

Sales Margin Report

Name	Qty	Gross Sales(Inc.)	Discount	Net Sales(Inc.)	Net Sales(Ex.)	Cost \$	Cost %	Margin \$	Margin %	Unit Cost	Retail Price(Ex.)	Contrib % (by Sales)	Raw Margin	Raw COGS
Absenthe	2.00	\$26.00	\$6.50	\$19.50	\$17.73	\$5.84	32.95%	\$11.89	67.05%	----	----	0.44%	75.29%	24.71%
Green Fairy	2.00	\$26.00	\$6.50	\$19.50	\$17.73	\$5.84	32.95%	\$11.89	67.05%	\$2.92	\$8.86	0.44%	75.29%	24.71%
Bourbon	12.00	\$101.50	\$0.00	\$101.50	\$92.27	\$16.69	18.08%	\$75.59	81.92%	----	----	2.29%	81.91%	18.09%
Bourbon	2.00	\$16.00	\$0.00	\$16.00	\$14.55	\$2.99	20.58%	\$11.55	79.42%	\$1.50	\$7.27	0.36%	79.44%	20.56%
Canadian Club	8.00	\$68.00	\$0.00	\$68.00	\$61.82	\$10.35	16.74%	\$51.47	83.26%	\$1.29	\$7.73	1.53%	83.26%	16.74%
Jack Daniels	1.00	\$8.50	\$0.00	\$8.50	\$7.73	\$1.65	21.32%	\$6.08	78.68%	\$1.65	\$7.73	0.19%	78.65%	21.35%
Makers Mark bourbon	1.00	\$9.00	\$0.00	\$9.00	\$8.18	\$1.70	20.77%	\$6.48	79.23%	\$1.70	\$8.18	0.20%	79.22%	20.78%
Cider	21.00	\$172.00	\$0.00	\$172.00	\$156.36	\$44.46	28.43%	\$111.90	71.57%	----	----	3.88%	71.57%	28.43%
Monteiths Apple Cider	4.00	\$32.00	\$0.00	\$32.00	\$29.09	\$9.96	34.24%	\$19.13	65.76%	\$2.49	\$7.27	0.72%	65.76%	34.24%
Napoleone Glass	15.00	\$120.00	\$0.00	\$120.00	\$109.09	\$26.00	23.83%	\$83.09	76.17%	\$1.73	\$7.27	2.71%	76.17%	23.83%
Rekorderlig S/L	2.00	\$20.00	\$0.00	\$20.00	\$18.18	\$8.50	46.75%	\$9.68	53.25%	\$4.25	\$9.09	0.45%	53.25%	46.75%
Cocktail	17.00	\$298.50	\$0.00	\$298.50	\$271.36	\$57.43	21.16%	\$213.93	78.84%	----	----	6.73%	78.84%	21.16%
\$17 Cocktail	2.00	\$34.00	\$0.00	\$34.00	\$30.91	\$5.02	16.23%	\$25.89	83.77%	\$2.51	\$15.45	0.77%	83.76%	16.24%
Berry Sangria	1.00	\$30.00	\$0.00	\$30.00	\$27.27	\$4.08	14.95%	\$23.20	85.05%	\$4.08	\$27.27	0.68%	85.04%	14.96%
Bloody Mary	2.00	\$32.00	\$0.00	\$32.00	\$29.09	\$3.22	11.08%	\$25.87	88.92%	\$1.61	\$14.55	0.72%	88.93%	11.07%
Envy	2.00	\$34.00	\$0.00	\$34.00	\$30.91	\$8.69	28.10%	\$22.22	71.90%	\$4.34	\$15.45	0.77%	71.89%	28.11%
Mai Tai	1.00	\$17.00	\$0.00	\$17.00	\$15.45	\$3.18	20.60%	\$12.27	79.40%	\$3.18	\$15.45	0.38%	79.42%	20.58%
Pine & vanilla margarita	2.00	\$34.00	\$0.00	\$34.00	\$30.91	\$6.77	21.90%	\$24.14	78.10%	\$3.38	\$15.45	0.77%	78.10%	21.90%
