


# Grain Belt Breweries Company Records.

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Version 3
August 20, 2018

WAYNE A. WANDER

JANUARY

FEBRUARY

SEPTEMBER

OCTOBER

NOVEMBER

DECEMBER

CURTIS 1000

1411

FEBRUARY

SUMMARY OF COSTS BY CLASSIFICATION

| | D/2 761OM 76 | | D/2 761OM 75 | | VARIANCE |
|---|---|---|---|---|---|
| | | YTD 76 | | YTD 75 | |
| WAGES AND SALARIES | AMOUNT | AMOUNT | AMOUNT | AMOUNT | |
| | 216,630.19 | | 287,109.07 | | 70,478.88- |
| PRODUCTION | | 3,259,869.40 | | 616,151.56 | 2,643,707.84 |
| | 2,886.31 | | 28,574.73 | | 25,688.42- |
| ADVERTISING & SELLING | | 296,694.01 | | 59,200.14 | 237,493.87 |
| | 17,852.93 | | 22,893.01 | | 5,040.08- |
| ADMINISTRATIVE | | 199,241.91 | | 46,233.89 | 153,008.02 |
| | 237,369.43 | | 338,576.81 | | 101,207.38- |
| TOTAL WAGES | | 3,755,795.32 | | 721,585.59 | 3,034,209.73 |
| SUPPLIES | | | | | |
| | 88,449.63 | | 394,570.03 | | 306,120.40- |
| PRODUCTION | | ~~4,036,512.05~~ 4,052,083.18 | | 895,209.71 | 3,141,302.34 |
| | 1,882.73 | | 3,898.81 | | 2,016.08- |
| SELLING DELIVERY ADMINISTRATIVE | | ~~59,322.53~~ 60,786.20 | | 9,637.78 | 49,684.75 |
| | 90,332.36 | | 398,468.84 | | 308,136.48- |
| TOTAL SUPPLIES | | ~~4,095,834.58~~ 4,112,869.38 | | 904,847.49 | 3,190,987.09 |
| MAINTENANCE | | | | | |
| | .00 | | 9,997.58 | | 9,997.58- |
| PRODUCTION LABOR | | 5,991.89 | | 20,402.72 | 14,410.83- |
| | 18,148.23 | | 20,675.31 | | 2,527.08- |
| CONTRACTOR MAINTENANCE | | ~~159,678.88~~ 144,678.88 | | 38,160.75 | 121,518.13 |
| | 29.72 | | 29,154.76 | | 29,125.04- |
| PRODUCTION MATERIAL | | ~~171,508.50~~ 133,925.25 | | 54,743.31 | 76,825.19 |
| | .00 | | 1,416.48 | | 1,416.48- |
| SELLING DELIVERY ADMINISTRATIVE | | 12,655.75 | | 3,484.16 | 9,172.59 |
| | 18,177.95 | | 61,244.13 | | 43,066.18- |
| TOTAL MAINTENANCE | | ~~309,835.02~~ 297,252.77 | | 116,790.94 | 193,105.08 |
| GENERAL | | | | | |
| | 25,274.16 | | 29,282.88 | | 4,008.72- |
| PRODUCTION | | ~~342,402.71~~ 337,311.12 | | 58,764.17 | 283,728.54 |

SUMMARY OF COSTS BY CLASSIFICATION

| | 02/2 7610M 76 | YTD 76 | 02/2 7610M 75 | YTD 75 | VARIANCE |
|---|---|---|---|---|---|
| | 9,160.10 | | 23,541.82 | | 14,381.72- |
| SELLING DELIVERY ADMINISTRATIVE | | ~~286,844.34~~ 330,604.39 | | 47,494.43 | 238,549.91 |
| | 34,424.26 | | 52,824.70 | | 18,400.44- |
| TOTAL GENERAL | | ~~620,637.06~~ 667,915.51 | | 106,258.60 | 522,278.45 |
| ADVERTISING | | | | | |
| | 6,510.43 | | 84,270.60 | | 77,760.17- |
| MEDIA | | ~~722,303.56~~ 720,201.47 | | 121,542.87 | 600,760.69 |
| | 2,000.00- | | 13,679.64 | | 15,679.64- |
| PRODUCTION | | 212,768.03 | | 46,720.10 | 166,047.93 |
| | 22,794.43- | | 52,161.47 | | 74,955.90- |
| SALES PROMOTION | | ~~122,445.46~~ 161,561.40 | | 111,361.27 | 11,084.13 |
| | 1,438.72 | | 16,943.83 | | 15,505.11- |
| SIGN COST & MAINTENANCE | | ~~105,165.71~~ 105,248.06 | | 22,470.93 | 82,684.78 |
| | 16,845.28- | | 167,055.54 | | 183,900.82- |
| TOTAL ADVERTISING | | ~~1,162,672.76~~ 1,199,778.96 | | 302,095.17 | 860,577.59 |
| FIXED | | | | | |
| | 5,073.23 | | 11,278.02 | | 6,204.79- |
| PROPERTY TAXES & LICENSES | | ~~61,282.11~~ 82,298.49 | | 23,729.31 | 37,552.80 |
| | 25,860.00 | | 28,570.00 | | 2,710.00- |
| PAYROLL TAXES | | ~~270,740.00~~ 259,737.89 | | 56,630.00 | 214,110.00 |
| | 5,669.76 | | 5,621.49 | | 48.27 |
| INSURANCE GENERAL | | ~~57,174.55~~ 58,514.24 | | 11,300.98 | 46,873.57 |
| | 48,913.34 | | 45,483.24 | | 3,430.10 |
| INSURANCE - EMPLOYEES GROUP | | ~~476,245.01~~ 494,379.01 | | 91,809.79 | 384,435.22 |
| | .00 | | 8,700.00 | | 8,700.00- |
| SALARIED PENSION TRUST | | ~~69,600.00~~ 89,050.00 | | 17,400.00 | 52,200.00 |
| | 3,742.07 | | 4,197.77 | | 445.70- |
| RETIREES PENSION | | 38,580.21 | | 9,467.15 | 29,113.06 |
| | 624.45- | | 1,120.46 | | 1,744.91- |
| RENTALS | | ~~9,085.34~~ 8,998.68 | | 1,959.64 | 7,125.70 |
| | 6,689.21 | | 40,700.99 | | 34,011.78- |
| DEPRECIATION - PLANT & EQUIPMENT | | ~~67,304.00~~ 80,721.82 | | 81,359.84 | 14,056.84- |

SUMMARY OF COSTS BY CLASSIFICATION

| | D/2 761OM 76 | YTD 76 | D/2 7610M 75 | YTD 75 | VARIANCE |
|---|---|---|---|---|---|
| DEPRECIATION - RETURNABLE CONT. | 1,018.50 | ~~10,650.49~~ 12,687.49 | 27,112.44 | 54,046.90 | 26,093.94- 43,396.41- |
| TOTAL FIXED | 96,341.66 | ~~1,860,661.71~~ 1,124,967.83 | 172,774.41 | 347,703.61 | 76,432.75- 712,958.10 |

GRAIN BELT BREWERIES, INC. SUMMARY OF COSTS BY CLASSIFICATION

| | | | | | |
|---|---|---|---|---|---|
| TOTAL COSTS | 459,800.38 | ~~11,013,397.44~~ 11,158,579.77 | 1,190,944.43 | 2,499,281.40 | 731,144.05- 8,514,116.04 |

Data Documents, Inc. 02

| | 0/2 7610M 76 | | YTD 76 | | 0/2 7610M 75 | | YTD 75 | | VARIANCE |
|---|---|---|---|---|---|---|---|---|---|
| BARRELS BREWED | 1 | | 470,437 | | 43,296 | | 99,464 | | 43,295-<br>370,973 |
| WAGES AND SALARIES | AMOUNT | PER BBL | AMOUNT | PER BBL | AMOUNT | PER BBL | AMOUNT | PER BBL | |
| BREWHOUSE | 200.38 | 200.3800 | 95,117.74 | .2022 | 10,282.17 | .2375 | 22,499.41 | .2262 | 10,081.79-<br>72,618.33 |
| FERMENTING | .00 | .0000 | 37,175.29 | .0790 | 4,512.29 | .1042 | 9,543.31 | .0959 | 4,512.29-<br>27,631.98 |
| CELLARS | 9,171.66 | 171.6600 | 214,512.49 | .4560 | 19,327.31 | .4464 | 43,230.52 | .4346 | 10,155.65-<br>171,281.97 |
| LAB AND CLERICAL | 1,585.00 | 585.0000 | 36,056.22 | .0766 | 4,292.94 | .0992 | 8,604.85 | .0865 | 2,707.94-<br>27,450.37 |
| SUPERVISION | 885.00 | 885.0000 | 73,733.50 | .1567 | 8,191.66 | .1892 | 16,383.32 | .1647 | 7,306.66-<br>57,350.18 |
| VACATION | 3,000.00 | .0000 | 57,844.86 | .1442 | 4,200.00 | .0970 | 8,400.00 | .0845 | 1,200.00-<br>59,444.86 |
| HOLIDAY | 890.42 | 890.4200 | 21,148.35 | .0450 | 1,620.00 | .0374 | 3,240.00 | .0326 | 729.58-<br>17,908.35 |
| PENSION | 1,536.50 | 536.5000 | 31,536.75 | .0670 | 2,857.00 | .0660 | 5,787.75 | .0582 | 1,320.50-<br>25,749.00 |
| UNCLASSIFIED | 438.91 | 438.9100 | 11,614.74 | .0247 | 2,014.56 | .0465 | 4,063.94 | .0409 | 1,575.65-<br>7,550.80 |
| TOTAL WAGES | 17,707.87 | 707.8700 | 588,738.94 | 1.2515 | 57,297.93 | 1.3234 | 121,753.10 | 1.2241 | 39,590.06-<br>466,985.84 |
| MATERIALS AND SUPPLIES | | | | | | | | | |
| MALT | ~~.00~~ 8,394.49 | .0000 | ~~1,610,827.77~~ 1,619,222.26 | 3.4241 | 169,676.86 | 3.9190 | 385,136.00 | 3.8721 | 169,676.86-<br>1,225,691.77 |
| HOPS DOMESTIC | .00 | .0000 | 70,786.40 | .1504 | 6,770.05 | .1564 | 15,886.10 | .1597 | 6,770.05-<br>54,880.30 |
| HOPS IMPORTED | ~~.00~~ 11,563.67 | .0000 | ~~40,459.50~~ 52,023.17 | .0860 | 6,349.50 | .1467 | 14,506.50 | .1458 | 6,349.50-<br>25,953.00 |
| HOPS CASCADE | .00 | .0000 | 19,529.90 | .0415 | 388.56 | .0090 | 388.56 | .0039 | 388.56-<br>19,141.34 |
| NU-BRU | ~~.00~~ (5,504.58) | .0000 | ~~959,741.10~~ 954,236.52 | 2.0401 | 74,045.01 | 1.7102 | 171,839.92 | 1.7277 | 74,045.01-<br>787,901.18 |

| | D/2 7610M 76 | | YTD 76 | | D/2 7610M 75 | | YTD 75 | | VARIANCE |
|---|---|---|---|---|---|---|---|---|---|
| GLUCOSE | ~~.00~~ (1,181.32) | .0000 | ~~87,054.50~~ 85,873.18 | .1851 | 10,964.80 | .2533 | 25,414.40 | .2555 | 10,964.80-<br>61,640.10 |
| TREATING | 990.47 | 990.4700 | 208,783.39 | .4438 | 15,350.89 | .3546 | 32,471.69 | .3265 | 14,360.42-<br>176,311.70 |
| FILTERING | 232.30 | 232.3000 | 9,474.90 | .0201 | 705.95 | .0163 | 1,654.65 | .0166 | 473.65-<br>7,820.25 |
| SUNDRY MATERIAL | 6,679.04 | 679.0400 | 46,521.33 | .0989 | 2,262.52 | .0523 | 7,047.47 | .0709 | 4,416.52<br>39,473.86 |
| BY PRODUCT SALES | .00 | .0000 | 112,990.27- | .2402- | 11,718.93- | .2707- | 28,670.24- | .2882- | 11,718.93<br>84,320.03- |
| GRAIN DRYING | ~~377.68~~ 2,250.43 | 377.6800 | ~~48,140.11~~ 50,012.86 | .1023 | 6,055.61 | .1399 | 12,214.31 | .1228 | 5,677.93-<br>35,925.80 |
| LAB SUPPLIES | ~~51.58~~ 60.29 | 51.5800 | ~~2,546.23~~ 2,554.94 | .0054 | 112.76 | .0026 | 293.62 | .0030 | 61.18-<br>2,252.61 |
| UNCLASSIFIED | ~~1,390.95~~ 1,388.65 | 390.9500 | ~~95,692.67~~ 95,690.37 | .2034 | 10,199.11 | .2356 | 23,996.83 | .2413 | 8,808.16-<br>71,695.84 |
| TOTAL MATERIALS | 9,722.02 | 722.0200 | ~~3,086,547.53~~ 3,101,698.95 | 6.5610 | 291,182.69 | 6.7249 | 662,179.81 | 6.6575 | 281,440.67-<br>2,424,367.72 |
| MAINTENANCE | | | | | | | | | |
| BUILDING MATERIAL | 25.00 | 25.0000 | 688.75 | .0015 | 92.14 | .0021 | 117.14 | .0012 | 67.14-<br>571.61 |
| MACHINERY MATERIAL | .00 | .0000 | 17,642.51 | .0379 | 1,597.27 | .0369 | 4,219.17 | .0424 | 1,597.27-<br>13,423.34 |
| TANKS MATERIAL | .00 | .0000 | 156.00 | .0003 | .00 | .0000 | .00 | .0000 | .00<br>156.00 |
| CONTRACTORS | ~~.00~~ (3000.00) | .0000 | ~~22,514.13~~ 19,514.13 | .0479 | 2,637.42 | .0609 | 6,229.87 | .0626 | 2,637.42-<br>16,284.26 |
| TOTAL MAINTENANCE | 25.00 | 25.0000 | ~~41,001.39~~ 38,001.39 | .0872 | 4,326.83 | .0999 | 10,566.18 | .1062 | 4,301.83-<br>30,435.21 |
| GENERAL | | | | | | | | | |
| BEER CONSUMED | 240.75 | 240.7500 | 3,586.95 | .0076 | 378.00 | .0087 | 714.25 | .0072 | 137.25-<br>2,872.60 |
| UTILITIES DIRECT CHGE. | ~~5,852.95~~ 3,080.79 | 852.9900 | ~~82,001.85~~ 79,229.66 | .1747 | 7,984.23 | .1844 | 16,284.23 | .1637 | 2,131.24-<br>65,717.63 |

| | 0/2 7610M 76 | | YTD 76 | | 0/2 7610M 75 | | YTD 75 | | VARIANCE |
|---|---|---|---|---|---|---|---|---|---|
| POWER PLANT ALLOCATION | ~~57,066.21~~ 57,516.03 | 66.2100 | ~~639,343.87~~ 639,792.89 | 1.3590 | 73,143.19 | 1.6894 | 152,594.24 | 1.5342 | 16,076.93- 486,798.83 |
| GENERAL PLANT ALLOC. | ~~15,558.71~~ 18,021.88 | 558.7100 | ~~219,653.57~~ 221,516.74 | .4656 | 22,513.33 | .8200 | 46,866.81 | .4712 | 6,954.62- 172,186.76 |
| UNCLASSIFIED | 216.00 | 216.0000 | 10,079.55 | .0214 | 1,746.45 | .0403 | 1,928.72 | .0194 | 1,529.45- 8,150.83 |
| TOTAL GENERAL | 78,934.66 | 934.6600 | ~~954,664.00~~ 954,205.69 | 2.0280 | 105,764.15 | 2.4428 | 218,388.25 | 2.1957 | 26,829.49- 735,676.65 |
| FIXED | | | | | | | | | |
| TAXES & LICENSES | ~~1,700.00~~ ⟨4223.00⟩ | 700.0000 | ~~19,893.33~~ 13,970.33 | .0423 | 4,000.00 | .0924 | 7,050.00 | .0709 | 2,300.00- 12,843.33 |
| TAXES PAYROLL | ~~4,200.00~~ 2548.89 | 200.0000 | ~~37,900.00~~ 36,148.89 | .0804 | 4,700.00 | .1086 | 9,400.00 | .0945 | 500.00- 28,400.00 |
| INSURANCE GENERAL | 1,482.00 | 482.0000 | 14,861.16 | .0316 | 1,469.33 | .0339 | 2,938.66 | .0295 | 12.67 11,922.50 |
| INSURANCE EMPLOYEES | ~~8,396.78~~ 11,479.78 | 396.7800 | ~~87,347.89~~ 86,430.89 | .1772 | 7,928.76 | .1831 | 15,857.52 | .1594 | 468.02 67,490.37 |
| PENSION TRUST | ~~.00~~ 1805.00 | .0000 | ~~10,920.00~~ 12,725.00 | .0232 | 1,365.00 | .0315 | 2,730.00 | .0274 | 1,365.00- 8,190.00 |
| RETIREES PENSION | 501.67 | 501.6700 | 5,016.70 | .0107 | 501.67 | .0116 | 1,003.34 | .0101 | .00 4,013.36 |
| DEPRECIATION BUILDINGS | ~~600.00~~ 1800.00 | 600.0000 | ~~6,000.00~~ 7,200.00 | .0128 | 3,727.80 | .0861 | 7,455.60 | .0750 | 3,127.80- 1,456.60- |
| DEPRECIATION MACHINERY | ~~1,401.56~~ 4,204.68 | 401.5600 | ~~14,082.17~~ 16,885.29 | .0299 | 10,061.29 | .2324 | 20,101.66 | .2021 | 8,659.73- 6,019.49- |
| DEPRECIATION TANKS | ~~420.83~~ 1,262.49 | 420.8300 | ~~4,208.34~~ 5,050.00 | .0089 | 2,369.95 | .0547 | 4,739.90 | .0477 | 1,949.12- 531.56- |
| TOTAL FIXED | 18,702.84 | 702.8400 | ~~196,129.89~~ 198,288.26 | .4169 | 36,123.80 | .8343 | 71,276.68 | .7166 | 17,420.96- 124,852.91 |
| COST OF BREWING | | | | | | | | | |
| TOTAL COST | 125,092.39 | 92.3900 | ~~4,856,482.35~~ 4,880,933.23 | 10.3446 | 494,675.40 | 11.4254 | 1,084,164.02 | 10.9001 | 369,583.01- 3,782,318.33 |

| | 0/2 7610M 76 | | YTD 76 | | 0/2 7610M 75 | | YTD 75 | | VARIANCE |
|---|---|---|---|---|---|---|---|---|---|
| BARRELS RACKED | 7,716 | | 118,152 | | 9,086 | | 19,999 | | 1,370-<br>98,153 |
| WAGES AND SALARIES | AMOUNT | PER BBL | AMOUNT | PER BBL | AMOUNT | PER BBL | AMOUNT | PER BBL | |
| KEG FILLING | 1,385.85 | .1796 | 20,343.76 | .1722 | 1,772.48 | .1951 | 3,825.40 | .1913 | 386.63-<br>16,518.36 |
| RACKING FLOORMEN | 2,869.65 | .3719 | 37,521.39 | .3176 | 3,532.88 | .3888 | 7,550.99 | .3776 | 663.23-<br>29,970.40 |
| KEG WASHING | 3,869.00 | .5014 | 41,937.98 | .3549 | 3,354.48 | .3692 | 7,281.14 | .3641 | 514.52<br>34,656.82 |
| WASHHOUSE FLOORMEN | 1,854.34 | .2403 | 16,410.35 | .1389 | 1,772.48 | .1951 | 4,204.70 | .2102 | 81.86<br>12,205.65 |
| LOAD & UNLOAD | 2,076.00 | .2691 | 22,627.34 | .1915 | 2,123.44 | .2337 | 4,668.14 | .2334 | 47.44-<br>17,959.20 |
| SUPERVISION | .00 | .0000 | 5,476.48 | .0464 | 606.49 | .0667 | 1,223.36 | .0612 | 606.49-<br>4,253.12 |
| HOLIDAY | 685.78 | .0889 | 7,289.11 | .0617 | 600.00 | .0660 | 1,200.00 | .0600 | 85.78<br>6,089.11 |
| VACATION | 1,500.00 | .1944 | 13,911.13 | .1177 | 1,500.00 | .1651 | 3,000.00 | .1500 | .00<br>10,911.13 |
| PENSION | 215.75 | .0280 | 6,679.00 | .0565 | 798.00 | .0878 | 1,570.00 | .0785 | 582.25-<br>5,109.00 |
| TOTAL WAGES | 14,456.37 | 1.8736 | 172,196.52 | 1.4574 | 16,060.25 | 1.7676 | 34,523.73 | 1.7263 | 1,603.88-<br>137,672.79 |
| MATERIALS AND SUPPLIES | | | | | | | | | |
| BUNGS | 563.79 | .0731 | 9,336.91 | .0790 | 646.69 | .0712 | 1,524.28 | .0762 | 82.90-<br>7,812.63 |
| UNCLASSIFIED | 1,005.47 | .1303 | ~~25,118.09~~<br>25,137.89 | .2126 | 1,241.33 | .1366 | 4,783.31 | .2392 | 235.86-<br>20,335.58 |
| TOTAL MATERIALS | 1,569.26 | .2034 | ~~34,455.80~~<br>34,474.80 | .2916 | 1,888.02 | .2078 | 6,307.59 | .3154 | 318.76-<br>28,148.21 |
| MAINTENANCE | | | | | | | | | |
| BUILDING MATL. | .00 | .0000 | 173.57 | .0015 | .00 | .0000 | 8.32 | .0004 | .00<br>165.25 |

Data Documents, Inc. 02

| | 0/2 7610M 76 | | YTD 76 | | 0/2 7610M 75 | | YTD 75 | | VARIANCE |
|---|---|---|---|---|---|---|---|---|---|
| MACHINERY MATL. | .00 | .0000 | 5,351.38 | .0453 | 3,143.14 | .3459 | 5,203.65 | .2602 | 3,143.14-<br>147.73 |
| MACHINERY LABOR | .00 | .0000 | .00 | .0000 | 2,234.60 | .2459 | 7,048.66 | .3525 | 2,234.60-<br>7,048.66- |
| KEGS MATERIAL | .00 | .0000 | 43.00- | .0004- | 1,184.00 | .1303 | 1,184.00 | .0592 | 1,184.00-<br>1,227.00- |
| CONTRACTORS | 85.98 | .0111 | 8,323.99 | .0705 | 1,564.77 | .1722 | 1,758.07 | .0879 | 1,478.79-<br>6,565.92 |
| TOTAL MAINTENANCE | 85.98 | .0111 | 13,805.94 | .1168 | 8,126.51 | .8944 | 15,202.70 | .7602 | 8,040.53-<br>1,396.76- |
| GENERAL | | | | | | | | | |
| UTILITIES DIRECT CHGE. | 469.32 | .0608 | ~~7,252.50~~<br>7,228.53 | .0614 | 662.35 | .0729 | 1,262.35 | .0631 | 193.03-<br>5,990.23 |
| POWER PLANT ALLOCATION | 7,552.88 | .9789 | ~~84,618.94~~<br>84,678.47 | .7162 | 9,690.71 | 1.0655 | 20,196.30 | 1.0099 | 2,127.83-<br>64,422.64 |
| MAINTENANCE ETC. | 4,667.61 | .6049 | ~~65,716.05~~<br>66,455.00 | .5562 | 6,754.00 | .7433 | 14,060.04 | .7030 | 2,086.39-<br>51,656.01 |
| UNCLASSIFIED L | .00 | .0000 | 127.96 | .0011 | .00 | .0000 | .00 | .0000 | .00<br>127.96 |
| TOTAL GENERAL | 12,689.81 | 1.6446 | ~~157,716.53~~<br>158,489.96 | 1.3349 | 17,097.06 | 1.8817 | 35,518.69 | 1.7760 | 4,407.25-<br>122,196.84 |
| FIXED | | | | | | | | | |
| TAXES & LICENSES | 300.00 | .0389 | ~~3,600.00~~<br>4,088.00 | .0305 | 900.00 | .0991 | 1,800.00 | .0900 | 600.00-<br>1,800.00 |
| TAXES PAYROLL | 1,360.00 | .1763 | ~~12,640.00~~<br>12,090.00 | .1070 | 1,460.00 | .1607 | 2,870.00 | .1435 | 100.00-<br>9,770.00 |
| INSURANCE GENERAL | 402.00 | .0521 | 3,952.90 | .0335 | 380.00 | .0418 | 760.00 | .0380 | 22.00<br>3,192.90 |
| INSURANCE EMPLOYEES | 2,261.32 | .2931 | ~~21,293.12~~<br>22,200.12 | .1802 | 1,940.70 | .2136 | 3,881.40 | .1941 | 320.62<br>17,411.72 |
| RETIREES PENSION | 291.40 | .0378 | 2,980.13 | .0252 | 431.40 | .0475 | 862.80 | .0431 | 140.00-<br>2,117.33 |
| DEPRECIATION BUILDINGS | 140.00 | .0181 | ~~1,480.00~~<br>1,680.00 | .0118 | 729.24 | .0803 | 1,458.47 | .0729 | 589.24-<br>58.47- |

| | 0/2 7610M 76 | | YTD 76 | | 0/2 7610M 75 | | YTD 75 | | VARIANCE |
|---|---|---|---|---|---|---|---|---|---|
| DEPRECIATION MACHINERY | 195.31 | .0253 | ~~1,953.13~~ 2343.75 | .0165 | 1,235.77 | .1360 | 2,471.54 | .1238 | 1,040.46-<br>518.41- |
| DEPRECIATION KEGS | .00 | .0000 | .00 | .0000 | 8,809.77 | .9696 | 17,441.56 | .8721 | 8,809.77-<br>17,441.56- |
| TOTAL FIXED | 4,950.03 | .6415 | ~~47,819.28~~ 49334.90 | .4047 | 15,886.88 | 1.7485 | 31,545.77 | 1.5774 | 10,936.85-<br>16,273.51 |
| COST OF RACKING | | | | | | | | | |
| TOTAL TOTAL | 33,751.45 | 4.3742 | ~~425,993.07~~ 428,304.12 | 3.6055 | 59,058.72 | 6.5000 | 123,098.48 | 6.1552 | 25,307.27-<br>302,894.59 |
| BEER FROM CELLARS | 74,670.61 | 9.6774 | ~~1,141,744.97~~ 1,144,752.20 | 9.6634 | 101,766.00 | 11.2003 | 213,078.60 | 10.6545 | 27,095.39-<br>928,666.37 |
| TOTAL KEG BEER COST | 108,422.06 | 14.0516 | ~~1,567,738.04~~ 1573,054.32 | 13.2689 | 160,824.72 | 17.7003 | 336,177.08 | 16.8097 | 52,402.66-<br>1,231,560.96 |

Data Documents, Inc. 02

| | 0/2 7610M 76 | | YTD 76 | | 0/2 7610M 75 | | YTD 75 | | VARIANCE |
|---|---|---|---|---|---|---|---|---|---|
| BARRELS BOTTLED | 32,175 | | 450,035 | | 31,993 | | 74,178 | | 182<br>375,857 |
| CASES BOTTLED | 427,104 | | 6,024,965 | | 428,990 | | 988,632 | | 1,886-<br>5,036,333 |
| WAGES AND SALARIES | AMOUNT | PER CASE | AMOUNT | PER CASE | AMOUNT | PER CASE | AMOUNT | PER CASE | |
| | 45,924.61 | .1075 | | | 46,722.31 | .1089 | | | 797.70- |
| BOTTLEHOUSE LINES ETC. | | | 650,698.16 | .1080 | | | 109,869.74 | .1111 | 540,828.42 |
| | 1,976.79 | .0046 | | | 2,707.33 | .0063 | | | 730.54- |
| GOV. CELLAR | | | 25,131.10 | .0041 | | | 6,102.94 | .0061 | 19,028.16 |
| | 5,270.41 | .0123 | | | 3,918.55 | .0091 | | | 1,351.86 |
| ASSEMBLING CASES MISC. | | | 61,274.54 | .0101 | | | 11,472.67 | .0116 | 49,801.87 |
| | 9,471.44 | .0221 | | | 12,327.22 | .0287 | | | 2,855.78- |
| CLEANUP | | | 132,573.40 | .0220 | | | 25,958.81 | .0262 | 106,614.59 |
| | 2,090.26 | .0049 | | | 2,601.10 | .0060 | | | 510.84- |
| OILERS | | | 28,391.26 | .0047 | | | 5,754.18 | .0058 | 22,637.08 |
| | 3,447.25 | .0080 | | | 4,650.55 | .0108 | | | 1,203.30- |
| LOADING | | | 45,801.76 | .0076 | | | 9,593.56 | .0097 | 36,208.20 |
| | 6,850.31 | .0160 | | | 4,824.65 | .0112 | | | 2,025.66 |
| UNLOADING | | | 63,543.03 | .0105 | | | 10,518.63 | .0106 | 53,024.40 |
| | 4,172.17 | .0097 | | | 10,229.70 | .0238 | | | 6,057.53- |
| SORTING | | | 87,276.61 | .0144 | | | 19,826.43 | .0200 | 67,450.18 |
| | 806.92 | .0018 | | | 1,391.01 | .0032 | | | 584.09- |
| CLERICAL BOTTLING | | | 11,633.65 | .0019 | | | 2,890.88 | .0029 | 8,742.77 |
| | 3,300.23 | .0077 | | | 3,791.91 | .0088 | | | 491.68- |
| CLERICAL WAREHOUSE | | | 39,907.92 | .0066 | | | 7,817.17 | .0079 | 32,090.75 |
| | 8,892.50 | .0208 | | | 10,209.18 | .0238 | | | 1,316.68- |
| FOREMEN BOTTLING | | | 103,925.04 | .0172 | | | 20,418.36 | .0206 | 83,406.68 |
| | 5,540.00 | .0129 | | | 5,240.02 | .0122 | | | 299.98 |
| FOREMEN WAREHOUSE | | | 54,500.06 | .0090 | | | 10,480.04 | .0106 | 44,020.02 |
| | 14,100.00 | .0330 | | | 14,100.00 | .0328 | | | .00 |
| VACATION | | | 201,269.81 | .0334 | | | 28,200.00 | .0285 | 173,069.81 |
| | 5,626.43 | .0131 | | | 5,220.00 | .0121 | | | 406.43 |
| HOLIDAY | | | 69,979.00 | .0116 | | | 10,440.00 | .0105 | 59,539.00 |
| | 6,339.25 | .0148 | | | 6,556.25 | .0152 | | | 217.00- |
| PENSION | | | 91,827.50 | .0152 | | | 14,897.75 | .0150 | 76,929.75 |

| | 0/2 7610M 76 | | YTD 76 | | 0/2 7610M 75 | | YTD 75 | | VARIANCE |
|---|---|---|---|---|---|---|---|---|---|
| TOTAL WAGES | 123,808.57 | .2898 | 1,667,632.84 | .2767 | 134,489.78 | .3135 | 294,241.16 | .2976 | 10,681.21-<br>1,373,391.68 |
| MATERIALS AND SUPPLIES | | | | | | | | | |
| CROWNS | 11,047.75 | .0258 | 210,209.75 | .0348 | 15,176.90 | .0353 | 34,893.09 | .0353 | 4,129.15-<br>175,316.66 |
| LABELS | 13,194.23 | .0309 | 192,398.37 | .0319 | 14,874.11 | .0346 | 31,508.42 | .0318 | 1,679.88-<br>160,889.95 |
| CAUSTIC | 11,018.61 | .0258 | 38,591.26 | .0064 | 3,838.50 | .0089 | 9,342.75 | .0094 | 7,180.11<br>29,248.51 |
| PARTITIONS, ETC. | 563.54 | .0013 | 13,561.17 | .0022 | 1,225.55 | .0028 | 2,418.10 | .0024 | 662.01-<br>11,143.07 |
| BY PRODUCT SALES | 25.12 | .0000 | 204.63 | .0000 | 25.66- | .0000- | 286.14- | .0002- | 50.78<br>490.77 |
| UNCLASSIFIED | 1,674.98 | .0039 | ~~54,777.97~~ 55,168.68 | .0091 | 5,613.26 | .0130 | 14,216.02 | .0143 | 3,938.28-<br>40,561.95 |
| TOTAL MATERIALS | 37,524.23 | .0878 | ~~309,745.15~~ 510,133.86 | .0846 | 40,702.66 | .0948 | 92,092.24 | .0931 | 3,178.43-<br>417,650.91 |
| MAINTENANCE | | | | | | | | | |
| BOTTLEHOUSE BLDG MATL. | 124.00 | .0003 | 1,411.11 | .0002 | 379.39 | .0008 | 839.14 | .0008 | 255.39-<br>571.97 |
| BOTTLEHOUSE MACH MATL. | 990.01- | .0023- | 68,506.09 | .0113 | 19,690.52 | .0459 | 39,096.56 | .0395 | 20,680.53-<br>29,409.53 |
| BOTTLEHOUSE MACH LABOR | .00 | .0000 | 5,991.89 | .0010 | 7,762.98 | .0181 | 13,354.06 | .0135 | 7,762.98-<br>7,362.17- |
| WAREHOUSE BLDG MATL. | .00 | .0000 | 80.41 | .0000 | 222.30 | .0005 | 233.74 | .0002 | 222.30-<br>153.33- |
| WAREHOUSE MACH MATL. | 114.34 | .0002 | 3,377.70 | .0005 | 184.59 | .0003 | 792.18 | .0008 | 50.25-<br>2,595.52 |
| CONTRACTORS | 14,594.39 | .0341 | ~~89,666.08~~ 87,668.08 | .0165 | 13,453.31 | .0313 | 27,140.37 | .0274 | 1,141.08<br>72,527.71 |
| TOTAL MAINTENANCE | 13,842.72 | .0324 | ~~179,035.28~~ 167,035.28 | .0297 | 41,673.09 | .0971 | 81,446.05 | .0823 | 27,830.37-<br>97,589.23 |
| GENERAL | | | | | | | | | |

| | 0/2 7610M 76 | | YTD 76 | | 0/2 7610M 75 | | YTD 75 | | VARIANCE |
|---|---|---|---|---|---|---|---|---|---|
| BEER CONSUMED | 91.00 | .0002 | 4,513.90 | .0007 | 516.00 | .0012 | 1,056.85 | .0010 | 425.00-<br>3,457.05 |
| UTILITIES DIRECT CHGE. | 2,948.14 | .0069 | ~~46,696.41~~<br>44,579.62 | .0076 | 4,135.93 | .0096 | 8,635.93 | .0087 | 1,187.79-<br>37,460.48 |
| POWER PLANT ALLOCATION | 19,301.80 | .0452 | ~~216,248.38~~<br>216,400.52 | .0359 | 24,739.59 | .0576 | 51,612.76 | .0522 | 5,437.79-<br>164,635.62 |
| PLANT MAINTENANCE ETC. | 31,636.03 | .0740 | ~~448,408.87~~<br>450,417.32 | .0739 | 45,777.09 | .1067 | 95,295.84 | .0964 | 14,141.06-<br>350,113.03 |
| UNCLASSIFIED | 1,085.65 | .0025 | ~~8,659.40~~<br>9681.90 | .0016 | 475.15- | .0011- | 412.71- | .0004- | 1,560.80<br>10,072.11 |
| TOTAL GENERAL | 55,062.62 | .1289 | ~~721,926.96~~<br>725,593.26 | .1198 | 74,693.46 | .1741 | 156,188.67 | .1579 | 19,630.84-<br>565,738.29 |
| FIXED | | | | | | | | | |
| TAXES & LICENSES | 2,200.00 | .0051 | ~~24,330.00~~<br>47,394.00 | .0040 | 4,700.00 | .0109 | 10,400.00 | .0105 | 2,500.00-<br>13,930.00 |
| TAXES PAYROLL | 13,550.00 | .0317 | ~~130,680.00~~<br>125069.00 | .0216 | 14,340.00 | .0334 | 28,380.00 | .0287 | 790.00-<br>102,300.00 |
| INSURANCE GENERAL | 1,079.00 | .0026 | 10,655.75 | .0017 | 1,027.00 | .0024 | 2,054.00 | .0020 | 52.00<br>8,601.75 |
| INSURANCE EMPLOYEES | 24,549.70 | .0574 | ~~232,222.76~~<br>241651.76 | .0385 | 21,946.88 | .0511 | 44,593.76 | .0451 | 2,602.82<br>187,629.00 |
| PENSION TRUST | .00 | .0000 | ~~17,600.00~~<br>23080.00 | .0029 | 2,200.00 | .0051 | 4,400.00 | .0044 | 2,200.00-<br>13,200.00 |
| RETIREES PENSION | 1,458.62 | .0034 | 15,679.58 | .0026 | 1,764.32 | .0041 | 4,620.25 | .0046 | 305.70-<br>11,059.33 |
| RENTALS | 438.34 | .0010 | ~~5,388.62~~<br>5,301.96 | .0009 | 525.00 | .0012 | 781.00 | .0007 | 86.66-<br>4,607.62 |
| DEPRECIATION BH BLDG. | 303.75 | .0007 | ~~3,037.50~~<br>3645.00 | .0005 | 1,766.43 | .0041 | 3,532.86 | .0035 | 1,462.68-<br>495.36- |
| DEPRECIATION WH BLDG. | 98.33 | .0002 | ~~1,089.64~~<br>1286.30 | .0001 | 587.28 | .0013 | 1,174.52 | .0011 | 488.93-<br>84.88- |
| DEPRECIATION BH MACH. | 2,565.63 | .0060 | ~~25,656.24~~<br>30,787.50 | .0042 | 12,961.60 | .0302 | 25,923.20 | .0262 | 10,395.97-<br>266.96- |
| DEPRECIATION WH MACH. | 117.54 | .0002 | ~~455.04~~<br>530.04 | .0000 | 200.53 | .0004 | 401.06 | .0004 | 82.99-<br>53.98 |

| | 0/2 7610M 76 | | YTD 76 | | 0/2 7610M 75 | | YTD 75 | | VARIANCE |
|---|---|---|---|---|---|---|---|---|---|
| DEPRECIATION LIFT TRKS | 241.67 | .0005 | ~~2,416.66~~ 2900.00 | .0004 | 1,770.14 | .0041 | 3,540.28 | .0035 | 1,528.47-<br>1,123.62- |
| DEPRECIATION CARTONS | 1,018.50 | .0023 | ~~10,650.49~~ 12687.49 | .0017 | 9,630.40 | .0224 | 19,260.80 | .0194 | 8,611.90-<br>8,610.31- |
| DEPRECIATION BOTTLES | .00 | .0000 | .00 | .0000 | 8,672.27 | .0202 | 17,344.54 | .0175 | 8,672.27-<br>17,344.54- |
| TOTAL FIXED | 47,621.08 | .1115 | ~~479,962.28~~ 520,668.38 | .0796 | 82,091.83 | .1913 | 166,406.27 | .1683 | 34,470.75-<br>313,456.01 |
| ---------- | | | | | | | | | |
| TOTAL TOTAL | 277,859.22 | .6505 | ~~3,858,230.51~~ 3591,063.62 | .5905 | 373,650.92 | .8710 | 790,374.39 | .7994 | 95,791.60-<br>2,767,826.12 |
| BEER FROM CELLARS | 311,421.83 | .7291 | ~~4,357,715.00~~ 4,369,158.65 | .7232 | 358,321.60 | .8352 | 788,608.60 | .7976 | 46,899.77-<br>3,569,106.40 |
| TOTAL CASE BEER COST | 589,281.05 | 1.3797 | ~~7,915,215.51~~ 7960,222.27 | 1.3138 | 731,972.42 | 1.7062 | 1,578,982.99 | 1.5971 | 142,691.37-<br>6,336,932.52 |

| | D/2 7610M 76 | YTD 76 | D/2 7610M 75 | YTD 75 | VARIANCE |
|---|---|---|---|---|---|
| WAGES AND SALARIES | AMOUNT | AMOUNT | AMOUNT | AMOUNT | |
| | 10,138.32 | 133,499.25 | 12,134.68 | 26,837.30 | 1,996.36- |
| ENGINEERS | 12,150.61 | 154,557.17 | 14,625.54 | 29,438.40 | 2,474.93- |
| FIREMEN & OILERS | 2,160.00 | 33,131.13 | 2,160.00 | 4,320.00 | .00 |
| VACATION | 1,045.60 | 10,725.88 | 780.00 | 1,560.00 | 265.60 |
| HOLIDAY | 960.25 | 11,394.75 | 987.00 | 2,325.00 | 26.75- |
| PENSION | 26,454.78 | 343,308.18 | 30,687.22 | 64,480.70 | 4,232.44- |
| TOTAL WAGES | | | | | 27,827.48 |
| MATERIALS AND SUPPLIES | | | | | |
| | 39,491.87 | 331,647.53 | 52,098.73 | 113,224.42 | 12,606.86- |
| FUEL | .00 | 1,673.25 | 1,673.25 | 3,198.25 | 1,673.25- |
| AMMONIA & WATER | .00 | 567.88 | .00 | 54.43 | 513.45 |
| OIL, GREASE ETC. | 4.84 | 411.57 | 14.70 | 45.63 | 9.86- |
| UNCLASSIFIED | 39,496.71 | 349,578.30 | 53,786.68 | 116,522.73 | 14,289.97- |
| TOTAL MATERIALS | | | | | 233,056.57 |
| MAINTENANCE | | | | | |
| | 612.60 | 29,144.04 | 351.42 | 527.78 | 261.18 |
| MACHINERY MATL. | .00 | 1,046.00 | 136.87 | 136.87 | 909.13 |
| ICE MACHINE MATL. | .00 | 2,865.74<br>5,222.49 | 2,031.07 | 2,196.11 | 669.63 |
| WELLS MATL. | | | | | |

| | 0/2 7610M 76 | YTD 76 | 0/2 7610M 75 | YTD 75 | VARIANCE |
|---|---|---|---|---|---|
| CONTRACTORS | .00 | 8,412.52 | 781.89 | 781.89 | 781.89-<br>7,630.63 |
| TOTAL MAINTENANCE | 612.60 | ~~41,468.30~~<br>43,825.05 | 3,301.25 | 3,642.65 | 2,688.65-<br>37,825.05 |
| GENERAL | | | | | |
| UTILITIES DIRECT CHGE. | 3,952.99 | ~~64,301.86~~<br>63,323.96 | 5,784.23 | 11,784.23 | 1,831.24-<br>52,517.63 |
| SEWAGE | 8,000.00 | ~~84,000.00~~<br>83,974.62 | 6,000.00 | 12,000.00 | 2,000.00<br>72,000.00 |
| UNCLASSIFIED | 28.00 | 635.93 | 89.75 | 122.78 | 61.75-<br>513.15 |
| TOTAL GENERAL | 11,980.99 | ~~140,937.79~~<br>147,934.51 | 11,873.98 | 23,907.01 | 107.01<br>125,030.78 |
| FIXED | | | | | |
| TAXES & LICENSES | 210.00 | ~~1,940.00~~<br>944.00 | 240.00 | 505.00 | 30.00-<br>1,435.00 |
| TAXES PAYROLL | 1,250.00 | ~~15,740.00~~<br>15,190.00 | 1,350.00 | 2,700.00 | 100.00-<br>13,040.00 |
| INSURANCE GENERAL | 904.25 | ~~9,112.19~~<br>7631.09 | 880.75 | 1,761.50 | 23.50<br>7,350.69 |
| INSURANCE EMPLOYEES | 2,630.00 | ~~26,310.00~~<br>27,942.00 | 2,370.00 | 4,740.00 | 260.00<br>21,570.00 |
| RETIREES PENSION | 30.00 | 300.00 | 30.00 | 60.00 | .00<br>240.00 |
| DEPRECIATION BUILDING | 41.67 | ~~416.66~~<br>500.00 | 340.12 | 680.24 | 298.45-<br>263.59- |
| DEPRECIATION MACHINERY | 170.31 | ~~1,703.13~~<br>2043.75 | 1,155.55 | 2,307.69 | 985.24-<br>604.56- |
| DEPRECIATION ICE MACH. | 62.50 | ~~625.00~~<br>750.00 | 598.84 | 1,177.68 | 526.34-<br>552.68- |
| DEPRECIATION WELLS | 77.08 | ~~770.84~~<br>925.00 | 959.05 | 1,918.10 | 881.97-<br>1,147.26- |
| TOTAL FIXED | 5,375.81 | ~~56,917.82~~<br>56,225.84 | 7,914.31 | 15,850.21 | 2,538.50-<br>41,067.61 |

| POWER PLANT | 0/2 7610M 76 | YTD 76 | 0/2 7610M 75 | YTD 75 | VARIANCE |
|---|---|---|---|---|---|
| ALLOCATED TO BREWING RACKING AND BOTTLING | 83,920.89 | ~~940,216.39~~ 940,871.88 | 107,561.44 | 224,403.30 | 23,642.55- 715,807.09 |

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| | D/2 7610M 76 YTD 76 | D/2 7610M 75 YTD 75 | VARIANCE |
|---|---|---|---|
| WAGES AND SALARIES | AMOUNT | AMOUNT | AMOUNT |
| | 1,544.32 | 6,994.32 | 5,450.00- |
| CARPENTERS | 48,487.44 | 14,662.50 | 33,824.94 |
| | 10,405.52 | 12,771.36 | 2,365.84- |
| MACHINISTS | 156,722.78 | 26,381.73 | 130,341.05 |
| | 3,792.62 | 8,567.87 | 4,775.25- |
| PLUMBERS | 82,267.92 | 17,769.27 | 64,498.65 |
| | 1,839.05 | 1,730.81 | 108.24 |
| ELECTRICIANS | 17,382.87 | 3,869.99 | 13,512.88 |
| | 3,854.45 | 4,044.62 | 190.17- |
| JANITORS & WATCHMEN | 44,287.26 | 8,569.07 | 35,718.19 |
| | 1,067.60 | 1,236.00 | 168.40- |
| LABORERS | 12,574.73 | 3,353.60 | 9,221.13 |
| | 2,570.77 | 2,331.61 | 239.16 |
| PAYROLL & CLERICAL | 27,118.34 | 4,964.23 | 22,154.11 |
| | 2,700.00 | 2,566.66 | 133.34 |
| FOREMEN | 24,545.44 | 5,133.32 | 19,412.12 |
| | 2,460.00 | 2,460.00 | .00 |
| VACATION | 29,985.44 | 4,920.00 | 25,065.44 |
| | 1,058.24 | 990.00 | 68.24 |
| HOLIDAY | 11,518.61 | 1,980.00 | 9,538.61 |
| | 1,013.87 | 2,278.62 | 1,264.75- |
| PENSION | 19,105.32 | 4,519.24 | 14,586.08 |
| | 1,896.16 | 2,801.99 | 905.83- |
| UNCLASSIFIED | 23,979.72 | 6,186.67 | 17,793.05 |
| | .00 | 199.97- | 199.97 |
| WAGES CAPITALIZED, ETC | 9,992.95- | 1,156.75- | 8,836.20- |
| | 34,202.60 | 48,573.89 | 14,371.29- |
| TOTAL WAGES | 487,982.92 | 101,152.87 | 386,830.05 |
| MATERIALS AND SUPPLIES | | | |
| | 48.54- | 1,128.95 | 1,177.49- |
| CARPENTRY | 11,330.08 | 3,294.76 | 8,035.32 |

| | D/2 7610M 76 | YTD 76 | D/2 7610M 75 | YTD 75 | VARIANCE |
|---|---|---|---|---|---|
| AUTOMOTIVE | 94.07 | 1,010.38 | 192.20 | 473.65 | 98.13-<br>536.73 |
| MACHINAL | .00 | 10,734.79 | 1,467.52 | 4,006.78 | 1,467.52-<br>6,728.01 |
| PLUMBING | .00 | 17,414.31 | 2,299.26 | 6,258.02 | 2,299.26-<br>11,156.29 |
| ELECTRICAL | 57.04 | 11,522.07 | 1,485.80 | 2,538.42 | 1,428.76-<br>8,983.65 |
| UNCLASSIFIED | 34.84 | ~~4,175.64~~<br>4,185.64 | 456.25 | 1,535.71 | 421.41-<br>2,639.93 |
| TOTAL MATERIALS | 137.41 | ~~56,187.27~~<br>56,197.27 | 7,029.98 | 18,107.34 | 6,892.57-<br>38,079.93 |
| MAINTENANCE | | | | | |
| BUILDING MATL. | .00 | 12.75 | .00 | .00 | .00<br>12.75 |
| MACHINERY | .00 | 113.67 | 22.63 | 22.63 | 22.63-<br>91.04 |
| AUTOMOTIVE | 143.79 | 1,041.78 | 139.42 | 176.02 | 4.37<br>865.76 |
| CONTRACTORS | 3,467.86 | 20,760.16 | 2,237.92 | 2,250.55 | 1,229.94<br>18,509.61 |
| TOTAL MAINTENANCE | 3,611.65 | 21,928.36 | 2,399.97 | 2,449.20 | 1,211.68<br>19,479.16 |
| GENERAL | | | | | |
| BEER CONSUMED | 98.00 | 1,069.20 | 127.50 | 229.00 | 29.50-<br>840.20 |
| A.D.T. SERVICE | .00 | 1,558.50 | .00 | 660.00 | .00<br>898.50 |
| GUARD SERVICE | 2,034.97 | 18,178.38 | 1,589.00 | 3,365.19 | 445.97<br>14,813.19 |
| LAWN SERVICE | .00 | 4,927.04 | .00 | .00 | .00<br>4,927.04 |
| UNCLASSIFIED | 256.35 | ~~4,503.89~~<br>4,615.52 | 745.59 | 1,133.35 | 489.24-<br>3,369.94 |

| | 0/2 7610M 76 | YTD 76 | 0/2 7610M 75 | YTD 75 | VARIANCE |
|---|---|---|---|---|---|
| TOTAL GENERAL | 2,389.32 | ~~30,236.41~~ 30,348.64 | 2,462.09 | 5,387.54 | 72.77-<br>24,848.87 |
| FIXED | | | | | |
| TAXES & LICENSES | 300.00 | ~~3,841.00~~ 8,837.00 | 740.00 | 1,767.45 | 440.00-<br>2,073.55 |
| TAXES PAYROLL | 3,300.00 | ~~41,100.00~~ 39,560.00 | 3,600.00 | 7,200.00 | 300.00-<br>33,900.00 |
| INSURANCE GENERAL | 926.56 | 10,592.08 | 1,481.77 | 2,501.54 | 555.21-<br>8,090.54 |
| INSURANCE EMPLOYEES | 5,545.26 | ~~59,322.11~~ 61,861.11 | 5,880.13 | 11,903.57 | 334.87-<br>47,418.54 |
| PENSION TRUST | .00 | ~~4,480.00~~ 6,295.00 | 560.00 | 1,120.00 | 560.00-<br>3,360.00 |
| RETIREES PENSION | 1,310.38 | 13,103.80 | 1,310.38 | 2,620.76 | .00<br>10,483.04 |
| DEPRECIATION BUILDINGS | 64.17 | ~~641.66~~ 770.00 | 387.84 | 775.68 | 323.67-<br>134.02- |
| DEPRECIATION MACHINERY | 75.00 | ~~762.80~~ 912.88 | 371.14 | 742.28 | 286.14-<br>20.60 |
| DEPR. YARD IMPROVMENTS | .00 | .00 | 144.95 | 289.90 | 144.95-<br>289.90- |
| DEPR. AUTOMOTIVE | .00 | .00 | 102.28 | 204.56 | 102.28-<br>204.56- |
| TOTAL FIXED | 11,521.37 | ~~133,843.53~~ 141,931.87 | 14,578.49 | 29,125.74 | 3,057.12-<br>104,717.79 |
| GENERAL PLANT | | | | | |
| ALLOCATED TO BREWING, RACKING AND BOTTLING | 51,362.35 | ~~730,178.49~~ 738,389.06 | 75,044.42 | 156,222.69 | 23,182.07-<br>573,955.00 |

| | D/2 7610M 76 | YTD 76 | | D/2 7610M 75 | YTD 75 | | VARIANCE | CURRENT |
|---|---|---|---|---|---|---|---|---|
| BARRELS SOLD | 48,479 | 569,353 | | 42,586 | 88,829 | | 5,893<br>480,524 | YEAR BUDGET |
| MEDIA | AMOUNT | AMOUNT | PER BBL | AMOUNT | AMOUNT | PER BBL | | |
| POSTERS | .00 | 40,000.00 | .0703 | .00 | .00 | .0000 | .00<br>40,000.00 | 40,000 |
| PAINTED BULLETINS | 5,937.50 / | ~~189,763.40~~<br>199,823.76 | .3509 | 48,716.00 | 67,059.16 | .7549 | 42,778.50-<br>132,704.24 | 200,000 |
| TELEVISION | .00 | ~~305,086.25~~<br>302,695.25 | .5358 | 26,431.00 | 44,147.00 | .4970 | 26,431.00-<br>260,939.25 | 320,000 |
| RADIO | 522.32 / | ~~159,551.45~~<br>159,731.45 | .2802 | 8,535.67 | 8,535.67 | .0961 | 8,013.35-<br>151,015.78 | 190,000 |
| COLLEGE & NEWSPAPER | .00 | 2,199.20 | .0039 | 587.93 | 983.28 | .0111 | 587.93-<br>1,218.92 | 30,000 |
| MISC PUBLICATIONS | 50.61 / | ~~15,703.26~~<br>15,751.81 | .0276 | .00 | 817.76 | .0092 | 50.61<br>14,885.50 | 20,000 |
| TOTAL MEDIA | 6,510.43 | ~~722,303.56~~<br>720,201.47 | 1.2686 | 84,270.60 | 121,542.87 | 1.3683 | 77,760.17-<br>600,760.69 | 800,000 |
| **PRODUCTION** | | | | | | | | |
| POSTERS | .00 | 2,677.61 | .0047 | 42.87 | 42.87 | .0005 | 42.87-<br>2,634.74 | 2,000 |
| PAINTED BULLETINS | .00 | 11,036.75 | .0194 | .00 | .00 | .0000 | .00<br>11,036.75 | 10,000 |
| TELEVISION | 2,000.00- | 149,783.59 | .2631 | 12,364.26 | 32,816.17 | .3694 | 14,364.26-<br>116,967.42 | 150,000 |
| RADIO | .00 | 30,352.68 | .0533 | 740.54 | 9,564.29 | .1077 | 740.54-<br>20,788.39 | 30,000 |
| MISCELLANEOUS | .00 | 18,917.40 | .0332 | 531.97 | 4,296.77 | .0484 | 531.97-<br>14,620.63 | 18,000 |
| TOTAL PRODUCTION | 2,000.00- | 212,768.03 | .3737 | 13,679.64 | 46,720.10 | .5260 | 15,679.64-<br>166,047.93 | 210,000 |
| **SALES PROMOTION** | | | | | | | | |
| PERMANENT POP | .00 | 51,233.40 | .0900 | 30,394.33 | 71,114.01 | .8006 | 30,394.33-<br>19,880.61- | 70,000 |

| | 0/2 7610M 76 | YTD 76 | | 0/2 7610M 75 | YTD 75 | | VARIANCE | CURRENT |
|---|---|---|---|---|---|---|---|---|
| MERCHANDISING POP | .00 | 25,973.68 | .0456 | 156.14 | 5,902.54 | .0664 | 156.14-<br>20,071.14 | 25,000 |
| SALES PROMOTION ITEMS | 23,171.10- | ~~17,152.13-~~<br>8,451.82 | .0301- | 2,434.36 | 4,515.32 | .0508 | 25,606.46-<br>21,667.44- | 10,000 |
| PRICE CARDS ETC. | .00 | 3,579.68 | .0063 | 4,553.47 | 4,553.47 | .0513 | 4,553.47-<br>973.79- | 10,000 |
| MISC. PRINTED MATERIAL | .00 | 10,373.44 | .0182 | 9,923.15 | 12,681.33 | .1428 | 9,923.15-<br>2,307.89- | 15,000 |
| DIAMOND PUBLICATION | .00 | 1,800.15 | .0032 | .00 | 379.88 | .0043 | .00<br>1,420.27 | 3,000 |
| FILMS | .00 | 286.00 | .0005 | .00 | .00 | .0000 | .00<br>286.00 | 0 |
| TRUCK PAINTING | 292.50 | 6,032.33 | .0106 | 1,654.00 | 1,654.00 | .0186 | 1,361.50-<br>4,378.33 | 5,000 |
| UNIFORMS DISTRIBUTORS | 43.76 | 4,125.37 | .0072 | 464.31 | 429.96 | .0048 | 420.55-<br>3,696.41 | 5,000 |
| UNIFORMS EMPLOYEES | .00 | 158.01 | .0003 | .00 | .00 | .0000 | .00<br>158.01 | 0 |
| WALL SIGNS | .00 | ~~8,801.42~~<br>16,001.42 | .0149 | .00 | 5,840.00 | .0657 | .00<br>2,661.42 | 6,000 |
| SPORT & FLOAT FEES | .00 | 10,000.40 | .0176 | .00 | 600.00 | .0068 | .00<br>9,400.40 | 11,000 |
| FREIGHT ON SHIPMENTS | .00 | 334.20 | .0006 | 17.06 | 18.38 | .0002 | 17.06-<br>315.82 | 0 |
| MISCELLANEOUS | 17.73 | ~~11,278.45~~<br>17292.45 | .0198 | 2,278.45 | 2,974.49 | .0335 | 2,260.72-<br>8,303.96 | 10,000 |
| TOTAL SALES PROMOTION | 22,817.11- | ~~116,624.47~~<br>155,642.35 | .2047 | 51,875.27 | 110,662.38 | 1.2458 | 74,692.38-<br>5,862.03 | 170,000 |
| SION COST & MAINTENANCE | | | | | | | | |
| AMORT. OUTDOOR SIGNS | .00 | .00 | .0000 | 2,105.88 | 4,211.76 | .0474 | 2,105.88-<br>4,211.76- | 0 |
| AMORT. INDOOR SIGNS | .00 | .00 | .0000 | 968.06 | 1,936.12 | .0218 | 968.06-<br>1,936.12- | 0 |
| HANG SIGNS - KAUFMAN | .00 | 36,724.29 | .0645 | 3,533.58 | 4,103.68 | .0462 | 3,533.58-<br>32,620.61 | 40,000 |

Data Documents, Inc. 02

| | 0/2 7610M 76 | YTD 76 | | 0/2 7610M 75 | YTD 75 | | VARIANCE | CURRENT |
|---|---|---|---|---|---|---|---|---|
| SIGN MAINT - KAUFMAN | .00 | 43,104.49 | .0757 | 5,181.65 | 7,064.71 | .0795 | 5,181.65-<br>36,039.78 | 40,000 |
| DISTR. SIGN REIMB. | 1,436.72 | ~~25,326.93~~<br>25,415.28 | .0445 | 5,154.66 | 5,154.66 | .0580 | 3,715.94-<br>20,172.27 | 17,000 |
| TAXES & LICENSES | 163.23 | ~~3,371.40~~<br>584.78 | .0059 | 328.02 | 638.36 | .0072 | 164.79-<br>2,693.04 | 3,000 |
| TOTAL SIGN COST | 1,601.95 | ~~108,487.11~~<br>105,828.84 | .1905 | 17,271.85 | 23,109.29 | .2602 | 15,669.90-<br>85,377.82 | 100,000 |
| PERSONNEL | | | | | | | | |
| AD MANAGERS | .00 | 13,541.70 | .0238 | 1,458.34 | 2,916.68 | .0328 | 1,458.34-<br>10,625.02 | 14,000 |
| STORE ROOM AND CLERICAL | 1,337.31 | 21,310.90 | .0374 | 1,762.18 | 3,656.81 | .0412 | 424.87-<br>17,654.09 | 20,000 |
| TRAVEL & ENTERTAINMENT | 22.68 | 5,921.05 | .0104 | 286.20 | 698.89 | .0079 | 263.52-<br>5,222.16 | 5,000 |
| PAYROLL TAXES | 150.00 | 1,820.00 | .0032 | 200.00 | 440.00 | .0050 | 50.00-<br>1,380.00 | 1,000 |
| EMPLOYEE INSURANCE | 331.47 | 3,094.19 | .0054 | 287.51 | 575.02 | .0065 | 43.96<br>2,519.17 | 2,000 |
| GENERAL INSURANCE | 16.00 | 208.00 | .0004 | 39.00 | 106.00 | .0012 | 23.00-<br>102.00 | 0 |
| PENSION TRUST | .00 | ~~1,726.00~~<br>2290.00 | .0030 | 215.00 | 430.00 | .0048 | 215.00-<br>1,290.00 | 3,000 |
| TOTAL PERSONNEL | 1,857.46 | ~~47,615.84~~<br>48,185.84 | .0836 | 4,248.23 | 8,823.40 | .0993 | 2,390.77-<br>38,792.44 | 45,000 |
| ADVERTISING EXPENSE | | | | | | | | |
| TOTAL ADVERTISING | 14,847.27- | ~~1,287,698.85~~<br>1242,626.53 | 2.1212 | 171,345.59 | 310,858.04 | 3.4995 | 186,192.86-<br>896,840.91 | 1,325,000 |
| TOTAL PREPAID | 43.47 | ~~106.25~~<br>—0— | .0002 | 83,000.00- | 123,000.00- | 1.3847- | 83,043.47<br>123,106.25 | 0 |
| TOTAL INCOME STATEMENT | 14,803.80- | ~~1,287,805.20~~<br>1,242,626.53 | 2.1214 | 88,345.59 | 187,858.04 | 2.1148 | 103,149.39-<br>1,019,947.16 | 1,325,000 |

| | 0/2 7610M 76 | | YTD 76 | | 0/2 7610M 75 | | YTD 75 | | VARIANCE |
|---|---|---|---|---|---|---|---|---|---|
| BARRELS | 48,479 | | | | 42,586 | | | | 5,893 |
| SOLD | | | 569,353 | | | | 88,829 | | 480,524 |
| WAGES AND SALARIES | AMOUNT | PER BBL | AMOUNT | PER BBL | AMOUNT | PER BBL | AMOUNT | PER BBL | |
| PUMP SHOP | .00 | .0000 | 6,761.75 | .0119 | 341.96 | .0080 | 1,097.94 | .0124 | 341.96-<br>5,663.81 |
| SALESMEN CITY | .00 | .0000 | 16,507.11 | .0290 | 1,133.34 | .0266 | 2,266.68 | .0255 | 1,133.34-<br>14,240.43 |
| SALESMEN COUNTRY | 249.00 | —.0051 | 116,426.65 | .2045 | 13,315.89 | .3127 | 26,541.32 | .2988 | 13,066.89-<br>89,885.33 |
| CLERICAL | 1,120.00 | —.0231 | 19,767.50 | .0347 | 1,990.00 | .0467 | 3,980.00 | .0448 | 870.00-<br>15,787.50 |
| TOUR GUIDES | .00 | .0000 | 10,828.71 | .0190 | 817.70 | .0192 | 1,634.07 | .0184 | 817.70-<br>9,194.64 |
| SALES MANAGERS | .00 | .0000 | 88,377.90 | .1552 | 7,433.32 | .1746 | 16,436.64 | .1850 | 7,433.32-<br>71,941.26 |
| VACATION PUMP SHOP | 180.00 | —.0037 | 1,596.28 | .0028 | 180.00 | .0042 | 360.00 | .0041 | .00<br>1,236.28 |
| HOLIDAY PUMP SHOP | .00 | .0000 | 653.51 | .0011 | 90.00 | .0021 | 180.00 | .0020 | 90.00-<br>473.51 |
| PENSION PUMP SHOP | .00 | .0000 | 932.00 | .0016 | 52.00 | .0012 | 130.00 | .0015 | 52.00-<br>802.00 |
| TOTAL WAGES | 1,549.00 | .0320 | 261,841.41 | .4599 | 25,354.21 | .5954 | 52,626.65 | .5924 | 23,805.21-<br>209,214.76 |
| SUPPLIES | | | | | | | | | |
| SAMPLES | 1,585.94 | —.0327 | ~~26,779.26~~<br>18,155.62 | .0470 | 622.10 | .0146 | 2,790.13 | .0314 | 963.84<br>23,989.13 |
| PUMP SHOP | 118.64 | —.0024 | 11,570.85 | .0203 | 1,603.64 | .0377 | 2,578.77 | .0290 | 1,485.00-<br>8,992.08 |
| AUTOMOTIVE | .00 | .0000 | 675.73 | .0012 | 50.83 | .0012 | 92.63 | .0010 | 50.83-<br>583.10 |
| STATIONERY & PRINTING | .00 | .0000 | 1,556.73 | .0027 | 73.43 | .0017 | 144.61 | .0016 | 73.43-<br>1,412.12 |
| TOTAL SUPPLIES | 1,704.58 | .0352 | ~~48,582.57~~<br>41,958.93 | .0713 | 2,350.00 | .0552 | 5,606.14 | .0631 | 645.42-<br>34,976.43 |

Data Documents, Inc. 02

| | 0/2 7610M 76 | | YTD 76 | | 0/2 7610M 75 | | YTD 75 | | VARIANCE |
|---|---|---|---|---|---|---|---|---|---|
| **MAINTENANCE** | | | | | | | | | |
| CUSTOMERS EQUIP. LABOR | .00 | .0000 | 8,666.00 | .0152 | 733.72 | .0172 | 1,296.10 | .0146 | 733.72-<br>7,369.90 |
| AUTOMOTIVE | .00 | .0000 | 1,725.51 | .0030 | .00 | .0000 | .00 | .0000 | .00<br>1,725.51 |
| TOTAL MAINTENANCE | .00 | .0000 | 10,391.51 | .0183 | 733.72 | .0172 | 1,296.10 | .0146 | 733.72-<br>9,095.41 |
| **GENERAL** | | | | | | | | | |
| EXECUTIVE EXPENSES | 614.40 | .0127 | ~~5,728.62~~ 2963.69 | .0101 | 450.39 | .0106 | 1,241.61 | .0140 | 164.01<br>4,487.01 |
| SALES MANAGERS EXP. | .00 | .0000 | ~~32,803.37~~ 32,889.71 | .0576 | 2,354.01 | .0553 | 4,859.31 | .0547 | 2,354.01-<br>27,944.06 |
| SALESMENS EXP. CITY | .00 | .0000 | 5,241.04 | .0092 | 339.27 | .0080 | 886.26 | .0077 | 339.27-<br>4,554.78 |
| SALESMENS EXP. COUNTRY | .00 | .0000 | ~~68,377.03~~ 69427.03 | .1219 | 8,319.63 | .1954 | 16,467.06 | .1854 | 8,319.63-<br>52,909.97 |
| TELEPHONE | 283.57 | .0058 | ~~10,767.62~~ 10,858.28 | .0189 | 754.32 | .0177 | 773.69 | .0087 | 470.75-<br>9,993.93 |
| CONVENTIONS, ETC. | 1,700.00 | .0351 | 51,937.62 | .0912 | 1,809.00 | .0425 | 3,774.80 | .0425 | 109.00-<br>48,162.82 |
| UNCLASSIFIED | 1,405.86- | .0290- | ~~29,906.31~~ 26,424.75 | .0525 | 1,431.49 | .0336 | 2,550.81 | .0287 | 2,837.36-<br>27,355.50 |
| TOTAL GENERAL | 1,192.11 | .0246 | ~~205,761.61~~ 199,742.12 | .3614 | 15,458.11 | .3630 | 30,353.54 | .3417 | 14,266.00-<br>175,409.07 |
| **FIXED** | | | | | | | | | |
| TAXES PROPERTY | .00 | .0000 | 1,970.00 | .0035 | .00 | .0000 | 888.00 | .0100 | .00<br>1,082.00 |
| TAXES PAYROLL | 900.00 | .0186 | 17660.00 ~~18,320.00~~ | .0322 | 1,600.00 | .0376 | 3,000.00 | .0338 | 700.00-<br>15,320.00 |
| INSURANCE-GENERAL | | | 2,820.79 | | | | | | |
| INSURANCE EMPLOYEES | 2,712.07 | .0559 | ~~27,233.39~~ 27,596.39 | .0478 | 2,676.93 | .0629 | 5,353.86 | .0603 | 35.14<br>21,879.53 |
| PENSION TRUST | .00 | .0000 | ~~18,360.00~~ 27,590.00 | .0322 | 2,295.00 | .0539 | 4,590.00 | .0517 | 2,295.00-<br>13,770.00 |

| | 0/2 7610M 76 | | YTD 76 | | 0/2 7610M 75 | | YTD 75 | | VARIANCE |
|---|---|---|---|---|---|---|---|---|---|
| DEPR'N AUTOMOTIVE | 145.30 | .0030 | ~~871.86~~ 1,162.46 | .0015 | 145.08 | .0034 | 290.16 | .0033 | .22<br>581.70 |
| DEPR'N CUST. EQUIPMENT | 113.94- | .0024- | ~~323.54~~ 295.14 | .0006 | 527.63 | .0124 | 1,090.22 | .0123 | 641.57-<br>766.68- |
| TOTAL FIXED | 3,643.43 | .0752 | ~~37,078.79~~ 39,094.78 | .1178 | 7,244.64 | .1701 | 15,212.24 | .1713 | 3,601.21-<br>51,866.55 |
| SELLING EXPENSE | | | | | | | | | |
| TOTAL EXPENSE | 8,089.12 | .1669 | ~~585,655.09~~ 593,028.75 | 1.0286 | 51,140.68 | 1.2009 | 105,094.67 | 1.1831 | 43,051.56-<br>480,561.22 |

Data Documents, Inc. 02

| | 0/2 7610M 76 | | YTD 76 | | 0/2 7610M 75 | | YTD 75 | | VARIANCE |
|---|---|---|---|---|---|---|---|---|---|
| BARRELS SOLD | 48,479 | | 569,353 | | 42,586 | | 88,829 | | 5,893<br>480,524 |
| WAGES AND SALARIES | AMOUNT | PER BBL | AMOUNT | PER BBL | AMOUNT | PER BBL | AMOUNT | PER BBL | |
| EXECUTIVES | 5,141.68 | .1061 | 63,379.55 | .1113 | 9,708.32 | .2280 | 19,416.64 | .2186 | 4,566.64-<br>43,962.91 |
| CREDIT | 1,625.00 | .0335 | 15,999.98 | .0281 | 1,541.66 | .0362 | 3,083.32 | .0347 | 83.34<br>12,916.66 |
| ACCOUNTING | 2,568.34 | .0530 | 25,125.04 | .0441 | 2,276.66 | .0535 | 4,553.32 | .0513 | 291.68<br>20,571.72 |
| STENOGRAPHERS | 885.00 | .0183 | 17,933.03 | .0315 | 1,990.00 | .0467 | 3,982.60 | .0448 | 1,105.00-<br>13,950.43 |
| DATA PROCESSING | 1,860.34 | .0384 | 17,646.26 | .0310 | 1,618.52 | .0380 | 3,676.47 | .0414 | 241.82<br>13,969.79 |
| CLERICAL | 2,792.97 | .0576 | 27,910.56 | .0490 | 2,638.47 | .0620 | 5,309.91 | .0598 | 154.10<br>22,600.65 |
| PURCHASING | 2,330.00 | .0481 | 22,873.63 | .0402 | 2,180.00 | .0512 | 4,360.00 | .0491 | 150.00<br>18,513.63 |
| BUFFET | .00 | .0000 | 1,993.86 | .0035 | 329.38 | .0077 | 631.63 | .0071 | 329.38-<br>1,362.23 |
| UNCLASSIFIED | 650.00 | .0134 | 6,380.00 | .0112 | 610.00 | .0143 | 1,220.00 | .0137 | 40.00<br>5,160.00 |
| TOTAL WAGES | 17,852.93 | .3683 | 199,241.91 | .3499 | 22,893.01 | .5376 | 46,233.89 | .5205 | 5,040.08-<br>153,008.02 |
| MATERIALS AND SUPPLIES | | | | | | | | | |
| POSTAGE | 37.44 | .0008 | 7,550.24 | .0133 | 531.42 | .0125 | 1,134.04 | .0128 | 493.98-<br>6,416.20 |
| STATIONERY | 33.30- | .0007- | 8,360.92 | .0147 | 918.05 | .0216 | 2,569.67 | .0289 | 951.35-<br>5,791.25 |
| UNCALSSIFIED | 174.01 | .0036 | ~~2,832.80~~ 2916.11 | .0050 | 99.34 | .0023 | 327.93 | .0037 | 74.67<br>2,500.87 |
| TOTAL MATERIALS | 178.15 | .0037 | ~~18,739.96~~ 18,827.27 | .0329 | 1,548.81 | .0364 | 4,031.64 | .0454 | 1,370.66-<br>14,708.32 |
| MAINTENANCE | | | | | | | | | |

| | 0/2 7610M 76 | | YTD 76 | | 0/2 7610M 75 | | YTD 75 | | VARIANCE |
|---|---|---|---|---|---|---|---|---|---|
| OFFICE BUILDING | .00 | .0000 | 383.39 | .0007 | 351.76 | .0083 | 382.70 | .0043 | 351.76-<br>.69 |
| OFFICE FURNITURE | .00 | .0000 | 45.26 | .0001 | .00 | .0000 | 143.00 | .0016 | .00<br>97.74- |
| OFFICE EQUIPMENT | .00 | .0000 | 1,836.59 | .0032 | 331.00 | .0078 | 1,662.36 | .0187 | 331.00-<br>174.23 |
| TOTAL MAINTENANCE | .00 | .0000 | 2,265.24 | .0040 | 682.76 | .0160 | 2,188.06 | .0246 | 682.76-<br>77.18 |
| GENERAL | | | | | | | | | |
| ENTERTAINMENT & BEER | 7.50 | .0002 | 2,239.00 | .0039 | 272.00 | .0064 | 469.50 | .0052 | 264.50-<br>1,779.50 |
| EXECUTIVE EXPENSES | 1,884.84 | .0389 | ~~15,550.02~~<br>8,841.23 | .0273 | .00 | .0000 | .00 | .0000 | 1,884.84<br>15,550.02 |
| WATER LIGHT & POWER | 466.28 | .0096 | ~~7,335.67~~<br>7303.12 | .0129 | 660.19 | .0155 | 1,339.26 | .0151 | 193.91-<br>5,996.41 |
| PROFESSIONAL SERVICE | 800.00 | .0165 | ~~7,239.80~~<br>63330.32 | .0127 | 600.00 | .0141 | 1,400.00 | .0158 | 200.00<br>5,839.80 |
| DIRECTORS FEES | .00 | .0000 | .00 | .0000 | 800.00 | .0188 | 1,600.00 | .0180 | 800.00-<br>1,600.00- |
| STOCK TRANSFER FEES | .00 | .0000 | .00 | .0000 | .00 | .0000 | 250.00 | .0028 | .00<br>250.00- |
| TELEPHONE | 1,913.39 | .0395 | ~~17,711.11~~<br>18,795.00 | .0304 | 1,618.82 | .0380 | 1,615.69 | .0182 | 294.57<br>16,695.42 |
| DUES AND SUBSCRIPTIONS | 26.80- | .0006- | 8,516.96 | .0150 | 1,761.70 | .0414 | 5,941.73 | .0669 | 1,786.50-<br>2,575.23 |
| DONATIONS | 427.00 | .0088 | 5,544.00 | .0097 | 665.00 | .0156 | 2,032.00 | .0229 | 238.00-<br>3,512.00 |
| SHORT AND OVER | 7.83 | .0002 | 219.84- | .0004- | 20.00 | .0005 | 25.99 | .0003 | 12.17-<br>245.83- |
| UNCLASSIFIED | 2,477.95 | .0511 | ~~16,766.01~~<br>16,512.48 | .0294 | 1,686.00 | .0396 | 2,476.72 | .0279 | 791.95<br>14,289.29 |
| TOTAL GENERAL | 7,957.99 | .1642 | ~~80,282.73~~<br>130,862.27 | .1410 | 8,083.71 | .1898 | 17,140.89 | .1930 | 125.72-<br>63,141.84 |
| FIXED | | | | | | | | | |

| | 0/2 7610M 76 | | YTD 76 | | 0/2 7610M 75 | | YTD 75 | | VARIANCE |
|---|---|---|---|---|---|---|---|---|---|
| TAXES & LICENSES | 200.00 | .0041 | ~~2,376.38~~ 4510.38 | .0042 | 370.00 | .0087 | 680.50 | .0077 | 170.00-<br>1,695.88 |
| TAXES PAYROLL | 1,150.00 | .0237 | ~~12,640.00~~ 12,200.00 | .0222 | 1,320.00 | .0310 | 2,640.00 | .0297 | 170.00-<br>10,000.00 |
| INSURANCE GENERAL | 859.95 | .0177 | 7,732.47 | .0137 | 343.64 | .0081 | 1,179.26 | .0133 | 516.31<br>6,613.19 |
| INSURANCE EMPLOYEES | 2,486.74 | .0513 | ~~23,421.55~~ 23,602.55 | .0411 | 2,452.33 | .0576 | 4,904.66 | .0552 | 34.41<br>18,516.89 |
| PENSION TRUST | .00 | .0000 | ~~16,520.00~~ 17,070.06 | .0290 | 2,065.00 | .0485 | 4,130.00 | .0465 | 2,065.00-<br>12,390.00 |
| RETIREES PENSION | 150.00 | .0031 | 1,500.00 | .0026 | 150.00 | .0035 | 300.00 | .0034 | .00<br>1,200.00 |
| EQUIPMENT RENTAL | 1,062.79- | .0219- | 3,696.72 | .0065 | 595.46 | .0140 | 1,178.64 | .0133 | 1,658.25-<br>2,518.08 |
| DEPR. OFFICE BUILDING | 40.83 | .0008 | ~~408.34~~ 490.00 | .0007 | 349.35 | .0082 | 698.70 | .0079 | 308.52-<br>290.36- |
| DEPR. FURNITURE & EQUP | 41.67 | .0009 | ~~401.37~~ 564.71 | .0008 | 219.15 | .0051 | 385.54 | .0043 | 177.48-<br>95.83 |
| TOTAL FIXED | 3,866.40 | .0798 | ~~68,836.83~~ 71,426.83 | .1209 | 7,864.93 | .1847 | 16,097.32 | .1812 | 3,998.53-<br>52,739.51 |
| ADMINISTRATIVE EXPENSE | | | | | | | | | |
| TOTAL EXPENSE | 29,855.47 | .6158 | ~~368,366.67~~ 422,623.52 | .6487 | 41,073.22 | .9645 | 85,691.80 | .9647 | 11,217.75-<br>283,674.87 |

Data Documents, Inc. 02

## SUMMARY OF SALES BY STATES AND BRANDS

| | | | FEBRUARY 76 | YTD 76 | FEBRUARY 75 | YTD 75 | VARIANCE |
|---|---|---|---|---|---|---|---|
| ARIZONA | GRAIN BELT | | 00 | | 00 | | 00 |
| | | CASES | | 4,697 | | 00 | 4,697 |
| | | | 00 | | 00 | | 00 |
| | | BARRELAGE | | 341 | | 00 | 341 |
| | WHITE LABEL | | 00 | | 00 | | 00 |
| | | CASES | | 924 | | 00 | 924 |
| | | | 00 | | 00 | | 00 |
| | | BARRELAGE | | 67 | | 00 | 67 |
| | TOTAL | | 00 | | 00 | | 00 |
| | | CASES | | 5,621 | | 00 | 5,621 |
| | | | 00 | | 00 | | 00 |
| | | BARRELAGE | | 408 | | 00 | 408 |
| COLORADO | GRAIN BELT | | 4,158 | | 4,501 | | 343- |
| | | CASES | | 4,158 | | 7,826 | 3,668- |
| | | | 302 | | 327 | | 25- |
| | | BARRELAGE | | 302 | | 568 | 266- |
| | STORZ | | 00 | | 00 | | 00 |
| | | CASES | | 00 | | 1,176 | 1,176- |
| | | | 00 | | 00 | | 00 |
| | | BARRELAGE | | 00 | | 85 | 85- |
| | TOTAL | | 4,158 | | 4,501 | | 343- |
| | | CASES | | 4,158 | | 9,002 | 4,844- |
| | | | 302 | | 327 | | 25- |
| | | BARRELAGE | | 302 | | 653 | 351- |
| ILLINOIS | GRAIN BELT | | 27 | | 19 | | 08 |
| | | KEGS | | 61 | | 73 | 12- |
| | | | 875 | | 1,185 | | 309- |
| | | CASES | | 2,340 | | 4,120 | 1,780- |
| | | | 91 | | 105 | | 14- |
| | | BARRELAGE | | 231 | | 372 | 141- |
| | WHITE LABEL | | 00 | | 42 | | 42- |
| | | CASES | | 00 | | 63 | 63- |
| | | | 00 | | 03 | | 03- |
| | | BARRELAGE | | 00 | | 05 | 05- |
| | HAUENSTEIN | | 00 | | 77 | | 77- |
| | | CASES | | 00 | | 98 | 98- |
| | | | 00 | | 06 | | 06- |
| | | BARRELAGE | | 00 | | 07 | 07- |
| | STORZ | | 245 | | 1,967 | | 1,722- |
| | | CASES | | 1,092 | | 2,821 | 1,729- |
| | | | 18 | | 143 | | 125- |

## SUMMARY OF SALES BY STATES AND BRANDS

| | | | FEBRUARY 76 | YTD 76 | FEBRUARY 75 | YTD 75 | VARIANCE |
|---|---|---|---|---|---|---|---|
| | | BARRELAGE | | 79 | | 205 | 126- |
| | TOTAL | | 27 | | 19 | | 08 |
| | | KEGS | | 61 | | 73 | 12- |
| | | | 1,121 | | 3,271 | | 2,150- |
| | | CASES | | 3,432 | | 7,102 | 3,670- |
| | | | 108 | | 256 | | 148- |
| | | BARRELAGE | | 310 | | 588 | 278- |
| IOWA | GRAIN BELT | | 179 | | 188 | | 09- |
| | | KEGS | | 319 | | 317 | 02 |
| | | | 50,067 | | 34,330 | | 15,737 |
| | | CASES | | 84,293 | | 69,948 | 14,345 |
| | | | 3,813 | | 2,680 | | 1,133 |
| | | BARRELAGE | | 6,437 | | 5,394 | 1,043 |
| | WHITE LABEL | | 00 | | 00 | | 00 |
| | | CASES | | 00 | | 1,272 | 1,272- |
| | | | 00 | | 00 | | 00 |
| | | BARRELAGE | | 00 | | 92 | 92- |
| | HAUENSTEIN | | 00 | | 00 | | 00 |
| | | CASES | | 00 | | 1,807 | 1,807- |
| | | | 00 | | 00 | | 00 |
| | | BARRELAGE | | 00 | | 131 | 131- |
| | CO CLB RINGNES | | 180 | | 00 | | 180 |
| | | CASES | | 180 | | 91 | 89 |
| | | | 13 | | 00 | | 13 |
| | | BARRELAGE | | 13 | | 07 | 06 |
| | STORZ | | 12 | | 24 | | 12- |
| | | KEGS | | 36 | | 97 | 61- |
| | | | 1,514 | | 5,695 | | 4,381- |
| | | CASES | | 8,395 | | 13,721 | 5,336- |
| | | | 122 | | 452 | | 330- |
| | | BARRELAGE | | 645 | | 1,093 | 448- |
| | TOTAL | | 191 | | 212 | | 21- |
| | | KEGS | | 355 | | 414 | 59- |
| | | | 51,761 | | 40,225 | | 11,536 |
| | | CASES | | 92,958 | | 86,839 | 6,019 |
| | | | 3,948 | | 3,132 | | 816 |
| | | BARRELAGE | | 7,095 | | 6,717 | 378 |
| KANSAS | GRAIN BELT | | 2,002 | | 00 | | 2,002 |
| | | CASES | | 3,850 | | 00 | 3,850 |
| | | | 145 | | 00 | | 145 |
| | | BARRELAGE | | 279 | | 00 | 279 |
| | STORZ | | 1,699 | | 00 | | 1,699 |

Data Documents, Inc. 02

## SUMMARY OF SALES BY STATES AND BRANDS

| | | | FEBRUARY 76 | YTD 76 | FEBRUARY 75 | YTD 75 | VARIANCE |
|---|---|---|---|---|---|---|---|
| | | CASES | | 1,699 | | 00 | 1,699 |
| | | BARRELAGE | 123 | | 00 | | 123 |
| | | | | 123 | | 00 | 123 |
| | TOTAL | CASES | 3,701 | | 00 | | 3,701 |
| | | | | 5,549 | | 00 | 5,549 |
| | | BARRELAGE | 269 | | 00 | | 269 |
| | | | | 403 | | 00 | 403 |
| MICHIGAN | GRAIN BELT | CASES | 00 | | 84 | | 84- |
| | | | | 00 | | 84 | 84- |
| | | BARRELAGE | 00 | | 06 | | 06- |
| | | | | 00 | | 06 | 06- |
| | TOTAL | CASES | 00 | | 84 | | 84- |
| | | | | 00 | | 84 | 84- |
| | | BARRELAGE | 00 | | 06 | | 06- |
| | | | | 00 | | 06 | 06- |
| MINNESOTA | GRAIN BELT | KEGS | 7,814 | | 8,318 | | 504- |
| | | | | 14,671 | | 17,329 | 2,658- |
| | | CASES | 318,440 | | 242,313 | | 76,127 |
| | | | | 560,682 | | 489,495 | 71,387 |
| | | BARRELAGE | 30,926 | | 25,905 | | 5,021 |
| | | | | 55,380 | | 52,857 | 2,523 |
| | WHITE LABEL | CASES | 11,854 | | 17,911 | | 6,057- |
| | | | | 34,223 | | 36,231 | 2,008- |
| | | BARRELAGE | 860 | | 1,300 | | 440- |
| | | | | 2,484 | | 2,630 | 146- |
| | HAUENSTEIN | CASES | 85,585 | | 89,694 | | 4,109- |
| | | | | 197,242 | | 184,419 | 12,823 |
| | | BARRELAGE | 6,212 | | 6,510 | | 298- |
| | | | | 14,316 | | 13,385 | 931 |
| | COLD RINGNES | CASES | 4,949 | | 3,009 | | 1,940 |
| | | | | 8,844 | | 6,096 | 2,748 |
| | | BARRELAGE | 359 | | 218 | | 141 |
| | | | | 642 | | 442 | 200 |
| | STORZ | CASES | 00 | | 02 | | 02- |
| | | | | 00 | | 02 | 02- |
| | TOTAL | KEGS | 7,814 | | 8,318 | | 504- |
| | | | | 14,671 | | 17,329 | 2,658- |
| | | CASES | 420,828 | | 352,929 | | 67,899 |
| | | | | 801,191 | | 716,243 | 84,948 |
| | | BARRELAGE | 38,358 | | 33,934 | | 4,424 |
| | | | | 72,821 | | 69,314 | 3,507 |
| MISSOURI | STORZ | | 1,758 | | 00 | | 1,758 |

## SUMMARY OF SALES BY STATES AND BRANDS

| | | | FEBRUARY 76 | YTD 76 | FEBRUARY 75 | YTD 75 | VARIANCE |
|---|---|---|---|---|---|---|---|
| | | CASES | | 1,758 | | 00 | 1,758 |
| | | BARRELAGE | 128 | 128 | 00 | 00 | 128 |
| | TOTAL | | 1,758 | | 00 | | 1,758 |
| | | CASES | | 1,758 | | 00 | 1,758 |
| | | BARRELAGE | 128 | 128 | 00 | 00 | 128 |
| MONTANA | GRAIN BELT | | 504 | | 00 | | 504 |
| | | CASES | | 1,232 | | 784 | 448 |
| | | BARRELAGE | 37 | 89 | 00 | 57 | 37 |
| | COLD RINGNES | | 262 | | 00 | | 262 |
| | | CASES | | 1,354 | | 00 | 1,354 |
| | | BARRELAGE | 19 | 98 | 00 | 00 | 19 |
| | TOTAL | | 766 | | 00 | | 766 |
| | | CASES | | 2,586 | | 784 | 1,802 |
| | | BARRELAGE | 56 | 188 | 00 | 57 | 131 |
| NEBRASKA | GRAIN BELT | | 24 | | 06 | | 18 |
| | | KEGS | | 48 | | 36 | 12 |
| | | CASES | 1,561 | 2,394 | 581 | 3,013 | 980 |
| | | BARRELAGE | 137 | 222 | 48 | 255 | 89 |
| | | | | | | | 33- |
| | COLD RINGNES | | 93 | | 00 | | 93 |
| | | CASES | | 93 | | 00 | 93 |
| | | BARRELAGE | 07 | 07 | 00 | 00 | 07 |
| | STORZ | | 52 | | 24 | | 28 |
| | | KEGS | | 77 | | 62 | 15 |
| | | CASES | 16,781 | 28,275 | 11,060 | 27,803 | 5,721 |
| | | BARRELAGE | 1,270 | 2,129 | 827 | 2,080 | 472 |
| | | | | | | | 443 |
| | TOTAL | | 76 | | 30 | | 46 |
| | | KEGS | | 125 | | 98 | 27 |
| | | CASES | 18,435 | 30,762 | 11,641 | 30,816 | 6,794 |
| | | BARRELAGE | 1,414 | 2,358 | 875 | 2,335 | 54- |
| | | | | | | | 539 |
| | | | | | | | 23 |
| NORTH DAKOTA | GRAIN BELT | | 112 | | 112 | | 00 |

## SUMMARY OF SALES BY STATES AND BRANDS

| | | | FEBRUARY 76 | YTD 76 | FEBRUARY 75 | YTD 75 | VARIANCE |
|---|---|---|---|---|---|---|---|
| | | KEGS | 289 | | 317 | | 28- |
| | | | 7,678 | | 7,465 | | 213 |
| | | CASES | | 16,475 | | 19,881 | 3,406- |
| | | | 669 | | 654 | | 15 |
| | | BARRELAGE | | 1,485 | | 1,760 | 275- |
| | HAUENSTEIN | | 42 | | 385 | | 343- |
| | | CASES | | 84 | | 1,365 | 1,281- |
| | | | 03 | | 28 | | 25- |
| | | BARRELAGE | | 06 | | 99 | 93- |
| | COLOR RINGNES | | 275 | | 91 | | 184 |
| | | CASES | | 792 | | 351 | 441 |
| | | | 20 | | 07 | | 13 |
| | | BARRELAGE | | 57 | | 25 | 32 |
| | TOTAL | | 112 | | 112 | | 00 |
| | | KEGS | | 289 | | 317 | 28- |
| | | | 7,995 | | 7,941 | | 54 |
| | | CASES | | 17,351 | | 21,597 | 4,246- |
| | | | 692 | | 688 | | 04 |
| | | BARRELAGE | | 1,548 | | 1,885 | 337- |
| SOUTH DAKOTA | GRAIN BELT | | 302 | | 546 | | 244- |
| | | KEGS | | 538 | | 1,001 | 463- |
| | | | 12,808 | | 11,175 | | 1,633 |
| | | CASES | | 20,586 | | 27,726 | 7,140- |
| | | | 1,232 | | 1,357 | | 125- |
| | | BARRELAGE | | 2,032 | | 3,013 | 981- |
| | WHITE LABEL | | 84 | | 325 | | 241- |
| | | CASES | | 199 | | 577 | 378- |
| | | | 06 | | 24 | | 18- |
| | | BARRELAGE | | 14 | | 42 | 28- |
| | HAUENSTEIN | | 119 | | 77 | | 42 |
| | | CASES | | 364 | | 154 | 210 |
| | | | 09 | | 06 | | 03 |
| | | BARRELAGE | | 26 | | 11 | 15 |
| | COLOR RINGNES | | 785 | | 1,654 | | 869- |
| | | CASES | | 1,014 | | 1,941 | 927- |
| | | | 57 | | 120 | | 63- |
| | | BARRELAGE | | 74 | | 141 | 67- |
| | STORZ | | 2,817 | | 2,639 | | 178 |
| | | CASES | | 4,331 | | 5,357 | 1,026- |
| | | | 204 | | 192 | | 12 |
| | | BARRELAGE | | 314 | | 389 | 75- |
| | TOTAL | | 302 | | 546 | | 244- |

Data Documents, Inc. 02

## SUMMARY OF SALES BY STATES AND BRANDS

| | | | FEBRUARY 76 | YTD 76 | FEBRUARY 75 | YTD 75 | VARIANCE |
|---|---|---|---|---|---|---|---|
| WISCONSIN | GRAIN BELT | KEGS | 326 | 538 | 300 | 1,001 | 463- |
| | | CASES | 16,613 | 26,494 | 15,870 | 35,755 | 743<br>9,261- |
| | | BARRELAGE | 1,508 | 2,461 | 1,698 | 3,596 | 190-<br>1,135- |
| | WHITE LABEL | KEGS | 326 | 502 | 300 | 739 | 26<br>237- |
| | | CASES | 20,848 | 42,907 | 19,333 | 40,662 | 1,515<br>2,245 |
| | | BARRELAGE | 1,839 | 3,616 | 1,703 | 3,690 | 136<br>74- |
| | HAUENSTEIN | CASES | 00 | 303 | 294 | 672 | 294-<br>369- |
| | | BARRELAGE | 00 | 22 | 21 | 49 | 21-<br>27- |
| | COLBRINGNES | CASES | 4,607 | 7,792 | 3,654 | 7,049 | 953<br>743 |
| | | BARRELAGE | 334 | 566 | 265 | 512 | 69<br>54 |
| | STORZ | CASES | 00 | 91 | 637 | 728 | 637-<br>637- |
| | | BARRELAGE | 00 | 07 | 46 | 53 | 46-<br>46- |
| | TOTAL | CASES | 00 | 385 | 00 | 00 | 00<br>385 |
| | | BARRELAGE | 00 | 28 | 00 | 00 | 00<br>28 |
| | | KEGS | 326 | 502 | 300 | 739 | 26<br>237- |
| | | CASES | 25,455 | 51,476 | 23,918 | 49,111 | 1,537<br>2,367 |
| | | BARRELAGE | 2,174 | 4,238 | 2,036 | 4,303 | 138<br>65- |
| WYOMING | GRAIN BELT | CASES | 00 | 00 | 308 | 616 | 308-<br>616- |
| | | BARRELAGE | 00 | 00 | 22 | 45 | 22-<br>45- |
| | TOTAL | CASES | 00 | 00 | 308 | 616 | 308-<br>616- |
| | | BARRELAGE | 00 | 00 | 22 | 45 | 22-<br>45- |
| GRAND TOTAL | GRAIN BELT | | 8,784 | | 9,489 | | 705- |

Data Documents, Inc. 02

## SUMMARY OF SALES BY STATES AND BRANDS

| | | FEBRUARY 76 | YTD 76 | FEBRUARY 75 | YTD 75 | VARIANCE |
|---|---|---|---|---|---|---|
| | KEGS | | 16,428 | | 19,812 | 3,384- |
| | | 418,942 | | 321,275 | | 97,667 |
| | CASES | | 743,814 | | 664,155 | 79,659 |
| | | 39,191 | | 32,807 | | 6,384 |
| | BARRELAGE | | 70,414 | | 68,016 | 2,398 |
| WHITE LABEL | | 11,938 | | 18,572 | | 6,634- |
| | CASES | | 35,649 | | 38,815 | 3,166- |
| | | 866 | | 1,348 | | 482- |
| | BARRELAGE | | 2,587 | | 2,817 | 230- |
| HAUENSTEIN | | 90,353 | | 93,887 | | 3,534- |
| | CASES | | 205,482 | | 194,892 | 10,590 |
| | | 6,558 | | 6,814 | | 256- |
| | BARRELAGE | | 14,914 | | 14,145 | 769 |
| CO CLB RINGNES | | 6,544 | | 5,391 | | 1,153 |
| | CASES | | 12,368 | | 9,207 | 3,161 |
| | | 475 | | 391 | | 84 |
| | BARRELAGE | | 898 | | 668 | 230 |
| STORZ | | 64 | | 48 | | 16 |
| | KEGS | | 113 | | 159 | 46- |
| | | 24,814 | | 21,563 | | 3,251 |
| | CASES | | 45,925 | | 50,880 | 4,955- |
| | | 1,865 | | 1,613 | | 252 |
| | BARRELAGE | | 3,446 | | 3,852 | 406- |
| TOTAL | | 8,848 | | 9,537 | | 689- |
| | KEGS | | 16,541 | | 19,971 | 3,430- |
| | | 552,591 | | 460,688 | | 91,903 |
| | CASES | | 1,043,238 | | 957,949 | 85,289 |
| | | 48,955 | | 42,974 | | 5,981 |
| | BARRELAGE | | 92,259 | | 89,499 | 2,760 |

GRAND TOTALS — ANALYSIS OF DISTRIBUTORS PURCHASES — MONTH: 02/76

| | | MONTHLY | | YEARLY | | | |
|---|---|---|---|---|---|---|---|
| | | CURRENT | LAST YEAR | CURRENT | LAST YEAR | VARIANCE | % |
| 005 | 1/1 BBL GB 3.2 | 1,488 | 1,896 | 2,715 | 3,877 | 1,162- | 29.97- |
| 006 | 1/2 BBL GB 3.2 | 5,458 | 6,305 | 10,553 | 13,047 | 2,494- | 19.11- |
| 007 | 1/4 BBL GB 3.2 | 219 | 350 | 440 | 588 | 148- | 25.17- |
| 001 | 1/1 BBL GB ST | 136 | 219 | 251 | 437 | 186- | 42.56- |
| 002 | 1/2 BBL GB ST | 6,595 | 6,909 | 12,374 | 14,607 | 2,233- | 15.28- |
| 003 | 1/4 BBL GB ST | 2,523 | 2,581 | 4,214 | 5,734 | 1,520- | 26.50- |
| 182 | 1/2 BBL PRM 32 | 1 | 0 | 2 | 0 | 2 | 100.00 |
| 009 | 1/1 BBL PREMUM | 8 | 2 | 14 | 3 | 11 | 366.66 |
| 010 | 1/2 BBL PREMUM | 803 | 46 | 1,524 | 88 | 1,436 | 1631.81 |
| 011 | 1/4 BBL PREMUM | 125 | 70 | 225 | 167 | 58 | 34.73 |
| 047 | 24/12 RA GB 32 | 30,860 | 35,397 | 59,167 | 69,571 | 10,404- | 14.95- |
| 048 | 35/7 RA GB 32 | 1,676 | 1,292 | 2,778 | 2,625 | 153 | 5.82 |
| 050 | 36/8 RT GB 32 | 1,239 | 763 | 2,199 | 2,407 | 208- | 8.64- |
| 055 | 4-6 NR GB 32 | 9,097 | 9,672 | 16,425 | 20,216 | 3,791- | 18.75- |
| 057 | 12/32 NR GB 32 | 1,373 | 1,392 | 2,852 | 2,572 | 280 | 10.88 |
| 061 | 4-6 CAN GB 32 | 23,326 | 15,765 | 42,816 | 34,728 | 8,088 | 23.29 |
| 056 | 4-6 BKCN GB 32 | 182 | 920 | 1,850 | 2,922 | 1,072- | 36.68- |
| 062 | 12/12 C GB 32 | 38,522 | 17,404 | 51,458 | 29,884 | 21,574 | 72.19 |
| 063 | 24/16 C GB 32 | 5,176 | 4,226 | 9,050 | 9,690 | 640- | 6.60- |
| 027 | 24/12 RT A GB | 82,214 | 89,082 | 161,860 | 179,081 | 17,221- | 9.61- |
| 028 | 35/7 RT A GB | 6,608 | 4,682 | 10,867 | 9,301 | 1,566 | 16.83 |
| 034 | 24 PK NR GB | 6,705 | 8,156 | 13,544 | 13,870 | 326- | 2.35- |
| 035 | 4-6 NR GB | 10,760 | 17,306 | 22,072 | 34,172 | 12,100- | 35.40- |
| 037 | 12/32 NR GB | 649 | 1,138 | 2,196 | 2,996 | 800- | 26.70- |
| 040 | 24 PK CAN GB | 0 | 1,386 | 0 | 1,396 | 1,386- | 100.00- |
| 041 | 4-6 CAN GB | 29,626 | 17,880 | 53,755 | 40,224 | 13,531 | 33.63 |
| 036 | 4-6 BK CN GB | 2,100 | 2,288 | 8,106 | 8,545 | 439- | 5.13- |
| 042 | 12/12 CAN GB | 226,569 | 87,958 | 332,983 | 176,694 | 156,289 | 88.45 |
| 043 | 24/16 CAN GB | 5,227 | 4,459 | 10,149 | 8,874 | 1,275 | 14.36 |
| 029 | 24/12 PREM RET | 36,080 | 28,014 | 64,934 | 62,183 | 2,751 | 4.42 |
| 030 | 36/8 PREM RET | 11,255 | 8,146 | 23,163 | 18,478 | 4,685 | 25.35 |
| 033 | 24/12 PREM N R | 168 | 1,234 | 1,123 | 2,949 | 1,826- | 61.91- |
| 038 | 4-6 PREM CAN | 5,833 | 5,370 | 12,508 | 10,411 | 2,097 | 20.14 |
| 039 | 12/12 PREM CAN | 28,676 | 14,355 | 48,265 | 34,802 | 13,463 | 38.68 |
| 152 | 24/12 R WL 32 | 1,798 | 861 | 3,708 | 2,667 | 1,041 | 39.03 |
| 153 | 4-6 CAN WL 32 | 0 | 1,219 | 839 | 1,625 | 786- | 48.36- |
| 164 | 12/12 CAN WL32 | 0 | 1,610 | 863 | 2,872 | 2,309- | 80.39- |
| 147 | 24/12 RT WL | 10,140 | 11,928 | 27,261 | 25,007 | 2,254 | 9.01 |
| 148 | 4-6 CAN WL | 0 | 1,114 | 2,004 | 2,094 | 90- | 4.29- |
| 159 | 12/12 CAN WL | 0 | 5,289 | 3,110 | 11,972 | 8,862- | 74.02- |
| 173 | 24/12 RT HN 32 | 5,705 | 4,746 | 12,761 | 10,794 | 1,967 | 18.22 |
| 175 | 4-6 CAN HN 32 | 4,819 | 3,325 | 8,332 | 4,956 | 3,376 | 68.11 |
| 176 | 12/12 C HN 32 | 1,457 | 3,075 | 4,383 | 6,001 | 1,618- | 26.96- |
| 167 | 24/12 RT HN | 70,097 | 73,752 | 163,253 | 153,805 | 9,448 | 6.14 |
| 169 | 4-6 CAN HN | 4,846 | 5,636 | 9,788 | 9,787 | 1 | .01 |
| 170 | 12/12 CAN HN | 8,313 | 9,779 | 18,311 | 25,098 | 6,787- | 27.04- |
| 014 | 1/2 BBL STZ | 128 | 96 | 224 | 313 | 89- | 28.43- |
| 015 | 1/4 BBL STZ | 0 | 0 | 4 | 8 | 4- | 50.00- |
| 118 | 4-6 CN PR STZ32 | 425 | 1,001 | 810 | 1,463 | 653- | 44.63- |
| 119 | 12/12 PRE STZ32 | 449 | 1,540 | 911 | 1,978 | 1,067- | 53.94- |
| 070 | 24/12 RT TR | 2,187 | 2,184 | 3,983 | 5,410 | 1,427- | 26.37- |

| | | | | | | | |
|---|---|---|---|---|---|---|---|
| 075 | 4-6 NR TR | 616 | 616 | 3,920 | 2,366 | 1,554 | 65.68 |
| 076 | 12/32 NR TR | 0 | 384 | 520 | 1,266 | 746- | 58.92- |
| 080 | 4-6 CAN TR | 2,238 | 771 | 2,854 | 2,003 | 851 | 42.48 |
| 081 | 12/12 CAN T ST | 26,096 | 24,024 | 45,336 | 54,978 | 9,642- | 17.53- |
| 106 | 4-6 CAN PRE SZ | 3,513 | 1,310 | 5,356 | 3,081 | 2,275 | 73.83 |
| 107 | 12/12 CAN PRSZ | 5,134 | 4,774 | 10,370 | 12,782 | 2,412- | 18.87- |
| 064 | 36/8 CO CLUB CN | 1,120 | 746 | 2,001 | 1,706 | 295 | 17.29 |
| 065 | 4-6 COC LUB CAN | 3,133 | 2,184 | 6,045 | 3,367 | 2,678 | 79.53 |
| 068 | 24/16 C OC LU B C | 1,508 | 1,190 | 2,584 | 2,030 | 554 | 27.29 |
| 069 | 4-6 COETZ NEAR | 180 | 637 | 362 | 819 | 457- | 55.79- |
| 019 | 24/11 RINGNES | 111 | 259 | 561 | 663 | 102- | 15.38- |
| GRAIN BELT FULL BARRELS | | 8,782.25 | 9,487.25 | 16,426.25 | 19,810.25 | 3,384.00- | 17.08- |
| GRAIN BELT 288 OZ CASES | | 418,842.25 | 321,272.82 | 743,811.93 | 664,154.25 | 79,657.68 | 11.99 |
| WHITE LABEL 288 OZ CASES | | 11,938.00 | 18,571.50 | 35,648.50 | 38,815.00 | 3,166.50- | 8.15- |
| HAUENSTEIN 288 OZ CASES | | 90,352.00 | 93,886.00 | 205,481.00 | 194,891.50 | 10,589.50 | 5.43 |
| STORZ FULL BARRELS | | 64.00 | 48.00 | 113.00 | 159.50 | 46.50- | 29.70- |
| STORZ 288 OZ CASES | | 24,813.50 | 21,563.00 | 45,924.83 | 50,880.00 | 4,955.17- | 9.73- |
| CO CLUB NEAR RINGNES 288OZ | | 6,545.41 | 5,391.08 | 12,367.57 | 9,206.41 | 3,161.16 | 34.33 |
| TOTAL FULL BARRELS | | 8,846.25 | 9,535.25 | 16,539.25 | 19,968.75 | 3,429.50- | 17.17- |
| TOTAL 288 OZ CASES | | 552,591.16 | 460,684.40 | 1,043,233.83 | 957,947.16 | 85,286.67 | 8.90 |
| TOTAL BARRELAGE | | 48,953.31 | 42,971.72 | 92,257.16 | 89,496.55 | 2,760.61 | 3.08 |



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REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 02/76

| AZ | | MONTHLY CURRENT | MONTHLY LAST YEAR | YEARLY CURRENT | YEARLY LAST YEAR | VARIANCE | % |
|---|---|---|---|---|---|---|---|
| 041 | 4-6 CAN GB | 0 | 0 | 2,541 | 0 | 2,541 | 100.00 |
| 038 | 4-6 PREM CAN | 0 | 0 | 2,156 | 0 | 2,156 | 100.00 |
| 148 | 4-6 CAN WL | 0 | 0 | 924 | 0 | 924 | 100.00 |
| GB IN BELT FULL BARRELS | | .00 | .00 | .00 | .00 | .00 | .00 |
| GRAIN BELT 288 OZ CASES | | .00 | .00 | 4,697.00 | .00 | 4,697.00 | 100.00 |
| WHITE LABEL 288 OZ CASES | | .00 | .00 | 924.00 | .00 | 924.00 | 100.00 |
| HAUENSTEIN 288 OZ CASES | | .00 | .00 | .00 | .00 | .00 | .00 |
| STORZ FULL BARRELS | | .00 | .00 | .00 | .00 | .00 | .00 |
| STORZ 288 OZ CASES | | .00 | .00 | .00 | .00 | .00 | .00 |
| CO CLUB NEAR BEERS 2880Z | | .00 | .00 | .00 | .00 | .00 | .00 |
| TOTAL FULL BARRELS | | .00 | .00 | .00 | .00 | .00 | .00 |
| TOTAL 288 OZ CASES | | .00 | .00 | 5,621.00 | .00 | 5,621.00 | 100.00 |
| TOTAL BARRELAGE | | .00 | .00 | 407.97 | .00 | 407.97 | 100.00 |

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REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 02/76

| CO | | MONTHLY CURRENT | MONTHLY LAST YEAR | YEARLY CURRENT | YEARLY LAST YEAR | VARIANCE | % |
|---|---|---|---|---|---|---|---|
| 035 | 4-6 NR 08 | 0 | 2,576 | 0 | 3,976 | 3,976- | 100.00- |
| 041 | 4-6 CAN 69 | 4,158 | 1,925 | 4,158 | 3,311 | 847 | 25.58 |
| 036 | 4-6 BK CN 08 | 0 | 0 | 0 | 539 | 539- | 100.00- |
| 075 | 4-6 NR TR | 0 | 0 | 0 | 1,176 | 1,176- | 100.00- |
| GRAIN BELT FULL BARRELS | | .00 | .00 | .00 | .00 | .00 | .00 |
| GRAIN BELT 288 OZ CASES | | 4,158.00 | 4,501.00 | 4,158.00 | 7,826.00 | 3,668.00- | 46.86- |
| WHITE LABEL 288 OZ CASES | | .00 | .00 | .00 | .00 | .00 | .00 |
| HAUENSTEIN 288 OZ CASES | | .00 | .00 | .00 | .00 | .00 | .00 |
| STORZ FULL BARRELS | | .00 | .00 | .00 | .00 | .00 | .00 |
| STORZ 288 OZ CASES | | .00 | .00 | .00 | 1,176.00 | 1,176.00- | 100.00- |
| CO CLUB NEAR BEERS 2880Z | | .00 | .00 | .00 | .00 | .00 | .00 |
| TOTAL FULL BARRELS | | .00 | .00 | .00 | .00 | .00 | .00 |
| TOTAL 288 OZ CASES | | 4,158.00 | 4,501.00 | 4,158.00 | 9,002.00 | 4,844.00- | 53.81- |
| TOTAL BARRELAGE | | 301.78 | 326.68 | 301.78 | 653.36 | 351.58- | 53.81- |

Data Documents, Inc. 02

REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 02/76

| IL | | MONTHLY CURRENT | MONTHLY LAST YEAR | YEARLY CURRENT | YEARLY LAST YEAR | VARIANCE | % |
|---|---|---|---|---|---|---|---|
| 001 | 1/1 BBL GB ST | 4 | 6 | 10 | 16 | 6- | 37.50- |
| 002 | 1/2 BBL GB ST | 20 | 16 | 51 | 76 | 25- | 32.89- |
| 003 | 1/4 BBL GB ST | 52 | 20 | 101 | 76 | 25 | 32.89 |
| 027 | 24/12 RT A GB | 0 | 42 | 0 | 42 | 42- | 100.00- |
| 037 | 12/32 NR GB | 0 | 0 | 0 | 42 | 42- | 100.00- |
| 041 | 4-6 CAN GB | 77 | 462 | 231 | 1,001 | 770- | 76.92- |
| 036 | 4-6 BK CN GB | 0 | 63 | 1,155 | 602 | 553 | 91.86 |
| 042 | 12/12 CAN GB | 770 | 770 | 770 | 3,388 | 2,618- | 77.27- |
| 029 | 24/12 PREM RET | 378 | 126 | 420 | 546 | 126- | 23.07- |
| 030 | 36/8 PREM RET | 36 | 72 | 72 | 144 | 72- | 50.00- |
| 039 | 12/12 PREM CAN | 0 | 70 | 154 | 70 | 84 | 120.00 |
| 148 | 4-6 CAN WL | 0 | 0 | 0 | 21 | 21- | 100.00- |
| 159 | 12/12 CAN WL | 0 | 84 | 0 | 84 | 84- | 100.00- |
| 169 | 4-6 CAN HN | 0 | 0 | 0 | 21 | 21- | 100.00- |
| 170 | 12/12 CAN HN | 0 | 154 | 0 | 154 | 154- | 100.00- |
| 070 | 24/12 RT TR | 168 | 294 | 420 | 378 | 42 | 11.11 |
| 076 | 12/32 NR TR | 0 | 42 | 42 | 42 | 0 | .00 |
| 080 | 4-6 CAN TR | 0 | 77 | 0 | 77 | 77- | 100.00- |
| 081 | 12/12 CAN T ST | 154 | 2,926 | 154 | 4,466 | 4,312- | 96.55- |
| 106 | 4-6 CAN PRE SZ | 0 | 0 | 77 | 0 | 77 | 100.00 |
| 107 | 12/12 CAN PRSZ | 0 | 154 | 924 | 154 | 770 | 500.00 |
| | GRAIN BELT FULL BARRELS | 27.00 | 19.00 | 60.75 | 73.00 | 12.25- | 16.78- |
| | GRAIN BELT 288 OZ CASES | 876.00 | 1,185.00 | 2,340.00 | 4,120.00 | 1,780.00- | 43.20- |
| | WHITE LABEL 288 OZ CASES | .00 | 42.00 | .00 | 63.00 | 63.00- | 100.00- |
| | HAUENSTEIN 288 OZ CASES | .00 | 77.00 | .00 | 98.00 | 98.00- | 100.00- |
| | STORZ FULL BARRELS | .00 | .00 | .00 | .00 | .00 | .00 |
| | STORZ 288 OZ CASES | 245.00 | 1,967.00 | 1,092.00 | 2,821.00 | 1,729.00- | 61.29- |
| | CO CLUB NEAR BEERS 288OZ | .00 | .00 | .00 | .00 | .00 | .00 |
| | TOTAL FULL BARRELS | 27.00 | 19.00 | 60.75 | 73.00 | 12.25- | 16.78- |
| | TOTAL 288 OZ CASES | 1,121.00 | 3,271.00 | 3,432.00 | 7,102.00 | 3,670.00- | 51.67- |
| | TOTAL BARRELAGE | 108.36 | 256.40 | 309.84 | 588.46 | 278.62- | 47.34- |

Data Documents Inc. 02

REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 02/76

IA

| | | MONTHLY CURRENT | MONTHLY LAST YEAR | YEARLY CURRENT | YEARLY LAST YEAR | VARIANCE | % |
|---|---|---|---|---|---|---|---|
| C02 | 1/2 BBL GB ST | 348 | 372 | 612 | 628 | 16- | 2.54- |
| C03 | 1/4 BBL GB ST | 18 | 8 | 26 | 12 | 14 | 116.66 |
| C10 | 1/2 BBL PREMUM | 0 | 0 | 12 | 0 | 12 | 100.00 |
| C27 | 24/12 RT A GB | 336 | 756 | 630 | 1,302 | 672- | 51.61- |
| C34 | 24 PK NR GB | 0 | 176 | 0 | 176 | 176- | 100.00- |
| C35 | 4-6 NR GB | 672 | 5,600 | 1,736 | 6,272 | 4,536- | 72.32- |
| C37 | 12/32 NR GB | 63 | 504 | 462 | 910 | 448- | 49.23- |
| C41 | 4-6 CAN GB | 4,774 | 2,695 | 7,623 | 7,238 | 385 | 5.31 |
| C36 | 4-6 BK CN GB | 0 | 77 | 0 | 77 | 77- | 100.00- |
| C42 | 12/12 CAN GB | 77,616 | 36,344 | 125,356 | 78,078 | 47,278 | 60.55 |
| C43 | 24/16 CAN GB | 0 | 84 | 28 | 224 | 196- | 87.50- |
| C29 | 24/12 PREM RET | 420 | 798 | 882 | 1,134 | 252- | 22.22- |
| C30 | 36/8 PREM RET | 36 | 36 | 72 | 108 | 36- | 33.33- |
| C38 | 4-6 PREM CAN | 2,067 | 2,156 | 3,915 | 4,158 | 243- | 5.84- |
| C39 | 12/12 PREM CAN | 5,740 | 6,160 | 12,208 | 17,864 | 5,656- | 31.66- |
| 148 | 4-6 CAN WL | 0 | 0 | 0 | 35 | 35- | 100.00- |
| 159 | 12/12 CAN WL | 0 | 0 | 0 | 2,474 | 2,474- | 100.00- |
| 170 | 12/12 CAN HN | 0 | 0 | 0 | 3,614 | 3,614- | 100.00- |
| C14 | 1/2 BBL STZ | 24 | 48 | 72 | 192 | 120- | 62.50- |
| C15 | 1/4 BBL STZ | 0 | 0 | 0 | 5 | 5- | 100.00- |
| C70 | 24/12 RT TR | 0 | 84 | 32 | 294 | 262- | 89.11- |
| C75 | 4-6 NR TR | 0 | 336 | 2,912 | 742 | 2,170 | 292.45 |
| C76 | 12/32 NR TR | 0 | 6 | 0 | 216 | 216- | 100.00- |
| C80 | 4-6 CAN TR | 0 | 77 | 0 | 385 | 385- | 100.00- |
| C81 | 12/12 CAN T ST | 1,078 | 7,392 | 5,852 | 15,708 | 9,856- | 62.74- |
| 106 | 4-6 CAN PRE SZ | 590 | 77 | 1,052 | 539 | 513 | 95.17 |
| 107 | 12/12 CAN PRSZ | 770 | 3,234 | 2,926 | 7,238 | 4,312- | 59.57- |
| C69 | 4-6 OCETZ NEAR | 180 | 0 | 180 | 91 | 89 | 97.80 |
| | GRAIN BELT FULL BARRELS | 178.50 | 186.00 | 318.50 | 317.00 | 1.50 | .47 |
| | GRAIN BELT 288 OZ CASES | 50,067.00 | 34,330.00 | 84,293.33 | 69,948.00 | 14,345.33 | 20.50 |
| | WHITE LABEL 288 OZ CASES | .00 | .00 | .00 | 1,272.00 | 1,272.00- | 100.00- |
| | HAUENSTEIN 288 OZ CASES | .00 | .00 | .00 | 1,807.00 | 1,807.00- | 100.00- |
| | STORZ FULL BARRELS | 12.00 | 24.00 | 36.00 | 97.25 | 61.25- | 62.98- |
| | STORZ 288 OZ CASES | 1,514.00 | 5,895.00 | 8,385.00 | 13,721.00 | 5,336.00- | 38.88- |
| | CO CLUB NEAR RINGNES 2880Z | 180.00 | .00 | 180.00 | 91.00 | 89.00 | 97.80 |
| | TOTAL FULL BARRELS | 190.50 | 212.00 | 354.50 | 414.25 | 59.75- | 14.42- |
| | TOTAL 288 OZ CASES | 51,761.00 | 40,225.00 | 92,858.33 | 86,839.00 | 6,019.33 | 6.93 |
| | TOTAL BARRELAGE | 3,947.31 | 3,131.53 | 7,094.15 | 6,717.02 | 377.13 | 5.61 |

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REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 02/76

| KS | | MONTHLY CURRENT | MONTHLY LAST YEAR | YEARLY CURRENT | YEARLY LAST YEAR | VARIANCE | % |
|---|---|---|---|---|---|---|---|
| 041 | 4-6 CAN GB | 462 | 0 | 2,310 | 0 | 2,310 | 100.00 |
| 042 | 12/12 CAN GB | 3,080 | 0 | 3,080 | 0 | 3,080 | 100.00 |
| 080 | 4-6 CAN TR | 1,237 | 0 | 1,237 | 0 | 1,237 | 100.00 |
| 081 | 12/12 CAN T ST | 924 | 0 | 924 | 0 | 924 | 100.00 |
| GRAIN BELT FULL BARRELS | | .00 | .00 | .00 | .00 | .00 | .00 |
| GRAIN BELT 288 OZ CASES | | 2,002.00 | .00 | 3,850.00 | .00 | 3,850.00 | 100.00 |
| WHITE LABEL 288 OZ CASES | | .00 | .00 | .00 | .00 | .00 | .00 |
| HAUENSTEIN 288 OZ CASES | | .00 | .00 | .00 | .00 | .00 | .00 |
| STORZ FULL BARRELS | | .00 | .00 | .00 | .00 | .00 | .00 |
| STORZ 288 OZ CASES | | 1,699.00 | .00 | 1,699.00 | .00 | 1,699.00 | 100.00 |
| CO CLUB NEAR RINGNES 288OZ | | .00 | .00 | .00 | .00 | .00 | .00 |
| TOTAL FULL BARRELS | | .00 | .00 | .00 | .00 | .00 | .00 |
| TOTAL 288 OZ CASES | | 3,701.00 | .00 | 5,549.00 | .00 | 5,549.00 | 100.00 |
| TOTAL BARRELAGE | | 268.61 | .00 | 402.74 | .00 | 402.74 | 100.00 |

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REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 02/76

| MI | MONTHLY CURRENT | MONTHLY LAST YEAR | YEARLY CURRENT | YEARLY LAST YEAR | VARIANCE | % |
|---|---|---|---|---|---|---|
| 027 24/12 RT A OB | 0 | 84 | 0 | 84 | 84- | 100.00- |
| GRAIN BELT FULL BARRELS | .00 | .00 | .00 | .00 | .00 | .00 |
| GRAIN BELT 288 OZ CASES | .00 | 84.00 | .00 | 84.00 | 84.00- | 100.00- |
| WHITE LABEL 288 OZ CASES | .00 | .00 | .00 | .00 | .00 | .00 |
| HAUENSTEIN 288 OZ CASES | .00 | .00 | .00 | .00 | .00 | .00 |
| STORZ FULL BARRELS | .00 | .00 | .00 | .00 | .00 | .00 |
| STORZ 288 OZ CASES | .00 | .00 | .00 | .00 | .00 | .00 |
| CO CLUB NEAR RINGNES 2880Z | .00 | .00 | .00 | .00 | .00 | .00 |
| TOTAL FULL BARRELS | .00 | .00 | .00 | .00 | .00 | .00 |
| TOTAL 288 OZ CASES | .00 | 84.00 | .00 | 84.00 | 84.00- | 100.00- |
| TOTAL BARRELAGE | .00 | 6.09 | .00 | 6.09 | 6.09- | 100.00- |

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REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 02/76

| MN | | MONTHLY CURRENT | MONTHLY LAST YEAR | YEARLY CURRENT | YEARLY LAST YEAR | VARIANCE | % |
|---|---|---|---|---|---|---|---|
| 005 | 1/1 BBL GB 3.2 | 1,488 | 1,886 | 2,715 | 3,877 | 1,162- | 29.97- |
| 006 | 1/2 BBL GB 3.2 | 5,048 | 5,629 | 9,845 | 11,813 | 1,968- | 16.65- |
| 007 | 1/4 BBL GB 3.2 | 211 | 242 | 400 | 400 | 0 | .00 |
| 001 | 1/1 BBL GB ST | 132 | 213 | 241 | 421 | 180- | 42.75- |
| 002 | 1/2 BBL GB ST | 5,415 | 5,473 | 10,167 | 11,343 | 1,176- | 10.36- |
| 003 | 1/4 BBL GB ST | 2,281 | 2,277 | 3,731 | 5,099 | 1,368- | 26.82- |
| 182 | 1/2 BBL PRM 32 | 1 | 0 | 2 | 0 | 2 | 100.00 |
| 009 | 1/1 BBL PREMUM | 8 | 2 | 14 | 3 | 11 | 366.66 |
| 010 | 1/2 BBL PREMUM | 599 | 34 | 1,212 | 64 | 1,148 | 1793.75 |
| 011 | 1/4 BBL PREMUM | 121 | 70 | 217 | 167 | 50 | 29.94 |
| 047 | 24/12 RA GB 32 | 28,739 | 33,927 | 55,954 | 65,581 | 9,627- | 14.67- |
| 048 | 35/7 RA GB 32 | 1,676 | 1,292 | 2,778 | 2,625 | 153 | 5.82 |
| 050 | 36/8 RT GB 32 | 879 | 691 | 1,623 | 1,579 | 44 | 2.78 |
| 055 | 4-6 NR GB 32 | 8,713 | 8,776 | 15,193 | 18,088 | 2,895- | 16.00- |
| 057 | 12/32 NR GB 32 | 1,373 | 1,371 | 2,852 | 2,446 | 406 | 16.59 |
| 061 | 4-6 CAN GB 32 | 21,919 | 14,302 | 39,792 | 30,570 | 9,222 | 30.16 |
| 056 | 4-6 BKCN GB 32 | 192 | 822 | 1,773 | 2,824 | 1,051- | 37.21- |
| 062 | 12/12 C GB 32 | 38,214 | 17,096 | 50,996 | 29,422 | 21,574 | 73.32 |
| 063 | 24/16 C GB 32 | 5,176 | 4,226 | 8,994 | 9,634 | 640- | 6.64- |
| 027 | 24/12 RT A GB | 73,676 | 78,036 | 142,906 | 154,644 | 11,738- | 7.59- |
| 028 | 35/7 RT A GB | 4,926 | 2,869 | 8,009 | 5,920 | 2,089 | 35.28 |
| 034 | 24 PK NR GB | 6,457 | 7,756 | 13,212 | 13,246 | 34- | .25- |
| 035 | 4-6 NR GB | 7,389 | 5,778 | 15,733 | 17,394 | 1,661- | 9.54- |
| 037 | 12/32 NR GB | 579 | 444 | 1,625 | 1,303 | 322 | 24.71 |
| 040 | 24 PK CAN GB | 0 | 1,386 | 0 | 1,386 | 1,386- | 100.00- |
| 041 | 4-6 CAN GB | 14,320 | 8,794 | 27,284 | 19,742 | 7,542 | 38.20 |
| 036 | 4-6 BK CN GB | 1,545 | 1,630 | 4,625 | 4,961 | 336- | 6.77- |
| 042 | 12/12 CAN GB | 121,782 | 37,292 | 160,282 | 65,276 | 94,006 | 141.84 |
| 043 | 24/16 CAN GB | 5,115 | 4,095 | 9,853 | 8,148 | 1,805 | 22.15 |
| 029 | 24/12 PREM RET | 30,369 | 22,596 | 54,225 | 48,390 | 5,835 | 12.05 |
| 030 | 36/8 PREM RET | 9,750 | 6,562 | 20,218 | 14,950 | 5,268 | 35.23 |
| 033 | 24/12 PREM N R | 168 | 1,234 | 1,123 | 2,741 | 1,618- | 59.02- |
| 038 | 4-6 PREM CAN | 2,559 | 1,289 | 4,222 | 2,179 | 2,043 | 93.75 |
| 039 | 12/12 PREM CAN | 20,474 | 6,970 | 33,901 | 14,789 | 19,112 | 129.23 |
| 152 | 24/12 R WL 32 | 1,714 | 777 | 3,540 | 2,541 | 999 | 39.31 |
| 153 | 4-6 CAN WL 32 | 0 | 1,055 | 829 | 1,461 | 632- | 43.25- |
| 164 | 12/12 CAN WL32 | 0 | 1,610 | 563 | 2,872 | 2,309- | 80.39- |
| 147 | 24/12 RT WL | 10,140 | 11,634 | 27,066 | 24,125 | 2,941 | 12.19 |
| 148 | 4-6 CAN WL | 0 | 1,037 | 1,028 | 1,961 | 933- | 47.57- |
| 159 | 12/12 CAN WL | 0 | 5,205 | 2,956 | 9,414 | 6,458- | 68.59- |
| 173 | 24/12 RT HN 32 | 5,705 | 4,746 | 12,593 | 10,794 | 1,799 | 16.66 |
| 175 | 4-6 CAN HN 32 | 4,742 | 3,248 | 8,178 | 4,802 | 3,376 | 70.30 |
| 176 | 12/12 C HN 32 | 1,457 | 3,075 | 4,383 | 6,001 | 1,618- | 26.96- |
| 167 | 24/12 RT HN | 65,560 | 70,098 | 155,566 | 146,623 | 8,943 | 6.09 |
| 169 | 4-6 CAN HN | 4,846 | 5,559 | 9,711 | 9,227 | 484 | 5.24 |
| 170 | 12/12 CAN HN | 8,005 | 9,009 | 18,003 | 19,944 | 1,941- | 9.73- |
| 080 | 4-6 CAN TR | 0 | 1 | 0 | 1 | 1- | 100.00- |
| 106 | 4-6 CAN PRE SZ | 0 | 1 | 0 | 1 | 1- | 100.00- |
| 064 | 36/8 COCLUB CN | 1,040 | 560 | 1,706 | 1,360 | 346 | 25.44 |
| 065 | 4-6 COCLUB CAN | 2,314 | 1,092 | 3,861 | 2,002 | 1,859 | 92.85 |
| 068 | 24/16 COCLUB C | 1,158 | 840 | 2,129 | 1,680 | 449 | 26.72 |

Data Documents, Inc. 02

| 019 24/11 RINGNES | 56 | 259 | 478 | 539 | 61- | 11.31- |
|---|---|---|---|---|---|---|
| GRAIN BELT FULL BARRELS | 7,812.75 | 8,316.25 | 14,670.00 | 17,327.50 | 2,657.50- | 15.33- |
| GRAIN BELT 288 OZ CASES | 318,440.22 | 342,312.36 | 560,880.82 | 489,496.57 | 71,385.25 | 14.58 |
| WHITE LABEL 288 OZ CASES | 11,854.00 | 17,910.50 | 34,222.50 | 36,231.00 | 2,008.50- | 5.54- |
| HAUENSTEIN 288 OZ CASES | 85,584.00 | 89,693.00 | 197,241.00 | 184,418.50 | 12,822.50 | 6.95 |
| STORZ FULL BARRELS | .00 | .00 | .00 | .00 | .00 | .00 |
| STORZ 288 OZ CASES | .00 | 2.00 | .00 | 2.00 | 2.00- | 100.00- |
| CO CLUB NEAR RINGNES 2880Z | 4,949.33 | 3,009.42 | 8,843.83 | 6,096.08 | 2,747.75 | 45.07 |
| TOTAL FULL BARRELS | 7,812.75 | 8,316.25 | 14,670.00 | 17,327.50 | 2,657.50- | 15.33- |
| TOTAL 288 OZ CASES | 420,827.55 | 452,927.28 | 801,188.15 | 716,243.15 | 84,945.00 | 11.85 |
| TOTAL BARRELAGE | 38,356.41 | 33,931.71 | 72,820.23 | 69,312.42 | 3,507.81 | 5.06 |

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REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 02/76

| MO | | MONTHLY CURRENT | MONTHLY LAST YEAR | YEARLY CURRENT | YEARLY LAST YEAR | VARIANCE | % |
|---|---|---|---|---|---|---|---|
| | 106 4-6 CAN PRE SZ | 1,758 | 0 | 1,758 | 0 | 1,758 | 100.00 |
| | GRAIN BELT FULL BARRELS | .00 | .00 | .00 | .00 | .00 | .00 |
| | GRAIN BELT 288 OZ CASES | .00 | .00 | .00 | .00 | .00 | .00 |
| | WHITE LABEL 288 OZ CASES | .00 | .00 | .00 | .00 | .00 | .00 |
| | HAUENSTEIN 288 OZ CASES | .00 | .00 | .00 | .00 | .00 | .00 |
| | STORZ FULL BARRELS | .00 | .00 | .00 | .00 | .00 | .00 |
| | STORZ 288 OZ CASES | 1,758.00 | .00 | 1,758.00 | .00 | 1,758.00 | 100.00 |
| | CO CLUB NEAR RINGNES 2880Z | .00 | .00 | .00 | .00 | .00 | .00 |
| | TOTAL FULL BARRELS | .00 | .00 | .00 | .00 | .00 | .00 |
| | TOTAL 288 OZ CASES | 1,758.00 | .00 | 1,758.00 | .00 | 1,758.00 | 100.00 |
| | TOTAL BARRELAGE | 127.59 | .00 | 127.59 | .00 | 127.59 | 100.00 |

Data Documents, Inc. 02

REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 02/76

| MT | | MONTHLY CURRENT | MONTHLY LAST YEAR | YEARLY CURRENT | YEARLY LAST YEAR | VARIANCE | % |
|---|---|---|---|---|---|---|---|
| 035 | 4-6 NR OB | 504 | 0 | 504 | 336 | 168 | 50.00 |
| 041 | 4-6 CAN OB | 0 | 0 | 0 | 154 | 154- | 100.00- |
| 029 | 24/12 PREM RET | 0 | 0 | 420 | 294 | 126 | 42.85 |
| 038 | 4-6 PREM CAN | 0 | 0 | 308 | 0 | 308 | 100.00 |
| 064 | 36/8 COCLUB CN | 80 | 0 | 80 | 0 | 80 | 100.00 |
| 065 | 4-6 COCLUB CAN | 182 | 0 | 1,274 | 0 | 1,274 | 100.00 |
| GRAIN BELT FULL BARRELS | | .00 | .00 | .00 | .00 | .00 | .00 |
| GRAIN BELT 288 OZ CASES | | 504.00 | .00 | 1,232.00 | 784.00 | 448.00 | 57.14 |
| WHITE LABEL 288 OZ CASES | | .00 | .00 | .00 | .00 | .00 | .00 |
| HAUENSTEIN 288 OZ CASES | | .00 | .00 | .00 | .00 | .00 | .00 |
| STORZ FULL BARRELS | | .00 | .00 | .00 | .00 | .00 | .00 |
| STORZ 288 OZ CASES | | .00 | .00 | .00 | .00 | .00 | .00 |
| CO CLUB NEAR RINGNES 288OZ | | 262.00 | .00 | 1,354.00 | .00 | 1,354.00 | 100.00 |
| TOTAL FULL BARRELS | | .00 | .00 | .00 | .00 | .00 | .00 |
| TOTAL 288 OZ CASES | | 766.00 | .00 | 2,586.00 | 784.00 | 1,802.00 | 229.84 |
| TOTAL BARRELAGE | | 55.59 | .00 | 187.69 | 56.90 | 130.79 | 229.85 |

