

Smithfield: \$31,509 of sales have no product code

Briefing for the Smithfield Branch Manager · Source: Smithfield Depot Branch Review, Finding 2 · AUD, ex GST

The gap

From July 2026, Smithfield invoiced **581 lines** (731 units) that are not linked to a product code, worth **\$31,509** in net sales. That is 98.7% of the company's \$31,919 of such sales and 1.6% of Smithfield's July–September 2026 sales. There was nothing before July 2026. Without a code, the cost of these lines is unknown, so we cannot measure their margin, check stock against sales, or support a promo-funding claim to suppliers.

The evidence

Month	Smithfield unmapped sales
July 2026	\$11,232
August 2026	\$10,271
September 2026	\$10,006
Total	\$31,509

Line description	Lines	Units	Net sales
Lager ctn 24 - promo	288	374	\$15,334
Gin 700 house - promo	284	347	\$13,533
LAGER KEG 50 - CLUB SPECIAL	3	4	\$980
HAZY KEG 50L	3	3	\$867
Pale 50L keg (club)	3	3	\$795
Total	581	731	\$31,509

Two promo items make up 572 of the 581 lines; the other nine lines are club kegs (\$2,642). The “promo” and “club special” names fit with the on-premise discount push in Finding 1, but the data does not prove a link; it is worth checking. Wollongong had a further \$410 (Aug 2026); Alexandria had none.

Next steps (from the report)

1. **Map the five descriptions to proper product codes this week.** The report does not name the codes; they come from the product list.
2. **Stop invoicing items that are not set up in the product list.**
3. **Confirm promo pricing against supplier promo funding** before claiming anything.
4. **Re-run Smithfield's July–September 2026 margin** once the lines are mapped.

How we will know it worked: October 2026 unmapped sales at \$0 (report watchlist).

Open questions: which product code each description should map to; and whether depot margin already includes these lines (not known from the data).