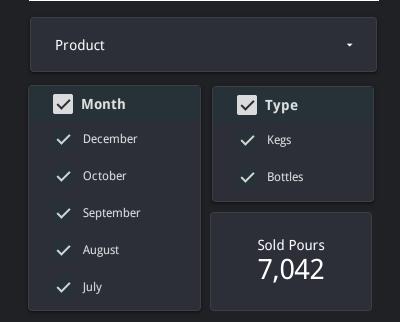
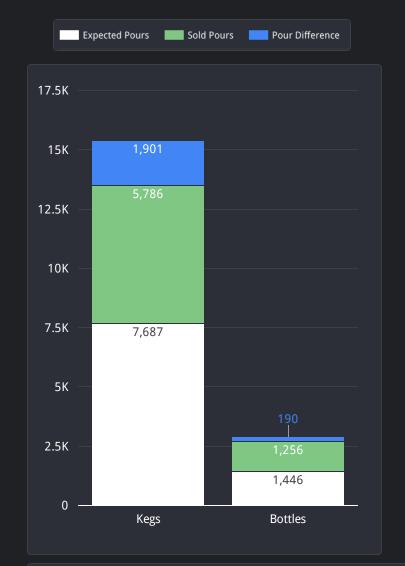
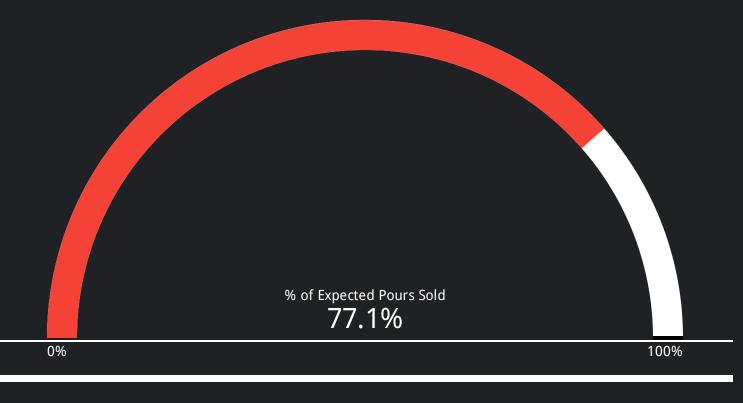


Expected Remaining Pours 2,091

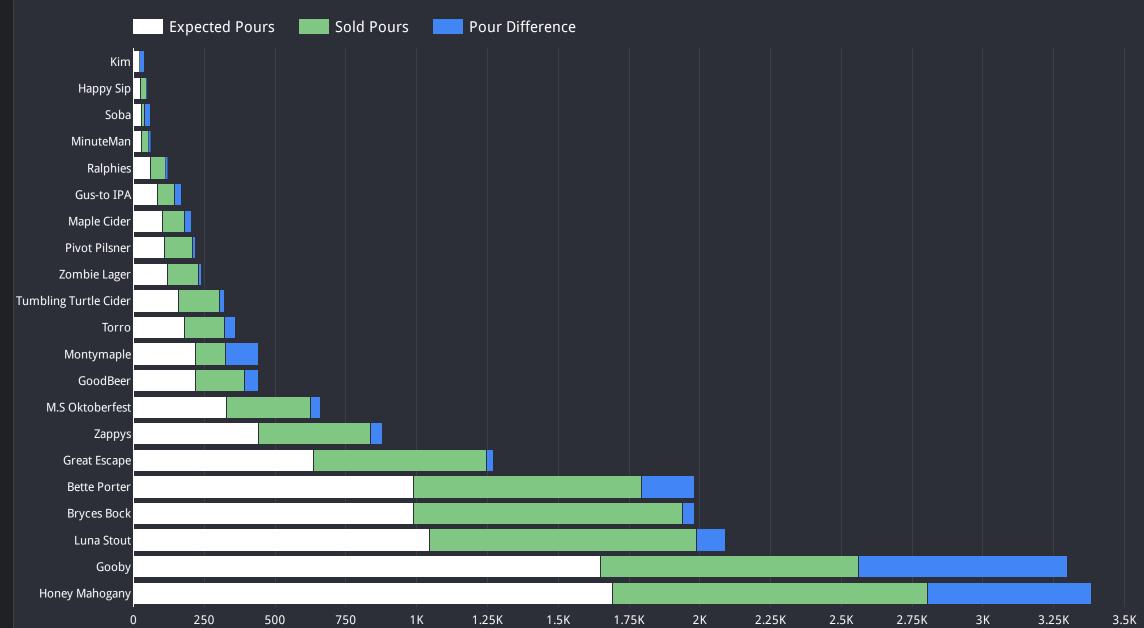






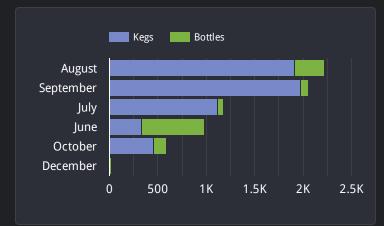
## Percentage Evaluation Moderate Underselling