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REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 02/76

| NB | | | MONTHLY CURRENT | MONTHLY LAST YEAR | YEARLY CURRENT | YEARLY LAST YEAR | VARIANCE | % |
|---|---|---|---|---|---|---|---|---|
| 002 | 1/2 BBL GB ST | | 48 | 0 | 96 | 48 | 48 | 100.00 |
| 010 | 1/2 BBL PREMUM | | 0 | 12 | 0 | 24 | 24- | 100.00- |
| 027 | 24/12 RT A GB | | 252 | 42 | 546 | 630 | 84- | 13.33- |
| 035 | 4-6 NR GB | | 0 | 0 | 0 | 56 | 56- | 100.00- |
| 041 | 4-6 CAN GB | | 385 | 0 | 462 | 231 | 231 | 100.00 |
| 036 | 4-6 BK CN GB | | 0 | 0 | 77 | 231 | 154- | 66.66- |
| 042 | 12/12 CAN GB | | 1,848 | 1,078 | 2,618 | 3,696 | 1,078- | 29.16- |
| 029 | 24/12 PREM RET | | 0 | 0 | 0 | 17 | 17- | 100.00- |
| 014 | 1/2 BBL STZ | | 104 | 48 | 152 | 121 | 31 | 25.61 |
| 015 | 1/4 BBL STZ | | 0 | 0 | 4 | 3 | 1 | 33.33 |
| 070 | 24/12 RT TR | | 2,019 | 1,764 | 3,531 | 4,696 | 1,165- | 24.80- |
| 075 | 4-6 NR TR | | 616 | 280 | 1,008 | 448 | 560 | 125.00 |
| 076 | 12/32 NR TR | | 0 | 294 | 436 | 882 | 446- | 50.56- |
| 080 | 4-6 CAN TR | | 1,001 | 616 | 1,617 | 1,540 | 77 | 5.00 |
| 081 | 12/12 CAN T ST | | 23,930 | 13,706 | 38,406 | 34,650 | 3,756 | 10.83 |
| 106 | 4-6 CAN PRE SZ | | 472 | 770 | 1,165 | 1,540 | 375- | 24.35- |
| 107 | 12/12 CAN PRSZ | | 1,416 | 770 | 2,340 | 2,156 | 184 | 8.53 |
| 068 | 24/16 COCLUB C | | 70 | 0 | 70 | 0 | 70 | 100.00 |
| | GRAIN BELT FULL BARRELS | | 24.00 | 6.00 | 48.00 | 36.00 | 12.00 | 33.33 |
| | GRAIN BELT 288 OZ CASES | | 1,561.00 | 581.00 | 2,394.00 | 3,013.00 | 619.00- | 20.54- |
| | WHITE LABEL 288 OZ CASES | | .00 | .00 | .00 | .00 | .00 | .00 |
| | HAUENSTEIN 288 OZ CASES | | .00 | .00 | .00 | .00 | .00 | .00 |
| | STORZ FULL BARRELS | | 52.00 | 24.00 | 77.00 | 61.25 | 15.75 | 25.71 |
| | STORZ 288 OZ CASES | | 16,781.00 | 11,060.00 | 28,275.33 | 27,803.00 | 472.33 | 1.69 |
| | CO CLUB NEAR RINGNES 2880Z | | 93.33 | .00 | 93.33 | .00 | 93.33 | 100.00 |
| | TOTAL FULL BARRELS | | 76.00 | 30.00 | 125.00 | 97.25 | 27.75 | 28.53 |
| | TOTAL 288 OZ CASES | | 18,435.33 | 11,641.00 | 30,762.66 | 30,816.00 | 53.34- | .17- |
| | TOTAL BARRELAGE | | 1,414.03 | 874.90 | 2,357.75 | 2,333.87 | 23.88 | 1.02 |

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REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 02/76

| ND | | MONTHLY CURRENT | MONTHLY LAST YEAR | YEARLY CURRENT | YEARLY LAST YEAR | VARIANCE | % |
|---|---|---|---|---|---|---|---|
| 002 | 1/2 BBL GB ST | 188 | 176 | 508 | 532 | 24- | 4.51- |
| 003 | 1/4 BBL GB ST | 72 | 96 | 140 | 204 | 64- | 31.37- |
| 027 | 24/12 RT A GB | 378 | 546 | 956 | 1,596 | 630- | 39.47- |
| 034 | 24 PK NR GB | 0 | 56 | 84 | 168 | 84- | 50.00- |
| 035 | 4-6 NR GB | 672 | 448 | 1,512 | 1,910 | 398- | 20.83- |
| 037 | 12/32 NR GB | 0 | 53 | 63 | 95 | 32- | 33.68- |
| 041 | 4-6 CAN GB | 2,926 | 1,540 | 4,774 | 2,310 | 2,464 | 106.66 |
| 036 | 4-6 BK CN GB | 0 | 0 | 231 | 385 | 154- | 40.00- |
| 042 | 12/12 CAN GB | 1,078 | 924 | 3,388 | 4,312 | 924- | 21.42- |
| 043 | 24/16 CAN GB | 0 | 56 | 0 | 56 | 56- | 100.00- |
| 029 | 24/12 PREM RET | 2,310 | 2,100 | 4,662 | 5,796 | 1,134- | 19.56- |
| 030 | 36/8 PREM RET | 468 | 396 | 1,152 | 1,116 | 36 | 3.22 |
| 033 | 24/12 PREM N R | 0 | 0 | 0 | 203 | 203- | 100.00- |
| 038 | 4-6 PREM CAN | 231 | 1,386 | 777 | 3,192 | 2,415- | 75.65- |
| 039 | 12/12 PREM CAN | 308 | 770 | 1,078 | 1,694 | 616- | 36.36- |
| 167 | 24/12 RT HN | 42 | 0 | 84 | 210 | 126- | 60.00- |
| 169 | 4-6 CAN HN | 0 | 77 | 0 | 462 | 462- | 100.00- |
| 170 | 12/12 CAN HN | 0 | 616 | 0 | 1,386 | 1,386- | 100.00- |
| 064 | 36/8 COCLUB CN | 0 | 0 | 215 | 160 | 55 | 34.37 |
| 065 | 4-6 COCLUB CAN | 182 | 91 | 273 | 91 | 182 | 200.00 |
| 068 | 24/16 COCLUB C | 70 | 0 | 140 | 0 | 140 | 100.00 |
| 069 | 4-6 GOETZ NEAR | 0 | 0 | 91 | 0 | 91 | 100.00 |
| 019 | 24/11 RINGNES | 0 | 0 | 28 | 109 | 81- | 74.31- |
| | GRAIN BELT FULL BARRELS | 112.00 | 112.00 | 289.00 | 317.00 | 28.00- | 8.83- |
| | GRAIN BELT 288 OZ CASES | 7,678.00 | 7,464.34 | 16,475.00 | 19,880.34 | 3,405.34- | 17.12- |
| | WHITE LABEL 288 OZ CASES | .00 | .00 | .00 | .00 | .00 | .00 |
| | HAUENSTEIN 288 OZ CASES | 42.00 | 385.00 | 84.00 | 1,365.00 | 1,281.00- | 93.84- |
| | STORZ FULL BARRELS | .00 | .00 | .00 | .00 | .00 | .00 |
| | STORZ 288 OZ CASES | .00 | .00 | .00 | .00 | .00 | .00 |
| | CO CLUB NEAR RINGNES 288OZ | 275.33 | 91.00 | 791.34 | 350.92 | 440.42 | 125.50 |
| | TOTAL FULL BARRELS | 112.00 | 112.00 | 289.00 | 317.00 | 28.00- | 8.83- |
| | TOTAL 288 OZ CASES | 7,995.33 | 7,940.34 | 17,350.34 | 21,596.26 | 4,245.92- | 19.66- |
| | TOTAL BARRELAGE | 692.30 | 688.30 | 1,548.28 | 1,884.45 | 336.17- | 17.83- |

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REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 02/76

| SD | | | MONTHLY CURRENT | MONTHLY LAST YEAR | YEARLY CURRENT | YEARLY LAST YEAR | VARIANCE | % |
|---|---|---|---|---|---|---|---|---|
| 006 | 1/2 BBL GB 3.2 | | 420 | 676 | 708 | 1,234 | 526- | 42.62- |
| 007 | 1/4 BBL GB 3.2 | | 8 | 100 | 40 | 188 | 148- | 78.72- |
| 002 | 1/2 BBL GB ST | | 168 | 336 | 324 | 632 | 308- | 48.73- |
| 003 | 1/4 BBL GB ST | | 24 | 52 | 48 | 84 | 36- | 42.85- |
| 047 | 24/12 RA GB 32 | | 2,121 | 1,470 | 3,213 | 3,990 | 777- | 19.47- |
| 050 | 36/8 RT GB 32 | | 360 | 72 | 576 | 828 | 252- | 30.43- |
| 055 | 4-6 NR GB 32 | | 784 | 896 | 1,232 | 2,128 | 896- | 42.10- |
| 057 | 12/32 NR GB 32 | | 0 | 21 | 0 | 126 | 126- | 100.00- |
| 061 | 4-6 CAN GB 32 | | 1,407 | 1,463 | 3,024 | 4,158 | 1,134- | 27.27- |
| 056 | 4-6 BKCN GB 32 | | 0 | 98 | 77 | 98 | 21- | 21.42- |
| 062 | 12/12 C GB 32 | | 308 | 308 | 462 | 462 | 0 | .00 |
| 063 | 24/16 C GB 32 | | 0 | 0 | 56 | 56 | 0 | .00 |
| 027 | 24/12 RT A GB | | 1,566 | 1,344 | 2,364 | 2,982 | 618- | 20.72- |
| 034 | 24 PK NR GB | | 0 | 56 | 0 | 55 | 56- | 100.00- |
| 035 | 4-6 NR GB | | 1,075 | 1,148 | 1,747 | 2,688 | 941- | 35.00- |
| 037 | 12/32 NR GB | | 0 | 120 | 35 | 246 | 211- | 85.77- |
| 041 | 4-6 CAN GB | | 1,463 | 1,386 | 2,233 | 3,696 | 1,463- | 39.58- |
| 036 | 4-6 BK CN GB | | 79 | 175 | 156 | 252 | 96- | 38.09- |
| 042 | 12/12 CAN GB | | 924 | 462 | 1,540 | 1,078 | 462 | 42.85 |
| 043 | 24/16 CAN GB | | 112 | 224 | 112 | 446 | 334- | 74.88- |
| 029 | 24/12 PREM RET | | 1,679 | 1,260 | 2,561 | 3,024 | 463- | 15.31- |
| 030 | 36/8 PREM RET | | 533 | 396 | 1,001 | 1,008 | 7- | .69- |
| 038 | 4-6 PREM CAN | | 976 | 539 | 1,130 | 882 | 248 | 28.11 |
| 152 | 24/12 R WL 32 | | 84 | 84 | 168 | 126 | 42 | 33.33 |
| 153 | 4-6 CAN WL 32 | | 0 | 164 | 10 | 164 | 154- | 93.90- |
| 147 | 24/12 RT WL | | 0 | 0 | 21 | 210 | 189- | 90.00- |
| 148 | 4-6 CAN WL | | 0 | 77 | 0 | 77 | 77- | 100.00- |
| 173 | 24/12 RT HN 32 | | 0 | 0 | 168 | 0 | 168 | 100.00 |
| 175 | 4-6 CAN HN 32 | | 77 | 77 | 154 | 154 | 0 | .00 |
| 167 | 24/12 RT HN | | 42 | 0 | 42 | 0 | 42 | 100.00 |
| 118 | 4-6 CN PR SZ32 | | 425 | 1,001 | 810 | 1,463 | 653- | 44.63- |
| 119 | 12/12 PRE SZ32 | | 449 | 1,540 | 911 | 1,978 | 1,067- | 53.94- |
| 070 | 24/12 RT TR | | 0 | 42 | 0 | 42 | 42- | 100.00- |
| 076 | 12/32 NR TR | | 0 | 42 | 42 | 126 | 84- | 66.66- |
| 091 | 12/12 CAN T ST | | 0 | 0 | 0 | 154 | 154- | 100.00- |
| 106 | 4-6 CAN PRE SZ | | 693 | 462 | 919 | 1,001 | 82- | 8.19- |
| 107 | 12/12 CAN PRSZ | | 2,948 | 616 | 4,180 | 3,234 | 946 | 29.25 |
| 064 | 36/8 COCLUB CN | | 0 | 186 | 0 | 186 | 186- | 100.00- |
| 065 | 4-6 COCLUB CAN | | 455 | 1,001 | 637 | 1,274 | 637- | 50.00- |
| 068 | 24/16 COCLUB C | | 210 | 350 | 245 | 350 | 105- | 30.00- |
| 019 | 24/11 RINGNES | | 55 | 0 | 55 | 15 | 40 | 266.66 |
| | GRAIN BELT FULL BARRELS | | 302.00 | 546.00 | 538.00 | 1,001.00 | 463.00- | 46.25- |
| | GRAIN BELT 288 OZ CASES | | 12,808.33 | 11,174.67 | 20,585.67 | 27,725.34 | 7,139.67- | 25.75- |
| | WHITE LABEL 288 OZ CASES | | 84.00 | 325.00 | 199.00 | 577.00 | 378.00- | 65.51- |
| | HAUENSTEIN 288 OZ CASES | | 119.00 | 77.00 | 364.00 | 154.00 | 210.00 | 136.36 |
| | STORZ FULL BARRELS | | .00 | .00 | .00 | .00 | .00 | .00 |
| | STORZ 288 OZ CASES | | 2,816.50 | 2,639.00 | 4,330.50 | 5,357.00 | 1,026.50- | 19.16- |

Data Documents, Inc. 02

| | | | | | | |
|---|---|---|---|---|---|---|
| CO CLUB NEAR RAINES 2880Z | 785.42 | 1,653.67 | 1,014.09 | 1,940.42 | 926.33- | 47.73- |
| TOTAL FULL BARRELS | 302.00 | 546.00 | 538.00 | 1,001.00 | 463.00- | 46.25- |
| TOTAL 288 OZ CASES | 16,613.25 | 16,869.34 | 26,493.26 | 35,753.76 | 9,260.50- | 25.90- |
| TOTAL BARRELAGE | 1,507.78 | 1,697.79 | 2,460.88 | 3,596.00 | 1,135.12- | 31.56- |

Data Documents, Inc. 02

| WI | | MONTHLY CURRENT | MONTHLY LAST YEAR | YEARLY CURRENT | YEARLY LAST YEAR | VARIANCE | % |
|---|---|---|---|---|---|---|---|
| 002 | 1/2 BBL GB ST | 408 | 536 | 616 | 1,348 | 732- | 54.30- |
| 003 | 1/4 BBL GB ST | 76 | 126 | 168 | 259 | 91- | 35.13- |
| 010 | 1/2 BBL PREMUM | 204 | 0 | 300 | 0 | 300 | 100.00 |
| 011 | 1/4 BBL PREMUM | 4 | 0 | 8 | 0 | 8 | 100.00 |
| 027 | 24/12 RT A GB | 6,006 | 8,232 | 14,448 | 17,801 | 3,353- | 18.83- |
| 028 | 35/7 RT A GB | 1,682 | 1,813 | 2,858 | 3,381 | 523- | 15.46- |
| 034 | 24 PK NR GB | 248 | 112 | 248 | 224 | 24 | 10.71 |
| 035 | 4-6 NR GB | 448 | 756 | 840 | 1,540 | 700- | 45.45- |
| 037 | 12/32 NR GB | 7 | 17 | 11 | 400 | 389- | 97.25- |
| 041 | 4-6 CAN GB | 1,061 | 770 | 2,139 | 1,925 | 214 | 11.11 |
| 036 | 4-5 BK CN GB | 476 | 343 | 1,862 | 1,498 | 364 | 24.29 |
| 042 | 12/12 CAN GB | 19,471 | 11,088 | 35,949 | 19,866 | 16,083 | 80.95 |
| 043 | 24/16 CAN GB | 0 | 0 | 56 | 0 | 56 | 100.00 |
| 029 | 24/12 PREM RET | 924 | 1,134 | 1,764 | 2,982 | 1,218- | 40.84- |
| 030 | 36/8 PREM RET | 432 | 684 | 648 | 1,152 | 504- | 43.75- |
| 033 | 24/12 PREM N R | 0 | 0 | 0 | 5 | 5- | 100.00- |
| 039 | 12/12 PREM CAN | 154 | 385 | 924 | 385 | 539 | 140.00 |
| 147 | 24/12 RT WL | 0 | 294 | 174 | 672 | 498- | 74.10- |
| 148 | 4-6 CAN WL | 0 | 0 | 52 | 0 | 52 | 100.00 |
| 159 | 12/12 CAN WL | 0 | 0 | 154 | 0 | 154 | 100.00 |
| 167 | 24/12 RT HN | 4,453 | 3,684 | 7,561 | 6,972 | 589 | 8.44 |
| 169 | 4-6 CAN HN | 0 | 0 | 77 | 77 | 0 | .00 |
| 170 | 12/12 CAN HN | 308 | 0 | 308 | 0 | 308 | 100.00 |
| 106 | 4-6 CAN PRE SZ | 0 | 0 | 385 | 0 | 385 | 100.00 |
| 069 | 4-6 GOETZ NEAR | 0 | 637 | 91 | 728 | 637- | 87.50- |
| | GRAIN BELT FULL BARRELS | 326.00 | 300.00 | 502.00 | 738.75 | 236.75- | 32.04- |
| | GRAIN BELT 288 OZ CASES | 20,897.69 | 19,332.47 | 42,906.11 | 40,662.01 | 2,244.10 | 5.51 |
| | WHITE LABEL 288 OZ CASES | .00 | 294.00 | 303.00 | 672.00 | 369.00- | 54.91- |
| | HAUENSTEIN 288 OZ CASES | 4,607.00 | 3,654.00 | 7,792.00 | 7,049.00 | 743.00 | 10.54 |
| | STORZ FULL BARRELS | .00 | .00 | .00 | .00 | .00 | .00 |
| | STORZ 288 OZ CASES | .00 | .00 | 385.00 | .00 | 385.00 | 100.00 |
| | CO CLUB NEAR RINGNES 288OZ | .00 | 637.00 | 91.00 | 728.00 | 637.00- | 87.50- |
| | TOTAL FULL BARRELS | 326.00 | 300.00 | 502.00 | 738.75 | 236.75- | 32.04- |
| | TOTAL 288 OZ CASES | 25,454.69 | 23,917.47 | 51,477.11 | 49,111.01 | 2,366.10 | 4.81 |
| | TOTAL BARRELAGE | 2,173.50 | 2,035.93 | 4,238.20 | 4,303.22 | 65.02- | 1.51- |

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REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 02/76

WY

| | MONTHLY CURRENT | MONTHLY LAST YEAR | YEARLY CURRENT | YEARLY LAST YEAR | VARIANCE | % |
|---|---|---|---|---|---|---|
| 041 4-6 CAN OB | 0 | 308 | 0 | 516 | 616- | 100.00- |
| GRAIN BELT FULL BARRELS | .00 | .00 | .00 | .00 | .00 | .00 |
| GRAIN BELT 288 OZ CASES | .00 | 308.00 | .00 | 616.00 | 616.00- | 100.00- |
| WHITE LABEL 288 OZ CASES | .00 | .00 | .00 | .00 | .00 | .00 |
| HAUENSTEIN 288 OZ CASES | .00 | .00 | .00 | .00 | .00 | .00 |
| STORZ FULL BARRELS | .00 | .00 | .00 | .00 | .00 | .00 |
| STORZ 288 OZ CASES | .00 | .00 | .00 | .00 | .00 | .00 |
| CO CLUB NEAR RUGNES 288OZ | .00 | .00 | .00 | .00 | .00 | .00 |
| TOTAL FULL BARRELS | .00 | .00 | .00 | .00 | .00 | .00 |
| TOTAL 288 OZ CASES | .00 | 308.00 | .00 | 616.00 | 616.00- | 100.00- |
| TOTAL BARRELAGE | .00 | 22.35 | .00 | 44.70 | 44.70- | 100.00- |

Data Documents, Inc. 02

JANUARY

SUMMARY OF COSTS BY CLASSIFICATION

| | JAN 76 9M 76 | YTD 76 | JAN 76 9M 75 | YTD 75 | VARIANCE |
|---|---|---|---|---|---|
| WAGES AND SALARIES | AMOUNT | AMOUNT | AMOUNT | AMOUNT | |
| PRODUCTION | 278,941.46 | 3,043,229.21 | 329,042.49 | 329,042.49 | 50,101.03-<br>2,714,186.72 |
| ADVERTISING & SELLING | 13,157.16 | 293,807.70 | 30,625.41 | 30,625.41 | 17,468.25-<br>263,182.29 |
| ADMINSTRATIVE | 18,753.97 | 181,388.98 | 23,340.88 | 23,340.88 | 4,586.91-<br>158,048.10 |
| TOTAL WAGES | 310,852.59 | 3,518,425.89 | 383,008.78 | 383,008.78 | 72,156.19-<br>3,135,417.11 |
| SUPPLIES | | | | | |
| PRODUCTION | 128,772.69 | 3,948,062.42 | 500,639.68 | 500,639.68 | 371,866.99-<br>3,447,422.74 |
| SELLING DELIVERY ADMINSTRATIVE | 2,787.76 | 57,439.80 | 5,738.97 | 5,738.97 | 2,951.21-<br>51,700.83 |
| TOTAL SUPLIES | 131,560.45 | 4,005,502.22 | 506,378.65 | 506,378.65 | 374,818.20-<br>3,499,123.57 |
| MAINTENANCE | | | | | |
| PRODUCTION LABOR | .00 | 5,991.89 | 10,405.14 | 10,405.14 | 10,405.14-<br>4,413.25- |
| CONTRACTOR MAINTENANCE | 14,333.37 | 141,530.65 | 17,485.44 | 17,485.44 | 3,152.07-<br>124,045.21 |
| PRODUCTION MATERIAL | 3,763.34- | 131,538.78 | 25,588.55 | 25,588.55 | 29,351.89-<br>105,950.23 |
| SELLING DELIVERY ADMINSTRATIVE | 449.36 | 12,656.75 | 2,067.68 | 2,067.68 | 1,618.32-<br>10,589.07 |
| TOTAL MAINTENANCE | 11,019.39 | 291,718.07 | 55,546.81 | 55,546.81 | 44,527.42-<br>236,171.26 |
| GENERAL | | | | | |
| PRODUCTION | 27,020.96 | 317,218.55 | 29,481.29 | 29,481.29 | 2,460.33-<br>287,737.26 |

SUMMARY OF COSTS BY CLASSIFICATION

| | JAN 76 9M 76 | YTD 76 | JAN 76 9M 75 | YTD 75 | VARIANCE |
|---|---|---|---|---|---|
| | 12,170.13 | | 23,952.61 | | 11,782.48- |
| SELLING DELIVERY ADMINSTRATIVE | | 276,894.24 | | 23,952.61 | 252,941.63 |
| | 39,191.09 | | 53,433.90 | | 14,242.81- |
| TOTAL GENERAL | | 594,112.79 | | 53,433.90 | 540,678.89 |
| ADVERTISING | | | | | |
| | 14,747.71- | | 37,272.27 | | 52,019.98- |
| MEDIA | | 715,793.13 | | 37,272.27 | 678,520.86 |
| | 2,000.00- | | 33,040.46 | | 35,040.46- |
| PRODUCTION | | 214,768.03 | | 33,040.46 | 181,727.57 |
| | 445.08 | | 59,199.80 | | 58,754.72- |
| SALES PROMOTION | | 145,239.89 | | 59,199.80 | 86,040.09 |
| | 8,895.62 | | 5,527.10 | | 3,368.52 |
| SIGN COST & MAINTENANCE | | 103,716.99 | | 5,527.10 | 98,189.89 |
| | 7,407.01- | | 135,039.63 | | 142,446.64- |
| TOTAL ADVERTISING | | 1,179,518.04 | | 135,039.63 | 1,044,478.41 |
| FIXED | | | | | |
| | 6,464.63 | | 12,451.29 | | 5,986.66- |
| PROPERTY TAXES & LICENSES | | 56,208.88 | | 12,451.29 | 43,757.59 |
| | 25,860.00 | | 28,060.00 | | 2,200.00- |
| PAYROLL TAXES | | 244,880.00 | | 28,060.00 | 216,820.00 |
| | 5,692.76 | | 5,679.49 | | 13.27 |
| INSURANCE GENERAL | | 51,504.79 | | 5,679.49 | 45,825.30 |
| | 49,865.59 | | 46,326.55 | | 3,539.04 |
| INSURANCE - EMPLOYEES GROUP | | 427,331.67 | | 46,326.55 | 381,005.12 |
| | .00 | | 8,700.00 | | 8,700.00- |
| SALARIED PENSION TRUST | | 69,600.00 | | 8,700.00 | 60,900.00 |
| | 3,742.07 | | 5,279.38 | | 1,537.31- |
| RETIREES PENSION | | 34,838.14 | | 5,279.38 | 29,558.76 |
| | 1,162.20 | | 839.18 | | 323.02 |
| RENTALS | | 9,709.79 | | 839.18 | 8,870.61 |
| | 6,645.54 | | 40,658.85 | | 34,013.31- |
| DEPRECIATION - PLANT & EQUIPMENT | | 60,614.79 | | 40,658.85 | 19,955.94 |

Data Documents, Inc. 02

SUMMARY OF COSTS BY CLASSIFICATION

| | JAN 76 9M 76 | YTD 76 | JAN 76 9M 75 | YTD 75 | VARIANCE |
|---|---|---|---|---|---|
| DEPRECIATION - RETURNABLE CONT. | 1,018.50 | 9,631.99 | 26,934.46 | 26,934.46 | 25,915.96-<br>17,302.47- |
| TOTAL FIXED | 100,451.29 | 964,320.05 | 174,929.20 | 174,929.20 | 74,477.91-<br>789,390.85 |

GRAIN BELT BREWERIES, INC. SUMMARY OF COSTS BY CLASSIFICATION

| | | | | | |
|---|---|---|---|---|---|
| TOTAL COSTS | 585,667.80 | 10,553,597.06 | 1,308,336.97 | 1,308,336.97 | 722,669.17-<br>9,245,260.09 |

Data Documents, Inc. 02

| | JAN 76 9M 76 | | YTD 76 | | JAN 76 9M 75 | | YTD 75 | | VARIANCE |
|---|---|---|---|---|---|---|---|---|---|
| BARRELS BREWED | 1 | | 470,437 | | 56,168 | | 56,168 | | 56,167-<br>414,269 |
| WAGES AND SALARIES | AMOUNT | PER BBL | AMOUNT | PER BBL | AMOUNT | PER BBL | AMOUNT | PER BBL | |
| BREWHOUSE | 156.91 | 156.9100 | 94,917.36 | .2018 | 12,217.24 | .2175 | 12,217.24 | .2175 | 12,060.33-<br>82,700.12 |
| FERMENTING | 131.00 | 131.0000 | 37,175.29 | .0790 | 5,031.02 | .0896 | 5,031.02 | .0896 | 4,900.02-<br>32,144.27 |
| CELLARS | 22,951.79 | 951.7900 | 205,340.83 | .4365 | 23,903.21 | .4256 | 23,903.21 | .4256 | 951.42-<br>181,437.62 |
| LAB AND CLERICAL | 3,397.50 | 397.5000 | 34,470.22 | .0733 | 4,311.91 | .0768 | 4,311.91 | .0768 | 914.41-<br>30,158.31 |
| SUPERVISION | 6,929.22 | 929.2200 | 72,848.50 | .1549 | 8,191.66 | .1458 | 8,191.66 | .1458 | 1,262.44-<br>64,656.84 |
| VACATION | 3,000.00 | .0000 | 64,844.86 | .1378 | 4,200.00 | .0748 | 4,200.00 | .0748 | 1,200.00-<br>60,644.86 |
| HOLIDAY | 1,960.97 | 960.9700 | 20,257.93 | .0431 | 1,620.00 | .0288 | 1,620.00 | .0288 | 340.97<br>18,637.93 |
| PENSION | 3,293.75 | 293.7500 | 30,000.25 | .0638 | 2,930.75 | .0522 | 2,930.75 | .0522 | 363.00<br>27,069.50 |
| UNCLASSIFIED | 575.99 | 575.9900 | 11,175.83 | .0238 | 2,049.38 | .0365 | 2,049.38 | .0365 | 1,473.39-<br>9,126.45 |
| TOTAL WAGES | 42,397.13 | 397.1300 | 571,031.07 | 1.2138 | 64,455.17 | 1.1475 | 64,455.17 | 1.1475 | 22,058.04-<br>506,575.90 |
| MATERIALS AND SUPPLIES | | | | | | | | | |
| MALT | .00 | .0000 | 1,610,827.77 | 3.4241 | 215,459.14 | 3.8360 | 215,459.14 | 3.8360 | 215,459.14-<br>1,395,368.63 |
| HOPS DOMESTIC | .00 | .0000 | 70,766.40 | .1504 | 9,116.05 | .1623 | 9,116.05 | .1623 | 9,116.05-<br>61,650.35 |
| HOPS IMPORTED | .00 | .0000 | 40,459.50 | .0860 | 8,157.00 | .1452 | 8,157.00 | .1452 | 8,157.00-<br>32,302.50 |
| HOPS CASCADE | .00 | .0000 | 19,529.90 | .0415 | .00 | .0000 | .00 | .0000 | .00<br>19,529.90 |
| NU-BRU | .00 | .0000 | 959,741.10 | 2.0401 | 97,794.91 | 1.7411 | 97,794.91 | 1.7411 | 97,794.91-<br>861,946.19 |

Data Documents, Inc. 02

| | JAN 76 9M 76 | | YTD 76 | | JAN 76 9M 75 | | YTD 75 | | VARIANCE |
|---|---|---|---|---|---|---|---|---|---|
| GLUCOSE | .00 | .0000 | 87,054.50 | .1851 | 14,449.60 | .2573 | 14,449.60 | .2573 | 14,449.60-<br>72,604.90 |
| TREATING | 12,588.03 | 588.0300 | 207,792.92 | .4417 | 17,120.80 | .3048 | 17,120.80 | .3048 | 4,532.77-<br>190,672.12 |
| FILTERING | 767.90 | 767.9000 | 9,242.60 | .0196 | 948.70 | .0169 | 948.70 | .0169 | 180.80-<br>8,293.90 |
| SUNDRY MATERIAL | 10,454.19 | 454.1900 | 39,842.29 | .0847 | 4,784.95 | .0852 | 4,784.95 | .0852 | 5,669.24<br>35,057.34 |
| BY PRODUCT SALES | .00 | .0000 | 112,990.27- | .2402- | 16,951.31- | .3018- | 16,951.31- | .3018- | 16,951.31<br>96,038.96- |
| GRAIN DRYING | 1,212.20 | 212.2000 | 47,762.43 | .1015 | 6,158.70 | .1096 | 6,158.70 | .1096 | 4,946.50-<br>41,603.73 |
| LAB SUPPLIES | 77.72 | 77.7200 | 2,494.65 | .0053 | 180.86 | .0032 | 180.86 | .0032 | 103.14-<br>2,313.79 |
| UNCLASSIFIED | 4,646.35 | 646.3500 | 94,301.72 | .2005 | 13,797.72 | .2457 | 13,797.72 | .2457 | 9,151.37-<br>80,504.00 |
| TOTAL MATERIALS | 29,746.39 | 746.3900 | 3,076,825.51 | 6.5404 | 371,017.12 | 6.6055 | 371,017.12 | 6.6055 | 341,270.73-<br>2,705,808.39 |
| MAINTENANCE | | | | | | | | | |
| BUILDING MATERIAL | 244.85 | 244.8500 | 663.75 | .0014 | 25.00 | .0004 | 25.00 | .0004 | 219.85<br>638.75 |
| MACHINERY MATERIAL | 36.00- | 36.0000- | 17,642.51 | .0375 | 2,621.90 | .0467 | 2,621.90 | .0467 | 2,657.90-<br>15,020.61 |
| TANKS MATERIAL | .00 | .0000 | 156.00 | .0003 | .00 | .0000 | .00 | .0000 | .00<br>156.00 |
| CONTRACTORS | 741.72 | 741.7200 | 22,514.13 | .0479 | 3,592.45 | .0640 | 3,592.45 | .0640 | 2,850.73-<br>18,921.68 |
| TOTAL MAINTENANCE | 950.57 | 950.5700 | 40,976.39 | .0871 | 6,239.35 | .1111 | 6,239.35 | .1111 | 5,288.78-<br>34,737.04 |
| GENERAL | | | | | | | | | |
| BEER CONSUMED | 238.00 | 238.0000 | 3,346.10 | .0071 | 336.25 | .0060 | 336.25 | .0060 | 98.25-<br>3,009.85 |
| UTILITIES DIRECT CHGE. | 7,494.37 | 494.3700 | 76,148.87 | .1619 | 8,300.00 | .1478 | 8,300.00 | .1478 | 805.63-<br>67,848.87 |

Data Documents, Inc. 02

| | JAN 76 9M 76 | | YTD 76 | | JAN 76 9M 75 | | YTD 75 | | VARIANCE |
|---|---|---|---|---|---|---|---|---|---|
| POWER PLANT ALLOCATION | 70,825.71 | 825.7100 | 582,276.86 | 1.2377 | 79,451.10 | 1.4145 | 79,451.10 | 1.4145 | 8,625.39-<br>502,825.76 |
| GENERAL PLANT ALLOC. | 17,022.08 | 22.0800 | 203,494.86 | .4326 | 24,353.48 | .4336 | 24,353.48 | .4336 | 7,331.40-<br>179,141.38 |
| UNCLASSIFIED | 328.00 | 328.0000 | 9,863.55 | .0210 | 183.27 | .0033 | 183.27 | .0033 | 144.73<br>9,680.28 |
| TOTAL GENERAL | 95,908.16 | 908.1600 | 875,130.24 | 1.8602 | 112,624.10 | 2.0051 | 112,624.10 | 2.0051 | 16,715.94-<br>762,506.14 |
| FIXED | | | | | | | | | |
| TAXES & LICENSES | 2,700.00 | 700.0000 | 18,193.33 | .0387 | 3,050.00 | .0543 | 3,050.00 | .0543 | 350.00-<br>15,143.33 |
| TAXES PAYROLL | 4,200.00 | 200.0000 | 33,600.00 | .0714 | 4,700.00 | .0837 | 4,700.00 | .0837 | 500.00-<br>28,900.00 |
| INSURANCE GENERAL | 1,482.00 | 482.0000 | 13,379.16 | .0284 | 1,469.33 | .0262 | 1,469.33 | .0262 | 12.67<br>11,909.83 |
| INSURANCE EMPLOYEES | 8,196.78 | 196.7800 | 74,951.11 | .1593 | 7,928.76 | .1412 | 7,928.76 | .1412 | 268.02<br>67,022.35 |
| PENSION TRUST | .00 | .0000 | 10,920.00 | .0232 | 1,365.00 | .0243 | 1,365.00 | .0243 | 1,365.00-<br>9,555.00 |
| RETIREES PENSION | 501.67 | 501.6700 | 4,515.03 | .0096 | 501.67 | .0089 | 501.67 | .0089 | .00<br>4,013.36 |
| DEPRECIATION BUILDINGS | 600.00 | 600.0000 | 5,400.00 | .0115 | 3,727.80 | .0664 | 3,727.80 | .0664 | 3,127.80-<br>1,672.20 |
| DEPRECIATION MACHINERY | 1,401.56 | 401.5600 | 12,680.61 | .0270 | 10,040.37 | .1788 | 10,040.37 | .1788 | 8,638.81-<br>2,640.24 |
| DEPRECIATION TANKS | 420.83 | 420.8300 | 3,787.51 | .0081 | 2,369.95 | .0422 | 2,369.95 | .0422 | 1,949.12-<br>1,417.56 |
| TOTAL FIXED | 19,502.84 | 502.8400 | 177,426.75 | .3772 | 35,152.88 | .6259 | 35,152.88 | .6259 | 15,650.04-<br>142,273.87 |
| COST OF BREWING | | | | | | | | | |
| TOTAL COST | 188,505.09 | 505.0900 | 4,741,389.96 | 10.0787 | 589,488.62 | 10.4951 | 589,488.62 | 10.4951 | 400,983.53-<br>4,151,901.34 |

Data Documents, Inc. 02

| | JAN 76 9M 76 | | YTD 76 | | JAN 76 9M 75 | | YTD 75 | | VARIANCE |
|---|---|---|---|---|---|---|---|---|---|
| BARRELS RACKED | 7,952 | | 110,437 | | 10,913 | | 10,913 | | 2,961-<br>99,524 |
| **WAGES AND SALARIES** | AMOUNT | PER BBL | AMOUNT | PER BBL | AMOUNT | PER BBL | AMOUNT | PER BBL | |
| KEG FILLING | 1,840.92 | .2315 | 18,957.91 | .1717 | 2,052.92 | .1881 | 2,052.92 | .1881 | 212.00-<br>16,904.99 |
| RACKING FLOORMEN | 3,048.51 | .3834 | 34,651.74 | .3138 | 4,018.11 | .3682 | 4,018.11 | .3682 | 969.60-<br>30,633.63 |
| KEG WASHING | 4,062.59 | .5109 | 38,068.96 | .3447 | 3,926.66 | .3598 | 3,926.66 | .3598 | 135.93<br>34,142.30 |
| WASHHOUSE FLOORMEN | 1,889.89 | .2377 | 14,556.01 | .1318 | 2,432.22 | .2229 | 2,432.22 | .2229 | 542.33-<br>12,123.79 |
| LOAD & UNLOAD | 2,282.02 | .2870 | 20,551.34 | .1861 | 2,544.70 | .2332 | 2,544.70 | .2332 | 262.68-<br>18,006.64 |
| SUPERVISION | 390.92 | .0492 | 5,476.48 | .0496 | 616.87 | .0565 | 616.87 | .0565 | 225.95-<br>4,859.61 |
| HOLIDAY | 829.00 | .1043 | 6,603.33 | .0598 | 600.00 | .0550 | 600.00 | .0550 | 229.00<br>6,003.33 |
| VACATION | 1,500.00 | .1886 | 12,411.13 | .1124 | 1,500.00 | .1375 | 1,500.00 | .1375 | .00<br>10,911.13 |
| PENSION | 413.75 | .0520 | 6,463.25 | .0585 | 772.00 | .0707 | 772.00 | .0707 | 358.25-<br>5,691.25 |
| TOTAL WAGES | 16,257.60 | 2.0445 | 157,740.15 | 1.4283 | 18,463.48 | 1.6919 | 18,463.48 | 1.6919 | 2,205.88-<br>139,276.67 |
| **MATERIALS AND SUPPLIES** | | | | | | | | | |
| BUNGS | 530.78 | .0667 | 8,773.12 | .0794 | 877.59 | .0804 | 877.59 | .0804 | 346.81-<br>7,895.53 |
| UNCLASSIFIED | 218.68 | .0275 | 24,113.42 | .2183 | 3,541.98 | .3246 | 3,541.98 | .3246 | 3,323.30-<br>20,571.44 |
| TOTAL MATERIALS | 749.46 | .0942 | 32,886.54 | .2978 | 4,419.57 | .4050 | 4,419.57 | .4050 | 3,670.11-<br>28,466.97 |
| **MAINTENANCE** | | | | | | | | | |
| BUILDING MATL. | .00 | .0000 | 173.57 | .0016 | 8.32 | .0008 | 8.32 | .0008 | 8.32-<br>165.25 |

Data Documents, Inc. 02

| | JAN 76 9M 76 | | YTD 76 | | JAN 76 9M 75 | | YTD 75 | | VARIANCE |
|---|---|---|---|---|---|---|---|---|---|
| MACHINERY MATL. | .00 | .0000 | 5,351.38 | .0485 | 2,060.51 | .1888 | 2,060.51 | .1888 | 2,060.51-<br>3,290.87 |
| MACHINERY LABOR | .00 | .0000 | .00 | .0000 | 4,814.06 | .4411 | 4,814.06 | .4411 | 4,814.06-<br>4,814.06- |
| KEGS MATERIAL | .00 | .0000 | 43.00- | .0004- | .00 | .0000 | .00 | .0000 | .00<br>43.00- |
| CONTRACTORS | 435.00 | .0547 | 8,238.01 | .0746 | 193.30 | .0177 | 193.30 | .0177 | 241.70<br>8,044.71 |
| TOTAL MAINTENANCE | 435.00 | .0547 | 13,719.96 | .1242 | 7,076.19 | .6484 | 7,076.19 | .6484 | 6,641.19-<br>6,643.77 |
| GENERAL | | | | | | | | | |
| UTILITIES DIRECT CHGE. | 701.78 | .0883 | 6,783.26 | .0614 | 600.00 | .0550 | 600.00 | .0550 | 101.78<br>6,183.26 |
| POWER PLANT ALLOCATION | 9,373.99 | 1.1788 | 77,066.06 | .6978 | 10,515.59 | .9636 | 10,515.59 | .9636 | 1,141.60-<br>66,550.47 |
| MAINTENANCE ETC. | 5,106.62 | .6422 | 61,048.44 | .5528 | 7,306.04 | .6695 | 7,306.04 | .6695 | 2,199.42-<br>53,742.40 |
| UNCLASSIFIED L | .00 | .0000 | 127.96 | .0012 | .00 | .0000 | .00 | .0000 | .00<br>127.96 |
| TOTAL GENERAL | 15,182.39 | 1.9093 | 145,025.72 | 1.3132 | 18,421.63 | 1.6880 | 18,421.63 | 1.6880 | 3,239.24-<br>126,604.09 |
| FIXED | | | | | | | | | |
| TAXES & LICENSES | 300.00 | .0377 | 3,300.00 | .0299 | 900.00 | .0825 | 900.00 | .0825 | 600.00-<br>2,400.00 |
| TAXES PAYROLL | 1,360.00 | .1710 | 11,280.00 | .1021 | 1,410.00 | .1292 | 1,410.00 | .1292 | 50.00-<br>9,870.00 |
| INSURANCE GENERAL | 402.00 | .0506 | 3,550.90 | .0322 | 380.00 | .0348 | 380.00 | .0348 | 22.00<br>3,170.90 |
| INSURANCE EMPLOYEES | 2,311.32 | .2907 | 19,031.80 | .1723 | 1,940.70 | .1778 | 1,940.70 | .1778 | 370.62<br>17,091.10 |
| RETIREES PENSION | 291.40 | .0366 | 2,688.73 | .0243 | 431.40 | .0395 | 431.40 | .0395 | 140.00-<br>2,257.33 |
| DEPRECIATION BUILDINGS | 140.00 | .0176 | 1,260.00 | .0114 | 729.23 | .0668 | 729.23 | .0668 | 589.23-<br>530.77 |

Data Documents, Inc. 02

| | JAN 76 9M 76 | | YTD 76 | | JAN 76 9M 75 | | YTD 75 | | VARIANCE |
|---|---|---|---|---|---|---|---|---|---|
| DEPRECIATION MACHINERY | 195.31 | .0246 | 1,757.82 | .0159 | 1,235.77 | .1132 | 1,235.77 | .1132 | 1,040.46-<br>522.05 |
| DEPRECIATION KEGS | .00 | .0000 | .00 | .0000 | 8,631.79 | .7910 | 8,631.79 | .7910 | 8,631.79-<br>8,631.79- |
| TOTAL FIXED | 5,000.03 | .6288 | 42,869.25 | .3882 | 15,658.89 | 1.4349 | 15,658.89 | 1.4349 | 10,658.86-<br>27,210.36 |
| COST OF RACKING | | | | | | | | | |
| TOTAL TOTAL | 37,624.48 | 4.7314 | 392,241.62 | 3.5517 | 64,039.76 | 5.8682 | 64,039.76 | 5.8682 | 26,415.28-<br>328,201.86 |
| BEER FROM CELLARS | 78,011.25 | 9.8103 | 1,067,074.36 | 9.6623 | 111,312.60 | 10.2000 | 111,312.60 | 10.2000 | 33,301.35-<br>955,761.76 |
| TOTAL KEG BEER COST | 115,635.73 | 14.5417 | 1,459,315.98 | 13.2140 | 175,352.36 | 16.0682 | 175,352.36 | 16.0682 | 59,716.63-<br>1,283,963.62 |

Data Documents, Inc. 02

| | JAN 76 9M 76 | | YTD 76 | | JAN 76 9M 75 | | YTD 75 | | VARIANCE |
|---|---|---|---|---|---|---|---|---|---|
| BARRELS BOTTLED | 34,701 | | 417,860 | | 42,185 | | 42,185 | | 7,484-<br>375,675 |
| CASES BOTTLED | 461,736 | | 5,597,861 | | 559,642 | | 559,642 | | 97,906-<br>5,038,219 |
| WAGES AND SALARIES | AMOUNT | PER CASE | AMOUNT | PER CASE | AMOUNT | PER CASE | AMOUNT | PER CASE | |
| BOTTLEHOUSE LINES ETC. | 58,002.26 | .1256 | 604,773.55 | .1080 | 63,147.43 | .1128 | 63,147.43 | .1128 | 5,145.17-<br>541,626.12 |
| GOV. CELLAR | 3,795.96 | .0082 | 23,154.31 | .0041 | 3,395.61 | .0060 | 3,395.61 | .0060 | 400.35<br>19,758.70 |
| ASSEMBLING CASES MISC. | 4,815.36 | .0104 | 56,004.13 | .0100 | 7,554.12 | .0135 | 7,554.12 | .0135 | 2,738.76-<br>48,450.01 |
| CLEANUP | 12,795.87 | .0277 | 123,101.96 | .0220 | 13,631.59 | .0243 | 13,631.59 | .0243 | 835.72-<br>109,470.37 |
| OILERS | 2,544.26 | .0055 | 26,301.00 | .0047 | 3,153.08 | .0056 | 3,153.08 | .0056 | 608.82-<br>23,147.92 |
| LOADING | 3,426.44 | .0074 | 42,354.51 | .0075 | 4,943.01 | .0088 | 4,943.01 | .0088 | 1,516.57-<br>37,411.50 |
| UNLOADING | 5,879.79 | .0127 | 56,692.72 | .0101 | 5,693.98 | .0101 | 5,693.98 | .0101 | 185.81<br>50,998.74 |
| SORTING | 7,960.02 | .0172 | 83,104.44 | .0148 | 9,596.73 | .0171 | 9,596.73 | .0171 | 1,636.71-<br>73,507.71 |
| CLERICAL BOTTLING | 810.38 | .0017 | 10,826.73 | .0019 | 1,499.87 | .0026 | 1,499.87 | .0026 | 689.49-<br>9,326.86 |
| CLERICAL WAREHOUSE | 3,582.31 | .0077 | 36,607.69 | .0065 | 4,025.26 | .0072 | 4,025.26 | .0072 | 442.95-<br>32,582.43 |
| FOREMEN BOTTLING | 10,717.50 | .0232 | 94,932.54 | .0169 | 10,209.18 | .0182 | 10,209.18 | .0182 | 508.32<br>84,723.36 |
| FOREMEN WAREHOUSE | 5,540.00 | .0120 | 48,960.06 | .0087 | 5,240.02 | .0093 | 5,240.02 | .0093 | 299.98<br>43,720.04 |
| VACATION | 14,100.00 | .0305 | 187,169.81 | .0334 | 14,100.00 | .0252 | 14,100.00 | .0252 | .00<br>173,069.81 |
| HOLIDAY | 5,962.85 | .0129 | 64,352.57 | .0115 | 5,220.00 | .0093 | 5,220.00 | .0093 | 742.85<br>59,132.57 |
| PENSION | 9,241.00 | .0200 | 85,488.25 | .0152 | 8,341.50 | .0149 | 8,341.50 | .0149 | 899.50<br>77,146.75 |

Data Documents, Inc. 02

| | JAN 76 9M 76 | | YTD 76 | | JAN 76 9M 75 | | YTD 75 | | VARIANCE |
|---|---|---|---|---|---|---|---|---|---|
| TOTAL WAGES | 149,174.00 | .3230 | 1,543,824.27 | .2757 | 159,751.38 | .2854 | 159,751.38 | .2854 | 10,577.38-<br>1,384,072.89 |
| MATERIALS AND SUPPLIES | | | | | | | | | |
| CROWNS | 20,748.45 | .0449 | 199,162.00 | .0355 | 19,716.19 | .0352 | 19,716.19 | .0352 | 1,032.26<br>179,445.81 |
| LABELS | 16,418.10 | .0355 | 179,204.14 | .0320 | 16,634.31 | .0297 | 16,634.31 | .0297 | 216.21-<br>162,569.83 |
| CAUSTIC | 2,610.00 | .0056 | 27,572.65 | .0049 | 5,504.25 | .0098 | 5,504.25 | .0098 | 2,894.25-<br>22,068.40 |
| PARTITIONS, ETC. | 617.08 | .0013 | 12,997.63 | .0023 | 1,192.55 | .0021 | 1,192.55 | .0021 | 575.47-<br>11,805.08 |
| BY PRODUCT SALES | 49.44- | .0001- | 179.51 | .0000 | 260.48- | .0004- | 260.48- | .0004- | 211.04<br>439.99 |
| UNCLASSIFIED | 3,135.10 | .0067 | 53,102.99 | .0094 | 8,602.76 | .0153 | 8,602.76 | .0153 | 5,467.66-<br>44,500.23 |
| TOTAL MATERIALS | 43,479.29 | .0941 | 472,218.92 | .0843 | 51,389.58 | .0918 | 51,389.58 | .0918 | 7,910.29-<br>420,829.34 |
| MAINTENANCE | | | | | | | | | |
| BOTTLEHOUSE BLDG MATL. | 124.00 | .0002 | 1,287.11 | .0002 | 459.75 | .0008 | 459.75 | .0008 | 335.75-<br>827.36 |
| BOTTLEHOUSE MACH MATL. | 5,750.11- | .0124- | 69,496.10 | .0124 | 19,406.04 | .0346 | 19,406.04 | .0346 | 25,156.15-<br>50,090.06 |
| BOTTLEHOUSE MACH LABOR | .00 | .0000 | 5,991.89 | .0010 | 5,591.08 | .0100 | 5,591.08 | .0100 | 5,591.08-<br>400.81 |
| WAREHOUSE BLDG MATL. | .00 | .0000 | 80.41 | .0000 | 11.44 | .0000 | 11.44 | .0000 | 11.44-<br>68.97 |
| WAREHOUSE MACH MATL. | 78.40 | .0001 | 3,263.36 | .0005 | 617.59 | .0011 | 617.59 | .0011 | 539.19-<br>2,645.77 |
| CONTRACTORS | 10,217.77 | .0221 | 85,073.69 | .0152 | 13,687.06 | .0244 | 13,687.06 | .0244 | 3,469.29-<br>71,386.63 |
| TOTAL MAINTENANCE | 4,670.06 | .0101 | 165,192.56 | .0295 | 39,772.96 | .0710 | 39,772.96 | .0710 | 35,102.90-<br>125,419.60 |
| GENERAL | | | | | | | | | |

| | JAN 76 9M 76 | | YTD 76 | | JAN 76 9M 75 | | YTD 75 | | VARIANCE |
|---|---|---|---|---|---|---|---|---|---|
| BEER CONSUMED | 296.80 | .0006 | 4,422.90 | .0008 | 540.85 | .0009 | 540.85 | .0009 | 244.05-<br>3,882.05 |
| UTILITIES DIRECT CHGE. | 3,879.56 | .0084 | 43,148.27 | .0077 | 4,500.00 | .0080 | 4,500.00 | .0080 | 620.44-<br>38,648.27 |
| POWER PLANT ALLOCATION | 23,955.75 | .0518 | 196,946.58 | .0351 | 26,873.17 | .0480 | 26,873.17 | .0480 | 2,917.42-<br>170,073.41 |
| PLANT MAINTENANCE ETC. | 34,611.55 | .0749 | 413,772.84 | .0739 | 49,518.75 | .0884 | 49,518.75 | .0884 | 14,907.20-<br>364,254.09 |
| UNCLASSIFIED | 1,352.11 | .0029 | 8,573.75 | .0015 | 62.44 | .0001 | 62.44 | .0001 | 1,289.67<br>8,511.31 |
| TOTAL GENERAL | 64,095.77 | .1388 | 666,864.34 | .1191 | 81,495.21 | .1456 | 81,495.21 | .1456 | 17,399.44-<br>585,369.13 |
| FIXED | | | | | | | | | |
| TAXES & LICENSES | 2,200.00 | .0047 | 22,130.00 | .0039 | 5,700.00 | .0101 | 5,700.00 | .0101 | 3,500.00-<br>16,430.00 |
| TAXES PAYROLL | 13,550.00 | .0293 | 117,130.00 | .0209 | 14,040.00 | .0250 | 14,040.00 | .0250 | 490.00-<br>103,090.00 |
| INSURANCE GENERAL | 1,079.00 | .0023 | 9,576.75 | .0017 | 1,027.00 | .0018 | 1,027.00 | .0018 | 52.00<br>8,549.75 |
| INSURANCE EMPLOYEES | 24,949.70 | .0540 | 207,673.06 | .0371 | 22,646.88 | .0404 | 22,646.88 | .0404 | 2,302.82<br>185,026.18 |
| PENSION TRUST | .00 | .0000 | 17,600.00 | .0031 | 2,200.00 | .0039 | 2,200.00 | .0039 | 2,200.00-<br>15,400.00 |
| RETIREES PENSION | 1,458.62 | .0031 | 14,220.96 | .0025 | 2,855.93 | .0051 | 2,855.93 | .0051 | 1,397.31-<br>11,365.03 |
| RENTALS | 624.99 | .0013 | 4,950.28 | .0008 | 256.00 | .0004 | 256.00 | .0004 | 368.99<br>4,694.28 |
| DEPRECIATION BH BLDG. | 303.75 | .0006 | 2,733.75 | .0004 | 1,766.43 | .0031 | 1,766.43 | .0031 | 1,462.68-<br>967.32 |
| DEPRECIATION WH BLDG. | 88.33 | .0002 | 991.31 | .0001 | 587.26 | .0010 | 587.26 | .0010 | 498.93-<br>404.05 |
| DEPRECIATION BH MACH. | 2,565.63 | .0055 | 23,090.61 | .0041 | 12,961.60 | .0231 | 12,961.60 | .0231 | 10,395.97-<br>10,129.01 |
| DEPRECIATION WH MACH. | 37.50 | .0000 | 337.50 | .0000 | 200.53 | .0003 | 200.53 | .0003 | 163.03-<br>136.97 |

Data Documents, Inc. 02

| | JAN 76 9M 76 | | YTD 76 | | JAN 76 9M 75 | | YTD 75 | | VARIANCE |
|---|---|---|---|---|---|---|---|---|---|
| DEPRECIATION LIFT TRKS | 241.67 | .0005 | 2,174.99 | .0003 | 1,770.14 | .0031 | 1,770.14 | .0031 | 1,528.47-<br>404.85 |
| DEPRECIATION CARTONS | 1,018.50 | .0022 | 9,631.99 | .0017 | 9,630.40 | .0172 | 9,630.40 | .0172 | 8,611.90-<br>1.59 |
| DEPRECIATION BOTTLES | .00 | .0000 | .00 | .0000 | 8,672.27 | .0155 | 8,672.27 | .0155 | 8,672.27-<br>8,672.27- |
| TOTAL FIXED | 48,117.69 | .1042 | 432,241.20 | .0772 | 84,314.44 | .1506 | 84,314.44 | .1506 | 36,196.75-<br>347,926.76 |
| --- | | | | | | | | | |
| TOTAL TOTAL | 309,536.81 | .6703 | 3,280,341.29 | .5860 | 416,723.57 | .7446 | 416,723.57 | .7446 | 107,186.76-<br>2,863,617.72 |
| BEER FROM CELLARS | 341,404.67 | .7394 | 4,046,293.17 | .7228 | 430,287.00 | .7688 | 430,287.00 | .7688 | 88,882.33-<br>3,616,006.17 |
| TOTAL CASE BEER COST | 650,941.48 | 1.4097 | 7,326,634.46 | 1.3088 | 847,010.57 | 1.5134 | 847,010.57 | 1.5134 | 196,069.09-<br>6,479,623.89 |

Data Documents, Inc. 02

| | JAN 76 9M 76 AMOUNT | YTD 76 AMOUNT | JAN 76 9M 75 AMOUNT | YTD 75 AMOUNT | VARIANCE |
|---|---|---|---|---|---|
| **WAGES AND SALARIES** | | | | | |
| ENGINEERS | 11,993.56 | 123,360.93 | 14,702.62 | 14,702.62 | 2,709.06-<br>108,658.31 |
| FIREMEN & OILERS | 14,552.45 | 142,406.56 | 14,812.86 | 14,812.86 | 260.41-<br>127,593.70 |
| VACATION | 2,160.00 | 30,971.13 | 2,160.00 | 2,160.00 | .00<br>28,811.13 |
| HOLIDAY | 1,234.00 | 9,680.28 | 780.00 | 780.00 | 454.00<br>8,900.28 |
| PENSION | 1,289.50 | 10,434.50 | 1,338.00 | 1,338.00 | 48.50-<br>9,096.50 |
| TOTAL WAGES | 31,229.51 | 316,853.40 | 33,793.48 | 33,793.48 | 2,563.97-<br>283,059.92 |
| **MATERIALS AND SUPPLIES** | | | | | |
| FUEL | 55,235.96 | 292,155.66 | 61,125.69 | 61,125.69 | 5,889.73-<br>231,029.97 |
| AMMONIA & WATER | 12.52 | 16,951.32 | 1,525.00 | 1,525.00 | 1,512.48-<br>15,426.32 |
| OIL, GREASE ETC. | .00 | 567.88 | 54.43 | 54.43 | 54.43-<br>513.45 |
| UNCLASSIFIED | 5.18 | 406.73 | 30.93 | 30.93 | 25.75-<br>375.80 |
| TOTAL MATERIALS | 55,253.66 | 310,081.59 | 62,736.05 | 62,736.05 | 7,482.39-<br>247,345.54 |
| **MAINTENANCE** | | | | | |
| MACHINERY MATL. | 1,595.52 | 28,531.44 | 176.36 | 176.36 | 1,419.16<br>28,355.08 |
| ICE MACHINE MATL. | .00 | 1,046.00 | .00 | .00 | .00<br>1,046.00 |
| WELLS MATL. | .00 | 2,865.74 | 165.04 | 165.04 | 165.04-<br>2,700.70 |

Data Documents, Inc. 02

| | JAN 76 9M 76 | YTD 76 | JAN 76 9M 75 | YTD 75 | VARIANCE |
|---|---|---|---|---|---|
| CONTRACTORS | 368.58 | 8,412.52 | .00 | .00 | 368.58<br>8,412.52 |
| TOTAL MAINTENANCE | 1,964.10 | 40,855.70 | 341.40 | 341.40 | 1,622.70<br>40,514.30 |
| GENERAL | | | | | |
| UTILITIES DIRECT CHGE. | 6,194.37 | 60,348.87 | 6,000.00 | 6,000.00 | 194.37<br>54,348.87 |
| SEWAGE | 4,000.00 | 76,000.00 | 6,000.00 | 6,000.00 | 2,000.00-<br>70,000.00 |
| UNCLASSIFIED | 28.00 | 607.93 | 33.03 | 33.03 | 5.03-<br>574.90 |
| TOTAL GENERAL | 10,222.37 | 136,956.80 | 12,033.03 | 12,033.03 | 1,810.66-<br>124,923.77 |
| FIXED | | | | | |
| TAXES & LICENSES | 200.00 | 1,730.00 | 265.00 | 265.00 | 65.00-<br>1,465.00 |
| TAXES PAYROLL | 1,250.00 | 14,490.00 | 1,350.00 | 1,350.00 | 100.00-<br>13,140.00 |
| INSURANCE GENERAL | 904.25 | 8,207.94 | 880.75 | 880.75 | 23.50<br>7,327.19 |
| INSURANCE EMPLOYEES | 2,750.00 | 23,680.00 | 2,370.00 | 2,370.00 | 380.00<br>21,310.00 |
| RETIREES PENSION | 30.00 | 270.00 | 30.00 | 30.00 | .00<br>240.00 |
| DEPRECIATION BUILDING | 41.67 | 374.99 | 340.12 | 340.12 | 298.45-<br>34.87 |
| DEPRECIATION MACHINERY | 170.31 | 1,532.82 | 1,152.14 | 1,152.14 | 981.83-<br>380.68 |
| DEPRECIATION ICE MACH. | 62.50 | 562.50 | 588.84 | 588.84 | 526.34-<br>26.34- |
| DEPRECIATION WELLS | 77.08 | 693.76 | 959.05 | 959.05 | 881.97-<br>265.29- |
| TOTAL FIXED | 5,485.81 | 51,542.01 | 7,935.90 | 7,935.90 | 2,450.09-<br>43,606.11 |

Data Documents, Inc. 02

| POWER PLANT | JAN 76 9M 76 | YTD 76 | JAN 76 9M 75 | YTD 75 | VARIANCE |
|---|---|---|---|---|---|
| ALLOCATED TO BREWING RACKING AND BOTTLING | 104,155.45 | 856,289.50 | 116,839.86 | 116,839.86 | 12,684.41-<br>739,449.64 |

Data Documents, Inc. 02

| | JAN 76 9M 76 AMOUNT | YTD 76 AMOUNT | JAN 76 9M 75 AMOUNT | YTD 75 AMOUNT | VARIANCE |
|---|---|---|---|---|---|
| WAGES AND SALARIES | | | | | |
| CARPENTERS | 2,352.84 | 46,943.12 | 7,668.18 | 7,668.18 | 5,315.34-<br>39,274.94 |
| MACHINISTS | 13,306.39 | 146,317.26 | 13,610.37 | 13,610.37 | 303.98-<br>132,706.89 |
| PLUMBERS | 4,147.18 | 78,475.30 | 9,201.40 | 9,201.40 | 5,054.22-<br>69,273.90 |
| ELECTRICIANS | 2,012.84 | 15,543.82 | 2,139.18 | 2,139.18 | 126.34-<br>13,404.64 |
| JANITORS & WATCHMEN | 4,422.56 | 40,432.81 | 4,524.45 | 4,524.45 | 101.89-<br>35,908.36 |
| LABORERS | 1,039.10 | 11,507.13 | 2,117.60 | 2,117.60 | 1,078.50-<br>9,389.53 |
| PAYROLL & CLERICAL | 2,972.39 | 24,547.57 | 2,632.62 | 2,632.62 | 339.77<br>21,914.95 |
| FOREMEN | 2,700.00 | 21,845.44 | 2,566.66 | 2,566.66 | 133.34<br>19,278.78 |
| VACATION | 2,460.00 | 27,525.44 | 2,460.00 | 2,460.00 | .00<br>25,065.44 |
| HOLIDAY | 797.00 | 10,460.37 | 990.00 | 990.00 | 193.00-<br>9,470.37 |
| PENSION | 1,506.55 | 18,091.45 | 2,240.62 | 2,240.62 | 734.07-<br>15,850.83 |
| UNCLASSIFIED | 2,166.37 | 22,083.56 | 3,384.68 | 3,384.68 | 1,218.31-<br>18,698.88 |
| WAGES CAPITALIZED, ETC | .00 | 9,992.95- | 956.78- | 956.78- | 956.78<br>9,036.17- |
| TOTAL WAGES | 39,883.22 | 453,780.32 | 52,578.98 | 52,578.98 | 12,695.76-<br>401,201.34 |
| MATERIALS AND SUPPLIES | | | | | |
| CARPENTRY | .00 | 11,378.62 | 2,165.81 | 2,165.81 | 2,165.81-<br>9,212.81 |

Data Documents, Inc. 02

| | JAN 76 9M 76 | YTD 76 | JAN 76 9M 75 | YTD 75 | VARIANCE |
|---|---|---|---|---|---|
| AUTOMOTIVE | 126.29 | 916.31 | 281.45 | 281.45 | 155.16-<br>634.86 |
| MACHINAL | 313.83- | 10,734.79 | 2,539.26 | 2,539.26 | 2,853.09-<br>8,195.53 |
| PLUMBING | .00 | 17,414.31 | 3,958.76 | 3,958.76 | 3,958.76-<br>13,455.55 |
| ELECTRICAL | 304.01- | 11,465.03 | 1,052.62 | 1,052.62 | 1,356.63-<br>10,412.41 |
| UNCLASSIFIED | 35.44 | 4,140.80 | 1,079.46 | 1,079.46 | 1,044.02-<br>3,061.34 |
| TOTAL MATERIALS | 456.11- | 56,049.86 | 11,077.36 | 11,077.36 | 11,533.47-<br>44,972.50 |
| MAINTENANCE | | | | | |
| BUILDING MATL. | .00 | 12.75 | .00 | .00 | .00<br>12.75 |
| MACHINERY | .00 | 113.67 | .00 | .00 | .00<br>113.67 |
| AUTOMOTIVE | 20.00- | 897.99 | 36.60 | 36.60 | 56.60-<br>861.39 |
| CONTRACTORS | 2,570.30 | 17,292.30 | 12.63 | 12.63 | 2,557.67<br>17,279.67 |
| TOTAL MAINTENANCE | 2,550.30 | 18,316.71 | 49.23 | 49.23 | 2,501.07<br>18,267.48 |
| GENERAL | | | | | |
| BEER CONSUMED | 43.40 | 971.20 | 101.50 | 101.50 | 58.10-<br>869.70 |
| A.D.T. SERVICE | 519.50 | 1,558.50 | 660.00 | 660.00 | 140.50-<br>898.50 |
| GUARD SERVICE | 1,839.94 | 16,143.41 | 1,776.19 | 1,776.19 | 63.75<br>14,367.22 |
| LAWN SERVICE | .00 | 4,927.04 | .00 | .00 | .00<br>4,927.04 |
| UNCLASSIFIED | 105.13 | 4,246.94 | 387.76 | 387.76 | 282.63-<br>3,859.18 |

Data Documents, Inc. 02

| | JAN 76 9M 76 | YTD 76 | JAN 76 9M 75 | YTD 75 | VARIANCE |
|---|---|---|---|---|---|
| TOTAL GENERAL | 2,507.97 | 27,847.09 | 2,925.45 | 2,925.45 | 417.48-<br>24,921.64 |
| FIXED | | | | | |
| TAXES & LICENSES | 537.25 | 3,541.00 | 1,027.45 | 1,027.45 | 490.20-<br>2,513.55 |
| TAXES PAYROLL | 3,300.00 | 37,800.00 | 3,600.00 | 3,600.00 | 300.00-<br>34,200.00 |
| INSURANCE GENERAL | 940.56 | 9,665.52 | 1,019.77 | 1,019.77 | 79.21-<br>8,645.75 |
| INSURANCE EMPLOYEES | 6,027.51 | 53,776.85 | 6,023.44 | 6,023.44 | 4.07<br>47,753.41 |
| PENSION TRUST | .00 | 4,480.00 | 560.00 | 560.00 | 560.00-<br>3,920.00 |
| RETIREES PENSION | 1,310.38 | 11,793.42 | 1,310.38 | 1,310.38 | .00<br>10,483.04 |
| DEPRECIATION BUILDINGS | 64.17 | 577.49 | 387.84 | 387.84 | 323.67-<br>189.65 |
| DEPRECIATION MACHINERY | 75.00 | 687.88 | 371.14 | 371.14 | 296.14-<br>316.74 |
| DEPR. YARD IMPROVMENTS | .00 | .00 | 144.95 | 144.95 | 144.95-<br>144.95- |
| DEPR. AUTOMOTIVE | .00 | .00 | 102.28 | 102.28 | 102.28-<br>102.28- |
| TOTAL FIXED | 12,254.87 | 122,322.16 | 14,547.25 | 14,547.25 | 2,292.38-<br>107,774.91 |
| GENERAL PLANT | | | | | |
| ALLOCATED TO BREWING, RACKING AND BOTTLING | 56,740.25 | 678,316.14 | 81,178.27 | 81,178.27 | 24,438.02-<br>597,137.87 |

Data Documents, Inc. 02

| | JAN 76 9M 76 | YTD 76 | | JAN 76 9M 75 | YTD 75 | | VARIANCE | CURRENT YEAR |
|---|---|---|---|---|---|---|---|---|
| BARRELS SOLD | 42,882 | 520,875 | | 46,243 | 46,243 | | 3,361-<br>474,632 | BUDGET |
| MEDIA | AMOUNT | AMOUNT | PER BBL | AMOUNT | AMOUNT | PER BBL | | |
| POSTERS | .00 | 40,000.00 | .0768 | .00 | .00 | .0000 | .00<br>40,000.00 | 40,000 |
| PAINTED BULLETINS | 1,749.15 | 193,825.90 | .3721 | 18,343.16 | 18,343.16 | .3967 | 16,594.01-<br>175,482.74 | 200,000 |
| TELEVISION | 3,722.50- | 305,086.25 | .5857 | 17,716.00 | 17,716.00 | .3831 | 21,438.50-<br>287,370.25 | 320,000 |
| RADIO | 772.19 | 159,029.13 | .3053 | .00 | .00 | .0000 | 772.19<br>159,029.13 | 190,000 |
| COLLEGE & NEWSPAPER | 8,360.39- | 2,199.20 | .0042 | 395.35 | 395.35 | .0085 | 8,755.74-<br>1,803.85 | 30,000 |
| MISC PUBLICATIONS | 5,186.16- | 15,652.65 | .0301 | 817.76 | 817.76 | .0177 | 6,003.92-<br>14,834.89 | 20,000 |
| TOTAL MEDIA | 14,747.71- | 715,793.13 | 1.3742 | 37,272.27 | 37,272.27 | .8060 | 52,019.98-<br>678,520.86 | 800,000 |
| PRODUCTION | | | | | | | | |
| POSTERS | .00 | 2,677.61 | .0051 | .00 | .00 | .0000 | .00<br>2,677.61 | 2,000 |
| PAINTED BULLETINS | .00 | 11,036.75 | .0212 | .00 | .00 | .0000 | .00<br>11,036.75 | 10,000 |
| TELEVISION | 2,000.00- | 151,783.59 | .2914 | 20,451.91 | 20,451.91 | .4423 | 22,451.91-<br>131,331.68 | 150,000 |
| RADIO | .00 | 30,352.68 | .0583 | 8,823.75 | 8,823.75 | .1908 | 8,823.75-<br>21,528.93 | 30,000 |
| MISCELLANEOUS | .00 | 18,917.40 | .0363 | 3,764.80 | 3,764.80 | .0814 | 3,764.80-<br>15,152.60 | 18,000 |
| TOTAL PRODUCTION | 2,000.00- | 214,768.03 | .4123 | 33,040.46 | 33,040.46 | .7145 | 35,040.46-<br>181,727.57 | 210,000 |
| SALES PROMOTION | | | | | | | | |
| PERMANENT P O P | .00 | 51,233.40 | .0984 | 40,719.68 | 40,719.68 | .8806 | 40,719.68-<br>10,513.72 | 70,000 |

Data Documents, Inc. 02

| | JAN 76 9M 76 | YTD 76 | | JAN 76 9M 75 | YTD 75 | | VARIANCE | CURRENT |
|---|---|---|---|---|---|---|---|---|
| MERCHANDISING P O P | 10.00- | 25,973.68 | .0499 | 5,746.40 | 5,746.40 | .1243 | 5,756.40-<br>20,227.28 | 25,000 |
| SALES PROMOTION ITEMS | 1,303.78- | 6,018.98 | .0116 | 2,080.96 | 2,080.96 | .0450 | 3,384.74-<br>3,938.02 | 10,000 |
| PRICE CARDS ETC. | .00 | 3,579.68 | .0069 | .00 | .00 | .0000 | .00<br>3,579.68 | 10,000 |
| MISC. PRINTED MATERIAL | .00 | 10,373.44 | .0199 | 2,758.18 | 2,758.18 | .0596 | 2,758.18-<br>7,615.26 | 15,000 |
| DIAMOND PUBLICATION | .00 | 1,800.15 | .0035 | 379.88 | 379.88 | .0082 | 379.88-<br>1,420.27 | 3,000 |
| FILMS | .00 | 286.00 | .0005 | .00 | .00 | .0000 | .00<br>286.00 | 0 |
| TRUCK PAINTING | 1,179.50 | 5,739.83 | .0110 | .00 | .00 | .0000 | 1,179.50<br>5,739.83 | 5,000 |
| UNIFORMS DISTRIBUTORS | 322.48 | 4,081.61 | .0078 | 35.35- | 35.35- | .0008- | 357.83<br>4,116.96 | 5,000 |
| UNIFORMS EMPLOYEES | .00 | 158.01 | .0003 | .00 | .00 | .0000 | .00<br>158.01 | 0 |
| WALL SIGNS | .00 | 8,501.42 | .0163 | 5,840.00 | 5,840.00 | .1263 | 5,840.00-<br>2,661.42 | 6,000 |
| SPORT & FLOAT FEES | .00 | 10,000.40 | .0192 | 600.00 | 600.00 | .0130 | 600.00-<br>9,400.40 | 11,000 |
| FREIGHT ON SHIPMENTS | 14.15 | 334.20 | .0006 | 1.32 | 1.32 | .0000 | 12.83<br>332.88 | 0 |
| MISCELLANEOUS | 130.00 | 11,260.72 | .0216 | 696.04 | 696.04 | .0151 | 566.04-<br>10,564.68 | 10,000 |
| TOTAL SALES PROMOTION | 332.35 | 139,341.52 | .2675 | 58,787.11 | 58,787.11 | 1.2713 | 58,454.76-<br>80,554.41 | 170,000 |
| SIGN COST & MAINTENANCE | | | | | | | | |
| AMORT. OUTDOOR SIGNS | .00 | .00 | .0000 | 2,105.88 | 2,105.88 | .0455 | 2,105.88-<br>2,105.88- | 0 |
| AMORT. INDOOR SIGNS | .00 | .00 | .0000 | 968.06 | 968.06 | .0209 | 968.06-<br>968.06- | 0 |
| HANG SIGNS - KAUFMAN | 2,253.18 | 36,724.29 | .0705 | 570.10 | 570.10 | .0123 | 1,683.08<br>36,154.19 | 40,000 |

Data Documents, Inc. 02

| | JAN 76 9M 76 | YTD 76 | | JAN 76 9M 75 | YTD 75 | | VARIANCE | CURRENT |
|---|---|---|---|---|---|---|---|---|
| SIGN MAINT - KAUFMAN | 3,814.34 | 43,104.49 | .0828 | 1,883.06 | 1,883.06 | .0407 | 1,931.28<br>41,221.43 | 40,000 |
| DISTR. SIGN REIMB. | 2,828.10 | 23,888.21 | .0459 | .00 | .00 | .0000 | 2,828.10<br>23,888.21 | 17,000 |
| TAXES & LICENSES | 125.38 | 3,168.17 | .0061 | 310.34 | 310.34 | .0067 | 184.96-<br>2,857.83 | 3,000 |
| TOTAL SIGN COST | 9,021.00 | 106,885.16 | .2052 | 5,837.44 | 5,837.44 | .1262 | 3,183.56<br>101,047.72 | 100,000 |
| PERSONNEL | | | | | | | | |
| AD MANAGERS | 833.33 | 13,541.70 | .0260 | 1,458.34 | 1,458.34 | .0315 | 625.01-<br>12,083.36 | 14,000 |
| STOREROOM AND CLERICAL | 1,975.18 | 19,973.59 | .0383 | 1,894.63 | 1,894.63 | .0410 | 80.55<br>18,078.96 | 20,000 |
| TRAVEL & ENTERTAINMENT | 112.73 | 5,898.37 | .0113 | 412.69 | 412.69 | .0089 | 299.96-<br>5,485.68 | 5,000 |
| PAYROLL TAXES | 150.00 | 1,670.00 | .0032 | 240.00 | 240.00 | .0052 | 90.00-<br>1,430.00 | 1,000 |
| EMPLOYEE INSURANCE | 331.47 | 2,762.72 | .0053 | 287.51 | 287.51 | .0062 | 43.96<br>2,475.21 | 2,000 |
| GENERAL INSURANCE | 16.00 | 192.00 | .0004 | 67.00 | 67.00 | .0014 | 51.00-<br>125.00 | 0 |
| PENSION TRUST | .00 | 1,720.00 | .0033 | 215.00 | 215.00 | .0046 | 215.00-<br>1,505.00 | 3,000 |
| TOTAL PERSONNEL | 3,418.71 | 45,758.38 | .0878 | 4,575.17 | 4,575.17 | .0989 | 1,156.46-<br>41,183.21 | 45,000 |
| ADVERTISING EXPENSE | | | | | | | | |
| TOTAL ADVERTISING | 3,975.65- | 1,222,546.22 | 2.3471 | 139,512.45 | 139,512.45 | 3.0169 | 143,488.10-<br>1,083,033.77 | 1,325,000 |
| TOTAL PREPAID | 285.48 | 62.78 | .0001 | 40,000.00- | 40,000.00- | .8650- | 40,285.48<br>40,062.78 | 0 |
| TOTAL INCOME STATEMENT | 3,690.17- | 1,222,609.00 | 2.3472 | 99,512.45 | 99,512.45 | 2.1519 | 103,202.62-<br>1,123,096.55 | 1,325,000 |

Data Documents, Inc. 02

| | JAN 76 9M 76 | | YTD 76 | | JAN 76 9M 75 | | YTD 75 | | VARIANCE |
|---|---|---|---|---|---|---|---|---|---|
| BARRELS SOLD | 42,882 | | 520,875 | | 46,243 | | 46,243 | | 3,361-<br>474,632 |
| WAGES AND SALARIES | AMOUNT | PER BBL | AMOUNT | PER BBL | AMOUNT | PER BBL | AMOUNT | PER BBL | |
| PUMP SHOP | 119.60 | .0028 | 6,751.75 | .0130 | 755.98 | .0163 | 755.98 | .0163 | 636.38-<br>5,995.77 |
| SALESMEN CITY | 390.39 | .0091 | 16,507.11 | .0317 | 1,133.34 | .0245 | 1,133.34 | .0245 | 742.95-<br>15,373.77 |
| SALESMEN COUNTRY | 4,575.30 | .1067 | 116,177.65 | .2230 | 13,225.43 | .2860 | 13,225.43 | .2860 | 8,650.13-<br>102,952.22 |
| CLERICAL | 1,852.50 | .0432 | 18,647.50 | .0358 | 1,990.00 | .0430 | 1,990.00 | .0430 | 137.50-<br>16,657.50 |
| TOUR GUIDES | 353.13 | .0082 | 10,828.71 | .0208 | 816.37 | .0177 | 816.37 | .0177 | 463.24-<br>10,012.34 |
| SALES MANAGERS | 2,744.73 | .0640 | 88,377.90 | .1697 | 9,003.32 | .1947 | 9,003.32 | .1947 | 6,258.59-<br>79,374.58 |
| VACATION PUMP SHOP | 180.00 | .0042 | 1,416.28 | .0027 | 180.00 | .0039 | 180.00 | .0039 | .00<br>1,236.28 |
| HOLIDAY PUMP SHOP | 99.00 | .0023 | 653.51 | .0013 | 90.00 | .0019 | 90.00 | .0019 | 9.00<br>563.51 |
| PENSION PUMP SHOP | 34.00 | .0008 | 932.00 | .0018 | 78.00 | .0017 | 78.00 | .0017 | 44.00-<br>854.00 |
| TOTAL WAGES | 10,348.65 | .2413 | 260,292.41 | .4997 | 27,272.44 | .5898 | 27,272.44 | .5898 | 16,923.79-<br>233,019.97 |
| SUPPLIES | | | | | | | | | |
| SAMPLES | 2,182.86 | .0509 | 25,193.32 | .0484 | 2,168.03 | .0469 | 2,168.03 | .0469 | 14.83<br>23,025.29 |
| PUMP SHOP | 594.95- | .0139- | 11,452.21 | .0220 | 975.13 | .0211 | 975.13 | .0211 | 1,570.08-<br>10,477.08 |
| AUTOMOTIVE | 3.00 | .0001 | 675.73 | .0013 | 41.80 | .0009 | 41.80 | .0009 | 38.80-<br>633.93 |
| STATIONERY & PRINTING | .00 | .0000 | 1,556.73 | .0030 | 71.18 | .0015 | 71.18 | .0015 | 71.18-<br>1,485.55 |
| TOTAL SUPPLIES | 1,590.91 | .0371 | 38,877.99 | .0746 | 3,256.14 | .0704 | 3,256.14 | .0704 | 1,665.23-<br>35,621.85 |

Data Documents, Inc. 02

| | JAN 76 9M 76 | | YTD 76 | | JAN 76 9M 75 | | YTD 75 | | VARIANCE |
|---|---|---|---|---|---|---|---|---|---|
| MAINTENANCE | | | | | | | | | |
| CUSTOMERS EQUIP. LABOR | 416.32 | .0097 | 8,666.00 | .0166 | 562.38 | .0122 | 562.38 | .0122 | 146.06-<br>8,103.62 |
| AUTOMOTIVE | .00 | .0000 | 1,725.51 | .0033 | .00 | .0000 | .00 | .0000 | .00<br>1,725.51 |
| TOTAL MAINTENANCE | 416.32 | .0097 | 10,391.51 | .0200 | 562.38 | .0122 | 562.38 | .0122 | 146.06-<br>9,829.13 |
| GENERAL | | | | | | | | | |
| EXECUTIVE EXPENSES | 495.82 | .0116 | 5,114.22 | .0098 | 791.22 | .0171 | 791.22 | .0171 | 295.40-<br>4,323.00 |
| SALES MANAGERS EXP. | 752.63 | .0176 | 32,803.37 | .0630 | 2,505.30 | .0542 | 2,505.30 | .0542 | 1,752.67-<br>30,298.07 |
| SALESMENS EXP. CITY | 143.66 | .0034 | 5,241.04 | .0101 | 346.99 | .0075 | 346.99 | .0075 | 203.33-<br>4,894.05 |
| SALESMENS EXP. COUNTRY | 2,275.39 | .0531 | 69,377.03 | .1332 | 8,147.43 | .1762 | 8,147.43 | .1762 | 5,872.04-<br>61,229.60 |
| TELEPHONE | 755.96 | .0176 | 10,484.05 | .0201 | 19.37 | .0004 | 19.37 | .0004 | 736.59<br>10,464.68 |
| CONVENTIONS, ETC. | 703.50 | .0164 | 50,237.62 | .0964 | 1,965.80 | .0425 | 1,965.80 | .0425 | 1,262.30-<br>48,271.82 |
| UNCLASSIFIED | 203.51 | .0047 | 31,312.17 | .0601 | 1,119.32 | .0242 | 1,119.32 | .0242 | 915.81-<br>30,192.85 |
| TOTAL GENERAL | 5,330.47 | .1243 | 204,569.50 | .3927 | 14,895.43 | .3221 | 14,895.43 | .3221 | 9,564.96-<br>189,674.07 |
| FIXED | | | | | | | | | |
| TAXES PROPERTY | 252.00 | .0059 | 1,970.00 | .0038 | 888.00 | .0192 | 888.00 | .0192 | 636.00-<br>1,082.00 |
| TAXES PAYROLL | 900.00 | .0210 | 17,420.00 | .0334 | 1,400.00 | .0303 | 1,400.00 | .0303 | 500.00-<br>16,020.00 |
| INSURANCE EMPLOYEES | 2,812.07 | .0656 | 24,521.32 | .0471 | 2,676.93 | .0579 | 2,676.93 | .0579 | 135.14<br>21,844.39 |
| PENSION TRUST | .00 | .0000 | 18,360.00 | .0352 | 2,295.00 | .0496 | 2,295.00 | .0496 | 2,295.00-<br>16,065.00 |

Data Documents, Inc. 02

| | JAN 76 9M 76 | | YTD 76 | | JAN 76 9M 75 | | YTD 75 | | VARIANCE |
|---|---|---|---|---|---|---|---|---|---|
| DEPR'N AUTOMOTIVE | 145.30 | .0034 | 726.56 | .0014 | 145.08 | .0031 | 145.08 | .0031 | .22<br>581.48 |
| DEPR'N CUST. EQUIPMENT | 67.57- | .0016- | 437.48 | .0008 | 562.59 | .0122 | 562.59 | .0122 | 630.16-<br>125.11- |
| TOTAL FIXED | 4,041.80 | .0943 | 63,435.36 | .1218 | 7,967.60 | .1723 | 7,967.60 | .1723 | 3,925.80-<br>55,467.76 |
| SELLING EXPENSE | | | | | | | | | |
| TOTAL EXPENSE | 21,728.15 | .5067 | 577,566.77 | 1.1088 | 53,953.99 | 1.1667 | 53,953.99 | 1.1667 | 32,225.84-<br>523,612.78 |

Data Documents, Inc. 02

| | JAN 76 9M 76 | | YTD 76 | | JAN 76 9M 75 | | YTD 75 | | VARIANCE |
|---|---|---|---|---|---|---|---|---|---|
| BARRELS SOLD | 42,882 | | 520,875 | | 46,243 | | 46,243 | | 3,361-<br>474,632 |
| WAGES AND SALARIES | AMOUNT | PER BBL | AMOUNT | PER BBL | AMOUNT | PER BBL | AMOUNT | PER BBL | |
| EXECUTIVES | 5,141.68 | .1199 | 58,237.87 | .1118 | 9,708.32 | .2099 | 9,708.32 | .2099 | 4,566.64-<br>48,529.55 |
| CREDIT | 1,625.00 | .0379 | 14,374.98 | .0276 | 1,541.66 | .0333 | 1,541.66 | .0333 | 83.34<br>12,833.32 |
| ACCOUNTING | 2,568.34 | .0599 | 22,556.70 | .0433 | 2,276.66 | .0492 | 2,276.66 | .0492 | 291.68<br>20,280.04 |
| STENOGRAPHERS | 1,503.00 | .0350 | 17,048.03 | .0327 | 1,992.60 | .0431 | 1,992.60 | .0431 | 489.60-<br>15,055.43 |
| DATA PROCESSING | 2,095.34 | .0489 | 15,785.92 | .0303 | 2,057.95 | .0445 | 2,057.95 | .0445 | 37.39<br>13,727.97 |
| CLERICAL | 2,840.61 | .0662 | 25,117.99 | .0482 | 2,671.44 | .0578 | 2,671.44 | .0578 | 169.17<br>22,446.55 |
| PURCHASING | 2,330.00 | .0543 | 20,543.63 | .0394 | 2,180.00 | .0471 | 2,180.00 | .0471 | 150.00<br>18,363.63 |
| BUFFET | .00 | .0000 | 1,993.86 | .0038 | 302.25 | .0065 | 302.25 | .0065 | 302.25-<br>1,691.61 |
| UNCLASSIFIED | 650.00 | .0152 | 5,730.00 | .0110 | 610.00 | .0132 | 610.00 | .0132 | 40.00<br>5,120.00 |
| TOTAL WAGES | 18,753.97 | .4373 | 181,388.98 | .3482 | 23,340.88 | .5047 | 23,340.88 | .5047 | 4,586.91-<br>158,048.10 |
| MATERIALS AND SUPPLIES | | | | | | | | | |
| POSTAGE | 1,073.91 | .0250 | 7,512.80 | .0144 | 602.62 | .0130 | 602.62 | .0130 | 471.29<br>6,910.18 |
| STATIONERY | 13.36- | .0003- | 8,394.22 | .0161 | 1,651.62 | .0357 | 1,651.62 | .0357 | 1,664.98-<br>6,742.60 |
| UNCALSSIFIED | 136.30 | .0032 | 2,654.79 | .0051 | 228.59 | .0049 | 228.59 | .0049 | 92.29-<br>2,426.20 |
| TOTAL MATERIALS | 1,196.85 | .0279 | 18,561.81 | .0356 | 2,482.83 | .0537 | 2,482.83 | .0537 | 1,285.98-<br>16,078.98 |
| MAINTENANCE | | | | | | | | | |

Data Documents, Inc. 02

| | JAN 76 9M 76 | | YTD 76 | | JAN 76 9M 75 | | YTD 75 | | VARIANCE |
|---|---|---|---|---|---|---|---|---|---|
| OFFICE BUILDING | .00 | .0000 | 383.39 | .0007 | 30.94 | .0007 | 30.94 | .0007 | 30.94-<br>352.45 |
| OFFICE FURNITURE | .00 | .0000 | 45.26 | .0001 | 143.00 | .0031 | 143.00 | .0031 | 143.00-<br>97.74- |
| OFFICE EQUIPMENT | 33.04 | .0008 | 1,836.59 | .0035 | 1,331.36 | .0288 | 1,331.36 | .0288 | 1,298.32-<br>505.23 |
| TOTAL MAINTENANCE | 33.04 | .0008 | 2,265.24 | .0043 | 1,505.30 | .0326 | 1,505.30 | .0326 | 1,472.26-<br>759.94 |
| GENERAL | | | | | | | | | |
| ENTERTAINMENT & BEER | .00 | .0000 | 2,231.50 | .0043 | 187.50 | .0041 | 187.50 | .0041 | 187.50-<br>2,044.00 |
| EXECUTIVE EXPENSES | 1,331.63 | .0311 | 13,665.18 | .0262 | .00 | .0000 | .00 | .0000 | 1,331.63<br>13,665.18 |
| WATER LIGHT & POWER | 695.01 | .0162 | 6,869.39 | .0132 | 679.07 | .0147 | 679.07 | .0147 | 15.94<br>6,190.32 |
| PROFESSIONAL SERVICE | 886.53 | .0207 | 6,439.80 | .0124 | 800.00 | .0173 | 800.00 | .0173 | 86.53<br>5,639.80 |
| DIRECTORS FEES | .00 | .0000 | .00 | .0000 | 800.00 | .0173 | 800.00 | .0173 | 800.00-<br>800.00- |
| STOCK TRANSFER FEES | .00 | .0000 | .00 | .0000 | 250.00 | .0054 | 250.00 | .0054 | 250.00-<br>250.00- |
| TELEPHONE | 1,655.98 | .0386 | 15,397.72 | .0296 | 3.13- | .0001- | 3.13- | .0001- | 1,659.11<br>15,400.85 |
| DUES AND SUBSCRIPTIONS | .00 | .0000 | 8,543.76 | .0164 | 4,180.03 | .0904 | 4,180.03 | .0904 | 4,180.03-<br>4,363.73 |
| DONATIONS | 277.75 | .0065 | 5,117.00 | .0098 | 1,367.00 | .0296 | 1,367.00 | .0296 | 1,089.25-<br>3,750.00 |
| SHORT AND OVER | .00 | .0000 | 227.67- | .0004- | 5.99 | .0001 | 5.99 | .0001 | 5.99-<br>233.66- |
| UNCLASSIFIED | 1,992.76 | .0465 | 14,288.06 | .0274 | 790.72 | .0171 | 790.72 | .0171 | 1,202.04<br>13,497.34 |
| TOTAL GENERAL | 6,839.66 | .1595 | 72,324.74 | .1389 | 9,057.18 | .1959 | 9,057.18 | .1959 | 2,217.52-<br>63,267.56 |
| FIXED | | | | | | | | | |

Data Documents, Inc. 02

| | JAN 76 9M 76 | | YTD 76 | | JAN 76 9M 75 | | YTD 75 | | VARIANCE |
|---|---|---|---|---|---|---|---|---|---|
| TAXES & LICENSES | 150.00 | .0035 | 2,176.38 | .0042 | 310.50 | .0067 | 310.50 | .0067 | 160.50-<br>1,865.88 |
| TAXES PAYROLL | 1,150.00 | .0268 | 11,490.00 | .0221 | 1,320.00 | .0285 | 1,320.00 | .0285 | 170.00-<br>10,170.00 |
| INSURANCE GENERAL | 868.95 | .0203 | 6,932.52 | .0133 | 835.64 | .0181 | 835.64 | .0181 | 33.31<br>6,096.88 |
| INSURANCE EMPLOYEES | 2,486.74 | .0580 | 20,934.81 | .0402 | 2,452.33 | .0530 | 2,452.33 | .0530 | 34.41<br>18,482.48 |
| PENSION TRUST | .00 | .0000 | 16,520.00 | .0317 | 2,065.00 | .0447 | 2,065.00 | .0447 | 2,065.00-<br>14,455.00 |
| RETIREES PENSION | 150.00 | .0035 | 1,350.00 | .0026 | 150.00 | .0032 | 150.00 | .0032 | .00<br>1,200.00 |
| EQUIPMENT RENTAL | 537.21 | .0125 | 4,759.51 | .0091 | 583.18 | .0126 | 583.18 | .0126 | 45.97-<br>4,176.33 |
| DEPR. OFFICE BUILDING | 40.83 | .0010 | 367.51 | .0007 | 349.35 | .0076 | 349.35 | .0076 | 308.52-<br>18.16 |
| DEPR. FURNITURE & EQUP | 41.67 | .0010 | 439.70 | .0008 | 166.39 | .0036 | 166.39 | .0036 | 124.72-<br>273.31 |
| TOTAL FIXED | 5,425.40 | .1265 | 64,970.43 | .1247 | 8,232.39 | .1780 | 8,232.39 | .1780 | 2,806.99-<br>56,738.04 |
| ADMINSTRATIVE EXPENSE | | | | | | | | | |
| TOTAL EXPENSE | 32,248.92 | .7520 | 339,511.20 | .6518 | 44,618.58 | .9649 | 44,618.58 | .9649 | 12,369.66-<br>294,892.62 |

Data Documents, Inc. 02

## SUMMARY OF SALES BY STATES AND BRANDS

| | | | JANUARY 76 | YTD 76 | JANUARY 75 | YTD 75 | VARIANCE |
|---|---|---|---|---|---|---|---|
| ARIZONA | GRAIN BELT | | | | | | |
| | | CASES | 4,697 | 4,697 | 00 | 00 | 4,697 |
| | | | 341 | 341 | 00 | 00 | 341 |
| | | BARRELAGE | | | | | |
| | WHITE LABEL | | | | | | |
| | | CASES | 924 | 924 | 00 | 00 | 924 |
| | | | 67 | 67 | 00 | 00 | 67 |
| | | BARRELAGE | | | | | |
| | TOTAL | | | | | | |
| | | CASES | 5,621 | 5,621 | 00 | 00 | 5,621 |
| | | | 408 | 408 | 00 | 00 | 408 |
| | | BARRELAGE | | | | | |
| COLORADO | GRAIN BELT | | | | | | |
| | | CASES | 00 | 00 | 3,325 | 3,325 | 3,325- |
| | | | 00 | 00 | 241 | 241 | 241- |
| | | BARRELAGE | | | | | |
| | STORZ | | | | | | |
| | | CASES | 00 | 00 | 1,176 | 1,176 | 1,176- |
| | | | 00 | 00 | 85 | 85 | 85- |
| | | BARRELAGE | | | | | |
| | TOTAL | | | | | | |
| | | CASES | 00 | 00 | 4,501 | 4,501 | 4,501- |
| | | | 00 | 00 | 327 | 327 | 327- |
| | | BARRELAGE | | | | | |
| ILLINOIS | GRAIN BELT | | | | | | |
| | | KEGS | 34 | 34 | 54 | 54 | 20- |
| | | CASES | 1,464 | 1,464 | 2,935 | 2,935 | 1,471- |
| | | | 140 | 140 | 267 | 267 | 127- |
| | | BARRELAGE | | | | | |
| | WHITE LABEL | | | | | | |
| | | CASES | 00 | 00 | 21 | 21 | 21- |
| | | | 00 | 00 | 02 | 02 | 02- |
| | | BARRELAGE | | | | | |
| | HAUENSTEIN | | | | | | |
| | | CASES | 00 | 00 | 21 | 21 | 21- |
| | | | 00 | 00 | 02 | 02 | 02- |
| | | BARRELAGE | | | | | |
| | STORZ | | | | | | |
| | | CASES | 847 | 847 | 854 | 854 | 07- |
| | | | 61 | 61 | 62 | | 01- |

Data Documents Inc. 02

SUMMARY OF SALES BY STATES AND BRANDS

| | | | JANUARY 76 | YTD 76 | JANUARY 75 | YTD 75 | VARIANCE |
|---|---|---|---|---|---|---|---|
| | | BARRELAGE | | 61 | | 62 | 01- |
| | TOTAL | | 34 | | 54 | | 20- |
| | | KEGS | | 34 | | 54 | 20- |
| | | | 2,311 | | 3,831 | | 1,520- |
| | | CASES | | 2,311 | | 3,831 | 1,520- |
| | | | 202 | | 332 | | 130- |
| | | BARRELAGE | | 202 | | 332 | 130- |
| IOWA | GRAIN BELT | | 140 | | 129 | | 11 |
| | | KEGS | | 140 | | 129 | 11 |
| | | | 34,226 | | 35,618 | | 1,392- |
| | | CASES | | 34,226 | | 35,618 | 1,392- |
| | | | 2,624 | | 2,714 | | 90- |
| | | BARRELAGE | | 2,624 | | 2,714 | 90- |
| | WHITE LABEL | | 00 | | 1,272 | | 1,272- |
| | | CASES | | 00 | | 1,272 | 1,272- |
| | | | 00 | | 92 | | 92- |
| | | BARRELAGE | | 00 | | 92 | 92- |
| | HAUENSTEIN | | 00 | | 1,807 | | 1,807- |
| | | CASES | | 00 | | 1,807 | 1,807- |
| | | | 00 | | 131 | | 131- |
| | | BARRELAGE | | 00 | | 131 | 131- |
| | CO CLB RINGNES | | 00 | | 91 | | 91- |
| | | CASES | | 00 | | 91 | 91- |
| | | | 00 | | 07 | | 07- |
| | | BARRELAGE | | 00 | | 07 | 07- |
| | STORZ | | 24 | | 73 | | 49- |
| | | KEGS | | 24 | | 73 | 49- |
| | | | 6,871 | | 7,826 | | 955- |
| | | CASES | | 6,871 | | 7,826 | 955- |
| | | | 523 | | 641 | | 118- |
| | | BARRELAGE | | 523 | | 641 | 118- |
| | TOTAL | | 164 | | 202 | | 38- |
| | | KEGS | | 164 | | 202 | 38- |
| | | | 41,097 | | 46,614 | | 5,517- |
| | | CASES | | 41,097 | | 46,614 | 5,517- |
| | | | 3,147 | | 3,585 | | 438- |
| | | BARRELAGE | | 3,147 | | 3,585 | 438- |
| KANSAS | GRAIN BELT | | 1,848 | | 00 | | 1,848 |
| | | CASES | | 1,848 | | 00 | 1,848 |
| | | | 134 | | 00 | | 134 |
| | | BARRELAGE | | 134 | | 00 | 134 |
| | TOTAL | | 1,848 | | 00 | | 1,848 |

Data Documents, Inc. 02

SUMMARY OF SALES BY STATES AND BRANDS

| | | | JANUARY 76 | YTD 76 | JANUARY 75 | YTD 75 | VARIANCE |
|---|---|---|---|---|---|---|---|
| | | CASES | | 1,848 | | 00 | 1,848 |
| | | | 134 | | 00 | | 134 |
| | | BARRELAGE | | 134 | | 00 | 134 |
| MINNESOTA | GRAIN BELT | | 6,859 | | 9,012 | | 2,153- |
| | | KEGS | | 6,859 | | 9,012 | 2,153- |
| | | | 242,442 | | 247,183 | | 4,741- |
| | | CASES | | 242,442 | | 247,183 | 4,741- |
| | | | 24,455 | | 26,953 | | 2,498- |
| | | BARRELAGE | | 24,455 | | 26,953 | 2,498- |
| | WHITE LABEL | | 22,369 | | 18,321 | | 4,048 |
| | | CASES | | 22,369 | | 18,321 | 4,048 |
| | | | 1,624 | | 1,330 | | 294 |
| | | BARRELAGE | | 1,624 | | 1,330 | 294 |
| | HAUENSTEIN | | 111,657 | | 94,726 | | 16,931 |
| | | CASES | | 111,657 | | 94,726 | 16,931 |
| | | | 8,104 | | 6,875 | | 1,229 |
| | | BARRELAGE | | 8,104 | | 6,875 | 1,229 |
| | CO CLB RINGNES | | 3,895 | | 3,087 | | 808 |
| | | CASES | | 3,895 | | 3,087 | 808 |
| | | | 283 | | 224 | | 59 |
| | | BARRELAGE | | 283 | | 224 | 59 |
| | TOTAL | | 6,859 | | 9,012 | | 2,153- |
| | | KEGS | | 6,859 | | 9,012 | 2,153- |
| | | | 380,363 | | 363,317 | | 17,046 |
| | | CASES | | 380,363 | | 363,317 | 17,046 |
| | | | 34,466 | | 35,382 | | 916- |
| | | BARRELAGE | | 34,466 | | 35,382 | 916- |
| MONTANA | GRAIN BELT | | 728 | | 784 | | 56- |
| | | CASES | | 728 | | 784 | 56- |
| | | | 53 | | 57 | | 04- |
| | | BARRELAGE | | 53 | | 57 | 04- |
| | CO CLB RINGNES | | 1,092 | | 00 | | 1,092 |
| | | CASES | | 1,092 | | 00 | 1,092 |
| | | | 79 | | 00 | | 79 |
| | | BARRELAGE | | 79 | | 00 | 79 |
| | TOTAL | | 1,820 | | 784 | | 1,036 |
| | | CASES | | 1,820 | | 784 | 1,036 |
| | | | 132 | | 57 | | 75 |
| | | BARRELAGE | | 132 | | 57 | 75 |
| NEBRASKA | GRAIN BELT | | 24 | | 30 | | 06- |
| | | KEGS | | 24 | | 30 | 06- |

Data Documents, Inc.

SUMMARY OF SALES BY STATES AND BRANDS

| | | | JANUARY 76 | YTD 76 | JANUARY 75 | YTD 75 | VARIANCE |
|---|---|---|---|---|---|---|---|
| | | | 833 | | 2,432 | | 1,599- |
| | | CASES | | 833 | | 2,432 | 1,599- |
| | | | 84 | | 207 | | 123- |
| | | BARRELAGE | | 84 | | 207 | 123- |
| | STORZ | | 25 | | 38 | | 13- |
| | | KEGS | | 25 | | 38 | 13- |
| | | | 11,494 | | 16,743 | | 5,249- |
| | | CASES | | 11,494 | | 16,743 | 5,249- |
| | | | 859 | | 1,253 | | 394- |
| | | BARRELAGE | | 859 | | 1,253 | 394- |
| | TOTAL | | 49 | | 68 | | 19- |
| | | KEGS | | 49 | | 68 | 19- |
| | | | 12,327 | | 19,175 | | 6,848- |
| | | CASES | | 12,327 | | 19,175 | 6,848- |
| | | | 944 | | 1,460 | | 516- |
| | | BARRELAGE | | 944 | | 1,460 | 516- |
| NORTH DAKOTA | GRAIN BELT | | 177 | | 205 | | 28- |
| | | KEGS | | 177 | | 205 | 28- |
| | | | 8,797 | | 12,416 | | 3,619- |
| | | CASES | | 8,797 | | 12,416 | 3,619- |
| | | | 815 | | 1,106 | | 291- |
| | | BARRELAGE | | 815 | | 1,106 | 291- |
| | HAUENSTEIN | | 42 | | 980 | | 938- |
| | | CASES | | 42 | | 980 | 938- |
| | | | 03 | | 71 | | 68- |
| | | BARRELAGE | | 03 | | 71 | 68- |
| | CO CLB RINGNES | | 516 | | 260 | | 256 |
| | | CASES | | 516 | | 260 | 256 |
| | | | 37 | | 19 | | 18 |
| | | BARRELAGE | | 37 | | 19 | 18 |
| | TOTAL | | 177 | | 205 | | 28- |
| | | KEGS | | 177 | | 205 | 28- |
| | | | 9,355 | | 13,656 | | 4,301- |
| | | CASES | | 9,355 | | 13,656 | 4,301- |
| | | | 856 | | 1,196 | | 340- |
| | | BARRELAGE | | 856 | | 1,196 | 340- |
| SOUTH DAKOTA | GRAIN BELT | | 236 | | 455 | | 219- |
| | | KEGS | | 236 | | 455 | 219- |
| | | | 7,778 | | 16,551 | | 8,773- |
| | | CASES | | 7,778 | | 16,551 | 8,773- |
| | | | 801 | | 1,656 | | 855- |
| | | BARRELAGE | | 801 | | 1,656 | 855- |
| | WHITE LABEL | | 115 | | 252 | | 137- |

SUMMARY OF SALES BY STATES AND BRANDS

| | | | JANUARY 76 | YTD 76 | JANUARY 75 | YTD 75 | VARIANCE |
|---|---|---|---|---|---|---|---|
| | | CASES | 115 | | 252 | | 137- |
| | | | 08 | | 18 | | 10- |
| | | BARRELAGE | | 08 | | 18 | 10- |
| | HAUENSTEIN | | 245 | | 77 | | 168 |
| | | CASES | | 245 | | 77 | 168 |
| | | | 18 | | 06 | | 12 |
| | | BARRELAGE | | 18 | | 06 | 12 |
| | CO CLB RINGNES | | 229 | | 287 | | 58- |
| | | CASES | | 229 | | 287 | 58- |
| | | | 17 | | 21 | | 04- |
| | | BARRELAGE | | 17 | | 21 | 04- |
| | STORZ | | 1,514 | | 2,718 | | 1,204- |
| | | CASES | | 1,514 | | 2,718 | 1,204- |
| | | | 110 | | 197 | | 87- |
| | | BARRELAGE | | 110 | | 197 | 87- |
| | TOTAL | | 236 | | 455 | | 219- |
| | | KEGS | | 236 | | 455 | 219- |
| | | | 9,881 | | 19,885 | | 10,004- |
| | | CASES | | 9,881 | | 19,885 | 10,004- |
| | | | 953 | | 1,898 | | 945- |
| | | BARRELAGE | | 953 | | 1,898 | 945- |
| WISCONSIN | GRAIN BELT | | 176 | | 439 | | 263- |
| | | KEGS | | 176 | | 439 | 263- |
| | | | 22,058 | | 21,330 | | 728 |
| | | CASES | | 22,058 | | 21,330 | 728 |
| | | | 1,777 | | 1,987 | | 210- |
| | | BARRELAGE | | 1,777 | | 1,987 | 210- |
| | WHITE LABEL | | 303 | | 378 | | 75- |
| | | CASES | | 303 | | 378 | 75- |
| | | | 22 | | 27 | | 05- |
| | | BARRELAGE | | 22 | | 27 | 05- |
| | HAUENSTEIN | | 3,185 | | 3,395 | | 210- |
| | | CASES | | 3,185 | | 3,395 | 210- |
| | | | 231 | | 246 | | 15- |
| | | BARRELAGE | | 231 | | 246 | 15- |
| | CO CLB RINGNES | | 91 | | 91 | | 00 |
| | | CASES | | 91 | | 91 | 00 |
| | | | 07 | | 07 | | 00 |
| | | BARRELAGE | | 07 | | 07 | 00 |
| | STORZ | | 385 | | 00 | | 385 |
| | | CASES | | 385 | | 00 | 385 |

Data Documents, Inc.

## SUMMARY OF SALES BY STATES AND BRANDS

| | | | JANUARY 76 | YTD 76 | JANUARY 75 | YTD 75 | VARIANCE |
|---|---|---|---|---|---|---|---|
| | | BAR RELAGE | 28 | 28 | 00 | 00 | 28 |
| | TOTAL | | 176 | 176 | 439 | 439 | 263- |
| | | KEGS | 26,022 | 26,022 | 25,194 | 25,194 | 828 |
| | | CASES | 2,065 | 2,065 | 2,268 | 2,268 | 203- |
| | | BAR RELAGE | 00 | 00 | 308 | 308 | 308- |
| WYOMING | GRAIN BELT | CASES | 00 | 00 | 22 | 22 | 22- |
| | | BAR RELAGE | 00 | 00 | 308 | 308 | 308- |
| | TOTAL | CASES | 00 | 00 | 22 | 22 | 22- |
| | | BAR RELAGE | 00 | 00 | 10,324 | 10,324 | 2,678- |
| GRAND TOTAL | GRAIN BELT | KEGS | 7,646 | 7,646 | 342,882 | 342,882 | 18,011- |
| | | CASES | 324,871 | 324,871 | 35,210 | 35,210 | 3,985- |
| | | BAR RELAGE | 31,225 | 31,225 | 20,244 | 20,244 | 3,467 |
| | WHITE LABEL | CASES | 23,711 | 23,711 | 1,469 | 1,469 | 252 |
| | | BAR RELAGE | 1,721 | 1,721 | 101,006 | 101,006 | 14,123 |
| | HAUENSTEIN | CASES | 115,129 | 115,129 | 7,331 | 7,331 | 1,025 |
| | | BAR RELAGE | 8,356 | 8,356 | 3,816 | 3,816 | 2,007 |
| | CO CLB RINGNES | CASES | 5,823 | 5,823 | 277 | 277 | 146 |
| | | BAR RELAGE | 423 | 423 | 111 | 111 | 62- |
| | STORZ | KEGS | 49 | 49 | 29,317 | 29,317 | 8,206- |
| | | CASES | 21,111 | 21,111 | 2,239 | 2,239 | 658- |
| | | BAR RELAGE | 1,581 | 1,581 | 10,435 | 10,435 | 2,740- |
| | TOTAL | KEGS | 7,695 | 7,695 | | | |

Data Documents, Inc. 02

SUMMARY OF SALES BY STATES AND BRANDS

| | JANUARY 76 | YTD 76 | JANUARY 75 | YTD 75 | VARIANCE |
|---|---|---|---|---|---|
| | 490,645 | | 497,265 | | 6,620- |
| CASES | | 490,645 | | 497,265 | 6,620- |
| | 43,306 | | 46,526 | | 3,220- |
| BARRELAGE | | 43,306 | | 46,526 | 3,220- |

Data Documents, Inc. 02

GRAND TOTALS — ANALYSIS OF DISTRIBUTORS PURCHASES — MONTH: 01/76

| | | MONTHLY | | YEARLY | | | |
|---|---|---|---|---|---|---|---|
| | | CURRENT | LAST YEAR | CURRENT | LAST YEAR | VARIANCE | % |
| 005 | 1/1 BBL GB 3.2 | 1,227 | 1,991 | 1,227 | 1,991 | 764- | 38.37- |
| 006 | 1/2 BBL GB 3.2 | 5,085 | 6,742 | 5,085 | 6,742 | 1,657- | 24.57- |
| 007 | 1/4 BBL GB 3.2 | 221 | 238 | 221 | 238 | 17- | 7.14- |
| 001 | 1/1 BBL GB ST | 115 | 218 | 115 | 218 | 103- | 47.24- |
| 002 | 1/2 BBL GB ST | 5,779 | 7,698 | 5,779 | 7,698 | 1,919- | 24.92- |
| 003 | 1/4 BBL GB ST | 1,691 | 3,153 | 1,691 | 3,153 | 1,462- | 46.36- |
| 182 | 1/2 BBL PRM 32 | 1 | 0 | 1 | 0 | 1 | 100.00 |
| 009 | 1/1 BBL PREMUM | 6 | 1 | 6 | 1 | 5 | 500.00 |
| 010 | 1/2 BBL PREMUM | 721 | 42 | 721 | 42 | 679 | 1616.66 |
| 011 | 1/4 BBL PREMUM | 100 | 97 | 100 | 97 | 3 | 3.09 |
| 047 | 24/12 RA GB 32 | 28,307 | 34,174 | 28,307 | 34,174 | 5,867- | 17.16- |
| 048 | 35/7 RA GB 32 | 1,102 | 1,333 | 1,102 | 1,333 | 231- | 17.32- |
| 050 | 36/8 RT GB 32 | 960 | 1,644 | 960 | 1,644 | 684- | 41.60- |
| 055 | 4-6 NR GB 32 | 7,328 | 10,544 | 7,328 | 10,544 | 3,216- | 30.50- |
| 057 | 12/32 NR GB 32 | 1,479 | 1,180 | 1,479 | 1,180 | 299 | 25.33 |
| 061 | 4-6 CAN GB 32 | 19,490 | 18,963 | 19,490 | 18,963 | 527 | 2.77 |
| 056 | 4-6 BKCN GB 32 | 1,668 | 2,002 | 1,668 | 2,002 | 334- | 16.68- |
| 062 | 12/12 C GB 32 | 12,936 | 12,480 | 12,936 | 12,480 | 456 | 3.65 |
| 063 | 24/16 C GB 32 | 3,874 | 5,464 | 3,874 | 5,464 | 1,590- | 29.09- |
| 027 | 24/12 RT A GB | 79,646 | 89,999 | 79,646 | 89,999 | 10,353- | 11.50- |
| 028 | 35/7 RT A GB | 4,259 | 4,619 | 4,259 | 4,619 | 360- | 7.79- |
| 034 | 24 PK NR GB | 6,839 | 5,714 | 6,839 | 5,714 | 1,125 | 19.68 |
| 035 | 4-6 NR GB | 11,312 | 16,866 | 11,312 | 16,866 | 5,554- | 32.93- |
| 037 | 12/32 NR GB | 1,547 | 1,858 | 1,547 | 1,858 | 311- | 16.73- |
| 041 | 4-6 CAN GB | 24,129 | 22,344 | 24,129 | 22,344 | 1,785 | 7.98 |
| 036 | 4-6 BK CN GB | 6,006 | 6,257 | 6,006 | 6,257 | 251- | 4.01- |
| 042 | 12/12 CAN GB | 106,414 | 88,736 | 106,414 | 88,736 | 17,678 | 19.92 |
| 043 | 24/16 CAN GB | 4,922 | 4,415 | 4,922 | 4,415 | 507 | 11.48 |
| 029 | 24/12 PREM RET | 28,854 | 34,169 | 28,854 | 34,169 | 5,315- | 15.55- |
| 030 | 36/8 PREM RET | 11,908 | 10,332 | 11,908 | 10,332 | 1,576 | 15.25 |
| 033 | 24/12 PREM N R | 955 | 1,715 | 955 | 1,715 | 760- | 44.31- |
| 038 | 4-6 PREM CAN | 6,675 | 5,041 | 6,675 | 5,041 | 1,634 | 32.41 |
| 039 | 12/12 PREM CAN | 21,589 | 20,447 | 21,589 | 20,447 | 1,142 | 5.58 |
| 152 | 24/12 R WL 32 | 1,910 | 1,806 | 1,910 | 1,806 | 104 | 5.75 |
| 153 | 4-6 CAN WL 32 | 839 | 406 | 839 | 406 | 433 | 106.65 |
| 164 | 12/12 CAN WL32 | 563 | 1,262 | 563 | 1,262 | 699- | 55.38- |
| 147 | 24/12 RT WL | 17,121 | 13,079 | 17,121 | 13,079 | 4,042 | 30.90 |
| 148 | 4-6 CAN WL | 2,004 | 980 | 2,004 | 980 | 1,024 | 104.48 |
| 159 | 12/12 CAN WL | 3,110 | 6,683 | 3,110 | 6,683 | 3,573- | 53.46- |
| 173 | 24/12 RT HN 32 | 7,056 | 6,048 | 7,056 | 6,048 | 1,008 | 16.66 |
| 175 | 4-6 CAN HN 32 | 3,513 | 1,631 | 3,513 | 1,631 | 1,882 | 115.38 |
| 176 | 12/12 C HN 32 | 2,926 | 2,926 | 2,926 | 2,926 | 0 | .00 |
| 167 | 24/12 RT HN | 93,156 | 80,053 | 93,156 | 80,053 | 13,103 | 16.36 |
| 169 | 4-6 CAN HN | 4,942 | 4,151 | 4,942 | 4,151 | 791 | 19.05 |
| 170 | 12/12 CAN HN | 9,998 | 15,319 | 9,998 | 15,319 | 5,321- | 34.73- |
| 014 | 1/2 BBL STZ | 96 | 217 | 96 | 217 | 121- | 55.76- |
| 015 | 1/4 BBL STZ | 4 | 8 | 4 | 8 | 4- | 50.00- |
| 118 | 4-6 CN PR SZ32 | 385 | 462 | 385 | 462 | 77- | 16.66- |
| 119 | 12/12 PRE SZ32 | 462 | 438 | 462 | 438 | 24 | 5.47 |
| 070 | 24/12 RT TR | 1,796 | 3,226 | 1,796 | 3,226 | 1,430- | 44.32- |
| 075 | 4-6 NR TR | 3,304 | 1,750 | 3,304 | 1,750 | 1,554 | 88.80 |

Data Documents, Inc. 0

| | | | | | | | |
|---|---|---|---|---|---|---|---|
| 076 | 12/32 NR TR | 520 | 882 | 520 | 882 | 362- | 41.04- |
| 080 | 4-6 CAN TR | 616 | 1,232 | 616 | 1,232 | 616- | 50.00- |
| 081 | 12/12 CAN T ST | 19,250 | 30,954 | 19,250 | 30,954 | 11,704- | 37.81- |
| 106 | 4-6 CAN PRE SZ | 1,843 | 1,771 | 1,843 | 1,771 | 72 | 4.06 |
| 107 | 12/12 CAN PRSZ | 5,236 | 8,008 | 5,236 | 8,008 | 2,772- | 34.61- |
| 064 | 36/8 COCLUB CN | 881 | 960 | 881 | 960 | 79- | 8.22- |
| 065 | 4-6 COCLUB CAN | 2,912 | 1,183 | 2,912 | 1,183 | 1,729 | 146.15 |
| 068 | 24/16 COCLUB C | 1,076 | 840 | 1,076 | 840 | 236 | 28.09 |
| 069 | 4-6 GOETZ NEAR | 182 | 182 | 182 | 182 | 0 | .00 |
| 019 | 24/11 RINGNES | 450 | 404 | 450 | 404 | 46 | 11.38 |
| GRAIN BELT FULL BARRELS | | 7,644.00 | 10,323.00 | 7,644.00 | 10,323.00 | 2,679.00- | 25.95- |
| GRAIN BELT 288 OZ CASES | | 324,869.68 | 342,881.44 | 324,869.68 | 342,881.44 | 18,011.76- | 5.25- |
| WHITE LABEL 288 OZ CASES | | 23,710.50 | 20,243.50 | 23,710.50 | 20,243.50 | 3,467.00 | 17.12 |
| HAUENSTEIN 288 OZ CASES | | 115,129.00 | 101,005.50 | 115,129.00 | 101,005.50 | 14,123.50 | 13.98 |
| STORZ FULL BARRELS | | 49.00 | 110.50 | 49.00 | 110.50 | 61.50- | 55.65- |
| STORZ 288 OZ CASES | | 21,111.33 | 29,317.00 | 21,111.33 | 29,317.00 | 8,205.67- | 27.98- |
| CO CLUB NEAR RINGNES 288OZ | | 5,822.16 | 3,815.33 | 5,822.16 | 3,815.33 | 2,006.83 | 52.59 |
| TOTAL FULL BARRELS | | 7,693.00 | 10,433.50 | 7,693.00 | 10,433.50 | 2,740.50- | 26.26- |
| TOTAL 288 OZ CASES | | 490,642.67 | 497,262.77 | 490,642.67 | 497,262.77 | 6,620.10- | 1.33- |
| TOTAL BARRELAGE | | 43,303.84 | 46,524.83 | 43,303.84 | 46,524.83 | 3,220.99- | 6.92- |



Data Documents, Inc. 02

REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 01/76

AZ

| | | MONTHLY CURRENT | MONTHLY LAST YEAR | YEARLY CURRENT | YEARLY LAST YEAR | VARIANCE | % |
|---|---|---|---|---|---|---|---|
| 041 | 4-6 CAN GB | 2,541 | 0 | 2,541 | 0 | 2,541 | 100.00 |
| 038 | 4-6 PREM CAN | 2,156 | 0 | 2,156 | 0 | 2,156 | 100.00 |
| 148 | 4-6 CAN WL | 924 | 0 | 924 | 0 | 924 | 100.00 |
| GRAIN BELT FULL BARRELS | | .00 | .00 | .00 | .00 | .00 | .00 |
| GRAIN BELT 288 OZ CASES | | 4,697.00 | .00 | 4,697.00 | .00 | 4,697.00 | 100.00 |
| WHITE LABEL 288 OZ CASES | | 924.00 | .00 | 924.00 | .00 | 924.00 | 100.00 |
| HAUENSTEIN 288 OZ CASES | | .00 | .00 | .00 | .00 | .00 | .00 |
| STORZ FULL BARRELS | | .00 | .00 | .00 | .00 | .00 | .00 |
| STORZ 288 OZ CASES | | .00 | .00 | .00 | .00 | .00 | .00 |
| CO CLUB NEAR RINGNES 288OZ | | .00 | .00 | .00 | .00 | .00 | .00 |
| TOTAL FULL BARRELS | | .00 | .00 | .00 | .00 | .00 | .00 |
| TOTAL 288 OZ CASES | | 5,621.00 | .00 | 5,621.00 | .00 | 5,621.00 | 100.00 |
| TOTAL BARRELAGE | | 407.97 | .00 | 407.97 | .00 | 407.97 | 100.00 |

Data Documents, Inc. 02

REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 01/76

| CO | | MONTHLY CURRENT | MONTHLY LAST YEAR | YEARLY CURRENT | YEARLY LAST YEAR | VARIANCE | % |
|---|---|---|---|---|---|---|---|
| 035 | 4-6 NR GB | 0 | 1,400 | 0 | 1,400 | 1,400- | 100.00- |
| 041 | 4-6 CAN GB | 0 | 1,386 | 0 | 1,386 | 1,386- | 100.00- |
| 036 | 4-6 BK CN GB | 0 | 539 | 0 | 539 | 539- | 100.00- |
| 075 | 4-6 NR TR | 0 | 1,176 | 0 | 1,176 | 1,176- | 100.00- |
| GRAIN BELT FULL BARRELS | | .00 | .00 | .00 | .00 | .00 | .00 |
| GRAIN BELT 288 OZ CASES | | .00 | 3,325.00 | .00 | 3,325.00 | 3,325.00- | 100.00- |
| WHITE LABEL 288 OZ CASES | | .00 | .00 | .00 | .00 | .00 | .00 |
| HAUENSTEIN 288 OZ CASES | | .00 | .00 | .00 | .00 | .00 | .00 |
| STORZ FULL BARRELS | | .00 | .00 | .00 | .00 | .00 | .00 |
| STORZ 288 OZ CASES | | .00 | 1,176.00 | .00 | 1,176.00 | 1,176.00- | 100.00- |
| CO CLUB NEAR RINGNES 288OZ | | .00 | .00 | .00 | .00 | .00 | .00 |
| TOTAL FULL BARRELS | | .00 | .00 | .00 | .00 | .00 | .00 |
| TOTAL 288 OZ CASES | | .00 | 4,501.00 | .00 | 4,501.00 | 4,501.00- | 100.00- |
| TOTAL BARRELAGE | | .00 | 326.68 | .00 | 326.68 | 326.68- | 100.00- |

Data Documents, Inc. 02

REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 01/76

| IL | | MONTHLY CURRENT | MONTHLY LAST YEAR | YEARLY CURRENT | YEARLY LAST YEAR | VARIANCE | % |
|---|---|---|---|---|---|---|---|
| 001 | 1/1 BBL GB ST | 6 | 10 | 6 | 10 | 4- | 40.00- |
| 002 | 1/2 BBL GB ST | 31 | 60 | 31 | 60 | 29- | 48.33- |
| 003 | 1/4 BBL GB ST | 49 | 56 | 49 | 56 | 7- | 12.50- |
| 037 | 12/32 NR GB | 0 | 42 | 0 | 42 | 42- | 100.00- |
| 041 | 4-6 CAN GB | 154 | 539 | 154 | 539 | 385- | 71.42- |
| 036 | 4-6 BK CN GB | 1,155 | 539 | 1,155 | 539 | 616 | 114.28 |
| 042 | 12/12 CAN GB | 0 | 2,618 | 0 | 2,618 | 2,618- | 100.00- |
| 029 | 24/12 PREM RET | 42 | 420 | 42 | 420 | 378- | 90.00- |
| 030 | 36/8 PREM RET | 36 | 72 | 36 | 72 | 36- | 50.00- |
| 039 | 12/12 PREM CAN | 154 | 0 | 154 | 0 | 154 | 100.00 |
| 148 | 4-6 CAN WL | 0 | 21 | 0 | 21 | 21- | 100.00- |
| 169 | 4-6 CAN HN | 0 | 21 | 0 | 21 | 21- | 100.00- |
| 070 | 24/12 RT TR | 252 | 84 | 252 | 84 | 168 | 200.00 |
| 076 | 12/32 NR TR | 42 | 0 | 42 | 0 | 42 | 100.00 |
| 081 | 12/12 CAN T ST | 0 | 1,540 | 0 | 1,540 | 1,540- | 100.00- |
| 106 | 4-6 CAN PRE SZ | 77 | 0 | 77 | 0 | 77 | 100.00 |
| 107 | 12/12 CAN PRSZ | 924 | 0 | 924 | 0 | 924 | 100.00 |
| | GRAIN BELT FULL BARRELS | 33.75 | 54.00 | 33.75 | 54.00 | 20.25- | 37.50- |
| | GRAIN BELT 288 OZ CASES | 1,464.00 | 2,935.00 | 1,464.00 | 2,935.00 | 1,471.00- | 50.11- |
| | WHITE LABEL 288 OZ CASES | .00 | 21.00 | .00 | 21.00 | 21.00- | 100.00- |
| | HAUENSTEIN 288 OZ CASES | .00 | 21.00 | .00 | 21.00 | 21.00- | 100.00- |
| | STORZ FULL BARRELS | .00 | .00 | .00 | .00 | .00 | .00 |
| | STORZ 288 OZ CASES | 847.00 | 854.00 | 847.00 | 854.00 | 7.00- | .81- |
| | CO CLUB NEAR RINGNES 288OZ | .00 | .00 | .00 | .00 | .00 | .00 |
| | TOTAL FULL BARRELS | 33.75 | 54.00 | 33.75 | 54.00 | 20.25- | 37.50- |
| | TOTAL 288 OZ CASES | 2,311.00 | 3,831.00 | 2,311.00 | 3,831.00 | 1,520.00- | 39.67- |
| | TOTAL BARRELAGE | 201.48 | 332.05 | 201.48 | 332.05 | 130.57- | 39.32- |

Data Documents, Inc

REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 01/76

IA

| | | MONTHLY CURRENT | MONTHLY LAST YEAR | YEARLY CURRENT | YEARLY LAST YEAR | VARIANCE | % |
|---|---|---|---|---|---|---|---|
| 002 | 1/2 BBL GB ST | 264 | 256 | 264 | 256 | 8 | 3.12 |
| 003 | 1/4 BBL GB ST | 8 | 4 | 8 | 4 | 4 | 100.00 |
| 010 | 1/2 BBL PREMUM | 12 | 0 | 12 | 0 | 12 | 100.00 |
| 027 | 24/12 RT A GB | 294 | 546 | 294 | 546 | 252- | 46.15- |
| 035 | 4-6 NR GB | 1,064 | 672 | 1,064 | 672 | 392 | 58.33 |
| 037 | 12/32 NR GB | 399 | 406 | 399 | 406 | 7- | 1.72- |
| 041 | 4-6 CAN GB | 2,849 | 4,543 | 2,849 | 4,543 | 1,694- | 37.28- |
| 042 | 12/12 CAN GB | 47,740 | 41,734 | 47,740 | 41,734 | 6,006 | 14.39 |
| 043 | 24/16 CAN GB | 28 | 140 | 28 | 140 | 112- | 80.00- |
| 029 | 24/12 PREM RET | 462 | 336 | 462 | 336 | 126 | 37.50 |
| 030 | 36/8 PREM RET | 36 | 72 | 36 | 72 | 36- | 50.00- |
| 038 | 4-6 PREM CAN | 1,848 | 2,002 | 1,848 | 2,002 | 154- | 7.69- |
| 039 | 12/12 PREM CAN | 6,468 | 11,704 | 6,468 | 11,704 | 5,236- | 44.73- |
| 148 | 4-6 CAN WL | 0 | 35 | 0 | 35 | 35- | 100.00- |
| 159 | 12/12 CAN WL | 0 | 2,474 | 0 | 2,474 | 2,474- | 100.00- |
| 170 | 12/12 CAN HN | 0 | 3,614 | 0 | 3,614 | 3,614- | 100.00- |
| 014 | 1/2 BBL STZ | 48 | 144 | 48 | 144 | 96- | 66.66- |
| 015 | 1/4 BBL STZ | 0 | 5 | 0 | 5 | 5- | 100.00- |
| 070 | 24/12 RT TR | 32 | 210 | 32 | 210 | 178- | 84.76- |
| 075 | 4-6 NR TR | 2,912 | 406 | 2,912 | 406 | 2,506 | 617.24 |
| 076 | 12/32 NR TR | 0 | 210 | 0 | 210 | 210- | 100.00- |
| 080 | 4-6 CAN TR | 0 | 308 | 0 | 308 | 308- | 100.00- |
| 081 | 12/12 CAN T ST | 4,774 | 8,316 | 4,774 | 8,316 | 3,542- | 42.59- |
| 106 | 4-6 CAN PRE SZ | 462 | 462 | 462 | 462 | 0 | .00 |
| 107 | 12/12 CAN PRSZ | 2,156 | 4,004 | 2,156 | 4,004 | 1,848- | 46.15- |
| 069 | 4-6 GOETZ NEAR | 0 | 91 | 0 | 91 | 91- | 100.00- |
| | GRAIN BELT FULL BARRELS | 140.00 | 129.00 | 140.00 | 129.00 | 11.00 | 8.52 |
| | GRAIN BELT 288 OZ CASES | 34,226.33 | 35,618.00 | 34,226.33 | 35,618.00 | 1,391.67- | 3.90- |
| | WHITE LABEL 288 OZ CASES | .00 | 1,272.00 | .00 | 1,272.00 | 1,272.00- | 100.00- |
| | HAUENSTEIN 288 OZ CASES | .00 | 1,807.00 | .00 | 1,807.00 | 1,807.00- | 100.00- |
| | STORZ FULL BARRELS | 24.00 | 73.25 | 24.00 | 73.25 | 49.25- | 67.23- |
| | STORZ 288 OZ CASES | 6,871.00 | 7,826.00 | 6,871.00 | 7,826.00 | 955.00- | 12.20- |
| | CO CLUB NEAR RINGNES 288OZ | .00 | 91.00 | .00 | 91.00 | 91.00- | 100.00- |
| | TOTAL FULL BARRELS | 164.00 | 202.25 | 164.00 | 202.25 | 38.25- | 18.91- |
| | TOTAL 288 OZ CASES | 41,097.33 | 46,614.00 | 41,097.33 | 46,614.00 | 5,516.67- | 11.83- |
| | TOTAL BARRELAGE | 3,146.84 | 3,585.49 | 3,146.84 | 3,585.49 | 438.65- | 12.23- |

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REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 01/76

| KS | MONTHLY CURRENT | MONTHLY LAST YEAR | YEARLY CURRENT | YEARLY LAST YEAR | VARIANCE | % |
|---|---|---|---|---|---|---|
| 041 4-6 CAN GB | 1,848 | 0 | 1,848 | 0 | 1,848 | 100.00 |
| GRAIN BELT FULL BARRELS | .00 | .00 | .00 | .00 | .00 | .00 |
| GRAIN BELT 288 OZ CASES | 1,848.00 | .00 | 1,848.00 | .00 | 1,848.00 | 100.00 |
| WHITE LABEL 288 OZ CASES | .00 | .00 | .00 | .00 | .00 | .00 |
| HAUENSTEIN 288 OZ CASES | .00 | .00 | .00 | .00 | .00 | .00 |
| STORZ FULL BARRELS | .00 | .00 | .00 | .00 | .00 | .00 |
| STORZ 288 OZ CASES | .00 | .00 | .00 | .00 | .00 | .00 |
| CO CLUB NEAR RINGNES 288OZ | .00 | .00 | .00 | .00 | .00 | .00 |
| TOTAL FULL BARRELS | .00 | .00 | .00 | .00 | .00 | .00 |
| TOTAL 288 OZ CASES | 1,848.00 | .00 | 1,848.00 | .00 | 1,848.00 | 100.00 |
| TOTAL BARRELAGE | 134.12 | .00 | 134.12 | .00 | 134.12 | 100.00 |

