

LUXURY SPIRITS

MAINE LUXURY SPIRITS 3 MONTH TREND

3 Month Trend	October Cases	November Cases	December cases	Total 3 Months	% Change Prior Year	October \$	November \$	December \$	Total 3 Months	% Change Prior Year	October Profit \$	November Profit \$	December Profit \$	Total 3 Months	% Change Prior Year
FY23	3,918	3,999	4,465	12,382	14.88%	\$1,452,217	\$1,435,243	\$1,656,099	\$4,543,558	13.82%	\$397,921	\$385,455	\$445,939	\$1,229,316	10.77%
FY22	3,087	3,606	4,085	10,778		\$1,075,224	\$1,404,899	\$1,511,822	\$3,991,945		\$290,053	\$398,965	\$420,778	\$1,109,796	
Variance	831	393	380	1,604		\$376,993	\$30,344	\$144,277	\$551,613		\$107,868	-\$13,510	\$25,161	\$119,520	

SPOTLIGHT ITEM FOR OCT-DEC 2021

48122 HENNESSY XO 2012 80P 750ML(\$189.99 special retail) With a \$20 retail savings, the sales increase for this 3 month period is strong at +38.30%.

Code	Description	Size	Pack	Retail	Special Retail	OCT - DEC 9L Case Sales 2021	OCT - DEC 9L Case Sales 2020	Increase over last year	% increase
48122	HENNESSY XO 2012 80P	750ML	12	209.99	\$189.99	141.00	54.00	87.00	38.30%