36 x 50,000 mL Kegs. This variance has a value of £144.66.



## Red Bull

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There are 71 Cans of Red Bull missing. This variance has a retail value of £176.67.



## Sailor Jerry Spiced Rum

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There are 71.48 Shots of Sailor Jerry Spiced Rum missing, which is equivalent to 2.55 x 700 mL Bottles. This variance has a value of £297.93.