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REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 01/76

| MN | | MONTHLY CURRENT | MONTHLY LAST YEAR | YEARLY CURRENT | YEARLY LAST YEAR | VARIANCE | % |
|---|---|---|---|---|---|---|---|
| 005 | 1/1 BBL GB 3.2 | 1,227 | 1,991 | 1,227 | 1,991 | 764- | 38.37- |
| 006 | 1/2 BBL GB 3.2 | 4,797 | 6,184 | 4,797 | 6,184 | 1,387- | 22.42- |
| 007 | 1/4 BBL GB 3.2 | 189 | 158 | 189 | 158 | 31 | 19.62 |
| 001 | 1/1 BBL GB ST | 109 | 208 | 109 | 208 | 99- | 47.59- |
| 002 | 1/2 BBL GB ST | 4,752 | 5,870 | 4,752 | 5,870 | 1,118- | 19.04- |
| 003 | 1/4 BBL GB ST | 1,450 | 2,822 | 1,450 | 2,822 | 1,372- | 48.61- |
| 182 | 1/2 BBL PRM 32 | 1 | 0 | 1 | 0 | 1 | 100.00 |
| 009 | 1/1 BBL PREMUM | 6 | 1 | 6 | 1 | 5 | 500.00 |
| 010 | 1/2 BBL PREMUM | 613 | 30 | 613 | 30 | 583 | 1943.33 |
| 011 | 1/4 BBL PREMUM | 96 | 97 | 96 | 97 | 1- | 1.03- |
| 047 | 24/12 RA GB 32 | 27,215 | 31,654 | 27,215 | 31,654 | 4,439- | 14.02- |
| 048 | 35/7 RA GB 32 | 1,102 | 1,333 | 1,102 | 1,333 | 231- | 17.32- |
| 050 | 36/8 RT GB 32 | 744 | 888 | 744 | 888 | 144- | 16.21- |
| 055 | 4-6 NR GB 32 | 6,880 | 9,312 | 6,880 | 9,312 | 2,432- | 26.11- |
| 057 | 12/32 NR GB 32 | 1,479 | 1,075 | 1,479 | 1,075 | 404 | 37.58 |
| 061 | 4-6 CAN GB 32 | 17,873 | 16,268 | 17,873 | 16,268 | 1,605 | 9.86 |
| 056 | 4-6 BKCN GB 32 | 1,591 | 2,002 | 1,591 | 2,002 | 411- | 20.52- |
| 062 | 12/12 C GB 32 | 12,782 | 12,326 | 12,782 | 12,326 | 456 | 3.69 |
| 063 | 24/16 C GB 32 | 3,818 | 5,408 | 3,818 | 5,408 | 1,590- | 29.40- |
| 027 | 24/12 RT A GB | 69,230 | 76,608 | 69,230 | 76,608 | 7,378- | 9.63- |
| 028 | 35/7 RT A GB | 3,083 | 3,051 | 3,083 | 3,051 | 32 | 1.04 |
| 034 | 24 PK NR GB | 6,755 | 5,490 | 6,755 | 5,490 | 1,265 | 23.04 |
| 035 | 4-6 NR GB | 8,344 | 10,616 | 8,344 | 10,616 | 2,272- | 21.40- |
| 037 | 12/32 NR GB | 1,046 | 859 | 1,046 | 859 | 187 | 21.76 |
| 041 | 4-6 CAN GB | 12,964 | 10,948 | 12,964 | 10,948 | 2,016 | 18.41 |
| 036 | 4-6 BK CN GB | 3,080 | 3,331 | 3,080 | 3,331 | 251- | 7.53- |
| 042 | 12/12 CAN GB | 38,500 | 28,984 | 38,500 | 28,984 | 9,516 | 32.83 |
| 043 | 24/16 CAN GB | 4,838 | 4,053 | 4,838 | 4,053 | 785 | 19.36 |
| 029 | 24/12 PREM RET | 23,856 | 25,794 | 23,856 | 25,794 | 1,938- | 7.51- |
| 030 | 36/8 PREM RET | 10,468 | 8,388 | 10,468 | 8,388 | 2,080 | 24.79 |
| 033 | 24/12 PREM N R | 955 | 1,507 | 955 | 1,507 | 552- | 36.62- |
| 038 | 4-6 PREM CAN | 1,663 | 890 | 1,663 | 890 | 773 | 86.85 |
| 039 | 12/12 PREM CAN | 13,427 | 7,819 | 13,427 | 7,819 | 5,608 | 71.72 |
| 152 | 24/12 R WL 32 | 1,826 | 1,764 | 1,826 | 1,764 | 62 | 3.51 |
| 153 | 4-6 CAN WL 32 | 829 | 406 | 829 | 406 | 423 | 104.18 |
| 164 | 12/12 CAN WL32 | 563 | 1,262 | 563 | 1,262 | 699- | 55.38- |
| 147 | 24/12 RT WL | 16,926 | 12,491 | 16,926 | 12,491 | 4,435 | 35.50 |
| 148 | 4-6 CAN WL | 1,028 | 924 | 1,028 | 924 | 104 | 11.25 |
| 159 | 12/12 CAN WL | 2,956 | 4,209 | 2,956 | 4,209 | 1,253- | 29.76- |
| 173 | 24/12 RT HN 32 | 6,888 | 6,048 | 6,888 | 6,048 | 840 | 13.88 |
| 175 | 4-6 CAN HN 32 | 3,436 | 1,554 | 3,436 | 1,554 | 1,882 | 121.10 |
| 176 | 12/12 C HN 32 | 2,926 | 2,926 | 2,926 | 2,926 | 0 | .00 |
| 167 | 24/12 RT HN | 90,006 | 76,525 | 90,006 | 76,525 | 13,481 | 17.61 |
| 169 | 4-6 CAN HN | 4,865 | 3,668 | 4,865 | 3,668 | 1,197 | 32.63 |
| 170 | 12/12 CAN HN | 9,998 | 10,935 | 9,998 | 10,935 | 937- | 8.56- |
| 064 | 36/8 COCLUB CN | 666 | 800 | 666 | 800 | 134- | 16.75- |
| 065 | 4-6 COCLUB CAN | 1,547 | 910 | 1,547 | 910 | 637 | 70.00 |
| 068 | 24/16 COCLUB C | 971 | 840 | 971 | 840 | 131 | 15.59 |
| 019 | 24/11 RINGNES | 422 | 280 | 422 | 280 | 142 | 50.71 |
| | GRAIN BELT FULL BARRELS | 6,857.25 | 9,011.25 | 6,857.25 | 9,011.25 | 2,154.00- | 23.90- |

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| | | | | | | |
|---|---|---|---|---|---|---|
| GRAIN BELT 288 OZ CASES | 242,440.60 | 247,183.23 | 242,440.60 | 247,183.23 | 4,742.63- | 1.91- |
| WHITE LABEL 288 OZ CASES | 22,368.50 | 18,320.50 | 22,368.50 | 18,320.50 | 4,048.00 | 22.09 |
| HAUENSTEIN 288 OZ CASES | 111,657.00 | 94,725.50 | 111,657.00 | 94,725.50 | 16,931.50 | 17.87 |
| STORZ FULL BARRELS | .00 | .00 | .00 | .00 | .00 | .00 |
| STORZ 288 OZ CASES | .00 | .00 | .00 | .00 | .00 | .00 |
| CO CLUB NEAR RENNES 288OZ | 3,894.49 | 3,086.67 | 3,894.49 | 3,086.67 | 807.82 | 26.17 |
| TOTAL FULL BARRELS | 6,857.25 | 9,011.25 | 6,857.25 | 9,011.25 | 2,154.00- | 23.90- |
| TOTAL 288 OZ CASES | 380,360.59 | 363,315.90 | 380,360.59 | 363,315.90 | 17,044.69 | 4.69 |
| TOTAL BARRELAGE | 34,463.82 | 35,380.71 | 34,463.82 | 35,380.71 | 916.89- | 2.59- |

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REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 01/76

| MT | | | MONTHLY CURRENT | MONTHLY LAST YEAR | YEARLY CURRENT | YEARLY LAST YEAR | VARIANCE | % |
|---|---|---|---|---|---|---|---|---|
| | 035 | 4-6 NR GB | 0 | 336 | 0 | 336 | 336- | 100.00- |
| | 041 | 4-6 CAN GB | 0 | 154 | 0 | 154 | 154- | 100.00- |
| | 029 | 24/12 PREM RET | 420 | 294 | 420 | 294 | 126 | 42.85 |
| | 038 | 4-6 PREM CAN | 308 | 0 | 308 | 0 | 308 | 100.00 |
| | 065 | 4-6 COCLUB CAN | 1,092 | 0 | 1,092 | 0 | 1,092 | 100.00 |
| GRAIN BELT FULL BARRELS | | | .00 | .00 | .00 | .00 | .00 | .00 |
| GRAIN BELT 288 OZ CASES | | | 728.00 | 784.00 | 728.00 | 784.00 | 56.00- | 7.14- |
| WHITE LABEL 288 OZ CASES | | | .00 | .00 | .00 | .00 | .00 | .00 |
| HAUENSTEIN 288 OZ CASES | | | .00 | .00 | .00 | .00 | .00 | .00 |
| STORZ FULL BARRELS | | | .00 | .00 | .00 | .00 | .00 | .00 |
| STORZ 288 OZ CASES | | | .00 | .00 | .00 | .00 | .00 | .00 |
| CO CLUB NEAR RINGNES 288OZ | | | 1,092.00 | .00 | 1,092.00 | .00 | 1,092.00 | 100.00 |
| TOTAL FULL BARRELS | | | .00 | .00 | .00 | .00 | .00 | .00 |
| TOTAL 288 OZ CASES | | | 1,820.00 | 784.00 | 1,820.00 | 784.00 | 1,036.00 | 132.14 |
| TOTAL BARRELAGE | | | 132.09 | 56.90 | 132.09 | 56.90 | 75.19 | 132.14 |

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REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 01/76

| NB | | | MONTHLY CURRENT | MONTHLY LAST YEAR | YEARLY CURRENT | YEARLY LAST YEAR | VARIANCE | % |
|---|---|---|---|---|---|---|---|---|
| 002 | 1/2 BBL GB ST | | 48 | 48 | 48 | 48 | 0 | .00 |
| 010 | 1/2 BBL PREMUM | | 0 | 12 | 0 | 12 | 12- | 100.00- |
| 027 | 24/12 RT A GB | | 294 | 588 | 294 | 588 | 294- | 50.00- |
| 035 | 4-6 NR GB | | 0 | 56 | 0 | 56 | 56- | 100.00- |
| 041 | 4-6 CAN GB | | 77 | 231 | 77 | 231 | 154- | 66.66- |
| 036 | 4-6 BK CN GB | | 77 | 231 | 77 | 231 | 154- | 66.66- |
| 042 | 12/12 CAN GB | | 770 | 2,618 | 770 | 2,618 | 1,848- | 70.58- |
| 029 | 24/12 PREM RET | | 0 | 17 | 0 | 17 | 17- | 100.00- |
| 014 | 1/2 BBL STZ | | 48 | 73 | 48 | 73 | 25- | 34.24- |
| 015 | 1/4 BBL STZ | | 4 | 3 | 4 | 3 | 1 | 33.33 |
| 070 | 24/12 RT TR | | 1,512 | 2,932 | 1,512 | 2,932 | 1,420- | 48.43- |
| 075 | 4-6 NR TR | | 392 | 168 | 392 | 168 | 224 | 133.33 |
| 076 | 12/32 NR TR | | 436 | 588 | 436 | 588 | 152- | 25.85- |
| 080 | 4-6 CAN TR | | 616 | 924 | 616 | 924 | 308- | 33.33- |
| 081 | 12/12 CAN T ST | | 14,476 | 20,944 | 14,476 | 20,944 | 6,468- | 30.88- |
| 106 | 4-6 CAN PRE SZ | | 693 | 770 | 693 | 770 | 77- | 10.00- |
| 107 | 12/12 CAN PRSZ | | 924 | 1,386 | 924 | 1,386 | 462- | 33.33- |
| | GRAIN BELT FULL BARRELS | | 24.00 | 30.00 | 24.00 | 30.00 | 6.00- | 20.00- |
| | GRAIN BELT 288 OZ CASES | | 833.00 | 2,432.00 | 833.00 | 2,432.00 | 1,599.00- | 65.74- |
| | WHITE LABEL 288 OZ CASES | | .00 | .00 | .00 | .00 | .00 | .00 |
| | HAUENSTEIN 288 OZ CASES | | .00 | .00 | .00 | .00 | .00 | .00 |
| | STORZ FULL BARRELS | | 25.00 | 37.25 | 25.00 | 37.25 | 12.25- | 32.88- |
| | STORZ 288 OZ CASES | | 11,494.33 | 16,743.00 | 11,494.33 | 16,743.00 | 5,248.67- | 31.34- |
| | CO CLUB NEAR RINGNES 288OZ | | .00 | .00 | .00 | .00 | .00 | .00 |
| | TOTAL FULL BARRELS | | 49.00 | 67.25 | 49.00 | 67.25 | 18.25- | 27.13- |
| | TOTAL 288 OZ CASES | | 12,327.33 | 19,175.00 | 12,327.33 | 19,175.00 | 6,847.67- | 35.71- |
| | TOTAL BARRELAGE | | 943.71 | 1,458.97 | 943.71 | 1,458.97 | 515.26- | 35.31- |

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REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 01/76

| ND | | MONTHLY CURRENT | MONTHLY LAST YEAR | YEARLY CURRENT | YEARLY LAST YEAR | VARIANCE | % |
|---|---|---|---|---|---|---|---|
| 002 | 1/2 BBL GB ST | 320 | 356 | 320 | 356 | 36- | 10.11- |
| 003 | 1/4 BBL GB ST | 68 | 108 | 68 | 108 | 40- | 37.03- |
| 027 | 24/12 RT A GB | 588 | 1,050 | 588 | 1,050 | 462- | 44.00- |
| 034 | 24 PK NR GB | 84 | 112 | 84 | 112 | 28- | 25.00- |
| 035 | 4-6 NR GB | 840 | 1,462 | 840 | 1,462 | 622- | 42.54- |
| 037 | 12/32 NR GB | 63 | 42 | 63 | 42 | 21 | 50.00 |
| 041 | 4-6 CAN GB | 1,848 | 770 | 1,848 | 770 | 1,078 | 140.00 |
| 036 | 4-6 BK CN GB | 231 | 385 | 231 | 385 | 154- | 40.00- |
| 042 | 12/12 CAN GB | 2,310 | 3,388 | 2,310 | 3,388 | 1,078- | 31.81- |
| 029 | 24/12 PREM RET | 2,352 | 3,696 | 2,352 | 3,696 | 1,344- | 36.36- |
| 030 | 36/8 PREM RET | 684 | 720 | 684 | 720 | 36- | 5.00- |
| 033 | 24/12 PREM N R | 0 | 203 | 0 | 203 | 203- | 100.00- |
| 038 | 4-6 PREM CAN | 546 | 1,806 | 546 | 1,806 | 1,260- | 69.76- |
| 039 | 12/12 PREM CAN | 770 | 924 | 770 | 924 | 154- | 16.66- |
| 167 | 24/12 RT HN | 42 | 210 | 42 | 210 | 168- | 80.00- |
| 169 | 4-6 CAN HN | 0 | 385 | 0 | 385 | 385- | 100.00- |
| 170 | 12/12 CAN HN | 0 | 770 | 0 | 770 | 770- | 100.00- |
| 064 | 36/8 COCLUB CN | 215 | 160 | 215 | 160 | 55 | 34.37 |
| 065 | 4-6 COCLUB CAN | 91 | 0 | 91 | 0 | 91 | 100.00 |
| 068 | 24/16 COCLUB C | 70 | 0 | 70 | 0 | 70 | 100.00 |
| 069 | 4-6 GOETZ NEAR | 91 | 0 | 91 | 0 | 91 | 100.00 |
| 019 | 24/11 RINGNES | 28 | 109 | 28 | 109 | 81- | 74.31- |
| | GRAIN BELT FULL BARRELS | 177.00 | 205.00 | 177.00 | 205.00 | 28.00- | 13.65- |
| | GRAIN BELT 288 OZ CASES | 8,797.00 | 12,416.00 | 8,797.00 | 12,416.00 | 3,619.00- | 29.14- |
| | WHITE LABEL 288 OZ CASES | .00 | .00 | .00 | .00 | .00 | .00 |
| | HAUENSTEIN 288 OZ CASES | 42.00 | 980.00 | 42.00 | 980.00 | 938.00- | 95.71- |
| | STORZ FULL BARRELS | .00 | .00 | .00 | .00 | .00 | .00 |
| | STORZ 288 OZ CASES | .00 | .00 | .00 | .00 | .00 | .00 |
| | CO CLUB NEAR RINGNES 288OZ | 516.00 | 259.92 | 516.00 | 259.92 | 256.08 | 98.52 |
| | TOTAL FULL BARRELS | 177.00 | 205.00 | 177.00 | 205.00 | 28.00- | 13.65- |
| | TOTAL 288 OZ CASES | 9,355.00 | 13,655.92 | 9,355.00 | 13,655.92 | 4,300.92- | 31.49- |
| | TOTAL BARRELAGE | 855.98 | 1,196.14 | 855.98 | 1,196.14 | 340.16- | 28.43- |

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REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 01/76

| SD | | | MONTHLY CURRENT | MONTHLY LAST YEAR | YEARLY CURRENT | YEARLY LAST YEAR | VARIANCE | % |
|---|---|---|---|---|---|---|---|---|
| | 006 | 1/2 BBL GB 3.2 | 288 | 558 | 288 | 558 | 270- | 48.38- |
| | 007 | 1/4 BBL GB 3.2 | 32 | 80 | 32 | 80 | 48- | 60.00- |
| | 002 | 1/2 BBL GB ST | 156 | 296 | 156 | 296 | 140- | 47.29- |
| | 003 | 1/4 BBL GB ST | 24 | 32 | 24 | 32 | 8- | 25.00- |
| | 047 | 24/12 RA GB 32 | 1,092 | 2,520 | 1,092 | 2,520 | 1,428- | 56.66- |
| | 050 | 36/8 RT GB 32 | 216 | 756 | 216 | 756 | 540- | 71.42- |
| | 055 | 4-6 NR GB 32 | 448 | 1,232 | 448 | 1,232 | 784- | 63.63- |
| | 057 | 12/32 NR GB 32 | 0 | 105 | 0 | 105 | 105- | 100.00- |
| | 061 | 4-6 CAN GB 32 | 1,617 | 2,695 | 1,617 | 2,695 | 1,078- | 40.00- |
| | 056 | 4-6 BKCN GB 32 | 77 | 0 | 77 | 0 | 77 | 100.00 |
| | 062 | 12/12 C GB 32 | 154 | 154 | 154 | 154 | 0 | .00 |
| | 063 | 24/16 C GB 32 | 56 | 56 | 56 | 56 | 0 | .00 |
| | 027 | 24/12 RT A GB | 798 | 1,638 | 798 | 1,638 | 840- | 51.28- |
| | 035 | 4-6 NR GB | 672 | 1,540 | 672 | 1,540 | 868- | 56.36- |
| | 037 | 12/32 NR GB | 35 | 126 | 35 | 126 | 91- | 72.22- |
| | 041 | 4-6 CAN GB | 770 | 2,310 | 770 | 2,310 | 1,540- | 66.66- |
| | 036 | 4-6 BK CN GB | 77 | 77 | 77 | 77 | 0 | .00 |
| | 042 | 12/12 CAN GB | 616 | 616 | 616 | 616 | 0 | .00 |
| | 043 | 24/16 CAN GB | 0 | 222 | 0 | 222 | 222- | 100.00- |
| | 029 | 24/12 PREM RET | 882 | 1,764 | 882 | 1,764 | 882- | 50.00- |
| | 030 | 36/8 PREM RET | 468 | 612 | 468 | 612 | 144- | 23.52- |
| | 038 | 4-6 PREM CAN | 154 | 343 | 154 | 343 | 189- | 55.10- |
| | 152 | 24/12 R WL 32 | 84 | 42 | 84 | 42 | 42 | 100.00 |
| | 153 | 4-6 CAN WL 32 | 10 | 0 | 10 | 0 | 10 | 100.00 |
| | 147 | 24/12 RT WL | 21 | 210 | 21 | 210 | 189- | 90.00- |
| | 173 | 24/12 RT HN 32 | 168 | 0 | 168 | 0 | 168 | 100.00 |
| | 175 | 4-6 CAN HN 32 | 77 | 77 | 77 | 77 | 0 | .00 |
| | 118 | 4-6 CN PR SZ32 | 385 | 462 | 385 | 462 | 77- | 16.66- |
| | 119 | 12/12 PRE SZ32 | 462 | 438 | 462 | 438 | 24 | 5.47 |
| | 076 | 12/32 NR TR | 42 | 84 | 42 | 84 | 42- | 50.00- |
| | 081 | 12/12 CAN T ST | 0 | 154 | 0 | 154 | 154- | 100.00- |
| | 106 | 4-6 CAN PRE SZ | 226 | 539 | 226 | 539 | 313- | 58.07- |
| | 107 | 12/12 CAN PRSZ | 1,232 | 2,618 | 1,232 | 2,618 | 1,386- | 52.94- |
| | 065 | 4-6 COCLUB CAN | 182 | 273 | 182 | 273 | 91- | 33.33- |
| | 068 | 24/16 COCLUB C | 35 | 0 | 35 | 0 | 35 | 100.00 |
| | 019 | 24/11 RINGNES | 0 | 15 | 0 | 15 | 15- | 100.00- |
| | GRAIN BELT FULL BARRELS | | 236.00 | 455.00 | 236.00 | 455.00 | 219.00- | 48.13- |
| | GRAIN BELT 288 OZ CASES | | 7,777.34 | 16,550.67 | 7,777.34 | 16,550.67 | 8,773.33- | 53.00- |
| | WHITE LABEL 288 OZ CASES | | 115.00 | 252.00 | 115.00 | 252.00 | 137.00- | 54.36- |
| | HAUENSTEIN 288 OZ CASES | | 245.00 | 77.00 | 245.00 | 77.00 | 168.00 | 218.18 |
| | STORZ FULL BARRELS | | .00 | .00 | .00 | .00 | .00 | .00 |
| | STORZ 288 OZ CASES | | 1,514.00 | 2,718.00 | 1,514.00 | 2,718.00 | 1,204.00- | 44.29- |
| | CO CLUB NEAR RINGNES 288OZ | | 228.67 | 286.75 | 228.67 | 286.75 | 58.08- | 20.25- |
| | TOTAL FULL BARRELS | | 236.00 | 455.00 | 236.00 | 455.00 | 219.00- | 48.13- |
| | TOTAL 288 OZ CASES | | 9,880.01 | 19,884.42 | 9,880.01 | 19,884.42 | 10,004.41- | 50.31- |

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| | | | | | | |
|---|---|---|---|---|---|---|
| TOTAL BARRELAGE | 953.09 | 1,898.21 | 953.09 | 1,898.21 | 945.12- | 49.79- |

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REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 01/76

| WI | | | MONTHLY CURRENT | MONTHLY LAST YEAR | YEARLY CURRENT | YEARLY LAST YEAR | VARIANCE | % |
|---|---|---|---|---|---|---|---|---|
| 002 | 1/2 BBL GB ST | | 208 | 812 | 208 | 812 | 604- | 74.38- |
| 003 | 1/4 BBL GB ST | | 92 | 131 | 92 | 131 | 39- | 29.77- |
| 010 | 1/2 BBL PREMUM | | 96 | 0 | 96 | 0 | 96 | 100.00 |
| 011 | 1/4 BBL PREMUM | | 4 | 0 | 4 | 0 | 4 | 100.00 |
| 027 | 24/12 RT A GB | | 8,442 | 9,569 | 8,442 | 9,569 | 1,127- | 11.77- |
| 028 | 35/7 RT A GB | | 1,176 | 1,568 | 1,176 | 1,568 | 392- | 25.00- |
| 034 | 24 PK NR GB | | 0 | 112 | 0 | 112 | 112- | 100.00- |
| 035 | 4-6 NR GB | | 392 | 784 | 392 | 784 | 392- | 50.00- |
| 037 | 12/32 NR GB | | 4 | 383 | 4 | 383 | 379- | 98.95- |
| 041 | 4-6 CAN GB | | 1,078 | 1,155 | 1,078 | 1,155 | 77- | 6.66- |
| 036 | 4-6 BK CN GB | | 1,386 | 1,155 | 1,386 | 1,155 | 231 | 20.00 |
| 042 | 12/12 CAN GB | | 16,478 | 8,778 | 16,478 | 8,778 | 7,700 | 87.71 |
| 043 | 24/16 CAN GB | | 56 | 0 | 56 | 0 | 56 | 100.00 |
| 029 | 24/12 PREM RET | | 840 | 1,848 | 840 | 1,848 | 1,008- | 54.54- |
| 030 | 36/8 PREM RET | | 216 | 468 | 216 | 468 | 252- | 53.84- |
| 033 | 24/12 PREM N R | | 0 | 5 | 0 | 5 | 5- | 100.00- |
| 039 | 12/12 PREM CAN | | 770 | 0 | 770 | 0 | 770 | 100.00 |
| 147 | 24/12 RT WL | | 174 | 378 | 174 | 378 | 204- | 53.96- |
| 148 | 4-6 CAN WL | | 52 | 0 | 52 | 0 | 52 | 100.00 |
| 159 | 12/12 CAN WL | | 154 | 0 | 154 | 0 | 154 | 100.00 |
| 167 | 24/12 RT HN | | 3,108 | 3,318 | 3,108 | 3,318 | 210- | 6.32- |
| 169 | 4-6 CAN HN | | 77 | 77 | 77 | 77 | 0 | .00 |
| 106 | 4-6 CAN PRE SZ | | 385 | 0 | 385 | 0 | 385 | 100.00 |
| 069 | 4-6 GOETZ NEAR | | 91 | 91 | 91 | 91 | 0 | .00 |
| GRAIN BELT FULL BARRELS | | | 176.00 | 438.75 | 176.00 | 438.75 | 262.75- | 59.88- |
| GRAIN BELT 288 OZ CASES | | | 22,058.41 | 21,329.55 | 22,058.41 | 21,329.55 | 728.86 | 3.41 |
| WHITE LABEL 288 OZ CASES | | | 303.00 | 378.00 | 303.00 | 378.00 | 75.00- | 19.84- |
| HAUENSTEIN 288 OZ CASES | | | 3,185.00 | 3,395.00 | 3,185.00 | 3,395.00 | 210.00- | 6.18- |
| STORZ FULL BARRELS | | | .00 | .00 | .00 | .00 | .00 | .00 |
| STORZ 288 OZ CASES | | | 385.00 | .00 | 385.00 | .00 | 385.00 | 100.00 |
| CO CLUB NEAR RINGNES 288OZ | | | 91.00 | 91.00 | 91.00 | 91.00 | .00 | .00 |
| TOTAL FULL BARRELS | | | 176.00 | 438.75 | 176.00 | 438.75 | 262.75- | 59.88- |
| TOTAL 288 OZ CASES | | | 26,022.41 | 25,193.55 | 26,022.41 | 25,193.55 | 828.86 | 3.28 |
| TOTAL BARRELAGE | | | 2,064.70 | 2,267.29 | 2,064.70 | 2,267.29 | 202.59- | 8.93- |

Data Documents, Inc. 02

REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 01/76

| WY | MONTHLY CURRENT | MONTHLY LAST YEAR | YEARLY CURRENT | YEARLY LAST YEAR | VARIANCE | % |
|---|---|---|---|---|---|---|
| 041 4-6 CAN GB | 0 | 308 | 0 | 308 | 308- | 100.00- |
| GRAIN BELT FULL BARRELS | .00 | .00 | .00 | .00 | .00 | .00 |
| GRAIN BELT 288 OZ CASES | .00 | 308.00 | .00 | 308.00 | 308.00- | 100.00- |
| WHITE LABEL 288 OZ CASES | .00 | .00 | .00 | .00 | .00 | .00 |
| HAUENSTEIN 288 OZ CASES | .00 | .00 | .00 | .00 | .00 | .00 |
| STORZ FULL BARRELS | .00 | .00 | .00 | .00 | .00 | .00 |
| STORZ 288 OZ CASES | .00 | .00 | .00 | .00 | .00 | .00 |
| CO CLUB NEAR RINGNES 288OZ | .00 | .00 | .00 | .00 | .00 | .00 |
| TOTAL FULL BARRELS | .00 | .00 | .00 | .00 | .00 | .00 |
| TOTAL 288 OZ CASES | .00 | 308.00 | .00 | 308.00 | 308.00- | 100.00- |
| TOTAL BARRELAGE | .00 | 22.35 | .00 | 22.35 | 22.35- | 100.00- |

Data Documents, Inc. 02

DECEMBER

SUMMARY OF COSTS BY CLASSIFICATION

| | DECEMBER 75 | YTD 75 | DECEMBER 74 | YTD 74 | VARIANCE |
|---|---|---|---|---|---|
| WAGES AND SALARIES | AMOUNT | AMOUNT | AMOUNT | AMOUNT | |
| PRODUCTION | 304,808.45 | 2,764,287.75 | 335,077.13 | 2,890,535.64 | 30,268.68-<br>126,247.89- |
| ADVERTISING & SELLING | 31,492.57 | 280,650.54 | 30,028.87 | 228,959.98 | 1,463.70<br>51,690.56 |
| ADMINSTRATIVE | 18,441.39 | 162,635.01 | 22,775.17 | 181,592.82 | 4,333.78-<br>18,957.81- |
| TOTAL WAGES | 354,742.41 | 3,207,573.30 | 387,881.17 | 3,301,088.44 | 33,138.76-<br>93,515.14- |
| SUPPLIES | | | | | |
| PRODUCTION | 369,294.83 | 3,819,289.73 | 437,094.24 | 3,688,625.39 | 67,799.41-<br>130,664.34 |
| SELLING DELIVERY ADMINSTRATIVE | 5,524.27 | 54,652.04 | 5,787.60 | 33,472.10 | 263.33-<br>21,179.94 |
| TOTAL SUPPLIES | 374,819.10 | 3,873,941.77 | 442,881.84 | 3,722,097.49 | 68,062.74-<br>151,844.28 |
| MAINTENANCE | | | | | |
| PRODUCTION LABOR | 4,494.61 | 5,991.89 | 11,937.85 | 12,829.40 | 7,443.24-<br>6,837.51- |
| CONTRACTOR MAINTENANCE | 13,755.88 | 127,197.28 | 18,552.24 | 139,227.89 | 4,796.36-<br>12,030.61- |
| PRODUCTION MATERIAL | 4,620.24 | 135,302.12 | 28,374.69 | 130,957.91 | 23,754.45-<br>4,344.21 |
| SELLING DELIVERY ADMINSTRATIVE | 1,170.78 | 12,207.39 | 1,636.28 | 9,857.37 | 465.50-<br>2,350.02 |
| TOTAL MAINTENANCE | 24,041.51 | 280,698.68 | 60,501.06 | 292,872.57 | 36,459.55-<br>12,173.89- |
| GENERAL | | | | | |
| PRODUCTION | 34,253.54 | 290,197.59 | 37,581.96 | 305,210.68 | 3,328.42-<br>15,013.09- |

Data Documents Inc. 02

SUMMARY OF COSTS BY CLASSIFICATION

| | DECEMBER 75 | YTD 75 | DECEMBER 74 | YTD 74 | VARIANCE |
|---|---|---|---|---|---|
| | 22,084.56 | | 23,286.81 | | 1,202.25- |
| SELLING DELIVERY ADMINSTRATIVE | | 264,724.11 | | 230,517.45 | 34,206.66 |
| | 56,338.10 | | 60,868.77 | | 4,530.67- |
| TOTAL GENERAL | | 554,921.70 | | 535,728.13 | 19,193.57 |
| ADVERTISING | | | | | |
| | 15,819.89 | | 65,006.06 | | 49,186.17- |
| MEDIA | | 730,540.84 | | 763,686.21 | 33,145.37- |
| | 3,933.50- | | 6,111.75 | | 10,045.25- |
| PRODUCTION | | 216,768.03 | | 96,483.54 | 120,284.49 |
| | 11,001.40 | | 23,896.71 | | 12,895.31- |
| SALES PROMOTION | | 144,794.81 | | 222,243.53 | 77,448.72- |
| | 10,208.04 | | 12,440.98 | | 2,232.94- |
| SIGN COST & MAINTENANCE | | 94,821.37 | | 145,330.57 | 50,509.20- |
| | 33,095.83 | | 107,455.50 | | 74,359.67- |
| TOTAL ADVERTISING | | 1,186,925.05 | | 1,227,743.85 | 40,818.80- |
| FIXED | | | | | |
| | 5,791.30 | | 11,616.46 | | 5,825.16- |
| PROPERTY TAXES & LICENSES | | 49,744.25 | | 147,670.49 | 97,926.24- |
| | 11,770.00 | | 12,380.00 | | 610.00- |
| PAYROLL TAXES | | 219,020.00 | | 230,940.00 | 11,920.00- |
| | 5,832.26 | | 5,625.87 | | 206.39 |
| INSURANCE GENERAL | | 45,812.03 | | 46,103.85 | 291.82- |
| | 51,154.84 | | 43,621.76 | | 7,533.08 |
| INSURANCE - EMPLOYEES GROUP | | 377,466.08 | | 368,938.93 | 8,527.15 |
| | 8,700.00 | | 7,500.00 | | 1,200.00 |
| SALARIED PENSION TRUST | | 69,600.00 | | 60,000.00 | 9,600.00 |
| | 3,769.57 | | 4,375.49 | | 605.92- |
| RETIREES PENSION | | 31,096.07 | | 34,778.38 | 3,682.31- |
| | 1,060.13 | | 1,474.09 | | 413.96- |
| RENTALS | | 8,547.59 | | 9,747.45 | 1,199.86- |
| | 6,702.19 | | 38,750.03 | | 32,047.84- |
| DEPRECIATION - PLANT & EQUIPMENT | | 53,969.25 | | 514,620.28 | 460,651.03- |

Data Documents, Inc. 02

SUMMARY OF COSTS BY CLASSIFICATION

| | DECEMBER 75 | YTD 75 | DECEMBER 74 | YTD 74 | VARIANCE |
|---|---|---|---|---|---|
| | 1,217.13 | | 31,921.92 | | 30,704.79- |
| DEPRECIATION - RETURNABLE CONT. | | 8,613.49 | | 386,348.69 | 377,735.20- |
| | 95,997.42 | | 157,265.62 | | 61,268.20- |
| TOTAL FIXED | | 863,868.76 | | 1,799,148.07 | 935,279.31- |

GRAIN BELT BREWERIES, INC. SUMMARY OF COSTS BY CLASSIFICATION

| | | | | | |
|---|---|---|---|---|---|
| | 939,034.37 | | 1,216,853.96 | | 277,819.59- |
| TOTAL COSTS | | 9,967,929.26 | | 10,878,678.55 | 910,749.29- |

Data Documents, Inc. 02

| | DECEMBER 75 | | YTD 75 | | DECEMBER 74 | | YTD 74 | | VARIANCE |
|---|---|---|---|---|---|---|---|---|---|
| BARRELS BREWED | 41,133 | | 470,437 | | 50,906 | | 532,026 | | 9,773-<br>61,589- |
| WAGES AND SALARIES | AMOUNT | PER BBL | AMOUNT | PER BBL | AMOUNT | PER BBL | AMOUNT | PER BBL | |
| BREWHOUSE | 11,145.53 | .2710 | 94,760.45 | .2014 | 11,162.70 | .2193 | 100,119.32 | .1882 | 17.17-<br>5,358.87- |
| FERMENTING | 4,697.22 | .1142 | 37,044.29 | .0787 | 4,437.89 | .0872 | 37,222.30 | .0700 | 259.33<br>178.01- |
| CELLARS | 23,746.48 | .5773 | 182,389.04 | .3877 | 22,800.96 | .4479 | 186,586.45 | .3507 | 945.52<br>4,197.41- |
| LAB AND CLERICAL | 3,737.64 | .0909 | 31,072.72 | .0661 | 4,306.30 | .0846 | 33,533.75 | .0630 | 568.66-<br>2,461.03- |
| SUPERVISION | 7,860.00 | .1911 | 65,919.28 | .1401 | 8,191.66 | .1609 | 64,249.94 | .1208 | 331.66-<br>1,669.34 |
| VACATION | 11,744.86 | .2855 | 61,844.86 | .1315 | 268.57 | .0053 | 44,908.57 | .0844 | 11,476.29<br>16,936.29 |
| HOLIDAY | 1,636.96 | .0398 | 18,296.96 | .0389 | 51.66- | .0010- | 16,348.34 | .0307 | 1,688.62<br>1,948.62 |
| PENSION | 3,194.00 | .0777 | 26,706.50 | .0568 | 3,017.50 | .0593 | 25,330.50 | .0476 | 176.50<br>1,376.00 |
| UNCLASSIFIED | 477.48 | .0116 | 10,599.84 | .0225 | 741.74 | .0146 | 12,079.61 | .0227 | 264.26-<br>1,479.77- |
| TOTAL WAGES | 68,240.17 | 1.6590 | 528,633.94 | 1.1237 | 54,875.66 | 1.0780 | 520,378.78 | .9781 | 13,364.51<br>8,255.16 |
| MATERIALS AND SUPPLIES | | | | | | | | | |
| MALT | 131,826.98 | 3.2049 | 1,610,827.77 | 3.4241 | 179,472.96 | 3.5256 | 1,709,358.92 | 3.2129 | 47,645.98-<br>98,531.15- |
| HOPS DOMESTIC | 6,663.10 | .1620 | 70,766.40 | .1504 | 7,717.50 | .1516 | 85,626.75 | .1609 | 1,054.40-<br>14,860.35- |
| HOPS IMPORTED | .00 | .0000 | 40,459.50 | .0860 | 8,904.00 | .1749 | 96,627.50 | .1816 | 8,904.00-<br>56,168.00- |
| HOPS CASCADE | 4,894.50 | .1190 | 19,529.90 | .0415 | .00 | .0000 | 1,408.44 | .0026 | 4,894.50<br>18,121.46 |
| NU-BRU | 89,713.15 | 2.1811 | 959,741.10 | 2.0401 | 88,972.70 | 1.7478 | 753,754.29 | 1.4168 | 740.45<br>205,986.81 |

| | DECEMBER 75 | | YTD 75 | | DECEMBER 74 | | YTD 74 | | VARIANCE |
|---|---|---|---|---|---|---|---|---|---|
| GLUCOSE | 13,572.00 | .3300 | 87,054.50 | .1851 | 15,971.13 | .3137 | 117,470.03 | .2208 | 2,399.13-<br>30,415.53- |
| TREATING | 18,748.71 | .4558 | 195,204.89 | .4149 | 17,884.61 | .3513 | 188,974.05 | .3552 | 864.10<br>6,230.84 |
| FILTERING | 1,004.21 | .0244 | 8,474.70 | .0180 | 930.06 | .0183 | 9,044.58 | .0170 | 74.15<br>569.88- |
| SUNDRY MATERIAL | 2,110.80 | .0513 | 29,388.10 | .0625 | 2,758.81 | .0542 | 26,151.23 | .0492 | 648.01-<br>3,236.87 |
| BY PRODUCT SALES | 10,955.70- | .2663- | 112,990.27- | .2402- | 17,995.82- | .3535- | 172,616.32- | .3245- | 7,040.12<br>59,626.05 |
| GRAIN DRYING | 6,752.93 | .1642 | 46,550.23 | .0990 | 5,158.71 | .1013 | 50,194.75 | .0943 | 1,594.22<br>3,644.52- |
| LAB SUPPLIES | 135.56 | .0033 | 2,416.93 | .0051 | 323.79 | .0064 | 2,020.91 | .0038 | 188.23-<br>396.02 |
| UNCLASSIFIED | 6,461.90 | .1571 | 89,655.37 | .1906 | 8,048.08 | .1581 | 75,162.93 | .1413 | 1,586.18-<br>14,492.44 |
| TOTAL MATERIALS | 270,928.14 | 6.5866 | 3,047,079.12 | 6.4771 | 318,146.53 | 6.2497 | 2,943,178.06 | 5.5320 | 47,218.39-<br>103,901.06 |
| MAINTENANCE | | | | | | | | | |
| BUILDING MATERIAL | 62.30 | .0015 | 418.90 | .0009 | 300.00 | .0059 | 1,533.78 | .0029 | 237.70-<br>1,114.88- |
| MACHINERY MATERIAL | 1,353.58 | .0329 | 17,678.51 | .0376 | 2,503.83 | .0492 | 15,580.48 | .0293 | 1,150.25-<br>2,098.03 |
| TANKS MATERIAL | .00 | .0000 | 156.00 | .0003 | .00 | .0000 | 1,918.78 | .0036 | .00<br>1,762.78- |
| TANKS LABOR | .00 | .0000 | .00 | .0000 | .00 | .0000 | 891.55 | .0017 | .00<br>891.55- |
| CONTRACTORS | 1,834.00 | .0446 | 21,772.41 | .0463 | 366.06 | .0072 | 22,236.60 | .0418 | 1,467.94<br>464.19- |
| TOTAL MAINTENANCE | 3,249.88 | .0790 | 40,025.82 | .0851 | 3,169.89 | .0623 | 42,161.19 | .0792 | 79.99<br>2,135.37- |
| GENERAL | | | | | | | | | |
| BEER CONSUMED | 294.00 | .0071 | 3,108.10 | .0066 | 341.50 | .0067 | 2,942.10 | .0055 | 47.50-<br>166.00 |

Data Documents, Inc. 02

| | DECEMBER 75 | | YTD 75 | | DECEMBER 74 | | YTD 74 | | VARIANCE |
|---|---|---|---|---|---|---|---|---|---|
| UTILITIES DIRECT CHGE. | 9,404.00 | .2286 | 68,654.50 | .1459 | 7,944.66 | .1561 | 63,489.32 | .1193 | 1,459.34<br>5,165.18 |
| POWER PLANT ALLOCATION | 79,838.52 | 1.9410 | 511,451.15 | 1.0872 | 79,298.42 | 1.5577 | 518,808.02 | .9752 | 540.10<br>7,356.87- |
| GENERAL PLANT ALLOC. | 17,648.62 | .4291 | 186,472.78 | .3964 | 24,170.25 | .4748 | 204,087.43 | .3836 | 6,521.63-<br>17,614.65- |
| UNCLASSIFIED | 1,165.05 | .0283 | 9,535.55 | .0203 | 2,020.64 | .0397 | 11,201.12 | .0211 | 855.59-<br>1,665.57- |
| TOTAL GENERAL | 108,350.19 | 2.6341 | 779,222.08 | 1.6564 | 113,775.47 | 2.2350 | 800,527.99 | 1.5047 | 5,425.28-<br>21,305.91- |
| FIXED | | | | | | | | | |
| TAXES & LICENSES | 1,700.00 | .0413 | 15,493.33 | .0329 | 3,250.00 | .0638 | 45,320.00 | .0852 | 1,550.00-<br>29,826.67- |
| TAXES PAYROLL | 1,300.00 | .0316 | 29,400.00 | .0625 | 1,450.00 | .0285 | 31,700.00 | .0596 | 150.00-<br>2,300.00- |
| INSURANCE GENERAL | 1,482.00 | .0360 | 11,897.16 | .0253 | 1,479.83 | .0291 | 12,144.04 | .0228 | 2.17<br>246.88- |
| INSURANCE EMPLOYEES | 8,981.71 | .2184 | 66,754.33 | .1419 | 7,528.68 | .1479 | 60,529.44 | .1138 | 1,453.03<br>6,224.89 |
| PENSION TRUST | 1,365.00 | .0332 | 10,920.00 | .0232 | 1,030.00 | .0202 | 8,240.00 | .0155 | 335.00<br>2,680.00 |
| RETIREES PENSION | 491.67 | .0120 | 4,013.36 | .0085 | 501.67 | .0099 | 4,013.36 | .0075 | 10.00-<br>.00 |
| DEPRECIATION BUILDINGS | 600.00 | .0146 | 4,800.00 | .0102 | 2,843.09 | .0558 | 42,772.77 | .0804 | 2,243.09-<br>37,972.77- |
| DEPRECIATION MACHINERY | 1,413.94 | .0344 | 11,279.05 | .0240 | 8,827.59 | .1734 | 127,190.23 | .2391 | 7,413.65-<br>115,911.18- |
| DEPRECIATION TANKS | 420.83 | .0102 | 3,366.68 | .0072 | 2,258.40 | .0444 | 30,714.28 | .0577 | 1,837.57-<br>27,347.60- |
| TOTAL FIXED | 17,755.15 | .4317 | 157,923.91 | .3357 | 29,169.26 | .5730 | 362,624.12 | .6816 | 11,414.11-<br>204,700.21- |
| COST OF BREWING | | | | | | | | | |
| TOTAL COST | 468,523.53 | 11.3905 | 4,552,884.87 | 9.6780 | 519,136.81 | 10.1979 | 4,668,870.14 | 8.7756 | 50,613.28-<br>115,985.27- |

| | DECEMBER 75 | YTD 75 | DECEMBER 74 | YTD 74 | VARIANCE |
|---|---|---|---|---|---|

Data Documents, Inc. 02

| | DECEMBER 75 | | YTD 75 | | DECEMBER 74 | | YTD 74 | | VARIANCE |
|---|---|---|---|---|---|---|---|---|---|
| BARRELS RACKED | 9,146 | | 102,485 | | 10,802 | | 120,386 | | 1,656-<br>17,901- |
| WAGES AND SALARIES | AMOUNT | PER BBL | AMOUNT | PER BBL | AMOUNT | PER BBL | AMOUNT | PER BBL | |
| KEG FILLING | 2,076.68 | .2271 | 17,116.99 | .1670 | 1,865.18 | .1727 | 18,176.05 | .1510 | 211.50<br>1,059.06- |
| RACKING FLOORMEN | 3,978.87 | .4350 | 31,603.23 | .3084 | 3,824.34 | .3540 | 34,118.03 | .2834 | 154.53<br>2,514.80- |
| KEG WASHING | 4,257.87 | .4655 | 34,006.37 | .3318 | 4,440.35 | .4111 | 34,446.18 | .2861 | 182.48-<br>439.81- |
| WASHHOUSE FLOORMEN | 1,510.54 | .1652 | 12,666.12 | .1236 | 2,134.57 | .1976 | 15,629.77 | .1298 | 624.03-<br>2,963.65- |
| LOAD & UNLOAD | 2,008.16 | .2196 | 18,269.32 | .1783 | 2,437.65 | .2257 | 21,401.04 | .1778 | 429.49-<br>3,131.72- |
| SUPERVISION | 601.45 | .0658 | 5,085.56 | .0496 | 601.30 | .0557 | 4,769.10 | .0396 | .15<br>316.46 |
| HOLIDAY | 125.67- | .0137- | 5,774.33 | .0563 | 413.24 | .0383 | 6,913.24 | .0574 | 538.91-<br>1,138.91- |
| VACATION | 1,838.87- | .2011- | 10,911.13 | .1065 | 192.01- | .0178- | 13,957.99 | .1159 | 1,646.86-<br>3,046.86- |
| PENSION | 591.00 | .0646 | 6,049.50 | .0590 | 700.00 | .0648 | 7,085.25 | .0589 | 109.00-<br>1,035.75- |
| TOTAL WAGES | 13,060.03 | 1.4279 | 141,482.55 | 1.3805 | 16,224.62 | 1.5020 | 156,496.65 | 1.3000 | 3,164.59-<br>15,014.10- |
| MATERIALS AND SUPPLIES | | | | | | | | | |
| BUNGS | 772.66 | .0845 | 8,242.34 | .0804 | 870.53 | .0806 | 9,946.27 | .0826 | 97.87-<br>1,703.93- |
| UNCLASSIFIED | 1,088.98 | .1191 | 23,894.74 | .2332 | 2,760.48 | .2556 | 28,180.63 | .2341 | 1,671.50-<br>4,285.89- |
| TOTAL MATERIALS | 1,861.64 | .2035 | 32,137.08 | .3136 | 3,631.01 | .3361 | 38,126.90 | .3167 | 1,769.37-<br>5,989.82- |
| MAINTENANCE | | | | | | | | | |
| BUILDING MATL. | .00 | .0000 | 173.57 | .0017 | .00 | .0000 | 439.43- | .0037- | .00<br>613.00 |

Data Document, Inc. 02

| | DECEMBER 75 | | YTD 75 | | DECEMBER 74 | | YTD 74 | | VARIANCE |
|---|---|---|---|---|---|---|---|---|---|
| MACHINERY MATL. | 565.24 | .0618 | 5,351.38 | .0522 | 156.51 | .0145 | 3,314.12 | .0275 | 408.73<br>2,037.26 |
| KEGS MATERIAL | 24.00- | .0026- | 43.00- | .0004- | .00 | .0000 | 42.12- | .0003- | 24.00-<br>.88- |
| CONTRACTORS | 1,552.28 | .1697 | 7,803.01 | .0761 | 778.59 | .0721 | 8,245.46 | .0685 | 773.69<br>442.45- |
| TOTAL MAINTENANCE | 2,093.52 | .2289 | 13,284.96 | .1296 | 935.10 | .0866 | 11,078.03 | .0920 | 1,158.42<br>2,206.93 |
| GENERAL | | | | | | | | | |
| UTILITIES DIRECT CHGE. | 721.23 | .0789 | 6,081.48 | .0593 | 668.90 | .0619 | 5,489.58 | .0456 | 52.33<br>591.90 |
| POWER PLANT ALLOCATION | 10,566.86 | 1.1554 | 67,692.07 | .6605 | 10,495.38 | .9716 | 68,665.77 | .5704 | 71.48<br>973.70- |
| MAINTENANCE ETC. | 5,294.58 | .5789 | 55,941.82 | .5459 | 7,251.07 | .6713 | 61,226.22 | .5086 | 1,956.49-<br>5,284.40- |
| UNCLASSIFIED L | 86.71 | .0095 | 127.96 | .0012 | 74.08 | .0069 | 267.33 | .0022 | 12.63<br>139.37- |
| TOTAL GENERAL | 16,669.38 | 1.8226 | 129,843.33 | 1.2669 | 18,489.43 | 1.7117 | 135,648.90 | 1.1268 | 1,820.05-<br>5,805.57- |
| FIXED | | | | | | | | | |
| TAXES & LICENSES | 300.00 | .0328 | 3,000.00 | .0293 | 1,050.00 | .0972 | 10,950.00 | .0910 | 750.00-<br>7,950.00- |
| TAXES PAYROLL | 500.00 | .0547 | 9,920.00 | .0968 | 550.00 | .0509 | 10,070.00 | .0836 | 50.00-<br>150.00- |
| INSURANCE GENERAL | 402.00 | .0440 | 3,148.90 | .0307 | 382.23 | .0354 | 3,124.36 | .0260 | 19.77<br>24.54 |
| INSURANCE EMPLOYEES | 2,337.56 | .2556 | 16,720.48 | .1632 | 1,940.64 | .1797 | 15,564.48 | .1293 | 396.92<br>1,156.00 |
| RETIREES PENSION | 291.40 | .0319 | 2,397.33 | .0234 | 476.40 | .0441 | 3,406.20 | .0283 | 185.00-<br>1,008.87- |
| DEPRECIATION BUILDINGS | 140.00 | .0153 | 1,120.00 | .0109 | 850.79 | .0788 | 8,872.36 | .0737 | 710.79-<br>7,752.36- |
| DEPRECIATION MACHINERY | 195.31 | .0214 | 1,562.51 | .0152 | 1,368.59 | .1267 | 15,811.75 | .1313 | 1,173.28-<br>14,249.24- |

Data Documents, Inc. 02

| | DECEMBER 75 | | YTD 75 | | DECEMBER 74 | | YTD 74 | | VARIANCE |
|---|---|---|---|---|---|---|---|---|---|
| DEPRECIATION KEGS | .00 | .0000 | .00 | .0000 | 10,628.38 | .9839 | 112,639.00 | .9356 | 10,628.38-<br>112,639.00- |
| TOTAL FIXED | 4,166.27 | .4555 | 37,869.22 | .3695 | 17,247.03 | 1.5967 | 180,438.15 | 1.4988 | 13,080.76-<br>142,568.93- |
| COST OF RACKING | | | | | | | | | |
| TOTAL TOTAL | 37,850.84 | 4.1385 | 354,617.14 | 3.4602 | 56,527.19 | 5.2330 | 521,788.63 | 4.3343 | 18,676.35-<br>167,171.49- |
| BEER FROM CELLARS | 98,779.50 | 10.8003 | 989,063.11 | 9.6508 | 105,859.60 | 9.8000 | 1,047,795.75 | 8.7036 | 7,080.10-<br>58,732.64- |
| TOTAL KEG BEER COST | 136,630.34 | 14.9388 | 1,343,680.25 | 13.1110 | 162,386.79 | 15.0330 | 1,569,584.38 | 13.0379 | 25,756.45-<br>225,904.13- |

Data Documents, Inc. 02

| | DECEMBER 75 | | YTD 75 | | DECEMBER 74 | | YTD 74 | | VARIANCE |
|---|---|---|---|---|---|---|---|---|---|
| BARRELS BOTTLED | 38,625 | | 383,159 | | 46,640 | | 417,304 | | 8,015-<br>34,145- |
| CASES BOTTLED | 517,254 | | 5,136,125 | | 618,835 | | 5,530,404 | | 101,581-<br>394,279- |
| WAGES AND SALARIES | AMOUNT | PER CASE | AMOUNT | PER CASE | AMOUNT | PER CASE | AMOUNT | PER CASE | |
| BOTTLEHOUSE LINES ETC. | 57,673.30 | .1115 | 546,771.29 | .1064 | 89,562.72 | .1447 | 620,632.65 | .1122 | 31,889.42-<br>73,861.36- |
| GOV. CELLAR | 2,379.65 | .0046 | 19,358.35 | .0037 | 3,336.40 | .0054 | 23,777.44 | .0043 | 956.75-<br>4,419.09- |
| ASSEMBLING CASES MISC. | 6,031.28 | .0116 | 51,188.77 | .0099 | 9,474.50 | .0153 | 49,891.15 | .0090 | 3,443.22-<br>1,297.62 |
| CLEANUP | 13,259.96 | .0256 | 110,306.09 | .0214 | 16,340.89 | .0264 | 118,258.19 | .0213 | 3,080.93-<br>7,952.10- |
| OILERS | 3,137.15 | .0060 | 23,756.74 | .0046 | 4,335.34 | .0070 | 22,447.13 | .0040 | 1,198.19-<br>1,309.61 |
| LOADING | 3,419.43 | .0066 | 38,928.07 | .0075 | 5,198.10 | .0084 | 44,170.68 | .0079 | 1,778.67-<br>5,242.61- |
| UNLOADING | 5,216.85 | .0100 | 50,812.93 | .0099 | 6,518.71 | .0105 | 63,090.65 | .0114 | 1,301.86-<br>12,277.72- |
| SORTING | 7,802.56 | .0150 | 75,144.42 | .0146 | 9,107.11 | .0147 | 86,336.87 | .0156 | 1,304.55-<br>11,192.45- |
| CLERICAL BOTTLING | 834.62 | .0016 | 10,016.35 | .0019 | 1,391.01 | .0022 | 10,920.87 | .0019 | 556.39-<br>904.52- |
| CLERICAL WAREHOUSE | 3,744.00 | .0072 | 33,025.38 | .0064 | 3,821.51 | .0061 | 31,413.99 | .0056 | 77.51-<br>1,611.39 |
| FOREMEN BOTTLING | 10,717.50 | .0207 | 84,215.04 | .0164 | 10,209.18 | .0165 | 84,148.32 | .0152 | 508.32<br>66.72 |
| FOREMEN WAREHOUSE | 5,540.00 | .0107 | 43,420.06 | .0084 | 5,240.02 | .0084 | 41,020.04 | .0074 | 299.98<br>2,400.02 |
| VACATION | 15,369.81 | .0297 | 173,069.81 | .0337 | 3,949.03 | .0063 | 165,329.03 | .0299 | 11,420.78<br>7,740.78 |
| HOLIDAY | 1,349.72 | .0026 | 58,389.72 | .0113 | 2,199.30 | .0035 | 61,419.30 | .0111 | 849.58-<br>3,029.58- |
| PENSION | 7,761.25 | .0150 | 76,247.25 | .0148 | 8,212.50 | .0132 | 75,149.75 | .0135 | 451.25-<br>1,097.50 |

Data Documents, Inc. 02

| | DECEMBER 75 | | YTD 75 | | DECEMBER 74 | | YTD 74 | | VARIANCE |
|---|---|---|---|---|---|---|---|---|---|
| TOTAL WAGES | 144,237.08 | .2788 | 1,394,650.27 | .2715 | 178,896.32 | .2890 | 1,498,006.06 | .2708 | 34,659.24-<br>103,355.79- |
| MATERIALS AND SUPPLIES | | | | | | | | | |
| CROWNS | 17,244.90 | .0333 | 178,413.55 | .0347 | 19,543.90 | .0315 | 142,879.55 | .0258 | 2,299.00-<br>35,534.00 |
| LABELS | 15,511.87 | .0299 | 162,786.04 | .0317 | 14,798.28 | .0239 | 149,286.21 | .0270 | 713.59<br>13,499.83 |
| CAUSTIC | 2,610.00 | .0050 | 24,962.65 | .0048 | 4,925.07 | .0079 | 32,132.59 | .0058 | 2,315.07-<br>7,169.94- |
| PARTITIONS, ETC. | 979.68 | .0019 | 12,380.55 | .0024 | 1,039.46 | .0016 | 21,866.40 | .0039 | 59.78-<br>9,485.85- |
| BY PRODUCT SALES | 57.30 | .0001 | 228.95 | .0000 | 710.29- | .0011- | 2,613.12- | .0004- | 767.59<br>2,842.07 |
| UNCLASSIFIED | 740.68- | .0014- | 49,967.89 | .0097 | 10,461.78 | .0169 | 60,610.33 | .0109 | 11,202.46-<br>10,642.44- |
| TOTAL MATERIALS | 35,663.07 | .0689 | 428,739.63 | .0834 | 50,058.20 | .0809 | 404,161.96 | .0730 | 14,395.13-<br>24,577.67 |
| MAINTENANCE | | | | | | | | | |
| BOTTLEHOUSE BLDG MATL. | 175.60 | .0003 | 1,163.11 | .0002 | 165.00 | .0002 | 1,049.83 | .0001 | 10.60<br>113.28 |
| BOTTLEHOUSE MACH MATL. | 1,269.18 | .0024 | 75,246.21 | .0146 | 22,275.79 | .0360 | 102,362.78 | .0185 | 21,006.61-<br>27,116.57- |
| BOTTLEHOUSE MACH LABOR | 4,494.61 | .0086 | 5,991.89 | .0011 | 11,937.85 | .0193 | 11,937.85 | .0021 | 7,443.24-<br>5,945.96- |
| WAREHOUSE BLDG MATL. | 80.41 | .0001 | 80.41 | .0000 | .00 | .0000 | 8,550.63- | .0015- | 80.41<br>8,631.04 |
| WAREHOUSE MACH MATL. | 210.47 | .0004 | 3,184.96 | .0006 | 272.34 | .0004 | 2,069.11 | .0003 | 61.87-<br>1,115.85 |
| CONTRACTORS | 7,796.95 | .0150 | 74,855.92 | .0145 | 11,510.78 | .0186 | 80,511.99 | .0145 | 3,713.83-<br>5,656.07- |
| TOTAL MAINTENANCE | 14,027.22 | .0271 | 160,522.50 | .0312 | 46,161.76 | .0746 | 189,380.93 | .0342 | 32,134.54-<br>28,858.43- |
| GENERAL | | | | | | | | | |

Data Documents Inc. 02

| | DECEMBER 75 | | YTD 75 | | DECEMBER 74 | | YTD 74 | | VARIANCE |
|---|---|---|---|---|---|---|---|---|---|
| BEER CONSUMED | 546.00 | .0010 | 4,126.10 | .0008 | 688.50 | .0011 | 4,276.85 | .0007 | 142.50-<br>150.75- |
| UTILITIES DIRECT CHGE. | 4,304.08 | .0083 | 39,268.71 | .0076 | 4,431.23 | .0071 | 34,681.70 | .0062 | 127.15-<br>4,587.01 |
| POWER PLANT ALLOCATION | 27,004.21 | .0522 | 172,990.83 | .0336 | 26,821.53 | .0433 | 175,479.18 | .0317 | 182.68<br>2,488.35- |
| PLANT MAINTENANCE ETC. | 35,885.52 | .0693 | 379,161.29 | .0738 | 49,146.17 | .0794 | 414,977.78 | .0750 | 13,260.65-<br>35,816.49- |
| UNCLASSIFIED | 2,273.73 | .0044 | 7,221.64 | .0014 | 2,377.16 | .0038 | 4,512.72 | .0008 | 103.43-<br>2,708.92 |
| TOTAL GENERAL | 70,013.54 | .1353 | 602,768.57 | .1173 | 83,464.59 | .1348 | 633,928.23 | .1146 | 13,451.05-<br>31,159.66- |
| FIXED | | | | | | | | | |
| TAXES & LICENSES | 2,200.00 | .0042 | 19,930.00 | .0038 | 5,700.00 | .0092 | 70,310.00 | .0127 | 3,500.00-<br>50,380.00- |
| TAXES PAYROLL | 4,450.00 | .0086 | 103,580.00 | .0201 | 4,800.00 | .0077 | 113,630.00 | .0205 | 350.00-<br>10,050.00- |
| INSURANCE GENERAL | 1,079.00 | .0020 | 8,497.75 | .0016 | 1,033.39 | .0016 | 8,448.88 | .0015 | 45.61<br>48.87 |
| INSURANCE EMPLOYEES | 25,229.77 | .0487 | 182,723.36 | .0355 | 21,890.25 | .0353 | 190,924.32 | .0345 | 3,339.52<br>8,200.96- |
| PENSION TRUST | 2,200.00 | .0042 | 17,600.00 | .0034 | 1,965.00 | .0031 | 15,720.00 | .0028 | 235.00<br>1,880.00 |
| RETIREES PENSION | 1,496.12 | .0029 | 12,762.34 | .0024 | 1,907.04 | .0030 | 15,408.28 | .0027 | 410.92-<br>2,645.94- |
| RENTALS | 524.99 | .0010 | 4,325.29 | .0008 | 894.00 | .0014 | 4,569.01 | .0008 | 369.01-<br>243.72- |
| DEPRECIATION BH BLDG. | 303.75 | .0005 | 2,430.00 | .0004 | 1,766.43 | .0028 | 21,785.96 | .0039 | 1,462.68-<br>19,355.96- |
| DEPRECIATION WH BLDG. | 98.33 | .0002 | 902.98 | .0001 | 819.93 | .0013 | 10,437.83 | .0018 | 721.60-<br>9,534.85- |
| DEPRECIATION BH MACH. | 2,565.63 | .0049 | 20,524.98 | .0040 | 12,309.21 | .0199 | 157,218.72 | .0284 | 9,743.58-<br>136,693.74- |
| DEPRECIATION WH MACH. | 37.50 | .0000 | 300.00 | .0000 | 231.32 | .0003 | 2,852.94 | .0005 | 193.82-<br>2,552.94- |

Data Documents, Inc. 02

| | DECEMBER 75 | | YTD 75 | | DECEMBER 74 | | YTD 74 | | VARIANCE |
|---|---|---|---|---|---|---|---|---|---|
| DEPRECIATION LIFT TRKS | 241.67 | .0004 | 1,933.32 | .0003 | 2,158.02 | .0034 | 26,615.58 | .0048 | 1,916.35-<br>24,682.26- |
| DEPRECIATION CARTONS | 1,217.13 | .0023 | 8,613.49 | .0016 | 11,607.44 | .0187 | 152,325.19 | .0275 | 10,390.31-<br>143,711.70- |
| DEPRECIATION BOTTLES | .00 | .0000 | .00 | .0000 | 9,686.10 | .0156 | 121,384.50 | .0219 | 9,686.10-<br>121,384.50- |
| TOTAL FIXED | 41,643.89 | .0805 | 384,123.51 | .0747 | 76,768.13 | .1240 | 911,631.21 | .1648 | 35,124.24-<br>527,507.70- |
| ---------- | | | | | | | | | |
| TOTAL TOTAL | 305,584.80 | .5907 | 2,970,804.48 | .5784 | 435,349.00 | .7035 | 3,637,108.39 | .6576 | 129,764.20-<br>666,303.91- |
| BEER FROM CELLARS | 417,150.00 | .8064 | 3,704,888.50 | .7213 | 457,072.00 | .7386 | 3,638,044.80 | .6578 | 39,922.00-<br>66,843.70 |
| TOTAL CASE BEER COST | 722,734.80 | 1.3972 | 6,675,692.98 | 1.2997 | 892,421.00 | 1.4421 | 7,275,153.19 | 1.3154 | 169,686.20-<br>599,460.21- |

Data Documents Inc. 02

| | DECEMBER 75 | YTD 75 | DECEMBER 74 | YTD 74 | VARIANCE |
|---|---|---|---|---|---|
| WAGES AND SALARIES | AMOUNT | AMOUNT | AMOUNT | AMOUNT | |
| ENGINEERS | 14,650.92 | 111,367.37 | 13,839.36 | 105,147.27 | 811.56<br>6,220.10 |
| FIREMEN & OILERS | 17,270.77 | 127,854.11 | 14,707.78 | 127,559.54 | 2,562.99<br>294.57 |
| VACATION | 3,931.13 | 28,811.13 | 3,588.10 | 28,468.10 | 343.03<br>343.03 |
| HOLIDAY | 656.28 | 8,446.28 | 313.16 | 7,953.16 | 343.12<br>493.12 |
| PENSION | 1,085.25 | 9,145.00 | 1,109.00 | 8,078.50 | 23.75-<br>1,066.50 |
| TOTAL WAGES | 37,594.35 | 285,623.89 | 33,557.40 | 277,206.57 | 4,036.95<br>8,417.32 |
| MATERIALS AND SUPPLIES | | | | | |
| FUEL | 59,334.61 | 236,919.70 | 54,761.10 | 216,124.25 | 4,573.51<br>20,795.45 |
| AMMONIA & WATER | 453.00 | 16,938.80 | 1,032.00 | 13,576.49 | 579.00-<br>3,362.31 |
| OIL, GREASE ETC. | .00 | 567.88 | .00 | 695.20 | .00<br>127.32- |
| UNCLASSIFIED | 16.74 | 401.55 | 34.38 | 494.18 | 17.64-<br>92.63- |
| TOTAL MATERIALS | 59,804.35 | 254,827.93 | 55,827.48 | 230,890.12 | 3,976.87<br>23,937.81 |
| MAINTENANCE | | | | | |
| MACHINERY MATL. | 927.46 | 26,935.92 | 1,447.74 | 4,275.28 | 520.28-<br>22,660.64 |
| ICE MACHINE MATL. | .00 | 1,046.00 | 1,031.72 | 3,251.32 | 1,031.72-<br>2,205.32- |
| WELLS MATL. | .00 | 2,865.74 | 153.87 | 2,912.53 | 153.87-<br>46.79- |

Data Documents, Inc. 02

| | DECEMBER 75 | YTD 75 | DECEMBER 74 | YTD 74 | VARIANCE |
|---|---|---|---|---|---|
| CONTRACTORS | 1,265.37 | 8,043.94 | 3,134.20 | 13,093.11 | 1,868.83-<br>5,049.17- |
| TOTAL MAINTENANCE | 2,192.83 | 38,891.60 | 5,767.53 | 23,532.24 | 3,574.70-<br>15,359.36 |
| GENERAL | | | | | |
| UTILITIES DIRECT CHGE. | 6,404.00 | 54,154.50 | 5,944.66 | 48,789.32 | 459.34<br>5,365.18 |
| SEWAGE | 6,000.00 | 72,000.00 | 8,000.00 | 97,500.00 | 2,000.00-<br>25,500.00- |
| UNCLASSIFIED | 168.25 | 579.93 | 105.71 | 993.91 | 62.54<br>413.98- |
| TOTAL GENERAL | 12,572.25 | 126,734.43 | 14,050.37 | 147,283.23 | 1,478.12-<br>20,548.80- |
| FIXED | | | | | |
| TAXES & LICENSES | 200.00 | 1,530.00 | 200.00 | 2,750.00 | .00<br>1,220.00- |
| TAXES PAYROLL | 930.00 | 13,240.00 | 1,130.00 | 14,240.00 | 200.00-<br>1,000.00- |
| INSURANCE GENERAL | 904.25 | 7,303.69 | 881.28 | 7,266.37 | 22.97<br>37.32 |
| INSURANCE EMPLOYEES | 2,830.00 | 20,930.00 | 2,295.00 | 17,810.00 | 535.00<br>3,120.00 |
| RETIREES PENSION | 30.00 | 240.00 | 30.00 | 240.00 | .00<br>.00 |
| DEPRECIATION BUILDING | 41.67 | 333.32 | 291.32 | 3,962.05 | 249.65-<br>3,628.73- |
| DEPRECIATION MACHINERY | 170.31 | 1,362.51 | 910.65 | 15,001.69 | 740.34-<br>13,639.18- |
| DEPRECIATION ICE MACH. | 62.50 | 500.00 | 738.34 | 10,041.55 | 675.84-<br>9,541.55- |
| DEPRECIATION WELLS | 77.08 | 616.68 | 935.96 | 12,729.15 | 858.88-<br>12,112.47- |
| TOTAL FIXED | 5,245.81 | 46,056.20 | 7,412.55 | 84,040.81 | 2,166.74-<br>37,984.61- |

| | DECEMBER 75 | YTD 75 | DECEMBER 74 | YTD 74 | VARIANCE |
|---|---|---|---|---|---|
| POWER PLANT | | | | | |
| ALLOCATED TO BREWING RACKING AND BOTTLING | 117,409.59 | 752,134.05 | 116,615.33 | 762,952.97 | 794.26<br>10,818.92- |

Data Documents, Inc. 02

| | DECEMBER 75 | YTD 75 | DECEMBER 74 | YTD 74 | VARIANCE |
|---|---|---|---|---|---|
| WAGES AND SALARIES | AMOUNT | AMOUNT | AMOUNT | AMOUNT | |
| | 4,072.12 | | 6,771.82 | | 2,699.70- |
| CARPENTERS | | 44,590.28 | | 54,280.22 | 9,689.94- |
| | 13,462.24 | | 15,800.53 | | 2,338.29- |
| MACHINISTS | | 133,010.87 | | 151,946.52 | 18,935.65- |
| | 6,454.46 | | 8,957.55 | | 2,503.09- |
| PLUMBERS | | 74,328.12 | | 76,745.21 | 2,417.09- |
| | 2,052.43 | | 2,133.08 | | 80.65- |
| ELECTRICIANS | | 13,530.98 | | 14,010.28 | 479.30- |
| | 4,898.00 | | 4,141.66 | | 756.34 |
| JANITORS & WATCHMEN | | 36,010.25 | | 34,890.63 | 1,119.62 |
| | 1,189.50 | | 1,327.80 | | 138.30- |
| LABORERS | | 10,468.03 | | 10,979.65 | 511.62- |
| | 2,788.03 | | 2,362.46 | | 425.57 |
| PAYROLL & CLERICAL | | 21,575.18 | | 18,904.87 | 2,670.31 |
| | 2,700.00 | | 2,566.66 | | 133.34 |
| FOREMEN | | 19,145.44 | | 20,083.28 | 937.84- |
| | 885.44 | | 2,698.62 | | 1,813.18- |
| VACATION | | 25,065.44 | | 27,238.62 | 2,173.18- |
| | 6.63- | | 71.70 | | 78.33- |
| HOLIDAY | | 9,663.37 | | 9,641.70 | 21.67 |
| | 1,709.33 | | 2,162.92 | | 453.59- |
| PENSION | | 16,584.90 | | 16,875.98 | 291.08- |
| | 1,471.90 | | 2,655.76 | | 1,183.86- |
| UNCLASSIFIED | | 19,917.19 | | 22,051.56 | 2,134.37- |
| | .00 | | 127.43- | | 127.43 |
| WAGES CAPITALIZED, ETC | | 9,992.95- | | 19,200.94- | 9,207.99 |
| | 41,676.82 | | 51,523.13 | | 9,846.31- |
| TOTAL WAGES | | 413,897.10 | | 438,447.58 | 24,550.48- |
| MATERIALS AND SUPPLIES | | | | | |
| | 75.61 | | 3,802.98 | | 3,727.37- |
| CARPENTRY | | 11,378.62 | | 17,456.11 | 6,077.49- |

| | DECEMBER 75 | YTD 75 | DECEMBER 74 | YTD 74 | VARIANCE |
|---|---|---|---|---|---|
| AUTOMOTIVE | 101.82 | 790.02 | 111.38 | 731.53 | 9.56-<br>58.49 |
| MACHINAL | 197.87 | 11,048.62 | 1,218.40 | 10,230.88 | 1,020.53-<br>817.74 |
| PLUMBING | 259.57 | 17,414.31 | 1,201.71 | 21,473.12 | 942.14-<br>4,058.81- |
| ELECTRICAL | 179.66 | 11,769.04 | 1,258.51 | 17,060.18 | 1,078.85-<br>5,291.14- |
| UNCLASSIFIED | 223.10 | 4,105.36 | 1,838.04 | 5,316.53 | 1,614.94-<br>1,211.17- |
| TOTAL MATERIALS | 1,037.63 | 56,505.97 | 9,431.02 | 72,268.35 | 8,393.39-<br>15,762.38- |
| MAINTENANCE | | | | | |
| BUILDING MATL. | .00 | 12.75 | .00 | .00 | .00<br>12.75 |
| MACHINERY | .00 | 113.67 | .00 | 499.45 | .00<br>385.78- |
| AUTOMOTIVE | .00 | 917.99 | 67.89 | 1,222.63 | 67.89-<br>304.64- |
| CONTRACTORS | 1,307.28 | 14,722.00 | 2,762.61 | 15,140.73 | 1,455.33-<br>418.73- |
| TOTAL MAINTENANCE | 1,307.28 | 15,766.41 | 2,830.50 | 16,862.81 | 1,523.22-<br>1,096.40- |
| GENERAL | | | | | |
| BEER CONSUMED | 165.00 | 927.80 | 121.50 | 914.50 | 43.50<br>13.30 |
| A.D.T. SERVICE | .00 | 1,039.00 | .00 | 758.00 | .00<br>281.00 |
| GUARD SERVICE | 2,061.21 | 14,303.47 | 1,722.20 | 19,392.55 | 339.01<br>5,089.08- |
| LAWN SERVICE | .00 | 4,927.04 | 396.80 | 4,233.96 | 396.80-<br>693.08 |
| UNCLASSIFIED | 660.28 | 4,141.81 | 2,744.42 | 5,767.72 | 2,084.14-<br>1,625.91- |

Data Documents, Inc. 02

| | DECEMBER 75 | YTD 75 | DECEMBER 74 | YTD 74 | VARIANCE |
|---|---|---|---|---|---|
| TOTAL GENERAL | 2,886.49 | 25,339.12 | 4,984.92 | 31,066.73 | 2,098.43-<br>5,727.61- |
| FIXED | | | | | |
| TAXES & LICENSES | 300.00 | 3,003.75 | 700.00 | 9,520.00 | 400.00-<br>6,516.25- |
| TAXES PAYROLL | 2,400.00 | 34,500.00 | 2,400.00 | 33,500.00 | .00<br>1,000.00 |
| INSURANCE GENERAL | 1,055.36 | 8,724.96 | 1,012.15 | 8,133.83 | 43.21<br>591.13 |
| INSURANCE EMPLOYEES | 6,142.71 | 47,749.34 | 5,040.55 | 43,599.51 | 1,102.16<br>4,149.83 |
| PENSION TRUST | 560.00 | 4,480.00 | 330.00 | 2,640.00 | 230.00<br>1,840.00 |
| RETIREES PENSION | 1,310.38 | 10,483.04 | 1,310.38 | 10,510.54 | .00<br>27.50- |
| DEPRECIATION BUILDINGS | 64.17 | 513.32 | 280.61 | 3,816.19 | 216.44-<br>3,302.87- |
| DEPRECIATION MACHINERY | 87.88 | 612.88 | 370.10 | 5,109.61 | 282.22-<br>4,496.73- |
| DEPR. YARD IMPROVMENTS | .00 | .00 | 171.31 | 2,329.91 | 171.31-<br>2,329.91- |
| DEPR. AUTOMOTIVE | .00 | .00 | 182.82 | 2,486.37 | 182.82-<br>2,486.37- |
| TOTAL FIXED | 11,920.50 | 110,067.29 | 11,797.92 | 121,645.96 | 122.58<br>11,578.67- |
| GENERAL PLANT | | | | | |
| ALLOCATED TO BREWING, RACKING AND BOTTLING | 58,828.72 | 621,575.89 | 80,567.49 | 680,291.43 | 21,738.77-<br>58,715.54- |

Data Documents, Inc. 02

| | DECEMBER 75 | YTD 75 | | DECEMBER 74 | YTD 74 | | VARIANCE | CURRENT |
|---|---|---|---|---|---|---|---|---|
| BARRELS SOLD | 45,583 | 477,993 | | 55,804 | 528,769 | | 10,221-<br>50,776- | YEAR BUDGET |
| MEDIA | AMOUNT | AMOUNT | PER BBL | AMOUNT | AMOUNT | PER BBL | | |
| POSTERS | .00 | 40,000.00 | .0837 | 12,808.00 | 102,464.00 | .1938 | 12,808.00-<br>62,464.00- | 40,000 |
| PAINTED BULLETINS | 11,578.70 | 192,076.75 | .4018 | 18,518.49 | 146,890.48 | .2778 | 6,939.79-<br>45,186.27 | 200,000 |
| TELEVISION | 1,650.00 | 308,808.75 | .6461 | 24,262.00 | 302,175.00 | .5715 | 22,612.00-<br>6,633.75 | 320,000 |
| RADIO | 463.05 | 158,256.94 | .3311 | 7,998.42 | 158,760.33 | .3002 | 7,535.37-<br>503.39- | 190,000 |
| COLLEGE & NEWSPAPER | .00 | 10,559.59 | .0221 | 878.67 | 39,488.36 | .0747 | 878.67-<br>28,928.77- | 30,000 |
| MISC PUBLICATIONS | 2,128.14 | 20,838.81 | .0436 | 540.48 | 13,908.04 | .0263 | 1,587.66<br>6,930.77 | 20,000 |
| TOTAL MEDIA | 15,819.89 | 730,540.84 | 1.5284 | 65,006.06 | 763,686.21 | 1.4443 | 49,186.17-<br>33,145.37- | 800,000 |
| PRODUCTION | | | | | | | | |
| POSTERS | .00 | 2,677.61 | .0056 | .00 | 42,031.50 | .0795 | .00<br>39,353.89- | 2,000 |
| PAINTED BULLETINS | .00 | 11,036.75 | .0231 | .00 | 3,006.24 | .0057 | .00<br>8,030.51 | 10,000 |
| TELEVISION | 4,000.00- | 153,783.59 | .3217 | 5,916.75 | 38,736.58 | .0733 | 9,916.75-<br>115,047.01 | 150,000 |
| RADIO | 66.50 | 30,352.68 | .0635 | .00 | 4,264.97 | .0081 | 66.50<br>26,087.71 | 30,000 |
| MISCELLANEOUS | .00 | 18,917.40 | .0396 | 195.00 | 8,444.25 | .0160 | 195.00-<br>10,473.15 | 18,000 |
| TOTAL PRODUCTION | 3,933.50- | 216,768.03 | .4535 | 6,111.75 | 96,483.54 | .1825 | 10,045.25-<br>120,284.49 | 210,000 |
| SALES PROMOTION | | | | | | | | |
| PERMANENT P O P | .00 | 51,233.40 | .1072 | 4,527.58 | 66,210.31 | .1252 | 4,527.58-<br>14,976.91- | 70,000 |

Data Documents, Inc. 02

| | DECEMBER 75 | YTD 75 | | DECEMBER 74 | YTD 74 | | VARIANCE | CURRENT |
|---|---|---|---|---|---|---|---|---|
| MERCHANDISING P O P | 4,028.49 | 25,983.68 | .0544 | 6,310.09 | 22,966.96 | .0434 | 2,281.60-<br>3,016.72 | 25,000 |
| SALES PROMOTION ITEMS | 2,803.31 | 7,322.76 | .0153 | 5,349.93 | 41,502.41 | .0785 | 2,546.62-<br>34,179.65- | 10,000 |
| PRICE CARDS ETC. | .00 | 3,579.68 | .0075 | 1,370.72 | 9,795.76 | .0185 | 1,370.72-<br>6,216.08- | 10,000 |
| MISC. PRINTED MATERIAL | 1,064.96 | 10,373.44 | .0217 | 2,247.44 | 28,062.01 | .0531 | 1,182.48-<br>17,688.57- | 15,000 |
| DIAMOND PUBLICATION | .00 | 1,800.15 | .0038 | 564.20 | 2,472.60 | .0047 | 564.20-<br>672.45- | 3,000 |
| FILMS | .00 | 286.00 | .0006 | 207.14 | 531.85 | .0010 | 207.14-<br>245.85- | 0 |
| TRUCK PAINTING | 667.14 | 4,560.33 | .0095 | 579.24 | 5,213.06 | .0099 | 87.90<br>652.73- | 5,000 |
| UNIFORMS DISTRIBUTORS | 387.56 | 3,759.13 | .0079 | 1,057.06 | 3,635.90 | .0069 | 669.50-<br>123.23 | 5,000 |
| UNIFORMS EMPLOYEES | 158.01 | 158.01 | .0003 | .00 | .00 | .0000 | 158.01<br>158.01 | 0 |
| WALL SIGNS | .00 | 8,501.42 | .0178 | 378.25 | 12,053.27 | .0228 | 378.25-<br>3,551.85- | 6,000 |
| SPORT & FLOAT FEES | 1,000.00 | 10,000.40 | .0209 | .00 | 11,631.90 | .0220 | 1,000.00<br>1,631.50- | 11,000 |
| FREIGHT ON SHIPMENTS | 17.40 | 320.05 | .0007 | 7.55 | 169.05 | .0003 | 9.85<br>151.00 | 0 |
| MISCELLANEOUS | 603.22 | 11,130.72 | .0233 | 655.95 | 14,380.14 | .0272 | 52.73-<br>3,249.42- | 10,000 |
| TOTAL SALES PROMOTION | 10,730.09 | 139,009.17 | .2908 | 23,255.15 | 218,625.22 | .4135 | 12,525.06-<br>79,616.05- | 170,000 |
| SIGN COST & MAINTENANCE | | | | | | | | |
| AMORT. OUTDOOR SIGNS | .00 | .00 | .0000 | 2,850.47 | 26,788.91 | .0507 | 2,850.47-<br>26,788.91- | 0 |
| AMORT. INDOOR SIGNS | .00 | .00 | .0000 | 1,678.17 | 17,500.84 | .0331 | 1,678.17-<br>17,500.84- | 0 |
| HANG SIGNS - KAUFMAN | 3,177.34 | 34,471.11 | .0721 | 2,459.34 | 34,780.50 | .0658 | 718.00<br>309.39- | 40,000 |

Data Documents, Inc. 02

| | DECEMBER 75 | YTD 75 | | DECEMBER 74 | YTD 74 | | VARIANCE | CURRENT |
|---|---|---|---|---|---|---|---|---|
| SIGN MAINT - KAUFMAN | 4,824.03 | 39,290.15 | .0822 | 3,053.44 | 50,583.51 | .0957 | 1,770.59<br>11,293.36- | 40,000 |
| DISTR. SIGN REIMB. | 2,206.67 | 21,060.11 | .0441 | 2,399.56 | 15,676.81 | .0296 | 192.89-<br>5,383.30 | 17,000 |
| TAXES & LICENSES | 364.75 | 3,042.79 | .0064 | 366.46 | 3,680.32 | .0070 | 1.71-<br>637.53- | 3,000 |
| TOTAL SIGN COST | 10,572.79 | 97,864.16 | .2047 | 12,807.44 | 149,010.89 | .2818 | 2,234.65-<br>51,146.73- | 100,000 |
| PERSONNEL | | | | | | | | |
| AD MANAGERS | 1,666.66 | 12,708.37 | .0266 | 1,458.34 | 11,166.68 | .0211 | 208.32<br>1,541.69 | 14,000 |
| STOREROOM AND CLERICAL | 1,805.93 | 17,998.41 | .0377 | 1,751.03 | 15,359.13 | .0290 | 54.90<br>2,639.28 | 20,000 |
| TRAVEL & ENTERTAINMENT | 271.31 | 5,785.64 | .0121 | 641.56 | 3,618.31 | .0068 | 370.25-<br>2,167.33 | 5,000 |
| PAYROLL TAXES | 190.00 | 1,520.00 | .0032 | 190.00 | 1,520.00 | .0029 | .00<br>.00 | 1,000 |
| EMPLOYEE INSURANCE | 326.23 | 2,431.25 | .0051 | 339.44 | 2,715.52 | .0051 | 13.21-<br>284.27- | 2,000 |
| GENERAL INSURANCE | 16.00 | 176.00 | .0004 | 30.00 | 256.12 | .0005 | 14.00-<br>80.12- | 0 |
| PENSION TRUST | 215.00 | 1,720.00 | .0036 | 225.00 | 1,800.00 | .0034 | 10.00-<br>80.00- | 3,000 |
| TOTAL PERSONNEL | 4,491.13 | 42,339.67 | .0886 | 4,635.37 | 36,435.76 | .0689 | 144.24-<br>5,903.91 | 45,000 |
| ADVERTISING EXPENSE | | | | | | | | |
| TOTAL ADVERTISING | 37,680.40 | 1,226,521.87 | 2.5660 | 111,815.77 | 1,264,241.62 | 2.3909 | 74,135.37-<br>37,719.75- | 1,325,000 |
| TOTAL PREPAID | 17,565.52 | 222.70- | .0005- | 20,000.00 | 42,000.00 | .0794 | 2,434.48-<br>42,222.70- | 0 |
| TOTAL INCOME STATEMENT | 55,245.92 | 1,226,299.17 | 2.5655 | 131,815.77 | 1,306,241.62 | 2.4703 | 76,569.85-<br>79,942.45- | 1,325,000 |

| | DECEMBER 75 | | YTD 75 | | DECEMBER 74 | | YTD 74 | | VARIANCE |
|---|---|---|---|---|---|---|---|---|---|
| MAINTENANCE | | | | | | | | | |
| CUSTOMERS EQUIP. LABOR | 1,068.08 | .0234 | 8,249.68 | .0173 | 1,030.20 | .0185 | 6,936.17 | .0131 | 37.88<br>1,313.51 |
| AUTOMOTIVE | .00 | .0000 | 1,725.51 | .0036 | .00 | .0000 | 171.45 | .0003 | .00<br>1,554.06 |
| TOTAL MAINTENANCE | 1,068.08 | .0234 | 9,975.19 | .0209 | 1,030.20 | .0185 | 7,107.62 | .0134 | 37.88<br>2,867.57 |
| GENERAL | | | | | | | | | |
| EXECUTIVE EXPENSES | 521.29 | .0114 | 4,618.40 | .0097 | 913.52 | .0164 | 6,686.88 | .0126 | 392.23-<br>2,068.48- |
| SALES MANAGERS EXP. | 3,483.69 | .0764 | 32,050.74 | .0671 | 2,386.04 | .0428 | 24,660.16 | .0466 | 1,097.65<br>7,390.58 |
| SALESMENS EXP. CITY | 429.70 | .0094 | 5,097.38 | .0107 | 346.43 | .0062 | 3,516.37 | .0067 | 83.27<br>1,581.01 |
| SALESMENS EXP. COUNTRY | 6,764.61 | .1484 | 67,101.64 | .1404 | 6,884.97 | .1234 | 65,783.78 | .1244 | 120.36-<br>1,317.86 |
| TELEPHONE | 1,233.66 | .0271 | 9,728.09 | .0204 | 770.10 | .0138 | 6,619.22 | .0125 | 463.56<br>3,108.87 |
| CONVENTIONS, ETC. | 1,396.00 | .0306 | 49,534.12 | .1036 | 1,900.59 | .0341 | 16,084.18 | .0304 | 504.59-<br>33,449.94 |
| UNCLASSIFIED | 464.68 | .0102 | 31,108.66 | .0651 | 1,494.08 | .0268 | 26,082.36 | .0493 | 1,029.40-<br>5,026.30 |
| TOTAL GENERAL | 14,293.63 | .3136 | 199,239.03 | .4168 | 14,695.73 | .2633 | 149,432.95 | .2826 | 402.10-<br>49,806.08 |
| FIXED | | | | | | | | | |
| TAXES PROPERTY | 240.00 | .0053 | 1,718.00 | .0036 | .00 | .0000 | 1,368.00 | .0026 | 240.00<br>350.00 |
| TAXES PAYROLL | 1,050.00 | .0230 | 16,520.00 | .0346 | 850.00 | .0152 | 15,750.00 | .0298 | 200.00<br>770.00 |
| INSURANCE EMPLOYEES | 2,856.66 | .0627 | 21,709.25 | .0454 | 2,353.41 | .0422 | 19,188.61 | .0363 | 503.25<br>2,520.64 |
| PENSION TRUST | 2,295.00 | .0503 | 18,360.00 | .0384 | 1,960.00 | .0351 | 15,680.00 | .0297 | 335.00<br>2,680.00 |

Data Documents, Inc. 02

| | DECEMBER 75 | | YTD 75 | | DECEMBER 74 | | YTD 74 | | VARIANCE |
|---|---|---|---|---|---|---|---|---|---|
| DEPR'N AUTOMOTIVE | 145.30 | .0032 | 581.26 | .0012 | 193.14 | .0035 | 2,014.30 | .0038 | 47.84-<br>1,433.04- |
| DEPR'N CUST. EQUIPMENT | 46.18- | .0010- | 505.05 | .0011 | 609.73 | .0109 | 6,153.78 | .0116 | 655.91-<br>5,648.73- |
| TOTAL FIXED | 6,540.78 | .1435 | 59,393.56 | .1243 | 5,966.28 | .1069 | 60,154.69 | .1138 | 574.50<br>761.13- |
| SELLING EXPENSE | | | | | | | | | |
| TOTAL EXPENSE | 54,530.97 | 1.1963 | 555,838.62 | 1.1629 | 50,456.95 | .9042 | 433,111.90 | .8191 | 4,074.02<br>122,726.72 |

Data Documents, Inc. 02

| | DECEMBER 75 | | YTD 75 | | DECEMBER 74 | | YTD 74 | | VARIANCE |
|---|---|---|---|---|---|---|---|---|---|
| BARRELS SOLD | 45,583 | | 477,993 | | 55,804 | | 528,769 | | 10,221-<br>50,776- |
| WAGES AND SALARIES | AMOUNT | PER BBL | AMOUNT | PER BBL | AMOUNT | PER BBL | AMOUNT | PER BBL | |
| EXECUTIVES | 5,141.68 | .1128 | 53,096.19 | .1111 | 9,708.32 | .1740 | 76,333.36 | .1444 | 4,566.64-<br>23,237.17- |
| CREDIT | 1,625.00 | .0356 | 12,749.98 | .0267 | 1,541.66 | .0276 | 12,000.00 | .0227 | 83.34<br>749.98 |
| ACCOUNTING | 2,568.34 | .0563 | 19,988.36 | .0418 | 2,276.66 | .0408 | 17,738.32 | .0335 | 291.68<br>2,250.04 |
| STENOGRAPHERS | 1,669.00 | .0366 | 15,545.03 | .0325 | 1,856.25 | .0333 | 15,155.75 | .0287 | 187.25-<br>389.28 |
| DATA PROCESSING | 1,517.24 | .0333 | 13,690.58 | .0286 | 1,758.70 | .0315 | 15,163.47 | .0287 | 241.46-<br>1,472.89- |
| CLERICAL | 2,797.12 | .0614 | 22,277.38 | .0466 | 2,650.83 | .0475 | 20,417.32 | .0386 | 146.29<br>1,860.06 |
| PURCHASING | 2,330.00 | .0511 | 18,213.63 | .0381 | 2,180.00 | .0391 | 17,080.00 | .0323 | 150.00<br>1,133.63 |
| BUFFET | 143.01 | .0031 | 1,993.86 | .0042 | 192.75 | .0035 | 2,852.35 | .0054 | 49.74-<br>858.49- |
| UNCLASSIFIED | 650.00 | .0143 | 5,080.00 | .0106 | 610.00 | .0109 | 4,852.25 | .0092 | 40.00<br>227.75 |
| TOTAL WAGES | 18,441.39 | .4046 | 162,635.01 | .3402 | 22,775.17 | .4081 | 181,592.82 | .3434 | 4,333.78-<br>18,957.81- |
| MATERIALS AND SUPPLIES | | | | | | | | | |
| POSTAGE | 600.16 | .0132 | 6,438.89 | .0135 | 1,112.19 | .0199 | 4,851.58 | .0092 | 512.03-<br>1,587.31 |
| STATIONERY | .00 | .0000 | 8,407.58 | .0176 | 2,497.36 | .0448 | 11,257.73 | .0213 | 2,497.36-<br>2,850.15- |
| UNCALSSIFIED | 315.61 | .0069 | 2,518.49 | .0053 | 232.81 | .0042 | 3,380.32 | .0064 | 82.80<br>861.83- |
| TOTAL MATERIALS | 915.77 | .0201 | 17,364.96 | .0363 | 3,842.36 | .0689 | 19,489.63 | .0369 | 2,926.59-<br>2,124.67- |
| MAINTENANCE | | | | | | | | | |

Data Documents, Inc. 02

| | DECEMBER 75 | | YTD 75 | | DECEMBER 74 | | YTD 74 | | VARIANCE |
|---|---|---|---|---|---|---|---|---|---|
| OFFICE BUILDING | .00 | .0000 | 383.39 | .0008 | 30.33 | .0005 | 552.02 | .0010 | 30.33-<br>168.63- |
| OFFICE FURNITURE | .00 | .0000 | 45.26 | .0001 | .00 | .0000 | 17.50 | .0000 | .00<br>27.76 |
| OFFICE EQUIPMENT | 102.70 | .0023 | 1,803.55 | .0038 | 575.75 | .0103 | 2,180.23 | .0041 | 473.05-<br>376.68- |
| TOTAL MAINTENANCE | 102.70 | .0023 | 2,232.20 | .0047 | 606.08 | .0109 | 2,749.75 | .0052 | 503.38-<br>517.55- |
| GENERAL | | | | | | | | | |
| ENTERTAINMENT & BEER | 108.00 | .0024 | 2,231.50 | .0047 | 133.00 | .0024 | 1,965.48 | .0037 | 25.00-<br>266.02 |
| EXECUTIVE EXPENSES | 1,828.66 | .0401 | 12,333.55 | .0258 | .00 | .0000 | 450.86 | .0009 | 1,828.66<br>11,882.69 |
| WATER LIGHT & POWER | 731.54 | .0160 | 6,174.38 | .0129 | 668.65 | .0120 | 5,414.66 | .0102 | 62.89<br>759.72 |
| PROFESSIONAL SERVICE | 1,019.45 | .0224 | 5,553.27 | .0116 | 745.00 | .0134 | 8,951.95 | .0169 | 274.45<br>3,398.68- |
| DIRECTORS FEES | .00 | .0000 | .00 | .0000 | 800.00 | .0143 | 6,400.00 | .0121 | 800.00-<br>6,400.00- |
| STOCK TRANSFER FEES | .00 | .0000 | .00 | .0000 | 79.20 | .0014 | 5,201.33 | .0098 | 79.20-<br>5,201.33- |
| TELEPHONE | 1,614.00 | .0354 | 13,741.74 | .0287 | 1,734.99 | .0311 | 11,624.70 | .0220 | 120.99-<br>2,117.04 |
| DUES AND SUBSCRIPTIONS | 9.10 | .0002 | 8,543.76 | .0179 | 2,459.92 | .0441 | 25,573.35 | .0484 | 2,450.82-<br>17,029.59- |
| DONATIONS | 343.00 | .0075 | 4,839.25 | .0101 | 259.00 | .0046 | 4,808.00 | .0091 | 84.00<br>31.25 |
| SHORT AND OVER | .00 | .0000 | 227.67- | .0005- | 214.87- | .0039- | 338.94- | .0006- | 214.87<br>111.27 |
| UNCLASSIFIED | 2,137.18 | .0469 | 12,295.30 | .0257 | 1,926.19 | .0345 | 11,033.11 | .0209 | 210.99<br>1,262.19 |
| TOTAL GENERAL | 7,790.93 | .1709 | 65,485.08 | .1370 | 8,591.08 | .1540 | 81,084.50 | .1533 | 800.15-<br>15,599.42- |
| FIXED | | | | | | | | | |

Data Documents, Inc. 02

| | DECEMBER 75 | | YTD 75 | | DECEMBER 74 | | YTD 74 | | VARIANCE |
|---|---|---|---|---|---|---|---|---|---|
| TAXES & LICENSES | 486.55 | .0107 | 2,026.38 | .0042 | 350.00 | .0063 | 3,772.17 | .0071 | 136.55<br>1,745.79- |
| TAXES PAYROLL | 950.00 | .0208 | 10,340.00 | .0216 | 1,010.00 | .0181 | 10,530.00 | .0199 | 60.00-<br>190.00- |
| INSURANCE GENERAL | 893.65 | .0196 | 6,063.57 | .0127 | 806.99 | .0145 | 6,730.25 | .0127 | 86.66<br>666.68- |
| INSURANCE EMPLOYEES | 2,450.20 | .0538 | 18,448.07 | .0386 | 2,233.79 | .0400 | 18,607.05 | .0352 | 216.41<br>158.98- |
| PENSION TRUST | 2,065.00 | .0453 | 16,520.00 | .0346 | 1,990.00 | .0357 | 15,920.00 | .0301 | 75.00<br>600.00 |
| RETIREES PENSION | 150.00 | .0033 | 1,200.00 | .0025 | 150.00 | .0027 | 1,200.00 | .0023 | .00<br>.00 |
| EQUIPMENT RENTAL | 535.14 | .0117 | 4,222.30 | .0088 | 580.09 | .0104 | 5,178.44 | .0098 | 44.95-<br>956.14- |
| DEPR. OFFICE BUILDING | 40.83 | .0009 | 326.68 | .0007 | 415.05 | .0074 | 4,328.36 | .0082 | 374.22-<br>4,001.68- |
| DEPR. FURNITURE & EQUP | 41.67 | .0009 | 398.03 | .0008 | 217.63 | .0039 | 2,374.90 | .0045 | 175.96-<br>1,976.87- |
| TOTAL FIXED | 7,613.04 | .1670 | 59,545.03 | .1246 | 7,753.55 | .1389 | 68,641.17 | .1298 | 140.51-<br>9,096.14- |
| ADMINSTRATIVE EXPENSE | | | | | | | | | |
| TOTAL EXPENSE | 34,863.83 | .7648 | 307,262.28 | .6428 | 43,568.24 | .7807 | 353,557.87 | .6686 | 8,704.41-<br>46,295.59- |

Data Documents, Inc. 02

## SUMMARY OF SALES BY STATES AND BRANDS

| | | | DECEMBER 75 | YTD 75 | DECEMBER 74 | YTD 74 | VARIANCE |
|---|---|---|---|---|---|---|---|
| ARIZONA | GRAIN BELT | | 00 | | 00 | | 00 |
| | | CASES | | 25,690 | | 00 | 25,690 |
| | | | 00 | | 00 | | 00 |
| | | BARRELAGE | | 1,865 | | 00 | 1,865 |
| | WHITE LABEL | | 00 | | 00 | | 00 |
| | | CASES | | 00 | | 15,246 | 15,246- |
| | | | 00 | | 00 | | 00 |
| | | BARRELAGE | | 00 | | 1,107 | 1,107- |
| | HAUENSTEIN | | 00 | | 00 | | 00 |
| | | CASES | | 11,242 | | 9,163 | 2,079 |
| | | | 00 | | 00 | | 00 |
| | | BARRELAGE | | 816 | | 665 | 151 |
| | STORZ | | 00 | | 00 | | 00 |
| | | CASES | | 24,948 | | 17,636 | 7,312 |
| | | | 00 | | 00 | | 00 |
| | | BARRELAGE | | 1,811 | | 1,280 | 531 |
| | TOTAL | | 00 | | 00 | | 00 |
| | | CASES | | 61,880 | | 42,045 | 19,835 |
| | | | 00 | | 00 | | 00 |
| | | BARRELAGE | | 4,491 | | 3,052 | 1,439 |
| CALIFORNIA | GRAIN BELT | | 00 | | 00 | | 00 |
| | | CASES | | 14,168 | | 00 | 14,168 |
| | | | 00 | | 00 | | 00 |
| | | BARRELAGE | | 1,028 | | 00 | 1,028 |
| | TOTAL | | 00 | | 00 | | 00 |
| | | CASES | | 14,168 | | 00 | 14,168 |
| | | | 00 | | 00 | | 00 |
| | | BARRELAGE | | 1,028 | | 00 | 1,028 |
| COLORADO | GRAIN BELT | | 4,830 | | 00 | | 4,830 |
| | | CASES | | 18,375 | | 17,199 | 1,176 |
| | | | 351 | | 00 | | 351 |
| | | BARRELAGE | | 1,334 | | 1,248 | 86 |
| | STORZ | | 00 | | 00 | | 00 |
| | | CASES | | 4,480 | | 10,528 | 6,048- |
| | | | 00 | | 00 | | 00 |
| | | BARRELAGE | | 325 | | 764 | 439- |
| | TOTAL | | 4,830 | | 00 | | 4,830 |
| | | CASES | | 22,855 | | 27,727 | 4,872- |
| | | | 351 | | 00 | | 351 |
| | | BARRELAGE | | 1,659 | | 2,012 | 353- |
| CANADA | GRAIN BELT | | 00 | | 00 | | 00 |

## SUMMARY OF SALES BY STATES AND BRANDS

| | | | DECEMBER 75 | YTD 75 | DECEMBER 74 | YTD 74 | VARIANCE |
|---|---|---|---|---|---|---|---|
| | | CASES | | 1,694 | | 1,232 | 462 |
| | | | 00 | | 00 | | 00 |
| | | BARRELAGE | | 123 | | 89 | 34 |
| | TOTAL | | 00 | | 00 | | 00 |
| | | CASES | | 1,694 | | 1,232 | 462 |
| | | | 00 | | 00 | | 00 |
| | | BARRELAGE | | 123 | | 89 | 34 |
| ILLINOIS | GRAIN BELT | | 24 | | 31 | | 07- |
| | | KEGS | | 1,131 | | 699 | 432 |
| | | | 1,850 | | 1,070 | | 780 |
| | | CASES | | 29,300 | | 68,855 | 39,555- |
| | | | 158 | | 109 | | 49 |
| | | BARRELAGE | | 3,258 | | 5,696 | 2,438- |
| | WHITE LABEL | | 00 | | 00 | | 00 |
| | | CASES | | 140 | | 77 | 63 |
| | | | 00 | | 00 | | 00 |
| | | BARRELAGE | | 10 | | 06 | 04 |
| | HAUENSTEIN | | 00 | | 00 | | 00 |
| | | CASES | | 329 | | 00 | 329 |
| | | | 00 | | 00 | | 00 |
| | | BARRELAGE | | 24 | | 00 | 24 |
| | STORZ | | 00 | | 154 | | 154- |
| | | CASES | | 18,452 | | 7,238 | 11,214 |
| | | | 00 | | 11 | | 11- |
| | | BARRELAGE | | 1,339 | | 525 | 814 |
| | TOTAL | | 24 | | 31 | | 07- |
| | | KEGS | | 1,131 | | 699 | 432 |
| | | | 1,850 | | 1,224 | | 626 |
| | | CASES | | 48,221 | | 76,170 | 27,949- |
| | | | 158 | | 120 | | 38 |
| | | BARRELAGE | | 4,631 | | 6,227 | 1,596- |
| IOWA | GRAIN BELT | | 110 | | 354 | | 244- |
| | | KEGS | | 2,319 | | 3,840 | 1,521- |
| | | | 28,905 | | 48,762 | | 19,857- |
| | | CASES | | 503,055 | | 675,872 | 172,817- |
| | | | 2,208 | | 3,893 | | 1,685- |
| | | BARRELAGE | | 38,831 | | 52,895 | 14,064- |
| | WHITE LABEL | | 00 | | 847 | | 847- |
| | | CASES | | 1,272 | | 7,854 | 6,582- |
| | | | 00 | | 61 | | 61- |
| | | BARRELAGE | | 92 | | 570 | 478- |
| | HAUENSTEIN | | 00 | | 385 | | 385- |

## SUMMARY OF SALES BY STATES AND BRANDS

| | | | DECEMBER 75 | YTD 75 | DECEMBER 74 | YTD 74 | VARIANCE |
|---|---|---|---|---|---|---|---|
| | | CASES | 00 | 1,807 | 28 | 966 | 841<br>28- |
| | | BARRELAGE | | 131 | | 70 | 61 |
| | CO CLB RINGNES | | 00 | | 91 | | 91- |
| | | CASES | | 1,288 | | 1,701 | 413- |
| | | | 00 | | 07 | | 07- |
| | | BARRELAGE | | 93 | | 123 | 30- |
| | STORZ | | 18 | | 59 | | 41- |
| | | KEGS | | 486 | | 898 | 412- |
| | | | 5,325 | | 3,781 | | 1,544 |
| | | CASES | | 67,052 | | 79,578 | 12,526- |
| | | | 404 | | 333 | | 71 |
| | | BARRELAGE | | 5,353 | | 6,674 | 1,321- |
| | TOTAL | | 128 | | 413 | | 285- |
| | | KEGS | | 2,805 | | 4,738 | 1,933- |
| | | | 34,230 | | 53,866 | | 19,636- |
| | | CASES | | 574,474 | | 765,971 | 191,497- |
| | | | 2,612 | | 4,323 | | 1,711- |
| | | BARRELAGE | | 44,500 | | 60,332 | 15,832- |
| | KANSAS | GRAIN BELT | | | | | |
| | | | 00 | | 2,002 | | 2,002- |
| | | CASES | | 5,888 | | 12,936 | 7,048- |
| | | | 00 | | 145 | | 145- |
| | | BARRELAGE | | 427 | | 939 | 512- |
| | | STORZ | 00 | | 00 | | 00 |
| | | CASES | | 3,396 | | 00 | 3,396 |
| | | | 00 | | 00 | | 00 |
| | | BARRELAGE | | 246 | | 00 | 246 |
| | | TOTAL | 00 | | 2,002 | | 2,002- |
| | | CASES | | 9,284 | | 12,936 | 3,652- |
| | | | 00 | | 145 | | 145- |
| | | BARRELAGE | | 674 | | 939 | 265- |
| | MICHIGAN | GRAIN BELT | 243 | | 249 | | 06- |
| | | CASES | | 823 | | 1,613 | 790- |
| | | | 18 | | 18 | | 00 |
| | | BARRELAGE | | 60 | | 117 | 57- |
| | | TOTAL | 243 | | 249 | | 06- |
| | | CASES | | 823 | | 1,613 | 790- |
| | | | 18 | | 18 | | 00 |
| | | BARRELAGE | | 60 | | 117 | 57- |
| | MINNESOTA | GRAIN BELT | 7,935 | | 9,612 | | 1,677- |
| | | KEGS | | 127,223 | | 149,393 | 22,170- |

## SUMMARY OF SALES BY STATES AND BRANDS

| | | | DECEMBER 75 | YTD 75 | DECEMBER 74 | YTD 74 | VARIANCE |
|---|---|---|---|---|---|---|---|
| | | | 264,216 | | 335,139 | | 70,923- |
| | | CASES | | 3,877,663 | | 4,477,477 | 599,814- |
| | | | 27,112 | | 33,936 | | 6,824- |
| | | BARRELAGE | | 408,664 | | 474,368 | 65,704- |
| | WHITE LABEL | | 18,515 | | 26,072 | | 7,557- |
| | | CASES | | 234,236 | | 337,581 | 103,345- |
| | | | 1,344 | | 1,892 | | 548- |
| | | BARRELAGE | | 17,001 | | 24,502 | 7,501- |
| | HAUENSTEIN | | 109,728 | | 120,468 | | 10,740- |
| | | CASES | | 1,407,433 | | 1,423,381 | 15,948- |
| | | | 7,964 | | 8,744 | | 780- |
| | | BARRELAGE | | 102,151 | | 103,309 | 1,158- |
| | CO CLB RINGNES | | 3,958 | | 4,286 | | 328- |
| | | CASES | | 46,705 | | 55,888 | 9,183- |
| | | | 287 | | 311 | | 24- |
| | | BARRELAGE | | 3,390 | | 4,056 | 666- |
| | STORZ | | 00 | | 00 | | 00 |
| | | CASES | | 05 | | 00 | 05 |
| | TOTAL | | 7,935 | | 9,612 | | 1,677- |
| | | KEGS | | 127,223 | | 149,393 | 22,170- |
| | | | 396,417 | | 485,965 | | 89,548- |
| | | CASES | | 5,566,042 | | 6,294,327 | 728,285- |
| | | | 36,707 | | 44,883 | | 8,176- |
| | | BARRELAGE | | 531,206 | | 606,235 | 75,029- |
| MISSOURI | GRAIN BELT | | 00 | | 00 | | 00 |
| | | CASES | | 00 | | 13,013 | 13,013- |
| | | | 00 | | 00 | | 00 |
| | | BARRELAGE | | 00 | | 944 | 944- |
| | STORZ | | 2,226 | | 00 | | 2,226 |
| | | CASES | | 11,739 | | 3,696 | 8,043 |
| | | | 162 | | 00 | | 162 |
| | | BARRELAGE | | 852 | | 268 | 584 |
| | TOTAL | | 2,226 | | 00 | | 2,226 |
| | | CASES | | 11,739 | | 16,709 | 4,970- |
| | | | 162 | | 00 | | 162 |
| | | BARRELAGE | | 852 | | 1,213 | 361- |
| MONTANA | GRAIN BELT | | 12 | | 00 | | 12 |
| | | KEGS | | 120 | | 00 | 120 |
| | | | 2,395 | | 903 | | 1,492 |
| | | CASES | | 28,893 | | 12,669 | 16,224 |
| | | | 186 | | 66 | | 120 |
| | | BARRELAGE | | 2,217 | | 920 | 1,297 |

## SUMMARY OF SALES BY STATES AND BRANDS

| | | | DECEMBER 75 | YTD 75 | DECEMBER 74 | YTD 74 | VARIANCE |
|---|---|---|---|---|---|---|---|
| | CO CLB RINGNES | | 342 | | 00 | | 342 |
| | | CASES | | 14,830 | | 00 | 14,830 |
| | | | 25 | | 00 | | 25 |
| | | BARRELAGE | | 1,076 | | 00 | 1,076 |
| | TOTAL | | 12 | | 00 | | 12 |
| | | KEGS | | 120 | | 00 | 120 |
| | | | 2,737 | | 903 | | 1,834 |
| | | CASES | | 43,723 | | 12,669 | 31,054 |
| | | | 211 | | 66 | | 145 |
| | | BARRELAGE | | 3,293 | | 920 | 2,373 |
| NEBRASKA | GRAIN BELT | | 24 | | 12 | | 12 |
| | | KEGS | | 331 | | 838 | 507- |
| | | | 1,680 | | 119 | | 1,561 |
| | | CASES | | 17,291 | | 22,257 | 4,966- |
| | | | 146 | | 21 | | 125 |
| | | BARRELAGE | | 1,586 | | 2,453 | 867- |
| | STORZ | | 22 | | 12 | | 10 |
| | | KEGS | | 500 | | 1,129 | 629- |
| | | | 15,386 | | 11,535 | | 3,851 |
| | | CASES | | 180,786 | | 245,630 | 64,844- |
| | | | 1,139 | | 849 | | 290 |
| | | BARRELAGE | | 13,621 | | 18,957 | 5,336- |
| | TOTAL | | 46 | | 24 | | 22 |
| | | KEGS | | 831 | | 1,967 | 1,136- |
| | | | 17,066 | | 11,654 | | 5,412 |
| | | CASES | | 198,077 | | 267,887 | 69,810- |
| | | | 1,285 | | 870 | | 415 |
| | | BARRELAGE | | 15,207 | | 21,410 | 6,203- |
| NORTH DAKOTA | GRAIN BELT | | 127 | | 239 | | 112- |
| | | KEGS | | 2,415 | | 3,843 | 1,428- |
| | | | 9,827 | | 8,670 | | 1,157 |
| | | CASES | | 147,308 | | 201,402 | 54,094- |
| | | | 840 | | 868 | | 28- |
| | | BARRELAGE | | 13,107 | | 18,461 | 5,354- |
| | WHITE LABEL | | 00 | | 77 | | 77- |
| | | CASES | | 1,190 | | 539 | 651 |
| | | | 00 | | 06 | | 06- |
| | | BARRELAGE | | 86 | | 39 | 47 |
| | HAUENSTEIN | | 84 | | 357 | | 273- |
| | | CASES | | 5,705 | | 14,836 | 9,131- |
| | | | 06 | | 26 | | 20- |
| | | BARRELAGE | | 414 | | 1,077 | 663- |
| | CO CLB RINGNES | | 233 | | 235 | | 02- |

## SUMMARY OF SALES BY STATES AND BRANDS

| | | | DECEMBER 75 | YTD 75 | DECEMBER 74 | YTD 74 | VARIANCE |
|---|---|---|---|---|---|---|---|
| | | CASES | | 4,321 | | 4,619 | 298- |
| | | | 17 | | 17 | | 00 |
| | | BARRELAGE | | 314 | | 335 | 21- |
| | TOTAL | | 127 | | 239 | | 112- |
| | | KEGS | | 2,415 | | 3,843 | 1,428- |
| | | | 10,144 | | 9,339 | | 805 |
| | | CASES | | 158,524 | | 221,396 | 62,872- |
| | | | 863 | | 917 | | 54- |
| | | BARRELAGE | | 13,921 | | 19,912 | 5,991- |
| SOUTH DAKOTA | GRAIN BELT | | 318 | | 496 | | 178- |
| | | KEGS | | 5,261 | | 7,775 | 2,514- |
| | | | 10,159 | | 14,226 | | 4,067- |
| | | CASES | | 192,810 | | 263,187 | 70,377- |
| | | | 1,055 | | 1,529 | | 474- |
| | | BARRELAGE | | 19,255 | | 26,877 | 7,622- |
| | WHITE LABEL | | 157 | | 413 | | 256- |
| | | CASES | | 2,914 | | 7,010 | 4,096- |
| | | | 11 | | 30 | | 19- |
| | | BARRELAGE | | 211 | | 509 | 298- |
| | HAUENSTEIN | | 245 | | 154 | | 91 |
| | | CASES | | 2,822 | | 2,283 | 539 |
| | | | 18 | | 11 | | 07 |
| | | BARRELAGE | | 205 | | 166 | 39 |
| | CO CLB RINGNES | | 773 | | 1,445 | | 672- |
| | | CASES | | 12,864 | | 12,188 | 676 |
| | | | 56 | | 105 | | 49- |
| | | BARRELAGE | | 934 | | 885 | 49 |
| | STORZ | | 00 | | 00 | | 00 |
| | | KEGS | | 00 | | 144 | 144- |
| | | | 1,793 | | 2,464 | | 671- |
| | | CASES | | 40,671 | | 64,574 | 23,903- |
| | | | 130 | | 179 | | 49- |
| | | BARRELAGE | | 2,952 | | 4,831 | 1,879- |
| | TOTAL | | 318 | | 496 | | 178- |
| | | KEGS | | 5,261 | | 7,919 | 2,658- |
| | | | 13,127 | | 18,702 | | 5,575- |
| | | CASES | | 252,081 | | 349,242 | 97,161- |
| | | | 1,271 | | 1,853 | | 582- |
| | | BARRELAGE | | 23,557 | | 33,267 | 9,710- |
| WASHINGTON | GRAIN BELT | | 00 | | 2,749 | | 2,749- |
| | | CASES | | 1,904 | | 10,881 | 8,977- |
| | | | 00 | | 200 | | 200- |

## SUMMARY OF SALES BY STATES AND BRANDS

| | | | DECEMBER 75 | YTD 75 | DECEMBER 74 | YTD 74 | VARIANCE |
|---|---|---|---|---|---|---|---|
| | | BARRELAGE | | 138 | | 790 | 652- |
| | TOTAL | | 00 | | 2,749 | | 2,749- |
| | | CASES | | 1,904 | | 10,881 | 8,977- |
| | | | 00 | | 200 | | 200- |
| | | BARRELAGE | | 138 | | 790 | 652- |
| WISCONSIN | GRAIN BELT | | 392 | | 438 | | 46- |
| | | KEGS | | 5,413 | | 5,968 | 555- |
| | | | 22,783 | | 25,449 | | 2,666- |
| | | CASES | | 341,747 | | 431,825 | 90,078- |
| | | | 2,046 | | 2,285 | | 239- |
| | | BARRELAGE | | 30,217 | | 37,310 | 7,093- |
| | WHITE LABEL | | 462 | | 882 | | 420- |
| | | CASES | | 6,121 | | 8,842 | 2,721- |
| | | | 34 | | 64 | | 30- |
| | | BARRELAGE | | 444 | | 642 | 198- |
| | HAUENSTEIN | | 3,486 | | 6,916 | | 3,430- |
| | | CASES | | 62,027 | | 70,197 | 8,170- |
| | | | 253 | | 502 | | 249- |
| | | BARRELAGE | | 4,502 | | 5,095 | 593- |
| | CO CLB RINGNES | | 00 | | 00 | | 00 |
| | | CASES | | 2,975 | | 1,251 | 1,724 |
| | | | 00 | | 00 | | 00 |
| | | BARRELAGE | | 216 | | 91 | 125 |
| | STORZ | | 00 | | 00 | | 00 |
| | | CASES | | 231 | | 00 | 231 |
| | | | 00 | | 00 | | 00 |
| | | BARRELAGE | | 17 | | 00 | 17 |
| | TOTAL | | 392 | | 438 | | 46- |
| | | KEGS | | 5,413 | | 5,968 | 555- |
| | | | 26,731 | | 33,247 | | 6,516- |
| | | CASES | | 413,101 | | 512,115 | 99,014- |
| | | | 2,332 | | 2,851 | | 519- |
| | | BARRELAGE | | 35,396 | | 43,137 | 7,741- |
| WYOMING | GRAIN BELT | | 00 | | 00 | | 00 |
| | | CASES | | 616 | | 2,828 | 2,212- |
| | | | 00 | | 00 | | 00 |
| | | BARRELAGE | | 45 | | 205 | 160- |
| | TOTAL | | 00 | | 00 | | 00 |
| | | CASES | | 616 | | 2,828 | 2,212- |
| | | | 00 | | 00 | | 00 |
| | | BARRELAGE | | 45 | | 205 | 160- |

Data Documents, Inc. 02

## SUMMARY OF SALES BY STATES AND BRANDS

| | | | DECEMBER 75 | YTD 75 | DECEMBER 74 | YTD 74 | VARIANCE |
|---|---|---|---|---|---|---|---|
| GRAND TOTAL | GRAIN BELT | | 8,942 | 144,213 | 11,182 | 172,356 | 2,240- |
| | | KEGS | 346,888 | 5,207,225 | 439,338 | 6,213,246 | 28,143-<br>92,450-<br>1,006,021- |
| | | CASES | 34,119 | 522,153 | 43,069 | 623,313 | 8,950-<br>101,160- |
| | | BARRELAGE | | | | | |
| | WHITE LABEL | | 19,134 | 245,873 | 28,291 | 377,149 | 9,157-<br>131,276- |
| | | CASES | 1,389 | 17,845 | 2,053 | 27,373 | 664-<br>9,528- |
| | | BARRELAGE | | | | | |
| | HAUENSTEIN | | 113,543 | 1,491,365 | 128,280 | 1,520,826 | 14,737-<br>29,461- |
| | | CASES | 8,241 | 108,243 | 9,311 | 110,382 | 1,070-<br>2,139- |
| | | BARRELAGE | | | | | |
| | CO CLB RINGNES | | 5,306 | 82,983 | 6,057 | 75,647 | 751-<br>7,336 |
| | | CASES | 385 | 6,023 | 440 | 5,490 | 55-<br>533 |
| | | BARRELAGE | | | | | |
| | STORZ | | 40 | 986 | 71 | 2,171 | 31-<br>1,185- |
| | | KEGS | 24,730 | 351,760 | 17,934 | 428,880 | 6,796<br>77,120- |
| | | CASES | 1,835 | 26,517 | 1,373 | 33,299 | 462<br>6,782- |
| | | BARRELAGE | | | | | |
| | TOTAL | | 8,982 | 145,199 | 11,253 | 174,527 | 2,271-<br>29,328- |
| | | KEGS | 509,601 | 7,379,206 | 619,900 | 8,615,748 | 110,299-<br>1,236,542- |
| | | CASES | 45,969 | 680,782 | 56,245 | 799,858 | 10,276-<br>119,076- |
| | | BARRELAGE | | | | | |

GRAND TOTALS — ANALYSIS OF DISTRIBUTORS PURCHASES — MONTH: 12/75

| | | MONTHLY | | YEARLY | | | |
|---|---|---|---|---|---|---|---|
| | | CURRENT | LAST YEAR | CURRENT | LAST YEAR | VARIANCE | % |
| 005 | 1/1 BBL GB 3.2 | 1,702 | 2,127 | 23,447 | 29,449 | 6,002- | 20.38- |
| 006 | 1/2 BBL GB 3.2 | 5,274 | 6,467 | 86,498 | 102,294 | 15,796- | 15.44- |
| 007 | 1/4 BBL GB 3.2 | 268 | 387 | 5,445 | 7,102 | 1,657- | 23.33- |
| 001 | 1/1 BBL GB ST | 185 | 251 | 2,831 | 3,051 | 220- | 7.21- |
| 002 | 1/2 BBL GB ST | 6,388 | 8,783 | 111,541 | 134,532 | 22,991- | 17.08- |
| 003 | 1/4 BBL GB ST | 2,375 | 4,131 | 54,405 | 74,627 | 20,222- | 27.09- |
| 181 | 1/1 BBL PRM 32 | 1 | 0 | 4 | 0 | 4 | 100.00 |
| 182 | 1/2 BBL PRM 32 | 4 | 0 | 7 | 0 | 7 | 100.00 |
| 185 | 1/4 BBL PRM 32 | 0 | 0 | 1 | 0 | 1 | 100.00 |
| 009 | 1/1 BBL PREMUM | 9 | 2 | 30 | 23 | 7 | 30.43 |
| 010 | 1/2 BBL PREMUM | 1,027 | 52 | 6,846 | 1,065 | 5,781 | 542.81 |
| 011 | 1/4 BBL PREMUM | 146 | 78 | 1,959 | 1,810 | 149 | 8.23 |
| 047 | 24/12 RA GB 32 | 26,676 | 41,711 | 453,582 | 595,080 | 141,498- | 23.77- |
| 048 | 35/7 RA GB 32 | 1,218 | 1,396 | 13,861 | 20,042 | 6,181- | 30.84- |
| 050 | 36/8 RT GB 32 | 1,142 | 1,163 | 13,787 | 17,837 | 4,050- | 22.70- |
| 055 | 4-6 NR GB 32 | 5,472 | 10,831 | 126,942 | 201,884 | 74,942- | 37.12- |
| 057 | 12/32 NR GB 32 | 1,671 | 1,996 | 19,471 | 22,690 | 3,219- | 14.18- |
| 060 | 24 PK C GB 32 | 0 | 0 | 0 | 775 | 775- | 100.00- |
| 061 | 4-6 CAN GB 32 | 23,047 | 23,597 | 329,430 | 391,216 | 61,786- | 15.79- |
| 056 | 4-6 BKCN GB 32 | 0 | 0 | 3,908 | 3,918 | 10- | .25- |
| 062 | 12/12 C GB 32 | 29,260 | 27,106 | 440,721 | 405,880 | 34,841 | 8.58 |
| 063 | 24/16 C GB 32 | 4,019 | 4,315 | 55,875 | 66,278 | 10,403- | 15.69- |
| 027 | 24/12 RT A GB | 77,560 | 107,700 | 1,186,410 | 1,399,893 | 213,483- | 15.24- |
| 028 | 35/7 RT A GB | 3,892 | 5,715 | 62,348 | 83,662 | 21,314- | 25.47- |
| 034 | 24 PK NR GB | 7,801 | 9,372 | 97,258 | 126,109 | 28,851- | 22.87- |
| 035 | 4-6 NR GB | 11,466 | 14,580 | 209,678 | 289,716 | 80,038- | 27.62- |
| 037 | 12/32 NR GB | 1,847 | 1,947 | 22,557 | 29,041 | 6,484- | 22.32- |
| 040 | 24 PK CAN GB | 0 | 0 | 8,004 | 21,312 | 13,308- | 62.44- |
| 041 | 4-6 CAN GB | 17,241 | 22,659 | 359,183 | 446,500 | 87,317- | 19.55- |
| 036 | 4-6 BK CN GB | 0 | 0 | 10,535 | 12,248 | 1,713- | 13.98- |
| 042 | 12/12 CAN GB | 159,726 | 188,153 | 2,103,255 | 2,311,529 | 208,274- | 9.01- |
| 043 | 24/16 CAN GB | 3,163 | 7,294 | 61,157 | 85,589 | 24,432- | 28.54- |
| 029 | 24/12 PREM RET | 25,830 | 35,661 | 425,601 | 491,286 | 65,685- | 13.37- |
| 030 | 36/8 PREM RET | 9,816 | 12,291 | 134,447 | 167,136 | 32,689- | 19.55- |
| 033 | 24/12 PREM N R | 1,624 | 1,762 | 12,096 | 20,872 | 8,776- | 42.04- |
| 038 | 4-6 PREM CAN | 6,067 | 6,135 | 82,240 | 107,507 | 25,267- | 23.50- |
| 039 | 12/12 PREM CAN | 40,079 | 34,920 | 410,450 | 393,852 | 16,598 | 4.21 |
| 066 | 4-6 CAN GBX | 0 | 0 | 0 | 4,640 | 4,640- | 100.00- |
| 152 | 24/12 R WL 32 | 2,026 | 2,505 | 23,092 | 32,774 | 9,682- | 29.54- |
| 153 | 4-6 CAN WL 32 | 895 | 1,848 | 15,419 | 24,586 | 9,167- | 37.28- |
| 164 | 12/12 CAN WL32 | 462 | 1,990 | 13,466 | 25,094 | 11,628- | 46.33- |
| 154 | 24/16 C WL 32 | 0 | 0 | 0 | 6,097 | 6,097- | 100.00- |
| 147 | 24/12 RT WL | 14,052 | 17,346 | 166,151 | 209,282 | 43,131- | 20.60- |
| 148 | 4-6 CAN WL | 852 | 1,746 | 17,754 | 49,767 | 32,013- | 64.32- |
| 159 | 12/12 CAN WL | 2,156 | 7,702 | 33,447 | 65,845 | 32,398- | 49.20- |
| 149 | 24/16 CAN WL | 0 | 0 | 0 | 5,356 | 5,356- | 100.00- |
| 173 | 24/12 RT HN 32 | 6,310 | 8,064 | 81,571 | 97,544 | 15,973- | 16.37- |
| 175 | 4-6 CAN HN 32 | 2,212 | 3,773 | 42,932 | 42,431 | 501 | 1.18 |
| 176 | 12/12 C HN 32 | 1,848 | 2,846 | 41,212 | 41,038 | 174 | .42 |
| 167 | 24/12 RT HN | 96,936 | 102,692 | 1,197,825 | 1,208,698 | 10,873- | .89- |
| 169 | 4-6 CAN HN | 3,346 | 5,831 | 69,693 | 79,284 | 9,591- | 12.09- |

| | | | | | | | |
|---|---|---|---|---|---|---|---|
| 170 | 12/12 CAN HN | 7,629 | 12,993 | 157,475 | 144,698 | 12,777 | 8.83 |
| 014 | 1/2 BBL STZ | 80 | 140 | 1,954 | 4,255 | 2,301- | 54.07- |
| 015 | 1/4 BBL STZ | 0 | 5 | 38 | 172 | 134- | 77.90- |
| 118 | 4-6 CN PR SZ32 | 847 | 539 | 12,997 | 16,619 | 3,622- | 21.79- |
| 119 | 12/12 PRE SZ32 | 505 | 770 | 22,322 | 38,392 | 16,070- | 41.85- |
| 070 | 24/12 RT TR | 2,646 | 2,058 | 31,532 | 41,485 | 9,953- | 23.99- |
| 075 | 4-6 NR TR | 1,039 | 470 | 12,764 | 22,168 | 9,404- | 42.42- |
| 076 | 12/32 NR TR | 356 | 336 | 7,731 | 10,631 | 2,900- | 27.27- |
| 080 | 4-6 CAN TR | 2,649 | 154 | 37,085 | 26,083 | 11,002 | 42.18 |
| 081 | 12/12 CAN T ST | 29,383 | 19,250 | 348,010 | 393,083 | 45,073- | 11.46- |
| 106 | 4-6 CAN PRE SZ | 959 | 1,637 | 27,705 | 41,252 | 13,547- | 32.83- |
| 107 | 12/12 CAN PRSZ | 2,340 | 5,236 | 68,401 | 102,721 | 34,320- | 33.41- |
| 026 | 36/8 COCLUB 32 | 0 | 0 | 0 | 1,441 | 1,441- | 100.00- |
| 064 | 36/8 COCLUB CN | 970 | 880 | 15,185 | 16,079 | 894- | 5.56- |
| 065 | 4-6 COCLUB CAN | 1,911 | 2,002 | 35,839 | 25,596 | 10,243 | 40.01 |
| 068 | 24/16 COCLUB C | 1,470 | 1,947 | 16,994 | 18,832 | 1,838- | 9.75- |
| 069 | 4-6 GOETZ NEAR | 182 | 91 | 4,542 | 3,270 | 1,272 | 38.89 |
| 018 | 24/11 RNGNS 32 | 0 | 80 | 0 | 595 | 595- | 100.00- |
| 019 | 24/11 RINGNES | 309 | 453 | 5,190 | 3,934 | 1,256 | 31.92 |
| GRAIN BELT FULL BARRELS | | 8,940.75 | 11,180.00 | 144,210.50 | 172,353.25 | 28,142.75- | 16.32- |
| GRAIN BELT 288 OZ CASES | | 346,888.15 | 439,336.70 | 5,207,223.69 | 6,213,242.79 | 006,019.10- | 16.19- |
| WHITE LABEL 288 OZ CASES | | 19,134.00 | 28,291.00 | 245,872.50 | 377,149.13 | 131,276.63- | 34.80- |
| HAUENSTEIN 288 OZ CASES | | 113,542.50 | 128,279.50 | 1,491,364.50 | 1,520,825.00 | 29,460.50- | 1.93- |
| STORZ FULL BARRELS | | 40.00 | 71.25 | 986.50 | 2,170.50 | 1,184.00- | 54.54- |
| STORZ 288 OZ CASES | | 24,728.67 | 17,934.00 | 351,757.47 | 428,879.63 | 77,122.16- | 17.98- |
| CO CLUB NEAR RINGNES 2880Z | | 5,306.25 | 6,057.57 | 82,982.13 | 75,646.87 | 7,335.26 | 9.69 |
| TOTAL FULL BARRELS | | 8,980.75 | 11,251.25 | 145,197.00 | 174,523.75 | 29,326.75- | 16.80- |
| TOTAL 288 OZ CASES | | 509,599.57 | 619,898.77 | 7,379,200.29 | 8,615,743.42 | 236,543.13- | 14.35- |
| TOTAL BARRELAGE | | 45,967.48 | 56,243.50 | 680,779.35 | 799,854.40 | 119,075.05- | 14.88- |

REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 12/75

| AZ | | MONTHLY CURRENT | MONTHLY LAST YEAR | YEARLY CURRENT | YEARLY LAST YEAR | VARIANCE | % |
|---|---|---|---|---|---|---|---|
| 035 | 4-6 NR GB | 0 | 0 | 728 | 0 | 728 | 100.00 |
| 041 | 4-6 CAN GB | 0 | 0 | 13,643 | 0 | 13,643 | 100.00 |
| 042 | 12/12 CAN GB | 0 | 0 | 2,618 | 0 | 2,618 | 100.00 |
| 038 | 4-6 PREM CAN | 0 | 0 | 7,392 | 0 | 7,392 | 100.00 |
| 039 | 12/12 PREM CAN | 0 | 0 | 5,236 | 0 | 5,236 | 100.00 |
| 148 | 4-6 CAN WL | 0 | 0 | 0 | 15,246 | 15,246- | 100.00- |
| 169 | 4-6 CAN HN | 0 | 0 | 9,779 | 9,163 | 616 | 6.72 |
| 170 | 12/12 CAN HN | 0 | 0 | 2,926 | 0 | 2,926 | 100.00 |
| 080 | 4-6 CAN TR | 0 | 0 | 19,404 | 5,467 | 13,937 | 254.92 |
| 106 | 4-6 CAN PRE SZ | 0 | 0 | 5,544 | 12,169 | 6,625- | 54.44- |
| GRAIN BELT FULL BARRELS | | .00 | .00 | .00 | .00 | .00 | .00 |
| GRAIN BELT 288 OZ CASES | | .00 | .00 | 25,690.00 | .00 | 25,690.00 | 100.00 |
| WHITE LABEL 288 OZ CASES | | .00 | .00 | .00 | 15,246.00 | 15,246.00- | 100.00- |
| HAUENSTEIN 288 OZ CASES | | .00 | .00 | 11,242.00 | 9,163.00 | 2,079.00 | 22.68 |
| STORZ FULL BARRELS | | .00 | .00 | .00 | .00 | .00 | .00 |
| STORZ 288 OZ CASES | | .00 | .00 | 24,948.00 | 17,636.00 | 7,312.00 | 41.46 |
| CO CLUB NEAR RINGNES 288OZ | | .00 | .00 | .00 | .00 | .00 | .00 |
| TOTAL FULL BARRELS | | .00 | .00 | .00 | .00 | .00 | .00 |
| TOTAL 288 OZ CASES | | .00 | .00 | 61,880.00 | 42,045.00 | 19,835.00 | 47.17 |
| TOTAL BARRELAGE | | .00 | .00 | 4,491.25 | 3,051.62 | 1,439.63 | 47.17 |

REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 12/75

| CA | MONTHLY CURRENT | MONTHLY LAST YEAR | YEARLY CURRENT | YEARLY LAST YEAR | VARIANCE | % |
|---|---|---|---|---|---|---|
| 042 12/12 CAN GB | 0 | 0 | 28,336 | 0 | 28,336 | 100.00 |
| GRAIN BELT FULL BARRELS | .00 | .00 | .00 | .00 | .00 | .00 |
| GRAIN BELT 288 OZ CASES | .00 | .00 | 14,168.00 | .00 | 14,168.00 | 100.00 |
| WHITE LABEL 288 OZ CASES | .00 | .00 | .00 | .00 | .00 | .00 |
| HAUENSTEIN 288 OZ CASES | .00 | .00 | .00 | .00 | .00 | .00 |
| STORZ FULL BARRELS | .00 | .00 | .00 | .00 | .00 | .00 |
| STORZ 288 OZ CASES | .00 | .00 | .00 | .00 | .00 | .00 |
| CO CLUB NEAR RINGNES 288OZ | .00 | .00 | .00 | .00 | .00 | .00 |
| TOTAL FULL BARRELS | .00 | .00 | .00 | .00 | .00 | .00 |
| TOTAL 288 OZ CASES | .00 | .00 | 14,168.00 | .00 | 14,168.00 | 100.00 |
| TOTAL BARRELAGE | .00 | .00 | 1,028.31 | .00 | 1,028.31 | 100.00 |

