

\$167.57K

Sales (\$USD)

\$224.21K

Sales (\$CAD)

FQ-FY Customer Type	Q1 - 2021FY		Q2 - 2021FY		Q3 - 2021FY		Q4 - 2021FY		Total	
	Sales (\$USD)	GPM (%)	Sales (\$USD)	GPM (%)	Sales (\$USD)	GPM (%)	Sales (\$USD)	GPM (%)	Sales (\$USD)	GPM (%)
☐ SSBC Tsting Room	\$1,114.52	61.62%	\$1,109.51	61.13%	\$1,053.54	60.65%	\$1,057.56	59.83%	\$4,335.13	60.82%
Cash Purchase	\$1,114.52	61.62%	\$1,109.51	61.13%	\$1,053.54	60.65%	\$1,057.56	59.83%	\$4,335.13	60.82%
☐ Distributor	\$25,542.00	15.57%	\$25,902.00	14.60%	\$24,992.00	10.86%	\$18,000.00	9.55%	\$94,436.00	12.91%
Rainier & Co.	\$10,800.00	21.91%	\$9,720.00	19.44%	\$9,720.00	10.28%	\$11,520.00	5.61%	\$41,760.00	14.13%
Barrel's Best	\$14,742.00	10.93%	\$16,182.00	11.69%	\$15,272.00	11.24%	\$6,480.00	16.56%	\$52,676.00	11.95%
☐ Bar	\$19,919.40	13.90%	\$16,569.27	14.89%	\$17,739.28	14.32%	\$14,569.36	14.18%	\$68,797.31	14.31%
Toques and Blokes	\$1,080.00	33.78%	\$1,080.00	33.78%	\$1,080.00	33.78%	\$1,080.00	33.78%	\$4,320.00	33.78%
The Killer Well	\$5,999.40	9.16%	\$2,229.27	12.68%	\$2,519.28	11.74%	\$2,799.36	9.42%	\$13,547.31	10.27%
The Black Bear	\$1,800.00	37.93%	\$1,800.00	37.93%	\$1,800.00	37.93%	\$1,800.00	37.93%	\$7,200.00	37.93%
Saanich Pub	\$2,220.00	18.04%	\$2,280.00	13.84%	\$1,080.00	25.51%	\$1,080.00	25.51%	\$6,660.00	19.03%
Queens Arms	\$1,080.00	19.44%	\$1,080.00	19.44%	\$1,180.00	17.45%	\$1,330.00	2.80%	\$4,670.00	14.20%
Puget's Finest	\$5,040.00	8.53%	\$5,400.00	8.89%	\$6,780.00	8.19%	\$3,780.00	8.21%	\$21,000.00	8.46%
Bike n' Brew	\$2,700.00	4.87%	\$2,700.00	4.87%	\$3,300.00	4.87%	\$2,700.00	4.87%	\$11,400.00	4.87%
Total	\$46,575.92	15.96%	\$43,580.78	15.90%	\$43,784.82	13.46%	\$33,626.92	13.13%	\$167,568.44	14.72%

Executive Summary:

- Highest sales by customer type is \$54,05 by Bar.
- The highest Gross Profit Margins are 65.88% by SSBC Tsting Room.

Product Name	Unit Sales by Product (% , USD)	%GT Gross Profit by Product (% , USD)
Scholar's Saison	16.08%	0.30%
Liu Ling's IPA	3.12%	6.67%
Han Dynasty Spiced Lager	4.08%	10.53%
Henan Hops Wheat Beer	7.48%	20.20%
Imperial Poet Porter	27.53%	30.63%
Bamboo Grove Maibock	41.71%	31.67%
Total	100.00%	100.00%

Executive Summary:

- Bamboo Grove Maibock has the highest unit sales by product (42.47%) and a (3.64%) gross profit.
- Liu Ling's IPA has the lowest sales by product (3.12%).
- Scholar's Saison has the lowest gross profit with (0.30%).