

Clearwater Pty Ltd

25 Spring Street
Blackburn
VIC, 3130

Sales by Item Group

01/07/2010 to 30/06/2011

26/08/2012

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Item	Description	Customer	Units	Sales	Cost of Sales	Margin \$	Margin %
Accessories							
400	Ceramic Crock	Leisure Landscape Nursery	3	272.73	246.41	26.32	10 %
		Cameron, James	1	90.91	79.36	11.55	13 %
		Chelsea Mosset	1	90.91	80.84	10.07	11 %
			5	454.55	406.61	47.94	11 %
410	Glass Crock	Cameron, James	11	2,138.19	1,668.76	469.43	22 %
		Leisure Landscape Nursery	2	407.27	303.41	103.86	26 %
		Davis, Chris	10	2,800.00	1,517.05	1,282.95	46 %
		Cash Sales	7	1,425.46	1,061.93	363.53	26 %
			30	6,770.92	4,551.15	2,219.77	33 %
500	Spring Water Beverage Maker	Cash Sales	1	350.00	263.63	86.37	25 %
550	Coffee Powder	Footloose Dance Studio	2	50.00	38.64	11.36	23 %
		The Motor Company	15	372.19	289.77	82.42	22 %
			17	422.19	328.41	93.78	22 %
600	20 Litres North Spring	Chelsea Mosset	50	1,000.00	631.45	368.55	37 %
		Cash Sales	76	1,727.27	960.85	766.42	44 %
		Footloose Dance Studio	27	613.63	341.29	272.34	44 %
			153	3,340.90	1,933.59	1,407.31	42 %
610	20 Litres South Spring	Footloose Dance Studio	110	2,750.00	1,432.00	1,318.00	48 %
		Chelsea Mosset	(2)	(50.00)	(26.42)	(23.58)	47 %
		Christchurch Airport Ltd	20	800.00	270.78	529.22	66 %
		Davis, Chris	10	250.00	134.93	115.07	46 %
		The Motor Company	45	1,096.87	583.28	513.59	47 %
		Leisure Landscape Nursery	3	75.00	39.34	35.66	48 %
		Island Way Motel	26	650.00	342.54	307.46	47 %
		Cash Sales	125	3,125.00	1,621.93	1,503.07	48 %
			337	8,696.87	4,398.38	4,298.49	49 %

Item	Description	Customer	Units	Sales	Cost of Sales	Margin \$	Margin %
630	20 Litres Clear Carbon	Chelsea Mosset	(3)	(81.82)	(47.34)	(34.48)	42 %
		Island Way Motel	15	409.09	228.05	181.04	44 %
		Leisure Landscape Nursery	6	163.64	91.22	72.42	44 %
			18	490.91	271.93	218.98	45 %
650	12 Litres North Spring	Cash Sales	260	4,372.73	485.89	3,886.84	89 %
		Footloose Dance Studio	34	571.82	66.28	505.54	88 %
		Island Way Motel	35	588.64	64.54	524.10	89 %
			329	5,533.19	616.71	4,916.48	89 %
670	12 Litres Clear Carbon	Island Way Motel	2	35.00	17.76	17.24	49 %
		Santa Fe RailRoad Company	6	134.81	52.59	82.22	61 %
		Footloose Dance Studio	17	297.50	149.29	148.21	50 %
			25	467.31	219.64	247.67	53 %
680	12 Litres Orange Carbon	Chelsea Mosset	(1)	(15.91)	(10.90)	(5.01)	31 %
		Santa Fe RailRoad Company	6	107.85	65.40	42.45	39 %
			5	91.94	54.50	37.44	41 %
Total Accessories			920	26,618.78	13,044.55	13,574.23	51 %
Coolers							
100	Cooler Large	Christchurch Airport Ltd	10	1,600.00	3,506.49	(1,906.49)	(119) %
		Cash Sales	1	400.00	354.93	45.07	11 %
		A-Z Stationery Supplies	11	1,768.75	2,870.14	(1,101.39)	(62) %
		The Motor Company	10	3,413.78	3,297.98	115.80	3 %
		Footloose Dance Studio	30	12,777.16	10,343.80	2,433.36	19 %
			62	19,959.69	20,373.34	(413.65)	(2) %
110	Cooler Large - 1 Month Rent	My Town Reality	51	938.87		938.87	100 %
200	Cooler Medium	The Motor Company	10	3,413.78	2,425.28	988.50	29 %
		Cash Sales	2	860.00	486.27	373.73	43 %
			12	4,273.78	2,911.55	1,362.23	32 %
210	Cooler Medium - 1 Month Rent	My Town Reality	56	840.00		840.00	100 %
		Leisure Landscape Nursery	1	15.00		15.00	100 %
			57	855.00		855.00	100 %