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REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 12/75

| CO | | MONTHLY CURRENT | MONTHLY LAST YEAR | YEARLY CURRENT | YEARLY LAST YEAR | VARIANCE | % |
|---|---|---|---|---|---|---|---|
| 055 | 4-6 NR GB 32 | 0 | 0 | 0 | 504 | 504- | 100.00- |
| 057 | 12/32 NR GB 32 | 0 | 0 | 0 | 42 | 42- | 100.00- |
| 061 | 4-6 CAN GB 32 | 539 | 0 | 539 | 0 | 539 | 100.00 |
| 035 | 4-6 NR GB | 1,904 | 0 | 8,904 | 5,880 | 3,024 | 51.42 |
| 037 | 12/32 NR GB | 0 | 0 | 0 | 42 | 42- | 100.00- |
| 041 | 4-6 CAN GB | 2,387 | 0 | 8,393 | 10,703 | 2,310- | 21.58- |
| 036 | 4-6 BK CN GB | 0 | 0 | 539 | 0 | 539 | 100.00 |
| 075 | 4-6 NR TR | 0 | 0 | 4,480 | 10,528 | 6,048- | 57.44- |
| | GRAIN BELT FULL BARRELS | .00 | .00 | .00 | .00 | .00 | .00 |
| | GRAIN BELT 288 OZ CASES | 4,830.00 | .00 | 18,375.00 | 17,199.00 | 1,176.00 | 6.83 |
| | WHITE LABEL 288 OZ CASES | .00 | .00 | .00 | .00 | .00 | .00 |
| | HAUENSTEIN 288 OZ CASES | .00 | .00 | .00 | .00 | .00 | .00 |
| | STORZ FULL BARRELS | .00 | .00 | .00 | .00 | .00 | .00 |
| | STORZ 288 OZ CASES | .00 | .00 | 4,480.00 | 10,528.00 | 6,048.00- | 57.44- |
| | CO CLUB NEAR RINGNES 288OZ | .00 | .00 | .00 | .00 | .00 | .00 |
| | TOTAL FULL BARRELS | .00 | .00 | .00 | .00 | .00 | .00 |
| | TOTAL 288 OZ CASES | 4,830.00 | .00 | 22,855.00 | 27,727.00 | 4,872.00- | 17.57- |
| | TOTAL BARRELAGE | 350.56 | .00 | 1,658.81 | 2,012.42 | 353.61- | 17.57- |

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REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 12/75

| CD | | MONTHLY CURRENT | MONTHLY LAST YEAR | YEARLY CURRENT | YEARLY LAST YEAR | VARIANCE | % |
|---|---|---|---|---|---|---|---|
| 041 | 4-6 CAN GB | 0 | 0 | 1,694 | 1,232 | 462 | 37.50 |
| | GRAIN BELT FULL BARRELS | .00 | .00 | .00 | .00 | .00 | .00 |
| | GRAIN BELT 288 OZ CASES | .00 | .00 | 1,694.00 | 1,232.00 | 462.00 | 37.50 |
| | WHITE LABEL 288 OZ CASES | .00 | .00 | .00 | .00 | .00 | .00 |
| | HAUENSTEIN 288 OZ CASES | .00 | .00 | .00 | .00 | .00 | .00 |
| | STORZ FULL BARRELS | .00 | .00 | .00 | .00 | .00 | .00 |
| | STORZ 288 OZ CASES | .00 | .00 | .00 | .00 | .00 | .00 |
| | CO CLUB NEAR RINGNES 288OZ | .00 | .00 | .00 | .00 | .00 | .00 |
| | TOTAL FULL BARRELS | .00 | .00 | .00 | .00 | .00 | .00 |
| | TOTAL 288 OZ CASES | .00 | .00 | 1,694.00 | 1,232.00 | 462.00 | 37.50 |
| | TOTAL BARRELAGE | .00 | .00 | 122.95 | 89.41 | 33.54 | 37.51 |

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IL

| | | MONTHLY CURRENT | MONTHLY LAST YEAR | YEARLY CURRENT | YEARLY LAST YEAR | VARIANCE | % |
|---|---|---|---|---|---|---|---|
| 001 | 1/1 BBL GB ST | 8 | 8 | 88 | 98 | 10- | 10.20- |
| 002 | 1/2 BBL GB ST | 16 | 16 | 1,716 | 703 | 1,013 | 144.09 |
| 003 | 1/4 BBL GB ST | 32 | 60 | 680 | 997 | 317- | 31.79- |
| 010 | 1/2 BBL PREMUM | 0 | 0 | 12 | 0 | 12 | 100.00 |
| 011 | 1/4 BBL PREMUM | 0 | 0 | 36 | 0 | 36 | 100.00 |
| 027 | 24/12 RT A GB | 0 | 84 | 672 | 1,019 | 347- | 34.05- |
| 035 | 4-6 NR GB | 0 | 0 | 56 | 448 | 392- | 87.50- |
| 037 | 12/32 NR GB | 42 | 168 | 588 | 882 | 294- | 33.33- |
| 040 | 24 PK CAN GB | 0 | 0 | 0 | 7,870 | 7,870- | 100.00- |
| 041 | 4-6 CAN GB | 0 | 0 | 9,471 | 16,632 | 7,161- | 43.05- |
| 036 | 4-6 BK CN GB | 0 | 0 | 761 | 1,078 | 317- | 29.40- |
| 042 | 12/12 CAN GB | 2,002 | 1,078 | 27,566 | 56,364 | 28,798- | 51.09- |
| 043 | 24/16 CAN GB | 0 | 0 | 0 | 168 | 168- | 100.00- |
| 029 | 24/12 PREM RET | 336 | 126 | 2,604 | 10,500 | 7,896- | 75.20- |
| 030 | 36/8 PREM RET | 72 | 72 | 518 | 879 | 361- | 41.06- |
| 038 | 4-6 PREM CAN | 385 | 25 | 539 | 847 | 308- | 36.36- |
| 039 | 12/12 PREM CAN | 0 | 0 | 224 | 0 | 224 | 100.00 |
| 148 | 4-6 CAN WL | 0 | 0 | 21 | 77 | 56- | 72.72- |
| 159 | 12/12 CAN WL | 0 | 0 | 238 | 0 | 238 | 100.00 |
| 169 | 4-6 CAN HN | 0 | 0 | 98 | 0 | 98 | 100.00 |
| 170 | 12/12 CAN HN | 0 | 0 | 462 | 0 | 462 | 100.00 |
| 070 | 24/12 RT TR | 0 | 0 | 4,578 | 2,898 | 1,680 | 57.97 |
| 075 | 4-6 NR TR | 0 | 0 | 0 | 392 | 392- | 100.00- |
| 076 | 12/32 NR TR | 0 | 0 | 126 | 420 | 294- | 70.00- |
| 080 | 4-6 CAN TR | 0 | 77 | 77 | 1,078 | 1,001- | 92.85- |
| 081 | 12/12 CAN T ST | 0 | 154 | 23,716 | 4,158 | 19,558 | 470.37 |
| 106 | 4-6 CAN PRE SZ | 0 | 0 | 308 | 0 | 308 | 100.00 |
| 107 | 12/12 CAN PRSZ | 0 | 0 | 2,926 | 462 | 2,464 | 533.33 |
| | GRAIN BELT FULL BARRELS | 24.00 | 31.00 | 1,131.00 | 698.75 | 432.25 | 61.86 |
| | GRAIN BELT 288 OZ CASES | 1,850.00 | 1,070.00 | 29,300.00 | 68,855.00 | 39,555.00- | 57.44- |
| | WHITE LABEL 288 OZ CASES | .00 | .00 | 140.00 | 77.00 | 63.00 | 81.81 |
| | HAUENSTEIN 288 OZ CASES | .00 | .00 | 329.00 | .00 | 329.00 | 100.00 |
| | STORZ FULL BARRELS | .00 | .00 | .00 | .00 | .00 | .00 |
| | STORZ 288 OZ CASES | .00 | 154.00 | 18,452.00 | 7,238.00 | 11,214.00 | 154.93 |
| | CO CLUB NEAR RINGNES 288OZ | .00 | .00 | .00 | .00 | .00 | .00 |
| | TOTAL FULL BARRELS | 24.00 | 31.00 | 1,131.00 | 698.75 | 432.25 | 61.86 |
| | TOTAL 288 OZ CASES | 1,850.00 | 1,224.00 | 48,221.00 | 76,170.00 | 27,949.00- | 36.69- |
| | TOTAL BARRELAGE | 158.27 | 119.83 | 4,630.88 | 6,227.16 | 1,596.28- | 25.63- |

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REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 12/75

| IA | | | MONTHLY CURRENT | MONTHLY LAST YEAR | YEARLY CURRENT | YEARLY LAST YEAR | VARIANCE | % |
|---|---|---|---|---|---|---|---|---|
| | 002 | 1/2 BBL GB ST | 216 | 700 | 4,444 | 7,468 | 3,024- | 40.49- |
| | 003 | 1/4 BBL GB ST | 8 | 16 | 167 | 424 | 257- | 60.61- |
| | 010 | 1/2 BBL PREMUM | 0 | 0 | 108 | 0 | 108 | 100.00 |
| | 011 | 1/4 BBL PREMUM | 0 | 0 | 4 | 0 | 4 | 100.00 |
| | 027 | 24/12 RT A GB | 252 | 724 | 5,691 | 9,901 | 4,210- | 42.52- |
| | 034 | 24 PK NR GB | 0 | 168 | 1,516 | 8,989 | 7,473- | 83.13- |
| | 035 | 4-6 NR GB | 728 | 840 | 41,160 | 40,657 | 503 | 1.23 |
| | 037 | 12/32 NR GB | 136 | 488 | 4,569 | 6,381 | 1,812- | 28.39- |
| | 041 | 4-6 CAN GB | 2,002 | 5,698 | 48,895 | 83,977 | 35,082- | 41.77- |
| | 036 | 4-6 BK CN GB | 0 | 0 | 154 | 1,302 | 1,148- | 88.17- |
| | 042 | 12/12 CAN GB | 37,268 | 66,836 | 636,020 | 846,537 | 210,517- | 24.86- |
| | 043 | 24/16 CAN GB | 28 | 112 | 1,130 | 1,663 | 533- | 32.05- |
| | 029 | 24/12 PREM RET | 336 | 672 | 6,216 | 9,828 | 3,612- | 36.75- |
| | 030 | 36/8 PREM RET | 36 | 72 | 622 | 1,156 | 534- | 46.19- |
| | 033 | 24/12 PREM N R | 0 | 56 | 21 | 1,904 | 1,883- | 98.89- |
| | 038 | 4-6 PREM CAN | 1,155 | 1,463 | 20,702 | 18,950 | 1,752 | 9.24 |
| | 039 | 12/12 PREM CAN | 11,088 | 9,702 | 104,937 | 130,428 | 25,491- | 19.54- |
| | 148 | 4-6 CAN WL | 0 | 0 | 35 | 4,081 | 4,046- | 99.14- |
| | 159 | 12/12 CAN WL | 0 | 1,694 | 2,474 | 7,546 | 5,072- | 67.21- |
| | 167 | 24/12 RT HN | 0 | 0 | 0 | 504 | 504- | 100.00- |
| | 170 | 12/12 CAN HN | 0 | 770 | 3,614 | 924 | 2,690 | 291.12 |
| | 014 | 1/2 BBL STZ | 36 | 116 | 968 | 1,756 | 788- | 44.87- |
| | 015 | 1/4 BBL STZ | 0 | 5 | 9 | 79 | 70- | 88.60- |
| | 070 | 24/12 RT TR | 126 | 126 | 1,344 | 2,268 | 924- | 40.74- |
| | 075 | 4-6 NR TR | 675 | 134 | 4,362 | 5,260 | 898- | 17.07- |
| | 076 | 12/32 NR TR | 20 | 42 | 1,223 | 1,183 | 40 | 3.38 |
| | 080 | 4-6 CAN TR | 339 | 0 | 2,110 | 3,080 | 970- | 31.49- |
| | 081 | 12/12 CAN T ST | 6,776 | 4,004 | 77,616 | 70,105 | 7,511 | 10.71 |
| | 106 | 4-6 CAN PRE SZ | 154 | 231 | 2,310 | 4,543 | 2,233- | 49.15- |
| | 107 | 12/12 CAN PRSZ | 1,232 | 2,464 | 32,973 | 55,594 | 22,621- | 40.68- |
| | 064 | 36/8 COCLUB CN | 0 | 0 | 0 | 80 | 80- | 100.00- |
| | 065 | 4-6 COCLUB CAN | 0 | 0 | 0 | 364 | 364- | 100.00- |
| | 069 | 4-6 GOETZ NEAR | 0 | 91 | 1,274 | 1,257 | 17 | 1.35 |
| | 019 | 24/11 RINGNES | 0 | 0 | 15 | 0 | 15 | 100.00 |
| | GRAIN BELT FULL BARRELS | | 110.00 | 354.00 | 2,318.75 | 3,840.00 | 1,521.25- | 39.61- |
| | GRAIN BELT 288 OZ CASES | | 28,905.66 | 48,762.00 | 503,054.14 | 675,871.81 | 172,817.67- | 25.56- |
| | WHITE LABEL 288 OZ CASES | | .00 | 847.00 | 1,272.00 | 7,854.00 | 6,582.00- | 83.80- |
| | HAUENSTEIN 288 OZ CASES | | .00 | 385.00 | 1,807.00 | 966.00 | 841.00 | 87.06 |
| | STORZ FULL BARRELS | | 18.00 | 59.25 | 486.25 | 897.75 | 411.50- | 45.83- |
| | STORZ 288 OZ CASES | | 5,324.67 | 3,781.00 | 67,051.16 | 79,577.83 | 12,526.67- | 15.74- |
| | CO CLUB NEAR RINGNES 2880Z | | .00 | 91.00 | 1,287.75 | 1,701.00 | 413.25- | 24.29- |
| | TOTAL FULL BARRELS | | 128.00 | 413.25 | 2,805.00 | 4,737.75 | 1,932.75- | 40.79- |
| | TOTAL 288 OZ CASES | | 34,230.33 | 53,866.00 | 574,472.05 | 765,970.64 | 191,498.59- | 25.00- |
| | TOTAL BARRELAGE | | 2,612.43 | 4,322.84 | 44,500.18 | 60,331.89 | 15,831.71- | 26.24- |

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| KS | | MONTHLY CURRENT | MONTHLY LAST YEAR | YEARLY CURRENT | YEARLY LAST YEAR | VARIANCE | % |
|---|---|---|---|---|---|---|---|
| 061 | 4-6 CAN GB 32 | 0 | 539 | 0 | 2,695 | 2,695- | 100.00- |
| 041 | 4-6 CAN GB | 0 | 616 | 4,490 | 5,390 | 900- | 16.69- |
| 042 | 12/12 CAN GB | 0 | 1,540 | 2,796 | 9,548 | 6,752- | 70.71- |
| 038 | 4-6 PREM CAN | 0 | 77 | 0 | 77 | 77- | 100.00- |
| 080 | 4-6 CAN TR | 0 | 0 | 2,395 | 0 | 2,395 | 100.00 |
| 081 | 12/12 CAN T ST | 0 | 0 | 2,002 | 0 | 2,002 | 100.00 |
| GRAIN BELT FULL BARRELS | | .00 | .00 | .00 | .00 | .00 | .00 |
| GRAIN BELT 288 OZ CASES | | .00 | 2,002.00 | 5,888.00 | 12,936.00 | 7,048.00- | 54.48- |
| WHITE LABEL 288 OZ CASES | | .00 | .00 | .00 | .00 | .00 | .00 |
| HAUENSTEIN 288 OZ CASES | | .00 | .00 | .00 | .00 | .00 | .00 |
| STORZ FULL BARRELS | | .00 | .00 | .00 | .00 | .00 | .00 |
| STORZ 288 OZ CASES | | .00 | .00 | 3,396.00 | .00 | 3,396.00 | 100.00 |
| CO CLUB NEAR RINGNES 2880Z | | .00 | .00 | .00 | .00 | .00 | .00 |
| TOTAL FULL BARRELS | | .00 | .00 | .00 | .00 | .00 | .00 |
| TOTAL 288 OZ CASES | | .00 | 2,002.00 | 9,284.00 | 12,936.00 | 3,652.00- | 28.23- |
| TOTAL BARRELAGE | | .00 | 145.30 | 673.83 | 938.89 | 265.06- | 28.23- |

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REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 12/75

| MI | | MONTHLY CURRENT | MONTHLY LAST YEAR | YEARLY CURRENT | YEARLY LAST YEAR | VARIANCE | % |
|---|---|---|---|---|---|---|---|
| 027 | 24/12 RT A GB | 126 | 126 | 420 | 798 | 378- | 47.36- |
| 028 | 35/7 RT A GB | 0 | 0 | 49 | 196 | 147- | 75.00- |
| 035 | 4-6 NR GB | 56 | 28 | 140 | 343 | 203- | 59.18- |
| 037 | 12/32 NR GB | 35 | 42 | 98 | 126 | 28- | 22.22- |
| 041 | 4-6 CAN GB | 14 | 0 | 90 | 98 | 8- | 8.16- |
| 042 | 12/12 CAN GB | 0 | 77 | 0 | 77 | 77- | 100.00- |
| GRAIN BELT FULL BARRELS | | .00 | .00 | .00 | .00 | .00 | .00 |
| GRAIN BELT 288 OZ CASES | | 242.67 | 248.50 | 822.35 | 1,612.24 | 789.89- | 48.99- |
| WHITE LABEL 288 OZ CASES | | .00 | .00 | .00 | .00 | .00 | .00 |
| HAUENSTEIN 288 OZ CASES | | .00 | .00 | .00 | .00 | .00 | .00 |
| STORZ FULL BARRELS | | .00 | .00 | .00 | .00 | .00 | .00 |
| STORZ 288 OZ CASES | | .00 | .00 | .00 | .00 | .00 | .00 |
| CO CLUB NEAR RINGNES 288OZ | | .00 | .00 | .00 | .00 | .00 | .00 |
| TOTAL FULL BARRELS | | .00 | .00 | .00 | .00 | .00 | .00 |
| TOTAL 288 OZ CASES | | 242.67 | 248.50 | 822.35 | 1,612.24 | 789.89- | 48.99- |
| TOTAL BARRELAGE | | 17.61 | 18.03 | 59.68 | 117.01 | 57.33- | 48.99- |

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REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 12/75

| MN | | | MONTHLY CURRENT | MONTHLY LAST YEAR | YEARLY CURRENT | YEARLY LAST YEAR | VARIANCE | % |
|---|---|---|---|---|---|---|---|---|
| | 005 | 1/1 BBL GB 3.2 | 1,702 | 2,127 | 23,447 | 29,449 | 6,002- | 20.38- |
| | 006 | 1/2 BBL GB 3.2 | 4,894 | 5,857 | 80,442 | 92,292 | 11,850- | 12.83- |
| | 007 | 1/4 BBL GB 3.2 | 204 | 343 | 4,264 | 5,471 | 1,207- | 22.06- |
| | 001 | 1/1 BBL GB ST | 177 | 243 | 2,743 | 2,953 | 210- | 7.11- |
| | 002 | 1/2 BBL GB ST | 5,156 | 6,457 | 88,809 | 103,462 | 14,653- | 14.16- |
| | 003 | 1/4 BBL GB ST | 2,087 | 3,823 | 49,094 | 67,549 | 18,455- | 27.32- |
| | 181 | 1/1 BBL PRM 32 | 1 | 0 | 4 | 0 | 4 | 100.00 |
| | 182 | 1/2 BBL PRM 32 | 4 | 0 | 7 | 0 | 7 | 100.00 |
| | 185 | 1/4 BBL PRM 32 | 0 | 0 | 1 | 0 | 1 | 100.00 |
| | 009 | 1/1 BBL PREMUM | 9 | 2 | 30 | 23 | 7 | 30.43 |
| | 010 | 1/2 BBL PREMUM | 823 | 40 | 5,152 | 777 | 4,375 | 563.06 |
| | 011 | 1/4 BBL PREMUM | 134 | 78 | 1,811 | 1,786 | 25 | 1.39 |
| | 047 | 24/12 RA GB 32 | 25,521 | 39,611 | 430,356 | 558,078 | 127,722- | 22.88- |
| | 048 | 35/7 RA GB 32 | 1,218 | 1,396 | 13,841 | 20,042 | 6,201- | 30.94- |
| | 050 | 36/8 RT GB 32 | 890 | 767 | 9,395 | 10,963 | 1,568- | 14.30- |
| | 055 | 4-6 NR GB 32 | 4,912 | 9,095 | 110,954 | 172,008 | 61,054- | 35.49- |
| | 057 | 12/32 NR GB 32 | 1,619 | 1,954 | 18,811 | 21,157 | 2,346- | 11.08- |
| | 060 | 24 PK C GB 32 | 0 | 0 | 0 | 775 | 775- | 100.00- |
| | 061 | 4-6 CAN GB 32 | 21,045 | 20,671 | 294,507 | 339,318 | 44,811- | 13.20- |
| | 056 | 4-6 BKCN GB 32 | 0 | 0 | 3,775 | 3,794 | 19- | .50- |
| | 062 | 12/12 C GB 32 | 28,798 | 26,490 | 432,713 | 401,260 | 31,453 | 7.83 |
| | 063 | 24/16 C GB 32 | 4,019 | 4,285 | 55,311 | 66,116 | 10,805- | 16.34- |
| | 027 | 24/12 RT A GB | 64,708 | 94,628 | 1,023,009 | 1,193,841 | 170,832- | 14.30- |
| | 028 | 35/7 RT A GB | 2,618 | 3,853 | 43,313 | 55,497 | 12,184- | 21.95- |
| | 034 | 24 PK NR GB | 7,521 | 8,924 | 92,136 | 112,834 | 20,698- | 18.34- |
| | 035 | 4-6 NR GB | 6,108 | 8,043 | 106,765 | 156,623 | 49,858- | 31.83- |
| | 037 | 12/32 NR GB | 1,006 | 956 | 12,006 | 14,328 | 2,322- | 16.20- |
| | 040 | 24 PK CAN GB | 0 | 0 | 1,794 | 8,066 | 6,272- | 77.75- |
| | 041 | 4-6 CAN GB | 9,142 | 12,957 | 174,052 | 219,263 | 45,211- | 20.61- |
| | 036 | 4-6 BK CN GB | 0 | 0 | 5,985 | 6,992 | 1,007- | 14.40- |
| | 042 | 12/12 CAN GB | 100,128 | 99,680 | 1,080,601 | 1,059,187 | 21,414 | 2.02 |
| | 043 | 24/16 CAN GB | 3,023 | 6,510 | 57,050 | 78,584 | 21,534- | 27.40- |
| | 029 | 24/12 PREM RET | 19,572 | 30,243 | 345,550 | 381,298 | 35,748- | 9.37- |
| | 030 | 36/8 PREM RET | 8,189 | 10,455 | 111,290 | 132,978 | 21,688- | 16.30- |
| | 033 | 24/12 PREM N R | 1,624 | 1,474 | 11,587 | 16,407 | 4,820- | 29.37- |
| | 038 | 4-6 PREM CAN | 1,258 | 1,532 | 21,161 | 28,133 | 6,972- | 24.78- |
| | 039 | 12/12 PREM CAN | 26,219 | 21,830 | 278,332 | 193,822 | 84,510 | 43.60 |
| | 066 | 4-6 CAN GBX | 0 | 0 | 0 | 4,465 | 4,465- | 100.00- |
| | 152 | 24/12 R WL 32 | 1,942 | 2,463 | 22,273 | 31,850 | 9,577- | 30.06- |
| | 153 | 4-6 CAN WL 32 | 874 | 1,694 | 14,581 | 22,250 | 7,669- | 34.46- |
| | 164 | 12/12 CAN WL32 | 462 | 1,990 | 13,184 | 24,940 | 11,756- | 47.13- |
| | 154 | 24/16 C WL 32 | 0 | 0 | 0 | 6,097 | 6,097- | 100.00- |
| | 147 | 24/12 RT WL | 13,538 | 16,422 | 159,584 | 199,048 | 39,464- | 19.82- |
| | 148 | 4-6 CAN WL | 852 | 1,494 | 15,838 | 27,698 | 11,860- | 42.81- |
| | 159 | 12/12 CAN WL | 2,156 | 6,008 | 30,735 | 57,989 | 27,254- | 46.99- |
| | 149 | 24/16 CAN WL | 0 | 0 | 0 | 5,356 | 5,356- | 100.00- |
| | 173 | 24/12 RT HN 32 | 6,226 | 8,064 | 81,025 | 97,460 | 16,435- | 16.86- |
| | 175 | 4-6 CAN HN 32 | 2,135 | 3,696 | 41,861 | 41,240 | 621 | 1.50 |
| | 176 | 12/12 C HN 32 | 1,848 | 2,846 | 41,210 | 40,730 | 480 | 1.17 |
| | 167 | 24/12 RT HN | 93,282 | 95,804 | 1,141,831 | 1,139,062 | 2,769 | .24 |
| | 169 | 4-6 CAN HN | 3,346 | 5,754 | 56,337 | 65,115 | 8,778- | 13.48- |

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| | | | | | | | |
|---|---|---|---|---|---|---|---|
| 170 | 12/12 CAN HN | 7,629 | 11,453 | 131,548 | 120,277 | 11,271 | 9.37 |
| 075 | 4-6 NR TR | 0 | 0 | 1 | 0 | 1 | 100.00 |
| 080 | 4-6 CAN TR | 0 | 0 | 1 | 0 | 1 | 100.00 |
| 081 | 12/12 CAN T ST | 0 | 0 | 1 | 0 | 1 | 100.00 |
| 106 | 4-6 CAN PRE SZ | 0 | 0 | 1 | 0 | 1 | 100.00 |
| 107 | 12/12 CAN PRSZ | 0 | 0 | 1 | 0 | 1 | 100.00 |
| 026 | 36/8 COCLUB 32 | 0 | 0 | 0 | 1,441 | 1,441- | 100.00- |
| 064 | 36/8 COCLUB CN | 730 | 880 | 9,934 | 12,985 | 3,051- | 23.49- |
| 065 | 4-6 COCLUB CAN | 1,274 | 1,092 | 14,376 | 15,958 | 1,582- | 9.91- |
| 068 | 24/16 COCLUB C | 1,330 | 1,457 | 13,599 | 15,965 | 2,366- | 14.81- |
| 069 | 4-6 GOETZ NEAR | 0 | 0 | 539 | 558 | 19- | 3.40- |
| 018 | 24/11 RNGNS 32 | 0 | 80 | 0 | 595 | 595- | 100.00- |
| 019 | 24/11 RINGNES | 197 | 325 | 4,062 | 3,397 | 665 | 19.57 |
| | GRAIN BELT FULL BARRELS | 7,933.75 | 9,610.00 | 127,221.50 | 149,392.00 | 22,170.50- | 14.84- |
| | GRAIN BELT 288 OZ CASES | 264,215.05 | 335,138.56 | 3,877,662.87 | 4,477,476.83 | 599,813.96- | 13.39- |
| | WHITE LABEL 288 OZ CASES | 18,515.00 | 26,072.00 | 234,235.50 | 337,581.13 | 103,345.63- | 30.61- |
| | HAUENSTEIN 288 OZ CASES | 109,727.50 | 120,467.50 | 1,407,433.00 | 1,423,380.50 | 15,947.50- | 1.12- |
| | STORZ FULL BARRELS | .00 | .00 | .00 | .00 | .00 | .00 |
| | STORZ 288 OZ CASES | .00 | .00 | 4.00 | .00 | 4.00 | 100.00 |
| | CO CLUB NEAR RINGNES 288OZ | 3,957.91 | 4,285.91 | 46,704.46 | 55,887.96 | 9,183.50- | 16.43- |
| | TOTAL FULL BARRELS | 7,933.75 | 9,610.00 | 127,221.50 | 149,392.00 | 22,170.50- | 14.84- |
| | TOTAL 288 OZ CASES | 396,415.46 | 485,963.97 | 5,566,039.83 | 6,294,326.42 | 728,286.59- | 11.57- |
| | TOTAL BARRELAGE | 36,705.58 | 44,881.26 | 531,204.67 | 606,234.21 | 75,029.54- | 12.37- |

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REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 12/75

| MO | | MONTHLY CURRENT | MONTHLY LAST YEAR | YEARLY CURRENT | YEARLY LAST YEAR | VARIANCE | % |
|---|---|---|---|---|---|---|---|
| 041 | 4-6 CAN GB | 0 | 0 | 0 | 13,013 | 13,013- | 100.00- |
| 075 | 4-6 NR TR | 224 | 0 | 728 | 0 | 728 | 100.00 |
| 080 | 4-6 CAN TR | 2,002 | 0 | 4,851 | 3,696 | 1,155 | 31.25 |
| 106 | 4-6 CAN PRE SZ | 0 | 0 | 6,160 | 0 | 6,160 | 100.00 |
| | GRAIN BELT FULL BARRELS | .00 | .00 | .00 | .00 | .00 | .00 |
| | GRAIN BELT 288 OZ CASES | .00 | .00 | .00 | 13,013.00 | 13,013.00- | 100.00- |
| | WHITE LABEL 288 OZ CASES | .00 | .00 | .00 | .00 | .00 | .00 |
| | HAUENSTEIN 288 OZ CASES | .00 | .00 | .00 | .00 | .00 | .00 |
| | STORZ FULL BARRELS | .00 | .00 | .00 | .00 | .00 | .00 |
| | STORZ 288 OZ CASES | 2,226.00 | .00 | 11,739.00 | 3,696.00 | 8,043.00 | 217.61 |
| | CO CLUB NEAR RINGNES 288OZ | .00 | .00 | .00 | .00 | .00 | .00 |
| | TOTAL FULL BARRELS | .00 | .00 | .00 | .00 | .00 | .00 |
| | TOTAL 288 OZ CASES | 2,226.00 | .00 | 11,739.00 | 16,709.00 | 4,970.00- | 29.74- |
| | TOTAL BARRELAGE | 161.56 | .00 | 852.01 | 1,212.73 | 360.72- | 29.74- |

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REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 12/75

| MT | | | MONTHLY CURRENT | MONTHLY LAST YEAR | YEARLY CURRENT | YEARLY LAST YEAR | VARIANCE | % |
|---|---|---|---|---|---|---|---|---|
| | 002 | 1/2 BBL GB ST | 24 | 0 | 168 | 0 | 168 | 100.00 |
| | 010 | 1/2 BBL PREMUM | 0 | 0 | 72 | 0 | 72 | 100.00 |
| | 027 | 24/12 RT A GB | 840 | 0 | 1,974 | 966 | 1,008 | 104.34 |
| | 035 | 4-6 NR GB | 112 | 112 | 4,928 | 4,752 | 176 | 3.70 |
| | 041 | 4-6 CAN GB | 0 | 231 | 16,863 | 5,929 | 10,934 | 184.41 |
| | 036 | 4-6 BK CN GB | 0 | 0 | 0 | 154 | 154- | 100.00- |
| | 042 | 12/12 CAN GB | 0 | 0 | 4,620 | 0 | 4,620 | 100.00 |
| | 029 | 24/12 PREM RET | 252 | 252 | 1,134 | 252 | 882 | 350.00 |
| | 030 | 36/8 PREM RET | 36 | 0 | 144 | 0 | 144 | 100.00 |
| | 038 | 4-6 PREM CAN | 1,155 | 0 | 1,540 | 0 | 1,540 | 100.00 |
| | 039 | 12/12 PREM CAN | 0 | 616 | 0 | 1,232 | 1,232- | 100.00- |
| | 064 | 36/8 COCLUB CN | 160 | 0 | 2,720 | 0 | 2,720 | 100.00 |
| | 065 | 4-6 COCLUB CAN | 182 | 0 | 11,830 | 0 | 11,830 | 100.00 |
| | 068 | 24/16 COCLUB C | 0 | 0 | 210 | 0 | 210 | 100.00 |
| | GRAIN BELT FULL BARRELS | | 12.00 | .00 | 120.00 | .00 | 120.00 | 100.00 |
| | GRAIN BELT 288 OZ CASES | | 2,395.00 | 903.00 | 28,893.00 | 12,669.00 | 16,224.00 | 128.06 |
| | WHITE LABEL 288 OZ CASES | | .00 | .00 | .00 | .00 | .00 | .00 |
| | HAUENSTEIN 288 OZ CASES | | .00 | .00 | .00 | .00 | .00 | .00 |
| | STORZ FULL BARRELS | | .00 | .00 | .00 | .00 | .00 | .00 |
| | STORZ 288 OZ CASES | | .00 | .00 | .00 | .00 | .00 | .00 |
| | CO CLUB NEAR RINGNES 2880Z | | 342.00 | .00 | 14,830.00 | .00 | 14,830.00 | 100.00 |
| | TOTAL FULL BARRELS | | 12.00 | .00 | 120.00 | .00 | 120.00 | 100.00 |
| | TOTAL 288 OZ CASES | | 2,737.00 | 903.00 | 43,723.00 | 12,669.00 | 31,054.00 | 245.11 |
| | TOTAL BARRELAGE | | 210.65 | 65.53 | 3,293.41 | 919.51 | 2,373.90 | 258.17 |

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REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 12/75

| NB | | | MONTHLY CURRENT | MONTHLY LAST YEAR | YEARLY CURRENT | YEARLY LAST YEAR | VARIANCE | % |
|---|---|---|---|---|---|---|---|---|
| 002 | 1/2 BBL GB ST | | 48 | 12 | 552 | 1,352 | 800- | 59.17- |
| 003 | 1/4 BBL GB ST | | 0 | 0 | 4 | 72 | 68- | 94.44- |
| 010 | 1/2 BBL PREMUM | | 0 | 12 | 108 | 288 | 180- | 62.50- |
| 027 | 24/12 RT A GB | | 252 | 42 | 2,380 | 3,066 | 686- | 22.37- |
| 035 | 4-6 NR GB | | 0 | 0 | 196 | 259 | 63- | 24.32- |
| 041 | 4-6 CAN GB | | 154 | 0 | 2,156 | 3,619 | 1,463- | 40.42- |
| 036 | 4-6 BK CN GB | | 0 | 0 | 231 | 154 | 77 | 50.00 |
| 042 | 12/12 CAN GB | | 2,464 | 154 | 23,870 | 28,948 | 5,078- | 17.54- |
| 043 | 24/16 CAN GB | | 0 | 0 | 168 | 430 | 262- | 60.93- |
| 029 | 24/12 PREM RET | | 42 | 0 | 169 | 112 | 57 | 50.89 |
| 014 | 1/2 BBL STZ | | 44 | 24 | 986 | 2,211 | 1,225- | 55.40- |
| 015 | 1/4 BBL STZ | | 0 | 0 | 29 | 93 | 64- | 68.81- |
| 070 | 24/12 RT TR | | 2,520 | 1,932 | 25,358 | 34,891 | 9,533- | 27.32- |
| 075 | 4-6 NR TR | | 140 | 336 | 3,193 | 5,988 | 2,795- | 46.67- |
| 076 | 12/32 NR TR | | 336 | 294 | 5,584 | 7,789 | 2,205- | 28.30- |
| 080 | 4-6 CAN TR | | 308 | 77 | 8,170 | 12,685 | 4,515- | 35.59- |
| 081 | 12/12 CAN T ST | | 22,607 | 15,092 | 244,367 | 318,820 | 74,453- | 23.35- |
| 106 | 4-6 CAN PRE SZ | | 343 | 790 | 7,568 | 13,724 | 6,156- | 44.85- |
| 107 | 12/12 CAN PRSZ | | 646 | 924 | 13,736 | 17,094 | 3,358- | 19.64- |
| | GRAIN BELT FULL BARRELS | | 24.00 | 12.00 | 331.00 | 838.00 | 507.00- | 60.50- |
| | GRAIN BELT 288 OZ CASES | | 1,680.00 | 119.00 | 17,291.00 | 22,257.33 | 4,966.33- | 22.31- |
| | WHITE LABEL 288 OZ CASES | | .00 | .00 | .00 | .00 | .00 | .00 |
| | HAUENSTEIN 288 OZ CASES | | .00 | .00 | .00 | .00 | .00 | .00 |
| | STORZ FULL BARRELS | | 22.00 | 12.00 | 500.25 | 1,128.75 | 628.50- | 55.68- |
| | STORZ 288 OZ CASES | | 15,385.50 | 11,535.00 | 180,785.81 | 245,630.31 | 64,844.50- | 26.39- |
| | CO CLUB NEAR RINGNES 288OZ | | .00 | .00 | .00 | .00 | .00 | .00 |
| | TOTAL FULL BARRELS | | 46.00 | 24.00 | 831.25 | 1,966.75 | 1,135.50- | 57.73- |
| | TOTAL 288 OZ CASES | | 17,065.50 | 11,654.00 | 198,076.81 | 267,887.64 | 69,810.83- | 26.05- |
| | TOTAL BARRELAGE | | 1,284.61 | 869.84 | 15,207.66 | 21,410.03 | 6,202.37- | 28.96- |

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REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 12/75

| ND | | | MONTHLY CURRENT | MONTHLY LAST YEAR | YEARLY CURRENT | YEARLY LAST YEAR | VARIANCE | % |
|---|---|---|---|---|---|---|---|---|
| | 002 | 1/2 BBL GB ST | 234 | 416 | 3,998 | 6,552 | 2,554- | 38.98- |
| | 003 | 1/4 BBL GB ST | 40 | 124 | 1,628 | 2,268 | 640- | 28.21- |
| | 010 | 1/2 BBL PREMUM | 0 | 0 | 16 | 0 | 16 | 100.00 |
| | 011 | 1/4 BBL PREMUM | 0 | 0 | 4 | 0 | 4 | 100.00 |
| | 061 | 4-6 CAN GB 32 | 0 | 0 | 77 | 0 | 77 | 100.00 |
| | 027 | 24/12 RT A GB | 1,176 | 672 | 10,122 | 12,600 | 2,478- | 19.66- |
| | 034 | 24 PK NR GB | 56 | 112 | 1,064 | 1,680 | 616- | 36.66- |
| | 035 | 4-6 NR GB | 896 | 224 | 14,286 | 22,344 | 8,058- | 36.06- |
| | 037 | 12/32 NR GB | 10 | 126 | 867 | 1,834 | 967- | 52.72- |
| | 041 | 4-6 CAN GB | 1,694 | 847 | 35,189 | 27,027 | 8,162 | 30.19 |
| | 036 | 4-6 BK CN GB | 0 | 0 | 539 | 560 | 21- | 3.75- |
| | 042 | 12/12 CAN GB | 2,002 | 2,464 | 32,340 | 25,564 | 6,776 | 26.50 |
| | 043 | 24/16 CAN GB | 0 | 0 | 373 | 578 | 205- | 35.46- |
| | 029 | 24/12 PREM RET | 2,562 | 1,848 | 33,642 | 43,096 | 9,454- | 21.93- |
| | 030 | 36/8 PREM RET | 504 | 396 | 7,560 | 11,232 | 3,672- | 32.69- |
| | 033 | 24/12 PREM N R | 0 | 168 | 483 | 2,065 | 1,582- | 76.61- |
| | 038 | 4-6 PREM CAN | 1,309 | 2,079 | 20,825 | 43,645 | 22,820- | 52.28- |
| | 039 | 12/12 PREM CAN | 1,232 | 1,848 | 11,396 | 42,267 | 30,871- | 73.03- |
| | 066 | 4-6 CAN GBX | 0 | 0 | 0 | 21 | 21- | 100.00- |
| | 148 | 4-6 CAN WL | 0 | 77 | 1,190 | 462 | 728 | 157.57 |
| | 159 | 12/12 CAN WL | 0 | 0 | 0 | 154 | 154- | 100.00- |
| | 167 | 24/12 RT HN | 84 | 126 | 1,386 | 3,024 | 1,638- | 54.16- |
| | 169 | 4-6 CAN HN | 0 | 0 | 1,824 | 3,619 | 1,795- | 49.59- |
| | 170 | 12/12 CAN HN | 0 | 462 | 4,990 | 16,385 | 11,395- | 69.54- |
| | 064 | 36/8 COCLUB CN | 0 | 0 | 1,280 | 1,654 | 374- | 22.61- |
| | 065 | 4-6 COCLUB CAN | 0 | 91 | 988 | 1,001 | 13- | 1.29- |
| | 068 | 24/16 COCLUB C | 0 | 70 | 490 | 838 | 348- | 41.52- |
| | 069 | 4-6 GOETZ NEAR | 182 | 0 | 819 | 546 | 273 | 50.00 |
| | 019 | 24/11 RINGNES | 56 | 56 | 634 | 328 | 306 | 93.29 |
| | | GRAIN BELT FULL BARRELS | 127.00 | 239.00 | 2,415.00 | 3,843.00 | 1,428.00- | 37.15- |
| | | GRAIN BELT 288 OZ CASES | 9,827.33 | 8,670.00 | 147,308.33 | 201,401.49 | 54,093.16- | 26.85- |
| | | WHITE LABEL 288 OZ CASES | .00 | 77.00 | 1,190.00 | 539.00 | 651.00 | 120.77 |
| | | HAUENSTEIN 288 OZ CASES | 84.00 | 357.00 | 5,705.00 | 14,835.50 | 9,130.50- | 61.54- |
| | | STORZ FULL BARRELS | .00 | .00 | .00 | .00 | .00 | .00 |
| | | STORZ 288 OZ CASES | .00 | .00 | .00 | .00 | .00 | .00 |
| | | CO CLUB NEAR RINGNES 2880Z | 233.33 | 235.66 | 4,321.50 | 4,619.00 | 297.50- | 6.44- |
| | | TOTAL FULL BARRELS | 127.00 | 239.00 | 2,415.00 | 3,843.00 | 1,428.00- | 37.15- |
| | | TOTAL 288 OZ CASES | 10,144.66 | 9,339.66 | 158,524.83 | 221,394.99 | 62,870.16- | 28.39- |
| | | TOTAL BARRELAGE | 863.29 | 916.87 | 13,920.73 | 19,911.84 | 5,991.11- | 30.08- |

REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 12/75

| SD | | MONTHLY CURRENT | MONTHLY LAST YEAR | YEARLY CURRENT | YEARLY LAST YEAR | VARIANCE | % |
|---|---|---|---|---|---|---|---|
| 006 | 1/2 BBL GB 3.2 | 380 | 610 | 6,056 | 10,002 | 3,946- | 39.45- |
| 007 | 1/4 BBL GB 3.2 | 64 | 44 | 1,181 | 1,631 | 450- | 27.59- |
| 002 | 1/2 BBL GB ST | 208 | 340 | 3,504 | 4,310 | 806- | 18.70- |
| 003 | 1/4 BBL GB ST | 32 | 40 | 638 | 843 | 205- | 24.31- |
| 010 | 1/2 BBL PREMUM | 0 | 0 | 48 | 0 | 48 | 100.00 |
| 011 | 1/4 BBL PREMUM | 0 | 0 | 8 | 0 | 8 | 100.00 |
| 047 | 24/12 RA GB 32 | 1,155 | 2,100 | 23,226 | 37,002 | 13,776- | 37.23- |
| 048 | 35/7 RA GB 32 | 0 | 0 | 20 | 0 | 20 | 100.00 |
| 050 | 36/8 RT GB 32 | 252 | 396 | 4,392 | 6,874 | 2,482- | 36.10- |
| 055 | 4-6 NR GB 32 | 560 | 1,736 | 15,988 | 29,372 | 13,384- | 45.56- |
| 057 | 12/32 NR GB 32 | 52 | 42 | 660 | 1,491 | 831- | 55.73- |
| 061 | 4-6 CAN GB 32 | 1,463 | 2,387 | 34,307 | 49,203 | 14,896- | 30.27- |
| 056 | 4-6 BKCN GB 32 | 0 | 0 | 133 | 124 | 9 | 7.25 |
| 062 | 12/12 C GB 32 | 462 | 616 | 8,008 | 4,620 | 3,388 | 73.33 |
| 063 | 24/16 C GB 32 | 0 | 30 | 564 | 162 | 402 | 248.14 |
| 027 | 24/12 RT A GB | 1,134 | 1,722 | 19,866 | 26,502 | 6,636- | 25.03- |
| 034 | 24 PK NR GB | 112 | 0 | 504 | 336 | 168 | 50.00 |
| 035 | 4-6 NR GB | 934 | 1,078 | 17,614 | 22,485 | 4,871- | 21.66- |
| 037 | 12/32 NR GB | 125 | 42 | 1,090 | 1,484 | 394- | 26.54- |
| 041 | 4-6 CAN GB | 1,001 | 1,078 | 24,983 | 28,105 | 3,122- | 11.10- |
| 036 | 4-6 BK CN GB | 0 | 0 | 427 | 622 | 195- | 31.35- |
| 042 | 12/12 CAN GB | 308 | 924 | 9,394 | 9,607 | 213- | 2.21- |
| 043 | 24/16 CAN GB | 112 | 112 | 2,294 | 3,231 | 937- | 29.00- |
| 029 | 24/12 PREM RET | 1,680 | 1,134 | 20,454 | 21,546 | 1,092- | 5.06- |
| 030 | 36/8 PREM RET | 216 | 432 | 6,552 | 9,990 | 3,438- | 34.41- |
| 033 | 24/12 PREM N R | 0 | 56 | 0 | 336 | 336- | 100.00- |
| 038 | 4-6 PREM CAN | 805 | 959 | 9,271 | 14,392 | 5,121- | 35.58- |
| 039 | 12/12 PREM CAN | 154 | 154 | 462 | 1,386 | 924- | 66.66- |
| 152 | 24/12 R WL 32 | 84 | 42 | 819 | 924 | 105- | 11.36- |
| 153 | 4-6 CAN WL 32 | 21 | 154 | 838 | 2,336 | 1,498- | 64.12- |
| 164 | 12/12 CAN WL32 | 0 | 0 | 282 | 154 | 128 | 83.11 |
| 147 | 24/12 RT WL | 52 | 42 | 766 | 1,806 | 1,040- | 57.58- |
| 148 | 4-6 CAN WL | 0 | 175 | 350 | 1,867 | 1,517- | 81.25- |
| 173 | 24/12 RT HN 32 | 84 | 0 | 546 | 84 | 462 | 550.00 |
| 175 | 4-6 CAN HN 32 | 77 | 77 | 1,071 | 1,191 | 120- | 10.07- |
| 176 | 12/12 C HN 32 | 0 | 0 | 2 | 308 | 306- | 99.35- |
| 167 | 24/12 RT HN | 84 | 0 | 588 | 84 | 504 | 600.00 |
| 169 | 4-6 CAN HN | 0 | 77 | 616 | 770 | 154- | 20.00- |
| 014 | 1/2 BBL STZ | 0 | 0 | 0 | 288 | 288- | 100.00- |
| 118 | 4-6 CN PR SZ32 | 847 | 539 | 12,997 | 16,619 | 3,622- | 21.79- |
| 119 | 12/12 PRE SZ32 | 505 | 770 | 22,322 | 38,392 | 16,070- | 41.85- |
| 070 | 24/12 RT TR | 0 | 0 | 252 | 1,428 | 1,176- | 82.35- |
| 076 | 12/32 NR TR | 0 | 0 | 798 | 1,239 | 441- | 35.59- |
| 080 | 4-6 CAN TR | 0 | 0 | 77 | 77 | 0 | .00 |
| 081 | 12/12 CAN T ST | 0 | 0 | 308 | 0 | 308 | 100.00 |
| 106 | 4-6 CAN PRE SZ | 462 | 616 | 5,583 | 10,816 | 5,233- | 48.38- |
| 107 | 12/12 CAN PRSZ | 462 | 1,848 | 18,765 | 29,571 | 10,806- | 36.54- |
| 064 | 36/8 COCLUB CN | 80 | 0 | 986 | 1,200 | 214- | 17.83- |
| 065 | 4-6 COCLUB CAN | 455 | 819 | 7,892 | 8,091 | 199- | 2.45- |
| 068 | 24/16 COCLUB C | 140 | 420 | 2,660 | 2,029 | 631 | 31.09 |
| 019 | 24/11 RINGNES | 56 | 72 | 479 | 209 | 270 | 129.18 |

Data Documents Inc. 02

| | | | | | | |
|---|---|---|---|---|---|---|
| GRAIN BELT FULL BARRELS | 318.00 | 496.00 | 5,260.75 | 7,774.50 | 2,513.75- | 32.33- |
| GRAIN BELT 288 OZ CASES | 10,159.33 | 14,226.33 | 192,810.00 | 263,186.15 | 70,376.15- | 26.74- |
| WHITE LABEL 288 OZ CASES | 157.00 | 413.00 | 2,914.00 | 7,010.00 | 4,096.00- | 58.43- |
| HAUENSTEIN 288 OZ CASES | 245.00 | 154.00 | 2,822.00 | 2,283.00 | 539.00 | 23.60 |
| STORZ FULL BARRELS | .00 | .00 | .00 | 144.00 | 144.00- | 100.00- |
| STORZ 288 OZ CASES | 1,792.50 | 2,464.00 | 40,670.50 | 64,573.50 | 23,903.00- | 37.01- |
| CO CLUB NEAR RINGNES 288OZ | 773.00 | 1,445.00 | 12,863.74 | 12,187.91 | 675.83 | 5.54 |
| TOTAL FULL BARRELS | 318.00 | 496.00 | 5,260.75 | 7,918.50 | 2,657.75- | 33.56- |
| TOTAL 288 OZ CASES | 13,126.83 | 18,702.33 | 252,080.24 | 349,240.56 | 97,160.32- | 27.82- |
| TOTAL BARRELAGE | 1,270.74 | 1,853.41 | 23,556.73 | 33,266.37 | 9,709.64- | 29.18- |

Data Documents, Inc. 02

REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 12/75

| WA | | MONTHLY CURRENT | MONTHLY LAST YEAR | YEARLY CURRENT | YEARLY LAST YEAR | VARIANCE | % |
|---|---|---|---|---|---|---|---|
| 034 | 24 PK NR GB | 0 | 0 | 0 | 280 | 280- | 100.00- |
| 035 | 4-6 NR GB | 0 | 2,749 | 1,904 | 10,293 | 8,389- | 81.50- |
| 041 | 4-6 CAN GB | 0 | 0 | 0 | 308 | 308- | 100.00- |
| GRAIN BELT FULL BARRELS | | .00 | .00 | .00 | .00 | .00 | .00 |
| GRAIN BELT 288 OZ CASES | | .00 | 2,749.00 | 1,904.00 | 10,881.00 | 8,977.00- | 82.50- |
| WHITE LABEL 288 OZ CASES | | .00 | .00 | .00 | .00 | .00 | .00 |
| HAUENSTEIN 288 OZ CASES | | .00 | .00 | .00 | .00 | .00 | .00 |
| STORZ FULL BARRELS | | .00 | .00 | .00 | .00 | .00 | .00 |
| STORZ 288 OZ CASES | | .00 | .00 | .00 | .00 | .00 | .00 |
| CO CLUB NEAR RINGNES 288OZ | | .00 | .00 | .00 | .00 | .00 | .00 |
| TOTAL FULL BARRELS | | .00 | .00 | .00 | .00 | .00 | .00 |
| TOTAL 288 OZ CASES | | .00 | 2,749.00 | 1,904.00 | 10,881.00 | 8,977.00- | 82.50- |
| TOTAL BARRELAGE | | .00 | 199.52 | 138.19 | 789.74 | 651.55- | 82.50- |

Data Documents, Inc. 02

REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 12/75

WI

| | | MONTHLY CURRENT | MONTHLY LAST YEAR | YEARLY CURRENT | YEARLY LAST YEAR | VARIANCE | % |
|---|---|---|---|---|---|---|---|
| 002 | 1/2 BBL GB ST | 486 | 842 | 8,350 | 10,685 | 2,335- | 21.85- |
| 003 | 1/4 BBL GB ST | 176 | 68 | 2,194 | 2,474 | 280- | 11.31- |
| 010 | 1/2 BBL PREMUM | 204 | 0 | 1,330 | 0 | 1,330 | 100.00 |
| 011 | 1/4 BBL PREMUM | 12 | 0 | 96 | 24 | 72 | 300.00 |
| 027 | 24/12 RT A GB | 9,072 | 9,702 | 122,276 | 151,200 | 28,924- | 19.12- |
| 028 | 35/7 RT A GB | 1,274 | 1,862 | 18,986 | 27,969 | 8,983- | 32.11- |
| 034 | 24 PK NR GB | 112 | 168 | 2,038 | 1,990 | 48 | 2.41 |
| 035 | 4-6 NR GB | 728 | 1,506 | 12,997 | 25,016 | 12,019- | 48.04- |
| 037 | 12/32 NR GB | 493 | 125 | 3,339 | 3,922 | 583- | 14.86- |
| 040 | 24 PK CAN GB | 0 | 0 | 6,210 | 5,376 | 834 | 15.51 |
| 041 | 4-6 CAN GB | 847 | 1,232 | 18,648 | 29,048 | 10,400- | 35.80- |
| 036 | 4-6 BK CN GB | 0 | 0 | 1,899 | 1,386 | 513 | 37.01 |
| 042 | 12/12 CAN GB | 15,554 | 15,400 | 255,094 | 275,697 | 20,603- | 7.47- |
| 043 | 24/16 CAN GB | 0 | 560 | 142 | 935 | 793- | 84.81- |
| 029 | 24/12 PREM RET | 1,050 | 1,386 | 15,832 | 24,654 | 8,822- | 35.78- |
| 030 | 36/8 PREM RET | 763 | 864 | 7,761 | 10,901 | 3,140- | 28.80- |
| 033 | 24/12 PREM N R | 0 | 8 | 5 | 160 | 155- | 96.87- |
| 038 | 4-6 PREM CAN | 0 | 0 | 810 | 1,463 | 653- | 44.63- |
| 039 | 12/12 PREM CAN | 1,386 | 770 | 9,863 | 24,717 | 14,854- | 60.09- |
| 066 | 4-6 CAN GBX | 0 | 0 | 0 | 154 | 154- | 100.00- |
| 147 | 24/12 RT WL | 462 | 882 | 5,801 | 8,428 | 2,627- | 31.16- |
| 148 | 4-6 CAN WL | 0 | 0 | 320 | 336 | 16- | 4.76- |
| 159 | 12/12 CAN WL | 0 | 0 | 0 | 156 | 156- | 100.00- |
| 167 | 24/12 RT HN | 3,486 | 6,762 | 54,020 | 66,024 | 12,004- | 18.18- |
| 169 | 4-6 CAN HN | 0 | 0 | 1,039 | 617 | 422 | 68.39 |
| 170 | 12/12 CAN HN | 0 | 308 | 13,935 | 7,112 | 6,823 | 95.93 |
| 106 | 4-6 CAN PRE SZ | 0 | 0 | 231 | 0 | 231 | 100.00 |
| 064 | 36/8 COCLUB CN | 0 | 0 | 265 | 160 | 105 | 65.62 |
| 065 | 4-6 COCLUB CAN | 0 | 0 | 753 | 182 | 571 | 313.73 |
| 068 | 24/16 COCLUB C | 0 | 0 | 35 | 0 | 35 | 100.00 |
| 069 | 4-6 GOETZ NEAR | 0 | 0 | 1,910 | 909 | 1,001 | 110.12 |
| | GRAIN BELT FULL BARRELS | 392.00 | 438.00 | 5,412.50 | 5,967.00 | 554.50- | 9.29- |
| | GRAIN BELT 288 OZ CASES | 22,783.11 | 25,448.31 | 341,747.02 | 431,823.93 | 90,076.91- | 20.85- |
| | WHITE LABEL 288 OZ CASES | 462.00 | 882.00 | 6,121.00 | 8,842.00 | 2,721.00- | 30.77- |
| | HAUENSTEIN 288 OZ CASES | 3,486.00 | 6,916.00 | 62,026.50 | 70,197.00 | 8,170.50- | 11.63- |
| | STORZ FULL BARRELS | .00 | .00 | .00 | .00 | .00 | .00 |
| | STORZ 288 OZ CASES | .00 | .00 | 231.00 | .00 | 231.00 | 100.00 |
| | CO CLUB NEAR RINGNES 288OZ | .00 | .00 | 2,974.67 | 1,251.00 | 1,723.67 | 137.78 |
| | TOTAL FULL BARRELS | 392.00 | 438.00 | 5,412.50 | 5,967.00 | 554.50- | 9.29- |
| | TOTAL 288 OZ CASES | 26,731.11 | 33,246.31 | 413,100.19 | 512,113.93 | 99,013.74- | 19.33- |
| | TOTAL BARRELAGE | 2,332.14 | 2,851.01 | 35,395.31 | 43,136.22 | 7,740.91- | 17.94- |

Data Documents, Inc. 02

REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 12/75

| WY | | MONTHLY CURRENT | MONTHLY LAST YEAR | YEARLY CURRENT | YEARLY LAST YEAR | VARIANCE | % |
|---|---|---|---|---|---|---|---|
| 035 | 4-6 NR GB | 0 | 0 | 0 | 616 | 616- | 100.00- |
| 037 | 12/32 NR GB | 0 | 0 | 0 | 42 | 42- | 100.00- |
| 041 | 4-6 CAN GB | 0 | 0 | 616 | 2,156 | 1,540- | 71.42- |
| GRAIN BELT FULL BARRELS | | .00 | .00 | .00 | .00 | .00 | .00 |
| GRAIN BELT 288 OZ CASES | | .00 | .00 | 616.00 | 2,828.00 | 2,212.00- | 78.21- |
| WHITE LABEL 288 OZ CASES | | .00 | .00 | .00 | .00 | .00 | .00 |
| HAUENSTEIN 288 OZ CASES | | .00 | .00 | .00 | .00 | .00 | .00 |
| STORZ FULL BARRELS | | .00 | .00 | .00 | .00 | .00 | .00 |
| STORZ 288 OZ CASES | | .00 | .00 | .00 | .00 | .00 | .00 |
| CO CLUB NEAR RINGNES 288OZ | | .00 | .00 | .00 | .00 | .00 | .00 |
| TOTAL FULL BARRELS | | .00 | .00 | .00 | .00 | .00 | .00 |
| TOTAL 288 OZ CASES | | .00 | .00 | 616.00 | 2,828.00 | 2,212.00- | 78.21- |
| TOTAL BARRELAGE | | .00 | .00 | 44.70 | 205.25 | 160.55- | 78.22- |

Data Documents, Inc. 02

NOVEMBER

SUMMARY OF COSTS BY CLASSIFICATION

| | NOVEMBER 75 | YTD 75 | NOVEMBER 74 | YTD 74 | VARIANCE |
|---|---|---|---|---|---|
| WAGES AND SALARIES | AMOUNT | AMOUNT | AMOUNT | AMOUNT | |
| | 272,563.79 | | 283,084.17 | | 10,520.38- |
| PRODUCTION | | 2,459,479.30 | | 2,555,458.51 | 95,979.21- |
| | 34,905.93 | | 27,972.73 | | 6,933.20 |
| ADVERTISING & SELLING | | 249,157.97 | | 198,931.11 | 50,226.86 |
| | 18,788.09 | | 22,537.93 | | 3,749.84- |
| ADMINSTRATIVE | | 144,193.62 | | 158,817.65 | 14,624.03- |
| | 326,257.81 | | 333,594.83 | | 7,337.02- |
| TOTAL WAGES | | 2,852,830.89 | | 2,913,207.27 | 60,376.38- |
| SUPPLIES | | | | | |
| | 282,495.44 | | 367,573.81 | | 85,078.37- |
| PRODUCTION | | 3,449,994.90 | | 3,251,531.15 | 198,463.75 |
| | 5,620.98 | | 2,115.73 | | 3,505.25 |
| SELLING DELIVERY ADMINSTRATIVE | | 49,127.77 | | 27,684.50 | 21,443.27 |
| | 288,116.42 | | 369,689.54 | | 81,573.12- |
| TOTAL SUPPLIES | | 3,499,122.67 | | 3,279,215.65 | 219,907.02 |
| MAINTENANCE | | | | | |
| | 1,497.28 | | 612.16 | | 885.12 |
| PRODUCTION LABOR | | 1,497.28 | | 891.55 | 605.73 |
| | 17,432.29 | | 17,958.21 | | 525.92- |
| CONTRACTOR MAINTENANCE | | 113,441.40 | | 120,675.65 | 7,234.25- |
| | 30,934.04 | | 16,998.89 | | 13,935.15 |
| PRODUCTION MATERIAL | | 130,681.88 | | 102,583.22 | 28,098.66 |
| | 969.35 | | 809.96 | | 159.39 |
| SELLING DELIVERY ADMINSTRATIVE | | 11,036.61 | | 8,221.09 | 2,815.52 |
| | 50,832.96 | | 36,379.22 | | 14,453.74 |
| TOTAL MAINTENANCE | | 256,657.17 | | 232,371.51 | 24,285.66 |
| GENERAL | | | | | |
| | 26,569.68 | | 30,717.67 | | 4,147.99- |
| PRODUCTION | | 255,944.05 | | 267,628.72 | 11,684.67- |

SUMMARY OF COSTS BY CLASSIFICATION

| | NOVEMBER 75 | YTD 75 | NOVEMBER 74 | YTD 74 | VARIANCE |
|---|---|---|---|---|---|
| | 38,350.41 | | 24,890.10 | | 13,460.31 |
| SELLING DELIVERY ADMINSTRATIVE | | 242,639.55 | | 207,230.64 | 35,408.91 |
| | 64,920.09 | | 55,607.77 | | 9,312.32 |
| TOTAL GENERAL | | 498,583.60 | | 474,859.36 | 23,724.24 |
| ADVERTISING | | | | | |
| | 95,444.35 | | 64,161.35 | | 31,283.00 |
| MEDIA | | 714,720.95 | | 698,680.15 | 16,040.80 |
| | 32,998.45 | | 8,054.05 | | 24,944.40 |
| PRODUCTION | | 220,701.53 | | 90,371.79 | 130,329.74 |
| | 12,737.16 | | 35,432.81 | | 22,695.65- |
| SALES PROMOTION | | 133,793.41 | | 198,346.82 | 64,553.41- |
| | 9,069.59 | | 18,992.76 | | 9,923.17- |
| SIGN COST & MAINTENANCE | | 84,613.33 | | 132,889.59 | 48,276.26- |
| | 150,249.55 | | 126,640.97 | | 23,608.58 |
| TOTAL ADVERTISING | | 1,153,829.22 | | 1,120,288.35 | 33,540.87 |
| FIXED | | | | | |
| | 5,385.24 | | 11,962.61 | | 6,577.37- |
| PROPERTY TAXES & LICENSES | | 43,952.95 | | 136,054.03 | 92,101.08- |
| | 14,170.00 | | 15,480.00 | | 1,310.00- |
| PAYROLL TAXES | | 207,250.00 | | 218,560.00 | 11,310.00- |
| | 5,973.26 | | 5,740.82 | | 232.44 |
| INSURANCE GENERAL | | 39,979.77 | | 40,477.98 | 498.21- |
| | 47,260.81 | | 43,734.11 | | 3,526.70 |
| INSURANCE - EMPLOYEES GROUP | | 326,311.24 | | 325,317.17 | 994.07 |
| | 8,700.00 | | 7,500.00 | | 1,200.00 |
| SALARIED PENSION TRUST | | 60,900.00 | | 52,500.00 | 8,400.00 |
| | 3,826.07 | | 4,393.27 | | 567.20- |
| RETIREES PENSION | | 27,326.50 | | 30,402.89 | 3,076.39- |
| | 1,060.15 | | 1,105.10 | | 44.95- |
| RENTALS | | 7,487.46 | | 8,273.36 | 785.90- |
| | 6,868.30 | | 39,974.34 | | 33,106.04- |
| DEPRECIATION - PLANT & EQUIPMENT | | 47,267.06 | | 475,870.25 | 428,603.19- |

SUMMARY OF COSTS BY CLASSIFICATION

| | NOVEMBER 75 | YTD 75 | NOVEMBER 74 | YTD 74 | VARIANCE |
|---|---|---|---|---|---|
| | 988.79 | | 32,921.94 | | 31,933.15- |
| DEPRECIATION - RETURNABLE CONT. | | 7,396.36 | | 354,426.77 | 347,030.41- |
| | 94,232.62 | | 162,812.19 | | 68,579.57- |
| TOTAL FIXED | | 767,871.34 | | 1,641,882.45 | 874,011.11- |

GRAIN BELT BREWERIES, INC. SUMMARY OF COSTS BY CLASSIFICATION

| | | | | | |
|---|---|---|---|---|---|
| | 974,609.45 | | 1,084,724.52 | | 110,115.07- |
| TOTAL COSTS | | 9,028,894.89 | | 9,661,824.59 | 632,929.70- |

Data Documents, Inc. 02

| | NOVEMBER 75 | | YTD 75 | | NOVEMBER 74 | | YTD 74 | | VARIANCE |
|---|---|---|---|---|---|---|---|---|---|
| BARRELS BREWED | 26,823 | | 429,304 | | 43,666 | | 481,120 | | 16,843-<br>51,816- |
| WA ES AND SALARIES | AMOUNT | PER BBL | AMOUNT | PER BBL | AMOUNT | PER BBL | AMOUNT | PER BBL | |
| BREWHOUSE | 7,378.69 | .2751 | 83,614.92 | .1948 | 9,533.94 | .2183 | 88,956.62 | .1849 | 2,155.25-<br>5,341.70- |
| FERMENTING | 3,411.36 | .1272 | 32,347.07 | .0753 | 4,168.88 | .0955 | 32,784.41 | .0681 | 757.52-<br>437.34- |
| CELLARS | 16,139.67 | .6017 | 158,642.56 | .3695 | 20,440.66 | .4681 | 163,785.49 | .3404 | 4,300.99-<br>5,142.93- |
| LAB AND CLERICAL | 3,695.38 | .1378 | 27,335.08 | .0637 | 4,322.04 | .0990 | 29,227.45 | .0607 | 626.66-<br>1,892.37- |
| SUPERVISION | 7,860.00 | .2930 | 58,059.28 | .1352 | 8,191.66 | .1876 | 56,058.28 | .1165 | 331.66-<br>2,001.00 |
| VACATION | 9,500.00 | .3542 | 50,100.00 | .1167 | 2,000.00 | .0458 | 44,640.00 | .0928 | 7,500.00<br>5,460.00 |
| HOLIDAY | 1,000.00 | .0373 | 16,660.00 | .0388 | 1,000.00- | .0229- | 16,400.00 | .0341 | 2,000.00<br>260.00 |
| PENSION | 3,895.00 | .1452 | 23,512.50 | .0548 | 3,735.00 | .0855 | 22,313.00 | .0464 | 160.00<br>1,199.50 |
| UNCLASSIFIED | 542.98 | .0202 | 10,122.36 | .0236 | 1,216.32 | .0279 | 11,337.87 | .0236 | 673.34-<br>1,215.51- |
| TOTAL WAGES | 53,423.08 | 1.9917 | 460,393.77 | 1.0724 | 52,608.50 | 1.2048 | 465,503.12 | .9675 | 814.58<br>5,109.35- |
| MATERIALS AND SUPPLIES | | | | | | | | | |
| MALT | 83,231.06 | 3.1030 | 1,478,000.79 | 3.4451 | 149,864.71 | 3.4321 | 1,529,885.96 | 3.1798 | 66,633.65-<br>50,885.17- |
| HOPS DOMESTIC | 4,133.10 | .1541 | 64,103.30 | .1493 | 6,571.95 | .1505 | 77,909.25 | .1619 | 2,438.85-<br>13,805.95- |
| HOPS IMPORTED | .00 | .0000 | 40,459.50 | .0942 | 7,267.75 | .1664 | 87,723.50 | .1823 | 7,267.75-<br>47,264.00- |
| HOPS CASCADE | 2,970.50 | .1107 | 14,635.40 | .0341 | .00 | .0000 | 1,408.44 | .0029 | 2,970.50<br>13,226.96 |
| NU-BRU | 60,711.34 | 2.2634 | 870,027.95 | 2.0266 | 73,028.97 | 1.6724 | 664,781.59 | 1.3817 | 12,317.63-<br>205,246.36 |

| | NOVEMBER 75 | | YTD 75 | | NOVEMBER 74 | | YTD 74 | | VARIANCE |
|---|---|---|---|---|---|---|---|---|---|
| GLUCOSE | 7,020.00 | .2617 | 73,482.50 | .1712 | 11,802.60 | .2703 | 101,498.90 | .2110 | 4,782.60-<br>28,016.40- |
| TREATING | 14,558.09 | .5427 | 176,456.18 | .4110 | 16,642.76 | .3811 | 171,089.44 | .3556 | 2,084.67-<br>5,366.74 |
| FILTERING | 742.18 | .0277 | 7,470.49 | .0174 | 976.70 | .0224 | 8,114.52 | .0169 | 234.52-<br>644.03- |
| SUNDRY MATERIAL | 5,428.65 | .2024 | 27,277.30 | .0635 | 2,076.65 | .0476 | 23,392.42 | .0486 | 3,352.00<br>3,884.88 |
| BY PRODUCT SALES | 7,397.55- | .2758- | 102,034.67- | .2377- | 14,836.42- | .3398- | 154,620.50- | .3214- | 7,438.87<br>52,585.93 |
| GRAIN DRYING | 4,359.45 | .1625 | 39,797.30 | .0927 | 6,259.54 | .1434 | 45,036.04 | .0936 | 1,900.09-<br>5,238.74- |
| LAB SUPPLIES | 209.05 | .0078 | 2,281.37 | .0053 | 55.82 | .0013 | 1,697.12 | .0035 | 153.23<br>584.25 |
| UNCLASSIFIED | 9,272.63 | .3457 | 83,193.47 | .1939 | 9,960.18 | .2281 | 67,114.85 | .1395 | 687.55-<br>16,078.62 |
| TOTAL MATERIALS | 185,238.50 | 6.9060 | 2,776,150.98 | 6.4666 | 269,671.21 | 6.1758 | 2,625,031.53 | 5.4561 | 84,432.71-<br>151,119.45 |
| MAINTENANCE | | | | | | | | | |
| BUILDING MATERIAL | 133.30 | .0050 | 356.60 | .0008 | 258.54 | .0059 | 1,233.78 | .0026 | 125.24-<br>877.18- |
| MACHINERY MATERIAL | 815.58 | .0304 | 16,324.93 | .0380 | 1,166.65 | .0267 | 13,076.65 | .0272 | 351.07-<br>3,248.28 |
| TANKS MATERIAL | .00 | .0000 | 156.00 | .0004 | .00 | .0000 | 1,918.78 | .0040 | .00<br>1,762.78- |
| TANKS LABOR | .00 | .0000 | .00 | .0000 | 612.16 | .0140 | 891.55 | .0019 | 612.16-<br>891.55- |
| CONTRACTORS | 3,680.17 | .1372 | 19,938.41 | .0464 | 2,555.93 | .0585 | 21,870.54 | .0455 | 1,124.24<br>1,932.13- |
| TOTAL MAINTENANCE | 4,629.05 | .1726 | 36,775.94 | .0857 | 4,593.28 | .1052 | 38,991.30 | .0810 | 36.77<br>2,215.36- |
| GENERAL | | | | | | | | | |
| BEER CONSUMED | 297.60 | .0111 | 2,814.10 | .0066 | 353.50 | .0081 | 2,600.60 | .0054 | 55.90-<br>213.50 |

Data Documents Inc. 02

| | NOVEMBER 75 | | YTD 75 | | NOVEMBER 74 | | YTD 74 | | VARIANCE |
|---|---|---|---|---|---|---|---|---|---|
| UTILITIES DIRECT CHGE. | 7,081.09 | .2640 | 59,250.50 | .1380 | 6,912.78 | .1583 | 55,544.66 | .1154 | 168.31<br>3,705.84 |
| POWER PLANT ALLOCATION | 75,473.25 | 2.8138 | 431,612.63 | 1.0054 | 70,159.39 | 1.6067 | 439,509.60 | .9135 | 5,313.86<br>7,896.97- |
| GENERAL PLANT ALLOC. | 19,994.88 | .7454 | 168,824.16 | .3933 | 21,482.25 | .4920 | 179,917.18 | .3740 | 1,487.37-<br>11,093.02- |
| UNCLASSIFIED | 914.39 | .0341 | 8,370.50 | .0195 | 1,196.61 | .0274 | 9,180.48 | .0191 | 282.22-<br>809.98- |
| TOTAL GENERAL | 103,761.21 | 3.8684 | 670,871.89 | 1.5627 | 100,104.53 | 2.2925 | 686,752.52 | 1.4274 | 3,656.68<br>15,880.63- |
| FIXED | | | | | | | | | |
| TAXES & LICENSES | 1,715.00 | .0639 | 13,793.33 | .0321 | 3,250.00 | .0744 | 42,070.00 | .0874 | 1,535.00-<br>28,276.67- |
| TAXES PAYROLL | 1,500.00 | .0559 | 28,100.00 | .0655 | 1,950.00 | .0447 | 30,250.00 | .0629 | 450.00-<br>2,150.00- |
| INSURANCE GENERAL | 1,482.00 | .0553 | 10,415.16 | .0243 | 1,469.33 | .0336 | 10,664.21 | .0222 | 12.67<br>249.05- |
| INSURANCE EMPLOYEES | 8,331.71 | .3106 | 57,772.62 | .1346 | 7,428.68 | .1701 | 53,000.76 | .1102 | 903.03<br>4,771.86 |
| PENSION TRUST | 1,365.00 | .0509 | 9,555.00 | .0223 | 1,030.00 | .0236 | 7,210.00 | .0150 | 335.00<br>2,345.00 |
| RETIREES PENSION | 501.67 | .0187 | 3,521.69 | .0082 | 501.67 | .0115 | 3,511.69 | .0073 | .00<br>10.00 |
| DEPRECIATION BUILDINGS | 600.00 | .0224 | 4,200.00 | .0098 | 3,169.02 | .0726 | 39,929.68 | .0830 | 2,569.02-<br>35,729.68- |
| DEPRECIATION MACHINERY | 1,401.56 | .0523 | 9,865.11 | .0230 | 9,327.61 | .2136 | 118,362.64 | .2460 | 7,926.05-<br>108,497.53- |
| DEPRECIATION TANKS | 420.83 | .0157 | 2,945.85 | .0069 | 2,258.40 | .0517 | 28,455.88 | .0591 | 1,837.57-<br>25,510.03- |
| TOTAL FIXED | 17,317.77 | .6456 | 140,168.76 | .3265 | 30,384.71 | .6958 | 333,454.86 | .6931 | 13,066.94-<br>193,286.10- |
| COST OF BREWING | | | | | | | | | |
| TOTAL COST | 364,369.61 | 13.5842 | 4,084,361.34 | 9.5139 | 457,362.23 | 10.4741 | 4,149,733.33 | 8.6252 | 92,992.62-<br>65,371.99- |

| | NOVEMBER 75 | | YTD 75 | | NOVEMBER 74 | | YTD 74 | | VARIANCE |
|---|---|---|---|---|---|---|---|---|---|
| BARRELS RACKED | 7,775 | | 93,339 | | 10,656 | | 109,584 | | 2,881-<br>16,245- |
| WAGES AND SALARIES | AMOUNT | PER BBL | AMOUNT | PER BBL | AMOUNT | PER BBL | AMOUNT | PER BBL | |
| KEG FILLING | 1,371.16 | .1764 | 15,040.31 | .1611 | 1,678.90 | .1576 | 16,310.87 | .1488 | 307.74-<br>1,270.56- |
| RACKING FLOORMEN | 2,638.43 | .3393 | 27,624.36 | .2960 | 3,330.82 | .3126 | 30,293.69 | .2764 | 692.39-<br>2,669.33- |
| KEG WASHING | 2,842.79 | .3656 | 29,748.50 | .3187 | 3,854.94 | .3618 | 30,005.83 | .2738 | 1,012.15-<br>257.33- |
| WASHHOUSE FLOORMEN | 812.71 | .1045 | 11,155.58 | .1195 | 2,016.54 | .1892 | 13,495.20 | .1231 | 1,203.83-<br>2,339.62- |
| LOAD & UNLOAD | 1,607.81 | .2068 | 16,261.16 | .1742 | 2,152.56 | .2020 | 18,963.39 | .1730 | 544.75-<br>2,702.23- |
| SUPERVISION | 550.99 | .0709 | 4,484.11 | .0480 | 600.00 | .0563 | 4,167.80 | .0380 | 49.01-<br>316.31 |
| HOLIDAY | .00 | .0000 | 5,900.00 | .0632 | 600.00 | .0563 | 6,500.00 | .0593 | 600.00-<br>600.00- |
| VACATION | 2,000.00- | .2572- | 12,750.00 | .1366 | .00 | .0000 | 14,150.00 | .1291 | 2,000.00-<br>1,400.00- |
| PENSION | 691.50 | .0889 | 5,458.50 | .0585 | 930.75 | .0873 | 6,385.25 | .0583 | 239.25-<br>926.75- |
| TOTAL WAGES | 8,515.39 | 1.0952 | 128,422.52 | 1.3759 | 15,164.51 | 1.4231 | 140,272.03 | 1.2800 | 6,649.12-<br>11,849.51- |
| MATERIALS AND SUPPLIES | | | | | | | | | |
| BUNGS | 554.50 | .0713 | 7,469.68 | .0800 | 833.43 | .0782 | 9,075.74 | .0828 | 278.93-<br>1,606.06- |
| UNCLASSIFIED | 2,184.19 | .2809 | 22,805.76 | .2443 | 645.92 | .0606 | 25,420.15 | .2320 | 1,538.27<br>2,614.39- |
| TOTAL MATERIALS | 2,738.69 | .3522 | 30,275.44 | .3244 | 1,479.35 | .1388 | 34,495.89 | .3148 | 1,259.34<br>4,220.45- |
| MAINTENANCE | | | | | | | | | |
| BUILDING MATL. | .00 | .0000 | 173.57 | .0019 | 78.57 | .0074 | 439.43- | .0040- | 78.57-<br>613.00 |

Data Documents, Inc

| | NOVEMBER 75 | | YTD 75 | | NOVEMBER 74 | | YTD 74 | | VARIANCE |
|---|---|---|---|---|---|---|---|---|---|
| MACHINERY MATL. | 784.23 | .1009 | 4,786.14 | .0513 | 425.40 | .0399 | 3,157.61 | .0288 | 358.83<br>1,628.53 |
| KEGS MATERIAL | 13.00- | .0017- | 19.00- | .0002- | .00 | .0000 | 42.12- | .0004- | 13.00-<br>23.12 |
| CONTRACTORS | 1,606.57 | .2066 | 6,250.73 | .0670 | 1,133.81 | .1064 | 7,466.87 | .0681 | 472.76<br>1,216.14- |
| TOTAL MAINTENANCE | 2,377.80 | .3058 | 11,191.44 | .1199 | 1,637.78 | .1537 | 10,142.93 | .0926 | 740.02<br>1,048.51 |
| GENERAL | | | | | | | | | |
| UTILITIES DIRECT CHGE. | 641.70 | .0825 | 5,360.25 | .0574 | 604.37 | .0567 | 4,820.68 | .0440 | 37.33<br>539.57 |
| POWER PLANT ALLOCATION | 9,989.11 | 1.2848 | 57,125.21 | .6120 | 9,285.80 | .8714 | 58,170.39 | .5308 | 703.31<br>1,045.18- |
| MAINTENANCE ETC. | 5,998.47 | .7715 | 50,647.24 | .5426 | 6,444.68 | .6048 | 53,975.15 | .4925 | 446.21-<br>3,327.91- |
| UNCLASSIFIED L | .00 | .0000 | 41.25 | .0004 | .00 | .0000 | 193.25 | .0018 | .00<br>152.00- |
| TOTAL GENERAL | 16,629.28 | 2.1388 | 113,173.95 | 1.2125 | 16,334.85 | 1.5329 | 117,199.47 | 1.0691 | 294.43<br>3,985.52- |
| FIXED | | | | | | | | | |
| TAXES & LICENSES | 300.00 | .0386 | 2,700.00 | .0289 | 1,050.00 | .0985 | 9,900.00 | .0903 | 750.00-<br>7,200.00- |
| TAXES PAYROLL | 600.00 | .0772 | 9,420.00 | .1009 | 600.00 | .0563 | 9,520.00 | .0869 | .00<br>100.00- |
| INSURANCE GENERAL | 402.00 | .0517 | 2,746.90 | .0294 | 380.00 | .0357 | 2,742.13 | .0250 | 22.00<br>4.77 |
| INSURANCE EMPLOYEES | 2,107.56 | .2711 | 14,382.92 | .1541 | 1,910.64 | .1793 | 13,623.84 | .1243 | 196.92<br>759.08 |
| RETIREES PENSION | 291.40 | .0375 | 2,105.93 | .0226 | 481.40 | .0452 | 2,929.80 | .0267 | 190.00-<br>823.87- |
| DEPRECIATION BUILDINGS | 140.00 | .0180 | 980.00 | .0105 | 850.77 | .0798 | 8,021.57 | .0732 | 710.77-<br>7,041.57- |
| DEPRECIATION MACHINERY | 195.31 | .0251 | 1,367.20 | .0146 | 1,368.58 | .1284 | 14,443.16 | .1318 | 1,173.27-<br>13,075.96- |

| | NOVEMBER 75 | | YTD 75 | | NOVEMBER 74 | | YTD 74 | | VARIANCE |
|---|---|---|---|---|---|---|---|---|---|
| DEPRECIATION KEGS | .00 | .0000 | .00 | .0000 | 10,628.40 | .9974 | 102,010.62 | .9309 | 10,628.40-<br>102,010.62- |
| TOTAL FIXED | 4,036.27 | .5191 | 33,702.95 | .3611 | 17,269.79 | 1.6207 | 163,191.12 | 1.4892 | 13,233.52-<br>129,488.17- |
| COST OF RACKING | | | | | | | | | |
| TOTAL TOTAL | 34,297.43 | 4.4112 | 316,766.30 | 3.3937 | 51,886.28 | 4.8692 | 465,261.44 | 4.2457 | 17,588.85-<br>148,495.14- |
| BEER FROM CELLARS | 93,294.00 | 11.9992 | 890,283.61 | 9.5382 | 104,431.25 | 9.8002 | 941,936.15 | 8.5956 | 11,137.25-<br>51,652.54- |
| TOTAL KEG BEER COST | 127,591.43 | 16.4105 | 1,207,049.91 | 12.9319 | 156,317.53 | 14.6694 | 1,407,197.59 | 12.8413 | 28,726.10-<br>200,147.68- |

Data Documents, Inc. 02

| | NOVEMBE 75 | | YTD 75 | | NOVEMBE 74 | | YTD 74 | | VARIANCE |
|---|---|---|---|---|---|---|---|---|---|
| BARRELS BOTTLED | 34,455 | | 344,534 | | 42,329 | | 370,664 | | 7,874-<br>26,130- |
| CASES BOTTLED | 460,562 | | 4,618,871 | | 559,202 | | 4,911,569 | | 98,640-<br>292,698- |
| WAGES AND SALARIES | AMOUNT | PER CASE | AMOUNT | PER CASE | AMOUNT | PER CASE | AMOUNT | PER CASE | |
| BOTTLEHOUSE LINES ETC. | 53,043.06 | .1151 | 489,097.99 | .1059 | 63,116.00 | .1128 | 531,069.93 | .1081 | 10,072.94-<br>41,971.94- |
| GOV. CELLAR | 1,899.16 | .0041 | 16,978.70 | .0036 | 2,558.99 | .0045 | 20,441.04 | .0041 | 659.83-<br>3,462.34- |
| ASSEMBLING CASES MISC. | 5,222.62 | .0113 | 45,157.49 | .0097 | 5,863.12 | .0104 | 40,416.65 | .0082 | 640.50-<br>4,740.84 |
| CLEANUP | 12,357.49 | .0268 | 97,046.13 | .0210 | 12,759.94 | .0228 | 101,917.30 | .0207 | 402.45-<br>4,871.17- |
| OILERS | 2,224.29 | .0048 | 20,619.59 | .0044 | 2,661.29 | .0047 | 18,111.79 | .0036 | 437.00-<br>2,507.80 |
| LOADING | 3,098.76 | .0067 | 35,508.64 | .0076 | 4,350.02 | .0077 | 38,972.58 | .0079 | 1,251.26-<br>3,463.94- |
| UNLOADING | 4,727.47 | .0102 | 46,596.08 | .0098 | 5,482.95 | .0098 | 56,571.94 | .0115 | 755.48-<br>10,975.86- |
| SORTING | 7,253.53 | .0157 | 67,341.86 | .0145 | 8,373.43 | .0149 | 77,229.76 | .0157 | 1,119.90-<br>9,887.90- |
| CLERICAL BOTTLING | 800.00 | .0017 | 9,181.73 | .0019 | 1,391.01 | .0024 | 9,529.86 | .0019 | 591.01-<br>348.13- |
| CLERICAL WAREHOUSE | 3,930.56 | .0085 | 29,281.38 | .0063 | 3,804.35 | .0068 | 27,592.48 | .0056 | 126.21<br>1,688.90 |
| FOREMEN BOTTLING | 10,717.50 | .0232 | 73,497.54 | .0159 | 10,209.18 | .0182 | 73,939.14 | .0150 | 508.32<br>441.60- |
| FOREMEN WAREHOUSE | 5,540.00 | .0120 | 37,880.06 | .0082 | 5,240.02 | .0093 | 35,780.02 | .0072 | 299.98<br>2,100.04 |
| VACATION | 12,000.00 | .0260 | 157,700.00 | .0341 | 500.00- | .0009- | 161,300.00 | .0328 | 12,500.00<br>3,680.00- |
| HOLIDAY | 3,100.00 | .0067 | 57,040.00 | .0123 | 300.00 | .0005 | 59,220.00 | .0120 | 2,800.00<br>2,180.00- |
| PENSION | 10,274.50 | .0223 | 68,486.00 | .0148 | 10,025.75 | .0179 | 66,937.25 | .0136 | 248.75<br>1,548.75 |

Data Documents, Inc. 02

| | NOVEMBE 75 | | YTD 75 | | NOVEMBE 74 | | YTD 74 | | VARIANCE |
|---|---|---|---|---|---|---|---|---|---|
| TOTAL WAGES | 136,188.94 | .2957 | 1,250,413.19 | .2707 | 135,636.05 | .2425 | 1,319,109.74 | .2685 | 552.89<br>68,696.55- |
| MATERIALS AND SUPPLIES | | | | | | | | | |
| CROWNS | 21,278.10 | .0462 | 161,168.65 | .0349 | 15,938.52 | .0285 | 123,335.65 | .0251 | 5,339.58<br>37,833.00 |
| LABELS | 18,692.09 | .0405 | 147,274.17 | .0318 | 18,880.90 | .0337 | 134,487.93 | .0273 | 188.81-<br>12,786.24 |
| CAUSTIC | 2,610.00 | .0056 | 22,352.65 | .0048 | 4,157.48 | .0074 | 27,207.52 | .0055 | 1,547.48-<br>4,854.87- |
| PARTITIONS, ETC. | 731.84 | .0015 | 11,400.87 | .0024 | 1,528.10 | .0027 | 20,826.94 | .0042 | 796.26-<br>9,426.07- |
| BY PRODUCT SALES | 104.56- | .0002- | 171.65 | .0000 | 214.50- | .0003- | 1,902.83- | .0003- | 109.94<br>2,074.48 |
| UNCLASSIFIED | 2,687.56 | .0058 | 50,708.57 | .0109 | 6,343.86 | .0113 | 50,148.56 | .0102 | 3,656.30-<br>560.02 |
| TOTAL MATERIALS | 45,895.03 | .0996 | 393,076.56 | .0851 | 46,634.36 | .0834 | 354,103.76 | .0721 | 739.33-<br>38,972.80 |
| MAINTENANCE | | | | | | | | | |
| BOTTLEHOUSE BLDG MATL. | 124.00 | .0002 | 987.51 | .0002 | 124.00 | .0002 | 884.83 | .0001 | .00<br>102.68 |
| BOTTLEHOUSE MACH MATL. | 6,777.86 | .0147 | 73,977.03 | .0160 | 11,755.48 | .0210 | 80,086.99 | .0163 | 4,977.62-<br>6,109.96- |
| BOTTLEHOUSE MACH LABOR | 1,497.28 | .0032 | 1,497.28 | .0003 | .00 | .0000 | .00 | .0000 | 1,497.28<br>1,497.28 |
| WAREHOUSE BLDG MATL. | .00 | .0000 | .00 | .0000 | 150.27 | .0002 | 8,550.63- | .0017- | 150.27-<br>8,550.63 |
| WAREHOUSE MACH MATL. | 632.03 | .0013 | 2,974.49 | .0006 | .00 | .0000 | 1,796.77 | .0003 | 632.03<br>1,177.72 |
| CONTRACTORS | 9,208.58 | .0200 | 67,058.97 | .0145 | 11,360.46 | .0203 | 69,001.21 | .0140 | 2,151.88-<br>1,942.24- |
| TOTAL MAINTENANCE | 18,239.75 | .0396 | 146,495.28 | .0317 | 23,390.21 | .0418 | 143,219.17 | .0291 | 5,150.46-<br>3,276.11 |
| GENERAL | | | | | | | | | |

| | NOVEMBE 75 | | YTD 75 | | NOVEMBE 74 | | YTD 74 | | VARIANCE |
|---|---|---|---|---|---|---|---|---|---|
| BEER CONSUMED | 444.80 | .0009 | 3,580.10 | .0007 | 397.60 | .0007 | 3,588.35 | .0007 | 47.20<br>8.25- |
| UTILITIES DIRECT CHGE. | 3,674.66 | .0079 | 34,964.63 | .0075 | 4,155.89 | .0074 | 30,250.47 | .0061 | 481.23-<br>4,714.16 |
| POWER PLANT ALLOCATION | 25,527.72 | .0554 | 145,986.62 | .0316 | 23,730.38 | .0424 | 148,657.65 | .0302 | 1,797.34<br>2,671.03- |
| PLANT MAINTENANCE ETC. | 40,656.26 | .0882 | 343,275.77 | .0743 | 43,680.57 | .0781 | 365,831.61 | .0744 | 3,024.31-<br>22,555.84- |
| UNCLASSIFIED | 551.76 | .0012 | 4,947.91 | .0010 | 2,531.11- | .0045- | 2,135.56 | .0004 | 3,082.87<br>2,812.35 |
| TOTAL GENERAL | 70,855.20 | .1538 | 532,755.03 | .1153 | 69,433.33 | .1241 | 550,463.64 | .1120 | 1,421.87<br>17,708.61- |
| FIXED | | | | | | | | | |
| TAXES & LICENSES | 2,230.00 | .0048 | 17,730.00 | .0038 | 5,700.00 | .0102 | 64,610.00 | .0131 | 3,470.00-<br>46,880.00- |
| TAXES PAYROLL | 5,450.00 | .0118 | 99,130.00 | .0214 | 6,600.00 | .0118 | 108,830.00 | .0221 | 1,150.00-<br>9,700.00- |
| INSURANCE GENERAL | 1,079.00 | .0023 | 7,418.75 | .0016 | 1,027.00 | .0018 | 7,415.49 | .0015 | 52.00<br>3.26 |
| INSURANCE EMPLOYEES | 23,069.77 | .0501 | 157,493.59 | .0341 | 21,990.25 | .0393 | 169,034.07 | .0344 | 1,079.52<br>11,540.48- |
| PENSION TRUST | 2,200.00 | .0047 | 15,400.00 | .0033 | 1,965.00 | .0035 | 13,755.00 | .0028 | 235.00<br>1,645.00 |
| RETIREES PENSION | 1,542.62 | .0033 | 11,266.22 | .0024 | 1,919.82 | .0034 | 13,501.24 | .0027 | 377.20-<br>2,235.02- |
| RENTALS | 525.01 | .0011 | 3,800.30 | .0008 | 525.01 | .0009 | 3,675.01 | .0007 | .00<br>125.29 |
| DEPRECIATION BH BLDG. | 303.75 | .0006 | 2,126.25 | .0004 | 1,766.43 | .0031 | 20,019.53 | .0040 | 1,462.68-<br>17,893.28- |
| DEPRECIATION WH BLDG. | 214.63 | .0004 | 804.65 | .0001 | 819.93 | .0014 | 9,617.90 | .0019 | 605.30-<br>8,813.25- |
| DEPRECIATION BH MACH. | 2,565.63 | .0055 | 17,959.35 | .0038 | 12,321.91 | .0220 | 144,909.51 | .0295 | 9,756.28-<br>126,950.16- |
| DEPRECIATION WH MACH. | 37.50 | .0000 | 262.50 | .0000 | 231.32 | .0004 | 2,621.62 | .0005 | 193.82-<br>2,359.12- |

| | NOVEMBE 75 | | YTD 75 | | NOVEMBE 74 | | YTD 74 | | VARIANCE |
|---|---|---|---|---|---|---|---|---|---|
| DEPRECIATION LIFT TRKS | 241.67 | .0005 | 1,691.65 | .0003 | 2,158.02 | .0038 | 24,457.56 | .0049 | 1,916.35-<br>22,765.91- |
| DEPRECIATION CARTONS | 988.79 | .0021 | 7,396.36 | .0016 | 12,607.44 | .0225 | 140,717.75 | .0286 | 11,618.65-<br>133,321.39- |
| DEPRECIATION BOTTLES | .00 | .0000 | .00 | .0000 | 9,686.10 | .0173 | 111,698.40 | .0227 | 9,686.10-<br>111,698.40- |
| TOTAL FIXED | 40,448.37 | .0878 | 342,479.62 | .0741 | 79,318.23 | .1418 | 834,863.08 | .1699 | 38,869.86-<br>492,383.46- |
| ---------- | | | | | | | | | |
| TOTAL TOTAL | 311,627.29 | .6766 | 2,665,219.68 | .5770 | 354,412.18 | .6337 | 3,201,759.39 | .6518 | 42,784.89-<br>536,539.71- |
| BEER FROM CELLARS | 413,460.00 | .8977 | 3,287,738.50 | .7118 | 414,824.20 | .7418 | 3,180,972.80 | .6476 | 1,364.20-<br>106,765.70 |
| TOTAL CASE BEER COST | 725,087.29 | 1.5743 | 5,952,958.18 | 1.2888 | 769,236.38 | 1.3756 | 6,382,732.19 | 1.2995 | 44,149.09-<br>429,774.01- |

Data Documents, Inc. 02

| | NOVEMBER 75 | YTD 75 | NOVEMBER 74 | YTD 74 | VARIANCE |
|---|---|---|---|---|---|
| WAGES AND SALARIES | AMOUNT | AMOUNT | AMOUNT | AMOUNT | |
| | 12,967.86 | | 12,225.84 | | 742.02 |
| ENGINEERS | | 96,716.45 | | 91,307.91 | 5,408.54 |
| | 14,072.47 | | 15,132.82 | | 1,060.35- |
| FIREMEN & OILERS | | 110,583.34 | | 112,851.76 | 2,268.42- |
| | 4,000.00 | | 4,000.00 | | .00 |
| VACATION | | 24,880.00 | | 24,880.00 | .00 |
| | 250.00 | | 100.00 | | 150.00 |
| HOLIDAY | | 7,790.00 | | 7,640.00 | 150.00 |
| | 1,324.00 | | 1,126.25 | | 197.75 |
| PENSION | | 8,059.75 | | 6,969.50 | 1,090.25 |
| | 32,614.33 | | 32,584.91 | | 29.42 |
| TOTAL WAGES | | 248,029.54 | | 243,649.17 | 4,380.37 |
| MATERIALS AND SUPPLIES | | | | | |
| | 38,784.98 | | 40,327.65 | | 1,542.67- |
| FUEL | | 177,585.09 | | 161,363.15 | 16,221.94 |
| | 1,167.83 | | 478.50 | | 689.33 |
| AMMONIA & WATER | | 16,485.80 | | 12,544.49 | 3,941.31 |
| | 50.00- | | .00 | | 50.00- |
| OIL, GREASE ETC. | | 567.88 | | 695.20 | 127.32- |
| | 10.49 | | 334.24 | | 323.75- |
| UNCLASSIFIED | | 384.81 | | 459.80 | 74.99- |
| | 39,913.30 | | 41,140.39 | | 1,227.09- |
| TOTAL MATERIALS | | 195,023.58 | | 175,062.64 | 19,960.94 |
| MAINTENANCE | | | | | |
| | 21,483.32 | | 1,075.45 | | 20,407.87 |
| MACHINERY MATL. | | 26,008.46 | | 2,827.54 | 23,180.92 |
| | 51.20 | | 45.62 | | 5.58 |
| ICE MACHINE MATL. | | 1,046.00 | | 2,219.60 | 1,173.60- |
| | .00 | | 1,669.91 | | 1,669.91- |
| WELLS MATL. | | 2,865.74 | | 2,758.66 | 107.08 |

Data Documents, Inc. 02

| | NOVEMBER 75 | YTD 75 | NOVEMBER 74 | YTD 74 | VARIANCE |
|---|---|---|---|---|---|
| CONTRACTORS | 1,046.53 | 6,778.57 | 1,541.43 | 9,958.91 | 494.90-<br>3,180.34- |
| TOTAL MAINTENANCE | 22,581.05 | 36,698.77 | 4,332.41 | 17,764.71 | 18,248.64<br>18,934.06 |
| GENERAL | | | | | |
| UTILITIES DIRECT CHGE. | 5,681.09 | 47,750.50 | 5,312.78 | 42,844.66 | 368.31<br>4,905.84 |
| SEWAGE | 5,000.00 | 66,000.00 | 12,000.00 | 89,500.00 | 7,000.00-<br>23,500.00- |
| UNCLASSIFIED | 34.50 | 411.68 | 88.00 | 888.20 | 53.50-<br>476.52- |
| TOTAL GENERAL | 10,715.59 | 114,162.18 | 17,400.78 | 133,232.86 | 6,685.19-<br>19,070.68- |
| FIXED | | | | | |
| TAXES & LICENSES | 200.00 | 1,330.00 | 200.00 | 2,550.00 | .00<br>1,220.00- |
| TAXES PAYROLL | 1,030.00 | 12,310.00 | 1,230.00 | 13,110.00 | 200.00-<br>800.00- |
| INSURANCE GENERAL | 904.25 | 6,399.44 | 880.75 | 6,385.09 | 23.50<br>14.35 |
| INSURANCE EMPLOYEES | 2,650.00 | 18,100.00 | 2,295.00 | 15,515.00 | 355.00<br>2,585.00 |
| RETIREES PENSION | 30.00 | 210.00 | 30.00 | 210.00 | .00<br>.00 |
| DEPRECIATION BUILDING | 41.67 | 291.65 | 291.33 | 3,670.73 | 249.66-<br>3,379.08- |
| DEPRECIATION MACHINERY | 170.31 | 1,192.20 | 1,115.68 | 14,091.04 | 945.37-<br>12,898.84- |
| DEPRECIATION ICE MACH. | 62.50 | 437.50 | 738.35 | 9,303.21 | 675.85-<br>8,865.71- |
| DEPRECIATION WELLS | 77.08 | 539.60 | 935.97 | 11,793.19 | 858.89-<br>11,253.59- |
| TOTAL FIXED | 5,165.81 | 40,810.39 | 7,717.08 | 76,628.26 | 2,551.27-<br>35,817.87- |

Data Documents, Inc. 02

| | NOVEMBER 75 | YTD 75 | NOVEMBER 74 | YTD 74 | VARIANCE |
|---|---|---|---|---|---|
| POWER PLANT | | | | | |
| ALLOCATED TO BREWING RACKING AND BOTTLING | 110,990.08 | 534,724.46 | 103,175.57 | 646,337.64 | 7,814.51<br>11,613.18- |

Data Documents, Inc. 02.

| | NOVEMBER 75 | YTD 75 | NOVEMBER 74 | YTD 74 | VARIANCE |
|---|---|---|---|---|---|
| WAGES AND SALARIES | AMOUNT | AMOUNT | AMOUNT | AMOUNT | |
| | 4,725.72 | | 5,317.94 | | 592.22- |
| CARPENTERS | | 40,518.16 | | 47,508.40 | 6,990.24- |
| | 14,113.95 | | 15,979.23 | | 1,865.28- |
| MACHINISTS | | 119,548.63 | | 136,145.99 | 16,597.36- |
| | 8,037.93 | | 7,726.06 | | 311.87 |
| PLUMBERS | | 67,873.66 | | 67,787.66 | 86.00 |
| | 1,025.62 | | 1,525.78 | | 500.16- |
| ELECTRICIANS | | 11,478.55 | | 11,877.20 | 398.65- |
| | 4,020.97 | | 4,142.55 | | 121.58- |
| JANITORS & WATCHMEN | | 31,112.25 | | 30,748.97 | 363.28 |
| | 1,004.80 | | 1,138.00 | | 133.20- |
| LABORERS | | 9,278.53 | | 9,651.85 | 373.32- |
| | 2,729.22 | | 2,459.09 | | 270.13 |
| PAYROLL & CLERICAL | | 18,787.15 | | 16,542.41 | 2,244.74 |
| | 2,700.00 | | 2,566.66 | | 133.34 |
| FOREMEN | | 16,445.44 | | 17,516.62 | 1,071.18- |
| | 400.00 | | 2,500.00 | | 2,100.00- |
| VACATION | | 24,180.00 | | 24,540.00 | 360.00- |
| | 100.00 | | .00 | | 100.00 |
| HOLIDAY | | 9,670.00 | | 9,570.00 | 100.00 |
| | 2,187.02 | | 2,210.37 | | 23.35- |
| PENSION | | 14,875.57 | | 14,713.06 | 162.51 |
| | 1,575.86 | | 2,064.75 | | 488.89- |
| UNCLASSIFIED | | 18,445.29 | | 19,395.80 | 950.51- |
| | 799.04- | | 540.23- | | 258.81- |
| WAGES CAPITALIZED, ETC | | 9,992.95- | | 19,073.51- | 9,080.56 |
| | 41,822.05 | | 47,090.20 | | 5,268.15- |
| TOTAL WAGES | | 372,220.28 | | 386,924.45 | 14,704.17- |
| MATERIALS AND SUPPLIES | | | | | |
| | 3,439.26 | | 2,729.52 | | 709.74 |
| CARPENTRY | | 11,303.01 | | 13,653.13 | 2,350.12- |

| | NOVEMBER 75 | YTD 75 | NOVEMBER 74 | YTD 74 | VARIANCE |
|---|---|---|---|---|---|
| AUTOMOTIVE | 100.25 | 688.20 | 64.00 | 620.15 | 36.25<br>68.05 |
| MACHINAL | 1,646.28 | 10,850.75 | 842.19 | 9,012.48 | 804.09<br>1,838.27 |
| PLUMBING | 2,179.83 | 17,154.74 | 919.44 | 20,271.41 | 1,260.39<br>3,116.67- |
| ELECTRICAL | 825.92 | 11,589.38 | 3,526.95 | 15,801.67 | 2,701.03-<br>4,212.29- |
| UNCLASSIFIED | 518.38 | 3,882.26 | 566.40 | 3,478.49 | 48.02-<br>403.77 |
| TOTAL MATERIALS | 8,709.92 | 55,468.34 | 8,648.50 | 62,837.33 | 61.42<br>7,368.99- |
| MAINTENANCE | | | | | |
| BUILDING MATL. | .00 | 12.75 | .00 | .00 | .00<br>12.75 |
| MACHINERY | .00 | 113.67 | 148.62 | 499.45 | 148.62-<br>385.78- |
| AUTOMOTIVE | 145.52 | 917.99 | 100.38 | 1,154.74 | 45.14<br>236.75- |
| CONTRACTORS | 1,890.44 | 13,414.72 | 1,366.58 | 12,378.12 | 523.86<br>1,036.60 |
| TOTAL MAINTENANCE | 2,035.96 | 14,459.13 | 1,615.58 | 14,032.31 | 420.38<br>426.82 |
| GENERAL | | | | | |
| BEER CONSUMED | 56.00 | 762.80 | 77.00 | 793.00 | 21.00-<br>30.20- |
| A.D.T. SERVICE | .00 | 1,039.00 | .00 | 758.00 | .00<br>281.00 |
| GUARD SERVICE | 1,722.94 | 12,242.26 | 1,671.00 | 17,670.35 | 51.94<br>5,428.09- |
| LAWN SERVICE | 272.00 | 4,927.04 | .00 | 3,837.16 | 272.00<br>1,089.88 |
| UNCLASSIFIED | 197.15 | 3,481.53 | 479.25 | 3,023.30 | 282.10-<br>458.23 |

Data Documents Inc. 02

| | NOVEMBER 75 | YTD 75 | NOVEMBER 74 | YTD 74 | VARIANCE |
|---|---|---|---|---|---|
| TOTAL GENERAL | 2,248.09 | 22,452.63 | 2,227.25 | 26,081.81 | 20.84<br>3,629.18- |
| FIXED | | | | | |
| TAXES & LICENSES | 300.00 | 2,703.75 | 700.00 | 8,820.00 | 400.00-<br>6,116.25- |
| TAXES PAYROLL | 2,600.00 | 32,100.00 | 2,600.00 | 31,100.00 | .00<br>1,000.00 |
| INSURANCE GENERAL | 1,085.36 | 7,669.60 | 1,019.77 | 7,121.68 | 65.59<br>547.92 |
| INSURANCE EMPLOYEES | 5,838.68 | 41,606.63 | 5,060.98 | 38,558.96 | 777.70<br>3,047.67 |
| PENSION TRUST | 560.00 | 3,920.00 | 330.00 | 2,310.00 | 230.00<br>1,610.00 |
| RETIREES PENSION | 1,310.38 | 9,172.66 | 1,310.38 | 9,200.16 | .00<br>27.50- |
| DEPRECIATION BUILDINGS | 64.17 | 449.15 | 280.60 | 3,535.58 | 216.43-<br>3,086.43- |
| DEPRECIATION MACHINERY | 75.00 | 525.00 | 370.10 | 4,739.51 | 295.10-<br>4,214.51- |
| DEPR. YARD IMPROVMENTS | .00 | .00 | 171.32 | 2,158.60 | 171.32-<br>2,158.60- |
| DEPR. AUTOMOTIVE | .00 | .00 | 182.82 | 2,303.55 | 182.82-<br>2,303.55- |
| TOTAL FIXED | 11,833.59 | 98,146.79 | 12,025.97 | 109,848.04 | 192.38-<br>11,701.25- |
| GENERAL PLANT | | | | | |
| ALLOCATED TO BREWING, RACKING AND BOTTLING | 66,649.61 | 562,747.17 | 71,607.50 | 599,723.94 | 4,957.89-<br>36,976.77- |

Data Documents, Inc. 02

| | NOVEMBER 75 | YTD 75 | | NOVEMBER 74 | YTD 74 | | VARIANCE | CURRENT |
|---|---|---|---|---|---|---|---|---|
| BARRELS SOLD | 42,580 | 432,410 | | 52,043 | 472,965 | | 9,463-<br>40,555- | YEAR BUDGET |
| MEDIA | AMOUNT | AMOUNT | PER BBL | AMOUNT | AMOUNT | PER BBL | | |
| POSTERS | .00 | 40,000.00 | .0925 | 12,808.00 | 89,656.00 | .1896 | 12,808.00-<br>49,656.00- | 40,000 |
| PAINTED BULLETINS | 40,634.62 | 180,498.05 | .4174 | 18,703.16 | 128,371.99 | .2714 | 21,931.46<br>52,126.06 | 200,000 |
| TELEVISION | 40,256.00 | 307,158.75 | .7103 | 27,918.00 | 277,913.00 | .5876 | 12,338.00<br>29,245.75 | 320,000 |
| RADIO | 13,884.61 | 157,793.89 | .3649 | 806.63 | 150,761.91 | .3188 | 13,077.98<br>7,031.98 | 190,000 |
| COLLEGE & NEWSPAPER | 13.87 | 10,559.59 | .0244 | 790.53 | 38,609.69 | .0816 | 776.66-<br>28,050.10- | 30,000 |
| MISC PUBLICATIONS | 655.25 | 18,710.67 | .0433 | 3,135.03 | 13,367.56 | .0283 | 2,479.78-<br>5,343.11 | 20,000 |
| TOTAL MEDIA | 95,444.35 | 714,720.95 | 1.6529 | 64,161.35 | 698,680.15 | 1.4772 | 31,283.00<br>16,040.80 | 800,000 |
| PRODUCTION | | | | | | | | |
| POSTERS | 292.02 | 2,677.61 | .0062 | 7,380.66 | 42,031.50 | .0889 | 7,088.64-<br>39,353.89- | 2,000 |
| PAINTED BULLETINS | .00 | 11,036.75 | .0255 | 70.59 | 3,006.24 | .0064 | 70.59-<br>8,030.51 | 10,000 |
| TELEVISION | 32,361.44 | 157,783.59 | .3649 | 162.68 | 32,819.83 | .0694 | 32,198.76<br>124,963.76 | 150,000 |
| RADIO | .00 | 30,286.18 | .0700 | .00 | 4,264.97 | .0090 | .00<br>26,021.21 | 30,000 |
| MISCELLANEOUS | 344.99 | 18,917.40 | .0437 | 440.12 | 8,249.25 | .0174 | 95.13-<br>10,668.15 | 18,000 |
| TOTAL PRODUCTION | 32,998.45 | 220,701.53 | .5104 | 8,054.05 | 90,371.79 | .1911 | 24,944.40<br>130,329.74 | 210,000 |
| SALES PROMOTION | | | | | | | | |
| PERMANENT P O P | .00 | 51,233.40 | .1185 | 7,778.31 | 61,682.73 | .1304 | 7,778.31-<br>10,449.33- | 70,000 |

Data Documents Inc. 02

| | NOVEMBER 75 | YTD 75 | | NOVEMBER 74 | YTD 74 | | VARIANCE | CURRENT |
|---|---|---|---|---|---|---|---|---|
| MERCHANDISING P O P | 5,020.33 | 21,955.19 | .0508 | 13,692.42 | 16,656.87 | .0352 | 8,672.09-<br>5,298.32 | 25,000 |
| SALES PROMOTION ITEMS | 1,536.71 | 4,519.45 | .0105 | 4,027.93 | 36,152.48 | .0764 | 2,491.22-<br>31,633.03- | 10,000 |
| PRICE CARDS ETC. | .00 | 3,579.68 | .0083 | 4,776.72 | 8,425.04 | .0178 | 4,776.72-<br>4,845.36- | 10,000 |
| MISC. PRINTED MATERIAL | 897.00 | 9,308.48 | .0215 | 980.55 | 25,814.57 | .0546 | 83.55-<br>16,506.09- | 15,000 |
| DIAMOND PUBLICATION | .00 | 1,800.15 | .0042 | 1,075.70 | 1,908.40 | .0040 | 1,075.70-<br>108.25- | 3,000 |
| FILMS | .00 | 286.00 | .0007 | 31.50 | 324.71 | .0007 | 31.50-<br>38.71- | 0 |
| TRUCK PAINTING | 1,195.59 | 3,893.19 | .0090 | 163.30 | 4,633.82 | .0098 | 1,032.29<br>740.63- | 5,000 |
| UNIFORMS DISTRIBUTORS | 841.97 | 3,371.57 | .0078 | 89.55 | 2,578.84 | .0055 | 752.42<br>792.73 | 5,000 |
| WALL SIGNS | 2,125.82 | 8,501.42 | .0197 | 235.20 | 11,675.02 | .0247 | 1,890.62<br>3,173.60- | 6,000 |
| SPORT & FLOAT FEES | .00 | 9,000.40 | .0208 | 600.00 | 11,631.90 | .0246 | 600.00-<br>2,631.50- | 11,000 |
| FREIGHT ON SHIPMENTS | 45.47 | 302.65 | .0007 | 21.71 | 161.50 | .0003 | 23.76<br>141.15 | 0 |
| MISCELLANEOUS | 180.20 | 10,527.50 | .0243 | 1,461.23 | 13,724.19 | .0290 | 1,281.03-<br>3,196.69- | 10,000 |
| TOTAL SALES PROMOTION | 11,843.09 | 128,279.08 | .2967 | 34,934.12 | 195,370.07 | .4131 | 23,091.03-<br>67,090.99- | 170,000 |
| SIGN COST & MAINTENANCE | | | | | | | | |
| AMORT. OUTDOOR SIGNS | .00 | .00 | .0000 | 2,507.27 | 23,938.44 | .0506 | 2,507.27-<br>23,938.44- | 0 |
| AMORT. INDOOR SIGNS | .00 | .00 | .0000 | 1,678.16 | 15,822.67 | .0335 | 1,678.16-<br>15,822.67- | 0 |
| HANG SIGNS - KAUFMAN | 2,103.03 | 31,293.77 | .0724 | 3,162.16 | 32,321.16 | .0683 | 1,059.13-<br>1,027.39- | 40,000 |
| SIGN MAINT - KAUFMAN | 2,306.51 | 34,466.12 | .0797 | 10,143.81 | 47,530.07 | .1005 | 7,837.30-<br>13,063.95- | 40,000 |

| | NOVEMBER 75 | YTD 75 | | NOVEMBER 74 | YTD 74 | | VARIANCE | CURRENT |
|---|---|---|---|---|---|---|---|---|
| DISTR. SIGN REIMB. | 4,660.05 | 18,853.44 | .0436 | 1,501.36 | 13,277.25 | .0281 | 3,158.69<br>5,576.19 | 17,000 |
| TAXES & LICENSES | 350.24 | 2,678.04 | .0062 | 342.61 | 3,313.86 | .0070 | 7.63<br>635.82- | 3,000 |
| TOTAL SIGN COST | 9,419.83 | 87,291.37 | .2019 | 19,335.37 | 136,203.45 | .2880 | 9,915.54-<br>48,912.08- | 100,000 |
| PERSONNEL | | | | | | | | |
| AD MANAGERS | 2,291.67 | 11,041.71 | .0255 | 1,458.34 | 9,708.34 | .0205 | 833.33<br>1,333.37 | 14,000 |
| STOREROOM AND CLERICAL | 1,935.66 | 16,192.48 | .0374 | 1,699.96 | 13,608.10 | .0288 | 235.70<br>2,584.38 | 20,000 |
| TRAVEL & ENTERTAINMENT | 894.07 | 5,514.33 | .0128 | 498.69 | 2,976.75 | .0063 | 395.38<br>2,537.58 | 5,000 |
| PAYROLL TAXES | 190.00 | 1,330.00 | .0031 | 190.00 | 1,330.00 | .0028 | .00<br>.00 | 1,000 |
| EMPLOYEE INSURANCE | 326.23 | 2,105.02 | .0049 | 339.44 | 2,376.08 | .0050 | 13.21-<br>271.06- | 2,000 |
| GENERAL INSURANCE | 16.00 | 160.00 | .0004 | 30.00 | 226.12 | .0005 | 14.00-<br>66.12- | 0 |
| PENSION TRUST | 215.00 | 1,505.00 | .0035 | 225.00 | 1,575.00 | .0033 | 10.00-<br>70.00- | 3,000 |
| TOTAL PERSONNEL | 5,868.63 | 37,848.54 | .0875 | 4,441.43 | 31,800.39 | .0672 | 1,427.20<br>6,048.15 | 45,000 |
| ADVERTISING EXPENSE | | | | | | | | |
| TOTAL ADVERTISING | 155,574.35 | 1,188,841.47 | 2.7493 | 130,926.32 | 1,152,425.85 | 2.4366 | 24,648.03<br>36,415.62 | 1,325,000 |
| TOTAL PREPAID | 45,282.72- | 17,788.22- | .0411- | 10,000.00 | 22,000.00 | .0465 | 55,282.72-<br>39,788.22- | 0 |
| TOTAL INCOME STATEMENT | 110,291.63 | 1,171,053.25 | 2.7082 | 140,926.32 | 1,174,425.85 | 2.4831 | 30,634.69-<br>3,372.60- | 1,325,000 |

Data Documents, Inc. 02

| | NOVEMBER 75 | | YTD 75 | | NOVEMBER 74 | | YTD 74 | | VARIANCE |
|---|---|---|---|---|---|---|---|---|---|
| MAINTENANCE | | | | | | | | | |
| CUSTOMERS EQUIP. LABOR | 754.40 | .0177 | 7,181.60 | .0166 | 462.14 | .0089 | 5,905.97 | .0125 | 292.26<br>1,275.63 |
| AUTOMOTIVE | .00 | .0000 | 1,725.51 | .0040 | 66.05 | .0013 | 171.45 | .0004 | 66.05-<br>1,554.06 |
| TOTAL MAINTENANCE | 754.40 | .0177 | 8,907.11 | .0206 | 528.19 | .0101 | 6,077.42 | .0128 | 226.21<br>2,829.69 |
| GENERAL | | | | | | | | | |
| EXECUTIVE EXPENSES | 384.48 | .0090 | 4,097.11 | .0095 | 708.83 | .0136 | 5,773.36 | .0122 | 324.35-<br>1,676.25- |
| SALES MANAGERS EXP. | 4,627.28 | .1087 | 28,567.05 | .0661 | 2,488.20 | .0478 | 22,274.12 | .0471 | 2,139.08<br>6,292.93 |
| SALESMENS EXP. CITY | 577.81 | .0136 | 4,667.68 | .0108 | 350.01 | .0067 | 3,169.94 | .0067 | 227.80<br>1,497.74 |
| SALESMENS EXP. COUNTRY | 7,569.68 | .1778 | 60,337.03 | .1395 | 7,712.08 | .1482 | 58,898.81 | .1245 | 142.40-<br>1,438.22 |
| TELEPHONE | 1,176.86 | .0276 | 8,494.43 | .0196 | 922.08 | .0177 | 5,849.12 | .0124 | 254.78<br>2,645.31 |
| CONVENTIONS, ETC. | 14,044.00 | .3298 | 48,138.12 | .1113 | 2,096.00 | .0403 | 14,183.59 | .0300 | 11,948.00<br>33,954.53 |
| UNCLASSIFIED | 2,574.89 | .0605 | 30,643.98 | .0709 | 744.81 | .0143 | 24,588.28 | .0520 | 1,830.08<br>6,055.70 |
| TOTAL GENERAL | 30,955.00 | .7270 | 184,945.40 | .4277 | 15,022.01 | .2886 | 134,737.22 | .2849 | 15,932.99<br>50,208.18 |
| FIXED | | | | | | | | | |
| TAXES PROPERTY | 90.00 | .0021 | 1,478.00 | .0034 | 370.00 | .0071 | 1,368.00 | .0029 | 280.00-<br>110.00 |
| TAXES PAYROLL | 1,750.00 | .0411 | 15,470.00 | .0358 | 1,250.00 | .0240 | 14,900.00 | .0315 | 500.00<br>570.00 |
| INSURANCE EMPLOYEES | 2,671.66 | .0627 | 18,852.59 | .0436 | 2,475.33 | .0476 | 16,835.20 | .0356 | 196.33<br>2,017.39 |
| PENSION TRUST | 2,295.00 | .0539 | 16,065.00 | .0372 | 1,960.00 | .0377 | 13,720.00 | .0290 | 335.00<br>2,345.00 |

Data Documents, Inc. 02

| | NOVEMBER 75 | | YTD 75 | | NOVEMBER 74 | | YTD 74 | | VARIANCE |
|---|---|---|---|---|---|---|---|---|---|
| DEPR'N AUTOMOTIVE | 145.30 | .0034 | 435.96 | .0010 | 193.15 | .0037 | 1,821.16 | .0039 | 47.85-<br>1,385.20- |
| DEPR'N CUST. EQUIPMENT | .00 | .0000 | 551.23 | .0013 | 764.85 | .0147 | 5,544.05 | .0117 | 764.85-<br>4,992.82- |
| TOTAL FIXED | 6,951.96 | .1633 | 52,852.78 | .1222 | 7,013.33 | .1348 | 54,198.41 | .1146 | 61.37-<br>1,335.63- |
| SELLING EXPENSE | | | | | | | | | |
| TOTAL EXPENSE | 72,540.35 | 1.7036 | 501,307.65 | 1.1593 | 47,906.83 | .9205 | 382,654.95 | .8091 | 24,633.52<br>118,652.70 |

Data Documents, Inc. 02

| | NOVEMBER 75 | | YTD 75 | | NOVEMBER 74 | | YTD 74 | | VARIANCE |
|---|---|---|---|---|---|---|---|---|---|
| BARRELS | 42,580 | | | | 52,043 | | | | 9,463- |
| SOLD | | | 432,410 | | | | 472,965 | | 40,555- |
| WAGES AND SALARIES | AMOUNT | PER BBL | AMOUNT | PER BBL | AMOUNT | PER BBL | AMOUNT | PER BBL | |
| EXECUTIVES | 5,141.68 | .1208 | 47,954.51 | .1109 | 9,708.32 | .1865 | 66,625.04 | .1409 | 4,566.64-<br>18,670.53- |
| CREDIT | 1,625.00 | .0382 | 11,124.98 | .0257 | 1,541.66 | .0296 | 10,458.34 | .0221 | 83.34<br>666.64 |
| ACCOUNTING | 2,568.34 | .0603 | 17,420.02 | .0403 | 2,276.66 | .0437 | 15,461.66 | .0327 | 291.68<br>1,958.36 |
| STENOGRAPHERS | 1,965.00 | .0461 | 13,876.03 | .0321 | 1,726.00 | .0332 | 13,299.50 | .0281 | 239.00<br>576.53 |
| DATA PROCESSING | 1,564.24 | .0367 | 12,173.34 | .0282 | 1,614.07 | .0310 | 13,404.77 | .0283 | 49.83-<br>1,231.43- |
| CLERICAL | 2,792.57 | .0656 | 19,480.26 | .0451 | 2,641.22 | .0508 | 17,766.49 | .0376 | 151.35<br>1,713.77 |
| PURCHASING | 2,330.00 | .0547 | 15,883.63 | .0367 | 2,180.00 | .0419 | 14,900.00 | .0315 | 150.00<br>983.63 |
| BUFFET | 151.26 | .0036 | 1,850.85 | .0043 | 240.00 | .0046 | 2,659.60 | .0056 | 88.74-<br>808.75- |
| UNCLASSIFIED | 650.00 | .0153 | 4,430.00 | .0102 | 610.00 | .0117 | 4,242.25 | .0090 | 40.00<br>187.75 |
| TOTAL WAGES | 18,788.09 | .4412 | 144,193.62 | .3335 | 22,537.93 | .4331 | 158,817.65 | .3358 | 3,749.84-<br>14,624.03- |
| MATERIALS AND SUPPLIES | | | | | | | | | |
| POSTAGE | 540.00 | .0127 | 5,838.73 | .0135 | 531.02 | .0102 | 3,739.39 | .0079 | 8.98<br>2,099.34 |
| STATIONERY | 1,608.11 | .0378 | 8,407.58 | .0194 | 741.12 | .0142 | 8,760.37 | .0185 | 866.99<br>352.79- |
| UNCALSSIFIED | 272.48 | .0064 | 2,202.88 | .0051 | 314.72 | .0060 | 3,147.51 | .0067 | 42.24-<br>944.63- |
| TOTAL MATERIALS | 2,420.59 | .0568 | 16,449.19 | .0380 | 1,586.86 | .0305 | 15,647.27 | .0331 | 833.73<br>801.92 |
| MAINTENANCE | | | | | | | | | |

Data Documents, Inc. 02

| | NOVEMBER 75 | | YTD 75 | | NOVEMBER 74 | | YTD 74 | | VARIANCE |
|---|---|---|---|---|---|---|---|---|---|
| OFFICE BUILDING | .00 | .0000 | 383.39 | .0009 | 6.06 | .0001 | 521.69 | .0011 | 6.06-<br>139.30- |
| OFFICE FURNITURE | .00 | .0000 | 45.26 | .0001 | .00 | .0000 | 17.50 | .0000 | .00<br>27.76 |
| OFFICE EQUIPMENT | 214.95 | .0050 | 1,700.85 | .0039 | 275.71 | .0053 | 1,604.48 | .0034 | 60.76-<br>96.37 |
| TOTAL MAINTENANCE | 214.95 | .0050 | 2,129.50 | .0049 | 281.77 | .0054 | 2,143.67 | .0045 | 66.82-<br>14.17- |
| GENERAL | | | | | | | | | |
| ENTERTAINMENT & BEER | 192.00 | .0045 | 2,123.50 | .0049 | 119.00 | .0023 | 1,832.48 | .0039 | 73.00<br>291.02 |
| EXECUTIVE EXPENSES | 1,425.31 | .0335 | 10,504.89 | .0243 | .00 | .0000 | 450.86 | .0010 | 1,425.31<br>10,054.03 |
| WATER LIGHT & POWER | 643.05 | .0151 | 5,442.84 | .0126 | 536.25 | .0103 | 4,746.01 | .0100 | 106.80<br>696.83 |
| PROFESSIONAL SERVICE | 1,210.00 | .0284 | 4,533.82 | .0105 | 1,164.00 | .0224 | 8,206.95 | .0174 | 46.00<br>3,673.13- |
| DIRECTORS FEES | .00 | .0000 | .00 | .0000 | 800.00 | .0154 | 5,600.00 | .0118 | 800.00-<br>5,600.00- |
| STOCK TRANSFER FEES | .00 | .0000 | .00 | .0000 | 1,913.75 | .0368 | 5,122.13 | .0108 | 1,913.75-<br>5,122.13- |
| TELEPHONE | 1,733.32 | .0407 | 12,127.74 | .0280 | 1,453.91 | .0279 | 9,889.71 | .0209 | 279.41<br>2,238.03 |
| DUES AND SUBSCRIPTIONS | 645.44 | .0152 | 8,534.66 | .0197 | 2,263.07 | .0435 | 23,113.43 | .0489 | 1,617.63-<br>14,578.77- |
| DONATIONS | 393.00 | .0092 | 4,496.25 | .0104 | 401.00 | .0077 | 4,549.00 | .0096 | 8.00-<br>52.75- |
| SHORT AND OVER | 131.26- | .0031- | 227.67- | .0005- | 24.00- | .0005- | 124.07- | .0003- | 107.26-<br>103.60- |
| UNCLASSIFIED | 1,284.55 | .0302 | 10,158.12 | .0235 | 1,241.11 | .0238 | 9,106.92 | .0193 | 43.44<br>1,051.20 |
| TOTAL GENERAL | 7,395.41 | .1737 | 57,694.15 | .1334 | 9,868.09 | .1896 | 72,493.42 | .1533 | 2,472.68-<br>14,799.27- |
| FIXED | | | | | | | | | |

| | NOVEMBER 75 | | YTD 75 | | NOVEMBER 74 | | YTD 74 | | VARIANCE |
|---|---|---|---|---|---|---|---|---|---|
| TAXES & LICENSES | 200.00 | .0047 | 1,539.83 | .0036 | 350.00 | .0067 | 3,422.17 | .0072 | 150.00-<br>1,882.34- |
| TAXES PAYROLL | 1,050.00 | .0247 | 9,390.00 | .0217 | 1,060.00 | .0204 | 9,520.00 | .0201 | 10.00-<br>130.00- |
| INSURANCE GENERAL | 1,004.65 | .0236 | 5,169.92 | .0120 | 933.97 | .0179 | 5,923.26 | .0125 | 70.68<br>753.34- |
| INSURANCE EMPLOYEES | 2,265.20 | .0532 | 15,997.87 | .0370 | 2,233.79 | .0429 | 16,373.26 | .0346 | 31.41<br>375.39- |
| PENSION TRUST | 2,065.00 | .0485 | 14,455.00 | .0334 | 1,990.00 | .0382 | 13,930.00 | .0295 | 75.00<br>525.00 |
| RETIREES PENSION | 150.00 | .0035 | 1,050.00 | .0024 | 150.00 | .0029 | 1,050.00 | .0022 | .00<br>.00 |
| EQUIPMENT RENTAL | 535.14 | .0126 | 3,687.16 | .0085 | 580.09 | .0111 | 4,598.35 | .0097 | 44.95-<br>911.19- |
| DEPR. OFFICE BUILDING | 40.83 | .0010 | 285.85 | .0007 | 415.05 | .0080 | 3,913.31 | .0083 | 374.22-<br>3,627.46- |
| DEPR. FURNITURE & EQUP | 70.56 | .0017 | 356.36 | .0008 | 243.13 | .0047 | 2,157.27 | .0046 | 172.57-<br>1,800.91- |
| TOTAL FIXED | 7,381.38 | .1734 | 51,931.99 | .1201 | 7,956.03 | .1529 | 60,887.62 | .1287 | 574.65-<br>8,955.63- |
| ADMINSTRATIVE EXPENSE | | | | | | | | | |
| TOTAL EXPENSE | 36,200.42 | .8502 | 272,398.45 | .6300 | 42,230.68 | .8115 | 309,989.63 | .6554 | 6,030.26-<br>37,591.18- |

## SUMMARY OF SALES BY STATES AND BRANDS

| | | | NOVEMBER 75 | YTD 75 | NOVEMBER 74 | YTD 74 | VARIANCE |
|---|---|---|---|---|---|---|---|
| ARIZONA | GRAIN BELT | | 00 | | 00 | | 00 |
| | | CASES | | 25,690 | | 00 | 25,690 |
| | | | 00 | | 00 | | 00 |
| | | BARRELAGE | | 1,865 | | 00 | 1,865 |
| | WHITE LABEL | | 00 | | 00 | | 00 |
| | | CASES | | 00 | | 15,246 | 15,246- |
| | | | 00 | | 00 | | 00 |
| | | BARRELAGE | | 00 | | 1,107 | 1,107- |
| | HAUENSTEIN | | 00 | | 00 | | 00 |
| | | CASES | | 11,242 | | 9,163 | 2,079 |
| | | | 00 | | 00 | | 00 |
| | | BARRELAGE | | 816 | | 665 | 151 |
| | STORZ | | 00 | | 00 | | 00 |
| | | CASES | | 24,948 | | 17,636 | 7,312 |
| | | | 00 | | 00 | | 00 |
| | | BARRELAGE | | 1,811 | | 1,280 | 531 |
| | TOTAL | | 00 | | 00 | | 00 |
| | | CASES | | 61,880 | | 42,045 | 19,835 |
| | | | 00 | | 00 | | 00 |
| | | BARRELAGE | | 4,491 | | 3,052 | 1,439 |
| CALIFORNIA | GRAIN BELT | | 00 | | 00 | | 00 |
| | | CASES | | 14,168 | | 00 | 14,168 |
| | | | 00 | | 00 | | 00 |
| | | BARRELAGE | | 1,028 | | 00 | 1,028 |
| | TOTAL | | 00 | | 00 | | 00 |
| | | CASES | | 14,168 | | 00 | 14,168 |
| | | | 00 | | 00 | | 00 |
| | | BARRELAGE | | 1,028 | | 00 | 1,028 |
| COLORADO | GRAIN BELT | | 00 | | 00 | | 00 |
| | | CASES | | 13,545 | | 17,199 | 3,654- |
| | | | 00 | | 00 | | 00 |
| | | BARRELAGE | | 983 | | 1,248 | 265- |
| | STORZ | | 00 | | 00 | | 00 |
| | | CASES | | 4,480 | | 10,528 | 6,048- |
| | | | 00 | | 00 | | 00 |
| | | BARRELAGE | | 325 | | 764 | 439- |
| | TOTAL | | 00 | | 00 | | 00 |
| | | CASES | | 18,025 | | 27,727 | 9,702- |
| | | | 00 | | 00 | | 00 |
| | | BARRELAGE | | 1,308 | | 2,012 | 704- |
| CANADA | GRAIN BELT | | 00 | | 308 | | 308- |

## SUMMARY OF SALES BY STATES AND BRANDS

| | | | NOVEMBER 75 | YTD 75 | NOVEMBER 74 | YTD 74 | VARIANCE |
|---|---|---|---|---|---|---|---|
| | | CASES | 00 | 1,694 | 22 | 1,232 | 462 |
| | | BARRELAGE | | 123 | | 89 | 22-<br>34 |
| | TOTAL | | 00 | | 308 | | 308- |
| | | CASES | | 1,694 | | 1,232 | 462 |
| | | BARRELAGE | 00 | 123 | 22 | 89 | 22-<br>34 |
| ILLINOIS | GRAIN BELT | | 00 | | 74 | | 74- |
| | | KEGS | | 1,107 | | 668 | 439 |
| | | CASES | 462 | 27,450 | 1,535 | 67,785 | 1,073-<br>40,335- |
| | | BARRELAGE | 34 | 3,099 | 185 | 5,588 | 151-<br>2,489- |
| | WHITE LABEL | | 00 | | 00 | | 00 |
| | | CASES | | 140 | | 77 | 63 |
| | | BARRELAGE | 00 | 10 | 00 | 06 | 00<br>04 |
| | HAUENSTEIN | | 00 | | 00 | | 00 |
| | | CASES | | 329 | | 00 | 329 |
| | | BARRELAGE | 00 | 24 | 00 | 00 | 00<br>24 |
| | STORZ | | 00 | | 42 | | 42- |
| | | CASES | | 18,452 | | 7,084 | 11,368 |
| | | BARRELAGE | 00 | 1,339 | 03 | 514 | 03-<br>825 |
| | TOTAL | | 00 | | 74 | | 74- |
| | | KEGS | | 1,107 | | 668 | 439 |
| | | CASES | 462 | 46,371 | 1,577 | 74,946 | 1,115-<br>28,575- |
| | | BARRELAGE | 34 | 4,473 | 188 | 6,108 | 154-<br>1,635- |
| IOWA | GRAIN BELT | | 176 | | 245 | | 69- |
| | | KEGS | | 2,209 | | 3,486 | 1,277- |
| | | CASES | 39,315 | 474,149 | 26,479 | 627,110 | 12,836<br>152,961- |
| | | BARRELAGE | 3,029 | 36,623 | 2,167 | 49,002 | 862<br>12,379- |
| | WHITE LABEL | | 00 | | 231 | | 231- |
| | | CASES | | 1,272 | | 7,007 | 5,735- |
| | | BARRELAGE | 00 | 92 | 17 | 509 | 17-<br>417- |
| | HAUENSTEIN | | 00 | | 00 | | 00 |

