

BULL &amp; BUSH SHEFFIELD

PERIOD 30/03/04 TO 17/05/04

48 DAYS

Section	Days Stock	Target Days	Closing Value	Target Value	Variance Value	% Variance
SPIRITS	54	28	700.51	361.03	339.48	94.0
TABLE WINES	42	28	605.23	407.46	197.77	48.5
DRAUGHT BEER OWN	12	10	246.45	213.29	33.16	15.5
DRAUGHT BEER OTHERS	9	10	575.74	637.69	-61.95	-9.7
PACKAGED BEER	43	21	205.64	99.56	106.08	106.6
PACKAGED CIDER	***	21	18.59	0.69	17.90	2606.5
MINERALS	20	28	308.78	423.28	-114.50	-27.1
TOBACCO	91	28	404.98	124.09	280.89	226.4
CRISPS, NUTS ETC	17	28	57.64	96.40	-38.76	-40.2
CONTAINERS	147	28	72.53	13.84	58.69	424.0

DEWDROP INN HULL

PERIOD 23/03/04 TO 10/05/04

48 DAYS

Section	Days Stock	Target Days	Closing Value	Target Value	Variance Value	% Variance
SPIRITS	148	28	803.28	151.60	651.68	429.9
TABLE WINES	37	28	1085.58	815.68	269.90	33.1
DRAUGHT BEER OWN	11	10	181.69	159.73	21.96	13.7
DRAUGHT BEER OTHERS	10	10	741.70	720.83	20.87	2.9
PACKAGED BEER	50	21	268.42	112.28	156.14	139.1
PACKAGED CIDER	***	21	39.79	1.98	37.81	1907.7
MINERALS	27	28	458.79	477.12	-18.33	-3.8
TOBACCO	127	28	154.54	34.11	120.43	353.1
CRISPS, NUTS ETC	27	28	100.45	103.43	-2.98	-2.9
CONTAINERS	***	28	86.44	-16.52	102.96	-623.2

DOG &amp; DUCK LEEDS

PERIOD 06/05/04 TO 20/05/04

14 DAYS

Section	Days Stock	Target Days	Closing Value	Target Value	Variance Value	% Variance
SPIRITS	104	28	838.44	226.82	611.62	269.6
TABLE WINES	39	28	1660.54	1196.34	464.20	38.8
DRAUGHT BEER OWN	10	10	182.95	191.07	-8.12	-4.3
DRAUGHT BEER OTHERS	10	10	814.59	820.31	-5.72	-0.7
PACKAGED BEER	29	21	263.18	189.21	73.97	39.1
PACKAGED CIDER	***	21	14.09	.	14.09	.
MINERALS	13	28	356.07	795.84	-439.77	-55.3
TOBACCO	64	28	151.54	66.52	85.02	127.8
CRISPS, NUTS ETC	14	28	82.71	161.56	-78.85	-48.8
CONTAINERS	***	28	67.42	-6.32	73.74	-1166.8

DUN COW DARLINGTON

PERIOD 06/04/04 TO 20/05/04

44 DAYS

Section	Days Stock	Target Days	Closing Value	Target Value	Variance Value	% Variance
SPIRITS	74	28	830.90	315.65	515.25	163.2
TABLE WINES	9	28	229.69	709.90	-480.21	-67.6
DRAUGHT BEER OWN	17	10	546.37	316.76	229.61	72.5
DRAUGHT BEER OTHERS	15	10	2429.97	1584.06	845.91	53.4
PACKAGED BEER	34	21	483.28	297.96	185.32	62.2
PACKAGED CIDER	***	21	24.88	.	24.88	.
MINERALS	22	28	386.47	500.16	-113.69	-22.7
TOBACCO	155	28	223.56	40.47	183.09	452.5
CRISPS, NUTS ETC	13	28	98.74	214.02	-115.28	-53.9
CONTAINERS	***	28	64.61	4.19	60.42	1440.7

GEORGE INN DONCASTER

PERIOD 10/05/04 TO 24/05/04

14 DAYS

Section	Days Stock	Target Days	Closing Value	Target Value	Variance Value	% Variance
SPIRITS	37	28	1376.33	1030.80	345.53	33.5
TABLE WINES	21	28	1860.86	2487.20	-626.34	-25.2
DRAUGHT BEER OWN	6	10	245.46	410.23	-164.77	-40.2
DRAUGHT BEER OTHERS	7	10	1794.75	2584.10	-789.35	-30.5
PACKAGED BEER	20	21	1133.62	1184.61	-50.99	-4.3
PACKAGED CIDER	87	21	62.03	14.97	47.06	314.4
MINERALS	20	28	978.66	1376.08	-397.42	-28.9
TOBACCO	91	28	334.34	102.86	231.48	225.0
CRISPS, NUTS ETC	10	28	208.64	588.42	-379.78	-64.5
CONTAINERS	***	28	149.96	10.24	139.72	1364.5

## KINGS ARMS MANCHESTER

PERIOD 06/04/04 TO 24/05/04

48 DAYS

Section	Days Stock	Target Days	Closing Value	Target Value	Variance Value	% Variance
SPIRITS	64	28	827.50	362.91	464.59	128.0
TABLE WINES	28	28	815.96	814.18	1.78	0.2
DRAUGHT BEER OWN	21	10	270.61	129.85	140.76	108.4
DRAUGHT BEER OTHERS	13	10	1291.16	1008.13	283.04	28.1
PACKAGED BEER	29	21	319.24	233.64	85.60	36.6
MINERALS	33	28	551.12	467.33	83.79	17.9
TOBACCO	246	28	293.63	33.44	260.19	778.0
CRISPS, NUTS ETC	22	28	107.02	133.23	-26.21	-19.7
CONTAINERS	107	28	128.67	33.74	94.93	281.4

GROUP - Demo

Section	Days Stock	Target Days	Closing Value	Target Value	Variance Value	% Variance
SPIRITS	61	28	5376.96	2448.81	2928.15	119.6
TABLE WINES	27	28	6257.86	6430.76	-172.90	-2.7
DRAUGHT BEER OWN	12	10	1673.53	1420.92	252.61	17.8
DRAUGHT BEER OTHERS	10	10	7647.91	7355.11	292.80	4.0
PACKAGED BEER	27	21	2673.38	2117.25	556.13	26.3
PACKAGED CIDER	190	21	159.38	17.64	141.74	803.6
MINERALS	21	28	3039.89	4039.81	-999.92	-24.8
TOBACCO	109	28	1562.59	401.49	1161.10	289.2
CRISPS, NUTS ETC	14	28	655.20	1297.06	-641.86	-49.5
CONTAINERS	***	28	569.63	39.18	530.45	1354.0

## REGION - NORTH

Section	Days Stock	Target Days	Closing Value	Target Value	Variance Value	% Variance
SPIRITS	61	28	5376.96	2448.81	2928.15	119.6
TABLE WINES	27	28	6257.86	6430.76	-172.90	-2.7
DRAUGHT BEER OWN	12	10	1673.53	1420.92	252.61	17.8
DRAUGHT BEER OTHERS	10	10	7647.91	7355.11	292.80	4.0
PACKAGED BEER	27	21	2673.38	2117.25	556.13	26.3
PACKAGED CIDER	190	21	159.38	17.64	141.74	803.6
MINERALS	21	28	3039.89	4039.81	-999.92	-24.8
TOBACCO	109	28	1562.59	401.49	1161.10	289.2
CRISPS, NUTS ETC	14	28	655.20	1297.06	-641.86	-49.5
CONTAINERS	***	28	569.63	39.18	530.45	1354.0