

# Meridian Trade Supply Pty Ltd

## *Referring Accountant Briefing — Engagement Summary & Scope-of-Work Opportunities*

Reference PSS-20260628-001-AR  
Date 01 July 2026  
Prepared for [Referring Accountant / Firm] — Meridian's engaged tax & accounting adviser  
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SECTION 01 · ENGAGEMENT AT A GLANCE

~\$45k-\$70k of Compliance and Advisory Work Surfaced  
— Most of It Yours

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Thank you for referring Meridian Trade Supply. The PSS-Business diagnostic (companion report PSS-20260628-001) examined the full business but, by design, performed no tax, accounting, or audit work — it identified the issues and routed the technical execution back to you. This briefing translates the findings into a scoped opportunity register so you can quote and sequence the work.

**Two items cannot wait.** Payday Super commences 1 July 2026 — the payroll system must be confirmed ready before the first cycle. The NAB interest-cover covenant is breached at 1.22x (against 2.0x) with the facility 92.8% drawn — a 13-week cash flow and bank memo are needed within days, not weeks. Both sit in your domain and both are date-driven.

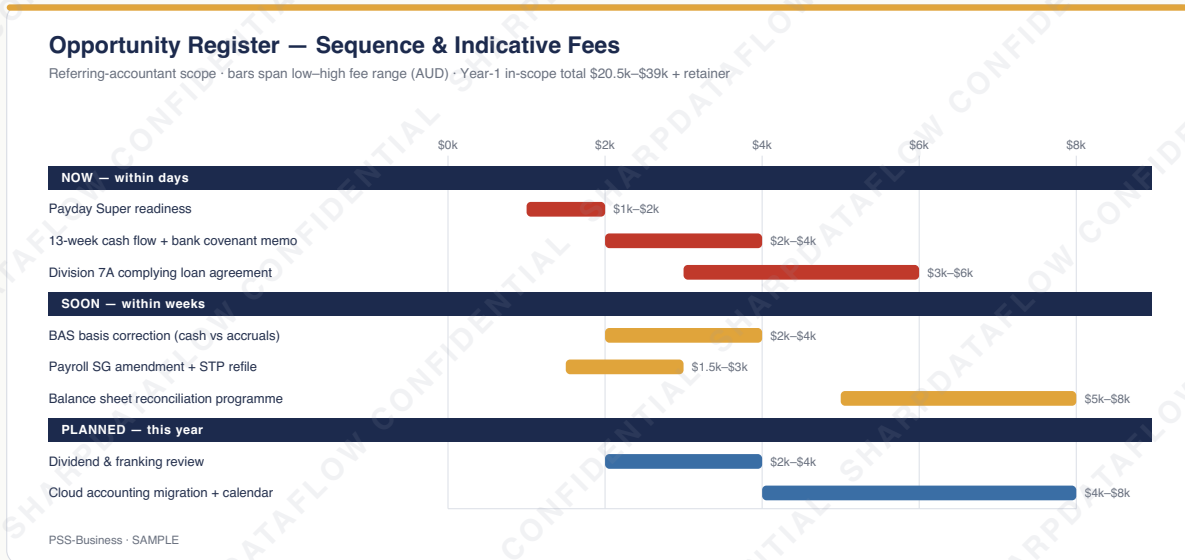
*Where the engagement landed — the four reconciliation gaps that put the management accounts in question:*

Reconciliation	Per Register	Per Balance Sheet	Unexplained Gap
Inventory register vs balance sheet	\$1,089,576	\$1,167,000	\$77,424
Fixed asset register (WDV) vs balance sheet	\$244,000	\$392,000	\$148,000
AP named creditors vs balance sheet creditors	\$1,176,000	\$1,490,000	\$314,000
Cash flow closing vs balance sheet cash	\$38,000	\$142,000	\$104,000

SECTION 02 · OPPORTUNITY REGISTER — YOUR SCOPE

# Eight Engagements, Sequenced by Urgency, With Indicative Fees

Figure: Scoped engagements by urgency window, with indicative fee ranges (AUD).