Item	Description	Customer	Units	Sales	Cost of Sales	Margin \$	Margin %
300	Cooler Small	Cash Sales	2	1,154.55	178.82	975.73	85 %
310	Cooler Small - 1 Mth Rent	Leisure Landscape Nursery	2	20.00		20.00	100 %
		My Town Reality	43	430.00		430.00	100 %
			45	450.00		450.00	100 %
Total Coolers			229	27,631.89	23,463.71	4,168.18	15 %
Filters							
120	Cooler Filter Large	A-Z Stationery Supplies	38	1,951.28	1,899.00	52.28	3 %
		Cash Sales	86	5,341.59	4,397.93	943.66	18 %
		Christchurch Airport Ltd	(1)	(80.00)	(47.41)	(32.59)	41 %
		Davis, Chris	6	408.86	310.94	97.92	24 %
		My Town Reality	35	2,162.05	1,736.32	425.73	20 %
		Footloose Dance Studio	9	555.95	466.67	89.28	16 %
		Island Way Motel	6	320.17	302.36	17.81	6 %
			179	10,659.90	9,065.81	1,594.09	15 %
220	Cooler Filter Medium	A-Z Stationery Supplies	2	139.09	54.30	84.79	61 %
		Davis, Chris	2	200.00	49.09	150.91	75 %
		Cash Sales	11	430.00	312.10	117.90	27 %
		Footloose Dance Studio	1	39.09	29.17	9.92	25 %
		16	808.18	444.66	363.52	45 %	
230	Cooler Filter Expandable	Cameron, James	1	80.00	40.00	40.00	50 %
320	Cooler Filter Small	Footloose Dance Studio	4	68.74	31.45	37.29	54 %
		Leisure Landscape Nursery	3	317.35	23.59	293.76	93 %
		Cash Sales	15	300.00	117.96	182.04	61 %
		22	686.09	173.00	513.09	75 %	
Total Filters			218	12,234.17	9,723.47	2,510.70	21 %
No Group Specified							
12345	Panier Bags	A-Z Stationery Supplies	12	2,400.00		2,400.00	100 %
800	Electric Motor E800	Cash Sales	1	300.00	165.00	135.00	45 %
B45678	Built Item - Cooling Kit	Chelsea Mosset	1	1,000.00	289.37	710.63	71 %
		Footloose Dance Studio	2	1,818.18	661.96	1,156.22	64 %
		3	2,818.18	951.33	1,866.85	66 %	

Item	Description	Customer	Units	Sales	Cost of Sales	Margin \$	Margin %
LAB-O	Labour - Outsourced	BP Hoon Hay Road	5	250.00		250.00	100 %
OFFPK-G	Office Pack - Gold	Leisure Landscape Nursery	1	1,000.00	799.06	200.94	20 %
PLTS	Pallets	A-Z Stationery Supplies	6				
Total No Group Specified			28	6,768.18	1,915.39	4,852.79	72 %
Order system Item							
560	Tea	The Motor Company	10	335.80	257.50	78.30	23 %
Labour	Labour for Installation	Footloose Dance Studio	4	210.00		210.00	100 %
		My Town Reality	6	336.00		336.00	100 %
			10	546.00		546.00	100 %
Total Order system Item			20	881.80	257.50	624.30	71 %
Services							
997	1 Hour - Travel	A-Z Stationery Supplies	6	224.99		224.99	100 %
		Footloose Dance Studio	2	87.95		87.95	100 %
			8	312.94		312.94	100 %
998	1 hour - Other Services	A-Z Stationery Supplies	10	536.25		536.25	100 %
999	1 hour - Cooler Service	A-Z Stationery Supplies	13	791.83		791.83	100 %
		Footloose Dance Studio	1	76.14		76.14	100 %
			14	867.97		867.97	100 %
Total Services			32	1,717.16		1,717.16	100 %
Stands							
700	Pine Stand	Footloose Dance Studio	3	150.00	63.73	86.27	58 %
		Cameron, James	15	750.00	362.67	387.33	52 %
			18	900.00	426.40	473.60	53 %
710	Steel Stand	Footloose Dance Studio	1	69.09	77.00	(7.91)	(11) %
		Island Way Motel	2	138.18	154.00	(15.82)	(11) %
			3	207.27	231.00	(23.73)	(11) %
Total Stands			21	1,107.27	657.40	449.87	41 %
Total all Items			1,467	76,959.25	49,062.02	27,897.23	36 %