

# County & Town Stocktaking Services

Professional Computerized ~ Tel: 01297 625328

Stocktaking Services - I.L.T.S.A registered

## Gross Profit Percentage Multiplier

VAT **20%**

| % Req. | Factor |  | % Req. | Factor |  | % Req. | Factor |
|--------|--------|--|--------|--------|--|--------|--------|
| 10     | 1.333  |  | 35     | 1.846  |  | 60     | 3.000  |
| 11     | 1.348  |  | 36     | 1.875  |  | 61     | 3.077  |
| 12     | 1.364  |  | 37     | 1.905  |  | 62     | 3.158  |
| 13     | 1.379  |  | 38     | 1.935  |  | 63     | 3.243  |
| 14     | 1.395  |  | 39     | 1.967  |  | 64     | 3.333  |
| 15     | 1.412  |  | 40     | 2.000  |  | 65     | 3.429  |
| 16     | 1.429  |  | 41     | 2.034  |  | 66     | 3.529  |
| 17     | 1.446  |  | 42     | 2.069  |  | 67     | 3.636  |
| 18     | 1.463  |  | 43     | 2.105  |  | 68     | 3.750  |
| 19     | 1.481  |  | 44     | 2.143  |  | 69     | 3.871  |
| 20     | 1.500  |  | 45     | 2.182  |  | 70     | 4.000  |
| 21     | 1.519  |  | 46     | 2.222  |  | 72     | 4.286  |
| 22     | 1.538  |  | 47     | 2.264  |  | 74     | 4.615  |
| 23     | 1.558  |  | 48     | 2.308  |  | 76     | 5.000  |
| 24     | 1.579  |  | 49     | 2.353  |  | 78     | 5.455  |
| 25     | 1.600  |  | 50     | 2.400  |  | 80     | 6.000  |
| 26     | 1.622  |  | 51     | 2.449  |  | 82     | 6.667  |
| 27     | 1.644  |  | 52     | 2.500  |  | 84     | 7.500  |
| 28     | 1.667  |  | 53     | 2.553  |  | 86     | 8.571  |
| 29     | 1.690  |  | 54     | 2.609  |  | 88     | 10.000 |
| 30     | 1.714  |  | 55     | 2.667  |  | 90     | 12.000 |
| 31     | 1.739  |  | 56     | 2.727  |  | 92     | 15.000 |
| 32     | 1.765  |  | 57     | 2.791  |  | 94     | 20.000 |
| 33     | 1.791  |  | 58     | 2.857  |  | 96     | 30.000 |
| 34     | 1.818  |  | 59     | 2.927  |  | 98     | 60.000 |

To achieve the gross profit percentage required, multiply the cost price of the item (excluding V.A.T) by the multiplier to arrive at the retail price (including V.A.T at 20%). Then divide by the number of sales units.

### Examples

Gallon of beer costs £9.42 Ex VAT. Required percentage 49% £9.42 multiplied by 2.353 = 22.165 divided by 8 = 2 £2.77 s.p.

Bottle of spirits cost £11.25 Ex VAT. Required percentage 70% £11.25 multiplied by 4 = 45.00 divided by 28 measures = £1.61 s.p (to nearest penny).

Prices can then be adjusted to 'round' up or down to take into local conditions.