Data Documents, Inc. 02

## SUMMARY OF SALES BY STATES AND BRANDS

| | | | NOVEMBER 75 | YTD 75 | NOVEMBER 74 | YTD 74 | VARIANCE |
|---|---|---|---|---|---|---|---|
| | | CASES | | 1,807 | | 581 | 1,226 |
| | | | 00 | | 00 | | 00 |
| | | BARRELAGE | | 131 | | 42 | 89 |
| | CO CLB RINGNES | | 182 | | 273 | | 91- |
| | | CASES | | 1,288 | | 1,610 | 322- |
| | | | 13 | | 20 | | 07- |
| | | BARRELAGE | | 93 | | 117 | 24- |
| | STORZ | | 24 | | 24 | | 00 |
| | | KEGS | | 468 | | 839 | 371- |
| | | | 3,010 | | 2,506 | | 504 |
| | | CASES | | 61,727 | | 75,797 | 14,070- |
| | | | 242 | | 206 | | 36 |
| | | BARRELAGE | | 4,948 | | 6,340 | 1,392- |
| | TOTAL | | 200 | | 269 | | 69- |
| | | KEGS | | 2,677 | | 4,325 | 1,648- |
| | | | 42,507 | | 29,489 | | 13,018 |
| | | CASES | | 540,243 | | 712,105 | 171,862- |
| | | | 3,285 | | 2,409 | | 876 |
| | | BARRELAGE | | 41,888 | | 56,010 | 14,122- |
| KANSAS | GRAIN BELT | | 00 | | 00 | | 00 |
| | | CASES | | 5,888 | | 10,934 | 5,046- |
| | | | 00 | | 00 | | 00 |
| | | BARRELAGE | | 427 | | 794 | 367- |
| | STORZ | | 00 | | 00 | | 00 |
| | | CASES | | 3,396 | | 00 | 3,396 |
| | | | 00 | | 00 | | 00 |
| | | BARRELAGE | | 246 | | 00 | 246 |
| | TOTAL | | 00 | | 00 | | 00 |
| | | CASES | | 9,284 | | 10,934 | 1,650- |
| | | | 00 | | 00 | | 00 |
| | | BARRELAGE | | 674 | | 794 | 120- |
| MICHIGAN | GRAIN BELT | | 00 | | 00 | | 00 |
| | | CASES | | 580 | | 1,364 | 784- |
| | | | 00 | | 00 | | 00 |
| | | BARRELAGE | | 42 | | 99 | 57- |
| | TOTAL | | 00 | | 00 | | 00 |
| | | CASES | | 580 | | 1,364 | 784- |
| | | | 00 | | 00 | | 00 |
| | | BARRELAGE | | 42 | | 99 | 57- |
| MINNESOTA | GRAIN BELT | | 7,031 | | 9,096 | | 2,065- |
| | | KEGS | | 119,289 | | 139,784 | 20,495- |

Data Documents, Inc. 02

## SUMMARY OF SALES BY STATES AND BRANDS

| | | | NOVEMBER 75 | YTD 75 | NOVEMBER 74 | YTD 74 | VARIANCE |
|---|---|---|---|---|---|---|---|
| | | | 273,741 | | 334,611 | | 60,870- |
| | | CASES | | 3,613,450 | | 4,142,338 | 528,888- |
| | | | 26,899 | | 33,382 | | 6,483- |
| | | BARRELAGE | | 381,553 | | 440,435 | 58,882- |
| | WHITE LABEL | | 12,904 | | 17,822 | | 4,918- |
| | | CASES | | 215,721 | | 311,509 | 95,788- |
| | | | 937 | | 1,294 | | 357- |
| | | BARRELAGE | | 15,657 | | 22,609 | 6,952- |
| | HAUENSTEIN | | 86,333 | | 91,384 | | 5,051- |
| | | CASES | | 1,297,706 | | 1,302,913 | 5,207- |
| | | | 6,266 | | 6,633 | | 367- |
| | | BARRELAGE | | 94,188 | | 94,565 | 377- |
| | CO CLB RINGNES | | 2,373 | | 3,519 | | 1,146- |
| | | CASES | | 42,747 | | 51,602 | 8,855- |
| | | | 172 | | 255 | | 83- |
| | | BARRELAGE | | 3,103 | | 3,745 | 642- |
| | STORZ | | 00 | | 00 | | 00 |
| | | CASES | | 05 | | 00 | 05 |
| | TOTAL | | 7,031 | | 9,096 | | 2,065- |
| | | KEGS | | 119,289 | | 139,784 | 20,495- |
| | | | 375,351 | | 447,336 | | 71,985- |
| | | CASES | | 5,169,629 | | 5,808,362 | 638,733- |
| | | | 34,274 | | 41,564 | | 7,290- |
| | | BARRELAGE | | 494,501 | | 561,355 | 66,854- |
| MISSOURI | GRAIN BELT | | 00 | | 00 | | 00 |
| | | CASES | | 00 | | 13,013 | 13,013- |
| | | | 00 | | 00 | | 00 |
| | | BARRELAGE | | 00 | | 944 | 944- |
| | STORZ | | 00 | | 00 | | 00 |
| | | CASES | | 9,513 | | 3,696 | 5,817 |
| | | | 00 | | 00 | | 00 |
| | | BARRELAGE | | 690 | | 268 | 422 |
| | TOTAL | | 00 | | 00 | | 00 |
| | | CASES | | 9,513 | | 16,709 | 7,196- |
| | | | 00 | | 00 | | 00 |
| | | BARRELAGE | | 690 | | 1,213 | 523- |
| MONTANA | GRAIN BELT | | 36 | | 00 | | 36 |
| | | KEGS | | 108 | | 00 | 108 |
| | | | 1,003 | | 791 | | 212 |
| | | CASES | | 20,498 | | 11,766 | 14,732 |
| | | | 109 | | 57 | | 52 |
| | | BARRELAGE | | 2,031 | | 854 | 1,177 |

Data Documents, Inc. 02

## SUMMARY OF SALES BY STATES AND BRANDS

| | | | NOVEMBER 75 | YTD 75 | NOVEMBER 74 | YTD 74 | VARIANCE |
|---|---|---|---|---|---|---|---|
| | CO CLB RINGNES | | 00 | | 00 | | 00 |
| | | CASES | | 14,488 | | 00 | 14,488 |
| | | | 00 | | 00 | | 00 |
| | | BARRELAGE | | 1,052 | | 00 | 1,052 |
| | TOTAL | | 36 | | 00 | | 36 |
| | | KEGS | | 108 | | 00 | 108 |
| | | | 1,003 | | 791 | | 212 |
| | | CASES | | 40,986 | | 11,766 | 29,220 |
| | | | 109 | | 57 | | 52 |
| | | BARRELAGE | | 3,083 | | 854 | 2,229 |
| NEBRASKA | GRAIN BELT | | 00 | | 96 | | 96- |
| | | KEGS | | 307 | | 826 | 519- |
| | | | 380 | | 2,075 | | 1,695- |
| | | CASES | | 15,611 | | 22,138 | 6,527- |
| | | | 28 | | 247 | | 219- |
| | | BARRELAGE | | 1,440 | | 2,433 | 993- |
| | STORZ | | 37 | | 78 | | 41- |
| | | KEGS | | 478 | | 1,117 | 639- |
| | | | 9,726 | | 14,342 | | 4,616- |
| | | CASES | | 165,400 | | 234,095 | 68,695- |
| | | | 743 | | 1,119 | | 376- |
| | | BARRELAGE | | 12,483 | | 18,108 | 5,625- |
| | TOTAL | | 37 | | 174 | | 137- |
| | | KEGS | | 785 | | 1,943 | 1,158- |
| | | | 10,106 | | 16,417 | | 6,311- |
| | | CASES | | 181,011 | | 256,233 | 75,222- |
| | | | 770 | | 1,366 | | 596- |
| | | BARRELAGE | | 13,923 | | 20,540 | 6,617- |
| NORTH DAKOTA | GRAIN BELT | | 134 | | 241 | | 107- |
| | | KEGS | | 2,288 | | 3,604 | 1,316- |
| | | | 8,885 | | 16,790 | | 7,905- |
| | | CASES | | 137,481 | | 192,732 | 55,251- |
| | | | 779 | | 1,460 | | 681- |
| | | BARRELAGE | | 12,266 | | 17,592 | 5,326- |
| | WHITE LABEL | | 00 | | 00 | | 00 |
| | | CASES | | 1,190 | | 462 | 728 |
| | | | 00 | | 00 | | 00 |
| | | BARRELAGE | | 86 | | 34 | 52 |
| | HAUENSTEIN | | 42 | | 196 | | 154- |
| | | CASES | | 5,621 | | 14,479 | 8,858- |
| | | | 03 | | 14 | | 11- |
| | | BARRELAGE | | 408 | | 1,051 | 643- |
| | CO CLB RINGNES | | 235 | | 367 | | 132- |

Data Documents, Inc. 02

## SUMMARY OF SALES BY STATES AND BRANDS

| | | | NOVEMBER 75 | YTD 75 | NOVEMBER 74 | YTD 74 | VARIANCE |
|---|---|---|---|---|---|---|---|
| | | CASES | | 4,088 | | 4,383 | 295- |
| | | | 17 | | 27 | | 10- |
| | | BARRELAGE | | 297 | | 318 | 21- |
| | TOTAL | | 134 | | 241 | | 107- |
| | | KEGS | | 2,288 | | 3,604 | 1,316- |
| | | | 9,162 | | 17,353 | | 8,191- |
| | | CASES | | 148,380 | | 212,056 | 63,676- |
| | | | 799 | | 1,500 | | 701- |
| | | BARRELAGE | | 13,057 | | 18,995 | 5,938- |
| SOUTH DAKOTA | GRAIN BELT | | 214 | | 489 | | 275- |
| | | KEGS | | 4,943 | | 7,279 | 2,336- |
| | | | 10,162 | | 20,427 | | 10,265- |
| | | CASES | | 182,651 | | 248,961 | 66,310- |
| | | | 952 | | 1,972 | | 1,020- |
| | | BARRELAGE | | 18,200 | | 25,349 | 7,149- |
| | WHITE LABEL | | 42 | | 476 | | 434- |
| | | CASES | | 2,757 | | 6,597 | 3,840- |
| | | | 03 | | 35 | | 32- |
| | | BARRELAGE | | 200 | | 479 | 279- |
| | HAUENSTEIN | | 406 | | 77 | | 329 |
| | | CASES | | 2,577 | | 2,129 | 448 |
| | | | 29 | | 06 | | 23 |
| | | BARRELAGE | | 187 | | 155 | 32 |
| | CO CLB RINGNES | | 915 | | 791 | | 124 |
| | | CASES | | 12,091 | | 10,743 | 1,348 |
| | | | 66 | | 57 | | 09 |
| | | BARRELAGE | | 878 | | 780 | 98 |
| | STORZ | | 00 | | 00 | | 00 |
| | | KEGS | | 00 | | 144 | 144- |
| | | | 1,211 | | 2,994 | | 1,783- |
| | | CASES | | 38,879 | | 62,110 | 23,231- |
| | | | 88 | | 217 | | 129- |
| | | BARRELAGE | | 2,822 | | 4,652 | 1,830- |
| | TOTAL | | 214 | | 489 | | 275- |
| | | KEGS | | 4,943 | | 7,423 | 2,480- |
| | | | 12,736 | | 24,765 | | 12,029- |
| | | CASES | | 238,955 | | 330,540 | 91,585- |
| | | | 1,138 | | 2,286 | | 1,148- |
| | | BARRELAGE | | 22,286 | | 31,414 | 9,128- |
| WASHINGTON | GRAIN BELT | | 00 | | 00 | | 00 |
| | | CASES | | 1,904 | | 8,132 | 6,228- |
| | | | 00 | | 00 | | 00 |

## SUMMARY OF SALES BY STATES AND BRANDS

| | | | NOVEMBER 75 | YTD 75 | NOVEMBER 74 | YTD 74 | VARIANCE |
|---|---|---|---|---|---|---|---|
| | | BARRELAGE | | 138 | | 590 | 452- |
| | TOTAL | | 00 | | 00 | | 00 |
| | | CASES | | 1,904 | | 8,132 | 6,228- |
| | | | 00 | | 00 | | 00 |
| | | BARRELAGE | | 138 | | 590 | 452- |
| WISCONSIN | GRAIN BELT | | 358 | | 347 | | 11 |
| | | KEGS | | 5,021 | | 5,530 | 509- |
| | | | 24,010 | | 33,280 | | 9,270- |
| | | CASES | | 318,964 | | 406,377 | 87,413- |
| | | | 2,101 | | 2,762 | | 661- |
| | | BARRELAGE | | 28,171 | | 35,025 | 6,854- |
| | WHITE LABEL | | 323 | | 168 | | 155 |
| | | CASES | | 5,659 | | 7,960 | 2,301- |
| | | | 23 | | 12 | | 11 |
| | | BARRELAGE | | 411 | | 578 | 167- |
| | HAUENSTEIN | | 4,147 | | 3,276 | | 871 |
| | | CASES | | 58,541 | | 63,281 | 4,740- |
| | | | 301 | | 238 | | 63 |
| | | BARRELAGE | | 4,249 | | 4,593 | 344- |
| | CO CLB RINGNES | | 182 | | 00 | | 182 |
| | | CASES | | 2,975 | | 1,251 | 1,724 |
| | | | 13 | | 00 | | 13 |
| | | BARRELAGE | | 216 | | 91 | 125 |
| | STORZ | | 231 | | 00 | | 231 |
| | | CASES | | 231 | | 00 | 231 |
| | | | 17 | | 00 | | 17 |
| | | BARRELAGE | | 17 | | 00 | 17 |
| | TOTAL | | 358 | | 347 | | 11 |
| | | KEGS | | 5,021 | | 5,530 | 509- |
| | | | 28,893 | | 36,724 | | 7,831- |
| | | CASES | | 386,370 | | 478,869 | 92,499- |
| | | | 2,455 | | 3,012 | | 557- |
| | | BARRELAGE | | 33,064 | | 40,286 | 7,222- |
| WYOMING | GRAIN BELT | | 00 | | 00 | | 00 |
| | | CASES | | 616 | | 2,828 | 2,212- |
| | | | 00 | | 00 | | 00 |
| | | BARRELAGE | | 45 | | 205 | 160- |
| | TOTAL | | 00 | | 00 | | 00 |
| | | CASES | | 616 | | 2,828 | 2,212- |
| | | | 00 | | 00 | | 00 |
| | | BARRELAGE | | 45 | | 205 | 160- |

Data Documents, Inc. 02

## SUMMARY OF SALES BY STATES AND BRANDS

| | | | NOVEMBER 75 | YTD 75 | NOVEMBER 74 | YTD 74 | VARIANCE |
|---|---|---|---|---|---|---|---|
| GRAND TOTAL | GRAIN BELT | | 7,949 | 135,272 | 10,588 | 161,177 | 2,639- |
| | | KEGS | 357,958 | 4,860,339 | 436,296 | 5,773,909 | 25,905- |
| | | CASES | 33,930 | 488,035 | 42,254 | 580,247 | 78,338- |
| | | BARRELAGE | | | | | 913,570- |
| | WHITE LABEL | | 13,269 | 226,739 | 18,697 | 348,858 | 8,324- |
| | | CASES | 963 | 16,457 | 1,357 | 25,320 | 92,212- |
| | | BARRELAGE | | | | | 5,428- |
| | HAUENSTEIN | | 90,928 | 1,377,823 | 94,933 | 1,392,546 | 122,119- |
| | | CASES | 6,600 | 100,002 | 6,890 | 101,071 | 394- |
| | | BARRELAGE | | | | | 14,723- |
| | CO CLB RINGNES | | 3,887 | 77,677 | 4,950 | 69,589 | 290- |
| | | CASES | 282 | 5,638 | 359 | 5,051 | 1,069- |
| | | BARRELAGE | | | | | 1,063- |
| | STORZ | | 61 | 946 | 102 | 2,100 | 8,088 |
| | | KEGS | 14,178 | 327,031 | 19,884 | 410,946 | 77- |
| | | CASES | 1,090 | 24,682 | 1,545 | 31,926 | 587 |
| | | BARRELAGE | | | | | 41- |
| | TOTAL | | 8,010 | 136,218 | 10,690 | 163,277 | 1,154- |
| | | KEGS | 480,220 | 6,869,609 | 574,760 | 7,995,848 | 5,706- |
| | | CASES | 42,864 | 634,814 | 52,406 | 743,616 | 83,915- |
| | | BARRELAGE | | | | | 455- |
| | | | | | | | 7,244- |
| | | | | | | | 2,680- |
| | | | | | | | 27,059- |
| | | | | | | | 94,540- |
| | | | | | | | 1,126,239- |
| | | | | | | | 9,542- |
| | | | | | | | 108,802- |

Data Documents, Inc. 02

REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 11/75

| AZ | | MONTHLY CURRENT | MONTHLY LAST YEAR | YEARLY CURRENT | YEARLY LAST YEAR | VARIANCE | % |
|---|---|---|---|---|---|---|---|
| 035 | 4-6 NR GB | 0 | 0 | 728 | 0 | 728 | 100.00 |
| 041 | 4-6 CAN GB | 0 | 0 | 13,643 | 0 | 13,643 | 100.00 |
| 042 | 12/12 CAN GB | 0 | 0 | 2,618 | 0 | 2,618 | 100.00 |
| 038 | 4-6 PREM CAN | 0 | 0 | 7,392 | 0 | 7,392 | 100.00 |
| 039 | 12/12 PREM CAN | 0 | 0 | 5,236 | 0 | 5,236 | 100.00 |
| 148 | 4-6 CAN WL | 0 | 0 | 0 | 15,246 | 15,246- | 100.00- |
| 169 | 4-6 CAN HN | 0 | 0 | 9,779 | 9,163 | 616 | 6.72 |
| 170 | 12/12 CAN HN | 0 | 0 | 2,926 | 0 | 2,926 | 100.00 |
| 080 | 4-6 CAN TR | 0 | 0 | 19,404 | 5,467 | 13,937 | 254.92 |
| 106 | 4-6 CAN PRE SZ | 0 | 0 | 5,544 | 12,169 | 6,625- | 54.44- |
| GRAIN BELT FULL BARRELS | | .00 | .00 | .00 | .00 | .00 | .00 |
| GRAIN BELT 288 OZ CASES | | .00 | .00 | 25,690.00 | .00 | 25,690.00 | 100.00 |
| WHITE LABEL 288 OZ CASES | | .00 | .00 | .00 | 15,246.00 | 15,246.00- | 100.00- |
| HAUENSTEIN 288 OZ CASES | | .00 | .00 | 11,242.00 | 9,163.00 | 2,079.00 | 22.68 |
| STORZ FULL BARRELS | | .00 | .00 | .00 | .00 | .00 | .00 |
| STORZ 288 OZ CASES | | .00 | .00 | 24,948.00 | 17,636.00 | 7,312.00 | 41.46 |
| CO CLUB NEAR RINGNES 288OZ | | .00 | .00 | .00 | .00 | .00 | .00 |
| TOTAL FULL BARRELS | | .00 | .00 | .00 | .00 | .00 | .00 |
| TOTAL 288 OZ CASES | | .00 | .00 | 61,880.00 | 42,045.00 | 19,835.00 | 47.17 |
| TOTAL BARRELAGE | | .00 | .00 | 4,491.25 | 3,051.62 | 1,439.63 | 47.17 |

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REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 11/75

| CA | MONTHLY CURRENT | MONTHLY LAST YEAR | YEARLY CURRENT | YEARLY LAST YEAR | VARIANCE | % |
|---|---|---|---|---|---|---|
| 042 12/12 CAN OB | 0 | 0 | 28,336 | 0 | 28,336 | 100.00 |
| GRAIN BELT FULL BARRELS | .00 | .00 | .00 | .00 | .00 | .00 |
| GRAIN BELT 288 OZ CASES | .00 | .00 | 14,168.00 | .00 | 14,168.00 | 100.00 |
| WHITE LABEL 288 OZ CASES | .00 | .00 | .00 | .00 | .00 | .00 |
| HAUENSTEIN 288 OZ CASES | .00 | .00 | .00 | .00 | .00 | .00 |
| STORZ FULL BARRELS | .00 | .00 | .00 | .00 | .00 | .00 |
| STORZ 288 OZ CASES | .00 | .00 | .00 | .00 | .00 | .00 |
| CO CLUB NEAR RINGNES 288OZ | .00 | .00 | .00 | .00 | .00 | .00 |
| TOTAL FULL BARRELS | .00 | .00 | .00 | .00 | .00 | .00 |
| TOTAL 288 OZ CASES | .00 | .00 | 14,168.00 | .00 | 14,168.00 | 100.00 |
| TOTAL BARRELAGE | .00 | .00 | 1,028.31 | .00 | 1,028.31 | 100.00 |

Data Documents, Inc. 02

REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 11/75

| CO | | MONTHLY CURRENT | MONTHLY LAST YEAR | YEARLY CURRENT | YEARLY LAST YEAR | VARIANCE | % |
|---|---|---|---|---|---|---|---|
| 055 | 4-6 NR GB 32 | 0 | 0 | 0 | 504 | 504- | 100.00- |
| 057 | 12/32 NR GB 32 | 0 | 0 | 0 | 42 | 42- | 100.00- |
| 035 | 4-6 NR GB | 0 | 0 | 7,000 | 5,880 | 1,120 | 19.04 |
| 037 | 12/32 NR GB | 0 | 0 | 0 | 42 | 42- | 100.00- |
| 041 | 4-6 CAN GB | 0 | 0 | 6,006 | 10,703 | 4,697- | 43.88- |
| 036 | 4-6 BK CN GB | 0 | 0 | 539 | 0 | 539 | 100.00 |
| 075 | 4-6 NR TR | 0 | 0 | 4,480 | 10,528 | 6,048- | 57.44- |
| GRAIN BELT FULL BARRELS | | .00 | .00 | .00 | .00 | .00 | .00 |
| GRAIN BELT 288 OZ CASES | | .00 | .00 | 13,545.00 | 17,199.00 | 3,654.00- | 21.24- |
| WHITE LABEL 288 OZ CASES | | .00 | .00 | .00 | .00 | .00 | .00 |
| HAUENSTEIN 288 OZ CASES | | .00 | .00 | .00 | .00 | .00 | .00 |
| STORZ FULL BARRELS | | .00 | .00 | .00 | .00 | .00 | .00 |
| STORZ 288 OZ CASES | | .00 | .00 | 4,480.00 | 10,528.00 | 6,048.00- | 57.44- |
| CO CLUB NEAR RINGNES 288OZ | | .00 | .00 | .00 | .00 | .00 | .00 |
| TOTAL FULL BARRELS | | .00 | .00 | .00 | .00 | .00 | .00 |
| TOTAL 288 OZ CASES | | .00 | .00 | 18,025.00 | 27,727.00 | 9,702.00- | 34.99- |
| TOTAL BARRELAGE | | .00 | .00 | 1,308.25 | 2,012.42 | 704.17- | 34.99- |

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REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 11/75

| CD | MONTHLY CURRENT | MONTHLY LAST YEAR | YEARLY CURRENT | YEARLY LAST YEAR | VARIANCE | % |
|---|---|---|---|---|---|---|
| 041 4-6 CAN GB | 0 | 308 | 1,694 | 1,232 | 462 | 37.50 |
| GRAIN BELT FULL BARRELS | .00 | .00 | .00 | .00 | .00 | .00 |
| GRAIN BELT 288 OZ CASES | .00 | 308.00 | 1,694.00 | 1,232.00 | 462.00 | 37.50 |
| WHITE LABEL 288 OZ CASES | .00 | .00 | .00 | .00 | .00 | .00 |
| HAUENSTEIN 288 OZ CASES | .00 | .00 | .00 | .00 | .00 | .00 |
| STORZ FULL BARRELS | .00 | .00 | .00 | .00 | .00 | .00 |
| STORZ 288 OZ CASES | .00 | .00 | .00 | .00 | .00 | .00 |
| CO CLUB NEAR RINGNES 288OZ | .00 | .00 | .00 | .00 | .00 | .00 |
| TOTAL FULL BARRELS | .00 | .00 | .00 | .00 | .00 | .00 |
| TOTAL 288 OZ CASES | .00 | 308.00 | 1,694.00 | 1,232.00 | 462.00 | 37.50 |
| TOTAL BARRELAGE | .00 | 22.35 | 122.95 | 89.41 | 33.54 | 37.51 |

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REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 11/75

| IL | | | MONTHLY CURRENT | MONTHLY LAST YEAR | YEARLY CURRENT | YEARLY LAST YEAR | VARIANCE | % |
|---|---|---|---|---|---|---|---|---|
| | 001 | 1/1 BBL GB ST | 0 | 12 | 80 | 90 | 10- | 11.11- |
| | 002 | 1/2 BBL GB ST | 0 | 84 | 1,700 | 687 | 1,013 | 147.45 |
| | 003 | 1/4 BBL GB ST | 0 | 78 | 648 | 937 | 289- | 30.84- |
| | 010 | 1/2 BBL PREMUM | 0 | 0 | 12 | 0 | 12 | 100.00 |
| | 011 | 1/4 BBL PREMUM | 0 | 0 | 36 | 0 | 36 | 100.00 |
| | 027 | 24/12 RT A OB | 0 | 0 | 672 | 935 | 263- | 28.12- |
| | 035 | 4-6 NR GB | 0 | 0 | 56 | 448 | 392- | 87.50- |
| | 037 | 12/32 NR GB | 0 | 42 | 546 | 714 | 168- | 23.52- |
| | 040 | 24 PK CAN GB | 0 | 0 | 0 | 7,870 | 7,870- | 100.00- |
| | 041 | 4-6 CAN GB | 77 | 616 | 9,471 | 16,632 | 7,161- | 43.05- |
| | 036 | 4-6 BK CN GB | 0 | 0 | 761 | 1,078 | 317- | 29.40- |
| | 042 | 12/12 CAN GB | 770 | 1,078 | 25,564 | 55,286 | 29,722- | 53.76- |
| | 043 | 24/16 CAN GB | 0 | 0 | 0 | 168 | 168- | 100.00- |
| | 029 | 24/12 PREM RET | 0 | 252 | 2,268 | 10,374 | 8,106- | 78.13- |
| | 030 | 36/8 PREM RET | 0 | 72 | 446 | 807 | 361- | 44.73- |
| | 038 | 4-6 PREM CAN | 0 | 0 | 154 | 822 | 668- | 81.26- |
| | 039 | 12/12 PREM CAN | 0 | 0 | 224 | 0 | 224 | 100.00 |
| | 148 | 4-6 CAN WL | 0 | 0 | 21 | 77 | 56- | 72.72- |
| | 159 | 12/12 CAN WL | 0 | 0 | 238 | 0 | 238 | 100.00 |
| | 169 | 4-6 CAN HN | 0 | 0 | 98 | 0 | 98 | 100.00 |
| | 170 | 12/12 CAN HN | 0 | 0 | 462 | 0 | 462 | 100.00 |
| | 070 | 24/12 RT TR | 0 | 42 | 4,578 | 2,898 | 1,680 | 57.97 |
| | 075 | 4-6 NR TR | 0 | 0 | 0 | 392 | 392- | 100.00- |
| | 076 | 12/32 NR TR | 0 | 0 | 126 | 420 | 294- | 70.00- |
| | 080 | 4-6 CAN TR | 0 | 0 | 77 | 1,001 | 924- | 92.30- |
| | 081 | 12/12 CAN T ST | 0 | 0 | 23,716 | 4,004 | 19,712 | 492.30 |
| | 106 | 4-6 CAN PRE SZ | 0 | 0 | 308 | 0 | 308 | 100.00 |
| | 107 | 12/12 CAN PRSZ | 0 | 0 | 2,926 | 462 | 2,464 | 533.33 |
| | GRAIN BELT FULL BARRELS | | .00 | 73.50 | 1,107.00 | 667.75 | 439.25 | 65.78 |
| | GRAIN BELT 288 OZ CASES | | 462.00 | 1,535.00 | 27,460.00 | 67,785.00 | 40,335.00- | 59.50- |
| | WHITE LABEL 288 OZ CASES | | .00 | .00 | 140.00 | 77.00 | 63.00 | 81.81 |
| | HAUENSTEIN 288 OZ CASES | | .00 | .00 | 329.00 | .00 | 329.00 | 100.00 |
| | STORZ FULL BARRELS | | .00 | .00 | .00 | .00 | .00 | .00 |
| | STORZ 288 OZ CASES | | .00 | 42.00 | 18,452.00 | 7,084.00 | 11,368.00 | 160.47 |
| | CC CLUB NEAR RINGNES 288OZ | | .00 | .00 | .00 | .00 | .00 | .00 |
| | TOTAL FULL BARRELS | | .00 | 73.50 | 1,107.00 | 667.75 | 439.25 | 65.78 |
| | TOTAL 288 OZ CASES | | 462.00 | 1,577.00 | 46,371.00 | 74,946.00 | 28,575.00- | 38.12- |
| | TOTAL BARRELAGE | | 33.53 | 187.95 | 4,472.60 | 6,107.33 | 1,634.73- | 26.76- |

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REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 11/75

| IA | | | MONTHLY CURRENT | MONTHLY LAST YEAR | YEARLY CURRENT | YEARLY LAST YEAR | VARIANCE | % |
|---|---|---|---|---|---|---|---|---|
| | 002 | 1/2 BBL GB ST | 308 | 488 | 4,228 | 6,768 | 2,540- | 37.52- |
| | 003 | 1/4 BBL GB ST | 14 | 4 | 159 | 408 | 249- | 61.02- |
| | 010 | 1/2 BBL PREMUM | 36 | 0 | 108 | 0 | 108 | 100.00 |
| | 011 | 1/4 BBL PREMUM | 0 | 0 | 4 | 0 | 4 | 100.00 |
| | 027 | 24/12 RT A GB | 294 | 420 | 5,439 | 9,177 | 3,738- | 40.73- |
| | 034 | 24 PK NR GB | 0 | 392 | 1,516 | 8,821 | 7,305- | 82.81- |
| | 035 | 4-6 NR GB | 1,400 | 2,072 | 40,432 | 39,817 | 615 | 1.54 |
| | 037 | 12/32 NR GB | 252 | 299 | 4,433 | 5,893 | 1,460- | 24.77- |
| | 041 | 4-6 CAN GB | 3,234 | 2,618 | 46,893 | 78,279 | 31,386- | 40.09- |
| | 036 | 4-6 BK CN GB | 0 | 0 | 154 | 1,302 | 1,148- | 88.17- |
| | 042 | 12/12 CAN GB | 53,746 | 32,032 | 598,752 | 779,701 | 180,949- | 23.20- |
| | 043 | 24/16 CAN GB | 0 | 28 | 1,102 | 1,551 | 449- | 28.94- |
| | 029 | 24/12 PREM RET | 462 | 840 | 5,880 | 9,156 | 3,276- | 35.77- |
| | 030 | 36/8 PREM RET | 36 | 87 | 586 | 1,084 | 498- | 45.94- |
| | 033 | 24/12 PREM N R | 0 | 56 | 21 | 1,848 | 1,827- | 98.86- |
| | 038 | 4-6 PREM CAN | 1,643 | 308 | 19,547 | 17,487 | 2,060 | 11.78 |
| | 039 | 12/12 PREM CAN | 10,073 | 6,468 | 93,849 | 120,726 | 26,877- | 22.26- |
| | 148 | 4-6 CAN WL | 0 | 0 | 35 | 4,081 | 4,046- | 99.14- |
| | 159 | 12/12 CAN WL | 0 | 462 | 2,474 | 5,852 | 3,378- | 57.72- |
| | 167 | 24/12 RT HN | 0 | 0 | 0 | 504 | 504- | 100.00- |
| | 170 | 12/12 CAN HN | 0 | 0 | 3,614 | 154 | 3,460 | 2246.75 |
| | 014 | 1/2 BBL STZ | 48 | 48 | 932 | 1,640 | 708- | 43.17- |
| | 015 | 1/4 BBL STZ | 0 | 0 | 9 | 74 | 65- | 87.83- |
| | 070 | 24/12 RT TR | 0 | 84 | 1,218 | 2,142 | 924- | 43.13- |
| | 075 | 4-6 NR TR | 336 | 0 | 3,687 | 5,126 | 1,439- | 28.07- |
| | 076 | 12/32 NR TR | 42 | 84 | 1,203 | 1,141 | 62 | 5.43 |
| | 080 | 4-6 CAN TR | 0 | 0 | 1,771 | 3,080 | 1,309- | 42.50- |
| | 081 | 12/12 CAN T ST | 1,540 | 3,696 | 70,840 | 66,101 | 4,739 | 7.16 |
| | 106 | 4-6 CAN PRE SZ | 77 | 0 | 2,156 | 4,312 | 2,156- | 50.00- |
| | 107 | 12/12 CAN PRSZ | 3,542 | 924 | 31,741 | 53,130 | 21,389- | 40.25- |
| | 064 | 36/8 COCLUB CN | 0 | 0 | 0 | 80 | 80- | 100.00- |
| | 065 | 4-6 COCLUB CAN | 0 | 0 | 0 | 364 | 364- | 100.00- |
| | 069 | 4-6 GOETZ NEAR | 182 | 273 | 1,274 | 1,166 | 108 | 9.26 |
| | 019 | 24/11 RINGNES | 0 | 0 | 15 | 0 | 15 | 100.00 |
| | GRAIN BELT FULL BARRELS | | 175.50 | 245.00 | 2,208.75 | 3,486.00 | 1,277.25- | 36.63- |
| | GRAIN BELT 288 OZ CASES | | 39,314.50 | 26,479.00 | 474,148.48 | 627,109.80 | 152,961.32- | 24.39- |
| | WHITE LABEL 288 OZ CASES | | .00 | 231.00 | 1,272.00 | 7,007.00 | 5,735.00- | 81.84- |
| | HAUENSTEIN 288 OZ CASES | | .00 | .00 | 1,807.00 | 581.00 | 1,226.00 | 211.01 |
| | STORZ FULL BARRELS | | 24.00 | 24.00 | 468.25 | 838.50 | 370.25- | 44.15- |
| | STORZ 288 OZ CASES | | 3,010.00 | 2,506.00 | 61,726.50 | 75,796.83 | 14,070.33- | 18.56- |
| | CO CLUB NEAR RINGNES 288OZ | | 182.00 | 273.00 | 1,287.75 | 1,610.00 | 322.25- | 20.01- |
| | TOTAL FULL BARRELS | | 199.50 | 269.00 | 2,677.00 | 4,324.50 | 1,647.50- | 38.09- |
| | TOTAL 288 OZ CASES | | 42,506.50 | 29,489.00 | 540,241.73 | 712,104.63 | 171,862.90- | 24.13- |
| | TOTAL BARRELAGE | | 3,284.62 | 2,409.31 | 41,887.74 | 56,009.05 | 14,121.31- | 25.21- |

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REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 11/75

| KS | | MONTHLY CURRENT | MONTHLY LAST YEAR | YEARLY CURRENT | YEARLY LAST YEAR | VARIANCE | % |
|---|---|---|---|---|---|---|---|
| 061 | 4-6 CAN GB 32 | 0 | 0 | 0 | 2,156 | 2,156- | 100.00- |
| 041 | 4-6 CAN GB | 0 | 0 | 4,490 | 4,774 | 284- | 5.94- |
| 042 | 12/12 CAN GB | 0 | 0 | 2,796 | 8,008 | 5,212- | 65.08- |
| 080 | 4-6 CAN TR | 0 | 0 | 2,395 | 0 | 2,395 | 100.00 |
| 081 | 12/12 CAN T ST | 0 | 0 | 2,002 | 0 | 2,002 | 100.00 |
| GRAIN BELT FULL BARRELS | | .00 | .00 | .00 | .00 | .00 | .00 |
| GRAIN BELT 288 OZ CASES | | .00 | .00 | 5,888.00 | 10,934.00 | 5,046.00- | 46.14- |
| WHITE LABEL 288 OZ CASES | | .00 | .00 | .00 | .00 | .00 | .00 |
| HAUENSTEIN 288 OZ CASES | | .00 | .00 | .00 | .00 | .00 | .00 |
| STORZ FULL BARRELS | | .00 | .00 | .00 | .00 | .00 | .00 |
| STORZ 288 OZ CASES | | .00 | .00 | 3,396.00 | .00 | 3,396.00 | 100.00 |
| CO CLUB NEAR BEERS 288OZ | | .00 | .00 | .00 | .00 | .00 | .00 |
| TOTAL FULL BARRELS | | .00 | .00 | .00 | .00 | .00 | .00 |
| TOTAL 288 OZ CASES | | .00 | .00 | 9,284.00 | 10,934.00 | 1,650.00- | 15.09- |
| TOTAL BARRELAGE | | .00 | .00 | 673.83 | 793.58 | 119.75- | 15.08- |

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REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 11/75

| MI | | MONTHLY CURRENT | MONTHLY LAST YEAR | YEARLY CURRENT | YEARLY LAST YEAR | VARIANCE | % |
|---|---|---|---|---|---|---|---|
| 027 | 24/12 RT A GB | 0 | 0 | 294 | 672 | 378- | 56.25- |
| 028 | 35/7 RT A GB | 0 | 0 | 49 | 196 | 147- | 75.00- |
| 035 | 4-6 NR GB | 0 | 0 | 84 | 315 | 231- | 73.33- |
| 037 | 12/32 NR GB | 0 | 0 | 63 | 84 | 21- | 25.00- |
| 041 | 4-6 CAN GB | 0 | 0 | 76 | 98 | 22- | 22.44- |
| GRAIN BELT FULL BARRELS | | .00 | .00 | .00 | .00 | .00 | .00 |
| GRAIN BELT 288 OZ CASES | | .00 | .00 | 579.68 | 1,363.74 | 784.06- | 57.49- |
| WHITE LABEL 288 OZ CASES | | .00 | .00 | .00 | .00 | .00 | .00 |
| HAUENSTEIN 288 OZ CASES | | .00 | .00 | .00 | .00 | .00 | .00 |
| STORZ FULL BARRELS | | .00 | .00 | .00 | .00 | .00 | .00 |
| STORZ 288 OZ CASES | | .00 | .00 | .00 | .00 | .00 | .00 |
| CO CLUB NEAR RINGNES 288OZ | | .00 | .00 | .00 | .00 | .00 | .00 |
| TOTAL FULL BARRELS | | .00 | .00 | .00 | .00 | .00 | .00 |
| TOTAL 288 OZ CASES | | .00 | .00 | 579.68 | 1,363.74 | 784.06- | 57.49- |
| TOTAL BARRELAGE | | .00 | .00 | 42.07 | 98.98 | 56.91- | 57.49- |

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REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 11/75

| MN | | | MONTHLY CURRENT | MONTHLY LAST YEAR | YEARLY CURRENT | YEARLY LAST YEAR | VARIANCE | % |
|---|---|---|---|---|---|---|---|---|
| | 005 | 1/1 BBL GB 3.2 | 1,462 | 1,989 | 21,745 | 27,322 | 5,577- | 20.41- |
| | 006 | 1/2 BBL GB 3.2 | 4,671 | 5,938 | 75,548 | 86,435 | 10,887- | 12.59- |
| | 007 | 1/4 BBL GB 3.2 | 182 | 214 | 4,060 | 5,128 | 1,068- | 20.82- |
| | 001 | 1/1 BBL GB ST | 163 | 211 | 2,566 | 2,710 | 144- | 5.31- |
| | 002 | 1/2 BBL GB ST | 4,470 | 6,106 | 83,653 | 97,005 | 13,352- | 13.76- |
| | 003 | 1/4 BBL GB ST | 1,742 | 3,048 | 47,007 | 63,726 | 16,719- | 26.23- |
| | 181 | 1/1 BBL PRM 32 | 3 | 0 | 3 | 0 | 3 | 100.00 |
| | 182 | 1/2 BBL PRM 32 | 3 | 0 | 3 | 0 | 3 | 100.00 |
| | 185 | 1/4 BBL PRM 32 | 1 | 0 | 1 | 0 | 1 | 100.00 |
| | 009 | 1/1 BBL PREMUM | 6 | 2 | 21 | 21 | 0 | .00 |
| | 010 | 1/2 BBL PREMUM | 652 | 65 | 4,329 | 737 | 3,592 | 487.38 |
| | 011 | 1/4 BBL PREMUM | 63 | 90 | 1,677 | 1,708 | 31- | 1.81- |
| | 047 | 24/12 RA GB 32 | 26,876 | 36,843 | 404,835 | 518,467 | 113,632- | 21.91- |
| | 048 | 35/7 RA GB 32 | 868 | 1,313 | 12,623 | 18,646 | 6,023- | 32.30- |
| | 050 | 36/8 RT GB 32 | 741 | 884 | 8,505 | 10,196 | 1,691- | 16.58- |
| | 055 | 4-6 NR GB 32 | 4,997 | 12,120 | 106,042 | 162,913 | 56,871- | 34.90- |
| | 057 | 12/32 NR GB 32 | 745 | 1,510 | 17,192 | 19,203 | 2,011- | 10.47- |
| | 060 | 24 PK C GB 32 | 0 | 0 | 0 | 775 | 775- | 100.00- |
| | 061 | 4-6 CAN GB 32 | 18,257 | 18,321 | 273,462 | 318,647 | 45,185- | 14.18- |
| | 056 | 4-6 BKCN GB 32 | 14 | 0 | 3,775 | 3,794 | 19- | .50- |
| | 062 | 12/12 C GB 32 | 29,414 | 43,122 | 403,915 | 374,770 | 29,145 | 7.77 |
| | 063 | 24/16 C GB 32 | 3,746 | 4,292 | 51,292 | 61,831 | 10,539- | 17.04- |
| | 027 | 24/12 RT A GB | 79,151 | 83,248 | 958,301 | 1,099,213 | 140,912- | 12.81- |
| | 028 | 35/7 RT A GB | 2,156 | 3,394 | 40,695 | 51,644 | 10,949- | 21.20- |
| | 034 | 24 PK NR GB | 6,231 | 7,359 | 84,615 | 103,910 | 19,295- | 18.56- |
| | 035 | 4-6 NR GB | 6,188 | 10,812 | 100,657 | 148,580 | 47,923- | 32.25- |
| | 037 | 12/32 NR GB | 752 | 1,272 | 11,000 | 13,372 | 2,372- | 17.73- |
| | 040 | 24 PK CAN GB | 154 | 1,078 | 1,794 | 8,066 | 6,272- | 77.75- |
| | 041 | 4-6 CAN GB | 11,418 | 13,975 | 164,910 | 206,306 | 41,396- | 20.06- |
| | 036 | 4-6 BK CN GB | 0 | 0 | 5,985 | 6,992 | 1,007- | 14.40- |
| | 042 | 12/12 CAN GB | 78,078 | 121,839 | 980,473 | 959,507 | 20,966 | 2.18 |
| | 043 | 24/16 CAN GB | 4,327 | 4,942 | 54,027 | 72,074 | 18,047- | 25.03- |
| | 029 | 24/12 PREM RET | 31,628 | 26,254 | 325,978 | 351,055 | 25,077- | 7.14- |
| | 030 | 36/8 PREM RET | 6,048 | 8,104 | 103,101 | 122,523 | 19,422- | 15.85- |
| | 033 | 24/12 PREM N R | 0 | 1,581 | 9,963 | 14,933 | 4,970- | 33.28- |
| | 038 | 4-6 PREM CAN | 382 | 1,783 | 19,903 | 26,601 | 6,698- | 25.17- |
| | 039 | 12/12 PREM CAN | 25,155 | 19,886 | 252,113 | 171,992 | 80,121 | 46.58 |
| | 066 | 4-6 CAN GBX | 0 | 0 | 0 | 4,465 | 4,465- | 100.00- |
| | 152 | 24/12 R WL 32 | 1,396 | 2,100 | 20,331 | 29,387 | 9,056- | 30.81- |
| | 153 | 4-6 CAN WL 32 | 1,239 | 647 | 13,707 | 20,556 | 6,849- | 33.31- |
| | 164 | 12/12 CAN WL32 | 308 | 924 | 12,722 | 22,950 | 10,228- | 44.56- |
| | 154 | 24/16 C WL 32 | 0 | 0 | 0 | 6,097 | 6,097- | 100.00- |
| | 147 | 24/12 RT WL | 8,022 | 11,846 | 146,046 | 182,626 | 36,580- | 20.03- |
| | 148 | 4-6 CAN WL | 1,400 | 1,880 | 14,986 | 26,204 | 11,218- | 42.81- |
| | 159 | 12/12 CAN WL | 1,386 | 1,774 | 29,579 | 51,981 | 23,402- | 45.02- |
| | 149 | 24/16 CAN WL | 0 | 0 | 0 | 5,356 | 5,356- | 100.00- |
| | 173 | 24/12 RT HN 32 | 5,314 | 5,838 | 74,799 | 89,396 | 14,597- | 16.32- |
| | 175 | 4-6 CAN HN 32 | 3,388 | 2,150 | 39,726 | 37,544 | 2,182 | 5.81 |
| | 176 | 12/12 C HN 32 | 1,919 | 1,736 | 39,362 | 37,884 | 1,478 | 3.90 |
| | 167 | 24/12 RT HN | 69,720 | 75,474 | 1,048,549 | 1,043,258 | 5,291 | .50 |
| | 169 | 4-6 CAN HN | 3,409 | 3,598 | 52,991 | 59,361 | 6,370- | 10.73- |

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| | | | | | | | |
|---|---|---|---|---|---|---|---|
| 170 | 12/12 CAN HN | 7,084 | 6,911 | 123,919 | 108,824 | 15,095 | 13.87 |
| 075 | 4-6 NR TR | 0 | 0 | 1 | 0 | 1 | 100.00 |
| 080 | 4-6 CAN TR | 0 | 0 | 1 | 0 | 1 | 100.00 |
| 081 | 12/12 CAN T ST | 0 | 0 | 1 | 0 | 1 | 100.00 |
| 106 | 4-6 CAN PRE SZ | 0 | 0 | 1 | 0 | 1 | 100.00 |
| 107 | 12/12 CAN PRSZ | 0 | 0 | 1 | 0 | 1 | 100.00 |
| 026 | 36/8 COCLUB 32 | 0 | 0 | 0 | 1,441 | 1,441- | 100.00- |
| 064 | 36/8 COCLUB CN | 433 | 720 | 9,204 | 12,105 | 2,901- | 23.96- |
| 065 | 4-6 COCLUB CAN | 728 | 1,184 | 13,102 | 14,866 | 1,764- | 11.86- |
| 068 | 24/16 COCLUB C | 630 | 1,050 | 12,269 | 14,508 | 2,239- | 15.43- |
| 069 | 4-6 GOETZ NEAR | 0 | 0 | 539 | 558 | 19- | 3.40- |
| 018 | 24/11 RNGNS 32 | 0 | 0 | 0 | 515 | 515- | 100.00- |
| 019 | 24/11 RINGNES | 406 | 234 | 3,865 | 3,072 | 793 | 25.81 |
| GRAIN BELT FULL BARRELS | | 7,029.00 | 9,094.50 | 119,287.75 | 139,782.00 | 20,494.25- | 14.66- |
| GRAIN BELT 288 OZ CASES | | 273,740.95 | 334,611.00 | 3,613,447.81 | 4,142,339.29 | 528,890.48- | 12.76- |
| WHITE LABEL 288 OZ CASES | | 12,904.00 | 17,822.00 | 215,720.50 | 311,509.13 | 95,788.63- | 30.74- |
| HAUENSTEIN 288 OZ CASES | | 86,332.50 | 91,383.50 | 1,297,705.50 | 1,302,913.00 | 5,207.50- | .39- |
| STORZ FULL BARRELS | | .00 | .00 | .00 | .00 | .00 | .00 |
| STORZ 288 OZ CASES | | .00 | .00 | 4.00 | .00 | 4.00 | 100.00 |
| CO CLUB NEAR RINGNES 288OZ | | 2,373.17 | 3,518.50 | 42,746.56 | 51,602.05 | 8,855.49- | 17.16- |
| TOTAL FULL BARRELS | | 7,029.00 | 9,094.50 | 119,287.75 | 139,782.00 | 20,494.25- | 14.66- |
| TOTAL 288 OZ CASES | | 375,350.62 | 447,335.00 | 5,169,624.37 | 5,808,362.47 | 638,738.10- | 10.99- |
| TOTAL BARRELAGE | | 34,271.94 | 41,562.07 | 494,499.08 | 561,352.94 | 66,853.86- | 11.90- |

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REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 11/75

| MO | | MONTHLY CURRENT | MONTHLY LAST YEAR | YEARLY CURRENT | YEARLY LAST YEAR | VARIANCE | % |
|---|---|---|---|---|---|---|---|
| 041 | 4-6 CAN GB | 0 | 0 | 0 | 13,013 | 13,013- | 100.00- |
| 075 | 4-6 NR TR | 0 | 0 | 504 | 0 | 504 | 100.00 |
| 080 | 4-6 CAN TR | 0 | 0 | 2,849 | 3,696 | 847- | 22.91- |
| 106 | 4-6 CAN PRE SZ | 0 | 0 | 6,160 | 0 | 6,160 | 100.00 |
| | GRAIN BELT FULL BARRELS | .00 | .00 | .00 | .00 | .00 | .00 |
| | GRAIN BELT 288 OZ CASES | .00 | .00 | .00 | 13,013.00 | 13,013.00- | 100.00- |
| | WHITE LABEL 288 OZ CASES | .00 | .00 | .00 | .00 | .00 | .00 |
| | HAUENSTEIN 288 OZ CASES | .00 | .00 | .00 | .00 | .00 | .00 |
| | STORZ FULL BARRELS | .00 | .00 | .00 | .00 | .00 | .00 |
| | STORZ 288 OZ CASES | .00 | .00 | 9,513.00 | 3,696.00 | 5,817.00 | 157.38 |
| | CO CLUB NEAR RINGNES 288OZ | .00 | .00 | .00 | .00 | .00 | .00 |
| | TOTAL FULL BARRELS | .00 | .00 | .00 | .00 | .00 | .00 |
| | TOTAL 288 OZ CASES | .00 | .00 | 9,513.00 | 16,709.00 | 7,196.00- | 43.06- |
| | TOTAL BARRELAGE | .00 | .00 | 690.45 | 1,212.73 | 522.28- | 43.06- |

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REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 11/75

| MT | | MONTHLY CURRENT | MONTHLY LAST YEAR | YEARLY CURRENT | YEARLY LAST YEAR | VARIANCE | % |
|---|---|---|---|---|---|---|---|
| 002 | 1/2 BBL GB ST | 0 | 0 | 144 | 0 | 144 | 100.00 |
| 010 | 1/2 BBL PREMUM | 72 | 0 | 72 | 0 | 72 | 100.00 |
| 027 | 24/12 RT A GB | 42 | 0 | 1,134 | 966 | 168 | 17.39 |
| 035 | 4-6 NR GB | 0 | 560 | 4,816 | 4,640 | 176 | 3.79 |
| 041 | 4-6 CAN GB | 0 | 231 | 16,863 | 5,698 | 11,165 | 195.94 |
| 036 | 4-6 BK CN GB | 0 | 0 | 0 | 154 | 154- | 100.00- |
| 042 | 12/12 CAN GB | 0 | 0 | 4,620 | 0 | 4,620 | 100.00 |
| 029 | 24/12 PREM RET | 504 | 0 | 882 | 0 | 882 | 100.00 |
| 030 | 36/8 PREM RET | 72 | 0 | 108 | 0 | 108 | 100.00 |
| 038 | 4-6 PREM CAN | 385 | 0 | 385 | 0 | 385 | 100.00 |
| 039 | 12/12 PREM CAN | 0 | 0 | 0 | 616 | 616- | 100.00- |
| 064 | 36/8 COCLUB CN | 0 | 0 | 2,560 | 0 | 2,560 | 100.00 |
| 065 | 4-6 COCLUB CAN | 0 | 0 | 11,648 | 0 | 11,648 | 100.00 |
| 068 | 24/16 COCLUB C | 0 | 0 | 210 | 0 | 210 | 100.00 |
| | GRAIN BELT FULL BARRELS | 36.00 | .00 | 108.00 | .00 | 108.00 | 100.00 |
| | GRAIN BELT 288 OZ CASES | 1,003.00 | 791.00 | 26,498.00 | 11,766.00 | 14,732.00 | 125.20 |
| | WHITE LABEL 288 OZ CASES | .00 | .00 | .00 | .00 | .00 | .00 |
| | HAUENSTEIN 288 OZ CASES | .00 | .00 | .00 | .00 | .00 | .00 |
| | STORZ FULL BARRELS | .00 | .00 | .00 | .00 | .00 | .00 |
| | STORZ 288 OZ CASES | .00 | .00 | .00 | .00 | .00 | .00 |
| | CO CLUB NEAR RINGNES 288OZ | .00 | .00 | 14,488.00 | .00 | 14,488.00 | 100.00 |
| | TOTAL FULL BARRELS | 36.00 | .00 | 108.00 | .00 | 108.00 | 100.00 |
| | TOTAL 288 OZ CASES | 1,003.00 | 791.00 | 40,986.00 | 11,766.00 | 29,220.00 | 248.34 |
| | TOTAL BARRELAGE | 108.79 | 57.41 | 3,082.76 | 853.97 | 2,228.79 | 260.99 |

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REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 11/75

| NB | | | MONTHLY CURRENT | MONTHLY LAST YEAR | YEARLY CURRENT | YEARLY LAST YEAR | VARIANCE | % |
|---|---|---|---|---|---|---|---|---|
| 002 | 1/2 BBL GB ST | | 0 | 144 | 504 | 1,340 | 836- | 62.38- |
| 003 | 1/4 BBL GB ST | | 0 | 0 | 4 | 72 | 68- | 94.44- |
| 010 | 1/2 BBL PREMUM | | 0 | 48 | 108 | 276 | 168- | 60.86- |
| 027 | 24/12 RT A GB | | 42 | 252 | 2,128 | 3,024 | 896- | 29.62- |
| 035 | 4-6 NR GB | | 0 | 35 | 196 | 259 | 63- | 24.32- |
| 041 | 4-6 CAN GB | | 77 | 308 | 2,002 | 3,619 | 1,617- | 44.68- |
| 036 | 4-6 BK CN GB | | 0 | 0 | 231 | 154 | 77 | 50.00 |
| 042 | 12/12 CAN GB | | 462 | 2,926 | 21,406 | 28,794 | 7,388- | 25.65- |
| 043 | 24/16 CAN GB | | 0 | 5 | 168 | 430 | 262- | 60.93- |
| 029 | 24/12 PREM RET | | 30 | 10 | 127 | 112 | 15 | 13.39 |
| 014 | 1/2 BBL STZ | | 72 | 153 | 942 | 2,187 | 1,245- | 56.92- |
| 015 | 1/4 BBL STZ | | 4 | 3 | 29 | 93 | 64- | 68.81- |
| 070 | 24/12 RT TR | | 994 | 2,688 | 22,838 | 32,959 | 10,121- | 30.70- |
| 075 | 4-6 NR TR | | 168 | 539 | 3,053 | 5,652 | 2,599- | 45.98- |
| 076 | 12/32 NR TR | | 420 | 672 | 5,248 | 7,495 | 2,247- | 29.97- |
| 080 | 4-6 CAN TR | | 535 | 1,232 | 7,862 | 12,608 | 4,746- | 37.64- |
| 081 | 12/12 CAN T ST | | 11,858 | 14,923 | 221,760 | 303,728 | 81,968- | 26.98- |
| 106 | 4-6 CAN PRE SZ | | 616 | 601 | 7,225 | 12,934 | 5,709- | 44.13- |
| 107 | 12/12 CAN PRSZ | | 1,848 | 1,848 | 13,090 | 16,170 | 3,080- | 19.04- |
| | GRAIN BELT FULL BARRELS | | .00 | 96.00 | 307.00 | 826.00 | 519.00- | 62.83- |
| | GRAIN BELT 288 OZ CASES | | 380.00 | 2,074.67 | 15,611.00 | 22,138.33 | 6,527.33- | 29.48- |
| | WHITE LABEL 288 OZ CASES | | .00 | .00 | .00 | .00 | .00 | .00 |
| | HAUENSTEIN 288 OZ CASES | | .00 | .00 | .00 | .00 | .00 | .00 |
| | STORZ FULL BARRELS | | 37.00 | 77.25 | 478.25 | 1,116.75 | 638.50- | 57.17- |
| | STORZ 288 OZ CASES | | 9,726.00 | 14,341.50 | 165,400.32 | 234,095.31 | 68,694.99- | 29.34- |
| | CO CLUB NEAR RINGNES 288OZ | | .00 | .00 | .00 | .00 | .00 | .00 |
| | TOTAL FULL BARRELS | | 37.00 | 173.25 | 785.25 | 1,942.75 | 1,157.50- | 59.58- |
| | TOTAL 288 OZ CASES | | 10,106.00 | 16,416.17 | 181,011.32 | 256,233.64 | 75,222.32- | 29.35- |
| | TOTAL BARRELAGE | | 770.49 | 1,364.73 | 13,923.05 | 20,540.10 | 6,617.13- | 32.21- |

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REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 11/75

| ND | | | MONTHLY CURRENT | MONTHLY LAST YEAR | YEARLY CURRENT | YEARLY LAST YEAR | VARIANCE | % |
|---|---|---|---|---|---|---|---|---|
| | 002 | 1/2 BBL GB ST | 226 | 420 | 3,764 | 6,136 | 2,372- | 38.65- |
| | 003 | 1/4 BBL GB ST | 84 | 124 | 1,588 | 2,144 | 556- | 25.93- |
| | 010 | 1/2 BBL PREMUM | 0 | 0 | 16 | 0 | 16 | 100.00 |
| | 011 | 1/4 BBL PREMUM | 0 | 0 | 4 | 0 | 4 | 100.00 |
| | 061 | 4-6 CAN GB 32 | 0 | 0 | 77 | 0 | 77 | 100.00 |
| | 027 | 24/12 RT A GB | 672 | 1,134 | 8,946 | 11,928 | 2,982- | 25.00- |
| | 034 | 24 PK NR GB | 56 | 224 | 1,008 | 1,568 | 560- | 35.71- |
| | 035 | 4-6 NR GB | 560 | 1,456 | 13,390 | 22,120 | 8,730- | 39.46- |
| | 037 | 12/32 NR GB | 84 | 168 | 857 | 1,708 | 851- | 49.82- |
| | 041 | 4-6 CAN GB | 2,233 | 2,926 | 33,495 | 26,180 | 7,315 | 27.94 |
| | 036 | 4-6 BK CN GB | 0 | 0 | 539 | 560 | 21- | 3.75- |
| | 042 | 12/12 CAN GB | 2,156 | 2,464 | 30,338 | 23,100 | 7,238 | 31.33 |
| | 043 | 24/16 CAN GB | 56 | 112 | 373 | 578 | 205- | 35.46- |
| | 029 | 24/12 PREM RET | 2,394 | 4,116 | 31,080 | 41,248 | 10,168- | 24.65- |
| | 030 | 36/8 PREM RET | 396 | 1,404 | 7,056 | 10,836 | 3,780- | 34.88- |
| | 033 | 24/12 PREM N R | 0 | 336 | 483 | 1,897 | 1,414- | 74.53- |
| | 038 | 4-6 PREM CAN | 1,001 | 2,896 | 19,516 | 41,566 | 22,050- | 53.04- |
| | 039 | 12/12 PREM CAN | 616 | 1,386 | 10,164 | 40,419 | 30,255- | 74.85- |
| | 066 | 4-6 CAN GBX | 0 | 0 | 0 | 21 | 21- | 100.00- |
| | 148 | 4-6 CAN WL | 0 | 0 | 1,190 | 385 | 805 | 209.09 |
| | 159 | 12/12 CAN WL | 0 | 0 | 0 | 154 | 154- | 100.00- |
| | 167 | 24/12 RT HN | 42 | 42 | 1,302 | 2,898 | 1,596- | 55.07- |
| | 169 | 4-6 CAN HN | 0 | 0 | 1,824 | 3,619 | 1,795- | 49.59- |
| | 170 | 12/12 CAN HN | 0 | 308 | 4,990 | 15,923 | 10,933- | 68.66- |
| | 064 | 36/8 COCLUB CN | 0 | 80 | 1,280 | 1,654 | 374- | 22.61- |
| | 065 | 4-6 COCLUB CAN | 91 | 91 | 988 | 910 | 78 | 8.57 |
| | 068 | 24/16 COCLUB C | 70 | 70 | 490 | 768 | 278- | 36.19- |
| | 069 | 4-6 GOETZ NEAR | 0 | 0 | 637 | 546 | 91 | 16.66 |
| | 019 | 24/11 RINGNES | 56 | 112 | 578 | 272 | 306 | 112.50 |
| | | GRAIN BELT FULL BARRELS | 134.00 | 241.00 | 2,288.00 | 3,604.00 | 1,316.00- | 36.51- |
| | | GRAIN BELT 288 OZ CASES | 8,884.67 | 16,790.33 | 137,480.99 | 192,731.49 | 55,250.50- | 28.66- |
| | | WHITE LABEL 288 OZ CASES | .00 | .00 | 1,190.00 | 462.00 | 728.00 | 157.57 |
| | | HAUENSTEIN 288 OZ CASES | 42.00 | 196.00 | 5,621.00 | 14,478.50 | 8,857.50- | 61.17- |
| | | STORZ FULL BARRELS | .00 | .00 | .00 | .00 | .00 | .00 |
| | | STORZ 288 OZ CASES | .00 | .00 | .00 | .00 | .00 | .00 |
| | | CO CLUB NEAR RINGNES 288OZ | 235.66 | 367.00 | 4,088.17 | 4,383.33 | 295.16- | 6.73- |
| | | TOTAL FULL BARRELS | 134.00 | 241.00 | 2,288.00 | 3,604.00 | 1,316.00- | 36.51- |
| | | TOTAL 288 OZ CASES | 9,162.33 | 17,353.33 | 149,380.16 | 212,055.32 | 63,675.16- | 30.02- |
| | | TOTAL BARRELAGE | 799.00 | 1,500.50 | 13,057.43 | 18,994.97 | 5,937.54- | 31.25- |

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REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 11/75

| SD | | | MONTHLY | | YEARLY | | | |
|---|---|---|---|---|---|---|---|---|
| | | | CURRENT | LAST YEAR | CURRENT | LAST YEAR | VARIANCE | % |
| | 006 | 1/2 BBL GB 3.2 | 204 | 620 | 5,676 | 9,392 | 3,716- | 39.56- |
| | 007 | 1/4 BBL GB 3.2 | 32 | 90 | 1,117 | 1,587 | 470- | 29.61- |
| | 002 | 1/2 BBL GB ST | 208 | 300 | 3,296 | 3,970 | 674- | 16.97- |
| | 003 | 1/4 BBL GB ST | 0 | 24 | 606 | 803 | 197- | 24.53- |
| | 010 | 1/2 BBL PREMUM | 0 | 0 | 48 | 0 | 48 | 100.00 |
| | 011 | 1/4 BBL PREMUM | 0 | 0 | 8 | 0 | 8 | 100.00 |
| | 047 | 24/12 RA GB 32 | 966 | 3,024 | 22,071 | 34,902 | 12,831- | 36.76- |
| | 048 | 35/7 RA GB 32 | 0 | 0 | 20 | 0 | 20 | 100.00 |
| | 050 | 36/8 RT GB 32 | 216 | 360 | 4,140 | 6,478 | 2,338- | 36.09- |
| | 055 | 4-6 NR GB 32 | 728 | 1,792 | 15,428 | 27,636 | 12,208- | 44.17- |
| | 057 | 12/32 NR GB 32 | 10 | 42 | 608 | 1,449 | 841- | 58.04- |
| | 061 | 4-6 CAN GB 32 | 1,771 | 2,772 | 32,844 | 46,816 | 13,972- | 29.84- |
| | 056 | 4-6 BKCN GB 32 | 0 | 0 | 133 | 124 | 9 | 7.25 |
| | 062 | 12/12 C GB 32 | 0 | 770 | 7,546 | 4,004 | 3,542 | 88.46 |
| | 063 | 24/16 C GB 32 | 0 | 0 | 564 | 132 | 432 | 327.27 |
| | 027 | 24/12 RT A GB | 1,050 | 1,848 | 18,732 | 24,780 | 6,048- | 24.40- |
| | 034 | 24 PK NR GB | 56 | 56 | 392 | 336 | 56 | 16.66 |
| | 035 | 4-6 NR GB | 1,008 | 2,016 | 16,680 | 21,407 | 4,727- | 22.08- |
| | 037 | 12/32 NR GB | 52 | 126 | 965 | 1,442 | 477- | 33.07- |
| | 041 | 4-6 CAN GB | 2,156 | 2,576 | 23,992 | 27,027 | 3,045- | 11.26- |
| | 036 | 4-6 BK CN GB | 0 | 0 | 427 | 622 | 195- | 31.35- |
| | 042 | 12/12 CAN GB | 308 | 675 | 9,086 | 8,683 | 403 | 4.64 |
| | 043 | 24/16 CAN GB | 112 | 280 | 2,182 | 3,119 | 937- | 30.04- |
| | 029 | 24/12 PREM RET | 1,302 | 2,184 | 18,774 | 20,412 | 1,638- | 8.02- |
| | 030 | 36/8 PREM RET | 216 | 840 | 6,336 | 9,558 | 3,222- | 33.70- |
| | 033 | 24/12 PREM N R | 0 | 56CR | 0 | 280 | 280- | 100.00- |
| | 038 | 4-6 PREM CAN | 308 | 1,386 | 8,466 | 13,433 | 4,967- | 36.97- |
| | 039 | 12/12 PREM CAN | 0 | 616 | 308 | 1,232 | 924- | 75.00- |
| | 152 | 24/12 R WL 32 | 42 | 0 | 735 | 882 | 147- | 16.66- |
| | 153 | 4-6 CAN WL 32 | 0 | 154 | 817 | 2,182 | 1,365- | 62.55- |
| | 164 | 12/12 CAN WL32 | 0 | 154 | 282 | 154 | 128 | 83.11 |
| | 147 | 24/12 RT WL | 0 | 168 | 714 | 1,764 | 1,050- | 59.52- |
| | 148 | 4-6 CAN WL | 0 | 77 | 350 | 1,692 | 1,342- | 79.31- |
| | 173 | 24/12 RT HN 32 | 0 | 0 | 462 | 84 | 378 | 450.00 |
| | 175 | 4-6 CAN HN 32 | 154 | 0 | 994 | 1,114 | 120- | 10.77- |
| | 176 | 12/12 C HN 32 | 0 | 154 | 2 | 308 | 306- | 99.35- |
| | 167 | 24/12 RT HN | 252 | 0 | 504 | 84 | 420 | 500.00 |
| | 169 | 4-6 CAN HN | 0 | 0 | 616 | 693 | 77- | 11.11- |
| | 014 | 1/2 BBL STZ | 0 | 0 | 0 | 288 | 288- | 100.00- |
| | 118 | 4-6 CN PR SZ32 | 231 | 996 | 12,150 | 16,080 | 3,930- | 24.44- |
| | 119 | 12/12 PRE SZ32 | 308 | 770 | 21,817 | 37,622 | 15,805- | 42.00- |
| | 070 | 24/12 RT TR | 0 | 42 | 252 | 1,428 | 1,176- | 82.35- |
| | 076 | 12/32 NR TR | 42 | 126 | 798 | 1,239 | 441- | 35.59- |
| | 080 | 4-6 CAN TR | 0 | 77 | 77 | 77 | 0 | .00 |
| | 081 | 12/12 CAN T ST | 0 | 0 | 308 | 0 | 308 | 100.00 |
| | 106 | 4-6 CAN PRE SZ | 231 | 385 | 5,121 | 10,200 | 5,079- | 49.79- |
| | 107 | 12/12 CAN PRSZ | 1,078 | 1,881 | 18,303 | 27,723 | 9,420- | 33.97- |
| | 064 | 36/8 COCLUB CN | 0 | 80 | 906 | 1,200 | 294- | 24.50- |
| | 065 | 4-6 COCLUB CAN | 728 | 637 | 7,437 | 7,272 | 165 | 2.26 |
| | 068 | 24/16 COCLUB C | 140 | 0 | 2,520 | 1,609 | 911 | 56.61 |
| | 019 | 24/11 RINGNES | 0 | 81 | 423 | 137 | 286 | 208.75 |

Data Documents, Inc. 02

| | | | | | | |
|---|---|---|---|---|---|---|
| GRAIN BELT FULL BARRELS | 214.00 | 488.50 | 4,942.75 | 7,278.50 | 2,335.75- | 32.09- |
| GRAIN BELT 288 OZ CASES | 10,162.99 | 20,425.83 | 182,650.66 | 248,959.82 | 66,309.16- | 26.63- |
| WHITE LABEL 288 OZ CASES | 42.00 | 476.00 | 2,757.00 | 6,597.00 | 3,840.00- | 58.20- |
| HAUENSTEIN 288 OZ CASES | 406.00 | 77.00 | 2,577.00 | 2,129.00 | 448.00 | 21.04 |
| STORZ FULL BARRELS | .00 | .00 | .00 | 144.00 | 144.00- | 100.00- |
| STORZ 288 OZ CASES | 1,211.00 | 2,993.50 | 38,878.00 | 62,109.50 | 23,231.50- | 37.40- |
| CO CLUB NEAR RINGNES 288OZ | 914.67 | 791.25 | 12,090.74 | 10,742.91 | 1,347.83 | 12.54 |
| TOTAL FULL BARRELS | 214.00 | 488.50 | 4,942.75 | 7,422.50 | 2,479.75- | 33.40- |
| TOTAL 288 OZ CASES | 12,736.66 | 24,763.58 | 238,953.40 | 330,538.23 | 91,584.83- | 27.70- |
| TOTAL BARRELAGE | 1,138.42 | 2,285.84 | 22,285.98 | 31,412.96 | 9,126.98- | 29.05- |

Data Documents, Inc. 02

REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 11/75

| WA | | MONTHLY CURRENT | MONTHLY LAST YEAR | YEARLY CURRENT | YEARLY LAST YEAR | VARIANCE | % |
|---|---|---|---|---|---|---|---|
| 034 | 24 PK NR GB | 0 | 0 | 0 | 280 | 280- | 100.00- |
| 035 | 4-6 NR GB | 0 | 0 | 1,904 | 7,544 | 5,640- | 74.76- |
| 041 | 4-6 CAN GB | 0 | 0 | 0 | 308 | 308- | 100.00- |
| GRAIN BELT FULL BARRELS | | .00 | .00 | .00 | .00 | .00 | .00 |
| GRAIN BELT 288 OZ CASES | | .00 | .00 | 1,904.00 | 8,132.00 | 6,228.00- | 76.58- |
| WHITE LABEL 288 OZ CASES | | .00 | .00 | .00 | .00 | .00 | .00 |
| HAUENSTEIN 288 OZ CASES | | .00 | .00 | .00 | .00 | .00 | .00 |
| STORZ FULL BARRELS | | .00 | .00 | .00 | .00 | .00 | .00 |
| STORZ 288 OZ CASES | | .00 | .00 | .00 | .00 | .00 | .00 |
| CO CLUB NEAR RINGNES 288OZ | | .00 | .00 | .00 | .00 | .00 | .00 |
| TOTAL FULL BARRELS | | .00 | .00 | .00 | .00 | .00 | .00 |
| TOTAL 288 OZ CASES | | .00 | .00 | 1,904.00 | 8,132.00 | 6,228.00- | 76.58- |
| TOTAL BARRELAGE | | .00 | .00 | 138.19 | 590.22 | 452.03- | 76.58- |

Data Documents, Inc. 02

REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 11/75

| WI | | | MONTHLY CURRENT | MONTHLY LAST YEAR | YEARLY CURRENT | YEARLY LAST YEAR | VARIANCE | % |
|---|---|---|---|---|---|---|---|---|
| | 002 | 1/2 BBL GB ST | 420 | 638 | 7,864 | 9,843 | 1,979- | 20.10- |
| | 003 | 1/4 BBL GB ST | 156 | 110 | 2,018 | 2,406 | 388- | 16.12- |
| | 010 | 1/2 BBL PREMUM | 208 | 0 | 1,126 | 0 | 1,126 | 100.00 |
| | 011 | 1/4 BBL PREMUM | 20 | 0 | 84 | 24 | 60 | 250.00 |
| | 027 | 24/12 RT A GB | 9,576 | 10,542 | 113,204 | 141,498 | 28,294- | 19.99- |
| | 028 | 35/7 RT A GB | 1,339 | 1,568 | 17,712 | 26,107 | 8,395- | 32.15- |
| | 034 | 24 PK NR GB | 170 | 0 | 1,926 | 1,822 | 104 | 5.70 |
| | 035 | 4-6 NR GB | 784 | 1,130 | 12,269 | 23,510 | 11,241- | 47.81- |
| | 037 | 12/32 NR GB | 252 | 539 | 2,846 | 3,797 | 951- | 25.04- |
| | 040 | 24 PK CAN GB | 464 | 308 | 6,210 | 5,376 | 834 | 15.51 |
| | 041 | 4-6 CAN GB | 924 | 1,386 | 17,801 | 27,816 | 10,015- | 36.00- |
| | 036 | 4-6 BK CN GB | 0 | 0 | 1,899 | 1,386 | 513 | 37.01 |
| | 042 | 12/12 CAN GB | 18,634 | 32,032 | 239,540 | 260,297 | 20,757- | 7.97- |
| | 043 | 24/16 CAN GB | 0 | 0 | 142 | 375 | 233- | 62.13- |
| | 029 | 24/12 PREM RET | 714 | 966 | 14,782 | 23,268 | 8,486- | 36.47- |
| | 030 | 36/8 PREM RET | 432 | 648 | 6,998 | 10,037 | 3,039- | 30.27- |
| | 033 | 24/12 PREM N R | 0 | 0 | 5 | 152 | 147- | 96.71- |
| | 038 | 4-6 PREM CAN | 77 | 0 | 810 | 1,463 | 653- | 44.63- |
| | 039 | 12/12 PREM CAN | 154 | 462 | 8,477 | 23,947 | 15,470- | 64.60- |
| | 066 | 4-6 CAN GBX | 0 | 0 | 0 | 154 | 154- | 100.00- |
| | 147 | 24/12 RT WL | 323 | 168 | 5,339 | 7,546 | 2,207- | 29.24- |
| | 148 | 4-6 CAN WL | 0 | 0 | 320 | 336 | 16- | 4.76- |
| | 159 | 12/12 CAN WL | 0 | 0 | 0 | 156 | 156- | 100.00- |
| | 167 | 24/12 RT HN | 3,298 | 3,276 | 50,534 | 59,262 | 8,728- | 14.72- |
| | 169 | 4-6 CAN HN | 140 | 0 | 1,039 | 617 | 422 | 68.39 |
| | 170 | 12/12 CAN HN | 1,418 | 0 | 13,935 | 6,804 | 7,131 | 104.80 |
| | 106 | 4-6 CAN PRE SZ | 231 | 0 | 231 | 0 | 231 | 100.00 |
| | 064 | 36/8 COCLUB CN | 0 | 0 | 265 | 160 | 105 | 65.62 |
| | 065 | 4-6 COCLUB CAN | 0 | 0 | 753 | 182 | 571 | 313.73 |
| | 068 | 24/16 COCLUB C | 0 | 0 | 35 | 0 | 35 | 100.00 |
| | 069 | 4-6 COETZ NEAR | 182 | 0 | 1,910 | 909 | 1,001 | 110.12 |
| | GRAIN BELT FULL BARRELS | | 358.00 | 346.50 | 5,020.50 | 5,529.00 | 508.50- | 9.19- |
| | GRAIN BELT 288 OZ CASES | | 24,010.07 | 33,279.54 | 318,963.91 | 406,375.61 | 87,411.70- | 21.51- |
| | WHITE LABEL 288 OZ CASES | | 323.00 | 168.00 | 5,659.00 | 7,960.00 | 2,301.00- | 28.90- |
| | HAUENSTEIN 288 OZ CASES | | 4,147.00 | 3,276.00 | 58,540.50 | 63,281.00 | 4,740.50- | 7.49- |
| | STORZ FULL BARRELS | | .00 | .00 | .00 | .00 | .00 | .00 |
| | STORZ 288 OZ CASES | | 231.00 | .00 | 231.00 | .00 | 231.00 | 100.00 |
| | CO CLUB NEAR RINGNES 288OZ | | 182.00 | .00 | 2,974.67 | 1,251.00 | 1,723.67 | 137.78 |
| | TOTAL FULL BARRELS | | 358.00 | 346.50 | 5,020.50 | 5,529.00 | 508.50- | 9.19- |
| | TOTAL 288 OZ CASES | | 28,893.07 | 36,723.54 | 386,369.08 | 478,867.61 | 92,498.53- | 19.31- |
| | TOTAL BARRELAGE | | 2,455.05 | 3,011.89 | 33,063.16 | 40,285.21 | 7,222.05- | 17.92- |

REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 11/75

| WY | | MONTHLY CURRENT | MONTHLY LAST YEAR | YEARLY CURRENT | YEARLY LAST YEAR | VARIANCE | % |
|---|---|---|---|---|---|---|---|
| 035 | 4-6 NR GB | 0 | 0 | 0 | 616 | 616- | 100.00- |
| 037 | 12/32 NR GB | 0 | 0 | 0 | 42 | 42- | 100.00- |
| 041 | 4-6 CAN GB | 0 | 0 | 616 | 2,156 | 1,540- | 71.42- |
| GRAIN BELT FULL BARRELS | | .00 | .00 | .00 | .00 | .00 | .00 |
| GRAIN BELT 288 OZ CASES | | .00 | .00 | 616.00 | 2,828.00 | 2,212.00- | 78.21- |
| WHITE LABEL 288 OZ CASES | | .00 | .00 | .00 | .00 | .00 | .00 |
| HAUENSTEIN 288 OZ CASES | | .00 | .00 | .00 | .00 | .00 | .00 |
| STORZ FULL BARRELS | | .00 | .00 | .00 | .00 | .00 | .00 |
| STORZ 288 OZ CASES | | .00 | .00 | .00 | .00 | .00 | .00 |
| CO CLUB NEAR RINGNES 288OZ | | .00 | .00 | .00 | .00 | .00 | .00 |
| TOTAL FULL BARRELS | | .00 | .00 | .00 | .00 | .00 | .00 |
| TOTAL 288 OZ CASES | | .00 | .00 | 616.00 | 2,828.00 | 2,212.00- | 78.21- |
| TOTAL BARRELAGE | | .00 | .00 | 44.70 | 205.25 | 160.55- | 78.22- |

Data Documents, Inc. 02

GRAND TOTALS — ANALYSIS OF DISTRIBUTORS PURCHASES — MONTH: 11/75

| | | MONTHLY CURRENT | MONTHLY LAST YEAR | YEARLY CURRENT | YEARLY LAST YEAR | VARIANCE | % |
|---|---|---|---|---|---|---|---|
| 005 | 1/1 BBL GB 3.2 | 1,462 | 1,989 | 21,745 | 27,322 | 5,577- | 20.41- |
| 006 | 1/2 BBL GB 3.2 | 4,875 | 6,558 | 81,224 | 95,827 | 14,603- | 15.23- |
| 007 | 1/4 BBL GB 3.2 | 214 | 304 | 5,177 | 6,715 | 1,538- | 22.90- |
| 001 | 1/1 BBL GB ST | 163 | 223 | 2,646 | 2,800 | 154- | 5.50- |
| 002 | 1/2 BBL GB ST | 5,632 | 8,180 | 105,153 | 125,749 | 20,596- | 16.37- |
| 003 | 1/4 BBL GB ST | 1,996 | 3,388 | 52,030 | 70,496 | 18,466- | 26.19- |
| 181 | 1/1 BBL PRM 32 | 3 | 0 | 3 | 0 | 3 | 100.00 |
| 182 | 1/2 BBL PRM 32 | 3 | 0 | 3 | 0 | 3 | 100.00 |
| 185 | 1/4 BBL PRM 32 | 1 | 0 | 1 | 0 | 1 | 100.00 |
| 009 | 1/1 BBL PREMUM | 6 | 2 | 21 | 21 | 0 | .00 |
| 010 | 1/2 BBL PREMUM | 968 | 113 | 5,819 | 1,013 | 4,806 | 474.43 |
| 011 | 1/4 BBL PREMUM | 83 | 90 | 1,813 | 1,732 | 81 | 4.67 |
| 047 | 24/12 RA GB 32 | 27,842 | 39,867 | 426,906 | 553,369 | 126,463- | 22.85- |
| 048 | 35/7 RA GB 32 | 868 | 1,313 | 12,643 | 18,646 | 6,003- | 32.19- |
| 050 | 36/8 RT GB 32 | 957 | 1,044 | 12,645 | 16,674 | 4,029- | 24.16- |
| 055 | 4-6 NR GB 32 | 5,725 | 13,912 | 121,470 | 191,053 | 69,583- | 36.42- |
| 057 | 12/32 NR GB 32 | 765 | 1,552 | 17,900 | 20,694 | 2,894- | 13.98- |
| 060 | 24 PK C GB 32 | 0 | 0 | 0 | 775 | 775- | 100.00- |
| 061 | 4-6 CAN GB 32 | 20,028 | 21,093 | 306,383 | 367,619 | 61,236- | 16.65- |
| 056 | 4-6 BKCN GB 32 | 14 | 0 | 3,908 | 3,918 | 10- | .25- |
| 062 | 12/12 C GB 32 | 29,414 | 43,892 | 411,461 | 378,774 | 32,687 | 8.62 |
| 063 | 24/16 C GB 32 | 3,746 | 4,292 | 51,856 | 61,963 | 10,107- | 16.31- |
| 027 | 24/12 RT A GB | 90,827 | 97,444 | 1,108,850 | 1,292,193 | 183,343- | 14.18- |
| 028 | 35/7 RT A GB | 3,495 | 4,962 | 58,456 | 77,947 | 19,491- | 25.00- |
| 034 | 24 PK NR GB | 6,513 | 8,031 | 89,457 | 116,737 | 27,280- | 23.36- |
| 035 | 4-6 NR GB | 9,940 | 18,081 | 198,212 | 275,136 | 76,924- | 27.95- |
| 037 | 12/32 NR GB | 1,392 | 2,446 | 20,710 | 27,094 | 6,384- | 23.56- |
| 040 | 24 PK CAN GB | 618 | 1,386 | 8,004 | 21,312 | 13,308- | 62.44- |
| 041 | 4-6 CAN GB | 20,119 | 24,944 | 341,942 | 423,841 | 81,899- | 19.32- |
| 036 | 4-6 BK CN GB | 0 | 0 | 10,535 | 12,248 | 1,713- | 13.98- |
| 042 | 12/12 CAN GB | 154,154 | 193,046 | 1,943,529 | 2,123,376 | 179,847- | 8.46- |
| 043 | 24/16 CAN GB | 4,495 | 5,367 | 57,994 | 78,295 | 20,301- | 25.92- |
| 029 | 24/12 PREM RET | 37,034 | 34,622 | 399,771 | 455,625 | 55,854- | 12.25- |
| 030 | 36/8 PREM RET | 7,200 | 11,195 | 124,631 | 154,845 | 30,214- | 19.51- |
| 033 | 24/12 PREM N R | 0 | 1,917 | 10,472 | 19,110 | 8,638- | 45.20- |
| 038 | 4-6 PREM CAN | 3,796 | 6,373 | 76,173 | 101,372 | 25,199- | 24.85- |
| 039 | 12/12 PREM CAN | 35,998 | 28,818 | 370,371 | 358,932 | 11,439 | 3.18 |
| 066 | 4-6 CAN GBX | 0 | 0 | 0 | 4,640 | 4,640- | 100.00- |
| 152 | 24/12 R WL 32 | 1,438 | 2,100 | 21,066 | 30,269 | 9,203- | 30.40- |
| 153 | 4-6 CAN WL 32 | 1,239 | 801 | 14,524 | 22,738 | 8,214- | 36.12- |
| 164 | 12/12 CAN WL32 | 308 | 1,078 | 13,004 | 23,104 | 10,100- | 43.71- |
| 154 | 24/16 C WL 32 | 0 | 0 | 0 | 6,097 | 6,097- | 100.00- |
| 147 | 24/12 RT WL | 8,345 | 12,182 | 152,099 | 191,936 | 39,837- | 20.75- |
| 148 | 4-6 CAN WL | 1,400 | 1,957 | 16,902 | 48,021 | 31,119- | 64.80- |
| 159 | 12/12 CAN WL | 1,386 | 2,236 | 31,291 | 58,143 | 26,852- | 46.18- |
| 149 | 24/16 CAN WL | 0 | 0 | 0 | 5,356 | 5,356- | 100.00- |
| 173 | 24/12 RT HN 32 | 5,314 | 5,838 | 75,261 | 89,480 | 14,219- | 15.89- |
| 175 | 4-6 CAN HN 32 | 3,542 | 2,150 | 40,720 | 38,658 | 2,062 | 5.33 |
| 176 | 12/12 C HN 32 | 1,919 | 1,890 | 39,364 | 38,192 | 1,172 | 3.06 |
| 167 | 24/12 RT HN | 73,312 | 78,792 | 1,100,889 | 1,106,006 | 5,117- | .46- |
| 169 | 4-6 CAN HN | 3,549 | 3,598 | 66,347 | 73,453 | 7,106- | 9.67- |

Data Documents, Inc. 02

| | | | | | | | |
|---|---|---|---|---|---|---|---|
| 170 | 12/12 CAN HN | 8,502 | 7,219 | 149,846 | 131,705 | 18,141 | 13.77 |
| 014 | 1/2 BBL STZ | 120 | 201 | 1,874 | 4,115 | 2,241- | 54.45- |
| 015 | 1/4 BBL STZ | 4 | 3 | 38 | 167 | 129- | 77.24- |
| 118 | 4-6 CN PR SZ32 | 231 | 996 | 12,150 | 16,080 | 3,930- | 24.44- |
| 119 | 12/12 PRE SZ32 | 308 | 770 | 21,817 | 37,622 | 15,805- | 42.00- |
| 070 | 24/12 RT TR | 994 | 2,856 | 28,886 | 39,427 | 10,541- | 26.73- |
| 075 | 4-6 NR TR | 504 | 539 | 11,725 | 21,698 | 9,973- | 45.96- |
| 076 | 12/32 NR TR | 504 | 882 | 7,375 | 10,295 | 2,920- | 28.36- |
| 080 | 4-6 CAN TR | 535 | 1,309 | 34,436 | 25,929 | 8,507 | 32.80 |
| 081 | 12/12 CAN T ST | 13,398 | 18,619 | 318,627 | 373,833 | 55,206- | 14.76- |
| 106 | 4-6 CAN PRE SZ | 1,155 | 906 | 26,746 | 39,615 | 12,869- | 32.48- |
| 107 | 12/12 CAN PRSZ | 6,468 | 4,653 | 66,061 | 97,485 | 31,424- | 32.23- |
| 026 | 36/8 COCLUB 32 | 0 | 0 | 0 | 1,441 | 1,441- | 100.00- |
| 064 | 36/8 COCLUB CN | 433 | 880 | 14,215 | 15,199 | 984- | 6.47- |
| 065 | 4-6 COCLUB CAN | 1,547 | 1,912 | 33,928 | 23,594 | 10,334 | 43.79 |
| 068 | 24/16 COCLUB C | 840 | 1,120 | 15,524 | 16,885 | 1,361- | 8.06- |
| 069 | 4-6 GOETZ NEAR | 364 | 273 | 4,360 | 3,179 | 1,181 | 37.15 |
| 018 | 24/11 RNGNS 32 | 0 | 0 | 0 | 515 | 515- | 100.00- |
| 019 | 24/11 RINGNES | 462 | 427 | 4,881 | 3,481 | 1,400 | 40.21 |
| GRAIN BELT FULL BARRELS | | 7,946.50 | 10,585.00 | 135,269.75 | 161,173.25 | 25,903.50- | 16.07- |
| GRAIN BELT 288 OZ CASES | | 357,958.19 | 436,294.37 | 4,860,335.53 | 5,773,906.07 | 913,570.54- | 15.82- |
| WHITE LABEL 288 OZ CASES | | 13,269.00 | 18,697.00 | 226,738.50 | 348,858.13 | 122,119.63- | 35.00- |
| HAUENSTEIN 288 OZ CASES | | 90,927.50 | 94,932.50 | 1,377,822.00 | 1,392,545.50 | 14,723.50- | 1.06- |
| STORZ FULL BARRELS | | 61.00 | 101.25 | 946.50 | 2,099.25 | 1,152.75- | 54.91- |
| STORZ 288 OZ CASES | | 14,178.00 | 19,883.00 | 327,028.81 | 410,945.63 | 83,916.82- | 20.42- |
| CO CLUB NEAR RINGNES 2880Z | | 3,887.50 | 4,949.75 | 77,675.88 | 69,589.30 | 8,086.58 | 11.62 |
| TOTAL FULL BARRELS | | 8,007.50 | 10,686.25 | 136,216.25 | 163,272.50 | 27,056.25- | 16.57- |
| TOTAL 288 OZ CASES | | 480,220.19 | 574,756.62 | 6,869,600.72 | 7,995,844.63 | 126,243.91- | 14.08- |
| TOTAL BARRELAGE | | 42,861.88 | 52,402.08 | 634,811.87 | 743,610.90 | 108,799.03- | 14.63- |



Data Documents, Inc. 02

OCTOBER

SUMMARY OF COSTS BY CLASSIFICATION

| | OCTOBER 75 AMOUNT | YTD 75 AMOUNT | OCTOBER 74 AMOUNT | YTD 74 AMOUNT | VARIANCE |
|---|---|---|---|---|---|
| WAGES AND SALARIES | | | | | |
| | 294,963.51 | | 349,612.75 | | 54,649.24- |
| PRODUCTION | | 2,186,915.51 | | 2,272,374.34 | 85,458.83- |
| | 34,684.57 | | 29,910.57 | | 4,774.00 |
| ADVERTISING & SELLING | | 214,262.04 | | 170,958.38 | 43,293.66 |
| | 19,049.32 | | 22,877.48 | | 3,828.16- |
| ADMINSTRATIVE | | 125,405.53 | | 136,279.72 | 10,874.19- |
| | 348,697.40 | | 402,400.80 | | 53,703.40- |
| TOTAL WAGES | | 2,526,573.08 | | 2,579,612.44 | 53,039.36- |
| SUPPLIES | | | | | |
| | 323,307.33 | | 429,593.98 | | 106,286.65- |
| PRODUCTION | | 3,167,499.46 | | 2,883,957.34 | 283,542.12 |
| | 5,584.00 | | 4,682.68 | | 901.32 |
| SELLING DELIVERY ADMINSTRATIVE | | 43,506.79 | | 25,568.77 | 17,938.02 |
| | 328,891.33 | | 434,276.66 | | 105,385.33- |
| TOTAL SUPPLIES | | 3,211,006.25 | | 2,909,526.11 | 301,480.14 |
| MAINTENANCE | | | | | |
| | .00 | | 233.22 | | 233.22- |
| PRODUCTION LABOR | | .00 | | 279.39 | 279.39- |
| | 12,363.09 | | 14,333.95 | | 1,970.86- |
| CONTRACTOR MAINTENANCE | | 96,009.11 | | 102,717.44 | 6,708.33- |
| | 24,339.07 | | 11,471.27 | | 12,867.80 |
| PRODUCTION MATERIAL | | 99,747.84 | | 85,584.33 | 14,163.51 |
| | 2,023.67 | | 1,056.19 | | 967.48 |
| SELLING DELIVERY ADMINSTRATIVE | | 10,067.26 | | 7,411.13 | 2,656.13 |
| | 38,725.83 | | 27,094.63 | | 11,631.20 |
| TOTAL MAINTENANCE | | 205,824.21 | | 195,992.29 | 9,831.92 |
| GENERAL | | | | | |
| | 31,490.70 | | 35,124.95 | | 3,634.25- |
| PRODUCTION | | 229,374.37 | | 236,911.05 | 7,536.68- |

Data Documents, Inc. 02

SUMMARY OF COSTS BY CLASSIFICATION

| | OCTOBER 75 | YTD 75 | OCTOBER 74 | YTD 74 | VARIANCE |
|---|---|---|---|---|---|
| | 36,927.39 | | 30,202.23 | | 6,725.16 |
| SELLING DELIVERY ADMINSTRATIVE | | 204,289.14 | | 182,340.54 | 21,948.60 |
| | 68,418.09 | | 65,327.18 | | 3,090.91 |
| TOTAL GENERAL | | 433,663.51 | | 419,251.59 | 14,411.92 |
| ADVERTISING | | | | | |
| | 126,887.21 | | 113,471.63 | | 13,415.58 |
| MEDIA | | 619,276.60 | | 634,518.80 | 15,242.20- |
| | 53,225.19 | | 12,156.60 | | 41,068.59 |
| PRODUCTION | | 187,703.08 | | 82,317.74 | 105,385.34 |
| | 16,143.14 | | 31,874.46 | | 15,731.32- |
| SALES PROMOTION | | 121,056.25 | | 162,914.01 | 41,857.76- |
| | 12,231.57 | | 15,298.80 | | 3,067.23- |
| SIGN COST & MAINTENANCE | | 75,543.74 | | 113,896.83 | 38,353.09- |
| | 208,487.11 | | 172,801.49 | | 35,685.62 |
| TOTAL ADVERTISING | | 1,003,579.67 | | 993,647.38 | 9,932.29 |
| FIXED | | | | | |
| | 5,477.51 | | 13,460.35 | | 7,982.84- |
| PROPERTY TAXES & LICENSES | | 38,567.71 | | 124,091.42 | 85,523.71- |
| | 14,740.00 | | 19,520.00 | | 4,780.00- |
| PAYROLL TAXES | | 193,080.00 | | 203,080.00 | 10,000.00- |
| | 5,840.26 | | 5,612.49 | | 227.77 |
| INSURANCE GENERAL | | 34,006.51 | | 34,737.16 | 730.65- |
| | 47,489.58 | | 46,391.28 | | 1,098.30 |
| INSURANCE - EMPLOYEES GROUP | | 279,050.43 | | 281,583.06 | 2,532.63- |
| | 6,700.00 | | 7,500.00 | | 1,200.00 |
| SALARIED PENSION TRUST | | 52,200.00 | | 45,000.00 | 7,200.00 |
| | 3,840.57 | | 4,293.27 | | 452.70- |
| RETIREES PENSION | | 23,500.43 | | 26,009.62 | 2,509.19- |
| | 1,185.43 | | 1,155.09 | | 30.34 |
| RENTALS | | 6,427.31 | | 7,168.26 | 740.95- |
| | 6,798.94 | | 47,233.61 | | 40,434.67- |
| DEPRECIATION - PLANT & EQUIPMENT | | 40,398.76 | | 435,895.91 | 395,497.15- |

SUMMARY OF COSTS BY CLASSIFICATION

| | OCTOBER 75 | YTD 75 | OCTOBER 74 | YTD 74 | VARIANCE |
|---|---|---|---|---|---|
| | 981.05 | | 37,118.01 | | 36,136.96- |
| DEPRECIATION - RETURNABLE CONT. | | 6,407.57 | | 321,504.83 | 315,097.26- |
| | 95,053.34 | | 182,284.10 | | 87,230.76- |
| TOTAL FIXED | | 673,638.72 | | 1,479,070.26 | 805,431.54- |
| | 1,088,273.10 | | 1,284,184.86 | | 195,911.76- |
| TOTAL COSTS | | 8,054,285.44 | | 8,577,100.07 | 522,814.63- |

GRAIN BELT BREWERIES, INC. SUMMARY OF COSTS BY CLASSIFICATION

Data Documents, Inc. 02

| | OCTOBER 75 | | YTD 75 | | OCTOBER 74 | | YTD 74 | | VARIANCE |
|---|---|---|---|---|---|---|---|---|---|
| BARRELS BREWED | 37,971 | | 402,481 | | 57,696 | | 437,454 | | 19,725-<br>34,973- |
| WAGES AND SALARIES | AMOUNT | PER BBL | AMOUNT | PER BBL | AMOUNT | PER BBL | AMOUNT | PER BBL | |
| BREWHOUSE | 9,449.55 | .2489 | 76,236.23 | .1894 | 11,854.45 | .2055 | 79,422.68 | .1816 | 2,404.90-<br>3,186.45- |
| FERMENTING | 4,597.30 | .1211 | 28,935.71 | .0719 | 4,900.85 | .0849 | 28,615.53 | .0654 | 303.55-<br>320.18 |
| CELLARS | 21,667.13 | .5706 | 142,502.89 | .3541 | 26,888.76 | .4660 | 143,344.83 | .3277 | 5,221.63-<br>841.94- |
| LAB AND CLERICAL | 3,767.21 | .0992 | 23,639.70 | .0587 | 4,293.07 | .0744 | 24,905.41 | .0569 | 525.86-<br>1,265.71- |
| SUPERVISION | 7,860.00 | .2070 | 50,199.28 | .1247 | 8,191.66 | .1420 | 47,866.62 | .1094 | 331.66-<br>2,332.66 |
| VACATION | 4,200.00 | .1106 | 40,600.00 | .1009 | 4,200.00 | .0728 | 42,640.00 | .0975 | .00<br>2,040.00- |
| HOLIDAY | 1,620.00 | .0427 | 15,660.00 | .0389 | 1,800.00 | .0312 | 17,400.00 | .0398 | 180.00-<br>1,740.00- |
| PENSION | 2,999.00 | .0790 | 19,617.50 | .0487 | 3,767.25 | .0653 | 18,578.00 | .0425 | 768.25-<br>1,039.50 |
| UNCLASSIFIED | 772.11 | .0203 | 9,579.38 | .0238 | 1,284.69 | .0223 | 10,121.55 | .0231 | 512.58-<br>542.17- |
| TOTAL WAGES | 56,932.30 | 1.4994 | 406,970.69 | 1.0112 | 67,180.73 | 1.1644 | 412,894.62 | .9439 | 10,248.43-<br>5,923.93- |
| MATERIALS AND SUPPLIES | | | | | | | | | |
| MALT | 114,269.72 | 3.0094 | 1,395,769.73 | 3.4679 | 200,197.75 | 3.4699 | 1,380,021.25 | 3.1547 | 85,928.03-<br>15,748.48 |
| HOPS DOMESTIC | 5,393.50 | .1420 | 59,970.20 | .1490 | 9,479.40 | .1643 | 71,337.30 | .1631 | 4,085.90-<br>11,367.10- |
| HOPS IMPORTED | .00 | .0000 | 40,459.50 | .1005 | 9,964.50 | .1727 | 80,455.75 | .1839 | 9,964.50-<br>39,996.25- |
| HOPS CASCADE | 4,114.50 | .1084 | 11,664.90 | .0290 | .00 | .0000 | 1,408.44 | .0032 | 4,114.50<br>10,256.46 |
| NU-BRU | 89,106.40 | 2.3467 | 809,316.61 | 2.0108 | 91,201.26 | 1.5807 | 591,752.62 | 1.3527 | 2,094.86-<br>217,563.99 |

Data Documents, Inc. 02

| | OCTOBER 75 | | YTD 75 | | OCTOBER 74 | | YTD 74 | | VARIANCE |
|---|---|---|---|---|---|---|---|---|---|
| GLUCOSE | 6,750.00 | .1778 | 66,462.50 | .1651 | 10,899.00 | .1889 | 89,696.30 | .2050 | 4,149.00-<br>23,233.80- |
| TREATING | 17,901.54 | .4715 | 161,898.09 | .4023 | 22,129.04 | .3835 | 154,446.68 | .3531 | 4,227.50-<br>7,451.41 |
| FILTERING | 999.99 | .0263 | 6,728.31 | .0167 | 643.81 | .0112 | 7,137.82 | .0163 | 356.18<br>409.51- |
| SUNDRY MATERIAL | 2,762.25 | .0727 | 21,848.65 | .0543 | 3,241.79 | .0562 | 21,315.77 | .0487 | 479.54-<br>532.88 |
| BY PRODUCT SALES | 7,699.72- | .2028- | 94,637.02- | .2351- | 21,629.90- | .3749- | 139,784.08- | .3195- | 13,930.18<br>45,147.06 |
| GRAIN DRYING | 5,722.61 | .1507 | 35,437.85 | .0880 | 5,278.16 | .0915 | 38,776.50 | .0886 | 444.45<br>3,338.65- |
| LAB SUPPLIES | 609.37 | .0160 | 2,072.32 | .0051 | 387.33 | .0067 | 1,641.30 | .0038 | 222.04<br>431.02 |
| UNCLASSIFIED | 10,304.31 | .2714 | 73,920.84 | .1837 | 16,291.02 | .2824 | 57,154.67 | .1307 | 5,986.71-<br>16,766.17 |
| TOTAL MATERIALS | 250,234.47 | 6.5901 | 2,590,912.48 | 6.4374 | 348,083.16 | 6.0331 | 2,355,360.32 | 5.3842 | 97,848.69-<br>235,552.16 |
| MAINTENANCE | | | | | | | | | |
| BUILDING MATERIAL | 25.00 | .0007 | 223.30 | .0006 | 58.03 | .0010 | 975.24 | .0022 | 33.03-<br>751.94- |
| MACHINERY MATERIAL | 3,152.62 | .0830 | 15,509.35 | .0385 | 886.45 | .0154 | 11,910.00 | .0272 | 2,266.17<br>3,599.35 |
| TANKS MATERIAL | .00 | .0000 | 156.00 | .0004 | 187.20 | .0032 | 1,918.78 | .0044 | 187.20-<br>1,762.78- |
| TANKS LABOR | .00 | .0000 | .00 | .0000 | 233.22 | .0040 | 279.39 | .0006 | 233.22-<br>279.39- |
| CONTRACTORS | 1,494.77 | .0394 | 16,258.24 | .0404 | 2,869.33 | .0497 | 19,314.61 | .0442 | 1,374.56-<br>3,056.37- |
| TOTAL MAINTENANCE | 4,672.39 | .1231 | 32,146.89 | .0799 | 4,234.23 | .0734 | 34,398.02 | .0786 | 438.16<br>2,251.13- |
| GENERAL | | | | | | | | | |
| BEER CONSUMED | 313.50 | .0083 | 2,516.50 | .0063 | 390.00 | .0068 | 2,247.10 | .0051 | 76.50-<br>269.40 |

Data Documents, Inc. 02

| | OCTOBER 75 | | YTD 75 | | OCTOBER 74 | | YTD 74 | | VARIANCE |
|---|---|---|---|---|---|---|---|---|---|
| UTILITIES DIRECT CHGE. | 7,208.84 | .1899 | 52,169.41 | .1296 | 6,994.22 | .1212 | 48,631.88 | .1112 | 214.62<br>3,537.53 |
| POWER PLANT ALLOCATION | 51,949.40 | 1.3681 | 356,139.38 | .8849 | 55,960.02 | .9699 | 369,350.21 | .8443 | 4,010.62-<br>13,210.83- |
| GENERAL PLANT ALLOC. | 22,587.02 | .5948 | 148,829.28 | .3698 | 24,759.64 | .4291 | 158,434.93 | .3622 | 2,172.62-<br>9,605.65- |
| UNCLASSIFIED | 1,235.02 | .0325 | 7,456.11 | .0185 | 827.92 | .0143 | 7,983.87 | .0183 | 407.10<br>527.76- |
| TOTAL GENERAL | 83,293.78 | 2.1936 | 567,110.68 | 1.4090 | 88,931.80 | 1.5414 | 586,647.99 | 1.3411 | 5,638.02-<br>19,537.31- |
| FIXED | | | | | | | | | |
| TAXES & LICENSES | 1,700.00 | .0448 | 12,078.33 | .0300 | 3,910.00 | .0678 | 38,820.00 | .0887 | 2,210.00-<br>26,741.67- |
| TAXES PAYROLL | 1,700.00 | .0448 | 26,600.00 | .0661 | 2,600.00 | .0451 | 28,300.00 | .0647 | 900.00-<br>1,700.00- |
| INSURANCE GENERAL | 1,482.00 | .0390 | 8,933.16 | .0222 | 1,469.33 | .0255 | 9,194.88 | .0210 | 12.67<br>261.72- |
| INSURANCE EMPLOYEES | 8,331.71 | .2194 | 49,440.91 | .1228 | 7,728.68 | .1340 | 45,572.08 | .1042 | 603.03<br>3,868.83 |
| PENSION TRUST | 1,365.00 | .0359 | 8,190.00 | .0203 | 1,030.00 | .0179 | 6,180.00 | .0141 | 335.00<br>2,010.00 |
| RETIREES PENSION | 511.67 | .0135 | 3,020.02 | .0075 | 501.67 | .0087 | 3,010.02 | .0069 | 10.00<br>10.00 |
| DEPRECIATION BUILDINGS | 600.00 | .0158 | 3,600.00 | .0089 | 3,802.83 | .0659 | 36,760.66 | .0840 | 3,202.83-<br>33,160.66- |
| DEPRECIATION MACHINERY | 1,401.56 | .0369 | 8,463.55 | .0210 | 11,093.13 | .1923 | 109,035.03 | .2492 | 9,691.57-<br>100,571.48- |
| DEPRECIATION TANKS | 420.83 | .0111 | 2,525.02 | .0063 | 2,710.08 | .0470 | 26,197.48 | .0599 | 2,289.25-<br>23,672.46- |
| TOTAL FIXED | 17,512.77 | .4612 | 122,850.99 | .3052 | 34,845.72 | .6040 | 303,070.15 | .6928 | 17,332.95-<br>180,219.16- |
| COST OF BREWING | | | | | | | | | |
| TOTAL COST | 412,645.71 | 10.8674 | 3,719,991.73 | 9.2427 | 543,275.64 | 9.4162 | 3,692,371.10 | 8.4406 | 130,629.93-<br>27,620.63 |

Data Documents, Inc. 02

| | OCTOBER 75 | YTD 75 | OCTOBER 74 | YTD 74 | VARIANCE |
|---|---|---|---|---|---|
| | | | | | |
| | | | | | |
| | | | | | |

| | OCTOBER 75 | | YTD 75 | | OCTOBER 74 | | YTD 74 | | VARIANCE |
|---|---|---|---|---|---|---|---|---|---|
| BARRELS RACKED | 9,943 | | 85,564 | | 13,057 | | 98,928 | | 3,114-<br>13,364- |
| WAGES AND SALARIES | AMOUNT | PER BBL | AMOUNT | PER BBL | AMOUNT | PER BBL | AMOUNT | PER BBL | |
| KEG FILLING | 1,860.74 | .1871 | 13,669.15 | .1598 | 2,146.20 | .1644 | 14,631.97 | .1479 | 285.46-<br>962.82- |
| RACKING FLOORMEN | 3,586.36 | .3607 | 24,985.93 | .2920 | 4,258.76 | .3262 | 26,962.87 | .2726 | 672.40-<br>1,976.94- |
| KEG WASHING | 4,026.42 | .4050 | 26,905.71 | .3145 | 4,166.82 | .3191 | 26,150.89 | .2643 | 140.40-<br>754.82 |
| WASHHOUSE FLOORMEN | 1,484.84 | .1493 | 10,342.87 | .1209 | 2,037.26 | .1560 | 11,478.66 | .1160 | 552.42-<br>1,135.79- |
| LOAD & UNLOAD | 1,930.50 | .1942 | 14,653.35 | .1713 | 2,769.43 | .2121 | 16,810.83 | .1699 | 838.93-<br>2,157.48- |
| SUPERVISION | 614.78 | .0618 | 3,933.12 | .0460 | 611.68 | .0468 | 3,567.80 | .0361 | 3.10<br>365.32 |
| HOLIDAY | 700.00 | .0704 | 5,900.00 | .0690 | 700.00 | .0536 | 5,900.00 | .0596 | .00<br>.00 |
| VACATION | 1,750.00 | .1760 | 14,750.00 | .1724 | 1,600.00 | .1225 | 14,150.00 | .1430 | 150.00<br>600.00 |
| PENSION | 559.25 | .0562 | 4,767.00 | .0557 | 1,024.50 | .0785 | 5,454.50 | .0551 | 465.25-<br>687.50- |
| TOTAL WAGES | 16,512.89 | 1.6608 | 119,907.13 | 1.4014 | 19,314.65 | 1.4793 | 125,107.52 | 1.2646 | 2,801.76-<br>5,200.39- |
| MATERIALS AND SUPPLIES | | | | | | | | | |
| BUNGS | 862.99 | .0868 | 6,915.18 | .0808 | 833.02 | .0638 | 8,242.31 | .0833 | 29.97<br>1,327.13- |
| UNCLASSIFIED | 2,352.48 | .2366 | 20,621.57 | .2410 | 4,945.12 | .3787 | 24,774.23 | .2504 | 2,592.64-<br>4,152.66- |
| TOTAL MATERIALS | 3,215.47 | .3234 | 27,536.75 | .3218 | 5,778.14 | .4425 | 33,016.54 | .3337 | 2,562.67-<br>5,479.79- |
| MAINTENANCE | | | | | | | | | |
| BUILDING MATL. | 33.47 | .0034 | 173.57 | .0020 | 9.59 | .0007 | 518.00- | .0052- | 23.88<br>691.57 |

| | OCTOBER 75 | | YTD 75 | | OCTOBER 74 | | YTD 74 | | VARIANCE |
|---|---|---|---|---|---|---|---|---|---|
| MACHINERY MATL. | 1,523.66 | .1532 | 4,001.91 | .0468 | 161.85 | .0124 | 2,732.21 | .0276 | 1,361.81<br>1,269.70 |
| KEGS MATERIAL | .00 | .0000 | 6.00- | .0001- | .00 | .0000 | 42.12- | .0004- | .00<br>36.12 |
| CONTRACTORS | 624.38 | .0628 | 4,644.16 | .0543 | 948.03 | .0726 | 6,333.06 | .0640 | 323.65-<br>1,688.90- |
| TOTAL MAINTENANCE | 2,181.51 | .2194 | 8,813.64 | .1030 | 1,119.47 | .0857 | 8,505.15 | .0860 | 1,062.04<br>308.49 |
| GENERAL | | | | | | | | | |
| UTILITIES DIRECT CHGE. | 680.69 | .0685 | 4,718.55 | .0551 | 610.47 | .0468 | 4,216.31 | .0426 | 70.22<br>502.24 |
| POWER PLANT ALLOCATION | 6,875.66 | .6915 | 47,136.10 | .5509 | 7,406.47 | .5672 | 48,884.59 | .4941 | 530.81-<br>1,748.49- |
| MAINTENANCE ETC. | 6,776.11 | .6815 | 44,648.77 | .5218 | 7,427.89 | .5689 | 47,530.47 | .4805 | 651.78-<br>2,881.70- |
| UNCLASSIFIED L | .00 | .0000 | 41.25 | .0005 | 8.00- | .0006- | 193.25 | .0020 | 8.00<br>152.00- |
| TOTAL GENERAL | 14,332.46 | 1.4415 | 96,544.67 | 1.1283 | 15,436.83 | 1.1823 | 100,824.62 | 1.0192 | 1,104.37-<br>4,279.95- |
| FIXED | | | | | | | | | |
| TAXES & LICENSES | 300.00 | .0302 | 2,400.00 | .0280 | 1,050.00 | .0804 | 8,850.00 | .0895 | 750.00-<br>6,450.00- |
| TAXES PAYROLL | 600.00 | .0603 | 8,820.00 | .1031 | 700.00 | .0536 | 8,920.00 | .0902 | 100.00-<br>100.00- |
| INSURANCE GENERAL | 402.00 | .0404 | 2,344.90 | .0274 | 380.00 | .0291 | 2,362.13 | .0239 | 22.00<br>17.23- |
| INSURANCE EMPLOYEES | 2,107.56 | .2120 | 12,275.36 | .1435 | 2,010.64 | .1540 | 11,713.20 | .1184 | 96.92<br>562.16 |
| RETIREES PENSION | 291.40 | .0293 | 1,814.53 | .0212 | 291.40 | .0223 | 2,448.40 | .0247 | .00<br>633.87- |
| DEPRECIATION BUILDINGS | 140.00 | .0141 | 840.00 | .0098 | 850.77 | .0652 | 7,170.80 | .0725 | 710.77-<br>6,330.80- |
| DEPRECIATION MACHINERY | 195.31 | .0196 | 1,171.89 | .0137 | 1,372.65 | .1051 | 13,074.58 | .1322 | 1,177.34-<br>11,902.69- |

| | OCTOBER 75 | | YTD 75 | | OCTOBER 74 | | YTD 74 | | VARIANCE |
|---|---|---|---|---|---|---|---|---|---|
| DEPRECIATION KEGS | .00 | .0000 | .00 | .0000 | 10,628.40 | .8140 | 91,382.22 | .9237 | 10,628.40-<br>91,382.22- |
| TOTAL FIXED | 4,036.27 | .4059 | 29,666.68 | .3467 | 17,283.88 | 1.3237 | 145,921.33 | 1.4750 | 13,247.59-<br>116,254.65- |
| COST OF RACKING | | | | | | | | | |
| TOTAL TOTAL | 40,278.60 | 4.0510 | 282,468.87 | 3.3013 | 58,932.95 | 4.5135 | 413,375.16 | 4.1785 | 18,654.35-<br>130,906.29- |
| BEER FROM CELLARS | 104,404.13 | 10.5003 | 796,989.61 | 9.3145 | 122,731.10 | 9.3996 | 837,504.90 | 8.4658 | 18,326.97-<br>40,515.29- |
| TOTAL KEG BEER COST | 144,682.73 | 14.5512 | 1,079,458.48 | 12.6158 | 181,664.05 | 13.9132 | 1,250,880.06 | 12.6443 | 36,981.32-<br>171,421.58- |

Data Documents, Inc. 02

| | OCTOBER 75 | | YTD 75 | | OCTOBER 74 | | YTD 74 | | VARIANCE |
|---|---|---|---|---|---|---|---|---|---|
| BARRELS BOTTLED | 30,378 | | 310,079 | | 38,346 | | 328,335 | | 7,968-<br>18,256- |
| CASES BOTTLED | 406,501 | | 4,158,309 | | 506,468 | | 4,352,367 | | 99,967-<br>194,058- |
| WAGES AND SALARIES | AMOUNT | PER CASE | AMOUNT | PER CASE | AMOUNT | PER CASE | AMOUNT | PER CASE | |
| | 43,783.53 | .1077 | | | 68,454.76 | .1351 | | | 24,671.23- |
| BOTTLEHOUSE LINES ETC. | | | 436,054.93 | .1048 | | | 467,953.93 | .1075 | 31,899.00- |
| | 1,574.38 | .0038 | | | 3,040.85 | .0060 | | | 1,466.47- |
| GOV. CELLAR | | | 15,079.54 | .0036 | | | 17,882.05 | .0041 | 2,802.51- |
| | 3,899.40 | .0096 | | | 7,026.06 | .0138 | | | 3,126.66- |
| ASSEMBLING CASES MISC. | | | 39,934.87 | .0096 | | | 34,553.53 | .0079 | 5,381.34 |
| | 12,593.88 | .0309 | | | 15,416.59 | .0304 | | | 2,822.71- |
| CLEANUP | | | 84,688.64 | .0203 | | | 89,157.36 | .0204 | 4,468.72- |
| | 2,394.68 | .0059 | | | 2,179.91 | .0043 | | | 214.77 |
| OILERS | | | 18,395.30 | .0044 | | | 15,450.50 | .0035 | 2,944.80 |
| | 4,278.31 | .0105 | | | 5,938.47 | .0117 | | | 1,660.16- |
| LOADING | | | 32,409.88 | .0078 | | | 34,622.56 | .0079 | 2,212.68- |
| | 6,118.76 | .0150 | | | 6,975.39 | .0137 | | | 856.63- |
| UNLOADING | | | 40,868.61 | .0098 | | | 51,088.99 | .0117 | 10,220.38- |
| | 9,127.14 | .0224 | | | 10,631.28 | .0210 | | | 1,504.14- |
| SORTING | | | 60,088.33 | .0144 | | | 68,856.33 | .0158 | 8,768.00- |
| | 1,157.88 | .0028 | | | 1,391.01 | .0027 | | | 233.13- |
| CLERICAL BOTTLING | | | 8,381.73 | .0020 | | | 8,138.85 | .0018 | 242.88 |
| | 5,342.35 | .0131 | | | 3,829.55 | .0075 | | | 1,512.80 |
| CLERICAL WAREHOUSE | | | 25,350.82 | .0061 | | | 23,788.13 | .0054 | 1,562.69 |
| | 10,717.50 | .0263 | | | 10,209.18 | .0201 | | | 508.32 |
| FOREMEN BOTTLING | | | 62,780.04 | .0151 | | | 63,729.96 | .0146 | 949.92- |
| | 5,540.00 | .0136 | | | 5,240.02 | .0103 | | | 299.98 |
| FOREMEN WAREHOUSE | | | 32,340.06 | .0077 | | | 30,540.00 | .0070 | 1,800.06 |
| | 16,450.00 | .0404 | | | 18,200.00 | .0359 | | | 1,750.00- |
| VACATION | | | 145,700.00 | .0350 | | | 161,880.00 | .0372 | 16,180.00- |
| | 6,090.00 | .0149 | | | 6,310.00 | .0124 | | | 220.00- |
| HOLIDAY | | | 53,940.00 | .0129 | | | 58,920.00 | .0135 | 4,980.00- |
| | 7,470.25 | .0183 | | | 10,036.50 | .0198 | | | 2,566.25- |
| PENSION | | | 58,211.50 | .0140 | | | 56,911.50 | .0130 | 1,300.00 |

| | OCTOBER 75 | | YTD 75 | | OCTOBER 74 | | YTD 74 | | VARIANCE |
|---|---|---|---|---|---|---|---|---|---|
| TOTAL WAGES | 136,538.06 | .3358 | 1,114,224.25 | .2679 | 174,879.57 | .3453 | 1,183,473.69 | .2719 | 38,341.51-<br>69,249.44- |
| MATERIALS AND SUPPLIES | | | | | | | | | |
| CROWNS | 13,943.94 | .0343 | 139,890.55 | .0336 | 15,520.62 | .0306 | 107,397.13 | .0246 | 1,576.68-<br>32,493.42 |
| LABELS | 13,608.42 | .0334 | 128,582.08 | .0309 | 17,966.31 | .0354 | 115,607.03 | .0265 | 4,357.89-<br>12,975.05 |
| CAUSTIC | 3,115.67 | .0076 | 19,742.65 | .0047 | 3,555.93 | .0070 | 23,050.04 | .0053 | 440.26-<br>3,307.39- |
| PARTITIONS, ETC. | 1,276.18 | .0031 | 10,669.03 | .0025 | 1,494.34 | .0029 | 19,298.84 | .0044 | 218.16-<br>8,629.81- |
| BY PRODUCT SALES | 17.70- | .0000- | 276.21 | .0000 | 194.10- | .0003- | 1,688.33- | .0003- | 176.40<br>1,964.54 |
| UNCLASSIFIED | 9,468.96 | .0233 | 48,021.01 | .0115 | 5,757.61 | .0113 | 43,804.69 | .0100 | 3,711.35<br>4,216.32 |
| TOTAL MATERIALS | 41,395.47 | .1018 | 347,181.53 | .0835 | 44,100.71 | .0870 | 307,469.40 | .0706 | 2,705.24-<br>39,712.13 |
| MAINTENANCE | | | | | | | | | |
| BOTTLEHOUSE BLDG MATL. | 124.00 | .0003 | 863.51 | .0002 | 124.00 | .0002 | 760.83 | .0001 | .00<br>102.68 |
| BOTTLEHOUSE MACH MATL. | 17,851.46 | .0439 | 67,199.17 | .0161 | 9,273.95 | .0183 | 68,331.51 | .0157 | 8,577.51<br>1,132.34- |
| WAREHOUSE BLDG MATL. | .00 | .0000 | .00 | .0000 | .00 | .0000 | 8,700.90- | .0020- | .00<br>8,700.90 |
| WAREHOUSE MACH MATL. | 681.63 | .0016 | 2,342.46 | .0005 | 328.03 | .0006 | 1,796.77 | .0004 | 353.60<br>545.69 |
| CONTRACTORS | 7,095.60 | .0174 | 57,850.39 | .0139 | 8,922.83 | .0176 | 57,640.75 | .0132 | 1,827.23-<br>209.64 |
| TOTAL MAINTENANCE | 25,752.69 | .0633 | 128,255.53 | .0308 | 18,648.81 | .0368 | 119,828.96 | .0275 | 7,103.88<br>8,426.57 |
| GENERAL | | | | | | | | | |
| BEER CONSUMED | 474.00 | .0011 | 3,135.30 | .0007 | 558.60 | .0011 | 3,190.75 | .0007 | 84.60-<br>55.45- |

Data Documents, Inc. 02

| | OCTOBER 75 | | YTD 75 | | OCTOBER 74 | | YTD 74 | | VARIANCE |
|---|---|---|---|---|---|---|---|---|---|
| UTILITIES DIRECT CHGE. | 4,069.36 | .0100 | 31,289.97 | .0075 | 3,904.26 | .0077 | 26,094.58 | .0060 | 165.10<br>5,195.39 |
| POWER PLANT ALLOCATION | 17,571.12 | .0432 | 120,458.90 | .0289 | 18,927.65 | .0373 | 124,927.27 | .0287 | 1,356.53-<br>4,468.37- |
| PLANT MAINTENANCE ETC. | 45,926.94 | .1129 | 302,619.51 | .0727 | 50,344.59 | .0994 | 322,151.04 | .0740 | 4,417.65-<br>19,531.53- |
| UNCLASSIFIED | 606.36 | .0015 | 4,396.15 | .0010 | 725.11 | .0014 | 4,666.67 | .0010 | 118.75-<br>270.52- |
| TOTAL GENERAL | 68,647.78 | .1688 | 461,899.83 | .1110 | 74,460.21 | .1470 | 481,030.31 | .1105 | 5,812.43-<br>19,130.48- |
| FIXED | | | | | | | | | |
| TAXES & LICENSES | 2,200.00 | .0054 | 15,500.00 | .0037 | 6,660.00 | .0131 | 58,910.00 | .0135 | 4,460.00-<br>43,410.00- |
| TAXES PAYROLL | 5,750.00 | .0141 | 93,680.00 | .0225 | 8,900.00 | .0175 | 102,230.00 | .0234 | 3,150.00-<br>8,550.00- |
| INSURANCE GENERAL | 1,079.00 | .0026 | 6,339.75 | .0015 | 1,027.00 | .0020 | 6,388.49 | .0014 | 52.00<br>48.74- |
| INSURANCE EMPLOYEES | 23,097.37 | .0568 | 134,423.82 | .0323 | 23,590.25 | .0465 | 147,043.82 | .0337 | 492.88-<br>12,620.00- |
| PENSION TRUST | 2,200.00 | .0054 | 13,200.00 | .0031 | 1,965.00 | .0038 | 11,790.00 | .0027 | 235.00<br>1,410.00 |
| RETIREES PENSION | 1,547.12 | .0038 | 9,723.60 | .0023 | 2,009.82 | .0039 | 11,581.42 | .0026 | 462.70-<br>1,857.82- |
| RENTALS | 650.29 | .0016 | 3,275.29 | .0007 | 525.00 | .0010 | 3,150.00 | .0007 | 125.29<br>125.29 |
| DEPRECIATION BH BLDG. | 303.75 | .0007 | 1,822.50 | .0004 | 2,060.83 | .0040 | 18,253.10 | .0042 | 1,757.08-<br>16,430.60- |
| DEPRECIATION WH BLDG. | 98.33 | .0002 | 590.02 | .0001 | 956.58 | .0018 | 8,797.97 | .0020 | 858.25-<br>8,207.95- |
| DEPRECIATION BH MACH. | 2,565.63 | .0063 | 15,393.72 | .0037 | 15,060.74 | .0297 | 132,587.60 | .0304 | 12,495.11-<br>117,193.88- |
| DEPRECIATION WH MACH. | 37.50 | .0001 | 225.00 | .0000 | 269.87 | .0005 | 2,390.30 | .0005 | 232.37-<br>2,165.30- |
| DEPRECIATION LIFT TRKS | 241.67 | .0006 | 1,449.98 | .0003 | 2,517.69 | .0049 | 22,299.54 | .0051 | 2,276.02-<br>20,849.56- |

Data Documents, Inc. 02

| | OCTOBER 75 | | YTD 75 | | OCTOBER 74 | | YTD 74 | | VARIANCE |
|---|---|---|---|---|---|---|---|---|---|
| DEPRECIATION CARTONS | 981.05 | .0024 | 6,407.67 | .0015 | 14,875.36 | .0293 | 128,110.31 | .0294 | 13,894.31-<br>121,702.74- |
| DEPRECIATION BOTTLES | .00 | .0000 | .00 | .0000 | 11,614.25 | .0229 | 102,012.30 | .0234 | 11,614.25-<br>102,012.30- |
| TOTAL FIXED | 40,751.71 | .1002 | 302,031.25 | .0726 | 92,032.39 | .1817 | 755,544.85 | .1736 | 51,280.68-<br>453,513.60- |
| ---------- | | | | | | | | | |
| TOTAL TOTAL | 313,085.71 | .7702 | 2,353,592.39 | .5660 | 404,121.69 | .7979 | 2,847,347.21 | .6542 | 91,035.98-<br>493,754.82- |
| BEER FROM CELLARS | 318,969.00 | .7846 | 2,874,278.50 | .6912 | 360,452.40 | .7117 | 2,766,148.60 | .6355 | 41,483.40-<br>108,129.90 |
| TOTAL CASE BEER COST | 632,054.71 | 1.5548 | 5,227,870.89 | 1.2572 | 764,574.09 | 1.5096 | 5,613,495.81 | 1.2897 | 132,519.38-<br>385,624.92- |

Data Documents, Inc. 02

| | OCTOBER 75 | YTD 75 | OCTOBER 74 | YTD 74 | VARIANCE |
|---|---|---|---|---|---|
| WAGES AND SALARIES | AMOUNT | AMOUNT | AMOUNT | AMOUNT | |
| | 13,796.51 | | 13,332.24 | | 464.27 |
| ENGINEERS | | 83,748.59 | | 79,082.07 | 4,666.52 |
| | 16,298.36 | | 16,545.29 | | 246.93- |
| FIREMEN & OILERS | | 96,510.87 | | 97,718.94 | 1,208.07- |
| | 2,160.00 | | 2,160.00 | | .00 |
| VACATION | | 20,880.00 | | 20,880.00 | .00 |
| | 780.00 | | 780.00 | | .00 |
| HOLIDAY | | 7,540.00 | | 7,540.00 | .00 |
| | 1,073.00 | | 901.00 | | 172.00 |
| PENSION | | 6,735.75 | | 5,843.25 | 892.50 |
| | 34,107.87 | | 33,718.53 | | 389.34 |
| TOTAL WAGES | | 215,415.21 | | 211,064.26 | 4,350.95 |
| MATERIALS AND SUPPLIES | | | | | |
| | 18,487.20 | | 20,126.13 | | 1,638.93- |
| FUEL | | 138,800.11 | | 121,035.50 | 17,764.61 |
| | 2,680.00 | | 1,563.91 | | 1,116.09 |
| AMMONIA & WATER | | 15,317.97 | | 12,065.99 | 3,251.98 |
| | 62.18 | | 305.00 | | 242.82- |
| OIL, GREASE ETC. | | 617.88 | | 695.20 | 77.32- |
| | 327.82 | | 8.95 | | 318.87 |
| UNCLASSIFIED | | 374.32 | | 125.56 | 248.76 |
| | 21,557.20 | | 22,003.99 | | 446.79- |
| TOTAL MATERIALS | | 155,110.28 | | 133,922.25 | 21,188.03 |
| MAINTENANCE | | | | | |
| | 458.43 | | 2.65 | | 455.78 |
| MACHINERY MATL. | | 4,525.14 | | 1,752.09 | 2,773.05 |
| | 480.30 | | 67.90 | | 412.40 |
| ICE MACHINE MATL. | | 994.80 | | 2,173.98 | 1,179.18- |
| | .00 | | .00 | | .00 |
| WELLS MATL. | | 2,865.74 | | 1,088.75 | 1,776.99 |

Data Documents, Inc. 02

| | OCTOBER 75 | YTD 75 | OCTOBER 74 | YTD 74 | VARIANCE |
|---|---|---|---|---|---|
| CONTRACTORS | 490.23 | 5,732.04 | 273.51 | 8,417.48 | 216.72<br>2,685.44- |
| TOTAL MAINTENANCE | 1,428.96 | 14,117.72 | 344.06 | 13,432.30 | 1,084.90<br>685.42 |
| GENERAL | | | | | |
| UTILITIES DIRECT CHGE. | 6,008.84 | 42,069.41 | 5,394.22 | 37,531.88 | 614.62<br>4,537.53 |
| SEWAGE | 8,000.00 | 61,000.00 | 12,000.00 | 77,500.00 | 4,000.00-<br>16,500.00- |
| UNCLASSIFIED | 107.50 | 377.18 | 40.00 | 800.20 | 67.50<br>423.02- |
| TOTAL GENERAL | 14,116.34 | 103,446.59 | 17,434.22 | 115,832.08 | 3,317.88-<br>12,385.49- |
| FIXED | | | | | |
| TAXES & LICENSES | 200.00 | 1,130.00 | 240.00 | 2,350.00 | 40.00-<br>1,220.00- |
| TAXES PAYROLL | 1,050.00 | 11,280.00 | 1,350.00 | 11,880.00 | 300.00-<br>600.00- |
| INSURANCE GENERAL | 904.25 | 5,495.19 | 880.75 | 5,504.34 | 23.50<br>9.15- |
| INSURANCE EMPLOYEES | 2,650.00 | 15,450.00 | 2,595.00 | 13,220.00 | 55.00<br>2,230.00 |
| RETIREES PENSION | 30.00 | 180.00 | 30.00 | 180.00 | .00<br>.00 |
| DEPRECIATION BUILDING | 41.67 | 249.98 | 349.59 | 3,379.40 | 307.92-<br>3,129.42- |
| DEPRECIATION MACHINERY | 170.31 | 1,021.89 | 1,338.82 | 12,975.36 | 1,168.51-<br>11,953.47- |
| DEPRECIATION ICE MACH. | 62.50 | 375.00 | 886.02 | 8,564.86 | 823.52-<br>8,189.86- |
| DEPRECIATION WELLS | 77.08 | 462.52 | 1,123.16 | 10,857.22 | 1,046.08-<br>10,394.70- |
| TOTAL FIXED | 5,185.81 | 35,644.58 | 8,793.34 | 68,911.18 | 3,607.53-<br>33,266.60- |

Data Documents, Inc. 02

| | OCTOBER 75 | YTD 75 | OCTOBER 74 | YTD 74 | VARIANCE |
|---|---|---|---|---|---|
| POWER PLANT | | | | | |
| ALLOCATED TO BREWING | 76,396.18 | 523,734.38 | 82,294.14 | 543,162.07 | 5,897.96-<br>19,427.69- |
| RACKING AND BOTTLING | | | | | |

Data Documents, Inc. 02

| | OCTOBER 75 | YTD 75 | OCTOBER 74 | YTD 74 | VARIANCE |
|---|---|---|---|---|---|
| WAGES AND SALARIES | AMOUNT | AMOUNT | AMOUNT | AMOUNT | |
| | 5,790.44 | | 6,117.35 | | 326.91- |
| CARPENTERS | | 35,792.44 | | 42,190.46 | 6,398.02- |
| | 15,820.83 | | 20,196.13 | | 4,375.30- |
| MACHINISTS | | 105,434.68 | | 120,166.76 | 14,732.08- |
| | 9,073.57 | | 8,237.05 | | 836.52 |
| PLUMBERS | | 59,835.73 | | 60,061.60 | 225.87- |
| | 1,690.92 | | 1,514.95 | | 175.97 |
| ELECTRICIANS | | 10,452.93 | | 10,351.42 | 101.51 |
| | 4,827.80 | | 4,867.97 | | 40.17- |
| JANITORS & WATCHMEN | | 27,091.28 | | 26,606.42 | 484.86 |
| | 1,192.38 | | 1,325.40 | | 133.02- |
| LABORERS | | 8,273.73 | | 8,513.85 | 240.12- |
| | 2,962.30 | | 2,468.26 | | 494.04 |
| PAYROLL & CLERICAL | | 16,057.93 | | 14,083.32 | 1,974.61 |
| | 2,700.00 | | 2,566.66 | | 133.34 |
| FOREMEN | | 13,745.44 | | 14,949.96 | 1,204.52- |
| | 2,460.00 | | 2,280.00 | | 180.00 |
| VACATION | | 23,780.00 | | 22,040.00 | 1,740.00 |
| | 990.00 | | 990.00 | | .00 |
| HOLIDAY | | 9,570.00 | | 9,570.00 | .00 |
| | 2,115.31 | | 1,766.36 | | 348.95 |
| PENSION | | 12,688.55 | | 12,502.69 | 185.86 |
| | 3,084.46 | | 4,095.51 | | 1,011.05- |
| UNCLASSIFIED | | 16,869.43 | | 17,331.05 | 461.62- |
| | 1,835.62- | | 1,906.37- | | 70.75 |
| WAGES CAPITALIZED, ETC | | 9,193.91- | | 18,533.28- | 9,339.37 |
| | 50,872.39 | | 54,519.27 | | 3,646.88- |
| TOTAL WAGES | | 330,398.23 | | 339,834.25 | 9,436.02- |
| MATERIALS AND SUPPLIES | | | | | |
| | 570.37 | | 2,498.84 | | 1,928.47- |
| CARPENTRY | | 7,863.75 | | 10,923.61 | 3,059.86- |

| | OCTOBER 75 | YTD 75 | OCTOBER 74 | YTD 74 | VARIANCE |
|---|---|---|---|---|---|
| AUTOMOTIVE | 79.14 | 587.95 | 90.96 | 556.15 | 11.82-<br>31.80 |
| MACHINAL | 2,143.87 | 9,204.47 | 1,646.41 | 8,170.29 | 497.46<br>1,034.18 |
| PLUMBING | 1,828.28 | 14,974.91 | 3,294.60 | 19,351.97 | 1,466.32-<br>4,377.06- |
| ELECTRICAL | 1,881.58 | 10,763.46 | 1,386.95 | 12,274.72 | 494.63<br>1,511.26- |
| UNCLASSIFIED | 401.48 | 3,363.88 | 710.22 | 2,912.09 | 308.74-<br>451.79 |
| TOTAL MATERIALS | 6,904.72 | 46,758.42 | 9,627.98 | 54,188.83 | 2,723.26-<br>7,430.41- |
| MAINTENANCE | | | | | |
| BUILDING MATL. | .00 | 12.75 | .00 | .00 | .00<br>12.75 |
| MACHINERY | 6.95 | 113.67 | .00 | 350.83 | 6.95<br>237.16- |
| AUTOMOTIVE | 1.55 | 772.47 | 371.62 | 1,054.36 | 370.07-<br>281.89- |
| CONTRACTORS | 2,658.11 | 11,524.28 | 1,320.25 | 11,011.54 | 1,337.86<br>512.74 |
| TOTAL MAINTENANCE | 2,666.61 | 12,423.17 | 1,691.87 | 12,416.73 | 974.74<br>6.44 |
| GENERAL | | | | | |
| BEER CONSUMED | 150.00 | 706.80 | 112.00 | 716.00 | 38.00<br>9.20- |
| A.D.T. SERVICE | 519.50 | 1,039.00 | 379.00 | 758.00 | 140.50<br>281.00 |
| GUARD SERVICE | 1,755.75 | 10,519.32 | 2,855.75 | 15,999.35 | 1,100.00-<br>5,480.03- |
| LAWN SERVICE | .00 | 4,655.04 | 367.25 | 3,837.16 | 367.25-<br>817.88 |
| UNCLASSIFIED | 361.34 | 3,284.38 | 25.85- | 2,544.05 | 387.19<br>740.33 |

