

## Clearwater Machinery Ltd

PO Box 12-101  
Beckenham  
Christchurch

### Budget Comparison

01/07/2016 to 31/03/2017

03/08/2017 14:41:04

	(----- March -----)			(----- Year to Date from Jul -----)			Annual Budget
	Actual	Budget	Variance	Actual	Budget	Variance	
<b>Income</b>							
Mower and Chainsaw Sales							
Mower Sales	10,450	9,000	1,450	86,540	81,000	5,540	108,000
ChainSaw Sales	7,420	7,000	420	65,480	63,000	2,480	84,000
Other Sales	3,250	4,000	(750)	38,560	36,000	2,560	48,000
<b>Total Mower and Chainsaw Sales</b>	<b>21,120</b>	<b>20,000</b>	<b>1,870</b>	<b>190,580</b>	<b>180,000</b>	<b>8,020</b>	<b>240,000</b>
<b>Total Income</b>	<b>21,120</b>	<b>20,000</b>	<b>1,120</b>	<b>190,580</b>	<b>180,000</b>	<b>8,020</b>	<b>240,000</b>
<b>Cost Of Sales</b>							
Mower & Chainsaw Purchases							
Mower Purchases	4,250	4,000	(250)	34,560	36,000	1,440	48,000
Chainsaw Purchases	2,950	3,200	250	29,650	28,000	(1,650)	37,333
<b>Total Mower &amp; Chainsaw Purchases</b>	<b>7,200</b>	<b>7,200</b>	<b>0</b>	<b>64,210</b>	<b>64,000</b>	<b>(210)</b>	<b>85,333</b>
<b>Total Cost Of Sales</b>	<b>7,200</b>	<b>7,200</b>	<b>0</b>	<b>64,210</b>	<b>64,000</b>	<b>(210)</b>	<b>85,333</b>
<b>Gross Profit</b>	<b>13,920</b>	<b>12,800</b>	<b>1,120</b>	<b>126,370</b>	<b>116,000</b>	<b>(10,370)</b>	<b>154,667</b>
<b>Expenses</b>							
General Expenses							
Accounting/Bookkeeping Fees	0	450	450	3,950	4,200	250	5,600
Advertising & Marketing	260	200	(60)	1,860	2,000	140	2,667
Rent	800	800	0	7,200	7,200	0	9,600
Telephone Expenses	285	300	15	2,956	3,000	44	4,000
<b>Total General Expenses</b>	<b>1,345</b>	<b>1,750</b>	<b>405</b>	<b>15,966</b>	<b>16,400</b>	<b>434</b>	<b>21,867</b>
Payroll Expenses							
Wages & Salaries Expenses	2,960	3,000	40	32,560	30,000	(2,560)	40,000
Staff Training Expenses	100	150	50	1,560	1,200	(360)	1,600
<b>Total Payroll Expenses</b>	<b>3,060</b>	<b>3,150</b>	<b>90</b>	<b>34,120</b>	<b>31,200</b>	<b>(2,920)</b>	<b>41,600</b>
<b>Total Expenses</b>	<b>4,405</b>	<b>4,900</b>	<b>495</b>	<b>50,086</b>	<b>47,600</b>	<b>(2,486)</b>	<b>63,467</b>
<b>Operating Profit</b>	<b>9,515</b>	<b>7,900</b>	<b>1,615</b>	<b>76,284</b>	<b>68,400</b>	<b>7,884</b>	<b>91,200</b>
<b>Surplus/(Deficit)</b>	<b>9,515</b>	<b>7,900</b>	<b>1,615</b>	<b>76,284</b>	<b>68,400</b>	<b>7,884</b>	<b>91,200</b>