

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
FY22	3,087	3,604	4,085	10,776	40.90%	\$1,075,224	\$1,404,899	\$1,511,822	\$3,991,945	42.42%	\$290,053	\$398,965	\$420,778	\$1,109,796	58.59%
FY21	2,429	2,024	3,195	7,648		\$874,539	\$761,554	\$1,166,824	\$2,802,917		\$204,670	\$194,002	\$301,109	\$699,781	
Variance	658	1580	890	3,128		\$200,685	\$643,345	\$344,998	\$1,189,028		\$85,383	\$204,963	\$119,669	\$410,015	

SPOTLIGHT ITEM FOR OCT-DEC 2021

5696 OBAN 14 YEAR 750ML (\$66.99 special retail) With a \$13 retail savings, the sales increase for this 3 month period is strong at +39.59%.

Code	Description	Size	Pack	Retail	Special Retail	OCT - DEC 9L Case Sales 2021	OCT - DEC 9L Case Sales 2020	Increase over last year	% increase
5696	OBAN 14 YR 86P	750	6	79.99	\$66.99	126.33	90.50	35.83	39.59%

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