Data Documents, Inc. 02

| | OCTOBER 75 | YTD 75 | OCTOBER 74 | YTD 74 | VARIANCE |
|---|---|---|---|---|---|
| TOTAL GENERAL | 2,786.59 | 20,204.54 | 3,688.15 | 23,854.56 | 901.56-<br>3,650.02- |
| FIXED | | | | | |
| TAXES & LICENSES | 300.00 | 2,403.75 | 840.00 | 8,120.00 | 540.00-<br>5,716.25- |
| TAXES PAYROLL | 2,650.00 | 29,500.00 | 2,850.00 | 28,500.00 | 200.00-<br>1,000.00 |
| INSURANCE GENERAL | 1,060.36 | 6,584.24 | 1,019.77 | 6,101.91 | 40.59<br>482.33 |
| INSURANCE EMPLOYEES | 6,039.85 | 35,767.95 | 5,448.87 | 33,497.38 | 590.98<br>2,269.97 |
| PENSION TRUST | 560.00 | 3,360.00 | 330.00 | 1,980.00 | 230.00<br>1,380.00 |
| RETIREES PENSION | 1,310.38 | 7,862.28 | 1,310.38 | 7,889.78 | .00<br>27.50- |
| DEPRECIATION BUILDINGS | 64.17 | 384.98 | 336.73 | 3,254.98 | 272.56-<br>2,870.00- |
| DEPRECIATION MACHINERY | 75.00 | 450.00 | 444.13 | 4,369.41 | 369.13-<br>3,919.41- |
| DEPR. YARD IMPROVMENTS | .00 | .00 | 205.58 | 1,987.28 | 205.58-<br>1,987.28- |
| DEPR. AUTOMOTIVE | .00 | .00 | 219.39 | 2,120.73 | 219.39-<br>2,120.73- |
| TOTAL FIXED | 12,059.76 | 86,313.20 | 13,004.85 | 97,822.07 | 945.09-<br>11,508.87- |
| GENERAL PLANT | | | | | |
| ALLOCATED TO BREWING, RACKING AND BOTTLING | 75,290.07 | 496,097.56 | 82,532.12 | 528,116.44 | 7,242.05-<br>32,018.88- |

| | OCTOBER 75 | YTD 75 | | OCTOBER 74 | YTD 74 | | VARIANCE | CURRENT |
|---|---|---|---|---|---|---|---|---|
| BARRELS SOLD | 43,612 | 389,830 | | 56,299 | 420,922 | | 12,687-<br>31,092- | YEAR BUDGET |
| MEDIA | AMOUNT | AMOUNT | PER BBL | AMOUNT | AMOUNT | PER BBL | | |
| POSTERS | .00 | 40,000.00 | .1026 | 12,808.00 | 76,848.00 | .1826 | 12,808.00-<br>36,848.00- | 40,000 |
| PAINTED BULLETINS | 83,903.63 | 139,863.43 | .3589 | 18,990.66 | 109,668.83 | .2605 | 64,912.97<br>30,194.60 | 200,000 |
| TELEVISION | 21,608.00 | 266,902.75 | .6847 | 72,112.00 | 249,995.00 | .5939 | 50,504.00-<br>16,907.75 | 320,000 |
| RADIO | 17,122.71 | 143,909.28 | .3692 | 8,574.68 | 149,955.28 | .3563 | 8,548.03<br>6,046.00- | 190,000 |
| COLLEGE & NEWSPAPER | 13.87 | 10,545.72 | .0271 | 261.69 | 37,819.16 | .0898 | 247.82-<br>27,273.44- | 30,000 |
| MISC PUBLICATIONS | 4,239.00 | 18,055.42 | .0463 | 724.60 | 10,232.53 | .0243 | 3,514.40<br>7,822.89 | 20,000 |
| TOTAL MEDIA | 126,887.21 | 619,276.60 | 1.5886 | 113,471.63 | 634,518.80 | 1.5074 | 13,415.58<br>15,242.20- | 800,000 |
| PRODUCTION | | | | | | | | |
| POSTERS | .00 | 2,385.59 | .0061 | 5,307.38 | 34,650.84 | .0823 | 5,307.38-<br>32,265.25- | 2,000 |
| PAINTED BULLETINS | 8,500.90 | 11,036.75 | .0283 | 1,607.56 | 2,935.65 | .0070 | 6,893.34<br>8,101.10 | 10,000 |
| TELEVISION | 42,401.51 | 125,422.15 | .3217 | 2,227.26 | 32,657.15 | .0776 | 40,174.25<br>92,765.00 | 150,000 |
| RADIO | 2,209.65 | 30,286.18 | .0777 | 87.90 | 4,264.97 | .0101 | 2,121.75<br>26,021.21 | 30,000 |
| MISCELLANEOUS | 113.13 | 18,572.41 | .0476 | 2,926.50 | 7,809.13 | .0186 | 2,813.37-<br>10,763.28 | 18,000 |
| TOTAL PRODUCTION | 53,225.19 | 187,703.08 | .4815 | 12,156.60 | 82,317.74 | .1956 | 41,068.59<br>105,385.34 | 210,000 |
| SALES PROMOTION | | | | | | | | |
| PERMANENT P O P | 1,012.70 | 51,233.40 | .1314 | 6,436.63 | 53,904.42 | .1281 | 5,423.93-<br>2,671.02- | 70,000 |

Data Documents, Inc. 02

| | OCTOBER 75 | YTD 75 | | OCTOBER 74 | YTD 74 | | VARIANCE | CURRENT |
|---|---|---|---|---|---|---|---|---|
| MERCHANDISING P O P | 6,613.78 | 16,934.86 | .0434 | 2,784.99 | 2,964.45 | .0070 | 3,828.79<br>13,970.41 | 25,000 |
| SALES PROMOTION ITEMS | 643.41 | 2,982.74 | .0077 | 7,365.47 | 32,124.55 | .0763 | 6,722.06-<br>29,141.81- | 10,000 |
| PRICE CARDS ETC. | 2,275.52 | 3,579.68 | .0092 | 1,695.20 | 3,648.32 | .0087 | 580.32<br>68.64- | 10,000 |
| MISC. PRINTED MATERIAL | 327.60 | 8,411.48 | .0216 | .00 | 24,834.02 | .0590 | 327.60<br>16,422.54- | 15,000 |
| DIAMOND PUBLICATION | 915.00 | 1,800.15 | .0046 | .00 | 832.70 | .0020 | 915.00<br>967.45 | 3,000 |
| FILMS | .00 | 286.00 | .0007 | 28.00 | 293.21 | .0007 | 28.00-<br>7.21- | 0 |
| TRUCK PAINTING | 1,297.50 | 2,697.60 | .0069 | 360.00 | 4,470.52 | .0106 | 937.50<br>1,772.92- | 5,000 |
| UNIFORMS DISTRIBUTORS | 315.04 | 2,529.60 | .0065 | 133.26 | 2,489.29 | .0059 | 181.78<br>40.31 | 5,000 |
| WALL SIGNS | 892.00 | 6,375.60 | .0164 | 6,531.82 | 11,439.82 | .0272 | 5,639.82-<br>5,064.22- | 6,000 |
| SPORT & FLOAT FEES | 207.60 | 9,000.40 | .0231 | 1,000.00 | 11,031.90 | .0262 | 792.40-<br>2,031.50- | 11,000 |
| FREIGHT ON SHIPMENTS | 61.10 | 257.18 | .0007 | 7.05 | 139.79 | .0003 | 54.05<br>117.39 | 0 |
| MISCELLANEOUS | 600.75 | 10,347.30 | .0265 | 5,022.50 | 12,262.96 | .0291 | 4,421.75-<br>1,915.66- | 10,000 |
| TOTAL SALES PROMOTION | 15,162.00 | 116,435.99 | .2987 | 31,364.92 | 160,435.95 | .3812 | 16,202.92-<br>43,999.96- | 170,000 |
| SIGN COST & MAINTENANCE | | | | | | | | |
| AMORT. OUTDOOR SIGNS | .00 | .00 | .0000 | 2,507.27 | 21,431.17 | .0509 | 2,507.27-<br>21,431.17- | 0 |
| AMORT. INDOOR SIGNS | .00 | .00 | .0000 | 1,678.16 | 14,144.51 | .0336 | 1,678.16-<br>14,144.51- | 0 |
| HANG SIGNS - KAUFMAN | 4,190.31 | 29,190.74 | .0749 | 3,821.91 | 29,159.00 | .0693 | 368.40<br>31.74 | 40,000 |
| SIGN MAINT - KAUFMAN | 4,177.09 | 32,189.61 | .0825 | 5,973.50 | 37,386.26 | .0888 | 1,796.41-<br>5,226.65- | 40,000 |

Data Documents, Inc. 02

| | OCTOBER 75 | YTD 75 | | OCTOBER 74 | YTD 74 | | VARIANCE | CURRENT |
|---|---|---|---|---|---|---|---|---|
| DISTR. SIGN REIMB. | 3,864.17 | 14,193.39 | .0364 | 1,317.96 | 11,775.89 | .0280 | 2,546.21<br>2,417.50 | 17,000 |
| TAXES & LICENSES | 468.51 | 2,327.80 | .0060 | 400.35 | 2,971.25 | .0071 | 68.16<br>643.45- | 3,000 |
| TOTAL SIGN COST | 12,700.08 | 77,871.54 | .1998 | 15,699.15 | 116,868.08 | .2776 | 2,999.07-<br>38,996.54- | 100,000 |
| PERSONNEL | | | | | | | | |
| AD MANAGERS | 1,458.34 | 8,750.04 | .0224 | 1,458.34 | 8,250.00 | .0196 | .00<br>500.04 | 14,000 |
| STOREROOM AND CLERICAL | 2,109.21 | 14,256.82 | .0366 | 2,060.31 | 11,908.14 | .0283 | 48.90<br>2,348.68 | 20,000 |
| TRAVEL & ENTERTAINMENT | 981.14 | 4,620.26 | .0119 | 509.54 | 2,478.06 | .0059 | 471.60<br>2,142.20 | 5,000 |
| PAYROLL TAXES | 190.00 | 1,140.00 | .0029 | 190.00 | 1,140.00 | .0027 | .00<br>.00 | 1,000 |
| EMPLOYEE INSURANCE | 326.23 | 1,778.79 | .0046 | 339.44 | 2,036.64 | .0048 | 13.21-<br>257.85- | 2,000 |
| GENERAL INSURANCE | 16.00 | 144.00 | .0004 | 30.00 | 196.12 | .0005 | 14.00-<br>52.12- | 0 |
| PENSION TRUST | 215.00 | 1,290.00 | .0033 | 225.00 | 1,350.00 | .0032 | 10.00-<br>60.00- | 3,000 |
| TOTAL PERSONNEL | 5,295.92 | 31,979.91 | .0820 | 4,812.63 | 27,358.96 | .0650 | 483.29<br>4,620.95 | 45,000 |
| ADVERTISING EXPENSE | | | | | | | | |
| TOTAL ADVERTISING | 213,270.40 | 1,033,267.12 | 2.6506 | 177,504.93 | 1,021,499.53 | 2.4268 | 35,765.47<br>11,767.59 | 1,325,000 |
| TOTAL PREPAID | 86,073.94- | 27,494.50 | .0705 | 50,000.00- | 12,000.00 | .0285 | 36,073.94-<br>15,494.50 | 0 |
| TOTAL INCOME STATEMENT | 127,196.46 | 1,060,761.62 | 2.7211 | 127,504.93 | 1,033,499.53 | 2.4553 | 308.47-<br>27,262.09 | 1,325,000 |

11-19-75
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| | OCTOBER 75 | YTD 75 | | OCTOBER 74 | YTD 74 | | VARIANCE | CURRENT |
|---|---|---|---|---|---|---|---|---|
| DISTR. SIGN REIMB. | 3,864.17 | 14,193.39 | .0364 | 1,317.96 | 11,775.89 | .0280 | 2,546.21<br>2,417.50 | 17,000 |
| TAXES & LICENSES | 468.51 | 2,327.80 | .0060 | 400.35 | 2,971.25 | .0071 | 68.16<br>643.45- | 3,000 |
| TOTAL SIGN COST | 12,700.08 | 77,871.54 | .1998 | 15,699.15 | 116,868.08 | .2776 | 2,999.07-<br>38,996.54- | 100,000 |
| PERSONNEL | | | | | | | | |
| AD MANAGERS | 1,458.34 | 8,750.04 | .0224 | 1,458.34 | 8,250.00 | .0196 | .00<br>500.04 | 14,000 |
| STOREROOM AND CLERICAL | 2,109.21 | 14,256.82 | .0366 | 2,060.31 | 11,908.14 | .0283 | 48.90<br>2,348.68 | 20,000 |
| TRAVEL & ENTERTAINMENT | 981.14 | 4,620.26 | .0119 | 509.54 | 2,478.06 | .0059 | 471.60<br>2,142.20 | 5,000 |
| PAYROLL TAXES | 190.00 | 1,140.00 | .0029 | 190.00 | 1,140.00 | .0027 | .00<br>.00 | 1,000 |
| EMPLOYEE INSURANCE | 326.23 | 1,778.79 | .0046 | 339.44 | 2,036.64 | .0048 | 13.21-<br>257.85- | 2,000 |
| GENERAL INSURANCE | 16.00 | 144.00 | .0004 | 30.00 | 196.12 | .0005 | 14.00-<br>52.12- | 0 |
| PENSION TRUST | 215.00 | 1,290.00 | .0033 | 225.00 | 1,350.00 | .0032 | 10.00-<br>60.00- | 3,000 |
| TOTAL PERSONNEL | 5,295.92 | 31,979.91 | .0820 | 4,812.63 | 27,358.96 | .0650 | 483.29<br>4,620.95 | 45,000 |
| ADVERTISING EXPENSE | | | | | | | | |
| TOTAL ADVERTISING | 213,270.40 | 1,033,267.12 | 2.6506 | 177,504.93 | 1,021,499.53 | 2.4268 | 35,765.47<br>11,767.59 | 1,325,000 |
| TOTAL PREPAID | 86,073.94-<br>113,568.44-<br>127,196.46 | 27,494.50<br>.00 | .0705<br>.0000 | 50,000.00- | 12,000.00 | .0285 | 36,073.94-<br>~~63,568.44-~~<br>~~12,000.00-~~<br>15,494.50 | 0 |
| TOTAL INCOME STATEMENT | 99,701.96 | 1060,761.62<br>1,033,267.12<br>27 | 2.7211<br>2.6506 | 127,504.93 | 1,033,499.53 | 2.4553 | 27,80~~X~~.97- 308.47-<br>~~232.41-~~<br>27,262.09 | 1,325,000 |

| | OCTOBER 75 | | YTD 75 | | OCTOBER 74 | | YTD 74 | | VARIANCE |
|---|---|---|---|---|---|---|---|---|---|
| MAINTENANCE | | | | | | | | | |
| CUSTOMERS EQUIP. LABOR | 1,384.08 | .0317 | 6,427.20 | .0165 | 584.34 | .0104 | 5,443.83 | .0129 | 799.74<br>983.37 |
| AUTOMOTIVE | 1.00 | .0000 | 1,725.51 | .0044 | .00 | .0000 | 105.40 | .0003 | 1.00<br>1,620.11 |
| TOTAL MAINTENANCE | 1,385.08 | .0318 | 8,152.71 | .0209 | 584.34 | .0104 | 5,549.23 | .0132 | 800.74<br>2,603.48 |
| GENERAL | | | | | | | | | |
| EXECUTIVE EXPENSES | 542.78 | .0124 | 3,712.63 | .0095 | 972.75 | .0173 | 5,064.53 | .0120 | 429.97-<br>1,351.90- |
| SALES MANAGERS EXP. | 4,119.84 | .0945 | 23,939.77 | .0614 | 4,071.41 | .0723 | 19,785.92 | .0470 | 48.43<br>4,153.85 |
| SALESMENS EXP. CITY | 559.60 | .0128 | 4,089.87 | .0105 | 502.62 | .0089 | 2,819.93 | .0067 | 56.98<br>1,269.94 |
| SALESMENS EXP. COUNTRY | 7,478.61 | .1715 | 52,767.35 | .1354 | 10,469.13 | .1860 | 51,186.73 | .1216 | 2,990.52-<br>1,580.62 |
| TELEPHONE | 1,274.25 | .0292 | 7,317.67 | .0188 | 755.87 | .0134 | 4,927.04 | .0117 | 518.38<br>2,390.63 |
| CONVENTIONS, ETC. | 13,124.09 | .3009 | 34,094.12 | .0875 | 58.58 | .0010 | 12,087.59 | .0287 | 13,065.51<br>22,006.53 |
| UNCLASSIFIED | 3,355.96 | .0770 | 28,069.09 | .0720 | 5,067.95 | .0900 | 23,843.47 | .0566 | 1,711.99-<br>4,225.62 |
| TOTAL GENERAL | 30,455.13 | .6983 | 153,990.40 | .3950 | 21,898.31 | .3890 | 119,715.21 | .2844 | 8,556.82<br>34,275.19 |
| FIXED | | | | | | | | | |
| TAXES PROPERTY | 47.00 | .0011 | 1,388.00 | .0036 | .00 | .0000 | 998.00 | .0024 | 47.00<br>390.00 |
| TAXES PAYROLL | 1,750.00 | .0401 | 13,720.00 | .0352 | 1,770.00 | .0314 | 13,650.00 | .0324 | 20.00-<br>70.00 |
| INSURANCE EMPLOYEES | 2,671.66 | .0613 | 16,180.93 | .0415 | 2,444.61 | .0434 | 14,359.87 | .0341 | 227.05<br>1,821.06 |
| PENSION TRUST | 2,295.00 | .0526 | 13,770.00 | .0353 | 1,960.00 | .0348 | 11,760.00 | .0279 | 335.00<br>2,010.00 |

Data Documents, Inc. 02

| | OCTOBER 75 | | YTD 75 | | OCTOBER 74 | | YTD 74 | | VARIANCE |
|---|---|---|---|---|---|---|---|---|---|
| DEPR'N AUTOMOTIVE | 145.30 | .0033 | 290.66 | .0007 | 193.15 | .0034 | 1,628.01 | .0039 | 47.85-<br>1,337.35- |
| DEPR'N CUST. EQUIPMENT | 75.83 | .0017 | 551.23 | .0014 | 809.17 | .0144 | 4,779.20 | .0114 | 733.34-<br>4,227.97- |
| TOTAL FIXED | 6,984.79 | .1602 | 45,900.82 | .1177 | 7,176.93 | .1275 | 47,175.08 | .1121 | 192.14-<br>1,274.26- |
| SELLING EXPENSE | | | | | | | | | |
| TOTAL EXPENSE | 73,796.78 | 1.6921 | 428,767.30 | 1.0999 | 57,752.60 | 1.0258 | 334,748.12 | .7953 | 16,044.18<br>94,019.18 |

Data Documents, Inc. 02

| | OCTOBER 75 | | YTD 75 | | OCTOBER 74 | | YTD 74 | | VARIANCE |
|---|---|---|---|---|---|---|---|---|---|
| BARRELS SOLD | 43,612 | | 389,830 | | 56,299 | | 420,922 | | 12,687-<br>31,092- |
| WAGES AND SALARIES | AMOUNT | PER BBL | AMOUNT | PER BBL | AMOUNT | PER BBL | AMOUNT | PER BBL | |
| EXECUTIVES | 5,141.68 | .1179 | 42,812.93 | .1098 | 9,708.32 | .1724 | 56,916.72 | .1352 | 4,566.64-<br>14,103.89- |
| CREDIT | 1,625.00 | .0373 | 9,499.98 | .0244 | 1,541.66 | .0274 | 8,916.68 | .0212 | 83.34<br>583.30 |
| ACCOUNTING | 2,568.34 | .0589 | 14,851.68 | .0381 | 2,276.66 | .0404 | 13,185.00 | .0313 | 291.68<br>1,666.68 |
| STENOGRAPHERS | 2,021.00 | .0463 | 11,911.03 | .0306 | 1,603.50 | .0285 | 11,573.50 | .0275 | 417.50<br>337.53 |
| DATA PROCESSING | 1,719.34 | .0394 | 10,609.10 | .0272 | 1,867.72 | .0332 | 11,790.70 | .0280 | 148.38-<br>1,181.60- |
| CLERICAL | 2,806.20 | .0643 | 16,687.69 | .0428 | 2,620.61 | .0465 | 15,125.27 | .0359 | 185.59<br>1,562.42 |
| PURCHASING | 2,330.00 | .0534 | 13,553.63 | .0348 | 2,180.00 | .0387 | 12,720.00 | .0302 | 150.00<br>833.63 |
| BUFFET | 187.76 | .0043 | 1,699.59 | .0044 | 469.01 | .0083 | 2,419.60 | .0057 | 281.25-<br>720.01- |
| UNCLASSIFIED | 650.00 | .0149 | 3,780.00 | .0097 | 610.00 | .0108 | 3,632.25 | .0086 | 40.00<br>147.75 |
| TOTAL WAGES | 19,049.32 | .4368 | 125,405.53 | .3217 | 22,877.48 | .4064 | 136,279.72 | .3238 | 3,828.16-<br>10,874.19- |
| MATERIALS AND SUPPLIES | | | | | | | | | |
| POSTAGE | 1,059.93 | .0243 | 5,298.73 | .0136 | 581.49 | .0103 | 3,208.37 | .0076 | 478.44<br>2,090.36 |
| STATIONERY | 285.42 | .0065 | 6,799.47 | .0174 | 2,111.47 | .0375 | 8,019.25 | .0191 | 1,826.05-<br>1,219.78- |
| UNCALSSIFIED | 383.89 | .0088 | 1,930.40 | .0050 | 288.62 | .0051 | 2,832.79 | .0067 | 95.27<br>902.39- |
| TOTAL MATERIALS | 1,729.24 | .0397 | 14,028.60 | .0360 | 2,981.58 | .0530 | 14,060.41 | .0334 | 1,252.34-<br>31.81- |
| MAINTENANCE | | | | | | | | | |

Data Documents, Inc. 02

| | OCTOBER 75 | | YTD 75 | | OCTOBER 74 | | YTD 74 | | VARIANCE |
|---|---|---|---|---|---|---|---|---|---|
| OFFICE BUILDING | .00 | .0000 | 383.39 | .0010 | 149.99 | .0027 | 515.63 | .0012 | 149.99-<br>132.24- |
| OFFICE FURNITURE | .00 | .0000 | 45.26 | .0001 | .00 | .0000 | 17.50 | .0000 | .00<br>27.76 |
| OFFICE EQUIPMENT | 638.59 | .0146 | 1,485.90 | .0038 | 321.86 | .0057 | 1,328.77 | .0032 | 316.73<br>157.13 |
| TOTAL MAINTENANCE | 638.59 | .0146 | 1,914.55 | .0049 | 471.85 | .0084 | 1,861.90 | .0044 | 166.74<br>52.65 |
| GENERAL | | | | | | | | | |
| ENTERTAINMENT & BEER | 168.00 | .0039 | 1,931.50 | .0050 | 234.00 | .0042 | 1,713.48 | .0041 | 66.00-<br>218.02 |
| EXECUTIVE EXPENSES | 1,526.59 | .0350 | 9,079.58 | .0233 | .00 | .0000 | 450.86 | .0011 | 1,526.59<br>8,628.72 |
| WATER LIGHT & POWER | 659.04 | .0151 | 4,799.79 | .0123 | 607.54 | .0108 | 4,209.76 | .0100 | 51.50<br>590.03 |
| PROFESSIONAL SERVICE | 800.00 | .0183 | 3,323.82 | .0085 | 725.00 | .0129 | 7,042.95 | .0167 | 75.00<br>3,719.13- |
| DIRECTORS FEES | .00 | .0000 | .00 | .0000 | 800.00 | .0142 | 4,800.00 | .0114 | 800.00-<br>4,800.00- |
| STOCK TRANSFER FEES | .00 | .0000 | .00 | .0000 | .00 | .0000 | 3,208.38 | .0076 | .00<br>3,208.38- |
| TELEPHONE | 1,653.92 | .0379 | 10,394.42 | .0267 | 1,438.33 | .0255 | 8,435.80 | .0200 | 215.59<br>1,958.62 |
| DUES AND SUBSCRIPTIONS | 242.84- | .0056- | 7,889.22 | .0202 | 2,542.69 | .0452 | 20,850.36 | .0495 | 2,785.53-<br>12,961.14- |
| DONATIONS | 551.00 | .0126 | 4,103.25 | .0105 | 544.00 | .0097 | 4,148.00 | .0099 | 7.00<br>44.75- |
| SHORT AND OVER | .00 | .0000 | 96.41- | .0002- | .00 | .0000 | 100.07- | .0002- | .00<br>3.66 |
| UNCLASSIFIED | 1,356.55 | .0311 | 8,873.57 | .0228 | 1,412.36 | .0251 | 7,865.81 | .0187 | 55.81-<br>1,007.76 |
| TOTAL GENERAL | 6,472.26 | .1484 | 50,298.74 | .1290 | 8,303.92 | .1475 | 62,625.33 | .1488 | 1,831.66-<br>12,326.59- |
| FIXED | | | | | | | | | |

| | OCTOBER 75 | | YTD 75 | | OCTOBER 74 | | YTD 74 | | VARIANCE |
|---|---|---|---|---|---|---|---|---|---|
| TAXES & LICENSES | 262.00 | .0060 | 1,339.83 | .0034 | 360.00 | .0064 | 3,072.17 | .0073 | 98.00-<br>1,732.34- |
| TAXES PAYROLL | 1,050.00 | .0241 | 8,340.00 | .0214 | 1,160.00 | .0206 | 8,460.00 | .0201 | 110.00-<br>120.00- |
| INSURANCE GENERAL | 896.65 | .0206 | 4,165.27 | .0107 | 805.64 | .0143 | 4,989.29 | .0119 | 91.01<br>824.02- |
| INSURANCE EMPLOYEES | 2,265.20 | .0519 | 13,732.67 | .0352 | 2,233.79 | .0397 | 14,139.47 | .0336 | 31.41<br>406.80- |
| PENSION TRUST | 2,065.00 | .0473 | 12,390.00 | .0318 | 1,990.00 | .0353 | 11,940.00 | .0284 | 75.00<br>450.00 |
| RETIREES PENSION | 150.00 | .0034 | 900.00 | .0023 | 150.00 | .0027 | 900.00 | .0021 | .00<br>.00 |
| EQUIPMENT RENTAL | 535.14 | .0123 | 3,152.02 | .0081 | 630.09 | .0112 | 4,018.26 | .0095 | 94.95-<br>866.24- |
| DEPR. OFFICE BUILDING | 40.83 | .0009 | 245.02 | .0006 | 415.05 | .0074 | 3,498.26 | .0083 | 374.22-<br>3,253.24- |
| DEPR. FURNITURE & EQUP | 41.67 | .0010 | 285.80 | .0007 | 217.65 | .0039 | 1,914.14 | .0045 | 175.98-<br>1,628.34- |
| TOTAL FIXED | 7,306.49 | .1675 | 44,550.61 | .1143 | 7,962.22 | .1414 | 52,931.59 | .1258 | 655.73-<br>8,380.98- |
| ADMINSTRATIVE EXPENSE | | | | | | | | | |
| TOTAL EXPENSE | 35,195.90 | .8070 | 236,198.03 | .6059 | 42,597.05 | .7566 | 267,758.95 | .6361 | 7,401.15-<br>31,560.92- |

Data Documents, Inc. 02

## SUMMARY OF SALES BY STATES AND BRANDS

| | | | OCTOBER 75 | YTD 75 | OCTOBER 74 | YTD 74 | VARIANCE |
|---|---|---|---|---|---|---|---|
| ARIZONA | GRAIN BELT | | 00 | | 00 | | 00 |
| | | CASES | | 25,690 | | 00 | 25,690 |
| | | | 00 | | 00 | | 00 |
| | | BARRELAGE | | 1,865 | | 00 | 1,865 |
| | WHITE LABEL | | 00 | | 00 | | 00 |
| | | CASES | | 00 | | 15,246 | 15,246- |
| | | | 00 | | 00 | | 00 |
| | | BARRELAGE | | 00 | | 1,107 | 1,107- |
| | HAUENSTEIN | | 00 | | 3,696 | | 3,696- |
| | | CASES | | 11,242 | | 9,163 | 2,079 |
| | | | 00 | | 268 | | 268- |
| | | BARRELAGE | | 816 | | 665 | 151 |
| | STORZ | | 00 | | 00 | | 00 |
| | | CASES | | 24,948 | | 17,636 | 7,312 |
| | | | 00 | | 00 | | 00 |
| | | BARRELAGE | | 1,811 | | 1,280 | 531 |
| | TOTAL | | 00 | | 3,696 | | 3,696- |
| | | CASES | | 61,880 | | 42,045 | 19,835 |
| | | | 00 | | 268 | | 268- |
| | | BARRELAGE | | 4,491 | | 3,052 | 1,439 |
| CALIFORNIA | GRAIN BELT | | 00 | | 00 | | 00 |
| | | CASES | | 14,168 | | 00 | 14,168 |
| | | | 00 | | 00 | | 00 |
| | | BARRELAGE | | 1,028 | | 00 | 1,028 |
| | TOTAL | | 00 | | 00 | | 00 |
| | | CASES | | 14,168 | | 00 | 14,168 |
| | | | 00 | | 00 | | 00 |
| | | BARRELAGE | | 1,028 | | 00 | 1,028 |
| COLORADO | GRAIN BELT | | 00 | | 3,199 | | 3,199- |
| | | CASES | | 13,545 | | 17,199 | 3,654- |
| | | | 00 | | 232 | | 232- |
| | | BARRELAGE | | 983 | | 1,248 | 265- |
| | STORZ | | 00 | | 1,064 | | 1,064- |
| | | CASES | | 4,480 | | 10,528 | 6,048- |
| | | | 00 | | 77 | | 77- |
| | | BARRELAGE | | 325 | | 764 | 439- |
| | TOTAL | | 00 | | 4,263 | | 4,263- |
| | | CASES | | 18,025 | | 27,727 | 9,702- |
| | | | 00 | | 309 | | 309- |
| | | BARRELAGE | | 1,308 | | 2,012 | 704- |
| CANADA | GRAIN BELT | | 616 | | 00 | | 616 |

## SUMMARY OF SALES BY STATES AND BRANDS

| | | | OCTOBER 75 | YTD 75 | OCTOBER 74 | YTD 74 | VARIANCE |
|---|---|---|---|---|---|---|---|
| | | CASES | 45 | 1,694 | 00 | 924 | 770 |
| | | BARRELAGE | | 123 | | 67 | 56 |
| | TOTAL | | 616 | | 00 | | 616 |
| | | CASES | | 1,694 | | 924 | 770 |
| | | | 45 | | 00 | | 45 |
| | | BARRELAGE | | 123 | | 67 | 56 |
| ILLINOIS | GRAIN BELT | | 34 | | 00 | | 34 |
| | | KEGS | | 1,107 | | 595 | 512 |
| | | | 1,052 | | 2,282 | | 1,230- |
| | | CASES | | 26,988 | | 66,250 | 39,262- |
| | | | 110 | | 166 | | 56- |
| | | BARRELAGE | | 3,066 | | 5,403 | 2,337- |
| | WHITE LABEL | | 00 | | 00 | | 00 |
| | | CASES | | 140 | | 77 | 63 |
| | | | 00 | | 00 | | 00 |
| | | BARRELAGE | | 10 | | 06 | 04 |
| | HAUENSTEIN | | 77 | | 00 | | 77 |
| | | CASES | | 329 | | 00 | 329 |
| | | | 06 | | 00 | | 06 |
| | | BARRELAGE | | 24 | | 00 | 24 |
| | STORZ | | 1,729 | | 1,540 | | 189 |
| | | CASES | | 18,452 | | 7,042 | 11,410 |
| | | | 125 | | 112 | | 13 |
| | | BARRELAGE | | 1,339 | | 511 | 828 |
| | TOTAL | | 34 | | 00 | | 34 |
| | | KEGS | | 1,107 | | 595 | 512 |
| | | | 2,858 | | 3,822 | | 964- |
| | | CASES | | 45,909 | | 73,369 | 27,460- |
| | | | 241 | | 277 | | 36- |
| | | BARRELAGE | | 4,439 | | 5,920 | 1,481- |
| IOWA | GRAIN BELT | | 98 | | 202 | | 104- |
| | | KEGS | | 2,033 | | 3,241 | 1,208- |
| | | | 25,695 | | 50,442 | | 24,747- |
| | | CASES | | 434,834 | | 600,632 | 165,798- |
| | | | 1,963 | | 3,863 | | 1,900- |
| | | BARRELAGE | | 33,593 | | 46,835 | 13,242- |
| | WHITE LABEL | | 00 | | 1,540 | | 1,540- |
| | | CASES | | 1,272 | | 6,776 | 5,504- |
| | | | 00 | | 112 | | 112- |
| | | BARRELAGE | | 92 | | 492 | 400- |
| | HAUENSTEIN | | 00 | | 42 | | 42- |

## SUMMARY OF SALES BY STATES AND BRANDS

| | | | OCTOBER 75 | YTD 75 | OCTOBER 74 | YTD 74 | VARIANCE |
|---|---|---|---|---|---|---|---|
| | | CASES | | 1,807 | | 581 | 1,226 |
| | | | 00 | | 03 | | 03- |
| | | BARRELAGE | | 131 | | 42 | 89 |
| | CO CLB RINGNES | | 182 | | 91 | | 91 |
| | | CASES | | 1,106 | | 1,337 | 231- |
| | | | 13 | | 07 | | 06 |
| | | BARRELAGE | | 80 | | 97 | 17- |
| | STORZ | | 24 | | 52 | | 28- |
| | | KEGS | | 444 | | 815 | 371- |
| | | | 3,395 | | 8,379 | | 4,984- |
| | | CASES | | 58,717 | | 73,291 | 14,574- |
| | | | 270 | | 660 | | 390- |
| | | BARRELAGE | | 4,706 | | 6,134 | 1,428- |
| | TOTAL | | 122 | | 254 | | 132- |
| | | KEGS | | 2,477 | | 4,056 | 1,579- |
| | | | 29,272 | | 60,494 | | 31,222- |
| | | CASES | | 497,736 | | 682,617 | 184,881- |
| | | | 2,247 | | 4,645 | | 2,398- |
| | | BARRELAGE | | 38,603 | | 53,600 | 14,997- |
| KANSAS | GRAIN BELT | | 1,540 | | 00 | | 1,540 |
| | | CASES | | 5,888 | | 10,934 | 5,046- |
| | | | 112 | | 00 | | 112 |
| | | BARRELAGE | | 427 | | 794 | 367- |
| | STORZ | | 308 | | 00 | | 308 |
| | | CASES | | 3,396 | | 00 | 3,396 |
| | | | 22 | | 00 | | 22 |
| | | BARRELAGE | | 246 | | 00 | 246 |
| | TOTAL | | 1,848 | | 00 | | 1,848 |
| | | CASES | | 9,284 | | 10,934 | 1,650- |
| | | | 134 | | 00 | | 134 |
| | | BARRELAGE | | 674 | | 794 | 120- |
| MICHIGAN | GRAIN BELT | | 00 | | 364 | | 364- |
| | | CASES | | 580 | | 1,364 | 784- |
| | | | 00 | | 26 | | 26- |
| | | BARRELAGE | | 42 | | 99 | 57- |
| | TOTAL | | 00 | | 364 | | 364- |
| | | CASES | | 580 | | 1,364 | 784- |
| | | | 00 | | 26 | | 26- |
| | | BARRELAGE | | 42 | | 99 | 57- |
| MINNESOTA | GRAIN BELT | | 9,248 | | 11,616 | | 2,368- |
| | | KEGS | | 112,261 | | 130,690 | 18,429- |

## SUMMARY OF SALES BY STATES AND BRANDS

| | | | OCTOBER 75 | YTD 75 | OCTOBER 74 | YTD 74 | VARIANCE |
|---|---|---|---|---|---|---|---|
| | | | 246,076 | | 300,364 | | 54,288- |
| | | CASES | | 3,339,709 | | 3,807,727 | 468,018- |
| | | | 27,108 | | 33,416 | | 6,308- |
| | | BARRELAGE | | 354,657 | | 407,055 | 52,398- |
| | WHITE LABEL | | | | | | |
| | | | 13,334 | | 22,575 | | 9,241- |
| | | CASES | | 202,817 | | 293,687 | 90,870- |
| | | | 968 | | 1,638 | | 670- |
| | | BARRELAGE | | 14,720 | | 21,316 | 6,596- |
| | HAUENSTEIN | | | | | | |
| | | | 93,509 | | 100,858 | | 7,349- |
| | | CASES | | 1,211,374 | | 1,211,530 | 156- |
| | | | 6,787 | | 7,320 | | 533- |
| | | BARRELAGE | | 87,922 | | 87,933 | 11- |
| | CC CLB RINGNES | | | | | | |
| | | | 3,601 | | 4,446 | | 845- |
| | | CASES | | 40,374 | | 48,084 | 7,710- |
| | | | 261 | | 323 | | 62- |
| | | BARRELAGE | | 2,930 | | 3,490 | 560- |
| | STORZ | | | | | | |
| | | | 00 | | 00 | | 00 |
| | | CASES | | 05 | | 00 | 05 |
| | TOTAL | | | | | | |
| | | | 9,248 | | 11,616 | | 2,368- |
| | | KEGS | | 112,261 | | 130,690 | 18,429- |
| | | | 356,520 | | 428,243 | | 71,723- |
| | | CASES | | 4,794,279 | | 5,361,028 | 566,749- |
| | | | 35,124 | | 42,698 | | 7,574- |
| | | BARRELAGE | | 460,230 | | 519,793 | 59,563- |
| MISSOURI | GRAIN BELT | | | | | | |
| | | | 00 | | 3,773 | | 3,773- |
| | | CASES | | 00 | | 13,013 | 13,013- |
| | | | 00 | | 274 | | 274- |
| | | BARRELAGE | | 00 | | 944 | 944- |
| | STORZ | | | | | | |
| | | | 1,743 | | 00 | | 1,743 |
| | | CASES | | 9,513 | | 3,696 | 5,817 |
| | | | 127 | | 00 | | 127 |
| | | BARRELAGE | | 690 | | 268 | 422 |
| | TOTAL | | | | | | |
| | | | 1,743 | | 3,773 | | 2,030- |
| | | CASES | | 9,513 | | 16,709 | 7,196- |
| | | | 127 | | 274 | | 147- |
| | | BARRELAGE | | 690 | | 1,213 | 523- |
| MONTANA | GRAIN BELT | | | | | | |
| | | | 12 | | 00 | | 12 |
| | | KEGS | | 72 | | 00 | 72 |
| | | | 9,780 | | 868 | | 8,912 |
| | | CASES | | 25,495 | | 10,975 | 14,520 |
| | | | 722 | | 63 | | 659 |
| | | BARRELAGE | | 1,922 | | 797 | 1,125 |

## SUMMARY OF SALES BY STATES AND BRANDS

| | | | OCTOBER 75 | YTD 75 | OCTOBER 74 | YTD 74 | VARIANCE |
|---|---|---|---|---|---|---|---|
| | CO CLB RINGNES | | 1,958 | | 00 | | 1,958 |
| | | CASES | | 14,488 | | 00 | 14,488 |
| | | | 142 | | 00 | | 142 |
| | | BARRELAGE | | 1,052 | | 00 | 1,052 |
| | TOTAL | | 12 | | 00 | | 12 |
| | | KEGS | | 72 | | 00 | 72 |
| | | | 11,738 | | 868 | | 10,870 |
| | | CASES | | 39,983 | | 10,975 | 29,008 |
| | | | 864 | | 63 | | 801 |
| | | BARRELAGE | | 2,974 | | 797 | 2,177 |
| NEBRASKA | GRAIN BELT | | 24 | | 42 | | 18- |
| | | KEGS | | 307 | | 730 | 423- |
| | | | 1,199 | | 1,596 | | 397- |
| | | CASES | | 15,231 | | 20,064 | 4,833- |
| | | | 111 | | 158 | | 47- |
| | | BARRELAGE | | 1,412 | | 2,186 | 774- |
| | STORZ | | 43 | | 85 | | 42- |
| | | KEGS | | 441 | | 1,040 | 599- |
| | | | 10,206 | | 22,260 | | 12,054- |
| | | CASES | | 155,674 | | 219,754 | 64,080- |
| | | | 784 | | 1,701 | | 917- |
| | | BARRELAGE | | 11,740 | | 16,990 | 5,250- |
| | TOTAL | | 67 | | 127 | | 60- |
| | | KEGS | | 748 | | 1,770 | 1,022- |
| | | | 11,405 | | 23,856 | | 12,451- |
| | | CASES | | 170,905 | | 239,818 | 68,913- |
| | | | 895 | | 1,858 | | 963- |
| | | BARRELAGE | | 13,152 | | 19,176 | 6,024- |
| NORTH DAKOTA | GRAIN BELT | | 138 | | 264 | | 126- |
| | | KEGS | | 2,154 | | 3,363 | 1,209- |
| | | | 7,156 | | 12,564 | | 5,408- |
| | | CASES | | 128,597 | | 175,941 | 47,344- |
| | | | 657 | | 1,176 | | 519- |
| | | BARRELAGE | | 11,488 | | 16,133 | 4,645- |
| | WHITE LABEL | | 00 | | 00 | | 00 |
| | | CASES | | 1,190 | | 462 | 728 |
| | | | 00 | | 00 | | 00 |
| | | BARRELAGE | | 86 | | 34 | 52 |
| | HAUENSTEIN | | 196 | | 441 | | 245- |
| | | CASES | | 5,579 | | 14,283 | 8,704- |
| | | | 14 | | 32 | | 18- |
| | | BARRELAGE | | 405 | | 1,037 | 632- |
| | CO CLB RINGNES | | 263 | | 262 | | 01 |

## SUMMARY OF SALES BY STATES AND BRANDS

| | | | OCTOBER 75 | YTD 75 | OCTOBER 74 | YTD 74 | VARIANCE |
|---|---|---|---|---|---|---|---|
| | | CASES | | 3,853 | | 4,017 | 164- |
| | | | 19 | | 19 | | 00 |
| | | BARRELAGE | | 280 | | 292 | 12- |
| | TOTAL | | 138 | | 264 | | 126- |
| | | KEGS | | 2,154 | | 3,363 | 1,209- |
| | | | 7,615 | | 13,267 | | 5,652- |
| | | CASES | | 139,219 | | 194,703 | 55,484- |
| | | | 691 | | 1,227 | | 536- |
| | | BARRELAGE | | 12,259 | | 17,495 | 5,236- |
| SOUTH DAKOTA | GRAIN BELT | | 289 | | 509 | | 220- |
| | | KEGS | | 4,729 | | 6,790 | 2,061- |
| | | | 11,315 | | 14,694 | | 3,379- |
| | | CASES | | 172,487 | | 228,534 | 56,047- |
| | | | 1,110 | | 1,575 | | 465- |
| | | BARRELAGE | | 17,248 | | 23,377 | 6,129- |
| | WHITE LABEL | | 126 | | 476 | | 350- |
| | | CASES | | 2,715 | | 6,121 | 3,406- |
| | | | 09 | | 35 | | 26- |
| | | BARRELAGE | | 197 | | 444 | 247- |
| | HAUENSTEIN | | 357 | | 77 | | 280 |
| | | CASES | | 2,171 | | 2,052 | 119 |
| | | | 26 | | 06 | | 20 |
| | | BARRELAGE | | 158 | | 149 | 09 |
| | CO CLB RINGNES | | 435 | | 495 | | 60- |
| | | CASES | | 11,176 | | 9,951 | 1,225 |
| | | | 32 | | 36 | | 04- |
| | | BARRELAGE | | 811 | | 722 | 89 |
| | STORZ | | 00 | | 00 | | 00 |
| | | KEGS | | 00 | | 144 | 144- |
| | | | 3,323 | | 5,571 | | 2,248- |
| | | CASES | | 37,668 | | 59,116 | 21,448- |
| | | | 241 | | 404 | | 163- |
| | | BARRELAGE | | 2,734 | | 4,435 | 1,701- |
| | TOTAL | | 289 | | 509 | | 220- |
| | | KEGS | | 4,729 | | 6,934 | 2,205- |
| | | | 15,556 | | 21,313 | | 5,757- |
| | | CASES | | 226,217 | | 305,774 | 79,557- |
| | | | 1,418 | | 2,056 | | 638- |
| | | BARRELAGE | | 21,148 | | 29,127 | 7,979- |
| WASHINGTON | GRAIN BELT | | 00 | | 00 | | 00 |
| | | CASES | | 1,904 | | 8,132 | 6,228- |
| | | | 00 | | 00 | | 00 |

## SUMMARY OF SALES BY STATES AND BRANDS

| | | | OCTOBER 75 | YTD 75 | OCTOBER 74 | YTD 74 | VARIANCE |
|---|---|---|---|---|---|---|---|
| | | BARRELAGE | | 138 | | 590 | 452- |
| | TOTAL | | 00 | | 00 | | 00 |
| | | CASES | | 1,904 | | 8,132 | 6,228- |
| | | | 00 | | 00 | | 00 |
| | | BARRELAGE | | 138 | | 590 | 452- |
| WISCONSIN | GRAIN BELT | | 307 | | 424 | | 117- |
| | | KEGS | | 4,663 | | 5,183 | 520- |
| | | | 23,933 | | 28,724 | | 4,791- |
| | | CASES | | 294,954 | | 373,097 | 78,143- |
| | | | 2,044 | | 2,509 | | 465- |
| | | BARRELAGE | | 26,071 | | 32,262 | 6,191- |
| | WHITE LABEL | | 483 | | 552 | | 69- |
| | | CASES | | 5,336 | | 7,792 | 2,456- |
| | | | 35 | | 40 | | 05- |
| | | BARRELAGE | | 387 | | 566 | 179- |
| | HAUENSTEIN | | 2,982 | | 5,960 | | 2,978- |
| | | CASES | | 54,394 | | 60,005 | 5,611- |
| | | | 216 | | 433 | | 217- |
| | | BARRELAGE | | 3,948 | | 4,355 | 407- |
| | CO CLB RINGNES | | 138 | | 273 | | 135- |
| | | CASES | | 2,793 | | 1,251 | 1,542 |
| | | | 10 | | 20 | | 10- |
| | | BARRELAGE | | 203 | | 91 | 112 |
| | TOTAL | | 307 | | 424 | | 117- |
| | | KEGS | | 4,663 | | 5,183 | 520- |
| | | | 27,536 | | 35,509 | | 7,973- |
| | | CASES | | 357,477 | | 442,145 | 84,668- |
| | | | 2,306 | | 3,001 | | 695- |
| | | BARRELAGE | | 30,609 | | 37,274 | 6,665- |
| WYOMING | GRAIN BELT | | 00 | | 00 | | 00 |
| | | CASES | | 616 | | 2,828 | 2,212- |
| | | | 00 | | 00 | | 00 |
| | | BARRELAGE | | 45 | | 205 | 160- |
| | TOTAL | | 00 | | 00 | | 00 |
| | | CASES | | 616 | | 2,828 | 2,212- |
| | | | 00 | | 00 | | 00 |
| | | BARRELAGE | | 45 | | 205 | 160- |
| GRAND TOTAL | GRAIN BELT | | 10,150 | | 13,057 | | 2,907- |
| | | KEGS | | 127,326 | | 150,592 | 23,266- |
| | | | 328,362 | | 418,870 | | 90,508- |
| | | CASES | | 4,502,380 | | 5,337,614 | 835,234- |

## SUMMARY OF SALES BY STATES AND BRANDS

| | | OCTOBER 75 | YTD 75 | OCTOBER 74 | YTD 74 | VARIANCE |
|---|---|---|---|---|---|---|
| | BARRELAGE | 33,983 | 454,109 | 43,459 | 537,996 | 9,476-<br>83,887- |
| WHITE LABEL | | 13,943 | | 25,143 | | 11,200- |
| | CASES | | 213,470 | | 330,161 | 116,691- |
| | | 1,012 | | 1,825 | | 813- |
| | BARRELAGE | | 15,494 | | 23,963 | 8,469- |
| HAUENSTEIN | | 97,121 | | 111,074 | | 13,953- |
| | CASES | | 1,286,896 | | 1,297,614 | 10,718- |
| | | 7,049 | | 8,062 | | 1,013- |
| | BARRELAGE | | 93,403 | | 94,181 | 778- |
| CO CLB RINGNES | | 6,577 | | 5,567 | | 1,010 |
| | CASES | | 73,790 | | 64,640 | 9,150 |
| | | 477 | | 404 | | 73 |
| | BARRELAGE | | 5,356 | | 4,692 | 664 |
| STORZ | | 67 | | 137 | | 70- |
| | KEGS | | 885 | | 1,999 | 1,114- |
| | | 20,704 | | 38,814 | | 18,110- |
| | CASES | | 312,853 | | 391,063 | 78,210- |
| | | 1,570 | | 2,954 | | 1,384- |
| | BARRELAGE | | 23,592 | | 30,382 | 6,790- |
| TOTAL | | 10,217 | | 13,194 | | 2,977- |
| | KEGS | | 128,211 | | 152,591 | 24,380- |
| | | 466,707 | | 599,468 | | 132,761- |
| | CASES | | 6,389,389 | | 7,421,092 | 1,031,703- |
| | | 44,091 | | 56,703 | | 12,612- |
| | BARRELAGE | | 591,953 | | 691,214 | 99,261- |

REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 10/75

| AZ | | MONTHLY CURRENT | MONTHLY LAST YEAR | YEARLY CURRENT | YEARLY LAST YEAR | VARIANCE | % |
|---|---|---|---|---|---|---|---|
| 035 | 4-6 NR GB | 0 | 0 | 728 | 0 | 728 | 100.00 |
| 041 | 4-6 CAN GB | 0 | 0 | 13,643 | 0 | 13,643 | 100.00 |
| 042 | 12/12 CAN GB | 0 | 0 | 2,618 | 0 | 2,618 | 100.00 |
| 038 | 4-6 PREM CAN | 0 | 0 | 7,392 | 0 | 7,392 | 100.00 |
| 039 | 12/12 PREM CAN | 0 | 0 | 5,236 | 0 | 5,236 | 100.00 |
| 148 | 4-6 CAN WL | 0 | 0 | 0 | 15,246 | 15,246- | 100.00- |
| 169 | 4-6 CAN HN | 0 | 3,696 | 9,779 | 9,163 | 616 | 6.72 |
| 170 | 12/12 CAN HN | 0 | 0 | 2,926 | 0 | 2,926 | 100.00 |
| 080 | 4-6 CAN TR | 0 | 0 | 19,404 | 5,467 | 13,937 | 254.92 |
| 106 | 4-6 CAN PRE SZ | 0 | 0 | 5,544 | 12,169 | 6,625- | 54.44- |
| GRAIN BELT FULL BARRELS | | .00 | .00 | .00 | .00 | .00 | .00 |
| GRAIN BELT 288 OZ CASES | | .00 | .00 | 25,690.00 | .00 | 25,690.00 | 100.00 |
| WHITE LABEL 288 OZ CASES | | .00 | .00 | .00 | 15,246.00 | 15,246.00- | 100.00- |
| HAUENSTEIN 288 OZ CASES | | .00 | 3,696.00 | 11,242.00 | 9,163.00 | 2,079.00 | 22.68 |
| STORZ FULL BARRELS | | .00 | .00 | .00 | .00 | .00 | .00 |
| STORZ 288 OZ CASES | | .00 | .00 | 24,948.00 | 17,636.00 | 7,312.00 | 41.46 |
| CO CLUB NEAR RINGNES 288OZ | | .00 | .00 | .00 | .00 | .00 | .00 |
| TOTAL FULL BARRELS | | .00 | .00 | .00 | .00 | .00 | .00 |
| TOTAL 288 OZ CASES | | .00 | 3,696.00 | 61,880.00 | 42,045.00 | 19,835.00 | 47.17 |
| TOTAL BARRELAGE | | .00 | 268.25 | 4,491.25 | 3,051.62 | 1,439.63 | 47.17 |

REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 10/75

| CA | MONTHLY CURRENT | MONTHLY LAST YEAR | YEARLY CURRENT | YEARLY LAST YEAR | VARIANCE | % |
|---|---|---|---|---|---|---|
| 042 12/12 CAN GB | 0 | 0 | 28,336 | 0 | 28,336 | 100.00 |
| GRAIN BELT FULL BARRELS | .00 | .00 | .00 | .00 | .00 | .00 |
| GRAIN BELT 288 OZ CASES | .00 | .00 | 14,168.00 | .00 | 14,168.00 | 100.00 |
| WHITE LABEL 288 OZ CASES | .00 | .00 | .00 | .00 | .00 | .00 |
| HAUENSTEIN 288 OZ CASES | .00 | .00 | .00 | .00 | .00 | .00 |
| STORZ FULL BARRELS | .00 | .00 | .00 | .00 | .00 | .00 |
| STORZ 288 OZ CASES | .00 | .00 | .00 | .00 | .00 | .00 |
| CO CLUB NEAR RINGNES 288OZ | .00 | .00 | .00 | .00 | .00 | .00 |
| TOTAL FULL BARRELS | .00 | .00 | .00 | .00 | .00 | .00 |
| TOTAL 288 OZ CASES | .00 | .00 | 14,168.00 | .00 | 14,168.00 | 100.00 |
| TOTAL BARRELAGE | .00 | .00 | 1,028.31 | .00 | 1,028.31 | 100.00 |

Data Documents, Inc. 02

REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 10/75

| CO | | MONTHLY CURRENT | MONTHLY LAST YEAR | YEARLY CURRENT | YEARLY LAST YEAR | VARIANCE | % |
|---|---|---|---|---|---|---|---|
| 055 | 4-6 NR GB 32 | 0 | 0 | 0 | 504 | 504- | 100.00- |
| 057 | 12/32 NR GB 32 | 0 | 0 | 0 | 42 | 42- | 100.00- |
| 035 | 4-6 NR GB | 0 | 1,736 | 7,000 | 5,880 | 1,120 | 19.04 |
| 037 | 12/32 NR GB | 0 | 0 | 0 | 42 | 42- | 100.00- |
| 041 | 4-6 CAN GB | 0 | 1,463 | 6,006 | 10,703 | 4,697- | 43.88- |
| 036 | 4-6 BK CN GB | 0 | 0 | 539 | 0 | 539 | 100.00 |
| 075 | 4-6 NR TR | 0 | 1,064 | 4,480 | 10,528 | 6,048- | 57.44- |
| | GRAIN BELT FULL BARRELS | .00 | .00 | .00 | .00 | .00 | .00 |
| | GRAIN BELT 288 OZ CASES | .00 | 3,199.00 | 13,545.00 | 17,199.00 | 3,654.00- | 21.24- |
| | WHITE LABEL 288 OZ CASES | .00 | .00 | .00 | .00 | .00 | .00 |
| | HAUENSTEIN 288 OZ CASES | .00 | .00 | .00 | .00 | .00 | .00 |
| | STORZ FULL BARRELS | .00 | .00 | .00 | .00 | .00 | .00 |
| | STORZ 288 OZ CASES | .00 | 1,064.00 | 4,480.00 | 10,528.00 | 6,048.00- | 57.44- |
| | CO CLUB NEAR RINGNES 288OZ | .00 | .00 | .00 | .00 | .00 | .00 |
| | TOTAL FULL BARRELS | .00 | .00 | .00 | .00 | .00 | .00 |
| | TOTAL 288 OZ CASES | .00 | 4,263.00 | 18,025.00 | 27,727.00 | 9,702.00- | 34.99- |
| | TOTAL BARRELAGE | .00 | 309.40 | 1,308.25 | 2,012.42 | 704.17- | 34.99- |

REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 10/75

| CD | | MONTHLY CURRENT | MONTHLY LAST YEAR | YEARLY CURRENT | YEARLY LAST YEAR | VARIANCE | % |
|---|---|---|---|---|---|---|---|
| 041 | 4-6 CAN GB | 616 | 0 | 1,694 | 924 | 770 | 83.33 |
| | GRAIN BELT FULL BARRELS | .00 | .00 | .00 | .00 | .00 | .00 |
| | GRAIN BELT 288 OZ CASES | 616.00 | .00 | 1,694.00 | 924.00 | 770.00 | 83.33 |
| | WHITE LABEL 288 OZ CASES | .00 | .00 | .00 | .00 | .00 | .00 |
| | HAUENSTEIN 288 OZ CASES | .00 | .00 | .00 | .00 | .00 | .00 |
| | STORZ FULL BARRELS | .00 | .00 | .00 | .00 | .00 | .00 |
| | STORZ 288 OZ CASES | .00 | .00 | .00 | .00 | .00 | .00 |
| | CO CLUB NEAR RINGNES 288OZ | .00 | .00 | .00 | .00 | .00 | .00 |
| | TOTAL FULL BARRELS | .00 | .00 | .00 | .00 | .00 | .00 |
| | TOTAL 288 OZ CASES | 616.00 | .00 | 1,694.00 | 924.00 | 770.00 | 83.33 |
| | TOTAL BARRELAGE | 44.70 | .00 | 122.95 | 67.06 | 55.89 | 83.34 |

REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 10/75

| IL | | | MONTHLY CURRENT | MONTHLY LAST YEAR | YEARLY CURRENT | YEARLY LAST YEAR | VARIANCE | % |
|---|---|---|---|---|---|---|---|---|
| | 001 | 1/1 BBL GB ST | 8 | 0 | 80 | 78 | 2 | 2.56 |
| | 002 | 1/2 BBL GB ST | 36 | 0 | 1,700 | 603 | 1,097 | 181.92 |
| | 003 | 1/4 BBL GB ST | 32 | 0 | 648 | 859 | 211- | 24.56- |
| | 010 | 1/2 BBL PREMUM | 0 | 0 | 12 | 0 | 12 | 100.00 |
| | 011 | 1/4 BBL PREMUM | 0 | 0 | 36 | 0 | 36 | 100.00 |
| | 027 | 24/12 RT A GB | 0 | 0 | 672 | 935 | 263- | 28.12- |
| | 035 | 4-6 NR GB | 0 | 0 | 56 | 448 | 392- | 87.50- |
| | 037 | 12/32 NR GB | 0 | 0 | 546 | 672 | 126- | 18.75- |
| | 040 | 24 PK CAN GB | 0 | 0 | 0 | 7,870 | 7,870- | 100.00- |
| | 041 | 4-6 CAN GB | 462 | 1,232 | 9,394 | 16,016 | 6,622- | 41.34- |
| | 036 | 4-6 BK CN GB | 0 | 0 | 761 | 1,078 | 317- | 29.40- |
| | 042 | 12/12 CAN GB | 462 | 1,848 | 24,794 | 54,208 | 29,414- | 54.26- |
| | 043 | 24/16 CAN GB | 0 | 0 | 0 | 168 | 168- | 100.00- |
| | 029 | 24/12 PREM RET | 210 | 126 | 2,268 | 10,122 | 7,854- | 77.59- |
| | 030 | 36/8 PREM RET | 72 | 0 | 446 | 735 | 289- | 39.31- |
| | 038 | 4-6 PREM CAN | 77 | 0 | 154 | 822 | 668- | 81.26- |
| | 039 | 12/12 PREM CAN | 0 | 0 | 224 | 0 | 224 | 100.00 |
| | 148 | 4-6 CAN WL | 0 | 0 | 21 | 77 | 56- | 72.72- |
| | 159 | 12/12 CAN WL | 0 | 0 | 238 | 0 | 238 | 100.00 |
| | 169 | 4-6 CAN HN | 77 | 0 | 98 | 0 | 98 | 100.00 |
| | 170 | 12/12 CAN HN | 0 | 0 | 462 | 0 | 462 | 100.00 |
| | 070 | 24/12 RT TR | 420 | 462 | 4,578 | 2,856 | 1,722 | 60.29 |
| | 075 | 4-6 NR TR | 0 | 0 | 0 | 392 | 392- | 100.00- |
| | 076 | 12/32 NR TR | 0 | 0 | 126 | 420 | 294- | 70.00- |
| | 080 | 4-6 CAN TR | 0 | 462 | 77 | 1,001 | 924- | 92.30- |
| | 081 | 12/12 CAN T ST | 2,618 | 1,232 | 23,716 | 4,004 | 19,712 | 492.30 |
| | 106 | 4-6 CAN PRE SZ | 0 | 0 | 308 | 0 | 308 | 100.00 |
| | 107 | 12/12 CAN PRSZ | 0 | 0 | 2,926 | 462 | 2,464 | 533.33 |
| | GRAIN BELT FULL BARRELS | | 34.00 | .00 | 1,107.00 | 594.25 | 512.75 | 86.28 |
| | GRAIN BELT 288 OZ CASES | | 1,052.00 | 2,282.00 | 26,988.00 | 66,250.00 | 39,262.00- | 59.26- |
| | WHITE LABEL 288 OZ CASES | | .00 | .00 | 140.00 | 77.00 | 63.00 | 81.81 |
| | HAUENSTEIN 288 OZ CASES | | 77.00 | .00 | 329.00 | .00 | 329.00 | 100.00 |
| | STORZ FULL BARRELS | | .00 | .00 | .00 | .00 | .00 | .00 |
| | STORZ 288 OZ CASES | | 1,729.00 | 1,540.00 | 18,452.00 | 7,042.00 | 11,410.00 | 162.02 |
| | CO CLUB NEAR RINGNES 2880Z | | .00 | .00 | .00 | .00 | .00 | .00 |
| | TOTAL FULL BARRELS | | 34.00 | .00 | 1,107.00 | 594.25 | 512.75 | 86.28 |
| | TOTAL 288 OZ CASES | | 2,858.00 | 3,822.00 | 45,909.00 | 73,369.00 | 27,460.00- | 37.42- |
| | TOTAL BARRELAGE | | 241.43 | 277.40 | 4,439.07 | 5,919.37 | 1,480.30- | 25.00- |

REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 10/75

IA

| | | MONTHLY CURRENT | MONTHLY LAST YEAR | YEARLY CURRENT | YEARLY LAST YEAR | VARIANCE | % |
|---|---|---|---|---|---|---|---|
| 002 | 1/2 BBL GB ST | 168 | 392 | 3,920 | 6,280 | 2,360- | 37.57- |
| 003 | 1/4 BBL GB ST | 4 | 24 | 145 | 404 | 259- | 64.10- |
| 010 | 1/2 BBL PREMUM | 24 | 0 | 72 | 0 | 72 | 100.00 |
| 011 | 1/4 BBL PREMUM | 4 | 0 | 4 | 0 | 4 | 100.00 |
| 027 | 24/12 RT A GB | 210 | 924 | 5,145 | 8,757 | 3,612- | 41.24- |
| 034 | 24 PK NR GB | 56 | 448 | 1,516 | 8,429 | 6,913- | 82.01- |
| 035 | 4-6 NR GB | 616 | 3,752 | 39,032 | 37,745 | 1,287 | 3.40 |
| 037 | 12/32 NR GB | 252 | 693 | 4,181 | 5,594 | 1,413- | 25.25- |
| 041 | 4-6 CAN GB | 2,387 | 6,160 | 43,659 | 75,661 | 32,002- | 42.29- |
| 036 | 4-6 BK CN GB | 0 | 0 | 154 | 1,302 | 1,148- | 88.17- |
| 042 | 12/12 CAN GB | 36,498 | 59,752 | 545,006 | 747,669 | 202,663- | 27.10- |
| 043 | 24/16 CAN GB | 0 | 224 | 1,102 | 1,523 | 421- | 27.64- |
| 029 | 24/12 PREM RET | 84 | 714 | 5,418 | 8,316 | 2,898- | 34.84- |
| 030 | 36/8 PREM RET | 36 | 51 | 550 | 997 | 447- | 44.83- |
| 033 | 24/12 PREM N R | 0 | 56 | 21 | 1,792 | 1,771- | 98.82- |
| 038 | 4-6 PREM CAN | 1,026 | 1,386 | 17,904 | 17,179 | 725 | 4.22 |
| 039 | 12/12 PREM CAN | 5,390 | 11,704 | 83,776 | 114,258 | 30,482- | 26.67- |
| 148 | 4-6 CAN WL | 0 | 0 | 35 | 4,081 | 4,046- | 99.14- |
| 159 | 12/12 CAN WL | 0 | 3,080 | 2,474 | 5,390 | 2,916- | 54.10- |
| 167 | 24/12 RT HN | 0 | 42 | 0 | 504 | 504- | 100.00- |
| 170 | 12/12 CAN HN | 0 | 0 | 3,614 | 154 | 3,460 | 2246.75 |
| 014 | 1/2 BBL STZ | 48 | 96 | 884 | 1,592 | 708- | 44.47- |
| 015 | 1/4 BBL STZ | 0 | 16 | 9 | 74 | 65- | 87.83- |
| 070 | 24/12 RT TR | 84 | 294 | 1,218 | 2,058 | 840- | 40.81- |
| 075 | 4-6 NR TR | 0 | 504 | 3,351 | 5,126 | 1,775- | 34.62- |
| 076 | 12/32 NR TR | 0 | 84 | 1,161 | 1,057 | 104 | 9.83 |
| 080 | 4-6 CAN TR | 0 | 308 | 1,771 | 3,080 | 1,309- | 42.50- |
| 081 | 12/12 CAN T ST | 5,390 | 6,930 | 69,300 | 62,405 | 6,895 | 11.04 |
| 106 | 4-6 CAN PRE SZ | 462 | 539 | 2,079 | 4,312 | 2,233- | 51.78- |
| 107 | 12/12 CAN PRSZ | 308 | 6,314 | 28,199 | 52,206 | 24,007- | 45.98- |
| 064 | 36/8 COCLUB CN | 0 | 0 | 0 | 80 | 80- | 100.00- |
| 065 | 4-6 COCLUB CAN | 0 | 0 | 0 | 364 | 364- | 100.00- |
| 069 | 4-6 GOETZ NEAR | 182 | 91 | 1,092 | 893 | 199 | 22.28 |
| 019 | 24/11 RINGNES | 0 | 0 | 15 | 0 | 15 | 100.00 |
| | GRAIN BELT FULL BARRELS | 98.00 | 202.00 | 2,033.25 | 3,241.00 | 1,207.75- | 37.26- |
| | GRAIN BELT 288 OZ CASES | 25,695.00 | 50,441.67 | 434,833.98 | 600,630.81 | 165,796.83- | 27.60- |
| | WHITE LABEL 288 OZ CASES | .00 | 1,540.00 | 1,272.00 | 6,776.00 | 5,504.00- | 81.22- |
| | HAUENSTEIN 288 OZ CASES | .00 | 42.00 | 1,807.00 | 581.00 | 1,226.00 | 211.01 |
| | STORZ FULL BARRELS | 24.00 | 52.00 | 444.25 | 814.50 | 370.25- | 45.45- |
| | STORZ 288 OZ CASES | 3,395.00 | 8,379.00 | 58,716.50 | 73,290.83 | 14,574.33- | 19.88- |
| | CO CLUB NEAR RINGNES 2880Z | 182.00 | 91.00 | 1,105.75 | 1,337.00 | 231.25- | 17.29- |
| | TOTAL FULL BARRELS | 122.00 | 254.00 | 2,477.50 | 4,055.50 | 1,578.00- | 38.91- |
| | TOTAL 288 OZ CASES | 29,272.00 | 60,493.67 | 497,735.23 | 682,615.64 | 184,880.41- | 27.08- |
| | TOTAL BARRELAGE | 2,246.56 | 4,644.63 | 38,603.12 | 53,599.74 | 14,996.62- | 27.97- |

REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 10/75

| KS | | MONTHLY CURRENT | MONTHLY LAST YEAR | YEARLY CURRENT | YEARLY LAST YEAR | VARIANCE | % |
|---|---|---|---|---|---|---|---|
| 061 | 4-6 CAN GB 32 | 0 | 0 | 0 | 2,156 | 2,156- | 100.00- |
| 041 | 4-6 CAN GB | 1,540 | 0 | 4,490 | 4,774 | 284- | 5.94- |
| 042 | 12/12 CAN GB | 0 | 0 | 2,796 | 8,008 | 5,212- | 65.08- |
| 080 | 4-6 CAN TR | 308 | 0 | 2,395 | 0 | 2,395 | 100.00 |
| 081 | 12/12 CAN T ST | 0 | 0 | 2,002 | 0 | 2,002 | 100.00 |
| | GRAIN BELT FULL BARRELS | .00 | .00 | .00 | .00 | .00 | .00 |
| | GRAIN BELT 288 OZ CASES | 1,540.00 | .00 | 5,888.00 | 10,934.00 | 5,046.00- | 46.14- |
| | WHITE LABEL 288 OZ CASES | .00 | .00 | .00 | .00 | .00 | .00 |
| | HAUENSTEIN 288 OZ CASES | .00 | .00 | .00 | .00 | .00 | .00 |
| | STORZ FULL BARRELS | .00 | .00 | .00 | .00 | .00 | .00 |
| | STORZ 288 OZ CASES | 308.00 | .00 | 3,396.00 | .00 | 3,396.00 | 100.00 |
| | CO CLUB NEAR RINGNES 288OZ | .00 | .00 | .00 | .00 | .00 | .00 |
| | TOTAL FULL BARRELS | .00 | .00 | .00 | .00 | .00 | .00 |
| | TOTAL 288 OZ CASES | 1,848.00 | .00 | 9,284.00 | 10,934.00 | 1,650.00- | 15.09- |
| | TOTAL BARRELAGE | 134.12 | .00 | 673.83 | 793.58 | 119.75- | 15.08- |

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REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 10/75

| MI | | MONTHLY CURRENT | MONTHLY LAST YEAR | YEARLY CURRENT | YEARLY LAST YEAR | VARIANCE | % |
|---|---|---|---|---|---|---|---|
| 027 | 24/12 RT A GB | 0 | 210 | 294 | 672 | 378- | 56.25- |
| 028 | 35/7 RT A GB | 0 | 49 | 49 | 196 | 147- | 75.00- |
| 035 | 4-6 NR GB | 0 | 35 | 84 | 315 | 231- | 73.33- |
| 037 | 12/32 NR GB | 0 | 42 | 63 | 84 | 21- | 25.00- |
| 041 | 4-6 CAN GB | 0 | 21 | 76 | 98 | 22- | 22.44- |
| GRAIN BELT FULL BARRELS | | .00 | .00 | .00 | .00 | .00 | .00 |
| GRAIN BELT 288 OZ CASES | | .00 | 363.68 | 579.68 | 1,363.74 | 784.06- | 57.49- |
| WHITE LABEL 288 OZ CASES | | .00 | .00 | .00 | .00 | .00 | .00 |
| HAUENSTEIN 288 OZ CASES | | .00 | .00 | .00 | .00 | .00 | .00 |
| STORZ FULL BARRELS | | .00 | .00 | .00 | .00 | .00 | .00 |
| STORZ 288 OZ CASES | | .00 | .00 | .00 | .00 | .00 | .00 |
| CO CLUB NEAR RINGNES 2880Z | | .00 | .00 | .00 | .00 | .00 | .00 |
| TOTAL FULL BARRELS | | .00 | .00 | .00 | .00 | .00 | .00 |
| TOTAL 288 OZ CASES | | .00 | 363.68 | 579.68 | 1,363.74 | 784.06- | 57.49- |
| TOTAL BARRELAGE | | .00 | 26.39 | 42.07 | 98.98 | 56.91- | 57.49- |

REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 10/75

| MN | | MONTHLY CURRENT | MONTHLY LAST YEAR | YEARLY CURRENT | YEARLY LAST YEAR | VARIANCE | % |
|---|---|---|---|---|---|---|---|
| 005 | 1/1 BBL GB 3.2 | 1,815 | 2,411 | 20,283 | 25,333 | 5,050- | 19.93- |
| 006 | 1/2 BBL GB 3.2 | 5,707 | 7,155 | 70,877 | 80,497 | 9,620- | 11.95- |
| 007 | 1/4 BBL GB 3.2 | 257 | 439 | 3,878 | 4,914 | 1,036- | 21.08- |
| 001 | 1/1 BBL GB ST | 238 | 254 | 2,403 | 2,499 | 96- | 3.84- |
| 002 | 1/2 BBL GB ST | 6,125 | 8,138 | 79,183 | 90,899 | 11,716- | 12.88- |
| 003 | 1/4 BBL GB ST | 2,533 | 4,556 | 45,265 | 60,678 | 15,413- | 25.40- |
| 009 | 1/1 BBL PREMUM | 2 | 2 | 15 | 19 | 4- | 21.05- |
| 010 | 1/2 BBL PREMUM | 1,076 | 58 | 3,677 | 672 | 3,005 | 447.17 |
| 011 | 1/4 BBL PREMUM | 164 | 94 | 1,614 | 1,618 | 4- | .24- |
| 047 | 24/12 RA GB 32 | 34,118 | 39,322 | 377,959 | 481,624 | 103,665- | 21.52- |
| 048 | 35/7 RA GB 32 | 948 | 1,798 | 11,755 | 17,333 | 5,578- | 32.18- |
| 050 | 36/8 RT GB 32 | 778 | 961 | 7,764 | 9,512 | 1,748- | 18.37- |
| 055 | 4-6 NR GB 32 | 7,212 | 16,801 | 101,045 | 150,793 | 49,748- | 32.99- |
| 057 | 12/32 NR GB 32 | 1,271 | 1,885 | 16,447 | 17,693 | 1,246- | 7.04- |
| 060 | 24 PK C GB 32 | 0 | 0 | 0 | 775 | 775- | 100.00- |
| 061 | 4-6 CAN GB 32 | 14,686 | 19,047 | 255,205 | 300,326 | 45,121- | 15.02- |
| 056 | 4-6 BKCN GB 32 | 301 | 0 | 3,761 | 3,794 | 33- | .86- |
| 062 | 12/12 C GB 32 | 8,778 | 10,532 | 374,501 | 331,648 | 42,853 | 12.92 |
| 063 | 24/16 C GB 32 | 3,006 | 3,758 | 47,546 | 57,539 | 9,993- | 17.36- |
| 027 | 24/12 RT A GB | 81,440 | 93,666 | 879,150 | 1,015,965 | 136,815- | 13.46- |
| 028 | 35/7 RT A GB | 2,147 | 3,358 | 38,539 | 48,250 | 9,711- | 20.12- |
| 034 | 24 PK NR GB | 7,743 | 9,627 | 78,384 | 96,551 | 18,167- | 18.81- |
| 035 | 4-6 NR GB | 6,507 | 15,981 | 94,469 | 137,768 | 43,299- | 31.42- |
| 037 | 12/32 NR GB | 1,336 | 1,024 | 10,248 | 12,100 | 1,852- | 15.30- |
| 040 | 24 PK CAN GB | 0 | 0 | 1,640 | 6,988 | 5,348- | 76.53- |
| 041 | 4-6 CAN GB | 10,087 | 12,201 | 153,492 | 192,331 | 38,839- | 20.19- |
| 036 | 4-6 BK CN GB | 0 | 0 | 5,985 | 6,992 | 1,007- | 14.40- |
| 042 | 12/12 CAN GB | 36,349 | 33,292 | 902,395 | 837,668 | 64,727 | 7.72 |
| 043 | 24/16 CAN GB | 3,599 | 5,040 | 49,700 | 67,132 | 17,432- | 25.96- |
| 029 | 24/12 PREM RET | 31,813 | 27,344 | 294,350 | 324,801 | 30,451- | 9.37- |
| 030 | 36/8 PREM RET | 5,490 | 9,128 | 97,053 | 114,419 | 17,366- | 15.17- |
| 033 | 24/12 PREM N R | 0 | 1,015 | 9,963 | 13,352 | 3,389- | 25.38- |
| 038 | 4-6 PREM CAN | 1,381 | 1,310 | 19,521 | 24,818 | 5,297- | 21.34- |
| 039 | 12/12 PREM CAN | 14,081 | 24,105 | 226,958 | 152,106 | 74,852 | 49.21 |
| 066 | 4-6 CAN GBX | 0 | 0 | 0 | 4,465 | 4,465- | 100.00- |
| 152 | 24/12 R WL 32 | 1,638 | 1,638 | 18,935 | 27,287 | 8,352- | 30.60- |
| 153 | 4-6 CAN WL 32 | 770 | 1,463 | 12,468 | 19,909 | 7,441- | 37.37- |
| 164 | 12/12 CAN WL32 | 1,694 | 1,848 | 12,414 | 22,026 | 9,612- | 43.63- |
| 154 | 24/16 C WL 32 | 0 | 0 | 0 | 6,097 | 6,097- | 100.00- |
| 147 | 24/12 RT WL | 8,820 | 13,314 | 138,024 | 170,780 | 32,756- | 19.18- |
| 148 | 4-6 CAN WL | 413 | 1,617 | 13,586 | 24,324 | 10,738- | 44.14- |
| 159 | 12/12 CAN WL | 1,692 | 7,238 | 27,193 | 50,207 | 23,014- | 45.83- |
| 149 | 24/16 CAN WL | 0 | 0 | 0 | 5,356 | 5,356- | 100.00- |
| 173 | 24/12 RT HN 32 | 4,742 | 6,426 | 69,485 | 83,558 | 14,073- | 16.84- |
| 175 | 4-6 CAN HN 32 | 2,541 | 3,094 | 36,338 | 35,394 | 944 | 2.66 |
| 176 | 12/12 C HN 32 | 1,848 | 1,918 | 37,443 | 36,148 | 1,295 | 3.58 |
| 167 | 24/12 RT HN | 78,876 | 79,803 | 978,829 | 967,784 | 11,045 | 1.14 |
| 169 | 4-6 CAN HN | 3,500 | 7,261 | 49,582 | 55,763 | 6,181- | 11.08- |
| 170 | 12/12 CAN HN | 5,852 | 6,629 | 116,835 | 101,913 | 14,922 | 14.64 |
| 075 | 4-6 NR TR | 0 | 0 | 1 | 0 | 1 | 100.00 |
| 080 | 4-6 CAN TR | 0 | 0 | 1 | 0 | 1 | 100.00 |

| | | | | | | | |
|---|---|---|---|---|---|---|---|
| 081 | 12/12 CAN T ST | 0 | 0 | 1 | 0 | 1 | 100.00 |
| 106 | 4-6 CAN PRE SZ | 0 | 0 | 1 | 0 | 1 | 100.00 |
| 107 | 12/12 CAN PRSZ | 0 | 0 | 1 | 0 | 1 | 100.00 |
| 026 | 36/8 COCLUB 32 | 0 | 320 | 0 | 1,441 | 1,441- | 100.00- |
| 064 | 36/8 COCLUB CN | 560 | 960 | 8,771 | 11,385 | 2,614- | 22.96- |
| 065 | 4-6 COCLUB CAN | 1,274 | 910 | 12,374 | 13,682 | 1,308- | 9.56- |
| 068 | 24/16 COCLUB C | 1,050 | 1,330 | 11,639 | 13,458 | 1,819- | 13.51- |
| 069 | 4-6 BOETZ NEAR | 91 | 187 | 539 | 558 | 19- | 3.40- |
| 018 | 24/11 RNGNS 32 | 0 | 80 | 0 | 515 | 515- | 100.00- |
| 019 | 24/11 RINGNES | 301 | 243 | 3,459 | 2,838 | 621 | 21.88 |
| | GRAIN BELT FULL BARRELS | 9,247.50 | 11,614.75 | 112,258.75 | 130,687.50 | 18,428.75- | 14.10- |
| | GRAIN BELT 288 OZ CASES | 246,075.51 | 300,362.95 | 3,339,706.86 | 3,807,727.28 | 468,020.42- | 12.29- |
| | WHITE LABEL 288 OZ CASES | 13,334.00 | 22,575.00 | 202,816.50 | 293,687.13 | 90,870.63- | 30.94- |
| | HAUENSTEIN 288 OZ CASES | 93,509.00 | 100,857.50 | 1,211,373.00 | 1,211,529.50 | 156.50- | .01- |
| | STORZ FULL BARRELS | .00 | .00 | .00 | .00 | .00 | .00 |
| | STORZ 288 OZ CASES | .00 | .00 | 4.00 | .00 | 4.00 | 100.00 |
| | CO CLUB NEAR RINGNES 288OZ | 3,600.92 | 4,446.41 | 40,373.39 | 48,083.56 | 7,710.17- | 16.03- |
| | TOTAL FULL BARRELS | 9,247.50 | 11,614.75 | 112,258.75 | 130,687.50 | 18,428.75- | 14.10- |
| | TOTAL 288 OZ CASES | 356,519.43 | 428,241.86 | 4,794,273.75 | 5,361,027.47 | 566,753.72- | 10.57- |
| | TOTAL BARRELAGE | 35,123.68 | 42,696.54 | 460,227.13 | 519,790.87 | 59,563.74- | 11.45- |

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REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 10/75

| MO | | MONTHLY CURRENT | MONTHLY LAST YEAR | YEARLY CURRENT | YEARLY LAST YEAR | VARIANCE | % |
|---|---|---|---|---|---|---|---|
| 041 | 4-6 CAN GB | 0 | 3,773 | 0 | 13,013 | 13,013- | 100.00- |
| 075 | 4-6 NR TR | 280 | 0 | 504 | 0 | 504 | 100.00 |
| 080 | 4-6 CAN TR | 231 | 0 | 2,849 | 3,696 | 847- | 22.91- |
| 106 | 4-6 CAN PRE SZ | 1,232 | 0 | 6,160 | 0 | 6,160 | 100.00 |
| GRAIN BELT FULL BARRELS | | .00 | .00 | .00 | .00 | .00 | .00 |
| GRAIN BELT 288 OZ CASES | | .00 | 3,773.00 | .00 | 13,013.00 | 13,013.00- | 100.00- |
| WHITE LABEL 288 OZ CASES | | .00 | .00 | .00 | .00 | .00 | .00 |
| HAUENSTEIN 288 OZ CASES | | .00 | .00 | .00 | .00 | .00 | .00 |
| STORZ FULL BARRELS | | .00 | .00 | .00 | .00 | .00 | .00 |
| STORZ 288 OZ CASES | | 1,743.00 | .00 | 9,513.00 | 3,696.00 | 5,817.00 | 157.38 |
| CO CLUB NEAR RINGNES 288OZ | | .00 | .00 | .00 | .00 | .00 | .00 |
| TOTAL FULL BARRELS | | .00 | .00 | .00 | .00 | .00 | .00 |
| TOTAL 288 OZ CASES | | 1,743.00 | 3,773.00 | 9,513.00 | 16,709.00 | 7,196.00- | 43.06- |
| TOTAL BARRELAGE | | 126.50 | 273.84 | 690.45 | 1,212.73 | 522.28- | 43.06- |

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REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 10/75

| MT | | | MONTHLY CURRENT | MONTHLY LAST YEAR | YEARLY CURRENT | YEARLY LAST YEAR | VARIANCE | % |
|---|---|---|---|---|---|---|---|---|
| | 002 | 1/2 BBL GB ST | 24 | 0 | 144 | 0 | 144 | 100.00 |
| | 027 | 24/12 RT A GB | 168 | 0 | 1,092 | 966 | 126 | 13.04 |
| | 035 | 4-6 NR GB | 560 | 560 | 4,816 | 4,080 | 736 | 18.03 |
| | 041 | 4-6 CAN GB | 7,700 | 308 | 16,863 | 5,467 | 11,396 | 208.45 |
| | 036 | 4-6 BK CN GB | 0 | 0 | 0 | 154 | 154- | 100.00- |
| | 042 | 12/12 CAN GB | 2,464 | 0 | 4,620 | 0 | 4,620 | 100.00 |
| | 029 | 24/12 PREM RET | 84 | 0 | 378 | 0 | 378 | 100.00 |
| | 030 | 36/8 PREM RET | 36 | 0 | 36 | 0 | 36 | 100.00 |
| | 039 | 12/12 PREM CAN | 0 | 0 | 0 | 616 | 616- | 100.00- |
| | 064 | 36/8 COCLUB CN | 320 | 0 | 2,560 | 0 | 2,560 | 100.00 |
| | 065 | 4-6 COCLUB CAN | 1,638 | 0 | 11,648 | 0 | 11,648 | 100.00 |
| | 068 | 24/16 COCLUB C | 0 | 0 | 210 | 0 | 210 | 100.00 |
| GRAIN BELT FULL BARRELS | | | 12.00 | .00 | 72.00 | .00 | 72.00 | 100.00 |
| GRAIN BELT 288 OZ CASES | | | 9,780.00 | 868.00 | 25,495.00 | 10,975.00 | 14,520.00 | 132.30 |
| WHITE LABEL 288 OZ CASES | | | .00 | .00 | .00 | .00 | .00 | .00 |
| HAUENSTEIN 288 OZ CASES | | | .00 | .00 | .00 | .00 | .00 | .00 |
| STORZ FULL BARRELS | | | .00 | .00 | .00 | .00 | .00 | .00 |
| STORZ 288 OZ CASES | | | .00 | .00 | .00 | .00 | .00 | .00 |
| CO CLUB NEAR RINGNES 288OZ | | | 1,958.00 | .00 | 14,488.00 | .00 | 14,488.00 | 100.00 |
| TOTAL FULL BARRELS | | | 12.00 | .00 | 72.00 | .00 | 72.00 | 100.00 |
| TOTAL 288 OZ CASES | | | 11,738.00 | 868.00 | 39,983.00 | 10,975.00 | 29,008.00 | 264.30 |
| TOTAL BARRELAGE | | | 863.94 | 62.99 | 2,973.96 | 796.56 | 2,177.40 | 273.35 |

REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 10/75

| NB | | | MONTHLY CURRENT | MONTHLY LAST YEAR | YEARLY CURRENT | YEARLY LAST YEAR | VARIANCE | % |
|---|---|---|---|---|---|---|---|---|
| | 002 | 1/2 BBL GB ST | 48 | 84 | 504 | 1,196 | 692- | 57.85- |
| | 003 | 1/4 BBL GB ST | 0 | 0 | 4 | 72 | 68- | 94.44- |
| | 010 | 1/2 BBL PREMUM | 0 | 0 | 108 | 228 | 120- | 52.63- |
| | 027 | 24/12 RT A GB | 178 | 210 | 2,086 | 2,772 | 686- | 24.74- |
| | 035 | 4-6 NR GB | 0 | 0 | 196 | 224 | 28- | 12.50- |
| | 041 | 4-6 CAN GB | 77 | 154 | 1,925 | 3,311 | 1,386- | 41.86- |
| | 036 | 4-6 BK CN GB | 0 | 0 | 231 | 154 | 77 | 50.00 |
| | 042 | 12/12 CAN GB | 1,848 | 2,464 | 20,944 | 25,868 | 4,924- | 19.03- |
| | 043 | 24/16 CAN GB | 0 | 0 | 168 | 425 | 257- | 60.47- |
| | 029 | 24/12 PREM RET | 20 | 0 | 97 | 102 | 5- | 4.90- |
| | 014 | 1/2 BBL STZ | 84 | 168 | 870 | 2,034 | 1,164- | 57.22- |
| | 015 | 1/4 BBL STZ | 3 | 5 | 25 | 90 | 65- | 72.22- |
| | 070 | 24/12 RT TR | 1,764 | 2,268 | 21,844 | 30,271 | 8,427- | 27.83- |
| | 075 | 4-6 NR TR | 315 | 448 | 2,885 | 5,113 | 2,228- | 43.57- |
| | 076 | 12/32 NR TR | 341 | 336 | 4,828 | 6,823 | 1,995- | 29.23- |
| | 080 | 4-6 CAN TR | 322 | 889 | 7,327 | 11,376 | 4,049- | 35.59- |
| | 081 | 12/12 CAN T ST | 13,552 | 33,110 | 209,902 | 288,805 | 78,903- | 27.32- |
| | 106 | 4-6 CAN PRE SZ | 189 | 1,190 | 6,609 | 12,333 | 5,724- | 46.41- |
| | 107 | 12/12 CAN PRSZ | 770 | 924 | 11,242 | 14,322 | 3,080- | 21.50- |
| | GRAIN BELT FULL BARRELS | | 24.00 | 42.00 | 307.00 | 730.00 | 423.00- | 57.94- |
| | GRAIN BELT 288 OZ CASES | | 1,199.00 | 1,596.00 | 15,231.00 | 20,063.67 | 4,832.67- | 24.08- |
| | WHITE LABEL 288 OZ CASES | | .00 | .00 | .00 | .00 | .00 | .00 |
| | HAUENSTEIN 288 OZ CASES | | .00 | .00 | .00 | .00 | .00 | .00 |
| | STORZ FULL BARRELS | | 42.75 | 85.25 | 441.25 | 1,039.50 | 598.25- | 57.95- |
| | STORZ 288 OZ CASES | | 10,205.67 | 22,260.00 | 155,674.32 | 219,753.81 | 64,079.49- | 29.15- |
| | CO CLUB NEAR RINGNES 2880Z | | .00 | .00 | .00 | .00 | .00 | .00 |
| | TOTAL FULL BARRELS | | 66.75 | 127.25 | 748.25 | 1,769.50 | 1,021.25- | 57.71- |
| | TOTAL 288 OZ CASES | | 11,404.67 | 23,856.00 | 170,905.32 | 239,817.48 | 68,912.16- | 28.73- |
| | TOTAL BARRELAGE | | 894.50 | 1,858.71 | 13,152.55 | 19,175.45 | 6,022.90- | 31.40- |

REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 10/75

| IND | | | MONTHLY CURRENT | MONTHLY LAST YEAR | YEARLY CURRENT | YEARLY LAST YEAR | VARIANCE | % |
|---|---|---|---|---|---|---|---|---|
| | 002 | 1/2 BBL GB ST | 256 | 440 | 3,538 | 5,716 | 2,178- | 38.10- |
| | 003 | 1/4 BBL GB ST | 28 | 176 | 1,504 | 2,020 | 516- | 25.54- |
| | 010 | 1/2 BBL PREMUM | 4 | 0 | 16 | 0 | 16 | 100.00 |
| | 011 | 1/4 BBL PREMUM | 4 | 0 | 4 | 0 | 4 | 100.00 |
| | 061 | 4-6 CAN GB 32 | 0 | 0 | 77 | 0 | 77 | 100.00 |
| | 027 | 24/12 RT A GB | 756 | 672 | 8,274 | 10,794 | 2,520- | 23.34- |
| | 034 | 24 PK NR GB | 56 | 112 | 952 | 1,344 | 392- | 29.16- |
| | 035 | 4-6 NR GB | 896 | 1,792 | 12,830 | 20,664 | 7,834- | 37.91- |
| | 037 | 12/32 NR GB | 52 | 105 | 773 | 1,540 | 767- | 49.80- |
| | 041 | 4-6 CAN GB | 1,848 | 2,618 | 31,262 | 23,254 | 8,008 | 34.43 |
| | 036 | 4-6 BK CN GB | 0 | 0 | 539 | 560 | 21- | 3.75- |
| | 042 | 12/12 CAN GB | 1,078 | 2,464 | 28,182 | 20,636 | 7,546 | 36.56 |
| | 043 | 24/16 CAN GB | 0 | 0 | 317 | 466 | 149- | 31.97- |
| | 029 | 24/12 PREM RET | 2,016 | 3,276 | 28,686 | 37,132 | 8,446- | 22.74- |
| | 030 | 36/8 PREM RET | 360 | 972 | 6,660 | 9,432 | 2,772- | 29.38- |
| | 033 | 24/12 PREM N R | 0 | 56 | 483 | 1,561 | 1,078- | 69.05- |
| | 038 | 4-6 PREM CAN | 385 | 1,617 | 18,515 | 38,670 | 20,155- | 52.12- |
| | 039 | 12/12 PREM CAN | 462 | 154 | 9,548 | 39,033 | 29,485- | 75.53- |
| | 066 | 4-6 CAN GBX | 0 | 0 | 0 | 21 | 21- | 100.00- |
| | 148 | 4-6 CAN WL | 0 | 0 | 1,190 | 385 | 805 | 209.09 |
| | 159 | 12/12 CAN WL | 0 | 0 | 0 | 154 | 154- | 100.00- |
| | 167 | 24/12 RT HN | 42 | 210 | 1,260 | 2,856 | 1,596- | 55.88- |
| | 169 | 4-6 CAN HN | 0 | 231 | 1,824 | 3,619 | 1,795- | 49.59- |
| | 170 | 12/12 CAN HN | 308 | 0 | 4,990 | 15,615 | 10,625- | 68.04- |
| | 064 | 36/8 COCLUB CN | 160 | 80 | 1,280 | 1,574 | 294- | 18.67- |
| | 065 | 4-6 COCLUB CAN | 0 | 182 | 897 | 819 | 78 | 9.52 |
| | 068 | 24/16 CCCLUB C | 0 | 0 | 420 | 698 | 278- | 39.82- |
| | 069 | 4-6 GOETZ NEAR | 0 | 0 | 637 | 546 | 91 | 16.66 |
| | 019 | 24/11 RINGNES | 112 | 0 | 522 | 160 | 362 | 226.25 |
| | | GRAIN BELT FULL BARRELS | 138.00 | 264.00 | 2,154.00 | 3,363.00 | 1,209.00- | 35.95- |
| | | GRAIN BELT 288 OZ CASES | 7,156.33 | 12,564.00 | 128,596.33 | 175,941.16 | 47,344.83- | 26.90- |
| | | WHITE LABEL 288 OZ CASES | .00 | .00 | 1,190.00 | 462.00 | 728.00 | 157.57 |
| | | HAUENSTEIN 288 OZ CASES | 196.00 | 441.00 | 5,579.00 | 14,282.50 | 8,703.50- | 60.93- |
| | | STORZ FULL BARRELS | .00 | .00 | .00 | .00 | .00 | .00 |
| | | STORZ 288 OZ CASES | .00 | .00 | .00 | .00 | .00 | .00 |
| | | CO CLUB NEAR RINGNES 288OZ | 262.67 | 262.00 | 3,852.50 | 4,016.33 | 163.83- | 4.07- |
| | | TOTAL FULL BARRELS | 138.00 | 264.00 | 2,154.00 | 3,363.00 | 1,209.00- | 35.95- |
| | | TOTAL 288 OZ CASES | 7,615.00 | 13,267.00 | 139,217.83 | 194,701.99 | 55,484.16- | 28.49- |
| | | TOTAL BARRELAGE | 690.69 | 1,226.91 | 12,258.43 | 17,494.47 | 5,236.04- | 29.92- |

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REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 10/75

| SD | | | MONTHLY CURRENT | MONTHLY LAST YEAR | YEARLY CURRENT | YEARLY LAST YEAR | VARIANCE | % |
|---|---|---|---|---|---|---|---|---|
| | 006 | 1/2 BBL GB 3.2 | 304 | 666 | 5,472 | 8,772 | 3,300- | 37.61- |
| | 007 | 1/4 BBL GB 3.2 | 28 | 76 | 1,085 | 1,497 | 412- | 27.52- |
| | 002 | 1/2 BBL GB ST | 240 | 280 | 3,088 | 3,670 | 582- | 15.85- |
| | 003 | 1/4 BBL GB ST | 40 | 68 | 606 | 779 | 173- | 22.20- |
| | 010 | 1/2 BBL PREMUM | 0 | 0 | 48 | 0 | 48 | 100.00 |
| | 011 | 1/4 BBL PREMUM | 0 | 0 | 8 | 0 | 8 | 100.00 |
| | 047 | 24/12 RA GB 32 | 2,268 | 2,646 | 21,105 | 31,878 | 10,773- | 33.79- |
| | 048 | 35/7 RA GB 32 | 0 | 0 | 20 | 0 | 20 | 100.00 |
| | 050 | 36/8 RT GB 32 | 288 | 216 | 3,924 | 6,118 | 2,194- | 35.86- |
| | 055 | 4-6 NR GB 32 | 616 | 1,540 | 14,700 | 25,844 | 11,144- | 43.12- |
| | 057 | 12/32 NR GB 32 | 0 | 42 | 598 | 1,407 | 809- | 57.49- |
| | 061 | 4-6 CAN GB 32 | 1,617 | 1,617 | 31,073 | 44,044 | 12,971- | 29.45- |
| | 056 | 4-6 BKCN GB 32 | 0 | 0 | 133 | 124 | 9 | 7.25 |
| | 062 | 12/12 C GB 32 | 0 | 308 | 7,546 | 3,234 | 4,312 | 133.33 |
| | 063 | 24/16 C GB 32 | 56 | 20 | 564 | 132 | 432 | 327.27 |
| | 027 | 24/12 RT A GB | 1,785 | 1,890 | 17,682 | 22,932 | 5,250- | 22.89- |
| | 034 | 24 PK NR GB | 56 | 112 | 336 | 280 | 56 | 20.00 |
| | 035 | 4-6 NR GB | 804 | 1,876 | 15,672 | 19,391 | 3,719- | 19.17- |
| | 037 | 12/32 NR GB | 35 | 94 | 913 | 1,316 | 403- | 30.62- |
| | 041 | 4-6 CAN GB | 1,540 | 1,505 | 21,826 | 24,451 | 2,625- | 10.73- |
| | 036 | 4-6 BK CN GB | 0 | 0 | 427 | 622 | 195- | 31.35- |
| | 042 | 12/12 CAN GB | 616 | 308 | 8,778 | 8,008 | 770 | 9.61 |
| | 043 | 24/16 CAN GB | 0 | 168 | 2,070 | 2,839 | 769- | 27.08- |
| | 029 | 24/12 PREM RET | 1,428 | 1,596 | 17,472 | 18,228 | 756- | 4.14- |
| | 030 | 36/8 PREM RET | 396 | 648 | 6,120 | 8,718 | 2,598- | 29.80- |
| | 033 | 24/12 PREM N R | 0 | 0 | 0 | 336 | 336- | 100.00- |
| | 038 | 4-6 PREM CAN | 10 | 308 | 8,158 | 12,047 | 3,889- | 32.28- |
| | 039 | 12/12 PREM CAN | 154 | 0 | 308 | 616 | 308- | 50.00- |
| | 152 | 24/12 R WL 32 | 42 | 84 | 693 | 882 | 189- | 21.42- |
| | 153 | 4-6 CAN WL 32 | 0 | 154 | 817 | 2,028 | 1,211- | 59.71- |
| | 164 | 12/12 CAN WL32 | 0 | 0 | 282 | 0 | 282 | 100.00 |
| | 147 | 24/12 RT WL | 84 | 84 | 714 | 1,596 | 882- | 55.26- |
| | 148 | 4-6 CAN WL | 0 | 154 | 350 | 1,615 | 1,265- | 78.32- |
| | 173 | 24/12 RT HN 32 | 0 | 0 | 462 | 84 | 378 | 450.00 |
| | 175 | 4-6 CAN HN 32 | 231 | 77 | 840 | 1,114 | 274- | 24.59- |
| | 176 | 12/12 C HN 32 | 0 | 0 | 2 | 154 | 152- | 98.70- |
| | 167 | 24/12 RT HN | 126 | 0 | 252 | 84 | 168 | 200.00 |
| | 169 | 4-6 CAN HN | 0 | 0 | 616 | 693 | 77- | 11.11- |
| | 014 | 1/2 BBL STZ | 0 | 0 | 0 | 288 | 288- | 100.00- |
| | 118 | 4-6 CN PR SZ32 | 1,093 | 1,232 | 11,919 | 15,084 | 3,165- | 20.98- |
| | 119 | 12/12 PRE SZ32 | 1,573 | 4,685 | 21,509 | 36,852 | 15,343- | 41.63- |
| | 070 | 24/12 RT TR | 42 | 0 | 252 | 1,386 | 1,134- | 81.81- |
| | 076 | 12/32 NR TR | 126 | 42 | 756 | 1,113 | 357- | 32.07- |
| | 080 | 4-6 CAN TR | 0 | 0 | 77 | 0 | 77 | 100.00 |
| | 081 | 12/12 CAN T ST | 0 | 0 | 308 | 0 | 308 | 100.00 |
| | 106 | 4-6 CAN PRE SZ | 309 | 708 | 4,890 | 9,815 | 4,925- | 50.17- |
| | 107 | 12/12 CAN PRSZ | 1,848 | 2,464 | 17,225 | 25,842 | 8,617- | 33.34- |
| | 064 | 36/8 COCLUB CN | 160 | 80 | 906 | 1,120 | 214- | 19.10- |
| | 065 | 4-6 COCLUB CAN | 182 | 364 | 6,709 | 6,635 | 74 | 1.11 |
| | 068 | 24/16 COCLUB C | 70 | 0 | 2,380 | 1,609 | 771 | 47.91 |
| | 019 | 24/11 RINGNES | 0 | 56 | 423 | 56 | 367 | 655.35 |

| | | | | | | |
|---|---|---|---|---|---|---|
| GRAIN BELT FULL BARRELS | 289.00 | 509.00 | 4,728.75 | 6,790.00 | 2,061.25- | 30.35- |
| GRAIN BELT 288 OZ CASES | 11,314.34 | 14,694.00 | 172,487.66 | 228,533.98 | 56,046.32- | 24.52- |
| WHITE LABEL 288 OZ CASES | 126.00 | 476.00 | 2,715.00 | 6,121.00 | 3,406.00- | 55.64- |
| HAUENSTEIN 288 OZ CASES | 357.00 | 77.00 | 2,171.00 | 2,052.00 | 119.00 | 5.79 |
| STORZ FULL BARRELS | .00 | .00 | .00 | 144.00 | 144.00- | 100.00- |
| STORZ 288 OZ CASES | 3,322.50 | 5,570.50 | 37,667.00 | 59,116.00 | 21,449.00- | 36.28- |
| CO CLUB NEAR RINGNES 2880Z | 435.33 | 495.33 | 11,176.08 | 9,951.66 | 1,224.42 | 12.30 |
| TOTAL FULL BARRELS | 289.00 | 509.00 | 4,728.75 | 6,934.00 | 2,205.25- | 31.80- |
| TOTAL 288 OZ CASES | 15,555.17 | 21,312.83 | 226,216.74 | 305,774.64 | 79,557.90- | 26.01- |
| TOTAL BARRELAGE | 1,417.99 | 2,055.88 | 21,147.56 | 29,127.12 | 7,979.56- | 27.39- |

REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 10/75

| WA | MONTHLY CURRENT | MONTHLY LAST YEAR | YEARLY CURRENT | YEARLY LAST YEAR | VARIANCE | % |
|---|---|---|---|---|---|---|
| 034 24 PK NR GB | 0 | 0 | 0 | 280 | 280- | 100.00- |
| 035 4-6 NR GB | 0 | 0 | 1,904 | 7,544 | 5,640- | 74.76- |
| 041 4-6 CAN GB | 0 | 0 | 0 | 308 | 308- | 100.00- |
| GRAIN BELT FULL BARRELS | .00 | .00 | .00 | .00 | .00 | .00 |
| GRAIN BELT 288 OZ CASES | .00 | .00 | 1,904.00 | 8,132.00 | 6,228.00- | 76.58- |
| WHITE LABEL 288 OZ CASES | .00 | .00 | .00 | .00 | .00 | .00 |
| HAUENSTEIN 288 OZ CASES | .00 | .00 | .00 | .00 | .00 | .00 |
| STORZ FULL BARRELS | .00 | .00 | .00 | .00 | .00 | .00 |
| STORZ 288 OZ CASES | .00 | .00 | .00 | .00 | .00 | .00 |
| CO CLUB NEAR RINGNES 288OZ | .00 | .00 | .00 | .00 | .00 | .00 |
| TOTAL FULL BARRELS | .00 | .00 | .00 | .00 | .00 | .00 |
| TOTAL 288 OZ CASES | .00 | .00 | 1,904.00 | 8,132.00 | 6,228.00- | 76.58- |
| TOTAL BARRELAGE | .00 | .00 | 138.19 | 590.22 | 452.03- | 76.58- |

REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 10/75

WI

| | | MONTHLY CURRENT | MONTHLY LAST YEAR | YEARLY CURRENT | YEARLY LAST YEAR | VARIANCE | % |
|---|---|---|---|---|---|---|---|
| 002 | 1/2 BBL GB ST | 368 | 764 | 7,444 | 9,205 | 1,761- | 19.13- |
| 003 | 1/4 BBL GB ST | 183 | 169 | 1,862 | 2,296 | 434- | 18.90- |
| 010 | 1/2 BBL PREMUM | 146 | 0 | 918 | 0 | 918 | 100.00 |
| 011 | 1/4 BBL PREMUM | 16 | 0 | 64 | 24 | 40 | 166.66 |
| 027 | 24/12 RT A GB | 9,198 | 9,618 | 103,628 | 130,956 | 27,328- | 20.86- |
| 028 | 35/7 RT A GB | 1,323 | 1,890 | 16,373 | 24,539 | 8,166- | 33.27- |
| 034 | 24 PK NR GB | 224 | 392 | 1,756 | 1,822 | 66- | 3.62- |
| 035 | 4-6 NR GB | 1,176 | 1,288 | 11,485 | 22,380 | 10,895- | 48.68- |
| 037 | 12/32 NR GB | 294 | 188 | 2,594 | 3,258 | 664- | 20.38- |
| 040 | 24 PK CAN GB | 1,430 | 616 | 5,746 | 5,068 | 678 | 13.37 |
| 041 | 4-6 CAN GB | 1,155 | 1,257 | 16,877 | 26,430 | 9,553- | 36.14- |
| 036 | 4-6 BK CN GB | 0 | 0 | 1,899 | 1,386 | 513 | 37.01 |
| 042 | 12/12 CAN GB | 15,554 | 20,713 | 220,906 | 228,265 | 7,359- | 3.22- |
| 043 | 24/16 CAN GB | 30 | 112 | 142 | 375 | 233- | 62.13- |
| 029 | 24/12 PREM RET | 840 | 2,268 | 14,068 | 22,302 | 8,234- | 36.92- |
| 030 | 36/8 PREM RET | 576 | 612 | 6,566 | 9,389 | 2,823- | 30.06- |
| 033 | 24/12 PREM N R | 0 | 0 | 5 | 152 | 147- | 96.71- |
| 038 | 4-6 PREM CAN | 0 | 0 | 733 | 1,463 | 730- | 49.89- |
| 039 | 12/12 PREM CAN | 0 | 616 | 8,323 | 23,485 | 15,162- | 64.56- |
| 066 | 4-6 CAN GBX | 0 | 0 | 0 | 154 | 154- | 100.00- |
| 147 | 24/12 RT WL | 483 | 546 | 5,016 | 7,378 | 2,362- | 32.01- |
| 148 | 4-6 CAN WL | 0 | 6 | 320 | 336 | 16- | 4.76- |
| 159 | 12/12 CAN WL | 0 | 0 | 0 | 156 | 156- | 100.00- |
| 167 | 24/12 RT HN | 2,982 | 5,922 | 47,236 | 55,986 | 8,750- | 15.62- |
| 169 | 4-6 CAN HN | 0 | 38 | 899 | 617 | 282 | 45.70 |
| 170 | 12/12 CAN HN | 0 | 0 | 12,517 | 6,804 | 5,713 | 83.96 |
| 064 | 36/8 COCLUB CN | 0 | 0 | 265 | 160 | 105 | 65.62 |
| 065 | 4-6 COCLUB CAN | 0 | 0 | 753 | 182 | 571 | 313.73 |
| 068 | 24/16 COCLUB C | 35 | 0 | 35 | 0 | 35 | 100.00 |
| 069 | 4-6 GOETZ NEAR | 91 | 273 | 1,728 | 909 | 819 | 90.09 |
| | GRAIN BELT FULL BARRELS | 306.75 | 424.25 | 4,662.50 | 5,182.50 | 520.00- | 10.03- |
| | GRAIN BELT 288 OZ CASES | 23,933.46 | 28,723.30 | 294,953.84 | 373,096.07 | 78,142.23- | 20.94- |
| | WHITE LABEL 288 OZ CASES | 483.00 | 552.00 | 5,336.00 | 7,792.00 | 2,456.00- | 31.51- |
| | HAUENSTEIN 288 OZ CASES | 2,982.00 | 5,960.00 | 54,393.50 | 60,005.00 | 5,611.50- | 9.35- |
| | STORZ FULL BARRELS | .00 | .00 | .00 | .00 | .00 | .00 |
| | STORZ 288 OZ CASES | .00 | .00 | .00 | .00 | .00 | .00 |
| | CO CLUB NEAR RINGNES 288OZ | 137.67 | 273.00 | 2,792.67 | 1,251.00 | 1,541.67 | 123.23 |
| | TOTAL FULL BARRELS | 306.75 | 424.25 | 4,662.50 | 5,182.50 | 520.00- | 10.03- |
| | TOTAL 288 OZ CASES | 27,536.13 | 35,508.30 | 357,476.01 | 442,144.07 | 84,668.06- | 19.14- |
| | TOTAL BARRELAGE | 2,305.32 | 3,001.44 | 30,608.10 | 37,273.31 | 6,665.21- | 17.88- |

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REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 10/75

| WY | MONTHLY CURRENT | MONTHLY LAST YEAR | YEARLY CURRENT | YEARLY LAST YEAR | VARIANCE | % |
|---|---|---|---|---|---|---|
| 035 4-6 NR GB | 0 | 0 | 0 | 616 | 616- | 100.00- |
| 037 12/32 NR GB | 0 | 0 | 0 | 42 | 42- | 100.00- |
| 041 4-6 CAN GB | 0 | 0 | 616 | 2,156 | 1,540- | 71.42- |
| GRAIN BELT FULL BARRELS | .00 | .00 | .00 | .00 | .00 | .00 |
| GRAIN BELT 288 OZ CASES | .00 | .00 | 616.00 | 2,828.00 | 2,212.00- | 78.21- |
| WHITE LABEL 288 OZ CASES | .00 | .00 | .00 | .00 | .00 | .00 |
| HAUENSTEIN 288 OZ CASES | .00 | .00 | .00 | .00 | .00 | .00 |
| STORZ FULL BARRELS | .00 | .00 | .00 | .00 | .00 | .00 |
| STORZ 288 OZ CASES | .00 | .00 | .00 | .00 | .00 | .00 |
| CO CLUB NEAR RINGNES 288OZ | .00 | .00 | .00 | .00 | .00 | .00 |
| TOTAL FULL BARRELS | .00 | .00 | .00 | .00 | .00 | .00 |
| TOTAL 288 OZ CASES | .00 | .00 | 616.00 | 2,828.00 | 2,212.00- | 78.21- |
| TOTAL BARRELAGE | .00 | .00 | 44.70 | 205.25 | 160.55- | 78.22- |

Data Documents, Inc. 02

GRAND TOTALS — ANALYSIS OF DISTRIBUTORS PURCHASES — MONTH: 10/75

| | | MONTHLY | | YEARLY | | | |
|---|---|---|---|---|---|---|---|
| | | CURRENT | LAST YEAR | CURRENT | LAST YEAR | VARIANCE | % |
| 005 | 1/1 BBL GB 3.2 | 1,815 | 2,411 | 20,283 | 25,333 | 5,050- | 19.93- |
| 006 | 1/2 BBL GB 3.2 | 6,011 | 7,821 | 76,349 | 89,269 | 12,920- | 14.47- |
| 007 | 1/4 BBL GB 3.2 | 285 | 515 | 4,963 | 6,411 | 1,448- | 22.58- |
| 001 | 1/1 BBL GB ST | 246 | 254 | 2,483 | 2,577 | 94- | 3.64- |
| 002 | 1/2 BBL GB ST | 7,265 | 10,098 | 99,521 | 117,569 | 18,048- | 15.35- |
| 003 | 1/4 BBL GB ST | 2,820 | 4,993 | 50,034 | 67,108 | 17,074- | 25.44- |
| 009 | 1/1 BBL PREMUM | 2 | 2 | 15 | 19 | 4- | 21.05- |
| 010 | 1/2 BBL PREMUM | 1,250 | 58 | 4,851 | 900 | 3,951 | 439.00 |
| 011 | 1/4 BBL PREMUM | 188 | 94 | 1,730 | 1,642 | 88 | 5.35 |
| 047 | 24/12 RA GB 32 | 36,386 | 41,968 | 399,064 | 513,502 | 114,438- | 22.28- |
| 048 | 35/7 RA GB 32 | 948 | 1,798 | 11,775 | 17,333 | 5,558- | 32.06- |
| 050 | 36/8 RT GB 32 | 1,066 | 1,177 | 11,688 | 15,630 | 3,942- | 25.22- |
| 055 | 4-6 NR GB 32 | 7,828 | 18,341 | 115,745 | 177,141 | 61,396- | 34.65- |
| 057 | 12/32 NR GB 32 | 1,271 | 1,927 | 17,045 | 19,142 | 2,097- | 10.95- |
| 060 | 24 PK C GB 32 | 0 | 0 | 0 | 775 | 775- | 100.00- |
| 061 | 4-6 CAN GB 32 | 16,303 | 20,664 | 286,355 | 346,526 | 60,171- | 17.36- |
| 056 | 4-6 BKCN GB 32 | 301 | 0 | 3,894 | 3,918 | 24- | .81- |
| 062 | 12/12 C GB 32 | 8,778 | 10,840 | 382,047 | 334,882 | 47,165 | 14.08 |
| 063 | 24/16 C GB 32 | 3,062 | 3,778 | 48,110 | 57,671 | 9,561- | 16.57- |
| 027 | 24/12 RT A GB | 93,735 | 107,190 | 1,018,023 | 1,194,749 | 176,726- | 14.79- |
| 028 | 35/7 RT A GB | 3,470 | 5,297 | 54,961 | 72,985 | 18,024- | 24.69- |
| 034 | 24 PK NR GB | 8,135 | 10,691 | 82,944 | 108,706 | 25,762- | 23.69- |
| 035 | 4-6 NR GB | 10,559 | 27,020 | 188,272 | 257,055 | 68,783- | 26.75- |
| 037 | 12/32 NR GB | 1,969 | 2,146 | 19,318 | 24,648 | 5,330- | 21.62- |
| 040 | 24 PK CAN GB | 1,430 | 616 | 7,386 | 19,926 | 12,540- | 62.93- |
| 041 | 4-6 CAN GB | 27,412 | 30,692 | 321,823 | 398,897 | 77,074- | 19.32- |
| 036 | 4-6 BK CN GB | 0 | 0 | 10,535 | 12,248 | 1,713- | 13.98- |
| 042 | 12/12 CAN GB | 94,869 | 120,841 | 1,789,375 | 1,930,330 | 140,955- | 7.30- |
| 043 | 24/16 CAN GB | 3,629 | 5,544 | 53,499 | 72,928 | 19,429- | 26.64- |
| 029 | 24/12 PREM RET | 36,495 | 35,324 | 362,737 | 421,003 | 58,266- | 13.83- |
| 030 | 36/8 PREM RET | 6,966 | 11,411 | 117,431 | 143,690 | 26,259- | 18.27- |
| 033 | 24/12 PREM N R | 0 | 1,127 | 10,472 | 17,193 | 6,721- | 39.09- |
| 038 | 4-6 PREM CAN | 2,879 | 4,621 | 72,377 | 94,999 | 22,622- | 23.81- |
| 039 | 12/12 PREM CAN | 20,087 | 36,579 | 334,373 | 330,114 | 4,259 | 1.29 |
| 066 | 4-6 CAN GBX | 0 | 0 | 0 | 4,640 | 4,640- | 100.00- |
| 152 | 24/12 R WL 32 | 1,680 | 1,722 | 19,628 | 28,169 | 8,541- | 30.32- |
| 153 | 4-6 CAN WL 32 | 770 | 1,617 | 13,285 | 21,937 | 8,652- | 39.44- |
| 164 | 12/12 CAN WL32 | 1,694 | 1,848 | 12,696 | 22,026 | 9,330- | 42.35- |
| 154 | 24/16 C WL 32 | 0 | 0 | 0 | 6,097 | 6,097- | 100.00- |
| 147 | 24/12 RT WL | 9,387 | 13,944 | 143,754 | 179,754 | 36,000- | 20.02- |
| 148 | 4-6 CAN WL | 413 | 1,777 | 15,502 | 46,064 | 30,562- | 66.34- |
| 159 | 12/12 CAN WL | 1,692 | 10,318 | 29,905 | 55,907 | 26,002- | 46.50- |
| 149 | 24/16 CAN WL | 0 | 0 | 0 | 5,356 | 5,356- | 100.00- |
| 173 | 24/12 RT HN 32 | 4,742 | 6,426 | 69,947 | 83,642 | 13,695- | 16.37- |
| 175 | 4-6 CAN HN 32 | 2,772 | 3,171 | 37,178 | 36,508 | 670 | 1.83 |
| 176 | 12/12 C HN 32 | 1,848 | 1,918 | 37,445 | 36,302 | 1,143 | 3.14 |
| 167 | 24/12 RT HN | 82,026 | 85,977 | 1,027,577 | 1,027,214 | 363 | .03 |
| 169 | 4-6 CAN HN | 3,577 | 11,226 | 62,798 | 69,855 | 7,057- | 10.10- |
| 170 | 12/12 CAN HN | 6,160 | 6,629 | 141,344 | 124,486 | 16,858 | 13.54 |
| 014 | 1/2 BBL STZ | 132 | 264 | 1,754 | 3,914 | 2,160- | 55.18- |
| 015 | 1/4 BBL STZ | 3 | 21 | 34 | 164 | 130- | 79.26- |

Data Documents, Inc. 02

| | | | | | | | |
|---|---|---|---|---|---|---|---|
| 118 | 4-6 CN PR SZ32 | 1,093 | 1,232 | 11,919 | 15,084 | 3,165- | 20.98- |
| 119 | 12/12 PRE SZ32 | 1,573 | 4,685 | 21,509 | 36,852 | 15,343- | 41.63- |
| 070 | 24/12 RT TR | 2,310 | 3,024 | 27,892 | 36,571 | 8,679- | 23.73- |
| 075 | 4-6 NR TR | 595 | 2,016 | 11,221 | 21,159 | 9,938- | 46.96- |
| 076 | 12/32 NR TR | 467 | 462 | 6,871 | 9,413 | 2,542- | 27.00- |
| 080 | 4-6 CAN TR | 861 | 1,659 | 33,901 | 24,620 | 9,281 | 37.69 |
| 081 | 12/12 CAN T ST | 21,560 | 41,272 | 305,229 | 355,214 | 49,985- | 14.07- |
| 106 | 4-6 CAN PRE SZ | 2,192 | 2,437 | 25,591 | 38,629 | 13,038- | 33.75- |
| 107 | 12/12 CAN PRSZ | 2,926 | 9,702 | 59,593 | 92,832 | 33,239- | 35.80- |
| 026 | 36/8 COCLUB 32 | 0 | 320 | 0 | 1,441 | 1,441- | 100.00- |
| 064 | 36/8 COCLUB CN | 1,200 | 1,120 | 13,782 | 14,319 | 537- | 3.75- |
| 065 | 4-6 COCLUB CAN | 3,094 | 1,456 | 32,381 | 21,682 | 10,699 | 49.34 |
| 068 | 24/16 COCLUB C | 1,155 | 1,330 | 14,684 | 15,765 | 1,081- | 6.85- |
| 069 | 4-6 GOETZ NEAR | 364 | 551 | 3,996 | 2,906 | 1,090 | 37.50 |
| 018 | 24/11 RNGNS 32 | 0 | 80 | 0 | 515 | 515- | 100.00- |
| 019 | 24/11 RINGNES | 413 | 299 | 4,419 | 3,054 | 1,365 | 44.69 |
| GRAIN BELT FULL BARRELS | | 10,149.25 | 13,056.00 | 127,323.25 | 150,588.25 | 23,265.00- | 15.44- |
| GRAIN BELT 288 OZ CASES | | 328,361.64 | 418,867.60 | 4,502,377.35 | 5,337,611.70 | 835,234.35- | 15.64- |
| WHITE LABEL 288 OZ CASES | | 13,943.00 | 25,143.00 | 213,469.50 | 330,161.13 | 116,691.63- | 35.34- |
| HAUENSTEIN 288 OZ CASES | | 97,121.00 | 111,073.50 | 1,286,894.50 | 1,297,613.00 | 10,718.50- | .82- |
| STORZ FULL BARRELS | | 66.75 | 137.25 | 885.50 | 1,998.00 | 1,112.50- | 55.68- |
| STORZ 288 OZ CASES | | 20,703.17 | 38,813.50 | 312,850.81 | 391,062.64 | 78,211.83- | 19.99- |
| CO CLUB NEAR RINGNES 288OZ | | 6,576.58 | 5,567.74 | 73,788.38 | 64,639.55 | 9,148.83 | 14.15 |
| TOTAL FULL BARRELS | | 10,216.00 | 13,193.25 | 128,208.75 | 152,586.25 | 24,377.50- | 15.97- |
| TOTAL 288 OZ CASES | | 466,705.39 | 599,465.34 | 6,389,380.54 | 7,421,088.02 | 031,707.48- | 13.90- |
| TOTAL BARRELAGE | | 44,089.47 | 56,702.44 | 591,949.98 | 691,208.81 | 99,258.83- | 14.36- |

SEPTEMBER

SUMMARY OF COSTS BY CLASSIFICATION

| | SEPTEMBER 75 | YTD 75 | SEPTEMBER 74 | YTD 74 | VARIANCE |
|---|---|---|---|---|---|
| WAGES AND SALARIES | AMOUNT | AMOUNT | AMOUNT | AMOUNT | |
| PRODUCTION | 341,016.07 | 1,891,952.00 | 320,854.61 | 1,922,761.59 | 20,161.46<br>30,809.59- |
| ADVERTISING & SELLING | 35,154.16 | 179,567.47 | 29,417.24 | 141,047.81 | 5,736.92<br>38,519.66 |
| ADMINSTRATIVE | 18,825.81 | 106,356.21 | 23,297.26 | 113,402.24 | 4,471.45-<br>7,046.03- |
| TOTAL WAGES | 394,996.04 | 2,177,875.68 | 373,569.11 | 2,177,211.64 | 21,426.93<br>664.04 |
| SUPPLIES | | | | | |
| PRODUCTION | 390,088.14 | 2,844,192.13 | 391,487.38 | 2,454,363.36 | 1,399.24-<br>389,828.77 |
| SELLING DELIVERY ADMINSTRATIVE | 11,971.32 | 37,922.79 | 5,967.19 | 20,886.09 | 6,004.13<br>17,036.70 |
| TOTAL SUPPLIES | 402,059.46 | 2,882,114.92 | 397,454.57 | 2,475,249.45 | 4,604.89<br>406,865.47 |
| MAINTENANCE | | | | | |
| PRODUCTION LABOR | .00 | .00 | .00 | 46.17 | .00<br>46.17- |
| CONTRACTOR MAINTENANCE | 16,962.94 | 83,646.02 | 20,340.15 | 88,383.49 | 3,377.21-<br>4,737.47- |
| PRODUCTION MATERIAL | 17,849.97 | 75,408.77 | 23,973.38 | 74,113.06 | 6,123.41-<br>1,295.71 |
| SELLING DELIVERY ADMINSTRATIVE | 1,270.46 | 8,043.59 | 945.23 | 6,354.94 | 325.23<br>1,688.65 |
| TOTAL MAINTENANCE | 36,083.37 | 167,098.38 | 45,258.76 | 168,897.66 | 9,175.39-<br>1,799.28- |
| GENERAL | | | | | |
| PRODUCTION | 38,895.09 | 197,883.67 | 39,228.30 | 201,786.10 | 333.21-<br>3,902.43- |

SUMMARY OF COSTS BY CLASSIFICATION

| | SEPTEMBER 75 | YTD 75 | SEPTEMBER 74 | YTD 74 | VARIANCE |
|---|---|---|---|---|---|
| | 42,394.55 | | 28,105.13 | | 14,289.42 |
| SELLING DELIVERY ADMINSTRATIVE | | 167,361.75 | | 152,138.31 | 15,223.44 |
| | 81,289.64 | | 67,333.43 | | 13,956.21 |
| TOTAL GENERAL | | 365,245.42 | | 353,924.41 | 11,321.01 |
| ADVERTISING | | | | | |
| | 56,940.53 | | 136,025.00 | | 79,084.47- |
| MEDIA | | 492,389.39 | | 521,047.17 | 28,657.78- |
| | 34,583.19 | | 12,671.81 | | 21,911.38 |
| PRODUCTION | | 134,477.89 | | 70,161.14 | 64,316.75 |
| | 16,354.86 | | 20,505.84 | | 4,150.98- |
| SALES PROMOTION | | 104,913.11 | | 131,039.55 | 26,126.44- |
| | 11,210.92 | | 16,586.38 | | 5,375.46- |
| SIGN COST & MAINTENANCE | | 63,312.17 | | 98,598.03 | 35,285.86- |
| | 119,089.50 | | 185,789.03 | | 66,699.53- |
| TOTAL ADVERTISING | | 795,092.56 | | 820,845.89 | 25,753.33- |
| FIXED | | | | | |
| | 5,346.16 | | 17,307.04 | | 11,960.88- |
| PROPERTY TAXES & LICENSES | | 33,090.20 | | 110,631.07 | 77,540.87- |
| | 23,600.00 | | 25,900.00 | | 2,300.00- |
| PAYROLL TAXES | | 178,340.00 | | 183,560.00 | 5,220.00- |
| | 4,792.96 | | 4,954.18 | | 161.22- |
| INSURANCE GENERAL | | 28,166.25 | | 29,124.67 | 958.42- |
| | 45,890.78 | | 47,229.36 | | 1,338.58- |
| INSURANCE - EMPLOYEES GROUP | | 231,560.85 | | 235,191.78 | 3,630.93- |
| | 8,700.00 | | 7,500.00 | | 1,200.00 |
| SALARIED PENSION TRUST | | 43,500.00 | | 37,500.00 | 6,000.00 |
| | 3,830.57 | | 4,343.27 | | 512.70- |
| RETIREES PENSION | | 19,659.86 | | 21,716.35 | 2,056.49- |
| | 1,060.13 | | 1,205.08 | | 144.95- |
| RENTALS | | 5,241.88 | | 6,013.17 | 771.29- |
| | 6,762.39 | | 61,594.61 | | 54,832.22- |
| DEPRECIATION - PLANT & EQUIPMENT | | 33,599.82 | | 388,662.30 | 355,062.48- |

SUMMARY OF COSTS BY CLASSIFICATION

| | SEPTEMBER 75 | YTD 75 | SEPTEMBER 74 | YTD 74 | VARIANCE |
|---|---|---|---|---|---|
| | 1,200.65 | | 46,837.02 | | 45,636.37- |
| DEPRECIATION - RETURNABLE CONT. | | 5,426.52 | | 284,386.82 | 278,960.30- |
| | 101,183.64 | | 216,870.56 | | 115,686.92- |
| TOTAL FIXED | | 578,585.38 | | 1,296,786.16 | 718,200.78- |

