



# TRADING

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Challenges	Tally Features	Benefits
Analyzing Stock items – Brand / Product type & Invoice-wise profitability	Show profit (Report)	Be assured of profit (Invoice wise/ Item wise/ Brand wise)
Following up on Bills receivables is time consuming and more difficult than getting orders	E-mail reminder letters to clients or print it in PDF or other format as required, considering ageing of bills	Update your client quickly about their outstanding with minimum effort
Duplication of work due to separate billing and receipt records	Outstanding (Tracking)	Faster realisation of your order to cash
GST has delayed business process which makes it difficult to focus on your business	Get bird's eye view of all GST data	Be GST compliant with simplicity
Fear of losing clients due to non availability of stocks	Stock query (Re-order)	Convert every client enquiry to order

### Reminder Letter

**To :** SD Rameshwar Traders  
**From:** Apex Electricals  
 Turbhe Plaza, Shop No 488,  
 Janta Market Rd,  
 Navi Mumbai

**Date :** 20-Oct-19  
**Sub :** Outstandings

Dear Sir/Madam,

Given below is the detail of amounts outstanding against your name in our books as of given date.

We request you to take immediate steps for settling the overdue bills and oblige.

Date	Particulars	Due on	Overdue by	(< 30 days)	30 to 45 days	45 to 60 days	(> 60 days)
3-Jul-19	AE/0027/19-20	3-Jul-19	(109 days)				1,77,000.00
10-Aug-19	AE/0028/19-20	10-Aug-19	(71 days)				70,800.00
9-Sep-19	AE/0029/19-20	9-Oct-19	(11 days)		53,100.00		
9-Sep-19	AE/0030/19-20	8-Nov-19			70,800.00		
<b>Total</b>					<b>1,23,900.00</b>		<b>2,47,800.00</b>

