

167.57K

Sales in USD

Sales in CAD

224.21K

FY Quarter-Year CustType	Q1 - 2021		Q2 - 2021		Q3 - 2021		Q4 - 2021		Total	
	Sales in USD	Gross Profit Margin	Sales in USD	Gross Profit Margin	Sales in USD	Gross Profit Margin	Sales in USD	Gross Profit Margin	Sales in USD	Gross Profit Margin
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%
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%
SSBC Tasting 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%
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:

- . Here really, the Distributor was where we got our highest Sales in USD, but on the contrary. the SSBC Tasting Room had the highest gross profit margin.
- . Next, the Bar had the highest Sales in USD and also the highest gross profit margin too!

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

Executive Summary: The strong performers, Henan Hops Wheat Beer had a 7.48% Sales to a 20.20% Profit, it and then Han Dynasty Spiced Lager had a 4.08% Sales to a 10.53% Profit. In opposite, Scholar's Saison 16.08% Sales making a 0.3% Profit and then Bamboo Grove Maibocks 41.71% Sales with a 31.67% Profit if anything shows how bad these two items are performing!