GRAIN BELT BREWERIES, INC. SUMMARY OF COSTS BY CLASSIFICATION

| | | | | | |
|---|---|---|---|---|---|
| | 1,134,701.65 | | 1,286,275.46 | | 151,573.81- |
| TOTAL COSTS | | 6,966,012.34 | | 7,292,915.21 | 326,902.87- |

| | SEPTEMBER 75 | | YTD 75 | | SEPTEMBER 74 | | YTD 74 | | VARIANCE |
|---|---|---|---|---|---|---|---|---|---|
| BARRELS BREWED | 48,277 | | 364,510 | | 58,365 | | 379,758 | | 10,088-<br>15,248- |
| WAGES AND SALARIES | AMOUNT | PER BBL | AMOUNT | PER BBL | AMOUNT | PER BBL | AMOUNT | PER BBL | |
| BREWHOUSE | 10,959.98 | .2270 | 66,786.68 | .1832 | 12,123.41 | .2077 | 67,568.23 | .1779 | 1,163.43-<br>781.55- |
| FERMENTING | 4,695.86 | .0973 | 24,338.41 | .0668 | 4,269.69 | .0732 | 23,714.68 | .0624 | 426.17<br>623.73 |
| CELLARS | 23,086.07 | .4782 | 120,835.76 | .3315 | 20,946.47 | .3589 | 116,456.07 | .3067 | 2,139.60<br>4,379.69 |
| LAB AND CLERICAL | 3,667.46 | .0760 | 19,872.49 | .0545 | 4,290.20 | .0735 | 20,612.34 | .0543 | 622.74-<br>739.85- |
| SUPERVISION | 7,860.00 | .1628 | 42,339.28 | .1162 | 8,191.66 | .1404 | 39,674.96 | .1045 | 331.66-<br>2,664.32 |
| VACATION | 5,600.00 | .1160 | 36,400.00 | .0999 | 5,600.00 | .0959 | 38,440.00 | .1012 | .00<br>2,040.00- |
| HOLIDAY | 2,160.00 | .0447 | 14,040.00 | .0385 | 2,400.00 | .0411 | 15,600.00 | .0411 | 240.00-<br>1,560.00- |
| PENSION | 3,963.50 | .0821 | 16,618.50 | .0456 | 2,554.75 | .0438 | 14,810.75 | .0390 | 1,408.75<br>1,807.75 |
| UNCLASSIFIED | 1,204.72 | .0250 | 8,807.27 | .0242 | 1,548.04 | .0265 | 8,836.86 | .0233 | 343.32-<br>29.59- |
| TOTAL WAGES | 63,197.59 | 1.3091 | 350,038.39 | .9603 | 61,924.22 | 1.0610 | 345,713.89 | .9104 | 1,273.37<br>4,324.50 |
| MATERIALS AND SUPPLIES | | | | | | | | | |
| MALT | 144,167.26 | 2.9863 | 1,281,500.01 | 3.5157 | 200,887.72 | 3.4419 | 1,179,823.50 | 3.1068 | 56,720.46-<br>101,676.51 |
| HOPS DOMESTIC | 6,665.40 | .1381 | 54,576.70 | .1497 | 10,571.40 | .1811 | 61,857.90 | .1629 | 3,906.00-<br>7,281.20- |
| HOPS IMPORTED | .00 | .0000 | 40,459.50 | .1110 | 9,943.50 | .1704 | 70,491.25 | .1856 | 9,943.50-<br>30,031.75- |
| HOPS CASCADE | 5,141.50 | .1065 | 7,550.40 | .0207 | .00 | .0000 | 1,408.44 | .0037 | 5,141.50<br>6,141.96 |
| NU-BRU | 116,083.50 | 2.4045 | 720,210.21 | 1.9758 | 86,250.31 | 1.4778 | 500,551.36 | 1.3181 | 29,833.19<br>219,658.85 |

| | SEPTEMBER 75 | | YTD 75 | | SEPTEMBER 74 | | YTD 74 | | VARIANCE |
|---|---|---|---|---|---|---|---|---|---|
| GLUCOSE | 6,210.00 | .1286 | 59,712.50 | .1638 | 10,262.50 | .1758 | 78,797.30 | .2075 | 4,052.50-<br>19,084.80- |
| TREATING | 22,241.19 | .4607 | 143,996.55 | .3950 | 17,894.42 | .3066 | 132,317.64 | .3484 | 4,346.77<br>11,678.91 |
| FILTERING | 913.29 | .0189 | 5,728.32 | .0157 | 791.27 | .0136 | 6,494.01 | .0171 | 122.02<br>765.69- |
| SUNDRY MATERIAL | 2,931.80 | .0607 | 19,086.40 | .0524 | 2,972.29 | .0509 | 18,073.98 | .0476 | 40.49-<br>1,012.42 |
| BY PRODUCT SALES | 13,237.10- | .2742- | 86,937.30- | .2385- | 22,264.18- | .3815- | 118,154.18- | .3111- | 9,027.08<br>31,216.88 |
| GRAIN DRYING | 5,666.36 | .1174 | 29,715.24 | .0815 | 7,659.26 | .1312 | 33,498.34 | .0882 | 1,992.90-<br>3,783.10- |
| LAB SUPPLIES | 448.50 | .0093 | 1,462.95 | .0040 | 132.35 | .0023 | 1,253.97 | .0033 | 316.15<br>208.98 |
| UNCLASSIFIED | 10,339.05 | .2142 | 63,616.53 | .1745 | 4,143.92 | .0710 | 40,863.65 | .1076 | 6,195.13<br>22,752.88 |
| TOTAL MATERIALS | 307,570.75 | 6.3710 | 2,340,678.01 | 6.4214 | 329,244.76 | 5.6411 | 2,007,277.16 | 5.2857 | 21,674.01-<br>333,400.85 |
| MAINTENANCE | | | | | | | | | |
| BUILDING MATERIAL | 28.64 | .0006 | 198.30 | .0005 | 240.60 | .0041 | 917.21 | .0024 | 211.96-<br>718.91- |
| MACHINERY MATERIAL | 2,443.47 | .0506 | 12,356.73 | .0339 | 2,182.03 | .0374 | 11,023.55 | .0290 | 261.44<br>1,333.18 |
| TANKS MATERIAL | .00 | .0000 | 156.00 | .0004 | .00 | .0000 | 1,731.58 | .0046 | .00<br>1,575.58- |
| TANKS LABOR | .00 | .0000 | .00 | .0000 | .00 | .0000 | 46.17 | .0001 | .00<br>46.17- |
| CONTRACTORS | 2,080.15 | .0431 | 14,763.47 | .0405 | 3,155.45 | .0541 | 16,445.28 | .0433 | 1,075.30-<br>1,681.81- |
| TOTAL MAINTENANCE | 4,552.26 | .0943 | 27,474.50 | .0754 | 5,578.08 | .0956 | 30,163.79 | .0794 | 1,025.82-<br>2,689.29- |
| GENERAL | | | | | | | | | |
| BEER CONSUMED | 378.80 | .0078 | 2,203.00 | .0060 | 341.20 | .0058 | 1,857.10 | .0049 | 37.60<br>345.90 |

| | SEPTEMBER 75 | | YTD 75 | | SEPTEMBER 74 | | YTD 74 | | VARIANCE |
|---|---|---|---|---|---|---|---|---|---|
| UTILITIES DIRECT CHGE. | 9,147.30 | .1895 | 44,960.57 | .1233 | 8,092.04 | .1386 | 41,637.66 | .1096 | 1,055.26<br>3,322.91 |
| POWER PLANT ALLOCATION | 58,849.70 | 1.2190 | 304,189.98 | .8345 | 55,946.86 | .9586 | 313,390.19 | .8252 | 2,902.84<br>9,200.21- |
| GENERAL PLANT ALLOC. | 23,637.55 | .4896 | 126,242.26 | .3463 | 23,914.65 | .4097 | 133,675.29 | .3520 | 277.10-<br>7,433.03- |
| UNCLASSIFIED | 3,687.54 | .0764 | 6,221.09 | .0171 | 1,892.40 | .0324 | 7,155.95 | .0188 | 1,795.14<br>934.86- |
| TOTAL GENERAL | 95,700.89 | 1.9823 | 483,816.90 | 1.3273 | 90,187.15 | 1.5452 | 497,716.19 | 1.3106 | 5,513.74<br>13,899.29- |
| FIXED | | | | | | | | | |
| TAXES & LICENSES | 1,700.00 | .0352 | 10,378.33 | .0285 | 5,200.00 | .0891 | 34,910.00 | .0919 | 3,500.00-<br>24,531.67- |
| TAXES PAYROLL | 3,100.00 | .0642 | 24,900.00 | .0683 | 3,500.00 | .0600 | 25,700.00 | .0677 | 400.00-<br>800.00- |
| INSURANCE GENERAL | 1,257.50 | .0260 | 7,451.16 | .0204 | 1,469.33 | .0252 | 7,725.55 | .0203 | 211.83-<br>274.39- |
| INSURANCE EMPLOYEES | 8,231.71 | .1705 | 41,109.20 | .1128 | 7,728.68 | .1324 | 37,843.40 | .0997 | 503.03<br>3,265.80 |
| PENSION TRUST | 1,365.00 | .0283 | 6,825.00 | .0187 | 1,030.00 | .0176 | 5,150.00 | .0136 | 335.00<br>1,675.00 |
| RETIREES PENSION | 501.67 | .0104 | 2,508.35 | .0069 | 501.67 | .0086 | 2,508.35 | .0066 | .00<br>.00 |
| DEPRECIATION BUILDINGS | 600.00 | .0124 | 3,000.00 | .0082 | 5,070.43 | .0869 | 32,957.83 | .0868 | 4,470.43-<br>29,957.83- |
| DEPRECIATION MACHINERY | 1,401.56 | .0290 | 7,061.99 | .0194 | 15,124.17 | .2591 | 97,941.90 | .2579 | 13,722.61-<br>90,879.91- |
| DEPRECIATION TANKS | 420.83 | .0087 | 2,104.19 | .0058 | 3,613.44 | .0619 | 23,487.40 | .0618 | 3,192.61-<br>21,383.21- |
| TOTAL FIXED | 18,578.27 | .3848 | 105,338.22 | .2890 | 43,237.72 | .7408 | 268,224.43 | .7063 | 24,659.45-<br>162,886.21- |
| COST OF BREWING | | | | | | | | | |
| TOTAL COST | 489,599.76 | 10.1415 | 3,307,346.02 | 9.0734 | 530,171.93 | 9.0837 | 3,149,095.46 | 8.2924 | 40,572.17-<br>158,250.56 |

| | SEPTEMBER 75 | | YTD 75 | | SEPTEMBER 74 | | YTD 74 | | VARIANCE |
|---|---|---|---|---|---|---|---|---|---|
| BARRELS RACKED | 11,663 | | 75,621 | | 13,353 | | 85,871 | | 1,690-<br>10,250- |
| WAGES AND SALARIES | AMOUNT | PER BBL | AMOUNT | PER BBL | AMOUNT | PER BBL | AMOUNT | PER BBL | |
| KEG FILLING | 1,988.30 | .1705 | 11,808.41 | .1562 | 2,223.84 | .1665 | 12,485.77 | .1454 | 235.54-<br>677.36- |
| RACKING FLOORMEN | 3,680.41 | .3156 | 21,399.57 | .2830 | 3,752.08 | .2810 | 22,704.11 | .2644 | 71.67-<br>1,304.54- |
| KEG WASHING | 4,107.63 | .3522 | 22,879.29 | .3026 | 3,683.82 | .2759 | 21,984.07 | .2560 | 423.81<br>895.22 |
| WASHHOUSE FLOORMEN | 1,648.75 | .1414 | 8,858.03 | .1171 | 1,568.51 | .1175 | 9,441.40 | .1099 | 80.24<br>583.37- |
| LOAD & UNLOAD | 2,364.50 | .2027 | 12,722.85 | .1682 | 2,299.40 | .1722 | 14,041.40 | .1635 | 65.10<br>1,318.55- |
| SUPERVISION | 697.13 | .0598 | 3,318.34 | .0439 | 601.30 | .0450 | 2,956.12 | .0344 | 95.83<br>362.22 |
| HOLIDAY | 800.00 | .0686 | 5,200.00 | .0688 | 800.00 | .0599 | 5,200.00 | .0606 | .00<br>.00 |
| VACATION | 2,000.00 | .1715 | 13,000.00 | .1719 | 1,800.00 | .1348 | 12,550.00 | .1461 | 200.00<br>450.00 |
| PENSION | 786.00 | .0674 | 4,207.75 | .0556 | 791.00 | .0592 | 4,430.00 | .0516 | 5.00-<br>222.25- |
| TOTAL WAGES | 18,072.72 | 1.5496 | 103,394.24 | 1.3673 | 17,519.95 | 1.3121 | 105,792.87 | 1.2320 | 552.77<br>2,398.63- |
| MATERIALS AND SUPPLIES | | | | | | | | | |
| BUNGS | 760.75 | .0652 | 6,052.19 | .0800 | 1,246.40 | .0933 | 7,409.29 | .0863 | 485.65-<br>1,357.10- |
| UNCLASSIFIED | 2,910.91 | .2496 | 18,269.09 | .2416 | 1,959.20 | .1467 | 19,829.11 | .2309 | 951.71<br>1,560.02- |
| TOTAL MATERIALS | 3,671.66 | .3148 | 24,321.28 | .3216 | 3,205.60 | .2401 | 27,238.40 | .3172 | 466.06<br>2,917.12- |
| MAINTENANCE | | | | | | | | | |
| BUILDING MATL. | .00 | .0000 | 140.10 | .0019 | .00 | .0000 | 527.59- | .0061- | .00<br>667.69 |

| | SEPTEMBER 75 | | YTD 75 | | SEPTEMBER 74 | | YTD 74 | | VARIANCE |
|---|---|---|---|---|---|---|---|---|---|
| MACHINERY MATL. | 980.14 | .0840 | 2,478.25 | .0328 | 140.81 | .0105 | 2,570.36 | .0299 | 839.33<br>92.11- |
| KEGS MATERIAL | .00 | .0000 | 6.00- | .0001- | .00 | .0000 | 42.12- | .0005- | .00<br>36.12 |
| CONTRACTORS | 691.35 | .0593 | 4,019.78 | .0532 | 804.53 | .0603 | 5,385.03 | .0627 | 113.18-<br>1,365.25- |
| TOTAL MAINTENANCE | 1,671.49 | .1433 | 6,632.13 | .0877 | 945.34 | .0708 | 7,385.68 | .0860 | 726.15<br>753.55- |
| GENERAL | | | | | | | | | |
| UTILITIES DIRECT CHGE. | 839.79 | .0720 | 4,037.86 | .0534 | 713.85 | .0535 | 3,605.84 | .0420 | 125.94<br>432.02 |
| POWER PLANT ALLOCATION | 7,788.93 | .6678 | 40,260.44 | .5324 | 7,404.73 | .5545 | 41,478.12 | .4830 | 384.20<br>1,217.68- |
| MAINTENANCE ETC. | 7,091.26 | .6080 | 37,872.66 | .5008 | 7,174.39 | .5373 | 40,102.58 | .4670 | 83.13-<br>2,229.92- |
| UNCLASSIFIED L | .00 | .0000 | 41.25 | .0005 | 160.00 | .0120 | 201.25 | .0023 | 160.00-<br>160.00- |
| TOTAL GENERAL | 15,719.98 | 1.3479 | 82,212.21 | 1.0872 | 15,452.97 | 1.1573 | 85,387.79 | .9944 | 267.01<br>3,175.58- |
| FIXED | | | | | | | | | |
| TAXES & LICENSES | 300.00 | .0257 | 2,100.00 | .0278 | 1,200.00 | .0899 | 7,800.00 | .0908 | 900.00-<br>5,700.00- |
| TAXES PAYROLL | 1,050.00 | .0900 | 8,220.00 | .1087 | 1,050.00 | .0786 | 8,220.00 | .0957 | .00<br>.00 |
| INSURANCE GENERAL | 304.90 | .0261 | 1,942.90 | .0257 | 380.00 | .0285 | 1,982.13 | .0231 | 75.10-<br>39.23- |
| INSURANCE EMPLOYEES | 2,047.56 | .1756 | 10,167.80 | .1345 | 1,960.64 | .1468 | 9,702.56 | .1130 | 86.92<br>465.24 |
| RETIREES PENSION | 291.40 | .0250 | 1,523.13 | .0201 | 431.40 | .0323 | 2,157.00 | .0251 | 140.00-<br>633.87- |
| DEPRECIATION BUILDINGS | 140.00 | .0120 | 700.00 | .0093 | 972.31 | .0728 | 6,320.03 | .0736 | 832.31-<br>5,620.03- |
| DEPRECIATION MACHINERY | 195.31 | .0167 | 976.58 | .0129 | 1,811.58 | .1357 | 11,701.93 | .1363 | 1,616.27-<br>10,725.35- |

| | SEPTEMBER 75 | | YTD 75 | | SEPTEMBER 74 | | YTD 74 | | VARIANCE |
|---|---|---|---|---|---|---|---|---|---|
| DEPRECIATION KEGS | .00 | .0000 | .00 | .0000 | 12,146.74 | .9097 | 80,753.82 | .9404 | 12,146.74-<br>80,753.82- |
| TOTAL FIXED | 4,329.17 | .3712 | 25,630.41 | .3389 | 19,952.67 | 1.4942 | 128,637.47 | 1.4980 | 15,623.50-<br>103,007.06- |
| COST OF RACKING | | | | | | | | | |
| TOTAL TOTAL | 43,465.02 | 3.7267 | 242,190.27 | 3.2027 | 57,076.53 | 4.2744 | 354,442.21 | 4.1276 | 13,611.51-<br>112,251.94- |
| BEER FROM CELLARS | 115,458.75 | 9.8996 | 692,585.48 | 9.1586 | 120,177.00 | 9.0000 | 714,773.80 | 8.3238 | 4,718.25-<br>22,188.32- |
| TOTAL KEG BEER COST | 158,923.77 | 13.6263 | 934,775.75 | 12.3613 | 177,253.53 | 13.2744 | 1,069,216.01 | 12.4514 | 18,329.76-<br>134,440.26- |

Data Documents, Inc. 02

| | SEPTEMBER 75 | | YTD 75 | | SEPTEMBER 74 | | YTD 74 | | VARIANCE |
|---|---|---|---|---|---|---|---|---|---|
| BARRELS BOTTLED | 36,621 | | 279,701 | | 42,463 | | 289,989 | | 5,842-<br>10,288- |
| CASES BOTTLED | 490,210 | | 3,751,808 | | 562,850 | | 3,845,899 | | 72,640-<br>94,091- |
| WAGES AND SALARIES | AMOUNT | PER CASE | AMOUNT | PER CASE | AMOUNT | PER CASE | AMOUNT | PER CASE | |
| | 60,523.07 | .1234 | | | 54,877.18 | .0975 | | | 5,645.89 |
| BOTTLEHOUSE LINES ETC. | | | 392,271.40 | .1045 | | | 399,499.17 | .1038 | 7,227.77- |
| | 2,391.47 | .0048 | | | 3,107.43 | .0055 | | | 715.96- |
| GOV. CELLAR | | | 13,505.16 | .0036 | | | 14,841.20 | .0038 | 1,336.04- |
| | 7,388.00 | .0150 | | | 4,320.77 | .0076 | | | 3,067.23 |
| ASSEMBLING CASES MISC. | | | 36,035.47 | .0096 | | | 27,527.47 | .0071 | 8,508.00 |
| | 12,960.63 | .0264 | | | 12,877.44 | .0228 | | | 83.19 |
| CLEANUP | | | 72,094.76 | .0192 | | | 73,740.77 | .0191 | 1,646.01- |
| | 2,661.76 | .0054 | | | 2,270.65 | .0040 | | | 391.11 |
| OILERS | | | 16,000.62 | .0042 | | | 13,270.59 | .0034 | 2,730.03 |
| | 4,812.16 | .0098 | | | 4,787.06 | .0085 | | | 25.10 |
| LOADING | | | 28,131.57 | .0075 | | | 28,684.09 | .0074 | 552.52- |
| | 6,386.38 | .0130 | | | 9,000.69 | .0160 | | | 2,614.31- |
| UNLOADING | | | 34,749.85 | .0092 | | | 44,113.60 | .0114 | 9,363.75- |
| | 9,983.56 | .0203 | | | 8,570.16 | .0152 | | | 1,413.40 |
| SORTING | | | 50,961.19 | .0135 | | | 58,225.05 | .0151 | 7,263.86- |
| | 1,518.78 | .0031 | | | 1,400.61 | .0024 | | | 118.17 |
| CLERICAL BOTTLING | | | 7,223.85 | .0019 | | | 6,747.84 | .0017 | 476.01 |
| | 4,115.58 | .0084 | | | 3,863.26 | .0068 | | | 252.32 |
| CLERICAL WAREHOUSE | | | 20,008.47 | .0053 | | | 19,958.58 | .0051 | 49.89 |
| | 10,717.50 | .0218 | | | 10,209.18 | .0181 | | | 508.32 |
| FOREMEN BOTTLING | | | 52,062.54 | .0138 | | | 53,520.78 | .0139 | 1,458.24- |
| | 5,540.00 | .0113 | | | 5,240.02 | .0093 | | | 299.98 |
| FOREMEN WAREHOUSE | | | 26,800.06 | .0071 | | | 25,299.98 | .0065 | 1,500.08 |
| | 21,150.00 | .0431 | | | 21,300.00 | .0378 | | | 150.00- |
| VACATION | | | 129,250.00 | .0344 | | | 143,680.00 | .0373 | 14,430.00- |
| | 7,830.00 | .0159 | | | 7,670.00 | .0136 | | | 160.00 |
| HOLIDAY | | | 47,850.00 | .0127 | | | 52,610.00 | .0136 | 4,760.00- |
| | 11,198.25 | .0228 | | | 7,232.25 | .0128 | | | 3,966.00 |
| PENSION | | | 50,741.25 | .0135 | | | 46,875.00 | .0121 | 3,866.25 |

| | SEPTEMBER 75 | | YTD 75 | | SEPTEMBER 74 | | YTD 74 | | VARIANCE |
|---|---|---|---|---|---|---|---|---|---|
| TOTAL WAGES | 169,177.14 | .3451 | 977,686.19 | .2606 | 156,726.70 | .2784 | 1,008,594.12 | .2622 | 12,450.44<br>30,907.93- |
| MATERIALS AND SUPPLIES | | | | | | | | | |
| CROWNS | 21,077.75 | .0430 | 125,946.61 | .0335 | 11,761.73 | .0209 | 91,876.51 | .0238 | 9,316.02<br>34,070.10 |
| LABELS | 16,225.35 | .0331 | 114,973.66 | .0306 | 11,630.88 | .0206 | 97,640.72 | .0253 | 4,594.47<br>17,332.94 |
| CAUSTIC | 2,220.00 | .0045 | 16,626.98 | .0044 | 3,809.88 | .0067 | 19,494.11 | .0050 | 1,589.88-<br>2,867.13- |
| PARTITIONS, ETC. | 1,968.37 | .0040 | 9,392.85 | .0025 | 2,444.76 | .0043 | 17,804.50 | .0046 | 476.39-<br>8,411.65- |
| BY PRODUCT SALES | 126.92- | .0002- | 293.91 | .0000 | 366.90- | .0006- | 1,494.23- | .0003- | 239.98<br>1,788.14 |
| UNCLASSIFIED | 5,394.50 | .0110 | 38,552.05 | .0102 | 5,050.18 | .0089 | 38,047.08 | .0099 | 344.32<br>504.97 |
| TOTAL MATERIALS | 46,759.05 | .0953 | 305,786.06 | .0815 | 34,330.53 | .0610 | 263,368.69 | .0684 | 12,428.52<br>42,417.37 |
| MAINTENANCE | | | | | | | | | |
| BOTTLEHOUSE BLDG MATL. | 124.00 | .0002 | 739.51 | .0002 | 124.00 | .0002 | 636.83 | .0001 | .00<br>102.68 |
| BOTTLEHOUSE MACH MATL. | 11,162.75 | .0227 | 49,347.71 | .0131 | 19,208.84 | .0341 | 59,057.56 | .0153 | 8,046.09-<br>9,709.85- |
| WAREHOUSE BLDG MATL. | .00 | .0000 | .00 | .0000 | .00 | .0000 | 8,700.90- | .0022- | .00<br>8,700.90 |
| WAREHOUSE MACH MATL. | 72.29 | .0001 | 1,660.83 | .0004 | 400.82 | .0007 | 1,468.74 | .0003 | 328.53-<br>192.09 |
| CONTRACTORS | 11,298.83 | .0230 | 50,754.79 | .0135 | 12,112.22 | .0215 | 48,717.92 | .0126 | 813.39-<br>2,036.87 |
| TOTAL MAINTENANCE | 22,657.87 | .0462 | 102,502.84 | .0273 | 31,845.88 | .0565 | 101,180.15 | .0263 | 9,188.01-<br>1,322.69 |
| GENERAL | | | | | | | | | |
| BEER CONSUMED | 333.60 | .0006 | 2,661.30 | .0007 | 376.60 | .0006 | 2,632.15 | .0006 | 43.00-<br>29.15 |

| | SEPTEMBER 75 | | YTD 75 | | SEPTEMBER 74 | | YTD 74 | | VARIANCE |
|---|---|---|---|---|---|---|---|---|---|
| UTILITIES DIRECT CHGE. | 5,483.23 | .0111 | 27,220.61 | .0072 | 4,396.98 | .0078 | 22,190.32 | .0057 | 1,086.25<br>5,030.29 |
| POWER PLANT ALLOCATION | 19,905.04 | .0406 | 102,887.78 | .0274 | 18,923.20 | .0336 | 105,999.62 | .0275 | 981.84<br>3,111.84- |
| PLANT MAINTENANCE ETC. | 48,063.01 | .0980 | 256,692.57 | .0684 | 48,626.46 | .0864 | 271,806.45 | .0706 | 563.45-<br>15,113.88- |
| UNCLASSIFIED | 492.24 | .0010 | 3,789.79 | .0010 | 691.12 | .0012 | 3,941.56 | .0010 | 198.88-<br>151.77- |
| TOTAL GENERAL | 74,277.12 | .1515 | 393,252.05 | .1048 | 73,014.36 | .1297 | 406,570.10 | .1057 | 1,262.76<br>13,318.05- |
| FIXED | | | | | | | | | |
| TAXES & LICENSES | 2,200.00 | .0044 | 13,300.00 | .0035 | 8,550.00 | .0152 | 52,250.00 | .0135 | 6,350.00-<br>38,950.00- |
| TAXES PAYROLL | 10,500.00 | .0214 | 87,930.00 | .0234 | 12,200.00 | .0216 | 93,330.00 | .0242 | 1,700.00-<br>5,400.00- |
| INSURANCE GENERAL | 844.75 | .0017 | 5,260.75 | .0014 | 1,027.00 | .0018 | 5,361.49 | .0014 | 182.25-<br>100.74- |
| INSURANCE EMPLOYEES | 21,972.37 | .0448 | 111,326.45 | .0296 | 24,590.25 | .0436 | 123,453.57 | .0321 | 2,617.88-<br>12,127.12- |
| PENSION TRUST | 2,200.00 | .0044 | 11,000.00 | .0029 | 1,965.00 | .0035 | 9,825.00 | .0025 | 235.00<br>1,175.00 |
| RETIREES PENSION | 1,547.12 | .0031 | 8,176.48 | .0021 | 1,919.82 | .0034 | 9,571.60 | .0024 | 372.70-<br>1,395.12- |
| RENTALS | 524.99 | .0010 | 2,625.00 | .0007 | 524.99 | .0009 | 2,625.00 | .0006 | .00<br>.00 |
| DEPRECIATION BH BLDG. | 303.75 | .0006 | 1,518.75 | .0004 | 2,649.64 | .0047 | 16,192.27 | .0042 | 2,345.89-<br>14,673.52- |
| DEPRECIATION WH BLDG. | 98.33 | .0002 | 491.69 | .0001 | 1,229.89 | .0021 | 7,841.39 | .0020 | 1,131.56-<br>7,349.70- |
| DEPRECIATION BH MACH. | 2,565.63 | .0052 | 12,828.09 | .0034 | 19,263.81 | .0342 | 117,526.86 | .0305 | 16,698.18-<br>104,698.77- |
| DEPRECIATION WH MACH. | 37.50 | .0000 | 187.50 | .0000 | 346.98 | .0006 | 2,120.43 | .0005 | 309.48-<br>1,932.93- |
| DEPRECIATION LIFT TRKS | 241.67 | .0005 | 1,208.31 | .0003 | 3,237.03 | .0057 | 19,781.85 | .0051 | 2,995.36-<br>18,573.54- |

| | SEPTEMBER 75 | | YTD 75 | | SEPTEMBER 74 | | YTD 74 | | VARIANCE |
|---|---|---|---|---|---|---|---|---|---|
| DEPRECIATION CARTONS | 1,200.65 | .0024 | 5,426.52 | .0014 | 19,911.17 | .0353 | 113,234.95 | .0294 | 18,710.52-<br>107,808.43- |
| DEPRECIATION BOTTLES | .00 | .0000 | .00 | .0000 | 14,779.11 | .0262 | 90,398.05 | .0235 | 14,779.11-<br>90,398.05- |
| TOTAL FIXED | 44,236.76 | .0902 | 261,279.54 | .0696 | 112,194.69 | .1993 | 663,512.46 | .1725 | 67,957.93-<br>402,232.92- |
| ---------- | | | | | | | | | |
| TOTAL TOTAL | 357,107.94 | .7284 | 2,040,506.68 | .5438 | 408,112.16 | .7250 | 2,443,225.52 | .6352 | 51,004.22-<br>402,718.84- |
| BEER FROM CELLARS | 362,547.90 | .7395 | 2,555,309.50 | .6810 | 382,167.00 | .6789 | 2,405,696.20 | .6255 | 19,619.10-<br>149,613.30 |
| TOTAL CASE BEER COST | 719,655.84 | 1.4680 | 4,595,816.18 | 1.2249 | 790,279.16 | 1.4040 | 4,848,921.72 | 1.2608 | 70,623.32-<br>253,105.54- |

Data Documents, Inc. 02

| | SEPTEMBER 75 | YTD 75 | SEPTEMBER 74 | YTD 74 | VARIANCE |
|---|---|---|---|---|---|
| WAGES AND SALARIES | AMOUNT | AMOUNT | AMOUNT | AMOUNT | |
| | 14,229.72 | | 12,423.31 | | 1,806.41 |
| ENGINEERS | | 69,952.08 | | 65,749.83 | 4,202.25 |
| | 15,978.21 | | 15,641.68 | | 336.53 |
| FIREMEN & OILERS | | 80,212.51 | | 81,173.65 | 961.14- |
| | 2,880.00 | | 2,880.00 | | .00 |
| VACATION | | 18,720.00 | | 18,720.00 | .00 |
| | 1,040.00 | | 1,040.00 | | .00 |
| HOLIDAY | | 6,760.00 | | 6,760.00 | .00 |
| | 1,237.75 | | 901.00 | | 336.75 |
| PENSION | | 5,662.75 | | 4,942.25 | 720.50 |
| | 35,365.68 | | 32,885.99 | | 2,479.69 |
| TOTAL WAGES | | 181,307.34 | | 177,345.73 | 3,961.61 |
| MATERIALS AND SUPPLIES | | | | | |
| | 21,488.91 | | 18,344.60 | | 3,144.31 |
| FUEL | | 120,312.91 | | 100,909.37 | 19,403.54 |
| | 4,464.71 | | 284.50 | | 4,180.21 |
| AMMONIA & WATER | | 12,637.97 | | 10,502.08 | 2,135.89 |
| | .00 | | .00 | | .00 |
| OIL, GREASE ETC. | | 555.70 | | 390.20 | 165.50 |
| | 13.65 | | 34.63 | | 20.98- |
| UNCLASSIFIED | | 46.50 | | 116.61 | 70.11- |
| | 25,967.27 | | 18,663.73 | | 7,303.54 |
| TOTAL MATERIALS | | 133,553.08 | | 111,918.26 | 21,634.82 |
| MAINTENANCE | | | | | |
| | 393.12 | | 262.16 | | 130.96 |
| MACHINERY MATL. | | 4,066.71 | | 1,749.44 | 2,317.27 |
| | .00 | | 736.38 | | 736.38- |
| ICE MACHINE MATL. | | 514.50 | | 2,106.08 | 1,591.58- |
| | 2,190.99 | | .00 | | 2,190.99 |
| WELLS MATL. | | 2,865.74 | | 1,088.75 | 1,776.99 |

Data Documents, Inc. 02

| | SEPTEMBER 75 | YTD 75 | SEPTEMBER 74 | YTD 74 | VARIANCE |
|---|---|---|---|---|---|
| CONTRACTORS | 1,484.77 | 5,241.81 | 2,084.17 | 8,143.97 | 599.40-<br>2,902.16- |
| TOTAL MAINTENANCE | 4,068.88 | 12,688.76 | 3,082.71 | 13,088.24 | 986.17<br>399.48- |
| GENERAL | | | | | |
| UTILITIES DIRECT CHGE. | 7,547.30 | 36,060.57 | 6,392.04 | 32,137.66 | 1,155.26<br>3,922.91 |
| SEWAGE | 8,000.00 | 53,000.00 | 12,000.00 | 65,500.00 | 4,000.00-<br>12,500.00- |
| UNCLASSIFIED | 68.04 | 269.68 | 163.00 | 760.20 | 94.96-<br>490.52- |
| TOTAL GENERAL | 15,615.34 | 89,330.25 | 18,555.04 | 98,397.86 | 2,939.70-<br>9,067.61- |
| FIXED | | | | | |
| TAXES & LICENSES | 200.00 | 930.00 | 320.00 | 2,110.00 | 120.00-<br>1,180.00- |
| TAXES PAYROLL | 1,500.00 | 10,230.00 | 1,800.00 | 10,530.00 | 300.00-<br>300.00- |
| INSURANCE GENERAL | 874.94 | 4,590.94 | 191.25- | 4,623.59 | 1,066.19<br>32.65- |
| INSURANCE EMPLOYEES | 2,570.00 | 12,800.00 | 2,165.00 | 10,625.00 | 405.00<br>2,175.00 |
| RETIREES PENSION | 30.00 | 150.00 | 30.00 | 150.00 | .00<br>.00 |
| DEPRECIATION BUILDING | 41.67 | 208.31 | 466.12 | 3,029.81 | 424.45-<br>2,821.50- |
| DEPRECIATION MACHINERY | 170.31 | 851.58 | 1,818.54 | 11,636.54 | 1,648.23-<br>10,784.96- |
| DEPRECIATION ICE MACH. | 62.50 | 312.50 | 1,181.36 | 7,678.84 | 1,118.86-<br>7,366.34- |
| DEPRECIATION WELLS | 77.08 | 385.44 | 1,497.55 | 9,734.06 | 1,420.47-<br>9,348.62- |
| TOTAL FIXED | 5,526.50 | 30,458.77 | 9,087.32 | 60,117.84 | 3,560.82-<br>29,659.07- |

| POWER PLANT | SEPTEMBER 75 | YTD 75 | SEPTEMBER 74 | YTD 74 | VARIANCE |
|---|---|---|---|---|---|
| ALLOCATED TO BREWING RACKING AND BOTTLING | 86,543.67 | 447,338.20 | 82,274.79 | 460,867.93 | 4,268.88<br>13,529.73- |

| | SEPTEMBER 75 | YTD 75 | SEPTEMBER 74 | YTD 74 | VARIANCE |
|---|---|---|---|---|---|
| WAGES AND SALARIES | AMOUNT | AMOUNT | AMOUNT | AMOUNT | |
| | 6,067.64 | | 6,410.96 | | 343.32- |
| CARPENTERS | | 30,002.00 | | 36,073.11 | 6,071.11- |
| | 18,036.63 | | 17,360.37 | | 676.26 |
| MACHINISTS | | 89,613.85 | | 99,970.63 | 10,356.78- |
| | 9,502.75 | | 8,555.72 | | 947.03 |
| PLUMBERS | | 50,762.16 | | 51,824.55 | 1,062.39- |
| | 1,828.32 | | 1,719.01 | | 109.31 |
| ELECTRICIANS | | 8,762.01 | | 8,836.47 | 74.46- |
| | 4,435.19 | | 4,196.72 | | 238.47 |
| JANITORS & WATCHMEN | | 22,263.48 | | 21,738.45 | 525.03 |
| | 1,455.40 | | 1,231.55 | | 223.85 |
| LABORERS | | 7,081.35 | | 7,188.45 | 107.10- |
| | 2,556.17 | | 2,387.50 | | 168.67 |
| PAYROLL & CLERICAL | | 13,095.63 | | 11,615.06 | 1,480.57 |
| | 2,700.00 | | 2,566.66 | | 133.34 |
| FOREMEN | | 11,045.44 | | 12,383.30 | 1,337.86- |
| | 3,280.00 | | 3,040.00 | | 240.00 |
| VACATION | | 21,320.00 | | 19,760.00 | 1,560.00 |
| | 1,320.00 | | 1,320.00 | | .00 |
| HOLIDAY | | 8,580.00 | | 8,580.00 | .00 |
| | 3,297.57 | | 1,867.07 | | 1,430.50 |
| PENSION | | 10,573.24 | | 10,736.33 | 163.09- |
| | 2,639.40 | | 2,459.44 | | 179.96 |
| UNCLASSIFIED | | 13,784.97 | | 13,235.54 | 549.43 |
| | 1,916.13- | | 1,317.25- | | 598.88- |
| WAGES CAPITALIZED, ETC | | 7,358.29- | | 16,626.91- | 9,268.62 |
| | 55,202.94 | | 51,797.75 | | 3,405.19 |
| TOTAL WAGES | | 279,525.84 | | 285,314.98 | 5,789.14- |
| MATERIALS AND SUPPLIES | | | | | |
| | 1,252.37 | | 750.86 | | 501.51 |
| CARPENTRY | | 7,293.38 | | 8,424.77 | 1,131.39- |

| | SEPTEMBER 75 | YTD 75 | SEPTEMBER 74 | YTD 74 | VARIANCE |
|---|---|---|---|---|---|
| AUTOMOTIVE | 110.34 | 508.81 | 66.24 | 465.19 | 44.10<br>43.62 |
| MACHINAL | 686.17 | 7,060.60 | 1,303.19 | 6,523.88 | 617.02-<br>536.72 |
| PLUMBING | 2,192.97 | 13,146.63 | 2,530.94 | 16,057.37 | 337.97-<br>2,910.74- |
| ELECTRICAL | 1,676.11 | 8,881.88 | 747.71 | 10,887.77 | 928.40<br>2,005.89- |
| UNCLASSIFIED | 201.45 | 2,962.40 | 643.82 | 2,201.87 | 442.37-<br>760.53 |
| TOTAL MATERIALS | 6,119.41 | 39,853.70 | 6,042.76 | 44,560.85 | 76.65<br>4,707.15- |
| MAINTENANCE | | | | | |
| BUILDING MATL. | 12.75 | 12.75 | .00 | .00 | 12.75<br>12.75 |
| MACHINERY | 2.87 | 106.72 | .00 | 350.83 | 2.87<br>244.11- |
| AUTOMOTIVE | 438.95 | 770.92 | 677.74 | 682.74 | 238.79-<br>88.18 |
| CONTRACTORS | 1,407.84 | 8,866.17 | 2,183.78 | 9,691.29 | 775.94-<br>825.12- |
| TOTAL MAINTENANCE | 1,862.41 | 9,756.56 | 2,861.52 | 10,724.86 | 999.11-<br>968.30- |
| GENERAL | | | | | |
| BEER CONSUMED | 66.00 | 556.80 | 119.00 | 604.00 | 53.00-<br>47.20- |
| A.D.T. SERVICE | .00 | 519.50 | .00 | 379.00 | .00<br>140.50 |
| GUARD SERVICE | 1,738.19 | 8,763.57 | 2,889.91 | 13,143.60 | 1,151.72-<br>4,380.03- |
| LAWN SERVICE | 760.58 | 4,655.04 | 613.90 | 3,469.91 | 146.68<br>1,185.13 |
| UNCLASSIFIED | 352.48 | 2,923.04 | 386.26 | 2,569.90 | 33.78-<br>353.14 |

| | SEPTEMBER 75 | YTD 75 | SEPTEMBER 74 | YTD 74 | VARIANCE |
|---|---|---|---|---|---|
| TOTAL GENERAL | 2,917.25 | 17,417.95 | 4,009.07 | 20,166.41 | 1,091.82-<br>2,748.46- |
| FIXED | | | | | |
| TAXES & LICENSES | 300.00 | 2,103.75 | 1,120.00 | 7,280.00 | 820.00-<br>5,176.25- |
| TAXES PAYROLL | 3,800.00 | 26,850.00 | 3,700.00 | 25,650.00 | 100.00<br>1,200.00 |
| INSURANCE GENERAL | 704.01 | 5,523.88 | 1,408.46 | 5,082.14 | 704.45-<br>441.74 |
| INSURANCE EMPLOYEES | 5,876.25 | 29,728.10 | 5,515.49 | 28,049.11 | 360.76<br>1,678.99 |
| PENSION TRUST | 560.00 | 2,800.00 | 330.00 | 1,650.00 | 230.00<br>1,150.00 |
| RETIREES PENSION | 1,310.38 | 6,551.90 | 1,310.38 | 6,579.40 | .00<br>27.50- |
| DEPRECIATION BUILDINGS | 64.17 | 320.81 | 448.96 | 2,918.25 | 384.79-<br>2,597.44- |
| DEPRECIATION MACHINERY | 75.00 | 375.00 | 604.50 | 3,925.28 | 529.50-<br>3,550.28- |
| DEPR. YARD IMPROVMENTS | .00 | .00 | 274.10 | 1,781.70 | 274.10-<br>1,781.70- |
| DEPR. AUTOMOTIVE | .00 | .00 | 292.51 | 1,901.34 | 292.51-<br>1,901.34- |
| TOTAL FIXED | 12,689.81 | 74,253.44 | 15,004.40 | 84,817.22 | 2,314.59-<br>10,563.78- |
| GENERAL PLANT | | | | | |
| ALLOCATED TO BREWING, RACKING AND BOTTLING | 78,791.82 | 420,807.49 | 79,715.50 | 445,584.32 | 923.68-<br>24,776.83- |

| | SEPTEMBER 75 | YTD 75 | | SEPTEMBER 74 | YTD 74 | | VARIANCE | CURRENT YEAR BUDGET |
|---|---|---|---|---|---|---|---|---|
| BARRELS SOLD | 47,659 | 346,218 | | 47,550 | 364,623 | | 109<br>18,405- | |
| MEDIA | AMOUNT | AMOUNT | PER BBL | AMOUNT | AMOUNT | PER BBL | | |
| POSTERS | .00 | 40,000.00 | .1155 | 12,808.00 | 64,040.00 | .1756 | 12,808.00-<br>24,040.00- | 40,000 |
| PAINTED BULLETINS | 11,142.00 | 55,959.80 | .1616 | 18,787.66 | 90,678.17 | .2487 | 7,645.66-<br>34,718.37- | 200,000 |
| TELEVISION | 23,493.25 | 245,294.75 | .7085 | 62,256.00 | 177,883.00 | .4879 | 38,762.75-<br>67,411.75 | 320,000 |
| RADIO | 21,622.57 | 126,786.57 | .3662 | 37,477.65 | 141,380.60 | .3877 | 15,855.08-<br>14,594.03- | 190,000 |
| COLLEGE & NEWSPAPER | 425.47 | 10,531.85 | .0304 | 2,077.78 | 37,557.47 | .1030 | 1,652.31-<br>27,025.62- | 30,000 |
| MISC PUBLICATIONS | 257.24 | 13,816.42 | .0399 | 2,617.91 | 9,507.93 | .0261 | 2,360.87-<br>4,308.49 | 20,000 |
| TOTAL MEDIA | 56,940.53 | 492,389.39 | 1.4222 | 136,025.00 | 521,047.17 | 1.4290 | 79,084.47-<br>28,657.78- | 800,000 |
| PRODUCTION | | | | | | | | |
| POSTERS | .00 | 2,385.59 | .0069 | 6,284.44 | 29,343.46 | .0805 | 6,284.44-<br>26,957.87- | 2,000 |
| PAINTED BULLETINS | .00 | 2,535.85 | .0073 | .00 | 1,328.09 | .0036 | .00<br>1,207.76 | 10,000 |
| TELEVISION | 23,282.88 | 83,020.64 | .2398 | 4,169.78 | 30,429.89 | .0835 | 19,113.10<br>52,590.75 | 150,000 |
| RADIO | 5,011.47 | 28,076.53 | .0811 | .00 | 4,177.07 | .0115 | 5,011.47<br>23,899.46 | 30,000 |
| MISCELLANEOUS | 6,288.84 | 18,459.28 | .0533 | 2,217.59 | 4,882.63 | .0134 | 4,071.25<br>13,576.65 | 18,000 |
| TOTAL PRODUCTION | 34,583.19 | 134,477.89 | .3884 | 12,671.81 | 70,161.14 | .1924 | 21,911.38<br>64,316.75 | 210,000 |
| SALES PROMOTION | | | | | | | | |
| PERMANENT P O P | 2,708.99 | 50,220.70 | .1451 | 2,484.69 | 47,467.79 | .1302 | 224.30<br>2,752.91 | 70,000 |

| | SEPTEMBER 75 | YTD 75 | | SEPTEMBER 74 | YTD 74 | | VARIANCE | CURRENT |
|---|---|---|---|---|---|---|---|---|
| MERCHANDISING P O P | 5,628.48 | 10,321.08 | .0298 | 287.11 | 179.46 | .0005 | 5,341.37<br>10,141.62 | 25,000 |
| SALES PROMOTION ITEMS | 1,919.67 | 2,339.33 | .0068 | 9,163.22 | 24,759.08 | .0679 | 7,243.55-<br>22,419.75- | 10,000 |
| PRICE CARDS ETC. | 288.08 | 1,304.16 | .0038 | .00 | 1,953.12 | .0054 | 288.08<br>648.96- | 10,000 |
| MISC. PRINTED MATERIAL | 174.72 | 8,083.88 | .0233 | 344.24 | 24,834.02 | .0681 | 169.52-<br>16,750.14- | 15,000 |
| DIAMOND PUBLICATION | .00 | 885.15 | .0026 | .00 | 832.70 | .0023 | .00<br>52.45 | 3,000 |
| FILMS | .00 | 286.00 | .0008 | 59.50 | 265.21 | .0007 | 59.50-<br>20.79 | 0 |
| TRUCK PAINTING | .00 | 1,400.10 | .0040 | 1,045.54 | 4,110.52 | .0113 | 1,045.54-<br>2,710.42- | 5,000 |
| UNIFORMS DISTRIBUTORS | 233.70 | 2,214.56 | .0064 | 888.19 | 2,356.03 | .0065 | 654.49-<br>141.47- | 5,000 |
| WALL SIGNS | 1,402.02 | 5,483.60 | .0158 | 3,156.60 | 4,908.00 | .0135 | 1,754.58-<br>575.60 | 6,000 |
| SPORT & FLOAT FEES | 1,240.00 | 8,792.80 | .0254 | 307.50 | 10,031.90 | .0275 | 932.50<br>1,239.10- | 11,000 |
| FREIGHT ON SHIPMENTS | 9.05 | 196.08 | .0006 | 2.55 | 132.74 | .0004 | 6.50<br>63.34 | 0 |
| MISCELLANEOUS | 2,275.39 | 9,746.55 | .0282 | 2,383.91 | 7,240.46 | .0199 | 108.52-<br>2,506.09 | 10,000 |
| TOTAL SALES PROMOTION | 15,880.10 | 101,273.99 | .2925 | 20,123.05 | 129,071.03 | .3540 | 4,242.95-<br>27,797.04- | 170,000 |
| SIGN COST & MAINTENANCE | | | | | | | | |
| AMORT. OUTDOOR SIGNS | .00 | .00 | .0000 | 2,865.45 | 18,923.90 | .0519 | 2,865.45-<br>18,923.90- | 0 |
| AMORT. INDOOR SIGNS | .00 | .00 | .0000 | 1,917.90 | 12,466.35 | .0342 | 1,917.90-<br>12,466.35- | 0 |
| HANG SIGNS - KAUFMAN | 4,276.74 | 25,000.43 | .0722 | 2,908.52 | 25,337.09 | .0695 | 1,368.22<br>336.66- | 40,000 |
| SIGN MAINT - KAUFMAN | 5,854.77 | 27,982.52 | .0808 | 3,858.22 | 31,412.76 | .0862 | 1,996.55<br>3,430.24- | 40,000 |

| | SEPTEMBER 75 | YTD 75 | | SEPTEMBER 74 | YTD 74 | | VARIANCE | CURRENT |
|---|---|---|---|---|---|---|---|---|
| DISTR. SIGN REIMB. | 1,079.41 | 10,329.22 | .0298 | 5,036.29 | 10,457.93 | .0287 | 3,956.88-<br>128.71- | 17,000 |
| TAXES & LICENSES | 314.66 | 1,859.29 | .0054 | 513.87 | 2,570.90 | .0071 | 199.21-<br>711.61- | 3,000 |
| TOTAL SIGN COST | 11,525.58 | 65,171.46 | .1882 | 17,100.25 | 101,168.93 | .2775 | 5,574.67-<br>35,997.47- | 100,000 |
| PERSONNEL | | | | | | | | |
| AD MANAGERS | 1,458.34 | 7,291.70 | .0211 | 1,458.34 | 6,791.66 | .0186 | .00<br>500.04 | 14,000 |
| STOREROOM AND CLERICAL | 2,135.80 | 12,147.61 | .0351 | 1,645.75 | 9,847.83 | .0270 | 490.05<br>2,299.78 | 20,000 |
| TRAVEL & ENTERTAINMENT | 474.76 | 3,639.12 | .0105 | 382.79 | 1,968.52 | .0054 | 91.97<br>1,670.60 | 5,000 |
| PAYROLL TAXES | 190.00 | 950.00 | .0027 | 190.00 | 950.00 | .0026 | .00<br>.00 | 1,000 |
| EMPLOYEE INSURANCE | 286.23 | 1,452.56 | .0042 | 339.44 | 1,697.20 | .0047 | 53.21-<br>244.64- | 2,000 |
| GENERAL INSURANCE | 56.00- | 128.00 | .0004 | 55.00 | 166.12 | .0005 | 111.00-<br>38.12- | 0 |
| PENSION TRUST | 215.00 | 1,075.00 | .0031 | 225.00 | 1,125.00 | .0031 | 10.00-<br>50.00- | 3,000 |
| TOTAL PERSONNEL | 4,704.13 | 26,683.99 | .0771 | 4,296.32 | 22,546.33 | .0618 | 407.81<br>4,137.66 | 45,000 |
| ADVERTISING EXPENSE | | | | | | | | |
| TOTAL ADVERTISING | 123,633.53 | 819,996.72 | 2.3684 | 190,216.43 | 843,994.60 | 2.3147 | 66,582.90-<br>23,997.88- | 1,325,000 |
| TOTAL PREPAID | 2,059.28 | 113,568.44 | .3280 | 65,000.00- | 62,000.00 | .1700 | 67,059.28<br>51,568.44 | 0 |
| TOTAL INCOME STATEMENT | 125,692.81 | 933,565.16 | 2.6965 | 125,216.43 | 905,994.60 | 2.4847 | 476.38<br>27,570.56 | 1,325,000 |

| | SEPTEMBER 75 | | YTD 75 | | SEPTEMBER 74 | | YTD 74 | | VARIANCE |
|---|---|---|---|---|---|---|---|---|---|
| MAINTENANCE | | | | | | | | | |
| CUSTOMERS EQUIP. LABOR | 768.84 | .0161 | 5,043.12 | .0146 | 469.80 | .0099 | 4,859.49 | .0133 | 299.04<br>183.63 |
| AUTOMOTIVE | .00 | .0000 | 1,724.51 | .0050 | .00 | .0000 | 105.40 | .0003 | .00<br>1,619.11 |
| TOTAL MAINTENANCE | 768.84 | .0161 | 6,767.63 | .0195 | 469.80 | .0099 | 4,964.89 | .0136 | 299.04<br>1,802.74 |
| GENERAL | | | | | | | | | |
| EXECUTIVE EXPENSES | 427.19 | .0090 | 3,169.85 | .0092 | 871.67 | .0183 | 4,091.78 | .0112 | 444.48-<br>921.93- |
| SALES MANAGERS EXP. | 3,302.74 | .0693 | 19,819.93 | .0572 | 3,017.72 | .0635 | 15,714.51 | .0431 | 285.02<br>4,105.42 |
| SALESMENS EXP. CITY | 573.07 | .0120 | 3,530.27 | .0102 | 424.41 | .0089 | 2,317.31 | .0064 | 148.66<br>1,212.96 |
| SALESMENS EXP. COUNTRY | 9,450.83 | .1983 | 45,288.74 | .1308 | 7,734.77 | .1627 | 40,717.60 | .1117 | 1,716.06<br>4,571.14 |
| TELEPHONE | 1,110.22 | .0233 | 6,043.32 | .0175 | 742.39 | .0156 | 4,171.17 | .0114 | 367.83<br>1,872.15 |
| CONVENTIONS, ETC. | 13,832.66 | .2902 | 20,970.03 | .0606 | 858.00 | .0180 | 12,029.01 | .0330 | 12,974.66<br>8,941.02 |
| UNCLASSIFIED | 6,156.68 | .1292 | 24,713.13 | .0714 | 5,298.56 | .1114 | 18,775.52 | .0515 | 858.12<br>5,937.61 |
| TOTAL GENERAL | 34,853.39 | .7313 | 123,535.27 | .3568 | 18,947.52 | .3985 | 97,816.90 | .2683 | 15,905.87<br>25,718.37 |
| FIXED | | | | | | | | | |
| TAXES PROPERTY | 102.50 | .0022 | 1,341.00 | .0039 | .00 | .0000 | 998.00 | .0027 | 102.50<br>343.00 |
| TAXES PAYROLL | 2,200.00 | .0462 | 11,970.00 | .0346 | 2,200.00 | .0463 | 11,880.00 | .0326 | .00<br>90.00 |
| INSURANCE EMPLOYEES | 2,691.46 | .0565 | 13,509.27 | .0390 | 2,382.82 | .0501 | 11,915.26 | .0327 | 308.64<br>1,594.01 |
| PENSION TRUST | 2,295.00 | .0482 | 11,475.00 | .0331 | 1,960.00 | .0412 | 9,800.00 | .0269 | 335.00<br>1,675.00 |

| | SEPTEMBER 75 | | YTD 75 | | SEPTEMBER 74 | | YTD 74 | | VARIANCE |
|---|---|---|---|---|---|---|---|---|---|
| DEPR'N AUTOMOTIVE | 145.36 | .0031 | 145.36 | .0004 | 220.75 | .0046 | 1,434.86 | .0039 | 75.39-<br>1,289.50- |
| DEPR'N CUST. EQUIPMENT | 39.22 | .0008 | 475.40 | .0014 | 723.66 | .0152 | 3,970.03 | .0109 | 684.44-<br>3,494.63- |
| TOTAL FIXED | 7,473.54 | .1568 | 38,916.03 | .1124 | 7,487.23 | .1575 | 39,998.15 | .1097 | 13.69-<br>1,082.12- |
| SELLING EXPENSE | | | | | | | | | |
| TOTAL EXPENSE | 84,224.44 | 1.7672 | 354,970.52 | 1.0253 | 57,894.57 | 1.2176 | 276,995.52 | .7597 | 26,329.87<br>77,975.00 |

| | SEPTEMBER 75 | | YTD 75 | | SEPTEMBER 74 | | YTD 74 | | VARIANCE |
|---|---|---|---|---|---|---|---|---|---|
| BARRELS SOLD | 47,659 | | 346,218 | | 47,550 | | 364,623 | | 109<br>18,405- |
| WAGES AND SALARIES | AMOUNT | PER BBL | AMOUNT | PER BBL | AMOUNT | PER BBL | AMOUNT | PER BBL | |
| EXECUTIVES | 5,141.68 | .1079 | 37,671.15 | .1088 | 9,708.32 | .2042 | 47,208.40 | .1295 | 4,566.64-<br>9,537.25- |
| CREDIT | 1,625.00 | .0341 | 7,874.98 | .0227 | 1,541.66 | .0324 | 7,375.02 | .0202 | 83.34<br>499.96 |
| ACCOUNTING | 2,568.34 | .0539 | 12,283.34 | .0355 | 2,276.66 | .0479 | 10,908.34 | .0299 | 291.68<br>1,375.00 |
| STENOGRAPHERS | 1,812.00 | .0380 | 9,890.03 | .0286 | 2,075.00 | .0436 | 9,970.00 | .0273 | 263.00-<br>79.97- |
| DATA PROCESSING | 1,778.09 | .0373 | 8,889.76 | .0257 | 1,742.01 | .0366 | 9,922.98 | .0272 | 36.08<br>1,033.22- |
| CLERICAL | 2,818.32 | .0591 | 13,881.49 | .0401 | 2,624.73 | .0552 | 12,504.66 | .0343 | 193.59<br>1,376.83 |
| PURCHASING | 2,330.00 | .0489 | 11,223.63 | .0324 | 2,180.00 | .0458 | 10,540.00 | .0289 | 150.00<br>683.63 |
| BUFFET | 102.38 | .0021 | 1,511.83 | .0044 | 461.63 | .0097 | 1,950.59 | .0053 | 359.25-<br>438.76- |
| UNCLASSIFIED | 650.00 | .0136 | 3,130.00 | .0090 | 687.25 | .0145 | 3,022.25 | .0083 | 37.25-<br>107.75 |
| TOTAL WAGES | 18,825.81 | .3950 | 106,356.21 | .3072 | 23,297.26 | .4900 | 113,402.24 | .3110 | 4,471.45-<br>7,046.03- |
| MATERIALS AND SUPPLIES | | | | | | | | | |
| POSTAGE | 985.77 | .0207 | 4,238.80 | .0122 | 562.21 | .0118 | 2,626.88 | .0072 | 423.56<br>1,611.92 |
| STATIONERY | 1,197.27 | .0251 | 6,514.05 | .0188 | 451.49 | .0095 | 5,907.78 | .0162 | 745.78<br>606.27 |
| UNCALSSIFIED | 219.63 | .0046 | 1,546.51 | .0045 | 276.62 | .0058 | 2,544.17 | .0070 | 56.99-<br>997.66- |
| TOTAL MATERIALS | 2,402.67 | .0504 | 12,299.36 | .0355 | 1,290.32 | .0271 | 11,078.83 | .0304 | 1,112.35<br>1,220.53 |
| MAINTENANCE | | | | | | | | | |

| | SEPTEMBER 75 | | YTD 75 | | SEPTEMBER 74 | | YTD 74 | | VARIANCE |
|---|---|---|---|---|---|---|---|---|---|
| OFFICE BUILDING | 295.40 | .0062 | 383.39 | .0011 | .00 | .0000 | 365.64 | .0010 | 295.40<br>17.75 |
| OFFICE FURNITURE | .00 | .0000 | 45.26 | .0001 | 17.50 | .0004 | 17.50 | .0000 | 17.50-<br>27.76 |
| OFFICE EQUIPMENT | 206.22 | .0043 | 847.31 | .0024 | 457.93 | .0096 | 1,006.91 | .0028 | 251.71-<br>159.60- |
| TOTAL MAINTENANCE | 501.62 | .0105 | 1,275.96 | .0037 | 475.43 | .0100 | 1,390.05 | .0038 | 26.19<br>114.09- |
| GENERAL | | | | | | | | | |
| ENTERTAINMENT & BEER | 208.00 | .0044 | 1,763.50 | .0051 | 279.50 | .0059 | 1,479.48 | .0041 | 71.50-<br>284.02 |
| EXECUTIVE EXPENSES | 1,557.10 | .0327 | 7,552.99 | .0218 | .00 | .0000 | 450.86 | .0012 | 1,557.10<br>7,102.13 |
| WATER LIGHT & POWER | 868.75 | .0182 | 4,140.75 | .0120 | 723.65 | .0152 | 3,602.22 | .0099 | 145.10<br>538.53 |
| PROFESSIONAL SERVICE | 800.00 | .0168 | 2,523.82 | .0073 | 800.00 | .0168 | 6,317.95 | .0173 | .00<br>3,794.13- |
| DIRECTORS FEES | .00 | .0000 | .00 | .0000 | 800.00 | .0168 | 4,000.00 | .0110 | 800.00-<br>4,000.00- |
| STOCK TRANSFER FEES | .00 | .0000 | .00 | .0000 | 797.30 | .0168 | 3,208.38 | .0088 | 797.30-<br>3,208.38- |
| TELEPHONE | 1,692.37 | .0355 | 8,740.50 | .0252 | 1,410.97 | .0297 | 6,997.47 | .0192 | 281.40<br>1,743.03 |
| DUES AND SUBSCRIPTIONS | 893.03 | .0187 | 8,132.06 | .0235 | 2,845.74 | .0598 | 18,307.67 | .0502 | 1,952.71-<br>10,175.61- |
| DONATIONS | 343.00 | .0072 | 3,552.25 | .0103 | 421.00 | .0089 | 3,604.00 | .0099 | 78.00-<br>51.75- |
| SHORT AND OVER | 96.86- | .0020- | 96.41- | .0003- | 89.85- | .0019- | 100.07- | .0003- | 7.01-<br>3.66 |
| UNCLASSIFIED | 1,275.77 | .0268 | 7,517.02 | .0217 | 1,169.30 | .0246 | 6,453.45 | .0177 | 106.47<br>1,063.57 |
| TOTAL GENERAL | 7,541.16 | .1582 | 43,826.48 | .1266 | 9,157.61 | .1926 | 54,321.41 | .1490 | 1,616.45-<br>10,494.93- |
| FIXED | | | | | | | | | |

| | SEPTEMBER 75 | | YTD 75 | | SEPTEMBER 74 | | YTD 74 | | VARIANCE |
|---|---|---|---|---|---|---|---|---|---|
| TAXES & LICENSES | 229.00 | .0048 | 1,077.83 | .0031 | 403.17 | .0085 | 2,712.17 | .0074 | 174.17-<br>1,634.34- |
| TAXES PAYROLL | 1,260.00 | .0264 | 7,290.00 | .0211 | 1,260.00 | .0265 | 7,300.00 | .0200 | .00<br>10.00- |
| INSURANCE GENERAL | 862.86 | .0181 | 3,268.62 | .0094 | 805.64 | .0169 | 4,183.65 | .0115 | 57.22<br>915.03- |
| INSURANCE EMPLOYEES | 2,215.20 | .0465 | 11,467.47 | .0331 | 2,547.04 | .0536 | 11,905.68 | .0327 | 331.84-<br>438.21- |
| PENSION TRUST | 2,065.00 | .0433 | 10,325.00 | .0298 | 1,990.00 | .0419 | 9,950.00 | .0273 | 75.00<br>375.00 |
| RETIREES PENSION | 150.00 | .0031 | 750.00 | .0022 | 150.00 | .0032 | 750.00 | .0021 | .00<br>.00 |
| EQUIPMENT RENTAL | 535.14 | .0112 | 2,616.38 | .0076 | 680.09 | .0143 | 3,388.17 | .0093 | 144.95-<br>771.29- |
| DEPR. OFFICE BUILDING | 40.83 | .0009 | 204.19 | .0006 | 474.34 | .0100 | 3,083.21 | .0085 | 433.51-<br>2,879.02- |
| DEPR. FURNITURE & EQUP | 41.67 | .0009 | 244.13 | .0007 | 272.94 | .0057 | 1,696.49 | .0047 | 231.27-<br>1,452.36- |
| TOTAL FIXED | 7,399.70 | .1553 | 37,244.12 | .1076 | 8,583.22 | .1805 | 44,969.37 | .1233 | 1,183.52-<br>7,725.25- |
| ADMINSTRATIVE EXPENSE | | | | | | | | | |
| TOTAL EXPENSE | 36,670.96 | .7694 | 201,002.13 | .5806 | 42,803.84 | .9002 | 225,161.90 | .6175 | 6,132.88-<br>24,159.77- |

## SUMMARY OF SALES BY STATES AND BRANDS

| | | | SEPTEMBER 75 | YTD 75 | SEPTEMBER 74 | YTD 74 | VARIANCE |
|---|---|---|---|---|---|---|---|
| ARIZONA | GRAIN BELT | | 10,591 | | 00 | | 10,591 |
| | | CASES | | 25,690 | | 00 | 25,690 |
| | | | 769 | | 00 | | 769 |
| | | BARRELAGE | | 1,865 | | 00 | 1,865 |
| | WHITE LABEL | | 00 | | 4,312 | | 4,312- |
| | | CASES | | 00 | | 15,246 | 15,246- |
| | | | 00 | | 313 | | 313- |
| | | BARRELAGE | | 00 | | 1,107 | 1,107- |
| | HAUENSTEIN | | 5,775 | | 00 | | 5,775 |
| | | CASES | | 11,242 | | 5,467 | 5,775 |
| | | | 419 | | 00 | | 419 |
| | | BARRELAGE | | 816 | | 397 | 419 |
| | STORZ | | 1,001 | | 6,699 | | 5,698- |
| | | CASES | | 24,948 | | 17,636 | 7,312 |
| | | | 73 | | 486 | | 413- |
| | | BARRELAGE | | 1,811 | | 1,280 | 531 |
| | TOTAL | | 17,367 | | 11,011 | | 6,356 |
| | | CASES | | 61,880 | | 38,349 | 23,531 |
| | | | 1,260 | | 799 | | 461 |
| | | BARRELAGE | | 4,491 | | 2,783 | 1,708 |
| CALIFORNIA | GRAIN BELT | | 00 | | 00 | | 00 |
| | | CASES | | 14,168 | | 00 | 14,168 |
| | | | 00 | | 00 | | 00 |
| | | BARRELAGE | | 1,028 | | 00 | 1,028 |
| | TOTAL | | 00 | | 00 | | 00 |
| | | CASES | | 14,168 | | 00 | 14,168 |
| | | | 00 | | 00 | | 00 |
| | | BARRELAGE | | 1,028 | | 00 | 1,028 |
| COLORADO | GRAIN BELT | | 00 | | 00 | | 00 |
| | | CASES | | 13,545 | | 14,000 | 455- |
| | | | 00 | | 00 | | 00 |
| | | BARRELAGE | | 983 | | 1,016 | 33- |
| | STORZ | | 00 | | 00 | | 00 |
| | | CASES | | 4,480 | | 9,464 | 4,984- |
| | | | 00 | | 00 | | 00 |
| | | BARRELAGE | | 325 | | 687 | 362- |
| | TOTAL | | 00 | | 00 | | 00 |
| | | CASES | | 18,025 | | 23,464 | 5,439- |
| | | | 00 | | 00 | | 00 |
| | | BARRELAGE | | 1,308 | | 1,703 | 395- |
| CANADA | GRAIN BELT | | 00 | | 308 | | 308- |

## SUMMARY OF SALES BY STATES AND BRANDS

| | | | SEPTEMBER 75 | YTD 75 | SEPTEMBER 74 | YTD 74 | VARIANCE |
|---|---|---|---|---|---|---|---|
| | | CASES | | 1,078 | | 924 | 154 |
| | | | 00 | | 22 | | 22- |
| | | BARRELAGE | | 78 | | 67 | 11 |
| | TOTAL | | | | | | |
| | | | 00 | | 308 | | 308- |
| | | CASES | | 1,078 | | 924 | 154 |
| | | | 00 | | 22 | | 22- |
| | | BARRELAGE | | 78 | | 67 | 11 |
| ILLINOIS | GRAIN BELT | | | | | | |
| | | | 12 | | 64 | | 52- |
| | | KEGS | | 1,073 | | 595 | 478 |
| | | | 217 | | 5,381 | | 5,164- |
| | | CASES | | 25,936 | | 63,968 | 38,032- |
| | | | 28 | | 455 | | 427- |
| | | BARRELAGE | | 2,955 | | 5,238 | 2,283- |
| | WHITE LABEL | | | | | | |
| | | | 00 | | 00 | | 00 |
| | | CASES | | 140 | | 77 | 63 |
| | | | 00 | | 00 | | 00 |
| | | BARRELAGE | | 10 | | 06 | 04 |
| | HAUENSTEIN | | | | | | |
| | | | 00 | | 00 | | 00 |
| | | CASES | | 252 | | 00 | 252 |
| | | | 00 | | 00 | | 00 |
| | | BARRELAGE | | 18 | | 00 | 18 |
| | STORZ | | | | | | |
| | | | 1,190 | | 364 | | 826 |
| | | CASES | | 16,723 | | 5,502 | 11,221 |
| | | | 86 | | 26 | | 60 |
| | | BARRELAGE | | 1,214 | | 399 | 815 |
| | TOTAL | | | | | | |
| | | | 12 | | 64 | | 52- |
| | | KEGS | | 1,073 | | 595 | 478 |
| | | | 1,407 | | 5,745 | | 4,338- |
| | | CASES | | 43,051 | | 69,547 | 26,496- |
| | | | 114 | | 481 | | 367- |
| | | BARRELAGE | | 4,198 | | 5,643 | 1,445- |
| IOWA | GRAIN BELT | | | | | | |
| | | | 214 | | 340 | | 126- |
| | | KEGS | | 1,935 | | 3,039 | 1,104- |
| | | | 34,360 | | 33,468 | | 892 |
| | | CASES | | 409,139 | | 550,190 | 141,051- |
| | | | 2,708 | | 2,769 | | 61- |
| | | BARRELAGE | | 31,630 | | 42,972 | 11,342- |
| | WHITE LABEL | | | | | | |
| | | | 00 | | 1,155 | | 1,155- |
| | | CASES | | 1,272 | | 5,236 | 3,964- |
| | | | 00 | | 84 | | 84- |
| | | BARRELAGE | | 92 | | 380 | 288- |
| | HAUENSTEIN | | | | | | |
| | | | 00 | | 00 | | 00 |

## SUMMARY OF SALES BY STATES AND BRANDS

| | | | SEPTEMBER 75 | YTD 75 | SEPTEMBER 74 | YTD 74 | VARIANCE |
|---|---|---|---|---|---|---|---|
| | | CASES | 00 | 1,807 | 00 | 539 | 1,268 |
| | | BARRELAGE | | 131 | | 39 | 92 |
| | CO CLB RINGNES | | 364 | | 00 | | 364 |
| | | CASES | | 924 | | 1,246 | 322- |
| | | BARRELAGE | 26 | 67 | 00 | 90 | 26<br>23- |
| | STORZ | | 30 | | 48 | | 18- |
| | | KEGS | | 420 | | 763 | 343- |
| | | CASES | 5,159 | 55,322 | 5,397 | 64,912 | 238-<br>9,590- |
| | | BARRELAGE | 404 | 4,435 | 440 | 5,474 | 36-<br>1,039- |
| | TOTAL | | 244 | | 388 | | 144- |
| | | KEGS | | 2,355 | | 3,802 | 1,447- |
| | | CASES | 39,883 | 468,464 | 40,020 | 622,123 | 137-<br>153,659- |
| | | BARRELAGE | 3,139 | 36,356 | 3,293 | 48,956 | 154-<br>12,600- |
| KANSAS | GRAIN BELT | | 00 | | 1,463 | | 1,463- |
| | | CASES | | 4,348 | | 10,934 | 6,586- |
| | | BARRELAGE | 00 | 316 | 106 | 794 | 106-<br>478- |
| | STORZ | | 00 | | 00 | | 00 |
| | | CASES | | 3,088 | | 00 | 3,088 |
| | | BARRELAGE | 00 | 224 | 00 | 00 | 00<br>224 |
| | TOTAL | | 00 | | 1,463 | | 1,463- |
| | | CASES | | 7,436 | | 10,934 | 3,498- |
| | | BARRELAGE | 00 | 540 | 106 | 794 | 106-<br>254- |
| MICHIGAN | GRAIN BELT | | 00 | | 00 | | 00 |
| | | CASES | | 580 | | 1,000 | 420- |
| | | BARRELAGE | 00 | 42 | 00 | 73 | 00<br>31- |
| | TOTAL | | 00 | | 00 | | 00 |
| | | CASES | | 580 | | 1,000 | 420- |
| | | BARRELAGE | 00 | 42 | 00 | 73 | 00<br>31- |
| MN DISTRBTRS | GRAIN BELT | | 9,854 | | 11,089 | | 1,235- |
| | | KEGS | | 103,012 | | 119,074 | 16,062- |

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## SUMMARY OF SALES BY STATES AND BRANDS

| | | | SEPTEMBER 75 | YTD 75 | SEPTEMBER 74 | YTD 74 | VARIANCE |
|---|---|---|---|---|---|---|---|
| | | | 252,678 | | 239,855 | | 12,823 |
| | | CASES | | 3,093,633 | | 3,507,364 | 413,731- |
| | | | 28,193 | | 28,498 | | 305- |
| | | BARRELAGE | | 327,548 | | 373,638 | 46,090- |
| | WHITE LABEL | | 16,596 | | 20,763 | | 4,167- |
| | | CASES | | 189,483 | | 271,112 | 81,629- |
| | | | 1,205 | | 1,507 | | 302- |
| | | BARRELAGE | | 13,753 | | 19,677 | 5,924- |
| | HAUENSTEIN | | 97,741 | | 87,665 | | 10,076 |
| | | CASES | | 1,117,865 | | 1,110,672 | 7,193 |
| | | | 7,094 | | 6,363 | | 731 |
| | | BARRELAGE | | 81,135 | | 80,613 | 522 |
| | CO CLB RINGNES | | 3,084 | | 4,245 | | 1,161- |
| | | CASES | | 36,773 | | 43,638 | 6,865- |
| | | | 224 | | 308 | | 84- |
| | | BARRELAGE | | 2,669 | | 3,167 | 498- |
| | STORZ | | 00 | | 00 | | 00 |
| | | CASES | | 05 | | 00 | 05 |
| | TOTAL | | 9,854 | | 11,089 | | 1,235- |
| | | KEGS | | 103,012 | | 119,074 | 16,062- |
| | | | 370,099 | | 352,528 | | 17,571 |
| | | CASES | | 4,437,759 | | 4,932,786 | 495,027- |
| | | | 36,716 | | 36,675 | | 41 |
| | | BARRELAGE | | 425,105 | | 477,096 | 51,991- |
| MISSOURI | GRAIN BELT | | 00 | | 00 | | 00 |
| | | CASES | | 00 | | 9,240 | 9,240- |
| | | | 00 | | 00 | | 00 |
| | | BARRELAGE | | 00 | | 671 | 671- |
| | STORZ | | 1,925 | | 00 | | 1,925 |
| | | CASES | | 7,770 | | 3,696 | 4,074 |
| | | | 140 | | 00 | | 140 |
| | | BARRELAGE | | 564 | | 268 | 296 |
| | TOTAL | | 1,925 | | 00 | | 1,925 |
| | | CASES | | 7,770 | | 12,936 | 5,166- |
| | | | 140 | | 00 | | 140 |
| | | BARRELAGE | | 564 | | 939 | 375- |
| MONTANA | GRAIN BELT | | 60 | | 00 | | 60 |
| | | KEGS | | 60 | | 00 | 60 |
| | | | 2,499 | | 1,456 | | 1,043 |
| | | CASES | | 15,715 | | 10,107 | 5,608 |
| | | | 241 | | 106 | | 135 |
| | | BARRELAGE | | 1,201 | | 734 | 467 |

## SUMMARY OF SALES BY STATES AND BRANDS

| | | | SEPTEMBER 75 | YTD 75 | SEPTEMBER 74 | YTD 74 | VARIANCE |
|---|---|---|---|---|---|---|---|
| | CO CLB RINGNES | | 1,503 | 12,530 | 00 | 00 | 1,503 |
| | | CASES | 109 | 909 | 00 | 00 | 12,530 |
| | | BARRELAGE | | | | | 109 |
| | | | | | | | 909 |
| | TOTAL | | 60 | 60 | 00 | 00 | 60 |
| | | KEGS | 4,002 | 28,245 | 1,456 | 10,107 | 60 |
| | | CASES | 350 | 2,110 | 106 | 734 | 2,546 |
| | | BARRELAGE | | | | | 18,138 |
| | | | | | | | 244 |
| | | | | | | | 1,376 |
| NEBRASKA | GRAIN BELT | | 36 | 283 | 69 | 688 | 33- |
| | | KEGS | 1,171 | 14,032 | 630 | 18,468 | 405- |
| | | CASES | 121 | 1,301 | 115 | 2,028 | 541 |
| | | BARRELAGE | | | | | 4,436- |
| | | | | | | | 06 |
| | | | | | | | 727- |
| | STORZ | | 28 | 399 | 09 | 954 | 19 |
| | | KEGS | 19,461 | 145,469 | 9,996 | 197,494 | 555- |
| | | CASES | 1,440 | 10,957 | 735 | 15,288 | 9,465 |
| | | BARRELAGE | | | | | 52,025- |
| | | | | | | | 705 |
| | | | | | | | 4,331- |
| | TOTAL | | 64 | 682 | 78 | 1,642 | 14- |
| | | KEGS | 20,632 | 159,501 | 10,626 | 215,962 | 960- |
| | | CASES | 1,561 | 12,259 | 849 | 17,317 | 10,006 |
| | | BARRELAGE | | | | | 56,461- |
| | | | | | | | 712 |
| | | | | | | | 5,058- |
| NORTH DAKOTA | GRAIN BELT | | 181 | 2,016 | 228 | 3,099 | 47- |
| | | KEGS | 11,354 | 121,440 | 9,354 | 163,377 | 1,083- |
| | | CASES | 1,005 | 10,830 | 907 | 14,957 | 2,000 |
| | | BARRELAGE | | | | | 41,937- |
| | | | | | | | 98 |
| | | | | | | | 4,127- |
| | WHITE LABEL | | 00 | 1,190 | 77 | 462 | 77- |
| | | CASES | 00 | 86 | 06 | 34 | 728 |
| | | BARRELAGE | | | | | 06- |
| | | | | | | | 52 |
| | HAUENSTEIN | | 392 | 5,383 | 280 | 13,842 | 112 |
| | | CASES | 28 | 391 | 20 | 1,005 | 8,459- |
| | | BARRELAGE | | | | | 08 |
| | | | | | | | 614- |
| | CO CLB RINGNES | | 355 | | 711 | | 356- |

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## SUMMARY OF SALES BY STATES AND BRANDS

| | | | SEPTEMBER 75 | YTD 75 | SEPTEMBER 74 | YTD 74 | VARIANCE |
|---|---|---|---|---|---|---|---|
| | | CASES | | 3,590 | | 3,755 | 165- |
| | | | 26 | | 52 | | 26- |
| | | BARRELAGE | | 261 | | 273 | 12- |
| | TOTAL | | 181 | | 228 | | 47- |
| | | KEGS | | 2,016 | | 3,099 | 1,083- |
| | | | 12,101 | | 10,422 | | 1,679 |
| | | CASES | | 131,603 | | 181,436 | 49,833- |
| | | | 1,059 | | 984 | | 75 |
| | | BARRELAGE | | 11,568 | | 16,268 | 4,700- |
| SOUTH DAKOTA | GRAIN BELT | | 312 | | 378 | | 66- |
| | | KEGS | | 4,440 | | 6,281 | 1,841- |
| | | | 15,106 | | 12,221 | | 2,885 |
| | | CASES | | 161,173 | | 213,839 | 52,666- |
| | | | 1,408 | | 1,265 | | 143 |
| | | BARRELAGE | | 16,138 | | 21,801 | 5,663- |
| | WHITE LABEL | | 204 | | 94 | | 110 |
| | | CASES | | 2,589 | | 5,645 | 3,056- |
| | | | 15 | | 07 | | 08 |
| | | BARRELAGE | | 188 | | 410 | 222- |
| | HAUENSTEIN | | 323 | | 154 | | 169 |
| | | CASES | | 1,814 | | 1,975 | 161- |
| | | | 23 | | 11 | | 12 |
| | | BARRELAGE | | 132 | | 143 | 11- |
| | CO CLB RINGNES | | 1,634 | | 644 | | 990 |
| | | CASES | | 10,741 | | 9,456 | 1,285 |
| | | | 119 | | 47 | | 72 |
| | | BARRELAGE | | 780 | | 686 | 94 |
| | STORZ | | 00 | | 00 | | 00 |
| | | KEGS | | 00 | | 144 | 144- |
| | | | 1,687 | | 3,553 | | 1,866- |
| | | CASES | | 34,345 | | 53,546 | 19,201- |
| | | | 122 | | 258 | | 136- |
| | | BARRELAGE | | 2,493 | | 4,030 | 1,537- |
| | TOTAL | | 312 | | 378 | | 66- |
| | | KEGS | | 4,440 | | 6,425 | 1,985- |
| | | | 18,954 | | 16,666 | | 2,288 |
| | | CASES | | 210,662 | | 284,461 | 73,799- |
| | | | 1,688 | | 1,588 | | 100 |
| | | BARRELAGE | | 19,730 | | 27,071 | 7,341- |
| WASHINGTON | GRAIN BELT | | 1,456 | | 00 | | 1,456 |
| | | CASES | | 1,904 | | 8,132 | 6,228- |
| | | | 106 | | 00 | | 106 |

Data Documents, Inc. 02

## SUMMARY OF SALES BY STATES AND BRANDS

| | | | SEPTEMBER 75 | YTD 75 | SEPTEMBER 74 | YTD 74 | VARIANCE |
|---|---|---|---|---|---|---|---|
| | | BARRELAGE | | 138 | | 590 | 452- |
| | TOTAL | | 1,456 | | 00 | | 1,456 |
| | | CASES | | 1,904 | | 8,132 | 6,228- |
| | | | 106 | | 00 | | 106 |
| | | BARRELAGE | | 138 | | 590 | 452- |
| WISCONSIN | GRAIN BELT | | 400 | | 489 | | 89- |
| | | KEGS | | 4,356 | | 4,759 | 403- |
| | | | 17,729 | | 32,646 | | 14,917- |
| | | CASES | | 271,021 | | 344,373 | 73,352- |
| | | | 1,687 | | 2,858 | | 1,171- |
| | | BARRELAGE | | 24,027 | | 29,754 | 5,727- |
| | WHITE LABEL | | 474 | | 423 | | 51 |
| | | CASES | | 4,853 | | 7,240 | 2,387- |
| | | | 34 | | 31 | | 03 |
| | | BARRELAGE | | 352 | | 525 | 173- |
| | HAUENSTEIN | | 4,249 | | 2,276 | | 1,973 |
| | | CASES | | 51,412 | | 54,045 | 2,633- |
| | | | 308 | | 165 | | 143 |
| | | BARRELAGE | | 3,731 | | 3,923 | 192- |
| | CO CLB RINGNES | | 676 | | 261 | | 415 |
| | | CASES | | 2,655 | | 978 | 1,677 |
| | | | 49 | | 19 | | 30 |
| | | BARRELAGE | | 193 | | 71 | 122 |
| | TOTAL | | 400 | | 489 | | 89- |
| | | KEGS | | 4,356 | | 4,759 | 403- |
| | | | 23,128 | | 35,606 | | 12,478- |
| | | CASES | | 329,941 | | 406,636 | 76,695- |
| | | | 2,079 | | 3,073 | | 994- |
| | | BARRELAGE | | 28,303 | | 34,273 | 5,970- |
| WYOMING | GRAIN BELT | | 00 | | 00 | | 00 |
| | | CASES | | 616 | | 2,828 | 2,212- |
| | | | 00 | | 00 | | 00 |
| | | BARRELAGE | | 45 | | 205 | 160- |
| | TOTAL | | 00 | | 00 | | 00 |
| | | CASES | | 616 | | 2,828 | 2,212- |
| | | | 00 | | 00 | | 00 |
| | | BARRELAGE | | 45 | | 205 | 160- |
| GRAND TOTAL | GRAIN BELT | | 11,069 | | 12,657 | | 1,588- |
| | | KEGS | | 117,175 | | 137,535 | 20,360- |
| | | | 347,161 | | 336,782 | | 10,379 |
| | | CASES | | 4,174,018 | | 4,918,744 | 744,726- |

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## SUMMARY OF SALES BY STATES AND BRANDS

| | | SEPTEMBER 75 | YTD 75 | SEPTEMBER 74 | YTD 74 | VARIANCE |
|---|---|---|---|---|---|---|
| | BARRELAGE | 36,266 | 420,125 | 37,101 | 494,537 | 835-<br>74,412- |
| WHITE LABEL | | 17,274 | | 26,824 | | 9,550- |
| | CASES | | 199,527 | | 305,018 | 105,491- |
| | | 1,254 | | 1,947 | | 693- |
| | BARRELAGE | | 14,482 | | 22,138 | 7,656- |
| HAUENSTEIN | | 108,480 | | 90,375 | | 18,105 |
| | CASES | | 1,189,775 | | 1,186,540 | 3,235 |
| | | 7,873 | | 6,559 | | 1,314 |
| | BARRELAGE | | 86,354 | | 86,119 | 235 |
| CO CLB RINGNES | | 7,616 | | 5,861 | | 1,755 |
| | CASES | | 67,213 | | 59,073 | 8,140 |
| | | 553 | | 425 | | 128 |
| | BARRELAGE | | 4,878 | | 4,288 | 590 |
| STORZ | | 58 | | 57 | | 01 |
| | KEGS | | 819 | | 1,861 | 1,042- |
| | | 30,423 | | 26,009 | | 4,414 |
| | CASES | | 292,150 | | 352,250 | 60,100- |
| | | 2,266 | | 1,945 | | 321 |
| | BARRELAGE | | 22,023 | | 27,427 | 5,404- |
| TOTAL | | 11,127 | | 12,714 | | 1,587- |
| | KEGS | | 117,994 | | 139,396 | 21,402- |
| | | 510,954 | | 485,851 | | 25,103 |
| | CASES | | 5,922,683 | | 6,921,625 | 898,942- |
| | | 48,212 | | 47,977 | | 235 |
| | BARRELAGE | | 547,862 | | 634,510 | 86,648- |

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REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 09/75

| AZ | | MONTHLY CURRENT | MONTHLY LAST YEAR | YEARLY CURRENT | YEARLY LAST YEAR | VARIANCE | % |
|---|---|---|---|---|---|---|---|
| 035 | 4-6 NR GB | 504 | 0 | 728 | 0 | 728 | 100.00 |
| 041 | 4-6 CAN GB | 4,004 | 0 | 13,643 | 0 | 13,643 | 100.00 |
| 042 | 12/12 CAN GB | 0 | 0 | 2,618 | 0 | 2,618 | 100.00 |
| 038 | 4-6 PREM CAN | 4,543 | 0 | 7,392 | 0 | 7,392 | 100.00 |
| 039 | 12/12 PREM CAN | 3,080 | 0 | 5,236 | 0 | 5,236 | 100.00 |
| 148 | 4-6 CAN WL | 0 | 4,312 | 0 | 15,246 | 15,246- | 100.00- |
| 169 | 4-6 CAN HN | 5,775 | 0 | 9,779 | 5,467 | 4,312 | 78.87 |
| 170 | 12/12 CAN HN | 0 | 0 | 2,926 | 0 | 2,926 | 100.00 |
| 080 | 4-6 CAN TR | 1,001 | 5,467 | 19,404 | 5,467 | 13,937 | 254.92 |
| 106 | 4-6 CAN PRE SZ | 0 | 1,232 | 5,544 | 12,169 | 6,625- | 54.44- |
| | GRAIN BELT FULL BARRELS | .00 | .00 | .00 | .00 | .00 | .00 |
| | GRAIN BELT 288 OZ CASES | 10,591.00 | .00 | 25,690.00 | .00 | 25,690.00 | 100.00 |
| | WHITE LABEL 288 OZ CASES | .00 | 4,312.00 | .00 | 15,246.00 | 15,246.00- | 100.00- |
| | HAUENSTEIN 288 OZ CASES | 5,775.00 | .00 | 11,242.00 | 5,467.00 | 5,775.00 | 105.63 |
| | STORZ FULL BARRELS | .00 | .00 | .00 | .00 | .00 | .00 |
| | STORZ 288 OZ CASES | 1,001.00 | 6,699.00 | 24,948.00 | 17,636.00 | 7,312.00 | 41.46 |
| | CO CLUB NEAR RINGNES 288OZ | .00 | .00 | .00 | .00 | .00 | .00 |
| | TOTAL FULL BARRELS | .00 | .00 | .00 | .00 | .00 | .00 |
| | TOTAL 288 OZ CASES | 17,367.00 | 11,011.00 | 61,880.00 | 38,349.00 | 23,531.00 | 61.36 |
| | TOTAL BARRELAGE | 1,260.49 | 799.17 | 4,491.25 | 2,783.37 | 1,707.88 | 61.36 |

Data Documents, Inc. 02

REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 09/75

| CA | MONTHLY CURRENT | MONTHLY LAST YEAR | YEARLY CURRENT | YEARLY LAST YEAR | VARIANCE | % |
|---|---|---|---|---|---|---|
| 042 12/12 CAN 08 | 0 | 0 | 28,336 | 0 | 28,336 | 100.00 |
| GRAIN BELT FULL BARRELS | .00 | .00 | .00 | .00 | .00 | .00 |
| GRAIN BELT 288 OZ CASES | .00 | .00 | 14,168.00 | .00 | 14,168.00 | 100.00 |
| WHITE LABEL 288 OZ CASES | .00 | .00 | .00 | .00 | .00 | .00 |
| HAUENSTEIN 288 OZ CASES | .00 | .00 | .00 | .00 | .00 | .00 |
| STORZ FULL BARRELS | .00 | .00 | .00 | .00 | .00 | .00 |
| STORZ 288 OZ CASES | .00 | .00 | .00 | .00 | .00 | .00 |
| CO CLUB NEAR RINGNES 288OZ | .00 | .00 | .00 | .00 | .00 | .00 |
| TOTAL FULL BARRELS | .00 | .00 | .00 | .00 | .00 | .00 |
| TOTAL 288 OZ CASES | .00 | .00 | 14,168.00 | .00 | 14,168.00 | 100.00 |
| TOTAL BARRELAGE | .00 | .00 | 1,028.31 | .00 | 1,028.31 | 100.00 |

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REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 09/75

| CO | | MONTHLY CURRENT | MONTHLY LAST YEAR | YEARLY CURRENT | YEARLY LAST YEAR | VARIANCE | % |
|---|---|---|---|---|---|---|---|
| 055 | 4-6 NR CB 32 | 0 | 0 | 0 | 504 | 504- | 100.00- |
| 057 | 12/32 NR GB 32 | 0 | 0 | 0 | 42 | 42- | 100.00- |
| 035 | 4-6 NR GB | 0 | 0 | 7,000 | 4,144 | 2,856 | 68.91 |
| 037 | 12/32 NR GB | 0 | 0 | 0 | 42 | 42- | 100.00- |
| 041 | 4-6 CAN GB | 0 | 0 | 6,006 | 9,240 | 3,234- | 35.00- |
| 036 | 4-6 BK CN GB | 0 | 0 | 539 | 0 | 539 | 100.00 |
| 075 | 4-6 NR TR | 0 | 0 | 4,480 | 9,464 | 4,984- | 52.66- |
| GRAIN BELT FULL BARRELS | | .00 | .00 | .00 | .00 | .00 | .00 |
| GRAIN BELT 288 OZ CASES | | .00 | .00 | 13,545.00 | 14,000.00 | 455.00- | 3.25- |
| WHITE LABEL 288 OZ CASES | | .00 | .00 | .00 | .00 | .00 | .00 |
| HAUENSTEIN 288 OZ CASES | | .00 | .00 | .00 | .00 | .00 | .00 |
| STORZ FULL BARRELS | | .00 | .00 | .00 | .00 | .00 | .00 |
| STORZ 288 OZ CASES | | .00 | .00 | 4,480.00 | 9,464.00 | 4,984.00- | 52.66- |
| CO CLUB NEAR RINGNES 288OZ | | .00 | .00 | .00 | .00 | .00 | .00 |
| TOTAL FULL BARRELS | | .00 | .00 | .00 | .00 | .00 | .00 |
| TOTAL 288 OZ CASES | | .00 | .00 | 18,025.00 | 23,464.00 | 5,439.00- | 23.18- |
| TOTAL BARRELAGE | | .00 | .00 | 1,308.25 | 1,703.01 | 394.76- | 23.18- |

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REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 09/75

| CD | | MONTHLY CURRENT | MONTHLY LAST YEAR | YEARLY CURRENT | YEARLY LAST YEAR | VARIANCE | % |
|---|---|---|---|---|---|---|---|
| | 041 4-6 CAN GB | 0 | 308 | 1,078 | 924 | 154 | 16.66 |
| | GRAIN BELT FULL BARRELS | .00 | .00 | .00 | .00 | .00 | .00 |
| | GRAIN BELT 288 OZ CASES | .00 | 308.00 | 1,078.00 | 924.00 | 154.00 | 16.66 |
| | WHITE LABEL 288 OZ CASES | .00 | .00 | .00 | .00 | .00 | .00 |
| | HAUENSTEIN 288 OZ CASES | .00 | .00 | .00 | .00 | .00 | .00 |
| | STORZ FULL BARRELS | .00 | .00 | .00 | .00 | .00 | .00 |
| | STORZ 288 OZ CASES | .00 | .00 | .00 | .00 | .00 | .00 |
| | CO CLUB NEAR RINGNES 288OZ | .00 | .00 | .00 | .00 | .00 | .00 |
| | TOTAL FULL BARRELS | .00 | .00 | .00 | .00 | .00 | .00 |
| | TOTAL 288 OZ CASES | .00 | 308.00 | 1,078.00 | 924.00 | 154.00 | 16.66 |
| | TOTAL BARRELAGE | .00 | 22.35 | 78.24 | 67.06 | 11.18 | 16.67 |

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REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 09/75

IL

| | | MONTHLY CURRENT | MONTHLY LAST YEAR | YEARLY CURRENT | YEARLY LAST YEAR | VARIANCE | % |
|---|---|---|---|---|---|---|---|
| 001 | 1/1 BBL GB ST | 0 | 12 | 72 | 78 | 6- | 7.69- |
| 002 | 1/2 BBL GB ST | 0 | 52 | 1,664 | 603 | 1,061 | 175.95 |
| 003 | 1/4 BBL GB ST | 48 | 104 | 616 | 859 | 243- | 28.28- |
| 010 | 1/2 BBL PREMUM | 0 | 0 | 12 | 0 | 12 | 100.00 |
| 011 | 1/4 BBL PREMUM | 0 | 0 | 36 | 0 | 36 | 100.00 |
| 027 | 24/12 RT A GB | 0 | 252 | 672 | 935 | 263- | 28.12- |
| 035 | 4-6 NR GB | 0 | 0 | 56 | 448 | 392- | 87.50- |
| 037 | 12/32 NR GB | 42 | 42 | 546 | 672 | 126- | 18.75- |
| 040 | 24 PK CAN GB | 0 | 2,018 | 0 | 7,870 | 7,870- | 100.00- |
| 041 | 4-6 CAN GB | 77 | 77 | 8,932 | 14,784 | 5,852- | 39.58- |
| 036 | 4-6 BK CN GB | 0 | 0 | 761 | 1,078 | 317- | 29.40- |
| 042 | 12/12 CAN GB | 0 | 5,236 | 24,332 | 52,360 | 28,028- | 53.52- |
| 043 | 24/16 CAN GB | 0 | 0 | 0 | 168 | 168- | 100.00- |
| 029 | 24/12 PREM RET | 84 | 252 | 2,058 | 9,996 | 7,938- | 79.41- |
| 030 | 36/8 PREM RET | 0 | 108 | 374 | 735 | 361- | 49.11- |
| 038 | 4-6 PREM CAN | 0 | 0 | 77 | 822 | 745- | 90.63- |
| 039 | 12/12 PREM CAN | 0 | 0 | 224 | 0 | 224 | 100.00 |
| 148 | 4-6 CAN WL | 0 | 0 | 21 | 77 | 56- | 72.72- |
| 159 | 12/12 CAN WL | 0 | 0 | 238 | 0 | 238 | 100.00 |
| 169 | 4-6 CAN HN | 0 | 0 | 21 | 0 | 21 | 100.00 |
| 170 | 12/12 CAN HN | 0 | 0 | 462 | 0 | 462 | 100.00 |
| 070 | 24/12 RT TR | 420 | 252 | 4,158 | 2,394 | 1,764 | 73.68 |
| 075 | 4-6 NR TR | 0 | 0 | 0 | 392 | 392- | 100.00- |
| 076 | 12/32 NR TR | 0 | 84 | 126 | 420 | 294- | 70.00- |
| 080 | 4-6 CAN TR | 0 | 0 | 77 | 539 | 462- | 85.71- |
| 081 | 12/12 CAN T ST | 1,540 | 0 | 21,098 | 2,772 | 18,326 | 661.11 |
| 106 | 4-6 CAN PRE SZ | 0 | 0 | 308 | 0 | 308 | 100.00 |
| 107 | 12/12 CAN PRSZ | 0 | 0 | 2,926 | 462 | 2,464 | 533.33 |
| | GRAIN BELT FULL BARRELS | 12.00 | 64.00 | 1,073.00 | 594.25 | 478.75 | 80.56 |
| | GRAIN BELT 288 OZ CASES | 217.00 | 5,381.00 | 25,936.00 | 63,968.00 | 38,032.00- | 59.45- |
| | WHITE LABEL 288 OZ CASES | .00 | .00 | 140.00 | 77.00 | 63.00 | 81.81 |
| | HAUENSTEIN 288 OZ CASES | .00 | .00 | 252.00 | .00 | 252.00 | 100.00 |
| | STORZ FULL BARRELS | .00 | .00 | .00 | .00 | .00 | .00 |
| | STORZ 288 OZ CASES | 1,190.00 | 364.00 | 16,723.00 | 5,502.00 | 11,221.00 | 203.94 |
| | CO CLUB NEAR RINGNES 288OZ | .00 | .00 | .00 | .00 | .00 | .00 |
| | TOTAL FULL BARRELS | 12.00 | 64.00 | 1,073.00 | 594.25 | 478.75 | 80.56 |
| | TOTAL 288 OZ CASES | 1,407.00 | 5,745.00 | 43,051.00 | 69,547.00 | 26,496.00- | 38.09- |
| | TOTAL BARRELAGE | 114.12 | 480.97 | 4,197.64 | 5,641.97 | 1,444.33- | 25.59- |

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REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 09/75

| IA | | | MONTHLY CURRENT | MONTHLY LAST YEAR | YEARLY CURRENT | YEARLY LAST YEAR | VARIANCE | % |
|---|---|---|---|---|---|---|---|---|
| | 002 | 1/2 BBL GB ST | 400 | 668 | 3,752 | 5,888 | 2,136- | 36.27- |
| | 003 | 1/4 BBL GB ST | 8 | 24 | 141 | 380 | 239- | 62.89- |
| | 010 | 1/2 BBL PREMUM | 24 | 0 | 48 | 0 | 48 | 100.00 |
| | 027 | 24/12 RT A GB | 420 | 462 | 4,935 | 7,833 | 2,898- | 36.99- |
| | 034 | 24 PK NR GB | 168 | 0 | 1,460 | 7,981 | 6,521- | 81.70- |
| | 035 | 4-6 NR GB | 1,960 | 5,600 | 38,416 | 33,993 | 4,423 | 13.01 |
| | 037 | 12/32 NR GB | 572 | 294 | 3,929 | 4,901 | 972- | 19.83- |
| | 041 | 4-6 CAN GB | 4,081 | 3,542 | 41,272 | 69,501 | 28,229- | 40.61- |
| | 036 | 4-6 BK CN GB | 0 | 0 | 154 | 1,302 | 1,148- | 88.17- |
| | 042 | 12/12 CAN GB | 39,270 | 33,880 | 508,508 | 687,917 | 179,409- | 26.08- |
| | 043 | 24/16 CAN GB | 28 | 0 | 1,102 | 1,299 | 197- | 15.16- |
| | 029 | 24/12 PREM RET | 294 | 378 | 5,334 | 7,602 | 2,268- | 29.83- |
| | 030 | 36/9 PREM RET | 72 | 36 | 514 | 946 | 432- | 45.66- |
| | 033 | 24/12 PREM N R | 0 | 112 | 21 | 1,736 | 1,715- | 98.79- |
| | 038 | 4-6 PREM CAN | 2,079 | 1,848 | 16,878 | 15,793 | 1,085 | 6.87 |
| | 039 | 12/12 PREM CAN | 9,702 | 8,316 | 78,386 | 102,554 | 24,168- | 23.56- |
| | 148 | 4-6 CAN WL | 0 | 0 | 35 | 4,081 | 4,046- | 99.14- |
| | 159 | 12/12 CAN WL | 0 | 2,310 | 2,474 | 2,310 | 164 | 7.09 |
| | 167 | 24/12 RT HN | 0 | 0 | 0 | 462 | 462- | 100.00- |
| | 170 | 12/12 CAN HN | 0 | 0 | 3,614 | 154 | 3,460 | 2246.75 |
| | 014 | 1/2 BBL STZ | 60 | 96 | 836 | 1,496 | 660- | 44.11- |
| | 015 | 1/4 BBL STZ | 0 | 0 | 9 | 58 | 49- | 84.48- |
| | 070 | 24/12 RT TR | 84 | 84 | 1,134 | 1,764 | 630- | 35.71- |
| | 075 | 4-6 NR TR | 560 | 504 | 3,351 | 4,622 | 1,271- | 27.49- |
| | 076 | 12/32 NR TR | 210 | 84 | 1,161 | 973 | 188 | 19.32 |
| | 080 | 4-6 CAN TR | 308 | 231 | 1,771 | 2,772 | 1,001- | 36.11- |
| | 081 | 12/12 CAN T ST | 4,004 | 3,696 | 63,910 | 55,475 | 8,436 | 15.20 |
| | 106 | 4-6 CAN PRE SZ | 77 | 77 | 1,617 | 3,773 | 2,156- | 57.14- |
| | 107 | 12/12 CAN PRSZ | 3,696 | 5,082 | 27,891 | 45,892 | 18,001- | 39.22- |
| | 064 | 36/8 COCLUB CN | 0 | 0 | 0 | 80 | 80- | 100.00- |
| | 065 | 4-6 COCLUB CAN | 0 | 0 | 0 | 364 | 364- | 100.00- |
| | 069 | 4-6 GOETZ NEAR | 364 | 0 | 910 | 802 | 108 | 13.46 |
| | 019 | 24/11 RINGNES | 0 | 0 | 15 | 0 | 15 | 100.00 |
| | GRAIN BELT FULL BARRELS | | 214.00 | 340.00 | 1,935.25 | 3,039.00 | 1,103.75- | 36.31- |
| | GRAIN BELT 288 OZ CASES | | 34,359.99 | 33,468.00 | 409,138.98 | 550,189.15 | 141,050.17- | 25.63- |
| | WHITE LABEL 288 OZ CASES | | .00 | 1,155.00 | 1,272.00 | 5,236.00 | 3,964.00- | 75.70- |
| | HAUENSTEIN 288 OZ CASES | | .00 | .00 | 1,807.00 | 539.00 | 1,268.00 | 235.25 |
| | STORZ FULL BARRELS | | 30.00 | 48.00 | 420.25 | 762.50 | 342.25- | 44.88- |
| | STORZ 288 OZ CASES | | 5,159.00 | 5,397.00 | 55,321.50 | 64,911.83 | 9,590.33- | 14.77- |
| | CO CLUB NEAR RINGNES 288OZ | | 364.00 | .00 | 923.75 | 1,246.00 | 322.25- | 25.86- |
| | TOTAL FULL BARRELS | | 244.00 | 388.00 | 2,355.50 | 3,801.50 | 1,446.00- | 38.03- |
| | TOTAL 288 OZ CASES | | 39,882.99 | 40,020.00 | 468,463.23 | 622,121.98 | 153,658.75- | 24.69- |
| | TOTAL BARRELAGE | | 3,138.70 | 3,292.65 | 36,356.56 | 48,955.11 | 12,598.55- | 25.73- |

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REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 09/75

| KS | | MONTHLY CURRENT | MONTHLY LAST YEAR | YEARLY CURRENT | YEARLY LAST YEAR | VARIANCE | % |
|---|---|---|---|---|---|---|---|
| 061 | 4-6 CAN GB 32 | 0 | 385 | 0 | 2,156 | 2,156- | 100.00- |
| 041 | 4-6 CAN GB | 0 | 1,001 | 2,950 | 4,774 | 1,824- | 38.20- |
| 042 | 12/12 CAN GB | 0 | 154 | 2,796 | 8,008 | 5,212- | 65.08- |
| 080 | 4-6 CAN TR | 0 | 0 | 2,087 | 0 | 2,087 | 100.00 |
| 081 | 12/12 CAN T ST | 0 | 0 | 2,002 | 0 | 2,002 | 100.00 |
| GRAIN BELT FULL BARRELS | | .00 | .00 | .00 | .00 | .00 | .00 |
| GRAIN BELT 288 OZ CASES | | .00 | 1,463.00 | 4,348.00 | 10,934.00 | 6,586.00- | 60.23- |
| WHITE LABEL 288 OZ CASES | | .00 | .00 | .00 | .00 | .00 | .00 |
| HAUENSTEIN 288 OZ CASES | | .00 | .00 | .00 | .00 | .00 | .00 |
| STORZ FULL BARRELS | | .00 | .00 | .00 | .00 | .00 | .00 |
| STORZ 288 OZ CASES | | .00 | .00 | 3,088.00 | .00 | 3,088.00 | 100.00 |
| CO CLUB NEAR RINGNES 288OZ | | .00 | .00 | .00 | .00 | .00 | .00 |
| TOTAL FULL BARRELS | | .00 | .00 | .00 | .00 | .00 | .00 |
| TOTAL 288 OZ CASES | | .00 | 1,463.00 | 7,436.00 | 10,934.00 | 3,498.00- | 31.99- |
| TOTAL BARRELAGE | | .00 | 106.18 | 539.70 | 793.58 | 253.88- | 31.99- |

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REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 09/75

| MI | | MONTHLY CURRENT | MONTHLY LAST YEAR | YEARLY CURRENT | YEARLY LAST YEAR | VARIANCE | % |
|---|---|---|---|---|---|---|---|
| 027 | 24/12 RT A GB | 0 | 0 | 294 | 462 | 168- | 36.36- |
| 028 | 35/7 RT A GB | 0 | 0 | 49 | 147 | 98- | 66.66- |
| 035 | 4-6 NR GB | 0 | 0 | 84 | 280 | 196- | 70.00- |
| 037 | 12/32 NR GB | 0 | 0 | 63 | 42 | 21 | 50.00 |
| 041 | 4-6 CAN GB | 0 | 0 | 76 | 77 | 1- | 1.29- |
| GRAIN BELT FULL BARRELS | | .00 | .00 | .00 | .00 | .00 | .00 |
| GRAIN BELT 288 OZ CASES | | .00 | .00 | 579.68 | 1,000.05 | 420.37- | 42.03- |
| WHITE LABEL 288 OZ CASES | | .00 | .00 | .00 | .00 | .00 | .00 |
| HAUENSTEIN 288 OZ CASES | | .00 | .00 | .00 | .00 | .00 | .00 |
| STORZ FULL BARRELS | | .00 | .00 | .00 | .00 | .00 | .00 |
| STORZ 288 OZ CASES | | .00 | .00 | .00 | .00 | .00 | .00 |
| CO CLUB NEAR BINGNES 288OZ | | .00 | .00 | .00 | .00 | .00 | .00 |
| TOTAL FULL BARRELS | | .00 | .00 | .00 | .00 | .00 | .00 |
| TOTAL 288 OZ CASES | | .00 | .00 | 579.68 | 1,000.05 | 420.37- | 42.03- |
| TOTAL BARRELAGE | | .00 | .00 | 42.07 | 72.58 | 30.51- | 42.03- |

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REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 09/75

| MN | | | MONTHLY | | YEARLY | | | |
|---|---|---|---|---|---|---|---|---|
| | | | CURRENT | LAST YEAR | CURRENT | LAST YEAR | VARIANCE | % |
| 005 | 1/1 BBL GB 3.2 | | 1,851 | 2,132 | 18,468 | 22,922 | 4,454- | 19.43- |
| 006 | 1/2 BBL GB 3.2 | | 6,171 | 6,542 | 65,170 | 73,342 | 8,172- | 11.14- |
| 007 | 1/4 BBL GB 3.2 | | 382 | 302 | 3,621 | 4,475 | 854- | 19.08- |
| 001 | 1/1 BBL GB ST | | 175 | 229 | 2,165 | 2,245 | 80- | 3.56- |
| 002 | 1/2 BBL GB ST | | 6,620 | 8,142 | 73,058 | 82,761 | 9,703- | 11.72- |
| 003 | 1/4 BBL GB ST | | 3,276 | 4,985 | 42,732 | 56,122 | 13,390- | 23.85- |
| 009 | 1/1 BBL PREMUM | | 2 | 2 | 13 | 17 | 4- | 23.52- |
| 010 | 1/2 BBL PREMUM | | 942 | 63 | 2,601 | 614 | 1,987 | 323.61 |
| 011 | 1/4 BBL PREMUM | | 176 | 120 | 1,450 | 1,524 | 74- | 4.85- |
| 047 | 24/12 RA GB 32 | | 37,163 | 33,354 | 343,841 | 442,302 | 98,461- | 22.26- |
| 048 | 35/7 RA GB 32 | | 1,362 | 1,708 | 10,807 | 15,535 | 4,728- | 30.43- |
| 050 | 36/8 RT GB 32 | | 816 | 890 | 6,986 | 8,551 | 1,565- | 18.30- |
| 055 | 4-6 NR GB 32 | | 7,906 | 7,701 | 93,833 | 133,992 | 40,159- | 29.97- |
| 057 | 12/32 NR GB 32 | | 1,717 | 1,110 | 15,176 | 15,808 | 632- | 3.99- |
| 060 | 24 PK C GB 32 | | 0 | 0 | 0 | 775 | 775- | 100.00- |
| 061 | 4-6 CAN GB 32 | | 17,201 | 19,059 | 240,519 | 281,279 | 40,760- | 14.49- |
| 056 | 4-6 BKCN GB 32 | | 224 | 0 | 3,460 | 3,794 | 334- | 8.80- |
| 062 | 12/12 C GB 32 | | 8,932 | 8,162 | 365,723 | 321,116 | 44,607 | 13.89 |
| 063 | 24/16 C GB 32 | | 4,570 | 5,176 | 44,540 | 53,781 | 9,241- | 17.18- |
| 027 | 24/12 RT A GB | | 80,083 | 74,131 | 797,710 | 922,299 | 124,589- | 13.50- |
| 028 | 35/7 RT A GB | | 3,677 | 3,993 | 36,392 | 44,892 | 8,500- | 18.93- |
| 034 | 24 PK NR GB | | 7,799 | 7,952 | 70,641 | 86,924 | 16,283- | 18.73- |
| 035 | 4-6 NR GB | | 7,253 | 8,350 | 87,962 | 121,787 | 33,825- | 27.77- |
| 037 | 12/32 NR GB | | 768 | 699 | 8,912 | 11,076 | 2,164- | 19.53- |
| 040 | 24 PK CAN GB | | 0 | 924 | 1,640 | 6,988 | 5,348- | 76.53- |
| 041 | 4-6 CAN GB | | 11,444 | 12,998 | 143,405 | 180,130 | 36,725- | 20.38- |
| 036 | 4-6 BK CN GB | | 0 | 0 | 5,985 | 6,992 | 1,007- | 14.40- |
| 042 | 12/12 CAN GB | | 34,990 | 25,144 | 866,046 | 804,376 | 61,670 | 7.66 |
| 043 | 24/16 CAN GB | | 3,774 | 5,376 | 46,101 | 62,092 | 15,991- | 25.75- |
| 029 | 24/12 PREM RET | | 30,107 | 22,724 | 262,537 | 297,457 | 34,920- | 11.73- |
| 030 | 36/8 PREM RET | | 7,056 | 8,400 | 91,563 | 105,291 | 13,728- | 13.03- |
| 033 | 24/12 PREM N R | | 0 | 1,158 | 9,963 | 12,337 | 2,374- | 19.24- |
| 038 | 4-6 PREM CAN | | 1,880 | 1,663 | 18,140 | 23,508 | 5,368- | 22.83- |
| 039 | 12/12 PREM CAN | | 6,120 | 5,134 | 212,877 | 128,001 | 84,876 | 66.30 |
| 066 | 4-6 CAN GBX | | 0 | 0 | 0 | 4,465 | 4,465- | 100.00- |
| 152 | 24/12 R WL 32 | | 1,498 | 1,540 | 17,297 | 25,649 | 8,352- | 32.56- |
| 153 | 4-6 CAN WL 32 | | 1,001 | 1,155 | 11,698 | 18,446 | 6,748- | 36.58- |
| 164 | 12/12 CAN WL32 | | 698 | 2,618 | 10,720 | 20,178 | 9,458- | 46.87- |
| 154 | 24/16 C WL 32 | | 0 | 0 | 0 | 6,097 | 6,097- | 100.00- |
| 147 | 24/12 RT WL | | 11,466 | 12,306 | 129,204 | 157,466 | 28,262- | 17.94- |
| 148 | 4-6 CAN WL | | 1,627 | 1,450 | 13,173 | 22,707 | 9,534- | 41.98- |
| 159 | 12/12 CAN WL | | 1,309 | 6,006 | 25,501 | 42,969 | 17,468- | 40.65- |
| 149 | 24/16 CAN WL | | 0 | 0 | 0 | 5,356 | 5,356- | 100.00- |
| 173 | 24/12 RT HN 32 | | 5,187 | 4,620 | 64,743 | 77,132 | 12,389- | 16.06- |
| 175 | 4-6 CAN HN 32 | | 3,416 | 2,418 | 33,797 | 32,300 | 1,497 | 4.63 |
| 176 | 12/12 C HN 32 | | 3,311 | 2,171 | 35,595 | 34,230 | 1,365 | 3.98 |
| 167 | 24/12 RT HN | | 80,936 | 74,130 | 899,953 | 887,981 | 11,972 | 1.34 |
| 169 | 4-6 CAN HN | | 3,157 | 2,485 | 46,082 | 48,502 | 2,420- | 4.98- |
| 170 | 12/12 CAN HN | | 6,777 | 5,852 | 110,983 | 95,284 | 15,699 | 16.47 |
| 075 | 4-6 NR TR | | 0 | 0 | 1 | 0 | 1 | 100.00 |
| 080 | 4-6 CAN TR | | 0 | 0 | 1 | 0 | 1 | 100.00 |

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| | | | | | | | |
|---|---|---|---|---|---|---|---|
| 081 | 12/12 CAN T ST | 0 | 0 | 1 | 0 | 1 | 100.00 |
| 106 | 4-6 CAN PRE SZ | 0 | 0 | 1 | 0 | 1 | 100.00 |
| 107 | 12/12 CAN PRSZ | 0 | 0 | 1 | 0 | 1 | 100.00 |
| 026 | 36/8 COCLUB 32 | 0 | 80 | 0 | 1,121 | 1,121- | 100.00- |
| 064 | 36/8 COCLUB CN | 640 | 850 | 8,211 | 10,425 | 2,214- | 21.23- |
| 065 | 4-6 COCLUB CAN | 742 | 1,547 | 11,100 | 12,772 | 1,672- | 13.09- |
| 068 | 24/16 COCLUB C | 840 | 1,190 | 10,589 | 12,128 | 1,539- | 12.68- |
| 069 | 4-6 GOETZ NEAR | 182 | 0 | 448 | 371 | 77 | 20.75 |
| 018 | 24/11 RNGNS 32 | 0 | 0 | 0 | 435 | 435- | 100.00- |
| 019 | 24/11 RINGNES | 436 | 197 | 3,158 | 2,595 | 563 | 21.69 |
| | GRAIN BELT FULL BARRELS | 9,853.00 | 11,088.25 | 103,011.25 | 119,072.75 | 16,061.50- | 13.48- |
| | GRAIN BELT 288 OZ CASES | 252,678.27 | 239,855.09 | 3,093,631.35 | 3,507,364.34 | 413,732.99- | 11.79- |
| | WHITE LABEL 288 OZ CASES | 16,595.50 | 20,763.00 | 189,482.50 | 271,112.13 | 81,629.63- | 30.10- |
| | HAUENSTEIN 288 OZ CASES | 97,740.00 | 87,864.50 | 1,117,864.00 | 1,110,672.00 | 7,192.00 | .64 |
| | STORZ FULL BARRELS | .00 | .00 | .00 | .00 | .00 | .00 |
| | STORZ 288 OZ CASES | .00 | .00 | 4.00 | .00 | 4.00 | 100.00 |
| | CO CLUB NEAR RINGNES 288OZ | 3,083.67 | 4,244.24 | 36,772.47 | 43,637.14 | 6,864.67- | 15.73- |
| | TOTAL FULL BARRELS | 9,853.00 | 11,088.25 | 103,011.25 | 119,072.75 | 16,061.50- | 13.48- |
| | TOTAL 288 OZ CASES | 370,097.44 | 352,526.83 | 4,437,754.32 | 4,932,785.61 | 495,031.29- | 10.03- |
| | TOTAL BARRELAGE | 36,714.67 | 36,674.64 | 425,103.45 | 477,094.32 | 51,990.87- | 10.89- |

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REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 09/75

| MO | | MONTHLY CURRENT | MONTHLY LAST YEAR | YEARLY CURRENT | YEARLY LAST YEAR | VARIANCE | % |
|---|---|---|---|---|---|---|---|
| 041 | 4-6 CAN GB | 0 | 0 | 0 | 9,240 | 9,240- | 100.00- |
| 075 | 4-6 NR TR | 0 | 0 | 224 | 0 | 224 | 100.00 |
| 080 | 4-6 CAN TR | 539 | 0 | 2,618 | 3,696 | 1,078- | 29.16- |
| 106 | 4-6 CAN PRE SZ | 1,386 | 0 | 4,928 | 0 | 4,928 | 100.00 |
| GRAIN BELT FULL BARRELS | | .00 | .00 | .00 | .00 | .00 | .00 |
| GRAIN BELT 288 OZ CASES | | .00 | .00 | .00 | 9,240.00 | 9,240.00- | 100.00- |
| WHITE LABEL 288 OZ CASES | | .00 | .00 | .00 | .00 | .00 | .00 |
| HAUENSTEIN 288 OZ CASES | | .00 | .00 | .00 | .00 | .00 | .00 |
| STORZ FULL BARRELS | | .00 | .00 | .00 | .00 | .00 | .00 |
| STORZ 288 OZ CASES | | 1,925.00 | .00 | 7,770.00 | 3,696.00 | 4,074.00 | 110.22 |
| CO CLUB NEAR RINGNES 288OZ | | .00 | .00 | .00 | .00 | .00 | .00 |
| TOTAL FULL BARRELS | | .00 | .00 | .00 | .00 | .00 | .00 |
| TOTAL 288 OZ CASES | | 1,925.00 | .00 | 7,770.00 | 12,936.00 | 5,166.00- | 39.93- |
| TOTAL BARRELAGE | | 139.71 | .00 | 563.94 | 938.89 | 374.95- | 39.93- |

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REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 09/75

| MT | | | MONTHLY CURRENT | MONTHLY LAST YEAR | YEARLY CURRENT | YEARLY LAST YEAR | VARIANCE | % |
|---|---|---|---|---|---|---|---|---|
| | 002 | 1/2 BBL GB ST | 120 | 0 | 120 | 0 | 120 | 100.00 |
| | 027 | 24/12 RT A GB | 84 | 966 | 924 | 966 | 42- | 4.34- |
| | 035 | 4-6 NR GB | 336 | 336 | 4,256 | 3,520 | 736 | 20.90 |
| | 041 | 4-6 CAN GB | 1,848 | 154 | 9,163 | 5,159 | 4,004 | 77.61 |
| | 036 | 4-6 BK CN GB | 0 | 0 | 0 | 154 | 154- | 100.00- |
| | 042 | 12/12 CAN GB | 462 | 0 | 2,156 | 0 | 2,156 | 100.00 |
| | 029 | 24/12 PREM RET | 0 | 0 | 294 | 0 | 294 | 100.00 |
| | 039 | 12/12 PREM CAN | 0 | 0 | 0 | 616 | 616- | 100.00- |
| | 064 | 36/8 COCLUB CN | 320 | 0 | 2,240 | 0 | 2,240 | 100.00 |
| | 065 | 4-6 COCLUB CAN | 1,183 | 0 | 10,010 | 0 | 10,010 | 100.00 |
| | 068 | 24/16 COCLUB C | 0 | 0 | 210 | 0 | 210 | 100.00 |
| GRAIN BELT FULL BARRELS | | | 60.00 | .00 | 60.00 | .00 | 60.00 | 100.00 |
| GRAIN BELT 288 OZ CASES | | | 2,499.00 | 1,456.00 | 15,715.00 | 10,107.00 | 5,608.00 | 55.48 |
| WHITE LABEL 288 OZ CASES | | | .00 | .00 | .00 | .00 | .00 | .00 |
| HAUENSTEIN 288 OZ CASES | | | .00 | .00 | .00 | .00 | .00 | .00 |
| STORZ FULL BARRELS | | | .00 | .00 | .00 | .00 | .00 | .00 |
| STORZ 288 OZ CASES | | | .00 | .00 | .00 | .00 | .00 | .00 |
| CO CLUB NEAR RINGNES 288OZ | | | 1,503.00 | .00 | 12,530.00 | .00 | 12,530.00 | 100.00 |
| TOTAL FULL BARRELS | | | 60.00 | .00 | 60.00 | .00 | 60.00 | 100.00 |
| TOTAL 288 OZ CASES | | | 4,002.00 | 1,456.00 | 28,245.00 | 10,107.00 | 18,138.00 | 179.45 |
| TOTAL BARRELAGE | | | 350.46 | 105.67 | 2,110.02 | 733.56 | 1,376.46 | 187.64 |

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REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 09/75

| NB | | | MONTHLY CURRENT | MONTHLY LAST YEAR | YEARLY CURRENT | YEARLY LAST YEAR | VARIANCE | % |
|---|---|---|---|---|---|---|---|---|
| 002 | 1/2 BBL GB ST | | 60 | 102 | 456 | 1,112 | 656- | 58.99- |
| 003 | 1/4 BBL GB ST | | 0 | 0 | 4 | 72 | 68- | 94.44- |
| 010 | 1/2 BBL PREMUM | | 12 | 36 | 108 | 228 | 120- | 52.63- |
| 027 | 24/12 RT A GB | | 183 | 168 | 1,908 | 2,562 | 654- | 25.52- |
| 035 | 4-6 NR GB | | 56 | 0 | 196 | 224 | 28- | 12.50- |
| 041 | 4-6 CAN GB | | 77 | 77 | 1,848 | 3,157 | 1,309- | 41.46- |
| 036 | 4-6 BK CN GB | | 0 | 0 | 231 | 154 | 77 | 50.00 |
| 042 | 12/12 CAN GB | | 1,540 | 770 | 19,096 | 23,404 | 4,308- | 18.40- |
| 043 | 24/16 CAN GB | | 56 | 0 | 168 | 425 | 257- | 60.47- |
| 029 | 24/12 PREM RET | | 10 | 0 | 77 | 102 | 25- | 24.50- |
| 014 | 1/2 BBL STZ | | 56 | 18 | 786 | 1,866 | 1,080- | 57.87- |
| 015 | 1/4 BBL STZ | | 1 | 0 | 22 | 85 | 63- | 74.11- |
| 070 | 24/12 RT TR | | 1,890 | 1,806 | 20,080 | 28,003 | 7,923- | 28.29- |
| 075 | 4-6 NR TR | | 260 | 392 | 2,570 | 4,665 | 2,095- | 44.90- |
| 076 | 12/32 NR TR | | 630 | 1,029 | 4,487 | 6,487 | 2,000- | 30.83- |
| 080 | 4-6 CAN TR | | 805 | 805 | 7,005 | 10,487 | 3,482- | 33.20- |
| 081 | 12/12 CAN T ST | | 29,568 | 9,548 | 196,350 | 255,695 | 59,345- | 23.20- |
| 106 | 4-6 CAN PRE SZ | | 497 | 539 | 6,420 | 11,143 | 4,723- | 42.38- |
| 107 | 12/12 CAN PRSZ | | 770 | 616 | 10,472 | 13,398 | 2,926- | 21.83- |
| | GRAIN BELT FULL BARRELS | | 36.00 | 69.00 | 283.00 | 688.00 | 405.00- | 58.86- |
| | GRAIN BELT 288 OZ CASES | | 1,170.67 | 630.00 | 14,032.00 | 18,467.67 | 4,435.67- | 24.01- |
| | WHITE LABEL 288 OZ CASES | | .00 | .00 | .00 | .00 | .00 | .00 |
| | HAUENSTEIN 288 OZ CASES | | .00 | .00 | .00 | .00 | .00 | .00 |
| | STORZ FULL BARRELS | | 28.25 | 9.00 | 398.50 | 954.25 | 555.75- | 58.23- |
| | STORZ 288 OZ CASES | | 19,461.00 | 9,996.00 | 145,468.65 | 197,493.81 | 52,025.16- | 26.34- |
| | CO CLUB NEAR RINGNES 288OZ | | .00 | .00 | .00 | .00 | .00 | .00 |
| | TOTAL FULL BARRELS | | 64.25 | 78.00 | 681.50 | 1,642.25 | 960.75- | 58.50- |
| | TOTAL 288 OZ CASES | | 20,631.67 | 10,626.00 | 159,500.65 | 215,961.48 | 56,460.83- | 26.14- |
| | TOTAL BARRELAGE | | 1,561.69 | 849.23 | 12,258.05 | 17,316.73 | 5,058.68- | 29.21- |

REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 09/75

| ND | | | MONTHLY CURRENT | MONTHLY LAST YEAR | YEARLY CURRENT | YEARLY LAST YEAR | VARIANCE | % |
|---|---|---|---|---|---|---|---|---|
| | 002 | 1/2 BBL GB ST | 306 | 392 | 3,282 | 5,276 | 1,994- | 37.79- |
| | 003 | 1/4 BBL GB ST | 112 | 128 | 1,476 | 1,844 | 368- | 19.95- |
| | 010 | 1/2 BBL PREMUM | 0 | 0 | 12 | 0 | 12 | 100.00 |
| | 061 | 4-6 CAN GB 32 | 77 | 0 | 77 | 0 | 77 | 100.00 |
| | 027 | 24/12 RT A GB | 462 | 882 | 7,518 | 10,122 | 2,604- | 25.72- |
| | 034 | 24 PK NR GB | 56 | 112 | 896 | 1,232 | 336- | 27.27- |
| | 035 | 4-6 NR GB | 840 | 1,512 | 11,934 | 18,872 | 6,938- | 36.76- |
| | 037 | 12/32 NR GB | 42 | 126 | 721 | 1,435 | 714- | 49.75- |
| | 041 | 4-6 CAN GB | 2,387 | 1,694 | 29,414 | 20,636 | 8,778 | 42.53 |
| | 036 | 4-6 BK CN GB | 0 | 0 | 539 | 560 | 21- | 3.75- |
| | 042 | 12/12 CAN GB | 1,232 | 2,002 | 27,104 | 18,172 | 8,932 | 49.15 |
| | 043 | 24/16 CAN GB | 28 | 0 | 317 | 466 | 149- | 31.97- |
| | 029 | 24/12 PREM RET | 2,982 | 2,604 | 26,670 | 33,856 | 7,186- | 21.22- |
| | 030 | 36/8 PREM RET | 684 | 324 | 6,300 | 8,460 | 2,160- | 25.53- |
| | 033 | 24/12 PREM N R | 0 | 56 | 483 | 1,505 | 1,022- | 67.90- |
| | 038 | 4-6 PREM CAN | 2,541 | 693 | 18,130 | 37,053 | 18,923- | 51.07- |
| | 039 | 12/12 PREM CAN | 1,232 | 616 | 9,086 | 38,879 | 29,793- | 76.63- |
| | 066 | 4-6 CAN GBX | 0 | 0 | 0 | 21 | 21- | 100.00- |
| | 148 | 4-6 CAN WL | 0 | 77 | 1,190 | 385 | 805 | 209.09 |
| | 159 | 12/12 CAN WL | 0 | 0 | 0 | 154 | 154- | 100.00- |
| | 167 | 24/12 RT HN | 84 | 126 | 1,218 | 2,646 | 1,428- | 53.96- |
| | 169 | 4-6 CAN HN | 231 | 154 | 1,824 | 3,388 | 1,564- | 46.16- |
| | 170 | 12/12 CAN HN | 154 | 0 | 4,682 | 15,615 | 10,933- | 70.01- |
| | 064 | 36/8 COCLUB CN | 80 | 80 | 1,120 | 1,494 | 374- | 25.03- |
| | 065 | 4-6 COCLUB CAN | 91 | 0 | 897 | 637 | 260 | 40.81 |
| | 068 | 24/16 COCLUB C | 70 | 350 | 420 | 698 | 278- | 39.82- |
| | 069 | 4-6 GOETZ NEAR | 91 | 91 | 637 | 546 | 91 | 16.66 |
| | 019 | 24/11 RINGNES | 0 | 80 | 410 | 160 | 250 | 156.25 |
| | | GRAIN BELT FULL BARRELS | 181.00 | 228.00 | 2,016.00 | 3,099.00 | 1,083.00- | 34.94- |
| | | GRAIN BELT 288 OZ CASES | 11,354.33 | 9,354.00 | 121,440.00 | 163,377.16 | 41,937.16- | 25.66- |
| | | WHITE LABEL 288 OZ CASES | .00 | 77.00 | 1,190.00 | 462.00 | 728.00 | 157.57 |
| | | HAUENSTEIN 288 OZ CASES | 392.00 | 280.00 | 5,383.00 | 13,841.50 | 8,458.50- | 61.10- |
| | | STORZ FULL BARRELS | .00 | .00 | .00 | .00 | .00 | .00 |
| | | STORZ 288 OZ CASES | .00 | .00 | .00 | .00 | .00 | .00 |
| | | CO CLUB NEAR RINGNES 288OZ | 355.33 | 711.00 | 3,589.83 | 3,754.33 | 164.50- | 4.38- |
| | | TOTAL FULL BARRELS | 181.00 | 228.00 | 2,016.00 | 3,099.00 | 1,083.00- | 34.94- |
| | | TOTAL 288 OZ CASES | 12,101.66 | 10,422.00 | 131,602.83 | 181,434.99 | 49,832.16- | 27.46- |
| | | TOTAL BARRELAGE | 1,059.33 | 984.42 | 11,567.73 | 16,267.55 | 4,699.82- | 28.89- |

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REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 09/75

| SD | | | MONTHLY | | YEARLY | | | |
|---|---|---|---|---|---|---|---|---|
| | | | CURRENT | LAST YEAR | CURRENT | LAST YEAR | VARIANCE | % |
| | 006 | 1/2 BBL GB 3.2 | 314 | 342 | 5,168 | 8,106 | 2,938- | 36.24- |
| | 007 | 1/4 BBL GB 3.2 | 80 | 70 | 1,057 | 1,421 | 364- | 25.61- |
| | 002 | 1/2 BBL GB ST | 244 | 356 | 2,848 | 3,390 | 542- | 15.98- |
| | 003 | 1/4 BBL GB ST | 52 | 44 | 566 | 711 | 145- | 20.39- |
| | 010 | 1/2 BBL PREMUM | 0 | 0 | 48 | 0 | 48 | 100.00 |
| | 011 | 1/4 BBL PREMUM | 0 | 0 | 8 | 0 | 8 | 100.00 |
| | 047 | 24/12 RA GB 32 | 1,617 | 1,218 | 18,837 | 29,232 | 10,395- | 35.56- |
| | 048 | 35/7 RA GB 32 | 0 | 0 | 20 | 0 | 20 | 100.00 |
| | 050 | 36/8 RT GB 32 | 432 | 396 | 3,636 | 5,902 | 2,266- | 38.39- |
| | 055 | 4-6 NR GB 32 | 1,372 | 952 | 14,084 | 24,304 | 10,220- | 42.05- |
| | 057 | 12/32 NR GB 32 | 42 | 42 | 598 | 1,365 | 767- | 56.19- |
| | 061 | 4-6 CAN GB 32 | 2,198 | 2,156 | 29,456 | 42,427 | 12,971- | 30.57- |
| | 056 | 4-6 BKCN GB 32 | 0 | 0 | 133 | 124 | 9 | 7.25 |
| | 062 | 12/12 C GB 32 | 154 | 154 | 7,546 | 2,926 | 4,620 | 157.89 |
| | 063 | 24/16 C GB 32 | 112 | 0 | 508 | 112 | 396 | 353.57 |
| | 027 | 24/12 RT A GB | 1,743 | 2,100 | 15,897 | 21,042 | 5,145- | 24.45- |
| | 034 | 24 PK NR GB | 112 | 0 | 280 | 168 | 112 | 66.66 |
| | 035 | 4-6 NR GB | 1,708 | 1,064 | 14,868 | 17,515 | 2,647- | 15.11- |
| | 037 | 12/32 NR GB | 70 | 84 | 878 | 1,222 | 344- | 28.15- |
| | 041 | 4-6 CAN GB | 2,079 | 1,463 | 20,286 | 22,946 | 2,660- | 11.59- |
| | 036 | 4-6 BK CN GB | 0 | 0 | 427 | 622 | 195- | 31.35- |
| | 042 | 12/12 CAN GB | 154 | 770 | 8,162 | 7,700 | 462 | 6.00 |
| | 043 | 24/16 CAN GB | 168 | 224 | 2,070 | 2,671 | 601- | 22.50- |
| | 029 | 24/12 PREM RET | 1,638 | 840 | 16,044 | 16,632 | 588- | 3.53- |
| | 030 | 36/8 PREM RET | 684 | 396 | 5,724 | 8,070 | 2,346- | 29.07- |
| | 033 | 24/12 PREM N R | 0 | 56 | 0 | 336 | 336- | 100.00- |
| | 038 | 4-6 PREM CAN | 847 | 651 | 8,148 | 11,739 | 3,591- | 30.59- |
| | 039 | 12/12 PREM CAN | 0 | 0 | 154 | 616 | 462- | 75.00- |
| | 152 | 24/12 R WL 32 | 126 | 0 | 651 | 798 | 147- | 18.42- |
| | 153 | 4-6 CAN WL 32 | 77 | 0 | 817 | 1,874 | 1,057- | 56.40- |
| | 164 | 12/12 CAN WL32 | 2 | 0 | 282 | 0 | 282 | 100.00 |
| | 147 | 24/12 RT WL | 0 | 84 | 630 | 1,512 | 882- | 58.33- |
| | 148 | 4-6 CAN WL | 0 | 10 | 350 | 1,461 | 1,111- | 76.04- |
| | 173 | 24/12 RT HN 32 | 168 | 0 | 462 | 84 | 378 | 450.00 |
| | 175 | 4-6 CAN HN 32 | 77 | 77 | 609 | 1,037 | 428- | 41.27- |
| | 176 | 12/12 C HN 32 | 2 | 0 | 2 | 154 | 152- | 98.70- |
| | 167 | 24/12 RT HN | 0 | 0 | 126 | 84 | 42 | 50.00 |
| | 169 | 4-6 CAN HN | 77 | 77 | 616 | 693 | 77- | 11.11- |
| | 014 | 1/2 BBL STZ | 0 | 0 | 0 | 288 | 288- | 100.00- |
| | 118 | 4-6 CN PR SZ32 | 770 | 385 | 10,826 | 13,852 | 3,026- | 21.84- |
| | 119 | 12/12 PRE SZ32 | 308 | 3,325 | 19,936 | 32,167 | 12,231- | 38.02- |
| | 070 | 24/12 RT TR | 42 | 84 | 210 | 1,386 | 1,176- | 84.84- |
| | 076 | 12/32 NR TR | 21 | 84 | 630 | 1,071 | 441- | 41.17- |
| | 080 | 4-6 CAN TR | 0 | 0 | 77 | 0 | 77 | 100.00 |
| | 081 | 12/12 CAN T ST | 0 | 0 | 308 | 0 | 308 | 100.00 |
| | 106 | 4-6 CAN PRE SZ | 462 | 308 | 4,581 | 9,107 | 4,526- | 49.69- |
| | 107 | 12/12 CAN PRSZ | 462 | 2,002 | 15,377 | 23,378 | 8,001- | 34.22- |
| | 064 | 36/8 COCLUB CN | 80 | 0 | 746 | 1,040 | 294- | 28.26- |
| | 065 | 4-6 COCLUB CAN | 976 | 364 | 6,527 | 6,271 | 256 | 4.08 |
| | 068 | 24/16 COCLUB C | 420 | 210 | 2,310 | 1,609 | 701 | 43.56 |
| | 019 | 24/11 RINGNES | 20 | 0 | 423 | 0 | 423 | 100.00 |

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| | | | | | | |
|---|---|---|---|---|---|---|
| GRAIN BELT FULL BARRELS | 312.00 | 377.50 | 4,439.75 | 6,281.00 | 1,841.25- | 29.31- |
| GRAIN BELT 288 OZ CASES | 15,106.66 | 12,220.67 | 161,173.32 | 213,839.98 | 52,666.66- | 24.62- |
| WHITE LABEL 288 OZ CASES | 204.00 | 94.00 | 2,589.00 | 5,645.00 | 3,056.00- | 54.13- |
| HAUENSTEIN 288 OZ CASES | 323.00 | 154.00 | 1,814.00 | 1,975.00 | 161.00- | 8.15- |
| STORZ FULL BARRELS | .00 | .00 | .00 | 144.00 | 144.00- | 100.00- |
| STORZ 288 OZ CASES | 1,687.00 | 3,552.50 | 34,344.50 | 53,545.50 | 19,201.00- | 35.85- |
| CO CLUB NEAR RINGNES 2880Z | 1,634.33 | 644.00 | 10,740.74 | 9,456.33 | 1,284.41 | 13.58 |
| TOTAL FULL BARRELS | 312.00 | 377.50 | 4,439.75 | 6,425.00 | 1,985.25- | 30.89- |
| TOTAL 288 OZ CASES | 18,954.99 | 16,665.17 | 210,661.56 | 284,461.81 | 73,800.25- | 25.94- |
| TOTAL BARRELAGE | 1,687.75 | 1,587.05 | 19,729.56 | 27,071.23 | 7,341.67- | 27.11- |

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| WA | | MONTHLY CURRENT | MONTHLY LAST YEAR | YEARLY CURRENT | YEARLY LAST YEAR | VARIANCE | % |
|---|---|---|---|---|---|---|---|
| 034 | 24 PK NR GB | 0 | 0 | 0 | 280 | 280- | 100.00- |
| 035 | 4-6 NR GB | 1,456 | 0 | 1,904 | 7,544 | 5,640- | 74.76- |
| 041 | 4-6 CAN GB | 0 | 0 | 0 | 308 | 308- | 100.00- |
| GRAIN BELT FULL BARRELS | | .00 | .00 | .00 | .00 | .00 | .00 |
| GRAIN BELT 288 OZ CASES | | 1,456.00 | .00 | 1,904.00 | 8,132.00 | 6,228.00- | 76.58- |
| WHITE LABEL 288 OZ CASES | | .00 | .00 | .00 | .00 | .00 | .00 |
| HAUENSTEIN 288 OZ CASES | | .00 | .00 | .00 | .00 | .00 | .00 |
| STORZ FULL BARRELS | | .00 | .00 | .00 | .00 | .00 | .00 |
| STORZ 288 OZ CASES | | .00 | .00 | .00 | .00 | .00 | .00 |
| CO CLUB NEAR RINGNES 288OZ | | .00 | .00 | .00 | .00 | .00 | .00 |
| TOTAL FULL BARRELS | | .00 | .00 | .00 | .00 | .00 | .00 |
| TOTAL 288 OZ CASES | | 1,456.00 | .00 | 1,904.00 | 8,132.00 | 6,228.00- | 76.58- |
| TOTAL BARRELAGE | | 105.67 | .00 | 138.19 | 590.22 | 452.03- | 76.58- |