**Total** 3,71,700.00 Dr

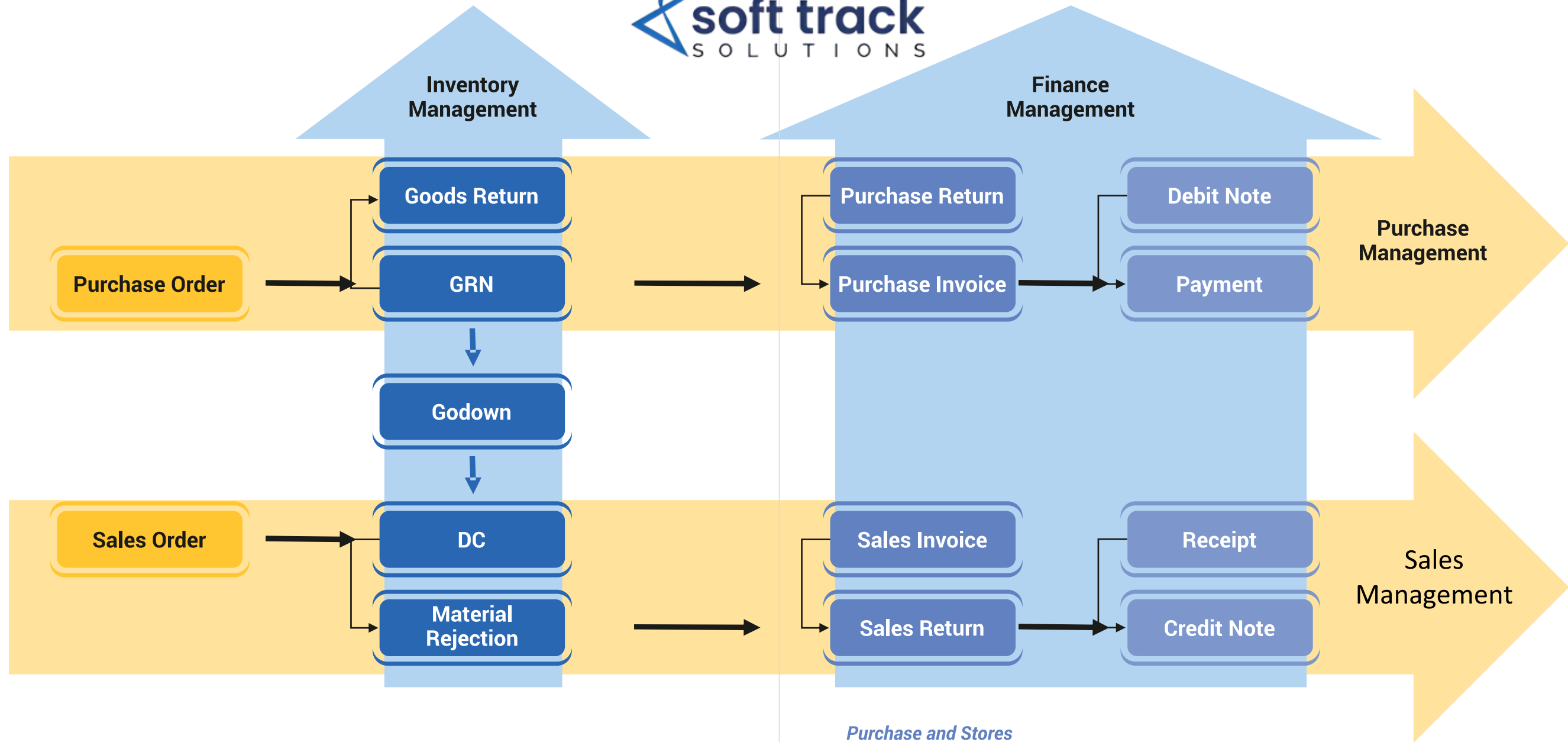
Yours faithfully,

### Show Profit

Particulars	Outwards				Closing Balance	
	Quantity	Rate	Value	Consumption	Gross Profit	Perc %
<b>Havells</b>	<b>20,591 nos</b>	<b>80.25</b>	<b>16,52,372.50</b>	<b>15,01,252.20</b>	<b>1,51,120.30</b>	<b>9.15 %</b>
<b>L&amp;T</b>	<b>14 nos</b>	<b>23,798.43</b>	<b>3,33,178.00</b>	<b>84,868.00</b>	<b>2,48,310.00</b>	<b>74.53 %</b>
<b>Polycab</b>	<b>95 nos</b>	<b>4,056.84</b>	<b>3,85,400.00</b>	<b>2,88,419.00</b>	<b>96,981.00</b>	<b>25.16 %</b>
<b>Schneider</b>	<b>6 nos</b>	<b>8,245.00</b>	<b>49,470.00</b>	<b>38,832.00</b>	<b>10,638.00</b>	<b>21.50 %</b>
<b>Siemens</b>	<b>11 nos</b>	<b>6,290.91</b>	<b>69,200.00</b>	<b>57,756.00</b>	<b>11,444.00</b>	<b>16.54 %</b>
<b>Syska</b>	<b>337 nos</b>	<b>2,262.64</b>	<b>7,62,510.00</b>	<b>6,31,206.00</b>	<b>1,31,304.00</b>	<b>17.22 %</b>
<b>Grand Total</b>	<b>21,054 nos</b>		<b>32,52,130.50</b>	<b>26,02,333.20</b>	<b>6,49,797.30</b>	<b>19.98 %</b>

### Outstanding Ageing

Date	Ref. No.	Opening Amount	Pending Amount	(< 30 days)	30 to 60 days	60 to 90 days	(> 90 days)	Due on
16-Dec-20	BLR5FY2021	1,568.00 Dr	1,568.00 Dr					16-Jan-21
26-Dec-20	BLR39FY2021	60,000.00 Dr	60,000.00 Dr					26-Jan-21
26-Dec-20	BLR41FY2021	63,000.00 Dr	63,000.00 Dr					26-Jan-21
26-Dec-20	BLR42FY2021	5,60,000.00 Dr	5,60,000.00 Dr					26-Jan-21
26-Dec-20	BLR44FY2021	1,12,000.00 Dr	1,12,000.00 Dr					26-Jan-21
31-Dec-20	BLR40FY2021	59,100.00 Dr	59,100.00 Dr			59,100.00 Dr		31-Jan-21
31-Dec-20	SHTRYAGAIN	5,00,900.00 Dr	5,00,900.00 Dr			5,00,900.00 Dr		31-Jan-21
5-Jan-21	SalTry93TrySal	57,120.00 Dr	87,120.00 Dr					5-Feb-21
2-Feb-21	BLR46FY202144g34	33,600.00 Dr	33,600.00 Dr		33,600.00 Dr			5-Mar-21
2-Feb-21	BLR47FY2021657yr	33,600.00 Dr	33,600.00 Dr		33,600.00 Dr			5-Mar-21
2-Feb-21	BLR48FY2021455u	3,360.00 Dr	3,360.00 Dr		3,360.00 Dr			5-Mar-21
2-Feb-21	BLR49FY20214567	56,627.20 Dr	56,627.20 Dr		56,627.20 Dr			5-Mar-21
3-Feb-21	SalTry96TrySal	1,00,000.00 Dr	1,00,000.00 Dr		1,00,000.00 Dr			6-Mar-21
3-Feb-21	5868	50,000.00 Dr	50,000.00 Dr		50,000.00 Dr			6-Mar-21
3-Feb-21	SalTry97TrySal	54,000.00 Dr	54,000.00 Dr		54,000.00 Dr			6-Mar-21
4-Feb-21	SalTry99TrySal	59,000.00 Dr	59,000.00 Dr		59,000.00 Dr			7-Mar-21
5-Feb-21	SalTry101TrySal	56,000.00 Dr	56,000.00 Dr		56,000.00 Dr			8-Mar-21
8-Feb-21	SalTry107TrySal	28,000.00 Dr	28,000.00 Dr		28,000.00 Dr			11-Mar-21
9-Feb-21	SalTry112TrySal	1,12,000.00 Dr	1,12,000.00 Dr		1,12,000.00 Dr			12-Mar-21
9-Feb-21	SalTry113TrySal	59,000.00 Dr	59,000.00 Dr		59,000.00 Dr			12-Mar-21
10-Feb-21	SalTry114TrySal	56,000.00 Dr	56,000.00 Dr		56,000.00 Dr			13-Mar-21
12-Feb-21	4567y	60,000.00 Dr	60,000.00 Dr		60,000.00 Dr			15-Mar-21
11-Mar-21	4567ey	24,500.00 Dr	24,500.00 Dr	24,500.00 Dr				11-Apr-21
16-Mar-21	ABC-321	11,800.00 Cr	23,600.00 Cr	23,600.00 Cr				16-Apr-21
<b>Grand Total</b>		<b>21,87,575.20 Dr</b>	<b>22,05,775.20 Dr</b>	<b>900.00 Dr</b>	<b>7,61,187.20 Dr</b>	<b>6,47,120.00 Dr</b>	<b>7,96,568.00 Dr</b>	