Expected Pours	Sold Pours	Pour Difference	Sold Pours / Expected
1,692	1,111	581	65.66%
1,650	912	738	55.27%
1,045	945	100	90.43%
990	803	187	81.11%
990	948	42	95.76%
636	611	25	96.07%
440	398	42	90.45%
330	294	36	89.09%
220	172	48	78.18%
220	104	116	47.27%
180	141	39	78.33%
160	144	16	90%
120	110	10	91.67%
110	99	11	90%
102	78	24	76.47%
84	62	22	73.81%
60	53	7	88.33%
30	10	20	33.33%
30	23	7	76.67%
24	22	2	91.67%
9133	7.042	2 091	77.11%
	1,692 1,650 1,045 990 990 636 440 330 220 220 180 160 120 110 102 84 60 30 30	1,692       1,111         1,650       912         1,045       945         990       803         990       948         636       611         440       398         330       294         220       104         180       141         160       144         120       110         110       99         102       78         84       62         60       53         30       10         30       23         24       22	1,692       1,111       581         1,650       912       738         1,045       945       100         990       803       187         990       948       42         636       611       25         440       398       42         330       294       36         220       172       48         220       104       116         180       141       39         160       144       16         120       110       10         110       99       11         102       78       24         84       62       22         60       53       7         30       10       20         30       23       7         24       22       2         24       22       2





Sold Pours by Month



Month	Expected Pours	Sold Pours	Pour Differe
August	2,620	2,221	
September	2,580	2,051	
July	1,497	1,176	
June	1,040	984	
October	1,366	593	
Docombor	20	17	
Grand total	9,133	7,042	2,

ence

399

529

321

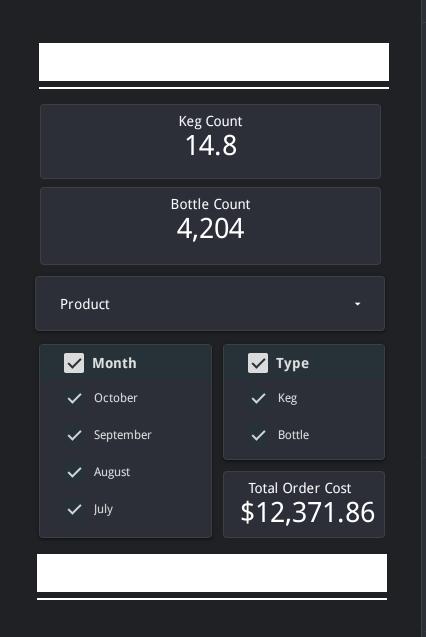
56

773

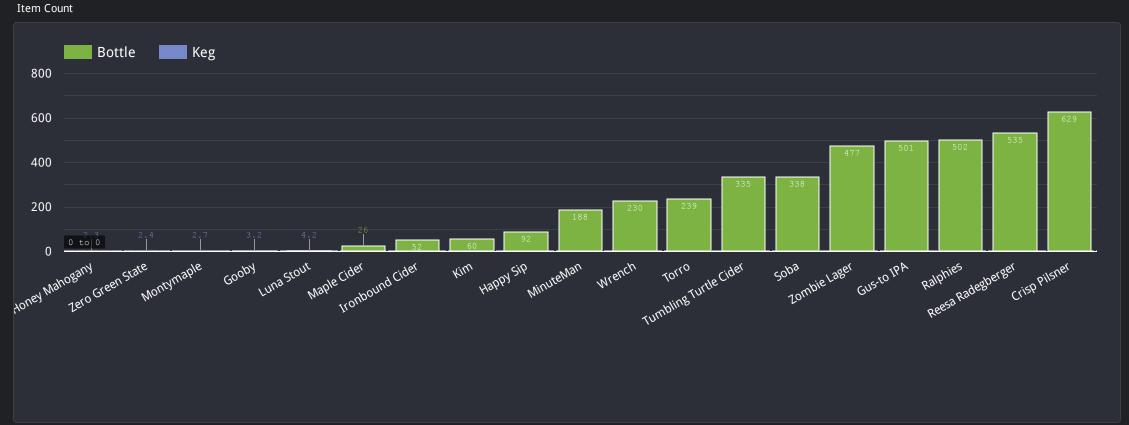
,091

	Product	Sold Pours ▼
1.	Honey Mahogany	1,111
2.	Bryces Bock	948
3.	Luna Stout	945
4.	Gooby	912
	Grand total	7,042
		1 - 21 / 21 〈 〉

	Pour Difference								
1K									
500									
0 L January	Ma February	rch April	May	June	July A	Septe ugust	mber Octobe	November r	Dece







Туре	Product	Cost by Unit	Total Order Cost
Keg	Luna Stout	\$560	\$1,176
	Gooby	\$418	\$668.8
	Montymaple	\$314.85	\$283.38
	Zero Green State	\$149.9	\$179.88
	Honey Mahogany	\$124	\$285.2
	Total	\$1,566.75	\$2,593.26
Bottle	Kim	\$18.56	\$278.4
	Soba	\$17.5	\$1,183
	Ralphies	\$17.5	\$1,757
	Maple Cider	\$15.75	\$81.9
	Ironbound Cider	\$14	\$145.6
	Happy Sip	\$13.05	\$240.12
	Crisp Pilsner	\$12.75	\$1,603.95
	Zombie Lager	\$11.88	\$1,416.69
	Wrench	\$11.52	\$662.4
	Torro	\$11.25	\$537.75
	MinuteMan	\$7.05	\$265.08
	Tumbling Turtle Cider	\$5.75	\$385.25
	Gus-to IPA	\$4.84	\$606.21
	Reesa Radegberger	\$4.6	\$615.25
	Total	\$166	\$9,778.6
Grand tota		\$1,732.75	\$12,371.86

				Month / Total Order Cost		
Туре	June	July	August	October	September	Grand total
Bottle	\$2,725.25	\$2,571.7	\$2,156.84	\$858.89	\$1,465.92	\$9,778.6
Keg	\$1,057.6	\$588	\$89.94	\$763.26	\$94.46	\$2,593.26
Grand total	\$3,782.85	\$3,159.7	\$2,246.78	\$1,622.15	\$1,560.38	\$12,371.86