Vodka Martini	4.00	\$80.00	\$0.00	\$80.00	\$72.73	\$20.58	28.29%	\$52.15	71.71%	\$5.14	\$18.18	1.80%	71.70%	28.30%
Vodka Monster	3.00	\$37.50	\$0.00	\$37.50	\$34.09	\$5.90	17.30%	\$28.19	82.70%	\$1.97	\$11.36	0.85%	82.69%	17.31%
Gin	9.00	\$69.00	\$0.00	\$69.00	\$62.73	\$14.30	22.79%	\$48.43	77.21%	----	----	1.56%	77.20%	22.80%
Bombay Gin	4.00	\$38.00	\$0.00	\$38.00	\$34.55	\$6.88	19.93%	\$27.66	80.07%	\$1.72	\$8.64	0.86%	80.08%	19.92%
Gin	5.00	\$31.00	\$0.00	\$31.00	\$28.18	\$7.41	26.30%	\$20.77	73.70%	\$1.48	\$5.64	0.70%	73.71%	26.29%
Liqueurs	11.00	\$109.00	\$0.00	\$109.00	\$99.09	\$26.19	26.43%	\$72.91	73.57%	----	----	2.46%	73.57%	26.43%
Agwa coco leaf	4.00	\$40.00	\$0.00	\$40.00	\$36.36	\$7.92	21.79%	\$28.44	78.21%	\$1.98	\$9.09	0.90%	78.22%	21.78%
Chartreuse Green 700ml	1.00	\$9.00	\$0.00	\$9.00	\$8.18	\$2.55	31.21%	\$5.63	68.79%	\$2.55	\$8.18	0.20%	68.83%	31.17%
Patron Cafe	6.00	\$60.00	\$0.00	\$60.00	\$54.55	\$15.71	28.80%	\$38.84	71.20%	\$2.62	\$9.09	1.35%	71.20%	28.80%
Local Beer	89.00	\$568.50	\$0.00	\$568.50	\$516.82	\$198.85	38.48%	\$317.97	61.52%	----	----	12.82%	61.52%	38.48%
Cascade Light	2.00	\$12.00	\$0.00	\$12.00	\$10.91	\$2.54	23.28%	\$8.37	76.72%	\$1.27	\$5.45	0.27%	76.72%	23.28%
Coopers GLS	58.00	\$298.00	\$0.00	\$298.00	\$270.91	\$105.64	39.00%	\$165.27	61.00%	\$1.82	\$4.67	6.72%	61.01%	38.99%
Coopers JUG	11.00	\$134.00	\$0.00	\$134.00	\$121.82	\$53.74	44.12%	\$68.08	55.88%	\$4.89	\$11.07	3.02%	55.89%	44.11%
Coopers Sparkling	1.00	\$7.50	\$0.00	\$7.50	\$6.82	\$1.91	28.01%	\$4.91	71.99%	\$1.91	\$6.82	0.17%	71.99%	28.01%
Little Pale	1.00	\$7.50	\$0.00	\$7.50	\$6.82	\$2.22	32.56%	\$4.60	67.44%	\$2.22	\$6.82	0.17%	67.44%	32.56%
Little Bright	5.00	\$37.50	\$0.00	\$37.50	\$34.09	\$11.90	34.91%	\$22.19	65.09%	\$2.38	\$6.82	0.85%	65.09%	34.91%
Melbourne Bitter	7.00	\$42.00	\$0.00	\$42.00	\$38.18	\$12.04	31.53%	\$26.14	68.47%	\$1.72	\$5.45	0.95%	68.47%	31.53%
Pure Blonde	1.00	\$7.50	\$0.00	\$7.50	\$6.82	\$1.75	25.67%	\$5.07	74.33%	\$1.75	\$6.82	0.17%	74.33%	25.67%
White Rabbit White	3.00	\$22.50	\$0.00	\$22.50	\$20.45	\$7.11	34.76%	\$13.34	65.24%	\$2.37	\$6.82	0.51%	65.24%	34.76%