**Finance**

- **Manage cash flow seamlessly**
  - Know your anticipated cash inflow, outflow, and the net availability
  - Visibility of payments committed to suppliers and vice versa
  - Plan future obligation and investment
- **Manage outstanding better**
  - Keep clean track of bill-to-bill account receivables
  - Real-time status of receivables and aging analysis
  - Clear bulk payments using the bill settlement option
  - Set credit limits and get alerts when bills are overdue

**Sales**

- **Identify sales opportunity**
  - Get to know of customers not buying regularly
  - Get a perspective on which customer is not buying a product and try to bundle that product
  - Get awareness on pending orders and push for closures
- **Prompt response to customers by sales team**
  - Provide duplicate invoices to customers on demand
  - Give ledger or outstanding statements to customers
  - Give status of current sales order to customers

**Purchase and Stores**

- **Know how much to order and when**
  - Maintain adequate stock availability to meet your sales forecasts
  - Replenish stock with the right quantity
  - Auto reorder stock that goes below the minimum level
- **Get every tiny detail of stock item for better decisions**
  - Details of cost, purchases, sellers, and profit or loss generated
  - Alternate products so that no customer is left without sales
  - Know different selling prices of the same products

### GSTR1

TallyPrime MANAGE  
SILVER K: Company Y: Data Z: Exchange G: Go To O: Import E: Export M: E-mail P: Print F1: Help

GSTR-1 GSTIN : 27AAACB5343E2Z0 1-Jan-21 to 31-Mar-21

Particulars	Voucher Count
Total Vouchers	51
Included in Return	9
Included in HSN/SAC Summary	9
Incomplete Information in HSN/SAC Summary (Corrections needed)	0
Not relevant in this Return	15
Uncertain Transactions (Corrections needed)	27

SI No.	Particulars	Voucher Count	Taxable Amount	Tax Amount	Invoice Amount
1	B2B Invoices - 4A, 4B, 4C, 6B, 6C	7	3,53,000.00	45,240.00	3,98,240.00
2	B2C(Large) Invoices - 5A, 5B				
3	B2C(Small) Invoices - 7				
4	Credit/Debit Notes(Registered) - 9B				
5	Credit/Debit Notes(Unregistered) - 9B				
6	Exports Invoices - 6A	2	75,000.00		75,000.00
7	Tax Liability(Advances received) - 11A(1), 11A(2)				
8	Adjustment of Advances - 11B(1), 11B(2)				
9	Nil Rated Invoices - 8A, 8B, 8C, 8D				
<b>Total</b>		<b>9</b>	<b>4,28,000.00</b>	<b>45,240.00</b>	<b>4,73,240.00</b>

Note: Voucher count and values are not provided for HSN/SAC Summary and Document Summary. Drill down for details.