Eight scoped engagements fall within registered tax agent and general-practice scope. Fee ranges are illustrative scoping guidance consistent with the engagement budget model — set against your own terms. Items 1–3 are date-driven and should be quoted first.

#	Work Item	What It Involves	Priority	Indicative Fee
1	Payday Super readiness	Confirm MYOB produces compliant payment reference numbers and processes the first payday-aligned remittance from 1 July 2026.	NOW	\$1,000–\$2,000
2	13-week cash flow + bank covenant memo	Prepare a rolling 13-week cash flow and covering memo for the NAB relationship manager, supporting proactive disclosure of the 1.22x interest-cover breach.	NOW	\$2,000–\$4,000
3	Division 7A complying loan agreement	\$196k director loan grown from \$142k with no agreement. Prepare a Section 109N complying agreement or repayment schedule before the relevant lodgement deadline.	NOW	\$3,000–\$6,000
4	BAS basis correction	Q4 FY25 BAS prepared on accruals while the entity is GST-registered on a cash basis. Correct, refile or adjust, and retain workings. Candidate for ATO voluntary disclosure.	SOON	\$2,000–\$4,000

#	Work Item	What It Involves	Priorty	Indicative Fee
5	Payroll SG amendment + STP refile	Five of six records charged SG at 12.0% vs the 11.5% FY25 rate. Refile STP; reconcile the \$20k gap between the \$71k super payable and \$51k computed obligation.	SOON	\$1,500–\$3,000
6	Balance sheet reconciliation programme	Full physical stocktake plus inventory, fixed asset, AP creditor and cash reconciliations. The covenant calculation itself depends on a reliable balance sheet.	SOON	\$5,000–\$8,000
7	Dividend and franking review	\$260k dividend paid in a net-loss year. Review franking capacity, dividend documentation, and a sustainable distribution policy aligned to verified after-tax earnings.	PLAN NED	\$2,000–\$4,000
8	Cloud accounting migration + compliance calendar	Migrate MYOB to a cloud platform with real-time read-only access; stand up an annual compliance calendar (BAS, monthly SG, insurance renewal, director-loan review, customs).	PLAN NED	\$4,000–\$8,000 + retainer

Year-1 project fees in your scope total **\$20,500–\$39,000** (items 1–8, one-off components), plus an ongoing compliance-calendar advisory retainer estimated at **\$3,000–\$5,000** per quarter. Items 1–3 are date-driven and should be quoted first; items 4–6 restore the integrity of the accounts (and the covenant calculation that depends on them); items 7–8 convert the relationship into recurring advisory work once the business is stabilised.

## SECTION 03 · OUTSIDE YOUR SCOPE AND SUGGESTED NEXT STEP

## Three Items Belong With Other Specialists — Flagged So You See the Full Picture

The following exposures fall outside the accounting and tax scope. They are listed so you have complete visibility and can coordinate the referrals — they are not work we expect you to perform.

**Employment solicitor — contractor classification.** Three install subcontractors (including J. Marsh, \$94k per year, no other clients, Meridian-provided van, set hours) present characteristics consistent with deemed employment under CFMMEU v Personnel Contracting (2022). Superannuation guarantee and workers' compensation exposure flows from any reclassification — coordinate with your SG amendment work.

**Commercial solicitor — supply agreements.** Hanbit Refrigeration's exclusive agreement expired 31 March 2025 (38% of cost of goods sold); Shenzhen ColdChain (18%) has no written agreement. Together, 56% of cost of goods sold is contractually unprotected.

**Customs broker — import entry and FX.** Container HBRF-2025-019 carries a \$15,576 declared-versus-invoice undervaluation and a \$12,266 unbooked foreign-exchange loss — a customs duty and import-GST matter that intersects with the FX booking policy.

### Your Client Stays Yours

This engagement is structured to send the technical execution back to you, not to compete with it. The diagnostic identifies and frames the work; your firm performs it under your own engagement terms and professional judgement. This briefing is advisory framing only and expresses no opinion on the financial statements — verify every finding under your own engagement before acting or advising the client.

*Whenever it suits, SharpDataFlow is glad to talk any item through with you — briefly and without obligation, and always through your firm.*