### Stock Aging Analysis

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Stock Aging Analysis as at 20-Oct-19 Valued based on actual purchase

Particulars	Total Quantity	< 45 days		45 to 90 days		90 to 180 days	
		Quantity	Value	Quantity	Value	Quantity	Value
Havells 6 Sqmm Wire coil (90 m, Blue)	9-80 nos					9-80 nos	45,627.33
Havells 6 Sqmm Wire coil (90 m, Red)	17-82 nos					17-82 nos	91,346.67
Havells Life Line Plus S3 0.75 sq mm PVC HRFR Cable (Green)	23 nos	20 nos	11,260.00	3 nos	1,689.00		
Havells Life Line Plus S3 1.0 sq mm PVC HRFR Cable (Black)	60 nos	40 nos	23,960.00	20 nos	11,980.00		
Havells Life Line Plus S3 1.5 sq mm PVC HRFR Cable (White)	55 nos	40 nos	25,320.00	15 nos	9,495.00		
Havells Life Line Plus S3 1.5 sq mm PVC HRFR Cable (Black)	14 nos	10 nos	9,100.00	4 nos	3,640.00		
Havells Life Line Plus S3 2.5 sq mm PVC HRFR Cable (Blue)	35 nos	20 nos	29,360.00				
Havells MCB 100Amp 3Pole	11 nos					11 nos	5,742.00
Havells MCB 100Amp 4Pole	8 nos					8 nos	5,368.00
L&T MCB 100Amp 4Pole	1 nos						
Polycab Exqum PVC Flame Retardant Single Core Wire (Black)	99 nos			40 nos	1,23,800.00	59 nos	1,82,605.00
Polycab Exqum PVC Flame Retardant Single Core Wire (Blue)	121 nos			40 nos	1,25,640.00	60 nos	1,88,460.00
Polycab Exqum PVC Flame Retardant Single Core Wire (Red)	85 nos			40 nos	1,18,040.00	45 nos	1,32,795.00
Schneider MCB 100Amp 3Pole	40 nos			10 nos	46,680.00	15 nos	70,020.00
Schneider MCB 100Amp 4Pole	34 nos			10 nos	64,720.00	15 nos	97,080.00
Siemens MCB 100Amp 3Pole	32 nos			10 nos	37,992.00	15 nos	56,988.00
Siemens MCB 100Amp 4Pole	37 nos			10 nos	52,704.00	15 nos	79,056.00
Syska FR-0.75 sq mm Cables Red	78 nos			30 nos	14,160.00	45 nos	21,240.00
Syska FR-1.0 sq mm Cables Black	100 nos	20 nos	13,360.00	30 nos	20,040.00	45 nos	30,060.00
Syska FR-1.5 sq mm Cables Black	91 nos	20 nos	20,660.00	30 nos	30,990.00	41 nos	42,353.00
<b>Grand Total</b>	<b>3,645 nos</b>	<b>230 nos</b>	<b>3,03,060.00</b>	<b>382 nos</b>	<b>9,16,630.00</b>	<b>2,945 nos</b>	<b>12,26,741.00</b>

### Stock Query

TallyPrime MANAGE  
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Stock Query Apex Electricals

Name : Havells 6 Sqmm Wire coil (90 m, Blue)  
Group : Havells  
Closing Balance : 94-80 nos  
Cost price : 4,636.06/nos  
Costing method : Avg. Cost  
Standard cost : 4,677.00/nos

Part No. : Cables 6 Sqmm  
Category : Cables 6 Sqmm  
Closing value : 4,39,864.66  
Standard selling price : 6,100.00/nos  
Market valuation method : Avg. Price

Reorder Status			
Closing Stock	Purchase Orders Pending	Sale Orders Due	Nett Available
94-80 nos	100-0 nos	1,000-0 nos	(-)805-10 nos

Purchases - Havells India Ltd.				Sales			
Date	Vch No.	Quantity	Rate	Date	Party Name	Quantity	Rate
2-Jul-20	19	100-0 nos	4,677.00	20-Sep-20	SD Aarti Enterprises	20-0 nos	6,100.00
2-Jun-20	14	32-0 nos	4,618.00	10-Sep-20	Naveen Distributors	10-0 nos	6,100.00
2-May-20	7	20-0 nos	4,620.00	9-Sep-20	SD Aarti Enterprises	10-0 nos	6,100.00
2-Apr-20	1	20-0 nos	4,614.00	28-Aug-20	SD Rashmi Traders	20-0 nos	6,000.00
				21-Jul-20	SD Aarti Enterprises	20-0 nos	6,100.00

Godown /Batch Details		Items of Same Category			
Godown	Batch	Quantity	Item Name	Quantity	Cost
Sanpada	Primary Batch	91-80 nos	Havells 6 Sqmm Wire coil (90 m, Blue)	94-80 nos	4,636.06
Tilak Nagar	Primary Batch	3-0 nos	Havells 6 Sqmm Wire coil (90 m, Red)	78-82 nos	5,092.11
			Polycab Exqum PVC Flame Retardant Single Core Wire (Black)	231-00 nos	3,114.73
			Polycab Exqum PVC Flame Retardant Single Core Wire (Blue)	161-00 nos	3,156.44
			Polycab Exqum PVC Flame Retardant Single Core Wire (Red)	101-00 nos	2,963.40
			Syska FR-6 sq mm Cables Red	163-00 nos	3,213.16

Total 94-80 nos Total 16,387.00 nos

### Stock Summary

TallyPrime MANAGE  
SILVER K: Company Y: Data Z: Exchange G: Go To O: Import E: Export M: E-mail P: Print F1: Help

Stock Summary Sunlit Manufacturing Private Ltd

Particulars	Inwards			Outwards			Closing Balance		
	Quantity	Rate	Value	Quantity	Rate	Value	Quantity	Rate	Value
<b>Finished Goods</b>			<b>74,890.00</b>			<b>1,32,500.00</b>			<b>12,989.03</b>
Biscuits	5,000 nos	7.01	35,060.00	1,100 nos	10.00	11,000.00	3,900 nos	7.01	27,346.80
Sunlit Marie Biscuit - 100 Gms Pkt	5,000 nos	7.01	35,060.00	1,100 nos	10.00	11,000.00	3,900 nos	7.01	27,346.80
Bran	5,000 kgs	21.00	105,000.00				5,000 kgs	21.00	105,000.00
Finepoint Ball Pen - Blue	10,000 nos	3.77	37,730.00	8,001 nos	10.00	80,000.00	1,999 nos	3.77	7,542.23
Sunlit Diwali Gift Pack				10 nos	150.00	1,500.00	(-)10 nos		
Wheat Flour - Brown	70,000 kgs	24.00	1,680,000.00	1,000,000 kgs	40.00	40,000,000.00	(-)930,000 kgs	24.00	(-)22,320.00
White Flour	15,000 kgs	21.00	315,000.00				15,000 kgs	21.00	315,000.00
<b>Raw Materials</b>			<b>8,65,036.00</b>			<b>82,372.00</b>			<b>7,84,464.00</b>
Biscuits Raw Materials			7,97,536.00			42,072.00			7,55,464.00
Baking Powder	506,000 kgs	300.00	1,51,800.00	12,000 kgs	300.00	3,600.00	494,000 kgs	300.00	1,48,200.00
Butter	521,000 kgs	350.00	1,82,350.00	42,000 kgs	350.00	14,700.00	479,000 kgs	350.00	1,67,650.00
Flour	10,225,000 kgs	38.00	3,88,550.00	450,000 kgs	38.00	17,100.00	9,775,000 kgs	38.00	3,71,450.00
Sugar	1,048,000 kgs	30.00	31,440.00	96,000 kgs	30.00	2,880.00	952,000 kgs	30.00	28,560.00
Syrup	512,000 ltrs	33.00	16,896.00	24,000 ltrs	33.00	792.00	488,000 ltrs	33.00	16,104.00
Wrapping Cover	53,000 nos	0.50	26,500.00	6,000 nos	0.50	3,000.00	47,000 nos	0.50	23,500.00
Pen Raw Materials			67,500.00			38,500.00			29,000.00
Blue Ink	100,000 kgs	280.00	28,000.00	50,000 kgs	280.00	14,000.00	50,000 kgs	280.00	14,000.00
Spring	20,000 nos	1.00	20,000.00	10,000 nos	1.00	10,000.00	10,000 nos	1.00	10,000.00
Steel Ball Nib	20,000 nos	0.50	10,000.00	10,000 nos	0.50	5,000.00	10,000 nos	0.50	5,000.00
Wheat Grains				100,000 kgs	18.00	1,800.00	(-)100,000 kgs		
<b>Scrap</b>	<b>10,000 kgs</b>	<b>77.00</b>	<b>770.00</b>				<b>10,000 kgs</b>	<b>77.00</b>	<b>770.00</b>
Plastic Scrap	10,000 kgs	77.00	770.00				10,000 kgs	77.00	770.00
<b>Grand Total</b>	<b>10,000 kgs</b>		<b>9,40,696.00</b>			<b>2,14,872.00</b>	<b>10,000 kgs</b>		<b>7,98,223.03</b>



POWER OF SIMPLICITY

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