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REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 09/75

| WI | | | MONTHLY CURRENT | MONTHLY LAST YEAR | YEARLY CURRENT | YEARLY LAST YEAR | VARIANCE | % |
|---|---|---|---|---|---|---|---|---|
| 002 | 1/2 BBL GB ST | | 380 | 836 | 7,076 | 8,441 | 1,365- | 16.17- |
| 003 | 1/4 BBL GB ST | | 144 | 282 | 1,679 | 2,127 | 448- | 21.06- |
| 010 | 1/2 BBL PREMUM | | 336 | 0 | 772 | 0 | 772 | 100.00 |
| 011 | 1/4 BBL PREMUM | | 24 | 0 | 48 | 24 | 24 | 100.00 |
| 027 | 24/12 RT A GB | | 6,720 | 11,508 | 94,430 | 121,338 | 26,908- | 22.17- |
| 028 | 35/7 RT A GB | | 1,323 | 1,764 | 15,050 | 22,649 | 7,599- | 33.55- |
| 034 | 24 PK NR GB | | 168 | 0 | 1,532 | 1,430 | 102 | 7.13 |
| 035 | 4-6 NR GB | | 705 | 1,260 | 10,309 | 21,092 | 10,783- | 51.12- |
| 037 | 12/32 NR GB | | 42 | 450 | 2,300 | 3,070 | 770- | 25.08- |
| 040 | 24 PK CAN GB | | 0 | 550 | 4,316 | 4,452 | 136- | 3.05- |
| 041 | 4-6 CAN GB | | 1,848 | 2,849 | 15,722 | 25,173 | 9,451- | 37.54- |
| 036 | 4-6 BK CN GB | | 0 | 0 | 1,899 | 1,386 | 513 | 37.01 |
| 042 | 12/12 CAN GB | | 10,416 | 23,366 | 205,352 | 207,552 | 2,200- | 1.05- |
| 043 | 24/16 CAN GB | | 28 | 71 | 112 | 263 | 151- | 57.41- |
| 029 | 24/12 PREM RET | | 714 | 1,491 | 13,228 | 20,034 | 6,806- | 33.97- |
| 030 | 36/8 PREM RET | | 504 | 1,152 | 5,990 | 8,777 | 2,787- | 31.75- |
| 033 | 24/12 PREM N R | | 0 | 44 CR | 5 | 152 | 147- | 96.71- |
| 038 | 4-6 PREM CAN | | 154 | 0 | 733 | 1,463 | 730- | 49.89- |
| 039 | 12/12 PREM CAN | | 980 | 0 | 8,323 | 22,869 | 14,546- | 63.60- |
| 066 | 4-6 CAN GBX | | 0 | 0 | 0 | 154 | 154- | 100.00- |
| 147 | 24/12 RT WL | | 462 | 422 | 4,533 | 6,832 | 2,299- | 33.65- |
| 148 | 4-6 CAN WL | | 12 | 0 | 320 | 330 | 10- | 3.03- |
| 159 | 12/12 CAN WL | | 0 | 2 | 0 | 156 | 156- | 100.00- |
| 167 | 24/12 RT HN | | 3,906 | 1,848 | 44,254 | 50,064 | 5,810- | 11.60- |
| 169 | 4-6 CAN HN | | 189 | 42 | 899 | 579 | 320 | 55.26 |
| 170 | 12/12 CAN HN | | 308 | 772 | 12,517 | 6,804 | 5,713 | 83.96 |
| 064 | 36/8 COCLUB CN | | 105 | 80 | 265 | 160 | 105 | 65.62 |
| 065 | 4-6 COCLUB CAN | | 207 | 0 | 753 | 182 | 571 | 313.73 |
| 069 | 4-6 GOETZ NEAR | | 364 | 181 | 1,637 | 636 | 1,001 | 157.38 |
| | GRAIN BELT FULL BARRELS | | 400.00 | 488.50 | 4,355.75 | 4,758.25 | 402.50- | 8.45- |
| | GRAIN BELT 288 OZ CASES | | 17,729.79 | 32,644.29 | 271,020.37 | 344,372.77 | 73,352.40- | 21.30- |
| | WHITE LABEL 288 OZ CASES | | 474.00 | 423.00 | 4,853.00 | 7,240.00 | 2,387.00- | 32.96- |
| | HAUENSTEIN 288 OZ CASES | | 4,249.00 | 2,276.00 | 51,411.50 | 54,045.00 | 2,633.50- | 4.87- |
| | STORZ FULL BARRELS | | .00 | .00 | .00 | .00 | .00 | .00 |
| | STORZ 288 OZ CASES | | .00 | .00 | .00 | .00 | .00 | .00 |
| | CO CLUB NEAR RINGNES 2880Z | | 676.00 | 261.00 | 2,655.00 | 978.00 | 1,677.00 | 171.47 |
| | TOTAL FULL BARRELS | | 400.00 | 488.50 | 4,355.75 | 4,758.25 | 402.50- | 8.45- |
| | TOTAL 288 OZ CASES | | 23,128.79 | 35,604.29 | 329,939.87 | 406,635.77 | 76,695.90- | 18.86- |
| | TOTAL BARRELAGE | | 2,078.68 | 3,072.65 | 28,302.78 | 34,271.87 | 5,969.09- | 17.41- |

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| WY | | MONTHLY CURRENT | MONTHLY LAST YEAR | YEARLY CURRENT | YEARLY LAST YEAR | VARIANCE | % |
|---|---|---|---|---|---|---|---|
| 035 | 4-6 NR GB | 0 | 0 | 0 | 616 | 616- | 100.00- |
| 037 | 12/32 NR GB | 0 | 0 | 0 | 42 | 42- | 100.00- |
| 041 | 4-6 CAN GB | 0 | 0 | 616 | 2,156 | 1,540- | 71.42- |
| GRAIN BELT FULL BARRELS | | .00 | .00 | .00 | .00 | .00 | .00 |
| GRAIN BELT 288 OZ CASES | | .00 | .00 | 616.00 | 2,828.00 | 2,212.00- | 78.21- |
| WHITE LABEL 288 OZ CASES | | .00 | .00 | .00 | .00 | .00 | .00 |
| HAUENSTEIN 288 OZ CASES | | .00 | .00 | .00 | .00 | .00 | .00 |
| STORZ FULL BARRELS | | .00 | .00 | .00 | .00 | .00 | .00 |
| STORZ 288 OZ CASES | | .00 | .00 | .00 | .00 | .00 | .00 |
| CO CLUB NEAR RINGNES 288OZ | | .00 | .00 | .00 | .00 | .00 | .00 |
| TOTAL FULL BARRELS | | .00 | .00 | .00 | .00 | .00 | .00 |
| TOTAL 288 OZ CASES | | .00 | .00 | 616.00 | 2,828.00 | 2,212.00- | 78.21- |
| TOTAL BARRELAGE | | .00 | .00 | 44.70 | 205.25 | 160.55- | 78.22- |

Data Documents, Inc. 02

GRAND TOTALS — ANALYSIS OF DISTRIBUTORS PURCHASES — MONTH: 09/75

| | | MONTHLY | | YEARLY | | | |
|---|---|---|---|---|---|---|---|
| | | CURRENT | LAST YEAR | CURRENT | LAST YEAR | VARIANCE | % |
| 005 | 1/1 BBL GB 3.2 | 1,851 | 2,132 | 18,468 | 22,922 | 4,454- | 19.43- |
| 006 | 1/2 BBL GB 3.2 | 6,485 | 6,884 | 70,338 | 81,448 | 11,110- | 13.64- |
| 007 | 1/4 BBL GB 3.2 | 462 | 372 | 4,678 | 5,896 | 1,218- | 20.65- |
| 001 | 1/1 BBL GB ST | 175 | 241 | 2,237 | 2,323 | 86- | 3.70- |
| 002 | 1/2 BBL GB ST | 8,130 | 10,548 | 92,256 | 107,471 | 15,215- | 14.15- |
| 003 | 1/4 BBL GB ST | 3,640 | 5,567 | 47,214 | 62,115 | 14,901- | 23.98- |
| 009 | 1/1 BBL PREMUM | 2 | 2 | 13 | 17 | 4- | 23.52- |
| 010 | 1/2 BBL PREMUM | 1,314 | 99 | 3,601 | 842 | 2,759 | 327.67 |
| 011 | 1/4 BBL PREMUM | 200 | 120 | 1,542 | 1,548 | 6- | .38- |
| 047 | 24/12 RA GB 32 | 38,780 | 34,572 | 362,678 | 471,534 | 108,856- | 23.08- |
| 048 | 35/7 RA GB 32 | 1,362 | 1,708 | 10,827 | 15,535 | 4,708- | 30.30- |
| 050 | 36/8 RT GB 32 | 1,248 | 1,286 | 10,622 | 14,453 | 3,831- | 26.50- |
| 055 | 4-6 NR GB 32 | 9,278 | 8,653 | 107,917 | 158,800 | 50,883- | 32.04- |
| 057 | 12/32 NR GB 32 | 1,759 | 1,152 | 15,774 | 17,215 | 1,441- | 8.37- |
| 060 | 24 PK C GB 32 | 0 | 0 | 0 | 775 | 775- | 100.00- |
| 061 | 4-6 CAN GB 32 | 19,476 | 21,600 | 270,052 | 325,862 | 55,810- | 17.12- |
| 056 | 4-6 BKCN GB 32 | 224 | 0 | 3,593 | 3,918 | 325- | 8.29- |
| 062 | 12/12 C GB 32 | 9,086 | 8,316 | 373,269 | 324,042 | 49,227 | 15.19 |
| 063 | 24/16 C GB 32 | 4,682 | 5,176 | 45,048 | 53,893 | 8,845- | 16.41- |
| 027 | 24/12 RT A GB | 89,695 | 90,469 | 924,288 | 1,087,559 | 163,271- | 15.01- |
| 028 | 35/7 RT A GB | 5,000 | 5,757 | 51,491 | 67,688 | 16,197- | 23.92- |
| 034 | 24 PK NR GB | 8,303 | 8,064 | 74,809 | 98,015 | 23,206- | 23.67- |
| 035 | 4-6 NR GB | 14,818 | 18,122 | 177,713 | 230,035 | 52,322- | 22.74- |
| 037 | 12/32 NR GB | 1,536 | 1,695 | 17,349 | 22,502 | 5,153- | 22.90- |
| 040 | 24 PK CAN GB | 0 | 3,492 | 5,956 | 19,310 | 13,354- | 69.15- |
| 041 | 4-6 CAN GB | 27,845 | 24,163 | 294,411 | 368,205 | 73,794- | 20.04- |
| 036 | 4-6 BK CN GB | 0 | 0 | 10,535 | 12,248 | 1,713- | 13.98- |
| 042 | 12/12 CAN GB | 88,064 | 91,322 | 1,694,506 | 1,809,489 | 114,983- | 6.35- |
| 043 | 24/16 CAN GB | 4,082 | 5,671 | 49,870 | 67,384 | 17,514- | 25.99- |
| 029 | 24/12 PREM RET | 35,829 | 28,289 | 326,242 | 385,679 | 59,437- | 15.41- |
| 030 | 36/8 PREM RET | 9,000 | 10,416 | 110,465 | 132,279 | 21,814- | 16.49- |
| 033 | 24/12 PREM N R | 0 | 1,338 | 10,472 | 16,066 | 5,594- | 34.81- |
| 038 | 4-6 PREM CAN | 12,044 | 4,855 | 69,498 | 90,378 | 20,880- | 23.10- |
| 039 | 12/12 PREM CAN | 21,114 | 14,066 | 314,286 | 293,535 | 20,751 | 7.06 |
| 066 | 4-6 CAN GBX | 0 | 0 | 0 | 4,640 | 4,640- | 100.00- |
| 152 | 24/12 R WL 32 | 1,624 | 1,540 | 17,948 | 26,447 | 8,499- | 32.13- |
| 153 | 4-6 CAN WL 32 | 1,078 | 1,155 | 12,515 | 20,320 | 7,805- | 38.41- |
| 164 | 12/12 CAN WL32 | 700 | 2,618 | 11,002 | 20,178 | 9,176- | 45.47- |
| 154 | 24/16 C WL 32 | 0 | 0 | 0 | 6,097 | 6,097- | 100.00- |
| 147 | 24/12 RT WL | 11,928 | 12,812 | 134,367 | 165,810 | 31,443- | 18.96- |
| 148 | 4-6 CAN WL | 1,639 | 5,849 | 15,089 | 44,287 | 29,198- | 65.92- |
| 159 | 12/12 CAN WL | 1,309 | 8,318 | 28,213 | 45,589 | 17,376- | 38.11- |
| 149 | 24/16 CAN WL | 0 | 0 | 0 | 5,356 | 5,356- | 100.00- |
| 173 | 24/12 RT HN 32 | 5,355 | 4,620 | 65,205 | 77,216 | 12,011- | 15.55- |
| 175 | 4-6 CAN HN 32 | 3,493 | 2,495 | 34,406 | 33,337 | 1,069 | 3.20 |
| 176 | 12/12 C HN 32 | 3,313 | 2,171 | 35,597 | 34,384 | 1,213 | 3.52 |
| 167 | 24/12 RT HN | 84,926 | 76,104 | 945,551 | 941,237 | 4,314 | .45 |
| 169 | 4-6 CAN HN | 9,429 | 2,758 | 59,221 | 58,629 | 592 | 1.00 |
| 170 | 12/12 CAN HN | 7,239 | 6,624 | 135,184 | 117,857 | 17,327 | 14.70 |
| 014 | 1/2 BBL STZ | 116 | 114 | 1,622 | 3,650 | 2,028- | 55.56- |
| 015 | 1/4 BBL STZ | 1 | 0 | 31 | 143 | 112- | 78.32- |

Data Documents, Inc. 02

| | | | | | | | |
|---|---|---|---|---|---|---|---|
| 118 | 4-6 CN PR SZ32 | 770 | 385 | 10,826 | 13,852 | 3,026- | 21.84- |
| 119 | 12/12 PRE SZ32 | 308 | 3,325 | 19,936 | 32,167 | 12,231- | 38.02- |
| 070 | 24/12 RT TR | 2,436 | 2,226 | 25,582 | 33,547 | 7,965- | 23.74- |
| 075 | 4-6 NR TR | 820 | 896 | 10,626 | 19,143 | 8,517- | 44.49- |
| 076 | 12/32 NR TR | 861 | 1,281 | 6,404 | 8,951 | 2,547- | 28.45- |
| 080 | 4-6 CAN TR | 2,653 | 6,503 | 33,040 | 22,961 | 10,079 | 43.89 |
| 081 | 12/12 CAN T ST | 35,112 | 13,244 | 283,669 | 313,942 | 30,273- | 9.64- |
| 106 | 4-6 CAN PRE SZ | 2,422 | 2,156 | 23,399 | 36,192 | 12,793- | 35.34- |
| 107 | 12/12 CAN PRSZ | 4,928 | 7,700 | 56,667 | 83,130 | 26,463- | 31.83- |
| 026 | 36/8 COCLUB 32 | 0 | 80 | 0 | 1,121 | 1,121- | 100.00- |
| 064 | 36/8 COCLUB CN | 1,225 | 1,010 | 12,582 | 13,199 | 617- | 4.67- |
| 065 | 4-6 COCLUB CAN | 3,199 | 1,911 | 29,287 | 20,226 | 9,061 | 44.79 |
| 068 | 24/16 COCLUB C | 1,330 | 1,750 | 13,529 | 14,435 | 906- | 6.27- |
| 069 | 4-6 GOETZ NEAR | 1,001 | 272 | 3,632 | 2,355 | 1,277 | 54.22 |
| 018 | 24/11 RNGNS 32 | 0 | 0 | 0 | 435 | 435- | 100.00- |
| 019 | 24/11 RINGNES | 456 | 277 | 4,006 | 2,755 | 1,251 | 45.40 |
| GRAIN BELT FULL BARRELS | | 11,068.00 | 12,655.25 | 117,174.00 | 137,532.25 | 20,358.25- | 14.80- |
| GRAIN BELT 288 OZ CASES | | 347,162.71 | 336,780.02 | 4,174,015.71 | 4,918,744.10 | 744,728.39- | 15.14- |
| WHITE LABEL 288 OZ CASES | | 17,273.50 | 26,824.00 | 199,526.50 | 305,018.13 | 105,491.63- | 34.58- |
| HAUENSTEIN 288 OZ CASES | | 108,479.00 | 90,374.50 | 1,189,773.50 | 1,186,539.50 | 3,234.00 | .27 |
| STORZ FULL BARRELS | | 58.25 | 57.00 | 818.75 | 1,860.75 | 1,042.00- | 55.99- |
| STORZ 288 OZ CASES | | 30,423.00 | 26,008.50 | 292,147.65 | 352,249.14 | 60,101.49- | 17.06- |
| CO CLUB NEAR RINGNES 288OZ | | 7,616.33 | 5,860.25 | 67,211.80 | 59,071.80 | 8,140.00 | 13.77 |
| TOTAL FULL BARRELS | | 11,126.25 | 12,712.25 | 117,992.75 | 139,393.00 | 21,400.25- | 15.35- |
| TOTAL 288 OZ CASES | | 510,954.54 | 485,847.27 | 5,922,675.16 | 6,821,622.67 | 898,947.51- | 13.17- |
| TOTAL BARRELAGE | | 48,211.33 | 47,975.04 | 547,860.51 | 634,506.37 | 86,645.86- | 13.65- |

AUGUST

SUMMARY OF COSTS BY CLASSIFICATION

| | AUGUST 75 | YTD 75 | AUGUST 74 | YTD 74 | VARIANCE |
|---|---|---|---|---|---|
| WAGES AND SALARIES | AMOUNT | AMOUNT | AMOUNT | AMOUNT | |
| PRODUCTION | 390,270.71 | 1,550,935.93 | 390,068.22 | 1,601,906.98 | 202.49<br>50,971.05- |
| ADVERTISING & SELLING | 39,560.57 | 144,413.31 | 29,311.75 | 111,630.57 | 10,248.82<br>32,782.74 |
| ADMINSTRATIVE | 19,606.22 | 87,530.40 | 22,646.05 | 90,104.98 | 3,039.83-<br>2,574.58- |
| TOTAL WAGES | 449,437.50 | 1,782,879.64 | 442,026.02 | 1,803,642.53 | 7,411.48<br>20,762.89- |
| SUPPLIES | | | | | |
| PRODUCTION | 571,487.80 | 2,454,103.99 | 439,239.60 | 2,062,875.98 | 132,248.20<br>391,228.01 |
| SELLING DELIVERY ADMINSTRATIVE | 7,851.59 | 25,951.47 | 2,979.94 | 14,918.90 | 4,871.65<br>11,032.57 |
| TOTAL SUPPLIES | 579,339.39 | 2,480,055.46 | 442,219.54 | 2,077,794.88 | 137,119.85<br>402,260.58 |
| MAINTENANCE | | | | | |
| PRODUCTION LABOR | .00 | .00 | 46.17 | 46.17 | 46.17-<br>46.17- |
| CONTRACTOR MAINTENANCE | 14,432.22 | 66,683.08 | 18,637.81 | 68,043.34 | 4,205.59-<br>1,360.26- |
| PRODUCTION MATERIAL | 9,488.18 | 57,558.80 | 14,789.91 | 50,139.68 | 5,301.73-<br>7,419.12 |
| SELLING DELIVERY ADMINSTRATIVE | 3,159.10 | 6,773.13 | 1,500.87 | 5,409.71 | 1,658.23<br>1,363.42 |
| TOTAL MAINTENANCE | 27,079.50 | 131,015.01 | 34,974.76 | 123,638.90 | 7,895.26-<br>7,376.11 |
| GENERAL | | | | | |
| PRODUCTION | 41,005.90 | 158,988.58 | 39,211.66 | 162,557.80 | 1,794.24<br>3,569.22- |

SUMMARY OF COSTS BY CLASSIFICATION

| | AUGUST 75 | YTD 75 | AUGUST 74 | YTD 74 | VARIANCE |
|---|---|---|---|---|---|
| | 31,689.88 | | 29,411.89 | | 2,277.99 |
| SELLING DELIVERY ADMINSTRATIVE | | 124,967.20 | | 124,033.18 | 934.02 |
| | 72,695.78 | | 68,623.55 | | 4,072.23 |
| TOTAL GENERAL | | 283,955.78 | | 286,590.98 | 2,635.20- |
| ADVERTISING | | | | | |
| | 132,231.05 | | 93,463.95 | | 38,767.10 |
| MEDIA | | 437,782.17 | | 385,022.17 | 52,760.00 |
| | 55,737.11 | | 29,008.16 | | 26,728.95 |
| PRODUCTION | | 97,561.39 | | 57,489.33 | 40,072.06 |
| | 11,228.51 | | 31,383.68 | | 20,155.17- |
| SALES PROMOTION | | 88,558.25 | | 110,533.71 | 21,975.46- |
| | 9,798.34 | | 21,332.05 | | 11,533.71- |
| SIGN COST & MAINTENANCE | | 52,101.25 | | 82,011.65 | 29,910.40- |
| | 208,995.01 | | 175,187.84 | | 33,807.17 |
| TOTAL ADVERTISING | | 676,003.06 | | 635,056.86 | 40,946.20 |
| FIXED | | | | | |
| | 7,360.97 | | 22,550.59 | | 15,189.62- |
| PROPERTY TAXES & LICENSES | | 27,744.04 | | 93,324.03 | 65,579.99- |
| | 31,930.00 | | 33,030.00 | | 1,100.00- |
| PAYROLL TAXES | | 154,740.00 | | 157,660.00 | 2,920.00- |
| | 6,436.14 | | 5,673.44 | | 762.70 |
| INSURANCE GENERAL | | 23,373.29 | | 24,170.49 | 797.20- |
| | 46,451.82 | | 47,869.17 | | 1,417.35- |
| INSURANCE - EMPLOYEES GROUP | | 185,670.07 | | 187,962.42 | 2,292.35- |
| | 8,700.00 | | 7,500.00 | | 1,200.00 |
| SALARIED PENSION TRUST | | 34,800.00 | | 30,000.00 | 4,800.00 |
| | 3,830.57 | | 4,343.27 | | 512.70- |
| RETIREES PENSION | | 15,829.29 | | 17,373.08 | 1,543.79- |
| | 1,060.15 | | 1,205.09 | | 144.94- |
| RENTALS | | 4,181.75 | | 4,808.09 | 626.34- |
| | 6,725.67 | | 80,028.22 | | 73,302.55- |
| DEPRECIATION - PLANT & EQUIPMENT | | 26,837.43 | | 327,067.69 | 300,230.26- |

SUMMARY OF COSTS BY CLASSIFICATION

| | AUGUST 75 | YTD 75 | AUGUST 74 | YTD 74 | VARIANCE |
|---|---|---|---|---|---|
| | 1,600.00 | | 60,288.82 | | 58,688.82- |
| DEPRECIATION - RETURNABLE CONT. | | 4,225.87 | | 237,549.80 | 233,323.93- |
| | 114,095.32 | | 262,488.60 | | 148,393.28- |
| TOTAL FIXED | | 477,401.74 | | 1,079,915.60 | 602,513.86- |
| GRAIN BELT BREWERIES, INC. SUMMARY OF COSTS BY CLASSIFICATION | | | | | |
| ---------- | | | | | |
| | 1,451,642.50 | | 1,425,520.31 | | 26,122.19 |
| TOTAL COSTS | | 5,831,310.69 | | 6,006,639.75 | 175,329.06- |

Data Documents, Inc. 02

| | AUGUST 75 | | YTD 75 | | AUGUST 74 | | YTD 74 | | VARIANCE |
|---|---|---|---|---|---|---|---|---|---|
| BARRELS BREWED | 74,675 | | 316,233 | | 67,161 | | 321,393 | | 7,514<br>5,160- |
| WAGES AND SALARIES | AMOUNT | PER BBL | AMOUNT | PER BBL | AMOUNT | PER BBL | AMOUNT | PER BBL | |
| BREWHOUSE | 13,452.61 | .1801 | 55,826.70 | .1765 | 13,355.35 | .1989 | 55,444.82 | .1725 | 97.26<br>381.88 |
| FERMENTING | 4,831.92 | .0647 | 19,642.55 | .0621 | 5,462.46 | .0813 | 19,444.99 | .0605 | 630.54-<br>197.56 |
| CELLARS | 24,798.99 | .3321 | 97,749.69 | .3091 | 23,368.25 | .3479 | 95,509.60 | .2972 | 1,430.74<br>2,240.09 |
| LAB AND CLERICAL | 4,024.97 | .0539 | 16,205.03 | .0512 | 4,309.04 | .0642 | 16,322.14 | .0508 | 284.07-<br>117.11- |
| SUPERVISION | 7,962.09 | .1066 | 34,479.28 | .1090 | 8,108.32 | .1207 | 31,483.30 | .0980 | 146.23-<br>2,995.98 |
| VACATION | 7,000.00 | .0937 | 30,800.00 | .0974 | 7,000.00 | .1042 | 32,840.00 | .1022 | .00<br>2,040.00- |
| HOLIDAY | 2,700.00 | .0362 | 11,880.00 | .0376 | 3,000.00 | .0447 | 13,200.00 | .0411 | 300.00-<br>1,320.00- |
| PENSION | 3,604.00 | .0483 | 12,655.00 | .0400 | 3,308.75 | .0493 | 12,256.00 | .0381 | 295.25<br>399.00 |
| UNCLASSIFIED | 2,022.93 | .0271 | 7,602.55 | .0240 | 2,174.36 | .0324 | 7,288.82 | .0227 | 151.43-<br>313.73 |
| TOTAL WAGES | 70,397.51 | .9427 | 286,840.80 | .9071 | 70,086.53 | 1.0436 | 283,789.67 | .8830 | 310.98<br>3,051.13 |
| MATERIALS AND SUPPLIES | | | | | | | | | |
| MALT | 229,917.30 | 3.0789 | 1,137,332.75 | 3.5965 | 212,905.33 | 3.1701 | 978,935.78 | 3.0459 | 17,011.97<br>158,396.97 |
| HOPS DOMESTIC | 10,508.70 | .1407 | 47,911.30 | .1515 | 10,606.50 | .1579 | 51,286.50 | .1596 | 97.80-<br>3,375.20- |
| HOPS IMPORTED | 6,486.00 | .0869 | 40,459.50 | .1279 | 11,504.50 | .1713 | 60,547.75 | .1884 | 5,018.50-<br>20,088.25- |
| HOPS CASCADE | 2,408.90 | .0323 | 2,408.90 | .0076 | .00 | .0000 | 1,408.44 | .0044 | 2,408.90<br>1,000.46 |
| NU-BRU | 171,097.35 | 2.2912 | 604,126.71 | 1.9104 | 96,449.24 | 1.4361 | 414,301.05 | 1.2891 | 74,648.11<br>189,825.66 |

| | AUGUST 75 | | YTD 75 | | AUGUST 74 | | YTD 74 | | VARIANCE |
|---|---|---|---|---|---|---|---|---|---|
| GLUCOSE | 12,348.00 | .1654 | 53,502.50 | .1692 | 15,025.00 | .2237 | 68,534.80 | .2132 | 2,677.00-<br>15,032.30- |
| TREATING | 33,815.76 | .4528 | 121,755.36 | .3850 | 20,332.18 | .3027 | 114,423.22 | .3560 | 13,483.58<br>7,332.14 |
| FILTERING | 1,206.56 | .0162 | 4,815.03 | .0152 | 1,666.15 | .0248 | 5,702.74 | .0177 | 459.59-<br>887.71- |
| SUNDRY MATERIAL | 3,361.12 | .0450 | 16,154.60 | .0511 | 3,690.55 | .0550 | 15,101.69 | .0470 | 329.43-<br>1,052.91 |
| BY PRODUCT SALES | 16,306.05- | .2184- | 73,700.20- | .2331- | 30,100.26- | .4482- | 95,890.00- | .2984- | 13,794.21<br>22,189.80 |
| GRAIN DRYING | 5,434.88 | .0728 | 24,048.88 | .0760 | 6,066.90 | .0903 | 25,839.08 | .0804 | 632.02-<br>1,790.20- |
| LAB SUPPLIES | 491.24 | .0066 | 1,014.45 | .0032 | 358.03 | .0053 | 1,121.62 | .0035 | 133.21<br>107.17- |
| UNCLASSIFIED | 10,393.57 | .1392 | 53,277.48 | .1685 | 8,850.04 | .1318 | 36,719.73 | .1143 | 1,543.53<br>16,557.75 |
| TOTAL MATERIALS | 471,163.33 | 6.3095 | 2,033,107.26 | 6.4291 | 357,354.16 | 5.3209 | 1,678,032.40 | 5.2211 | 113,809.17<br>355,074.86 |
| MAINTENANCE | | | | | | | | | |
| BUILDING MATERIAL | 60.40 | .0008 | 169.66 | .0005 | .00 | .0000 | 676.61 | .0021 | 60.40<br>506.95- |
| MACHINERY MATERIAL | 1,312.24 | .0176 | 9,913.26 | .0313 | 2,295.15 | .0342 | 8,841.52 | .0275 | 982.91-<br>1,071.74 |
| TANKS MATERIAL | .00 | .0000 | 156.00 | .0005 | 1,067.96 | .0159 | 1,731.58 | .0054 | 1,067.96-<br>1,575.58- |
| TANKS LABOR | .00 | .0000 | .00 | .0000 | 46.17 | .0007 | 46.17 | .0001 | 46.17-<br>46.17- |
| CONTRACTORS | 2,130.61 | .0285 | 12,683.32 | .0401 | 3,913.05 | .0583 | 13,289.83 | .0414 | 1,782.44-<br>606.51- |
| TOTAL MAINTENANCE | 3,503.25 | .0469 | 22,922.24 | .0725 | 7,322.33 | .1090 | 24,585.71 | .0765 | 3,819.08-<br>1,663.47- |
| GENERAL | | | | | | | | | |
| BEER CONSUMED | 456.00 | .0061 | 1,824.20 | .0058 | 368.80 | .0055 | 1,515.90 | .0047 | 87.20<br>308.30 |

Data Documents, Inc. 02

| | AUGUST 75 | | YTD 75 | | AUGUST 74 | | YTD 74 | | VARIANCE |
|---|---|---|---|---|---|---|---|---|---|
| UTILITIES DIRECT CHGE. | 9,710.62 | .1300 | 35,813.27 | .1132 | 8,280.18 | .1233 | 33,545.62 | .1044 | 1,430.44<br>2,267.65 |
| POWER PLANT ALLOCATION | 59,880.39 | .8019 | 245,340.28 | .7758 | 62,780.47 | .9348 | 257,443.33 | .8010 | 2,900.08-<br>12,103.05- |
| GENERAL PLANT ALLOC. | 24,117.94 | .3230 | 102,604.71 | .3245 | 27,422.38 | .4083 | 109,760.64 | .3415 | 3,304.44-<br>7,155.93- |
| UNCLASSIFIED | 386.87 | .0052 | 2,533.55 | .0080 | 615.34 | .0092 | 5,263.55 | .0164 | 228.47-<br>2,730.00- |
| TOTAL GENERAL | 94,551.82 | 1.2662 | 388,116.01 | 1.2273 | 99,467.17 | 1.4810 | 407,529.04 | 1.2680 | 4,915.35-<br>19,413.03- |
| FIXED | | | | | | | | | |
| TAXES & LICENSES | 2,400.00 | .0321 | 8,678.33 | .0274 | 6,500.00 | .0968 | 29,710.00 | .0924 | 4,100.00-<br>21,031.67- |
| TAXES PAYROLL | 4,700.00 | .0629 | 21,800.00 | .0689 | 4,800.00 | .0715 | 22,200.00 | .0691 | 100.00-<br>400.00- |
| INSURANCE GENERAL | 1,653.00 | .0221 | 6,193.66 | .0196 | 1,469.33 | .0219 | 6,256.22 | .0195 | 183.67<br>62.56- |
| INSURANCE EMPLOYEES | 8,231.71 | .1102 | 32,877.49 | .1040 | 7,628.68 | .1136 | 30,114.72 | .0937 | 603.03<br>2,762.77 |
| PENSION TRUST | 1,365.00 | .0183 | 5,460.00 | .0173 | 1,030.00 | .0153 | 4,120.00 | .0128 | 335.00<br>1,340.00 |
| RETIREES PENSION | 501.67 | .0067 | 2,006.68 | .0063 | 501.67 | .0075 | 2,006.68 | .0062 | .00<br>.00 |
| DEPRECIATION BUILDINGS | 600.00 | .0080 | 2,400.00 | .0076 | 6,338.04 | .0944 | 27,887.40 | .0868 | 5,738.04-<br>25,487.40- |
| DEPRECIATION MACHINERY | 1,401.56 | .0188 | 5,660.43 | .0179 | 19,155.21 | .2852 | 82,817.73 | .2577 | 17,753.65-<br>77,157.30- |
| DEPRECIATION TANKS | 420.83 | .0056 | 1,683.36 | .0053 | 4,516.81 | .0673 | 19,873.96 | .0618 | 4,095.98-<br>18,190.60- |
| TOTAL FIXED | 21,273.77 | .2849 | 86,759.95 | .2744 | 51,939.74 | .7734 | 224,986.71 | .7000 | 30,665.97-<br>138,226.76- |
| COST OF BREWING | | | | | | | | | |
| TOTAL COST | 660,889.68 | 8.8502 | 2,817,746.26 | 8.9103 | 586,169.93 | 8.7278 | 2,618,923.53 | 8.1487 | 74,719.75<br>198,822.73 |

Data Documents, Inc. 02

| | AUGUST 75 | | YTD 75 | | AUGUST 74 | | YTD 74 | | VARIANCE |
|---|---|---|---|---|---|---|---|---|---|
| BARRELS RACKED | 15,749 | | 63,958 | | 17,013 | | 72,518 | | 1,264-<br>8,560- |
| WAGES AND SALARIES | AMOUNT | PER BBL | AMOUNT | PER BBL | AMOUNT | PER BBL | AMOUNT | PER BBL | |
| KEG FILLING | 2,461.81 | .1563 | 9,820.11 | .1535 | 2,227.37 | .1309 | 10,261.93 | .1415 | 234.44<br>441.82- |
| RACKING FLOORMEN | 4,227.27 | .2684 | 17,719.16 | .2770 | 4,398.24 | .2585 | 18,952.03 | .2613 | 170.97-<br>1,232.87- |
| KEG WASHING | 4,621.57 | .2935 | 18,771.66 | .2935 | 4,588.01 | .2697 | 18,300.25 | .2524 | 33.56<br>471.41 |
| WASHHOUSE FLOORMEN | 1,845.31 | .1172 | 7,209.28 | .1127 | 1,829.75 | .1076 | 7,872.89 | .1086 | 15.56<br>663.61- |
| LOAD & UNLOAD | 2,619.52 | .1663 | 10,358.35 | .1620 | 2,784.85 | .1637 | 11,742.00 | .1619 | 165.33-<br>1,383.65- |
| SUPERVISION | 719.97 | .0457 | 2,621.21 | .0410 | 629.85 | .0370 | 2,354.82 | .0325 | 90.12<br>266.39 |
| HOLIDAY | 1,100.00 | .0698 | 4,400.00 | .0688 | 1,100.00 | .0647 | 4,400.00 | .0607 | .00<br>.00 |
| VACATION | 2,750.00 | .1746 | 11,000.00 | .1720 | 2,500.00 | .1469 | 10,750.00 | .1482 | 250.00<br>250.00 |
| PENSION | 1,192.00 | .0757 | 3,421.75 | .0535 | 935.75 | .0550 | 3,639.00 | .0502 | 256.25<br>217.25- |
| TOTAL WAGES | 21,537.45 | 1.3675 | 85,321.52 | 1.3340 | 20,993.82 | 1.2340 | 88,272.92 | 1.2173 | 543.63<br>2,951.40- |
| MATERIALS AND SUPPLIES | | | | | | | | | |
| BUNGS | 1,523.77 | .0968 | 5,291.44 | .0827 | 1,466.11 | .0862 | 6,162.89 | .0850 | 57.66<br>871.45- |
| UNCLASSIFIED | 2,178.31 | .1383 | 15,358.18 | .2401 | 3,011.15 | .1770 | 17,869.91 | .2464 | 832.84-<br>2,511.73- |
| TOTAL MATERIALS | 3,702.08 | .2351 | 20,649.62 | .3229 | 4,477.26 | .2632 | 24,032.80 | .3314 | 775.18-<br>3,383.18- |
| MAINTENANCE | | | | | | | | | |
| BUILDING MATL. | .00 | .0000 | 140.10 | .0022 | 527.59- | .0310- | 527.59- | .0073- | 527.59<br>667.69 |

Data Documents, Inc. 02

| | AUGUST 75 | | YTD 75 | | AUGUST 74 | | YTD 74 | | VARIANCE |
|---|---|---|---|---|---|---|---|---|---|
| MACHINERY MATL. | 140.14 | .0089 | 1,498.11 | .0234 | 553.27 | .0325 | 2,429.55 | .0335 | 413.13-<br>931.44- |
| KEGS MATERIAL | .00 | .0000 | 6.00- | .0001- | 26.00- | .0015- | 42.12- | .0006- | 26.00<br>36.12 |
| CONTRACTORS | 364.53 | .0231 | 3,328.43 | .0520 | 710.97 | .0418 | 4,580.50 | .0632 | 346.44-<br>1,252.07- |
| TOTAL MAINTENANCE | 504.67 | .0320 | 4,960.64 | .0776 | 710.65 | .0418 | 6,440.34 | .0888 | 205.98-<br>1,479.70- |
| GENERAL | | | | | | | | | |
| UTILITIES DIRECT CHGE. | 873.34 | .0555 | 3,198.07 | .0500 | 728.28 | .0428 | 2,891.99 | .0399 | 145.06<br>306.08 |
| POWER PLANT ALLOCATION | 7,925.35 | .5032 | 32,471.51 | .5077 | 8,309.18 | .4884 | 34,073.39 | .4699 | 383.83-<br>1,601.88- |
| MAINTENANCE ETC. | 7,235.38 | .4594 | 30,781.40 | .4813 | 8,226.72 | .4836 | 32,928.19 | .4541 | 991.34-<br>2,146.79- |
| UNCLASSIFIED L | .00 | .0000 | 41.25 | .0006 | .00 | .0000 | 41.25 | .0006 | .00<br>.00 |
| TOTAL GENERAL | 16,034.07 | 1.0181 | 66,492.23 | 1.0396 | 17,264.18 | 1.0148 | 69,934.82 | .9644 | 1,230.11-<br>3,442.59- |
| FIXED | | | | | | | | | |
| TAXES & LICENSES | 500.00 | .0317 | 1,800.00 | .0281 | 1,650.00 | .0970 | 6,600.00 | .0910 | 1,150.00-<br>4,800.00- |
| TAXES PAYROLL | 1,350.00 | .0857 | 7,170.00 | .1121 | 1,350.00 | .0794 | 7,170.00 | .0989 | .00<br>.00 |
| INSURANCE GENERAL | 439.00 | .0279 | 1,638.00 | .0256 | 380.00 | .0223 | 1,602.13 | .0221 | 59.00<br>35.87 |
| INSURANCE EMPLOYEES | 2,047.56 | .1300 | 8,120.24 | .1270 | 1,960.64 | .1152 | 7,741.92 | .1068 | 86.92<br>378.32 |
| RETIREES PENSION | 291.40 | .0185 | 1,231.73 | .0193 | 431.40 | .0254 | 1,725.60 | .0238 | 140.00-<br>493.87- |
| DEPRECIATION BUILDINGS | 140.00 | .0089 | 560.00 | .0088 | 1,336.93 | .0786 | 5,347.72 | .0737 | 1,196.93-<br>4,787.72- |
| DEPRECIATION MACHINERY | 195.31 | .0124 | 781.27 | .0122 | 2,650.63 | .1558 | 9,890.35 | .1364 | 2,455.32-<br>9,109.08- |

Data Documents, Inc. 02

| | AUGUST 75 | | YTD 75 | | AUGUST 74 | | YTD 74 | | VARIANCE |
|---|---|---|---|---|---|---|---|---|---|
| DEPRECIATION KEGS | .00 | .0000 | .00 | .0000 | 16,701.77 | .9817 | 68,607.08 | .9461 | 16,701.77-<br>68,607.08- |
| TOTAL FIXED | 4,963.27 | .3151 | 21,301.24 | .3331 | 26,461.37 | 1.5554 | 108,684.80 | 1.4987 | 21,498.10-<br>87,383.56- |
| COST OF RACKING | | | | | | | | | |
| TOTAL TOTAL | 46,741.54 | 2.9679 | 198,725.25 | 3.1071 | 69,907.28 | 4.1091 | 297,365.68 | 4.1006 | 23,165.74-<br>98,640.43- |
| BEER FROM CELLARS | 141,741.00 | 9.0000 | 577,126.73 | 9.0235 | 146,307.50 | 8.5997 | 594,596.80 | 8.1993 | 4,566.50-<br>17,470.07- |
| TOTAL KEG BEER COST | 188,482.54 | 11.9679 | 775,851.98 | 12.1306 | 216,214.78 | 12.7088 | 891,962.48 | 12.2999 | 27,732.24-<br>116,110.50- |

Data Documents, Inc. 02

| | AUGUST 75 | | YTD 75 | | AUGUST 74 | | YTD 74 | | VARIANCE |
|---|---|---|---|---|---|---|---|---|---|
| BARRELS BOTTLED | 62,331 | | 243,080 | | 53,090 | | 247,526 | | 9,241<br>4,446- |
| CASES BOTTLED | 836,240 | | 3,261,598 | | 702,803 | | 3,283,049 | | 133,437<br>21,451- |
| WAGES AND SALARIES | AMOUNT | PER CASE | AMOUNT | PER CASE | AMOUNT | PER CASE | AMOUNT | PER CASE | |
| | 85,558.68 | .1023 | 331,748.33 | .1017 | 76,980.51 | .1095 | 344,621.99 | .1049 | 8,578.17<br>12,873.66- |
| BOTTLEHOUSE LINES ETC. | 2,923.83 | .0035 | 11,113.69 | .0034 | 3,309.63 | .0047 | 11,733.77 | .0035 | 385.80-<br>620.08- |
| GOV. CELLAR | 7,333.79 | .0087 | 28,647.47 | .0087 | 6,009.45 | .0085 | 23,206.70 | .0070 | 1,324.34<br>5,440.77 |
| ASSEMBLING CASES MISC. | 14,506.29 | .0173 | 59,134.13 | .0181 | 15,503.02 | .0220 | 60,863.33 | .0185 | 996.73-<br>1,729.20- |
| CLEANUP | 3,696.51 | .0044 | 13,338.86 | .0040 | 2,661.96 | .0037 | 10,999.94 | .0033 | 1,034.55<br>2,338.92 |
| OILERS | 5,553.44 | .0066 | 23,319.41 | .0071 | 5,866.02 | .0083 | 23,897.03 | .0072 | 312.58-<br>577.62- |
| LOADING | 7,674.17 | .0091 | 28,363.47 | .0087 | 8,790.29 | .0125 | 35,112.91 | .0107 | 1,116.12-<br>6,749.44- |
| UNLOADING | 10,258.44 | .0122 | 40,977.63 | .0125 | 12,989.44 | .0184 | 49,654.89 | .0151 | 2,731.00-<br>8,677.26- |
| SORTING | 1,519.23 | .0018 | 5,705.07 | .0017 | 1,396.96 | .0019 | 5,347.23 | .0016 | 122.27<br>357.84 |
| CLERICAL BOTTLING | 4,218.87 | .0050 | 15,892.89 | .0048 | 3,926.96 | .0055 | 16,095.32 | .0049 | 291.91<br>202.43- |
| CLERICAL WAREHOUSE | 10,717.50 | .0128 | 41,345.04 | .0126 | 10,209.18 | .0145 | 43,311.60 | .0132 | 508.32<br>1,966.56- |
| FOREMEN BOTTLING | 5,540.00 | .0066 | 21,260.06 | .0065 | 5,240.02 | .0074 | 20,059.96 | .0061 | 299.98<br>1,200.10 |
| FOREMEN WAREHOUSE | 28,200.00 | .0337 | 108,100.00 | .0331 | 26,500.00 | .0377 | 122,380.00 | .0372 | 1,700.00<br>14,280.00- |
| VACATION | 10,440.00 | .0124 | 40,020.00 | .0122 | 10,260.00 | .0146 | 44,940.00 | .0136 | 180.00<br>4,920.00- |
| HOLIDAY | 13,068.00 | .0156 | 39,543.00 | .0121 | 10,372.50 | .0147 | 39,642.75 | .0120 | 2,695.50<br>99.75- |
| PENSION | | | | | | | | | |

Data Documents, Inc. 02

| | AUGUST 75 | | YTD 75 | | AUGUST 74 | | YTD 74 | | VARIANCE |
|---|---|---|---|---|---|---|---|---|---|
| TOTAL WAGES | 211,208.75 | .2525 | 808,509.05 | .2478 | 200,015.94 | .2846 | 851,867.42 | .2594 | 11,192.81<br>43,358.37- |
| MATERIALS AND SUPPLIES | | | | | | | | | |
| CROWNS | 24,310.75 | .0290 | 104,868.86 | .0321 | 16,100.82 | .0229 | 80,114.78 | .0244 | 8,209.93<br>24,754.08 |
| LABELS | 22,765.12 | .0272 | 98,748.31 | .0302 | 20,544.36 | .0292 | 86,009.84 | .0262 | 2,220.76<br>12,738.47 |
| CAUSTIC | 3,330.00 | .0039 | 14,406.98 | .0044 | 4,019.50 | .0057 | 15,684.23 | .0047 | 689.50-<br>1,277.25- |
| PARTITIONS, ETC. | 1,320.70 | .0015 | 7,424.48 | .0022 | 952.86 | .0013 | 15,359.74 | .0046 | 367.84<br>7,935.26- |
| BY PRODUCT SALES | 109.89- | .0001- | 420.83 | .0001 | 223.35- | .0003- | 1,127.33- | .0003- | 113.46<br>1,548.16 |
| UNCLASSIFIED | 10,821.73 | .0129 | 33,157.55 | .0101 | 8,182.96 | .0116 | 32,996.90 | .0100 | 2,638.77<br>160.65 |
| TOTAL MATERIALS | 62,438.41 | .0746 | 259,027.01 | .0794 | 49,577.15 | .0705 | 229,038.16 | .0697 | 12,861.26<br>29,988.85 |
| MAINTENANCE | | | | | | | | | |
| BOTTLEHOUSE BLDG MATL. | 124.00 | .0001 | 615.51 | .0001 | 112.73 | .0001 | 512.83 | .0001 | 11.27<br>102.68 |
| BOTTLEHOUSE MACH MATL. | 6,466.14 | .0077 | 38,184.96 | .0117 | 9,409.26 | .0133 | 39,848.72 | .0121 | 2,943.12-<br>1,663.76- |
| WAREHOUSE BLDG MATL. | .00 | .0000 | .00 | .0000 | 44.62 | .0000 | 8,700.90- | .0026- | 44.62-<br>8,700.90 |
| WAREHOUSE MACH MATL. | 387.84 | .0004 | 1,588.54 | .0004 | 608.29 | .0008 | 1,067.92 | .0003 | 220.45-<br>520.62 |
| CONTRACTORS | 9,454.97 | .0113 | 39,455.96 | .0121 | 9,973.75 | .0142 | 36,605.70 | .0111 | 518.78-<br>2,850.26 |
| TOTAL MAINTENANCE | 16,432.95 | .0196 | 79,844.97 | .0244 | 20,148.65 | .0286 | 69,334.27 | .0211 | 3,715.70-<br>10,510.70 |
| GENERAL | | | | | | | | | |
| BEER CONSUMED | 418.80 | .0005 | 2,327.70 | .0007 | 490.10 | .0007 | 2,255.55 | .0006 | 71.30-<br>72.15 |

Data Documents, Inc. 02

| | AUGUST 75 | | YTD 75 | | AUGUST 74 | | YTD 74 | | VARIANCE |
|---|---|---|---|---|---|---|---|---|---|
| UTILITIES DIRECT CHGE. | 6,139.64 | .0073 | 21,737.38 | .0066 | 4,549.34 | .0064 | 17,793.34 | .0054 | 1,590.30<br>3,944.04 |
| POWER PLANT ALLOCATION | 20,253.66 | .0242 | 82,982.74 | .0254 | 21,234.57 | .0302 | 87,076.42 | .0265 | 980.91-<br>4,093.68- |
| PLANT MAINTENANCE ETC. | 49,039.80 | .0586 | 208,629.56 | .0639 | 55,758.84 | .0793 | 223,179.99 | .0679 | 6,719.04-<br>14,550.43- |
| UNCLASSIFIED | 355.31 | .0004 | 3,297.55 | .0010 | 1,016.00 | .0014 | 3,250.44 | .0010 | 660.69-<br>47.11 |
| TOTAL GENERAL | 76,207.21 | .0911 | 318,974.93 | .0978 | 83,048.85 | .1181 | 333,555.74 | .1016 | 6,841.64-<br>14,580.81- |
| FIXED | | | | | | | | | |
| TAXES & LICENSES | 3,100.00 | .0037 | 11,100.00 | .0034 | 11,400.00 | .0162 | 43,700.00 | .0133 | 8,300.00-<br>32,600.00- |
| TAXES PAYROLL | 14,800.00 | .0177 | 77,430.00 | .0237 | 16,000.00 | .0227 | 81,130.00 | .0247 | 1,200.00-<br>3,700.00- |
| INSURANCE GENERAL | 1,181.00 | .0014 | 4,416.00 | .0013 | 1,027.00 | .0014 | 4,334.49 | .0013 | 154.00<br>81.51 |
| INSURANCE EMPLOYEES | 22,372.37 | .0267 | 89,354.08 | .0274 | 24,933.82 | .0354 | 98,863.32 | .0301 | 2,561.45-<br>9,509.24- |
| PENSION TRUST | 2,200.00 | .0026 | 8,800.00 | .0027 | 1,965.00 | .0028 | 7,860.00 | .0024 | 235.00<br>940.00 |
| RETIREES PENSION | 1,547.12 | .0018 | 6,629.36 | .0020 | 1,892.32 | .0027 | 7,651.78 | .0023 | 345.20-<br>1,022.42- |
| RENTALS | 525.01 | .0006 | 2,100.01 | .0006 | 525.00 | .0007 | 2,100.01 | .0006 | .01<br>.00 |
| DEPRECIATION BH BLDG. | 303.75 | .0003 | 1,215.00 | .0003 | 3,532.86 | .0050 | 13,542.63 | .0041 | 3,229.11-<br>12,327.63- |
| DEPRECIATION WH BLDG. | 98.33 | .0001 | 393.36 | .0001 | 1,965.23 | .0028 | 6,611.50 | .0020 | 1,866.90-<br>6,218.14- |
| DEPRECIATION BH MACH. | 2,565.63 | .0030 | 10,262.46 | .0031 | 25,635.91 | .0364 | 98,263.05 | .0299 | 23,070.28-<br>88,000.59- |
| DEPRECIATION WH MACH. | 37.50 | .0000 | 150.00 | .0000 | 462.64 | .0006 | 1,773.45 | .0005 | 425.14-<br>1,623.45- |
| DEPRECIATION LIFT TRKS | 241.67 | .0002 | 966.64 | .0003 | 4,316.04 | .0061 | 16,544.82 | .0050 | 4,074.37-<br>15,578.18- |

Data Documents, Inc. 02

| | AUGUST 75 | | YTD 75 | | AUGUST 74 | | YTD 74 | | VARIANCE |
|---|---|---|---|---|---|---|---|---|---|
| DEPRECIATION CARTONS | 1,600.00 | .0019 | 4,225.87 | .0013 | 24,214.90 | .0344 | 93,323.78 | .0284 | 22,614.90-<br>89,097.91- |
| DEPRECIATION BOTTLES | .00 | .0000 | .00 | .0000 | 19,372.15 | .0275 | 75,618.94 | .0230 | 19,372.15-<br>75,618.94- |
| TOTAL FIXED | 50,572.38 | .0604 | 217,042.78 | .0665 | 137,242.87 | .1952 | 551,317.77 | .1679 | 86,670.49-<br>334,274.99- |
| ---------- | | | | | | | | | |
| TOTAL TOTAL | 416,859.70 | .4985 | 1,683,398.74 | .5161 | 490,033.46 | .6972 | 2,035,113.36 | .6198 | 73,173.76-<br>351,714.62- |
| BEER FROM CELLARS | 560,979.00 | .6708 | 2,192,761.60 | .6723 | 456,574.00 | .6496 | 2,023,529.20 | .6163 | 104,405.00<br>169,232.40 |
| TOTAL CASE BEER COST | 977,838.70 | 1.1693 | 3,876,160.34 | 1.1884 | 946,607.46 | 1.3469 | 4,058,642.56 | 1.2362 | 31,231.24<br>182,482.22- |

Data Documents, Inc. 02

| | AUGUST 75 | YTD 75 | AUGUST 74 | YTD 74 | VARIANCE |
|---|---|---|---|---|---|
| WAGES AND SALARIES | AMOUNT | AMOUNT | AMOUNT | AMOUNT | |
| | 13,369.06 | | 13,626.16 | | 257.10- |
| ENGINEERS | | 55,722.36 | | 53,326.52 | 2,395.84 |
| | 15,589.76 | | 16,215.11 | | 625.35- |
| FIREMEN & OILERS | | 64,234.30 | | 65,531.97 | 1,297.67- |
| | 3,600.00 | | 3,600.00 | | .00 |
| VACATION | | 15,840.00 | | 15,840.00 | .00 |
| | 1,300.00 | | 1,300.00 | | .00 |
| HOLIDAY | | 5,720.00 | | 5,720.00 | .00 |
| | 1,200.00 | | 1,126.25 | | 73.75 |
| PENSION | | 4,425.00 | | 4,041.25 | 383.75 |
| | 35,058.82 | | 35,867.52 | | 808.70- |
| TOTAL WAGES | | 145,941.66 | | 144,459.74 | 1,481.92 |
| MATERIALS AND SUPPLIES | | | | | |
| | 23,881.60 | | 19,980.07 | | 3,901.53 |
| FUEL | | 98,824.00 | | 82,564.77 | 16,259.23 |
| | 1,150.14 | | 1,704.59 | | 554.45- |
| AMMONIA & WATER | | 8,173.26 | | 10,217.58 | 2,044.32- |
| | 228.09 | | 212.10 | | 15.99 |
| OIL, GREASE ETC. | | 555.70 | | 390.20 | 165.50 |
| | 9.14 | | 16.64 | | 7.50- |
| UNCLASSIFIED | | 32.85 | | 81.98 | 49.13- |
| | 25,268.97 | | 21,913.40 | | 3,355.57 |
| TOTAL MATERIALS | | 107,585.81 | | 93,254.53 | 14,331.28 |
| MAINTENANCE | | | | | |
| | 690.82 | | 213.70 | | 477.12 |
| MACHINERY MATL. | | 3,673.59 | | 1,487.28 | 2,186.31 |
| | 66.40 | | 994.64 | | 928.24- |
| ICE MACHINE MATL. | | 514.50 | | 1,369.70 | 855.20- |
| | .00 | | .00 | | .00 |
| WELLS MATL. | | 674.75 | | 1,088.75 | 414.00- |

| | AUGUST 75 | YTD 75 | AUGUST 74 | YTD 74 | VARIANCE |
|---|---|---|---|---|---|
| CONTRACTORS | 874.96 | 3,757.04 | 1,694.88 | 6,059.80 | 819.92-<br>2,302.76- |
| TOTAL MAINTENANCE | 1,632.18 | 8,619.88 | 2,903.22 | 10,005.53 | 1,271.04-<br>1,385.65- |
| GENERAL | | | | | |
| UTILITIES DIRECT CHGE. | 7,810.62 | 28,513.27 | 6,480.18 | 25,745.62 | 1,330.44<br>2,767.65 |
| SEWAGE | 12,000.00 | 45,000.00 | 13,000.00 | 53,500.00 | 1,000.00-<br>8,500.00- |
| UNCLASSIFIED | 28.00 | 201.64 | 142.00 | 597.20 | 114.00-<br>395.56- |
| TOTAL GENERAL | 19,838.62 | 73,714.91 | 19,622.18 | 79,842.82 | 216.44<br>6,127.91- |
| FIXED | | | | | |
| TAXES & LICENSES | 230.00 | 730.00 | 430.00 | 1,790.00 | 200.00-<br>1,060.00- |
| TAXES PAYROLL | 2,160.00 | 8,730.00 | 2,160.00 | 8,730.00 | .00<br>.00 |
| INSURANCE GENERAL | 919.25 | 3,716.00 | 1,090.25 | 4,814.84 | 171.00-<br>1,098.84- |
| INSURANCE EMPLOYEES | 2,570.00 | 10,230.00 | 2,145.00 | 8,460.00 | 425.00<br>1,770.00 |
| RETIREES PENSION | 30.00 | 120.00 | 30.00 | 120.00 | .00<br>.00 |
| DEPRECIATION BUILDING | 41.67 | 166.64 | 582.66 | 2,563.69 | 540.99-<br>2,397.05- |
| DEPRECIATION MACHINERY | 170.31 | 681.27 | 2,231.36 | 9,818.00 | 2,061.05-<br>9,136.73- |
| DEPRECIATION ICE MACH. | 62.50 | 250.00 | 1,476.70 | 6,497.48 | 1,414.20-<br>6,247.48- |
| DEPRECIATION WELLS | 77.08 | 308.36 | 1,871.93 | 8,236.51 | 1,794.85-<br>7,928.15- |
| TOTAL FIXED | 6,260.81 | 24,932.27 | 12,017.90 | 51,030.52 | 5,757.09-<br>26,098.25- |

Data Documents, Inc. 02

| | AUGUST 75 | YTD 75 | AUGUST 74 | YTD 74 | VARIANCE |
|---|---|---|---|---|---|
| POWER PLANT | | | | | |
| ALLOCATED TO BREWING | 88,059.40 | | 92,324.22 | | 4,264.82- |
| RACKING AND BOTTLING | | 360,794.53 | | 378,593.14 | 17,798.61- |

Data Documents, Inc. 02

| | AUGUST 75 | YTD 75 | AUGUST 74 | YTD 74 | VARIANCE |
|---|---|---|---|---|---|
| WAGES AND SALARIES | AMOUNT | AMOUNT | AMOUNT | AMOUNT | |
| | 7,118.19 | | 7,571.96 | | 453.77- |
| CARPENTERS | | 23,934.36 | | 29,662.15 | 5,727.79- |
| | 17,113.71 | | 20,640.03 | | 3,526.32- |
| MACHINISTS | | 71,577.22 | | 82,610.26 | 11,033.04- |
| | 8,954.99 | | 11,869.79 | | 2,914.80- |
| PLUMBERS | | 41,259.41 | | 43,268.83 | 2,009.42- |
| | 1,910.19 | | 1,564.49 | | 345.70 |
| ELECTRICIANS | | 6,933.69 | | 7,117.46 | 183.77- |
| | 4,636.86 | | 4,736.00 | | 99.14- |
| JANITORS & WATCHMEN | | 17,828.29 | | 17,541.73 | 286.56 |
| | 1,420.00 | | 1,510.75 | | 90.75- |
| LABORERS | | 5,625.95 | | 5,956.90 | 330.95- |
| | 2,933.47 | | 2,357.98 | | 575.49 |
| PAYROLL & CLERICAL | | 10,539.46 | | 9,227.56 | 1,311.90 |
| | 2,245.46 | | 2,566.66 | | 321.20- |
| FOREMEN | | 8,345.44 | | 9,816.64 | 1,471.20- |
| | 4,100.00 | | 3,800.00 | | 300.00 |
| VACATION | | 18,040.00 | | 16,720.00 | 1,320.00 |
| | 1,650.00 | | 1,650.00 | | .00 |
| HOLIDAY | | 7,260.00 | | 7,260.00 | .00 |
| | 1,240.11 | | 2,572.52 | | 1,332.41- |
| PENSION | | 7,275.67 | | 8,869.26 | 1,593.59- |
| | 2,820.64 | | 3,878.63 | | 1,057.99- |
| UNCLASSIFIED | | 11,145.57 | | 10,776.10 | 369.47 |
| | 4,075.44- | | 1,614.40- | | 2,461.04- |
| WAGES CAPITALIZED, ETC | | 5,442.16- | | 15,309.66- | 9,867.50 |
| | 52,068.18 | | 63,104.41 | | 11,036.23- |
| TOTAL WAGES | | 224,322.90 | | 233,517.23 | 9,194.33- |
| MATERIALS AND SUPPLIES | | | | | |
| | 1,511.65 | | 1,144.14 | | 367.51 |
| CARPENTRY | | 6,041.01 | | 7,673.91 | 1,632.90- |

| | AUGUST 75 | YTD 75 | AUGUST 74 | YTD 74 | VARIANCE |
|---|---|---|---|---|---|
| AUTOMOTIVE | 130.87 | 398.47 | 104.30 | 398.95 | 26.57<br>.48- |
| MACHINAL | 837.38 | 6,374.43 | 493.30 | 5,220.69 | 344.08<br>1,153.74 |
| PLUMBING | 3,318.93 | 10,953.66 | 1,878.04 | 13,526.43 | 1,440.89<br>2,572.77- |
| ELECTRICAL | 1,658.60 | 7,205.77 | 2,015.34 | 10,140.06 | 356.74-<br>2,934.29- |
| UNCLASSIFIED | 1,457.58 | 2,760.95 | 282.51 | 1,558.05 | 1,175.07<br>1,202.90 |
| TOTAL MATERIALS | 8,915.01 | 33,734.29 | 5,917.63 | 38,518.09 | 2,997.38<br>4,783.80- |
| MAINTENANCE | | | | | |
| MACHINERY | 65.29 | 103.85 | 43.88 | 350.83 | 21.41<br>246.98- |
| AUTOMOTIVE | 174.91 | 331.97 | .00 | 5.00 | 174.91<br>326.97 |
| CONTRACTORS | 1,607.15 | 7,458.33 | 2,345.16 | 7,507.51 | 738.01-<br>49.18- |
| TOTAL MAINTENANCE | 1,847.35 | 7,894.15 | 2,389.04 | 7,863.34 | 541.69-<br>30.81 |
| GENERAL | | | | | |
| BEER CONSUMED | 78.00 | 490.80 | 136.50 | 485.00 | 58.50-<br>5.80 |
| A.D.T. SERVICE | .00 | 519.50 | .00 | 379.00 | .00<br>140.50 |
| GUARD SERVICE | 1,759.25 | 7,025.38 | 2,827.80 | 10,253.69 | 1,068.55-<br>3,228.31- |
| LAWN SERVICE | 559.48 | 3,894.46 | 158.79 | 2,856.01 | 400.69<br>1,038.45 |
| UNCLASSIFIED | 429.97 | 2,570.56 | 418.35 | 2,183.64 | 11.62<br>386.92 |
| TOTAL GENERAL | 2,826.70 | 14,500.70 | 3,541.44 | 16,157.34 | 714.74-<br>1,656.64- |

Data Documents, Inc. 02

| | AUGUST 75 | YTD 75 | AUGUST 74 | YTD 74 | VARIANCE |
|---|---|---|---|---|---|
| FIXED | | | | | |
| TAXES & LICENSES | 500.00 | 1,803.75 | 1,400.00 | 6,160.00 | 900.00-<br>4,356.25- |
| TAXES PAYROLL | 4,800.00 | 23,050.00 | 4,600.00 | 21,950.00 | 200.00<br>1,100.00 |
| INSURANCE GENERAL | 1,324.24 | 4,819.87 | 873.44 | 3,673.68 | 450.80<br>1,146.19 |
| INSURANCE EMPLOYEES | 6,102.09 | 23,851.85 | 5,904.40 | 22,533.62 | 197.69<br>1,318.23 |
| PENSION TRUST | 560.00 | 2,240.00 | 330.00 | 1,320.00 | 230.00<br>920.00 |
| RETIREES PENSION | 1,310.38 | 5,241.52 | 1,337.88 | 5,269.02 | 27.50-<br>27.50- |
| DEPRECIATION BUILDINGS | 64.17 | 256.64 | 561.20 | 2,469.29 | 497.03-<br>2,212.65- |
| DEPRECIATION MACHINERY | 75.00 | 300.00 | 740.22 | 3,320.78 | 665.22-<br>3,020.78- |
| DEPR. YARD IMPROVMENTS | .00 | .00 | 342.64 | 1,507.60 | 342.64-<br>1,507.60- |
| DEPR. AUTOMOTIVE | .00 | .00 | 365.64 | 1,608.83 | 365.64-<br>1,608.83- |
| TOTAL FIXED | 14,735.88 | 61,563.63 | 16,455.42 | 69,812.82 | 1,719.54-<br>8,249.19- |
| GENERAL PLANT | | | | | |
| ALLOCATED TO BREWING, RACKING AND BOTTLING | 80,393.12 | 342,015.67 | 91,407.94 | 365,868.82 | 11,014.82-<br>23,853.15- |

Data Documents, Inc. 02

| | AUGUST 75 | YTD 75 | | AUGUST 74 | YTD 74 | | VARIANCE | CURRENT | |
|---|---|---|---|---|---|---|---|---|---|
| BARRELS SOLD | 73,464 | 298,559 | | 72,141 | 317,073 | | 1,323<br>18,514- | YEAR BUDGET | |
| MEDIA | AMOUNT | AMOUNT | PER BBL | AMOUNT | AMOUNT | PER BBL | | | |
| POSTERS | 42,262.75 | 42,333.31 | .1418 | 12,808.00 | 51,232.00 | .1616 | 29,454.75<br>8,898.69- | 40,000 | |
| PAINTED BULLETINS | 5,966.32 | 44,817.80 | .1501 | 13,106.57 | 71,890.51 | .2267 | 7,140.25-<br>27,072.71- | 200,000 | |
| TELEVISION | 50,960.00 | 221,801.50 | .7429 | 40,413.00 | 115,627.00 | .3647 | 10,547.00<br>106,174.50 | 320,000 | |
| RADIO | 32,285.83 | 105,164.00 | .3522 | 21,022.10 | 103,902.95 | .3277 | 11,263.73<br>1,261.05 | 200,000 | |
| COLLEGE & NEWSPAPER | 547.90 | 10,106.38 | .0339 | 5,893.58 | 35,479.69 | .1119 | 5,345.68-<br>25,373.31- | 40,000 | |
| MISC PUBLICATIONS | 208.25 | 13,559.18 | .0454 | 220.70 | 6,890.02 | .0217 | 12.45-<br>6,669.16 | 20,000 | |
| TOTAL MEDIA | 132,231.05 | 437,782.17 | 1.4663 | 93,463.95 | 385,022.17 | 1.2143 | 38,767.10<br>52,760.00 | 820,000 | |
| PRODUCTION | | | | | | | | | |
| POSTERS | .00 | 52.28 | .0002 | 7,679.37 | 23,059.02 | .0727 | 7,679.37-<br>23,006.74- | 2,000 | |
| PAINTED BULLETINS | 2,535.85 | 2,535.85 | .0085 | .00 | 1,328.09 | .0042 | 2,535.85<br>1,207.76 | 13,000 | |
| TELEVISION | 29,941.38 | 59,737.76 | .2001 | 17,176.48 | 26,260.11 | .0828 | 12,764.90<br>33,477.65 | 130,000 | |
| RADIO | 13,942.39 | 23,065.06 | .0773 | 2,695.19 | 4,177.07 | .0132 | 11,247.20<br>18,887.99 | 30,000 | |
| MISCELLANEOUS | 9,317.49 | 12,170.44 | .0408 | 1,457.12 | 2,665.04 | .0084 | 7,860.37<br>9,505.40 | 15,000 | |
| TOTAL PRODUCTION | 55,737.11 | 97,561.39 | .3268 | 29,008.16 | 57,489.33 | .1813 | 26,728.95<br>40,072.06 | 190,000 | |
| SALES PROMOTION | | | | | | | | | |
| PERMANENT P O P | 1,188.42 | 47,511.71 | .1591 | 11,287.82 | 44,983.10 | .1419 | 10,099.40-<br>2,528.61 | 25,000 | |

| | AUGUST 75 | YTD 75 | | AUGUST 74 | YTD 74 | | VARIANCE | CURRENT | |
|---|---|---|---|---|---|---|---|---|---|
| MERCHANDISING P O P | 827.73 | 4,692.60 | .0157 | 3,029.25 | 107.65- | .0003- | 2,201.52-<br>4,800.25 | 40,000 | 25,000 |
| SALES PROMOTION ITEMS | 264.98 | 419.66 | .0014 | 8,829.69 | 15,595.86 | .0492 | 8,564.71-<br>15,176.20- | 20,000 | 10,000 |
| PRICE CARDS ETC. | 178.88 | 1,016.08 | .0034 | 431.60 | 1,953.12 | .0062 | 252.72-<br>937.04- | 13,000 | 10,000 |
| MISC. PRINTED MATERIAL | 4,020.44 | 7,909.16 | .0265 | 1,441.44 | 24,489.78 | .0772 | 2,579.00<br>16,580.62- | 20,000 | 15,000 |
| DIAMOND PUBLICATION | .00 | 885.15 | .0030 | 832.70 | 832.70 | .0026 | 832.70-<br>52.45 | 3,000 | |
| FILMS | .00 | 286.00 | .0010 | 19.75 | 205.71 | .0006 | 19.75-<br>80.29 | 0 | |
| TRUCK PAINTING | 62.50 | 1,400.10 | .0047 | .00 | 3,064.98 | .0097 | 62.50<br>1,664.88- | 7,000 | 5,000 |
| UNIFORMS DISTRIBUTORS | 59.56 | 1,980.86 | .0066 | .00 | 1,467.84 | .0046 | 59.56<br>513.02 | 5,000 | |
| WALL SIGNS | 3,067.92 | 4,081.58 | .0137 | 1,601.40 | 1,751.40 | .0055 | 1,466.52<br>2,330.18 | 6,000 | |
| SPORT & FLOAT FEES | 555.00 | 7,552.80 | .0253 | 2,875.00 | 9,724.40 | .0307 | 2,320.00-<br>2,171.60- | 12,000 | 11,000 |
| FREIGHT ON SHIPMENTS | 25.78 | 187.03 | .0006 | 18.22 | 130.19 | .0004 | 7.56<br>56.84 | 0 | |
| MISCELLANEOUS | 741.00 | 7,471.16 | .0250 | 722.06 | 4,856.55 | .0153 | 18.94<br>2,614.61 | 9,000 | 10,000 |
| TOTAL SALES PROMOTION | 10,992.21 | 85,393.89 | .2860 | 31,088.93 | 108,947.98 | .3436 | 20,096.72-<br>23,554.09- | 160,000 | 170,000 N |
| SIGN COST & MAINTENANCE | | | | | | | | | |
| AMORT. OUTDOOR SIGNS | .00 | .00 | .0000 | 3,936.43 | 16,058.45 | .0506 | 3,936.43-<br>16,058.45- | 5,000 | 0 |
| AMORT. INDOOR SIGNS | .00 | .00 | .0000 | 2,637.11 | 10,548.45 | .0333 | 2,637.11-<br>10,548.45- | 0 | |
| HANG SIGNS - KAUFMAN | 4,006.00 | 20,723.69 | .0694 | 7,358.76 | 22,428.57 | .0707 | 3,352.76-<br>1,704.88- | 40,000 | |
| SIGN MAINT - KAUFMAN | 3,922.05 | 22,127.75 | .0741 | 7,415.84 | 27,554.54 | .0869 | 3,493.79-<br>5,426.79- | 40,000 | |

Data Documents, Inc. 02

| | AUGUST 75 | YTD 75 | | AUGUST 74 | YTD 74 | | VARIANCE | CURRENT | |
|---|---|---|---|---|---|---|---|---|---|
| DISTR. SIGN REIMB. | 1,870.29 | 9,249.81 | .0310 | 16.09- | 5,421.64 | .0171 | 1,886.38<br>3,828.17 | 17,000 | |
| TAXES & LICENSES | 430.97 | 1,544.63 | .0052 | 595.59 | 2,057.03 | .0065 | 164.62-<br>512.40- | 3,000 | |
| TOTAL SIGN COST | 10,229.31 | 53,645.88 | .1797 | 21,927.64 | 84,068.68 | .2651 | 11,698.33-<br>30,422.80- | 105,000 | 100,000 |
| PERSONNEL | | | | | | | | | |
| AD MANAGERS | 1,458.34 | 5,833.36 | .0195 | 1,458.34 | 5,333.32 | .0168 | .00<br>500.04 | 15,000 | 14,000 |
| STOREROOM AND CLERICAL | 2,219.77 | 10,011.81 | .0335 | 2,206.17 | 8,202.08 | .0259 | 13.60<br>1,809.73 | 21,000 | 20,000 |
| TRAVEL & ENTERTAINMENT | 236.30 | 3,164.36 | .0106 | 294.75 | 1,585.73 | .0050 | 58.45-<br>1,578.63 | 3,000 | 5,000 |
| PAYROLL TAXES | 190.00 | 760.00 | .0025 | 190.00 | 760.00 | .0024 | .00<br>.00 | 1,000 | |
| EMPLOYEE INSURANCE | 286.23 | 1,166.33 | .0039 | 339.44 | 1,357.76 | .0043 | 53.21-<br>191.43- | 2,000 | |
| GENERAL INSURANCE | 65.00 | 184.00 | .0006 | 27.78 | 111.12 | .0004 | 37.22<br>72.88 | 0 | |
| PENSION TRUST | 215.00 | 860.00 | .0029 | 225.00 | 900.00 | .0028 | 10.00-<br>40.00- | 3,000 | |
| TOTAL PERSONNEL | 4,670.64 | 21,979.86 | .0736 | 4,741.48 | 18,250.01 | .0576 | 70.84-<br>3,729.85 | 45,000 | |
| ADVERTISING EXPENSE | | | | | | | | | |
| TOTAL ADVERTISING | 213,860.32 | 696,363.19 | 2.3324 | 180,230.16 | 653,778.17 | 2.0619 | 33,630.16<br>42,585.02 | 1,320,000 | 1,325,000 |
| TOTAL PREPAID | 18,810.36- | 111,509.16 | .3735 | 8,000.00 | 127,000.00 | .4005 | 26,810.36-<br>15,490.84- | 0 | |
| TOTAL INCOME STATEMENT | 195,049.96 | 807,872.35 | 2.7059 | 188,230.16 | 780,778.17 | 2.4625 | 6,819.80<br>27,094.18 | 1,320,000 | 1,325,000 |

Data Documents Inc. 02

| | AUGUST 75 | | YTD 75 | | AUGUST 74 | | YTD 74 | | VARIANCE |
|---|---|---|---|---|---|---|---|---|---|
| MAINTENANCE | | | | | | | | | |
| CUSTOMERS EQUIP. LABOR | 1,480.32 | .0202 | 4,274.28 | .0143 | 1,222.45 | .0169 | 4,389.69 | .0138 | 257.87<br>115.41- |
| AUTOMOTIVE | 1,465.72 | .0200 | 1,724.51 | .0058 | .00 | .0000 | 105.40 | .0003 | 1,465.72<br>1,619.11 |
| TOTAL MAINTENANCE | 2,946.04 | .0401 | 5,998.79 | .0201 | 1,222.45 | .0169 | 4,495.09 | .0142 | 1,723.59<br>1,503.70 |
| GENERAL | | | | | | | | | |
| EXECUTIVE EXPENSES | 744.71 | .0101 | 2,742.66 | .0092 | 744.62 | .0103 | 3,220.11 | .0102 | .09<br>477.45- |
| SALES MANAGERS EXP. | 3,823.50 | .0520 | 16,517.19 | .0553 | 3,043.74 | .0422 | 12,696.79 | .0400 | 779.76<br>3,820.40 |
| SALESMENS EXP. CITY | 522.31 | .0071 | 2,957.20 | .0099 | 393.30 | .0055 | 1,892.90 | .0060 | 129.01<br>1,064.30 |
| SALESMENS EXP. COUNTRY | 8,338.21 | .1135 | 35,837.91 | .1200 | 7,266.97 | .1007 | 32,982.83 | .1040 | 1,071.24<br>2,855.08 |
| TELEPHONE | 1,449.51 | .0197 | 4,933.10 | .0165 | 847.73 | .0118 | 3,428.78 | .0108 | 601.78<br>1,504.32 |
| CONVENTIONS, ETC. | 1,747.27 | .0238 | 7,137.37 | .0239 | 4,106.74 | .0569 | 11,171.01 | .0352 | 2,359.47-<br>4,033.64- |
| UNCLASSIFIED | 6,622.85 | .0902 | 18,556.45 | .0622 | 1,555.30 | .0216 | 13,476.96 | .0425 | 5,067.55<br>5,079.49 |
| TOTAL GENERAL | 23,248.36 | .3165 | 88,681.88 | .2970 | 17,958.40 | .2489 | 78,869.38 | .2487 | 5,289.96<br>9,812.50 |
| FIXED | | | | | | | | | |
| TAXES PROPERTY | .00 | .0000 | 1,238.50 | .0041 | .00 | .0000 | 998.00 | .0031 | .00<br>240.50 |
| TAXES PAYROLL | 2,420.00 | .0329 | 9,770.00 | .0327 | 2,420.00 | .0335 | 9,680.00 | .0305 | .00<br>90.00 |
| INSURANCE EMPLOYEES | 2,626.66 | .0358 | 10,817.81 | .0362 | 2,382.82 | .0330 | 9,532.44 | .0301 | 243.84<br>1,285.37 |
| PENSION TRUST | 2,295.00 | .0312 | 9,180.00 | .0307 | 1,960.00 | .0272 | 7,840.00 | .0247 | 335.00<br>1,340.00 |

Data Documents, Inc. 02

| | AUGUST 75 | | YTD 75 | | AUGUST 74 | | YTD 74 | | VARIANCE |
|---|---|---|---|---|---|---|---|---|---|
| DEPR'N AUTOMOTIVE | .00 | .0000 | .00 | .0000 | 303.53 | .0042 | 1,214.11 | .0038 | 303.53-<br>1,214.11- |
| DEPR'N CUST. EQUIPMENT | 147.86 | .0020 | 436.18 | .0015 | 592.33 | .0082 | 3,246.37 | .0102 | 444.47-<br>2,810.19- |
| TOTAL FIXED | 7,489.52 | .1019 | 31,442.49 | .1053 | 7,658.68 | .1062 | 32,510.92 | .1025 | 169.16-<br>1,068.43- |
| SELLING EXPENSE | | | | | | | | | |
| TOTAL EXPENSE | 75,968.23 | 1.0341 | 270,746.08 | .9068 | 53,590.60 | .7429 | 219,100.95 | .6910 | 22,377.63<br>51,645.13 |

Data Documents, Inc. 02

| | AUGUST 75 | | YTD 75 | | AUGUST 74 | | YTD 74 | | VARIANCE |
|---|---|---|---|---|---|---|---|---|---|
| BARRELS SOLD | 73,464 | | 298,559 | | 72,141 | | 317,073 | | 1,323<br>18,514- |
| WAGES AND SALARIES | AMOUNT | PER BBL | AMOUNT | PER BBL | AMOUNT | PER BBL | AMOUNT | PER BBL | |
| EXECUTIVES | 5,141.68 | .0700 | 32,529.47 | .1090 | 9,375.02 | .1300 | 37,500.08 | .1183 | 4,233.34-<br>4,970.61- |
| CREDIT | 1,625.00 | .0221 | 6,249.98 | .0209 | 1,458.34 | .0202 | 5,833.36 | .0184 | 166.66<br>416.62 |
| ACCOUNTING | 2,568.34 | .0350 | 9,715.00 | .0325 | 2,276.66 | .0316 | 8,631.68 | .0272 | 291.68<br>1,083.32 |
| STENOGRAPHERS | 2,057.81 | .0280 | 8,078.03 | .0271 | 2,075.00 | .0288 | 7,895.00 | .0249 | 17.19-<br>183.03 |
| DATA PROCESSING | 2,127.07 | .0290 | 7,111.67 | .0238 | 1,733.10 | .0240 | 8,180.97 | .0258 | 393.97<br>1,069.30- |
| CLERICAL | 2,818.32 | .0384 | 11,063.17 | .0371 | 2,491.80 | .0345 | 9,879.93 | .0312 | 326.52<br>1,183.24 |
| PURCHASING | 2,330.00 | .0317 | 8,893.63 | .0298 | 2,180.00 | .0302 | 8,360.00 | .0264 | 150.00<br>533.63 |
| BUFFET | 288.00 | .0039 | 1,409.45 | .0047 | 446.13 | .0062 | 1,488.96 | .0047 | 158.13-<br>79.51- |
| UNCLASSIFIED | 650.00 | .0088 | 2,480.00 | .0083 | 610.00 | .0085 | 2,335.00 | .0074 | 40.00<br>145.00 |
| TOTAL WAGES | 19,606.22 | .2669 | 87,530.40 | .2932 | 22,646.05 | .3139 | 90,104.98 | .2842 | 3,039.83-<br>2,574.58- |
| MATERIALS AND SUPPLIES | | | | | | | | | |
| POSTAGE | 553.60 | .0075 | 3,253.03 | .0109 | 483.11 | .0067 | 2,064.67 | .0065 | 70.49<br>1,188.36 |
| STATIONERY | 601.25 | .0082 | 5,316.78 | .0178 | 1,100.80 | .0153 | 5,456.29 | .0172 | 499.55-<br>139.51- |
| UNCALSSIFIED | 294.89 | .0040 | 1,326.88 | .0044 | 292.20 | .0041 | 2,267.55 | .0072 | 2.69<br>940.67- |
| TOTAL MATERIALS | 1,449.74 | .0197 | 9,896.69 | .0331 | 1,876.11 | .0260 | 9,788.51 | .0309 | 426.37-<br>108.18 |
| MAINTENANCE | | | | | | | | | |

Data Documents, Inc. 02

| | AUGUST 75 | | YTD 75 | | AUGUST 74 | | YTD 74 | | VARIANCE |
|---|---|---|---|---|---|---|---|---|---|
| OFFICE BUILDING | 50.28 | .0007 | 87.99 | .0003 | 86.16 | .0012 | 365.64 | .0012 | 35.88-<br>277.65- |
| OFFICE FURNITURE | 45.26 | .0006 | 45.26 | .0002 | .00 | .0000 | .00 | .0000 | 45.26<br>45.26 |
| OFFICE EQUIPMENT | 117.52 | .0016 | 641.09 | .0021 | 192.26 | .0027 | 548.98 | .0017 | 74.74-<br>92.11 |
| TOTAL MAINTENANCE | 213.06 | .0029 | 774.34 | .0026 | 278.42 | .0039 | 914.62 | .0029 | 65.36-<br>140.28- |
| GENERAL | | | | | | | | | |
| ENTERTAINMENT & BEER | 372.00 | .0051 | 1,555.50 | .0052 | 359.38 | .0050 | 1,199.98 | .0038 | 12.62<br>355.52 |
| EXECUTIVE EXPENSES | 1,717.37 | .0234 | 5,995.89 | .0201 | .00 | .0000 | 450.86 | .0014 | 1,717.37<br>5,545.03 |
| WATER LIGHT & POWER | 936.69 | .0128 | 3,272.00 | .0110 | 738.00 | .0102 | 2,878.57 | .0091 | 198.69<br>393.43 |
| PROFESSIONAL SERVICE | 800.00 | .0109 | 1,723.82 | .0058 | 1,100.00 | .0152 | 5,517.95 | .0174 | 300.00-<br>3,794.13- |
| DIRECTORS FEES | .00 | .0000 | .00 | .0000 | 800.00 | .0111 | 3,200.00 | .0101 | 800.00-<br>3,200.00- |
| STOCK TRANSFER FEES | .00 | .0000 | .00 | .0000 | 1,857.08 | .0257 | 2,411.08 | .0076 | 1,857.08-<br>2,411.08- |
| TELEPHONE | 1,828.87 | .0249 | 7,048.13 | .0236 | 1,446.67 | .0201 | 5,586.50 | .0176 | 382.20<br>1,461.63 |
| DUES AND SUBSCRIPTIONS | 1,075.54 | .0146 | 7,239.03 | .0242 | 3,355.26 | .0465 | 15,461.93 | .0488 | 2,279.72-<br>8,222.90- |
| DONATIONS | 464.25 | .0063 | 3,209.25 | .0107 | 552.00 | .0077 | 3,183.00 | .0100 | 87.75-<br>26.25 |
| SHORT AND OVER | .45 | .0000 | .45 | .0000 | .00 | .0000 | 10.22- | .0000- | .45<br>10.67 |
| UNCLASSIFIED | 1,246.35 | .0170 | 6,241.25 | .0209 | 1,245.10 | .0173 | 5,284.15 | .0167 | 1.25<br>957.10 |
| TOTAL GENERAL | 8,441.52 | .1149 | 36,285.32 | .1215 | 11,453.49 | .1588 | 45,163.80 | .1424 | 3,011.97-<br>8,878.48- |
| FIXED | | | | | | | | | |

| | AUGUST 75 | | YTD 75 | | AUGUST 74 | | YTD 74 | | VARIANCE |
|---|---|---|---|---|---|---|---|---|---|
| TAXES & LICENSES | 200.00 | .0027 | 848.83 | .0028 | 575.00 | .0080 | 2,309.00 | .0073 | 375.00-<br>1,460.17- |
| TAXES PAYROLL | 1,510.00 | .0206 | 6,030.00 | .0202 | 1,510.00 | .0209 | 6,040.00 | .0190 | .00<br>10.00- |
| INSURANCE GENERAL | 854.65 | .0116 | 2,405.76 | .0081 | 805.64 | .0112 | 3,378.01 | .0107 | 49.01<br>972.25- |
| INSURANCE EMPLOYEES | 2,215.20 | .0302 | 9,252.27 | .0310 | 2,574.37 | .0357 | 9,358.64 | .0295 | 359.17-<br>106.37- |
| PENSION TRUST | 2,065.00 | .0281 | 8,260.00 | .0277 | 1,990.00 | .0276 | 7,960.00 | .0251 | 75.00<br>300.00 |
| RETIREES PENSION | 150.00 | .0020 | 600.00 | .0020 | 150.00 | .0021 | 600.00 | .0019 | .00<br>.00 |
| EQUIPMENT RENTAL | 535.14 | .0073 | 2,081.74 | .0070 | 680.09 | .0094 | 2,708.08 | .0085 | 144.95-<br>626.34- |
| DEPR. OFFICE BUILDING | 40.83 | .0006 | 163.36 | .0005 | 652.22 | .0090 | 2,608.87 | .0082 | 611.39-<br>2,445.51- |
| DEPR. FURNITURE & EQUP | 41.67 | .0006 | 202.46 | .0007 | 397.49 | .0055 | 1,423.55 | .0045 | 355.82-<br>1,221.09- |
| TOTAL FIXED | 7,612.49 | .1036 | 29,844.42 | .1000 | 9,334.81 | .1294 | 36,386.15 | .1148 | 1,722.32-<br>6,541.73- |
| ADMINSTRATIVE EXPENSE | | | | | | | | | |
| TOTAL EXPENSE | 37,323.03 | .5080 | 164,331.17 | .5504 | 45,588.88 | .6319 | 182,358.06 | .5751 | 8,265.85-<br>18,026.89- |

Data Documents, Inc. 02

## SUMMARY OF SALES BY STATES AND BRANDS

| | | | AUGUST 75 | YTD 75 | AUGUST 74 | YTD 74 | VARIANCE |
|---|---|---|---|---|---|---|---|
| ARIZONA | GRAIN BELT | | 5,439 | | 00 | | 5,439 |
| | | CASES | | 15,099 | | 00 | 15,099 |
| | | | 395 | | 00 | | 395 |
| | | BARRELAGE | | 1,096 | | 00 | 1,096 |
| | WHITE LABEL | | 00 | | 00 | | 00 |
| | | CASES | | 00 | | 10,934 | 10,934- |
| | | | 00 | | 00 | | 00 |
| | | BARRELAGE | | 00 | | 794 | 794- |
| | HAUENSTEIN | | 00 | | 00 | | 00 |
| | | CASES | | 5,467 | | 5,467 | 00 |
| | | | 00 | | 00 | | 00 |
| | | BARRELAGE | | 397 | | 397 | 00 |
| | STORZ | | 00 | | 5,470 | | 5,470- |
| | | CASES | | 23,947 | | 10,937 | 13,010 |
| | | | 00 | | 397 | | 397- |
| | | BARRELAGE | | 1,738 | | 794 | 944 |
| | TOTAL | | 5,439 | | 5,470 | | 31- |
| | | CASES | | 44,513 | | 27,338 | 17,175 |
| | | | 395 | | 397 | | 02- |
| | | BARRELAGE | | 3,231 | | 1,984 | 1,247 |
| CALIFORNIA | GRAIN BELT | | 00 | | 00 | | 00 |
| | | CASES | | 14,168 | | 00 | 14,168 |
| | | | 00 | | 00 | | 00 |
| | | BARRELAGE | | 1,028 | | 00 | 1,028 |
| | TOTAL | | 00 | | 00 | | 00 |
| | | CASES | | 14,168 | | 00 | 14,168 |
| | | | 00 | | 00 | | 00 |
| | | BARRELAGE | | 1,028 | | 00 | 1,028 |
| COLORADO | GRAIN BELT | | 00 | | 2,359 | | 2,359- |
| | | CASES | | 13,545 | | 14,000 | 455- |
| | | | 00 | | 171 | | 171- |
| | | BARRELAGE | | 983 | | 1,016 | 33- |
| | STORZ | | 00 | | 1,904 | | 1,904- |
| | | CASES | | 4,480 | | 9,464 | 4,984- |
| | | | 00 | | 138 | | 138- |
| | | BARRELAGE | | 325 | | 687 | 362- |
| | TOTAL | | 00 | | 4,263 | | 4,263- |
| | | CASES | | 18,025 | | 23,464 | 5,439- |
| | | | 00 | | 309 | | 309- |
| | | BARRELAGE | | 1,308 | | 1,703 | 395- |
| CANADA | GRAIN BELT | | 00 | | 00 | | 00 |

## SUMMARY OF SALES BY STATES AND BRANDS

| | | | AUGUST 75 | YTD 75 | AUGUST 74 | YTD 74 | VARIANCE |
|---|---|---|---|---|---|---|---|
| | | CASES | 00 | 1,078 | 00 | 616 | 462 |
| | | BARRELAGE | 00 | 78 | 00 | 45 | 00<br>33 |
| | TOTAL | CASES | 00 | 1,078 | 00 | 616 | 00<br>462 |
| | | BARRELAGE | 00 | 78 | 00 | 45 | 00<br>33 |
| ILLINOIS | GRAIN BELT | | 347 | | 63 | | 284 |
| | | KEGS | | 1,061 | | 531 | 530 |
| | | CASES | 3,066 | 25,719 | 5,984 | 58,587 | 2,918-<br>32,868- |
| | | BARRELAGE | 570 | 2,928 | 497 | 4,783 | 73<br>1,855- |
| | WHITE LABEL | | 00 | | 77 | | 77- |
| | | CASES | 00 | 140 | 06 | 77 | 63<br>06- |
| | | BARRELAGE | | 10 | | 06 | 04 |
| | HAUENSTEIN | | 00 | | 00 | | 00 |
| | | CASES | 00 | 252 | 00 | 00 | 252 |
| | | BARRELAGE | | 18 | | 00 | 00<br>18 |
| | STORZ | | 3,248 | | 1,043 | | 2,205 |
| | | CASES | | 15,533 | | 5,138 | 10,395 |
| | | BARRELAGE | 236 | 1,127 | 76 | 373 | 160<br>754 |
| | TOTAL | | 347 | | 63 | | 284 |
| | | KEGS | | 1,061 | | 531 | 530 |
| | | CASES | 6,314 | 41,644 | 7,104 | 63,802 | 790-<br>22,158- |
| | | BARRELAGE | 805 | 4,084 | 579 | 5,162 | 226<br>1,078- |
| IOWA | GRAIN BELT | | 295 | | 391 | | 96- |
| | | KEGS | | 1,721 | | 2,699 | 978- |
| | | CASES | 63,615 | 374,779 | 61,511 | 516,722 | 2,104<br>141,943- |
| | | BARRELAGE | 4,912 | 28,922 | 4,855 | 40,203 | 57<br>11,281- |
| | WHITE LABEL | | 00 | | 770 | | 770- |
| | | CASES | | 1,272 | | 4,081 | 2,809- |
| | | BARRELAGE | 00 | 92 | 56 | 296 | 56-<br>204- |
| | HAUENSTEIN | | 00 | | 84 | | 84- |

## SUMMARY OF SALES BY STATES AND BRANDS

| | | | AUGUST 75 | YTD 75 | AUGUST 74 | YTD 74 | VARIANCE |
|---|---|---|---|---|---|---|---|
| | | CASES | 00 | 1,807 | 06 | 539 | 1,268 |
| | | BARRELAGE | | 131 | | 39 | 92- |
| | CO CLB RINGNES | | 91 | | 182 | | 91- |
| | | CASES | | 560 | | 1,246 | 686- |
| | | BARRELAGE | 07 | 41 | 13 | 90 | 06-<br>49- |
| | STORZ | | 72 | | 85 | | 13- |
| | | KEGS | | 390 | | 715 | 325- |
| | | CASES | 10,704 | 50,163 | 8,279 | 59,515 | 2,425<br>9,352- |
| | | BARRELAGE | 849 | 4,031 | 686 | 5,035 | 163<br>1,004- |
| | TOTAL | | 367 | | 476 | | 109- |
| | | KEGS | | 2,111 | | 3,414 | 1,303- |
| | | CASES | 74,410 | 428,581 | 70,826 | 582,103 | 3,584<br>153,522- |
| | | BARRELAGE | 5,768 | 33,217 | 5,617 | 45,663 | 151<br>12,446- |
| KANSAS | GRAIN BELT | | 924 | | 00 | | 924 |
| | | CASES | | 4,348 | | 9,471 | 5,123- |
| | | BARRELAGE | 67 | 316 | 00 | 687 | 67<br>371- |
| | STORZ | | 938 | | 00 | | 938 |
| | | CASES | | 3,088 | | 00 | 3,088 |
| | | BARRELAGE | 68 | 224 | 00 | 00 | 68<br>224 |
| | TOTAL | | 1,862 | | 00 | | 1,862 |
| | | CASES | | 7,436 | | 9,471 | 2,035- |
| | | BARRELAGE | 135 | 540 | 00 | 687 | 135<br>147- |
| MICHIGAN | GRAIN BELT | | 00 | | 00 | | 00 |
| | | CASES | | 580 | | 1,000 | 420- |
| | | BARRELAGE | 00 | 42 | 00 | 73 | 00<br>31- |
| | TOTAL | | 00 | | 00 | | 00 |
| | | CASES | | 580 | | 1,000 | 420- |
| | | BARRELAGE | 00 | 42 | 00 | 73 | 00<br>31- |
| MN DISTRBTRS | GRAIN BELT | | 13,530 | | 14,979 | | 1,449- |
| | | KEGS | | 93,160 | | 107,985 | 14,825- |

Data Documents, Inc. 02

## SUMMARY OF SALES BY STATES AND BRANDS

| | | | AUGUST 75 | YTD 75 | AUGUST 74 | YTD 74 | VARIANCE |
|---|---|---|---|---|---|---|---|
| | | | 434,942 | | 386,077 | | 48,865 |
| | | CASES | | 2,840,954 | | 3,267,509 | 426,555- |
| | | | 45,098 | | 43,000 | | 2,098 |
| | | BARRELAGE | | 299,356 | | 345,141 | 45,785- |
| | WHITE LABEL | | 21,104 | | 45,064 | | 23,960- |
| | | CASES | | 172,887 | | 250,349 | 77,462- |
| | | | 1,532 | | 3,271 | | 1,739- |
| | | BARRELAGE | | 12,548 | | 18,170 | 5,622- |
| | HAUENSTEIN | | 142,942 | | 108,741 | | 34,201 |
| | | CASES | | 1,020,124 | | 1,023,008 | 2,884- |
| | | | 10,375 | | 7,892 | | 2,483 |
| | | BARRELAGE | | 74,041 | | 74,250 | 209- |
| | CO CLB RINGNES | | 3,892 | | 4,117 | | 225- |
| | | CASES | | 33,689 | | 39,393 | 5,704- |
| | | | 282 | | 299 | | 17- |
| | | BARRELAGE | | 2,445 | | 2,859 | 414- |
| | STORZ | | 00 | | 00 | | 00 |
| | | CASES | | 05 | | 00 | 05 |
| | TOTAL | | 13,530 | | 14,979 | | 1,449- |
| | | KEGS | | 93,160 | | 107,385 | 14,825- |
| | | | 602,880 | | 543,999 | | 58,881 |
| | | CASES | | 4,067,659 | | 4,580,259 | 512,600- |
| | | | 57,287 | | 54,462 | | 2,825 |
| | | BARRELAGE | | 388,391 | | 440,420 | 52,029- |
| MISSOURI | GRAIN BELT | | 00 | | 00 | | 00 |
| | | CASES | | 00 | | 9,240 | 9,240- |
| | | | 00 | | 00 | | 00 |
| | | BARRELAGE | | 00 | | 671 | 671- |
| | STORZ | | 00 | | 00 | | 00 |
| | | CASES | | 5,845 | | 3,696 | 2,149 |
| | | | 00 | | 00 | | 00 |
| | | BARRELAGE | | 424 | | 268 | 156 |
| | TOTAL | | 00 | | 00 | | 00 |
| | | CASES | | 5,845 | | 12,936 | 7,091- |
| | | | 00 | | 00 | | 00 |
| | | BARRELAGE | | 424 | | 939 | 515- |
| MONTANA | GRAIN BELT | | 3,038 | | 672 | | 2,366 |
| | | CASES | | 13,216 | | 8,651 | 4,565 |
| | | | 220 | | 49 | | 171 |
| | | BARRELAGE | | 959 | | 628 | 331 |
| | CO CLB RINGNES | | 5,154 | | 00 | | 5,154 |
| | | CASES | | 11,027 | | 00 | 11,027 |

## SUMMARY OF SALES BY STATES AND BRANDS

| | | | AUGUST 75 | YTD 75 | AUGUST 74 | YTD 74 | VARIANCE |
|---|---|---|---|---|---|---|---|
| | | KEGS | 374 | 800 | 00 | 00 | 374<br>800 |
| | TOTAL | BARRELAGE | 8,192 | | 672 | | 7,520 |
| | | CASES | | 24,243 | | 8,651 | 15,592 |
| | | KEGS | 595 | | 49 | | 546 |
| | | BARRELAGE | | 1,760 | | 628 | 1,132 |
| NEBRASKA | GRAIN BELT | | 30 | | 61 | | 31- |
| | | KEGS | | 247 | | 619 | 372- |
| | | | 1,659 | | 3,175 | | 1,516- |
| | | CASES | | 12,861 | | 17,838 | 4,977- |
| | | | 150 | | 291 | | 141- |
| | | BARRELAGE | | 1,180 | | 1,914 | 734- |
| | STORZ | | 48 | | 92 | | 44- |
| | | KEGS | | 370 | | 945 | 575- |
| | | | 16,740 | | 25,879 | | 9,139- |
| | | CASES | | 126,008 | | 187,498 | 61,490- |
| | | | 1,263 | | 1,970 | | 707- |
| | | BARRELAGE | | 9,516 | | 14,554 | 5,038- |
| | TOTAL | | 78 | | 153 | | 75- |
| | | KEGS | | 617 | | 1,564 | 947- |
| | | | 18,399 | | 29,054 | | 10,655- |
| | | CASES | | 138,869 | | 205,336 | 66,467- |
| | | | 1,413 | | 2,262 | | 849- |
| | | BARRELAGE | | 10,696 | | 16,467 | 5,771- |
| NORTH DAKOTA | GRAIN BELT | | 216 | | 385 | | 169- |
| | | KEGS | | 1,835 | | 2,871 | 1,036- |
| | | | 15,218 | | 22,801 | | 7,583- |
| | | CASES | | 110,085 | | 154,023 | 43,938- |
| | | | 1,321 | | 2,040 | | 719- |
| | | BARRELAGE | | 9,825 | | 14,050 | 4,225- |
| | WHITE LABEL | | 1,078 | | 154 | | 924 |
| | | CASES | | 1,190 | | 385 | 805 |
| | | | 78 | | 11 | | 67 |
| | | BARRELAGE | | 86 | | 28 | 58 |
| | HAUENSTEIN | | 1,830 | | 2,009 | | 179- |
| | | CASES | | 4,991 | | 13,562 | 8,571- |
| | | | 133 | | 146 | | 13- |
| | | BARRELAGE | | 362 | | 984 | 622- |
| | CO CLB RINGNES | | 1,090 | | 495 | | 595 |
| | | CASES | | 3,235 | | 3,043 | 192 |
| | | | 79 | | 36 | | 43 |
| | | BARRELAGE | | 235 | | 221 | 14 |

## SUMMARY OF SALES BY STATES AND BRANDS

| | | | AUGUST 75 | YTD 75 | AUGUST 74 | YTD 74 | VARIANCE |
|---|---|---|---|---|---|---|---|
| | TOTAL | | 216 | 1,835 | 385 | 2,871 | 169-<br>1,036- |
| | | KEGS | 19,216 | 119,501 | 25,459 | 171,013 | 6,243-<br>51,512- |
| | | CASES | 1,611 | 10,508 | 2,233 | 15,283 | 622-<br>4,775- |
| | | BARRELAGE | | | | | |
| SOUTH DAKOTA | GRAIN BELT | | 613 | 4,128 | 658 | 5,904 | 45-<br>1,776- |
| | | KEGS | 17,604 | 146,066 | 23,106 | 201,619 | 5,502-<br>55,553- |
| | | CASES | 1,891 | 14,729 | 2,335 | 20,538 | 444-<br>5,809- |
| | | BARRELAGE | | | | | |
| | WHITE LABEL | | 196 | 2,385 | 734 | 5,551 | 538-<br>3,166- |
| | | CASES | 14 | 173 | 53 | 403 | 39-<br>230- |
| | | BARRELAGE | | | | | |
| | HAUENSTEIN | | 434 | 1,491 | 273 | 1,821 | 161<br>330- |
| | | CASES | 31 | 108 | 20 | 132 | 11<br>24- |
| | | BARRELAGE | | | | | |
| | CO CLB RINGNES | | 1,835 | 9,106 | 1,161 | 8,812 | 674<br>294 |
| | | CASES | 133 | 661 | 84 | 640 | 49<br>21 |
| | | BARRELAGE | | | | | |
| | STORZ | | 00 | 00 | 00 | 144 | 00<br>144- |
| | | KEGS | 3,657 | 32,658 | 6,579 | 49,993 | 2,922-<br>17,335- |
| | | CASES | 265 | 2,370 | 478 | 3,772 | 213-<br>1,402- |
| | | BARRELAGE | | | | | |
| | TOTAL | | 613 | 4,128 | 658 | 6,048 | 45-<br>1,920- |
| | | KEGS | 23,726 | 191,706 | 31,853 | 267,796 | 8,127-<br>76,090- |
| | | CASES | 2,335 | 18,042 | 2,970 | 25,485 | 635-<br>7,443- |
| | | BARRELAGE | | | | | |
| WASHINGTON | GRAIN BELT | | 00 | 448 | 1,456 | 8,132 | 1,456-<br>7,684- |
| | | CASES | 00 | 33 | 106 | 590 | 106-<br>557- |
| | | BARRELAGE | | | | | |
| | TOTAL | | 00 | 448 | 1,456 | 8,132 | 1,456-<br>7,684- |
| | | CASES | | | | | |

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## SUMMARY OF SALES BY STATES AND BRANDS

| | | | AUGUST 75 | YTD 75 | AUGUST 74 | YTD 74 | VARIANCE |
|---|---|---|---|---|---|---|---|
| WISCONSIN | GRAIN BELT | BARRELAGE | 00 | 33 | 106 | 590 | 106-<br>557- |
| | | KEGS | 557 | 3,956 | 390 | 4,270 | 167<br>314- |
| | | CASES | 37,107 | 253,291 | 36,299 | 311,729 | 808<br>58,438- |
| | | BARRELAGE | 3,250 | 22,340 | 3,025 | 26,895 | 225<br>4,555- |
| | WHITE LABEL | CASES | 929 | 4,379 | 707 | 6,817 | 222<br>2,438- |
| | | BARRELAGE | 67 | 318 | 51 | 495 | 16<br>177- |
| | HAUENSTEIN | CASES | 9,352 | 47,163 | 6,804 | 51,769 | 2,548<br>4,606- |
| | | BARRELAGE | 679 | 3,423 | 494 | 3,757 | 185<br>334- |
| | CO CLB RINGNES | CASES | 00 | 1,979 | 182 | 717 | 182-<br>1,262 |
| | | BARRELAGE | 00 | 144 | 13 | 52 | 13-<br>92 |
| | TOTAL | KEGS | 557 | 3,956 | 390 | 4,270 | 167<br>314- |
| | | CASES | 47,388 | 306,812 | 43,992 | 371,032 | 3,396<br>64,220- |
| | | BARRELAGE | 3,996 | 26,224 | 3,583 | 31,200 | 413<br>4,976- |
| WYOMING | GRAIN BELT | CASES | 00 | 616 | 308 | 2,828 | 308-<br>2,212- |
| | | BARRELAGE | 00 | 45 | 22 | 205 | 22-<br>160- |
| | TOTAL | CASES | 00 | 616 | 308 | 2,828 | 308-<br>2,212- |
| | | BARRELAGE | 00 | 45 | 22 | 205 | 22-<br>160- |
| GRAND TOTAL | GRAIN BELT | KEGS | 15,588 | 106,108 | 16,927 | 124,879 | 1,339-<br>18,771- |
| | | CASES | 582,612 | 3,826,853 | 543,748 | 4,581,965 | 38,864<br>755,112- |
| | | BARRELAGE | 57,874 | 383,861 | 56,392 | 457,438 | 1,482<br>73,577- |
| | WHITE LABEL | CASES | 23,307 | 182,253 | 47,506 | 278,194 | 24,199-<br>95,941- |

## SUMMARY OF SALES BY STATES AND BRANDS

| | | AUGUST 75 | YTD 75 | AUGUST 74 | YTD 74 | VARIANCE |
|---|---|---|---|---|---|---|
| | BARRELAGE | 1,692 | 13,228 | 3,448 | 20,191 | 1,756- 6,963- |
| HAUENSTEIN | | 154,558 | | 117,911 | | 36,647 |
| | CASES | 11,218 | 1,081,295 | 8,558 | 1,096,166 | 14,871- 2,660 |
| | BARRELAGE | | 78,480 | | 79,560 | 1,080- |
| CO CLB RINGNES | | 12,062 | | 6,137 | | 5,925 |
| | CASES | 875 | 59,596 | 445 | 53,211 | 6,385 430 |
| | BARRELAGE | | 4,325 | | 3,862 | 463 |
| STORZ | | 120 | | 177 | | 57- |
| | KEGS | 35,287 | 760 | 49,154 | 1,804 | 1,044- 13,867- |
| | CASES | 2,681 | 261,727 | 3,745 | 326,241 | 64,514- 1,064- |
| | BARRELAGE | | 19,756 | | 25,483 | 5,727- |
| TOTAL | | 15,708 | | 17,104 | | 1,396- |
| | KEGS | 807,826 | 106,868 | 764,456 | 126,683 | 19,815- 43,370 |
| | CASES | 74,340 | 5,411,724 | 72,588 | 6,335,777 | 924,053- 1,752 |
| | BARRELAGE | | 499,651 | | 586,534 | 86,883- |

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REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 08/75

| AZ | | | MONTHLY CURRENT | MONTHLY LAST YEAR | YEARLY CURRENT | YEARLY LAST YEAR | VARIANCE | % |
|---|---|---|---|---|---|---|---|---|
| | 035 | 4-6 NR GB | 112 | 0 | 224 | 0 | 224 | 100.00 |
| | 041 | 4-6 CAN GB | 2,863 | 0 | 9,639 | 0 | 9,639 | 100.00 |
| | 042 | 12/12 CAN GB | 1,078 | 0 | 2,618 | 0 | 2,618 | 100.00 |
| | 038 | 4-6 PREM CAN | 1,386 | 0 | 2,849 | 0 | 2,849 | 100.00 |
| | 039 | 12/12 PREM CAN | 1,078 | 0 | 2,156 | 0 | 2,156 | 100.00 |
| | 148 | 4-6 CAN WL | 0 | 0 | 0 | 10,934 | 10,934- | 100.00- |
| | 169 | 4-6 CAN HN | 0 | 0 | 4,004 | 5,467 | 1,463- | 26.76- |
| | 170 | 12/12 CAN HN | 0 | 0 | 2,926 | 0 | 2,926 | 100.00 |
| | 080 | 4-6 CAN TR | 0 | 0 | 18,403 | 0 | 18,403 | 100.00 |
| | 106 | 4-6 CAN PRE SZ | 0 | 5,470 | 5,544 | 10,937 | 5,393- | 49.30- |
| GRAIN BELT FULL BARRELS | | | .00 | .00 | .00 | .00 | .00 | .00 |
| GRAIN BELT 288 OZ CASES | | | 5,439.00 | .00 | 15,099.00 | .00 | 15,099.00 | 100.00 |
| WHITE LABEL 288 OZ CASES | | | .00 | .00 | .00 | 10,934.00 | 10,934.00- | 100.00- |
| HAUENSTEIN 288 OZ CASES | | | .00 | .00 | 5,467.00 | 5,467.00 | .00 | .00 |
| STORZ FULL BARRELS | | | .00 | .00 | .00 | .00 | .00 | .00 |
| STORZ 288 OZ CASES | | | .00 | 5,470.00 | 23,947.00 | 10,937.00 | 13,010.00 | 118.95 |
| CO CLUB NEAR RINGNES 2880Z | | | .00 | .00 | .00 | .00 | .00 | .00 |
| TOTAL FULL BARRELS | | | .00 | .00 | .00 | .00 | .00 | .00 |
| TOTAL 288 OZ CASES | | | 5,439.00 | 5,470.00 | 44,513.00 | 27,338.00 | 17,175.00 | 62.82 |
| TOTAL BARRELAGE | | | 394.76 | 397.01 | 3,230.75 | 1,984.19 | 1,246.56 | 62.82 |

REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES MONTH: 08/75

| CA | MONTHLY CURRENT | MONTHLY LAST YEAR | YEARLY CURRENT | YEARLY LAST YEAR | VARIANCE | % |
|---|---|---|---|---|---|---|
| 042 12/12 CAN 08 | 0 | 0 | 28,336 | 0 | 28,336 | 100.00 |
| GRAIN BELT FULL BARRELS | .00 | .00 | .00 | .00 | .00 | .00 |
| GRAIN BELT 288 OZ CASES | .00 | .00 | 14,168.00 | .00 | 14,168.00 | 100.00 |
| WHITE LABEL 288 OZ CASES | .00 | .00 | .00 | .00 | .00 | .00 |
| HAUENSTEIN 288 OZ CASES | .00 | .00 | .00 | .00 | .00 | .00 |
| STORZ FULL BARRELS | .00 | .00 | .00 | .00 | .00 | .00 |
| STORZ 288 OZ CASES | .00 | .00 | .00 | .00 | .00 | .00 |
| CC CLUB NEAR RINGNES 288OZ | .00 | .00 | .00 | .00 | .00 | .00 |
| TOTAL FULL BARRELS | .00 | .00 | .00 | .00 | .00 | .00 |
| TOTAL 288 OZ CASES | .00 | .00 | 14,168.00 | .00 | 14,168.00 | 100.00 |
| TOTAL BARRELAGE | .00 | .00 | 1,028.31 | .00 | 1,028.31 | 100.00 |

REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 08/75

| CO | | | MONTHLY CURRENT | MONTHLY LAST YEAR | YEARLY CURRENT | YEARLY LAST YEAR | VARIANCE | % |
|---|---|---|---|---|---|---|---|---|
| | 055 | 4-6 NR GB 32 | 0 | 168 | 0 | 504 | 504- | 100.00- |
| | 057 | 12/32 NR GB 32 | 0 | 0 | 0 | 42 | 42- | 100.00- |
| | 035 | 4-6 NR GB | 0 | 728 | 7,000 | 4,144 | 2,856 | 68.91 |
| | 037 | 12/32 NR GB | 0 | 0 | 0 | 42 | 42- | 100.00- |
| | 041 | 4-6 CAN GB | 0 | 1,463 | 6,006 | 9,240 | 3,234- | 35.00- |
| | 036 | 4-6 BK CN GB | 0 | 0 | 539 | 0 | 539 | 100.00 |
| | 075 | 4-6 NR TR | 0 | 1,904 | 4,480 | 9,464 | 4,984- | 52.66- |
| GRAIN BELT FULL BARRELS | | | .00 | .00 | .00 | .00 | .00 | .00 |
| GRAIN BELT 288 OZ CASES | | | .00 | 2,359.00 | 13,545.00 | 14,000.00 | 455.00- | 3.25- |
| WHITE LABEL 288 OZ CASES | | | .00 | .00 | .00 | .00 | .00 | .00 |
| HAUENSTEIN 288 OZ CASES | | | .00 | .00 | .00 | .00 | .00 | .00 |
| STORZ FULL BARRELS | | | .00 | .00 | .00 | .00 | .00 | .00 |
| STORZ 288 OZ CASES | | | .00 | 1,904.00 | 4,480.00 | 9,464.00 | 4,984.00- | 52.66- |
| CO CLUB NEAR RINGNES 288OZ | | | .00 | .00 | .00 | .00 | .00 | .00 |
| TOTAL FULL BARRELS | | | .00 | .00 | .00 | .00 | .00 | .00 |
| TOTAL 288 OZ CASES | | | .00 | 4,263.00 | 18,025.00 | 23,464.00 | 5,439.00- | 23.18- |
| TOTAL BARRELAGE | | | .00 | 309.40 | 1,308.25 | 1,703.01 | 394.76- | 23.18- |

REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 08/75

| CD | MONTHLY CURRENT | MONTHLY LAST YEAR | YEARLY CURRENT | YEARLY LAST YEAR | VARIANCE | % |
|---|---|---|---|---|---|---|
| 041 4-6 CAN GB | 0 | 0 | 1,078 | 616 | 462 | 75.00 |
| GRAIN BELT FULL BARRELS | .00 | .00 | .00 | .00 | .00 | .00 |
| GRAIN BELT 288 OZ CASES | .00 | .00 | 1,078.00 | 616.00 | 462.00 | 75.00 |
| WHITE LABEL 288 OZ CASES | .00 | .00 | .00 | .00 | .00 | .00 |
| HAUENSTEIN 288 OZ CASES | .00 | .00 | .00 | .00 | .00 | .00 |
| STORZ FULL BARRELS | .00 | .00 | .00 | .00 | .00 | .00 |
| STORZ 288 OZ CASES | .00 | .00 | .00 | .00 | .00 | .00 |
| CO CLUB NEAR RINGNES 288OZ | .00 | .00 | .00 | .00 | .00 | .00 |
| TOTAL FULL BARRELS | .00 | .00 | .00 | .00 | .00 | .00 |
| TOTAL 288 OZ CASES | .00 | .00 | 1,078.00 | 616.00 | 462.00 | 75.00 |
| TOTAL BARRELAGE | .00 | .00 | 78.24 | 44.70 | 33.54 | 75.03 |

REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 08/75

| IL | | | MONTHLY CURRENT | MONTHLY LAST YEAR | YEARLY CURRENT | YEARLY LAST YEAR | VARIANCE | % |
|---|---|---|---|---|---|---|---|---|
| 001 | 1/1 BBL GB ST | | 12 | 8 | 72 | 66 | 6 | 9.09 |
| 002 | 1/2 BBL GB ST | | 616 | 52 | 1,664 | 551 | 1,113 | 201.99 |
| 003 | 1/4 BBL GB ST | | 108 | 116 | 568 | 755 | 187- | 24.76- |
| 010 | 1/2 BBL PREMUM | | 0 | 0 | 12 | 0 | 12 | 100.00 |
| 011 | 1/4 BBL PREMUM | | 0 | 0 | 36 | 0 | 36 | 100.00 |
| 027 | 24/12 RT A GB | | 0 | 84 | 672 | 683 | 11- | 1.61- |
| 035 | 4-6 NR GB | | 0 | 0 | 56 | 448 | 392- | 87.50- |
| 037 | 12/32 NR GB | | 42 | 126 | 504 | 630 | 126- | 20.00- |
| 040 | 24 PK CAN GB | | 0 | 0 | 0 | 5,852 | 5,852- | 100.00- |
| 041 | 4-6 CAN GB | | 154 | 2,387 | 8,855 | 14,707 | 5,852- | 39.79- |
| 036 | 4-6 BK CN GB | | 0 | 0 | 761 | 1,078 | 317- | 29.40- |
| 042 | 12/12 CAN GB | | 5,390 | 5,082 | 24,332 | 47,124 | 22,792- | 48.36- |
| 043 | 24/16 CAN GB | | 0 | 112 | 0 | 168 | 168- | 100.00- |
| 029 | 24/12 PREM RET | | 126 | 630 | 1,974 | 9,744 | 7,770- | 79.74- |
| 030 | 36/8 PREM RET | | 35 | 15 | 374 | 627 | 253- | 40.35- |
| 038 | 4-6 PREM CAN | | 0 | 10 | 77 | 822 | 745- | 90.63- |
| 039 | 12/12 PREM CAN | | 0 | 0 | 224 | 0 | 224 | 100.00 |
| 148 | 4-6 CAN WL | | 0 | 77 | 21 | 77 | 56- | 72.72- |
| 159 | 12/12 CAN WL | | 0 | 0 | 238 | 0 | 238 | 100.00 |
| 169 | 4-6 CAN HN | | 0 | 0 | 21 | 0 | 21 | 100.00 |
| 170 | 12/12 CAN HN | | 0 | 0 | 462 | 0 | 462 | 100.00 |
| 070 | 24/12 RT TR | | 672 | 504 | 3,738 | 2,142 | 1,596 | 74.50 |
| 075 | 4-6 NR TR | | 0 | 0 | 0 | 392 | 392- | 100.00- |
| 076 | 12/32 NR TR | | 84 | 0 | 126 | 336 | 210- | 62.50- |
| 080 | 4-6 CAN TR | | 0 | 77 | 77 | 539 | 462- | 85.71- |
| 081 | 12/12 CAN T ST | | 3,850 | 924 | 19,558 | 2,772 | 16,786 | 605.55 |
| 106 | 4-6 CAN PRE SZ | | 0 | 0 | 308 | 0 | 308 | 100.00 |
| 107 | 12/12 CAN PRSZ | | 1,078 | 0 | 2,926 | 462 | 2,464 | 533.33 |
| | GRAIN BELT FULL BARRELS | | 347.00 | 63.00 | 1,061.00 | 530.25 | 530.75 | 100.09 |
| | GRAIN BELT 288 OZ CASES | | 3,066.00 | 5,984.33 | 25,719.00 | 58,587.00 | 32,868.00- | 56.10- |
| | WHITE LABEL 288 OZ CASES | | .00 | 77.00 | 140.00 | 77.00 | 63.00 | 81.81 |
| | HAUENSTEIN 288 OZ CASES | | .00 | .00 | 252.00 | .00 | 252.00 | 100.00 |
| | STORZ FULL BARRELS | | .00 | .00 | .00 | .00 | .00 | .00 |
| | STORZ 288 OZ CASES | | 3,248.00 | 1,043.00 | 15,533.00 | 5,138.00 | 10,395.00 | 202.31 |
| | CO CLUB NEAR RINGNES 288OZ | | .00 | .00 | .00 | .00 | .00 | .00 |
| | TOTAL FULL BARRELS | | 347.00 | 63.00 | 1,061.00 | 530.25 | 530.75 | 100.09 |
| | TOTAL 288 OZ CASES | | 6,314.00 | 7,104.33 | 41,644.00 | 63,802.00 | 22,158.00- | 34.72- |
| | TOTAL BARRELAGE | | 805.27 | 578.63 | 4,083.52 | 5,160.99 | 1,077.47- | 20.87- |

REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 08/75

| IA | | | MONTHLY CURRENT | MONTHLY LAST YEAR | YEARLY CURRENT | YEARLY LAST YEAR | VARIANCE | % |
|---|---|---|---|---|---|---|---|---|
| | 002 | 1/2 BBL GB ST | 556 | 760 | 3,352 | 5,220 | 1,868- | 35.78- |
| | 003 | 1/4 BBL GB ST | 20 | 42 | 133 | 356 | 223- | 62.64- |
| | 010 | 1/2 BBL PREMUM | 24 | 0 | 24 | 0 | 24 | 100.00 |
| | 027 | 24/12 RT A GB | 483 | 882 | 4,515 | 7,371 | 2,856- | 38.74- |
| | 034 | 24 PK NR GB | 188 | 0 | 1,292 | 7,981 | 6,689- | 83.81- |
| | 035 | 4-6 NR GB | 5,936 | 4,424 | 36,456 | 28,393 | 8,063 | 28.39 |
| | 037 | 12/32 NR GB | 446 | 728 | 3,357 | 4,607 | 1,250- | 27.13- |
| | 041 | 4-6 CAN GB | 7,469 | 6,263 | 37,191 | 65,959 | 28,768- | 43.61- |
| | 036 | 4-6 BK CN GB | 0 | 0 | 154 | 1,302 | 1,148- | 88.17- |
| | 042 | 12/12 CAN GB | 81,312 | 58,211 | 469,238 | 654,037 | 184,799- | 28.25- |
| | 043 | 24/16 CAN GB | 246 | 84 | 1,074 | 1,299 | 225- | 17.32- |
| | 029 | 24/12 PREM RET | 840 | 1,008 | 5,040 | 7,224 | 2,184- | 30.23- |
| | 030 | 36/8 PREM RET | 36 | 174 | 442 | 910 | 468- | 51.42- |
| | 033 | 24/12 PREM N R | 0 | 168 | 21 | 1,624 | 1,603- | 98.70- |
| | 038 | 4-6 PREM CAN | 616 | 3,003 | 14,799 | 13,945 | 854 | 6.12 |
| | 039 | 12/12 PREM CAN | 12,936 | 30,800 | 68,684 | 94,238 | 25,554- | 27.11- |
| | 148 | 4-6 CAN WL | 0 | 770 | 35 | 4,081 | 4,046- | 99.14- |
| | 159 | 12/12 CAN WL | 0 | 0 | 2,474 | 0 | 2,474 | 100.00 |
| | 167 | 24/12 RT HN | 0 | 84 | 0 | 462 | 462- | 100.00- |
| | 170 | 12/12 CAN HN | 0 | 0 | 3,614 | 154 | 3,460 | 2246.75 |
| | 014 | 1/2 BBL STZ | 144 | 168 | 776 | 1,400 | 624- | 44.57- |
| | 015 | 1/4 BBL STZ | 0 | 4 | 9 | 58 | 49- | 84.48- |
| | 070 | 24/12 RT TR | 84 | 294 | 1,050 | 1,680 | 630- | 37.50- |
| | 075 | 4-6 NR TR | 336 | 1,020 | 2,791 | 4,118 | 1,327- | 32.22- |
| | 076 | 12/32 NR TR | 84 | 84 | 951 | 889 | 62 | 6.97 |
| | 080 | 4-6 CAN TR | 0 | 385 | 1,463 | 2,541 | 1,078- | 42.42- |
| | 081 | 12/12 CAN T ST | 14,938 | 8,932 | 59,906 | 51,779 | 8,127 | 15.69 |
| | 106 | 4-6 CAN PRE SZ | 231 | 616 | 1,540 | 3,696 | 2,156- | 58.33- |
| | 107 | 12/12 CAN PRSZ | 4,944 | 2,772 | 24,195 | 40,810 | 16,615- | 40.71- |
| | 064 | 36/8 COCLUB CN | 0 | 0 | 0 | 80 | 80- | 100.00- |
| | 065 | 4-6 COCLUB CAN | 0 | 0 | 0 | 364 | 364- | 100.00- |
| | 069 | 4-6 GOETZ NEAR | 91 | 182 | 546 | 802 | 256- | 31.92- |
| | 019 | 24/11 RINGNES | 0 | 0 | 15 | 0 | 15 | 100.00 |
| | GRAIN BELT FULL BARRELS | | 295.00 | 390.50 | 1,721.25 | 2,699.00 | 977.75- | 36.22- |
| | GRAIN BELT 288 OZ CASES | | 63,614.67 | 61,510.16 | 374,778.99 | 516,721.15 | 141,942.16- | 27.46- |
| | WHITE LABEL 288 OZ CASES | | .00 | 770.00 | 1,272.00 | 4,081.00 | 2,809.00- | 68.83- |
| | HAUENSTEIN 288 OZ CASES | | .00 | 84.00 | 1,807.00 | 539.00 | 1,268.00 | 235.25 |
| | STORZ FULL BARRELS | | 72.00 | 85.00 | 390.25 | 714.50 | 324.25- | 45.38- |
| | STORZ 288 OZ CASES | | 10,704.00 | 8,279.00 | 50,162.50 | 59,514.83 | 9,352.33- | 15.71- |
| | CO CLUB NEAR RINGNES 288OZ | | 91.00 | 182.00 | 559.75 | 1,246.00 | 686.25- | 55.07- |
| | TOTAL FULL BARRELS | | 367.00 | 475.50 | 2,111.50 | 3,413.50 | 1,302.00- | 38.14- |
| | TOTAL 288 OZ CASES | | 74,409.67 | 70,825.16 | 428,580.24 | 582,101.98 | 153,521.74- | 26.37- |
| | TOTAL BARRELAGE | | 5,767.65 | 5,615.99 | 33,217.85 | 45,662.46 | 12,444.61- | 27.25- |

REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 08/75

| KS | | MONTHLY CURRENT | MONTHLY LAST YEAR | YEARLY CURRENT | YEARLY LAST YEAR | VARIANCE | % |
|---|---|---|---|---|---|---|---|
| 061 | 4-6 CAN GB 32 | 0 | 0 | 0 | 1,771 | 1,771- | 100.00- |
| 041 | 4-6 CAN GB | 770 | 0 | 2,950 | 3,773 | 823- | 21.81- |
| 042 | 12/12 CAN GB | 308 | 0 | 2,796 | 7,854 | 5,058- | 64.40- |
| 080 | 4-6 CAN TR | 784 | 0 | 2,087 | 0 | 2,087 | 100.00 |
| 081 | 12/12 CAN T ST | 308 | 0 | 2,002 | 0 | 2,002 | 100.00 |
| GRAIN BELT FULL BARRELS | | .00 | .00 | .00 | .00 | .00 | .00 |
| GRAIN BELT 288 OZ CASES | | 924.00 | .00 | 4,348.00 | 9,471.00 | 5,123.00- | 54.09- |
| WHITE LABEL 288 OZ CASES | | .00 | .00 | .00 | .00 | .00 | .00 |
| HAUENSTEIN 288 OZ CASES | | .00 | .00 | .00 | .00 | .00 | .00 |
| STORZ FULL BARRELS | | .00 | .00 | .00 | .00 | .00 | .00 |
| STORZ 288 OZ CASES | | 938.00 | .00 | 3,088.00 | .00 | 3,088.00 | 100.00 |
| CO CLUB NEAR RINGNES 2880Z | | .00 | .00 | .00 | .00 | .00 | .00 |
| TOTAL FULL BARRELS | | .00 | .00 | .00 | .00 | .00 | .00 |
| TOTAL 288 OZ CASES | | 1,862.00 | .00 | 7,436.00 | 9,471.00 | 2,035.00- | 21.48- |
| TOTAL BARRELAGE | | 135.14 | .00 | 539.70 | 687.40 | 147.70- | 21.48- |

Data Documents, Inc. 02

REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 08/75

| MI | | MONTHLY CURRENT | MONTHLY LAST YEAR | YEARLY CURRENT | YEARLY LAST YEAR | VARIANCE | % |
|---|---|---|---|---|---|---|---|
| 027 | 24/12 RT A GB | 0 | 0 | 294 | 462 | 168- | 36.36- |
| 028 | 35/7 RT A GB | 0 | 0 | 49 | 147 | 98- | 66.66- |
| 035 | 4-6 NR GB | 0 | 0 | 84 | 280 | 196- | 70.00- |
| 037 | 12/32 NR GB | 0 | 0 | 63 | 42 | 21 | 50.00 |
| 041 | 4-6 CAN GB | 0 | 0 | 76 | 77 | 1- | 1.29- |
| GRAIN BELT FULL BARRELS | | .00 | .00 | .00 | .00 | .00 | .00 |
| GRAIN BELT 288 OZ CASES | | .00 | .00 | 579.68 | 1,000.05 | 420.37- | 42.03- |
| WHITE LABEL 288 OZ CASES | | .00 | .00 | .00 | .00 | .00 | .00 |
| HAUENSTEIN 288 OZ CASES | | .00 | .00 | .00 | .00 | .00 | .00 |
| STORZ FULL BARRELS | | .00 | .00 | .00 | .00 | .00 | .00 |
| STORZ 288 OZ CASES | | .00 | .00 | .00 | .00 | .00 | .00 |
| CO CLUB NEAR RINGNES 288OZ | | .00 | .00 | .00 | .00 | .00 | .00 |
| TOTAL FULL BARRELS | | .00 | .00 | .00 | .00 | .00 | .00 |
| TOTAL 288 OZ CASES | | .00 | .00 | 579.68 | 1,000.05 | 420.37- | 42.03- |
| TOTAL BARRELAGE | | .00 | .00 | 42.07 | 72.58 | 30.51- | 42.03- |

Data Documents, Inc. 02

REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 08/75

| MN | | MONTHLY CURRENT | MONTHLY LAST YEAR | YEARLY CURRENT | YEARLY LAST YEAR | VARIANCE | % |
|---|---|---|---|---|---|---|---|
| 005 | 1/1 BBL GB 3.2 | 2,017 | 2,621 | 16,617 | 20,790 | 4,173- | 20.07- |
| 006 | 1/2 BBL GB 3.2 | 9,161 | 9,077 | 58,999 | 66,800 | 7,801- | 11.67- |
| 007 | 1/4 BBL GB 3.2 | 474 | 468 | 3,239 | 4,173 | 934- | 22.38- |
| 001 | 1/1 BBL GB ST | 259 | 277 | 1,990 | 2,016 | 26- | 1.28- |
| 002 | 1/2 BBL GB ST | 9,374 | 10,944 | 66,438 | 74,619 | 8,181- | 10.96- |
| 003 | 1/4 BBL GB ST | 5,491 | 7,598 | 39,456 | 51,137 | 11,681- | 22.84- |
| 009 | 1/1 BBL PREMUM | 2 | 2 | 11 | 15 | 4- | 26.66- |
| 010 | 1/2 BBL PREMUM | 858 | 38 | 1,659 | 551 | 1,108 | 201.08 |
| 011 | 1/4 BBL PREMUM | 253 | 129 | 1,274 | 1,404 | 130- | 9.25- |
| 047 | 24/12 RA GB 32 | 37,370 | 44,930 | 306,678 | 408,948 | 102,270- | 25.00- |
| 048 | 35/7 RA GB 32 | 1,115 | 755 | 9,445 | 13,827 | 4,382- | 31.69- |
| 050 | 36/8 RT GB 32 | 851 | 799 | 6,170 | 7,661 | 1,491- | 19.46- |
| 055 | 4-6 NR GB 32 | 7,558 | 11,738 | 85,927 | 126,291 | 40,364- | 31.96- |
| 057 | 12/32 NR GB 32 | 1,994 | 1,962 | 13,459 | 14,698 | 1,239- | 8.42- |
| 060 | 24 PK C GB 32 | 0 | 0 | 0 | 775 | 775- | 100.00- |
| 061 | 4-6 CAN GB 32 | 35,624 | 29,680 | 223,318 | 262,220 | 38,902- | 14.83- |
| 056 | 4-6 BKCN GB 32 | 79 | 40 | 3,236 | 3,794 | 558- | 14.70- |
| 062 | 12/12 C GB 32 | 77,462 | 58,832 | 356,791 | 312,954 | 43,837 | 14.00 |
| 063 | 24/16 C GB 32 | 4,991 | 4,770 | 39,970 | 48,605 | 8,635- | 17.76- |
| 027 | 24/12 RT A GB | 84,732 | 87,070 | 717,627 | 848,168 | 130,541- | 15.39- |
| 028 | 35/7 RT A GB | 4,383 | 4,656 | 32,715 | 40,899 | 8,184- | 20.01- |
| 034 | 24 PK NR GB | 7,845 | 6,790 | 62,842 | 78,972 | 16,130- | 20.42- |
| 035 | 4-6 NR GB | 8,245 | 10,085 | 80,709 | 113,437 | 32,728- | 28.85- |
| 037 | 12/32 NR GB | 1,251 | 1,170 | 8,144 | 10,377 | 2,233- | 21.51- |
| 040 | 24 PK CAN GB | 0 | 1,155 | 1,640 | 6,064 | 4,424- | 72.95- |
| 041 | 4-6 CAN GB | 15,438 | 18,813 | 131,961 | 167,132 | 35,171- | 21.04- |
| 036 | 4-6 BK CN GB | 0 | 0 | 5,985 | 6,992 | 1,007- | 14.40- |
| 042 | 12/12 CAN GB | 206,102 | 141,402 | 831,056 | 779,232 | 51,824 | 6.65 |
| 043 | 24/16 CAN GB | 5,048 | 5,264 | 42,327 | 56,716 | 14,389- | 25.37- |
| 029 | 24/12 PREM RET | 28,562 | 28,644 | 232,430 | 274,733 | 42,303- | 15.39- |
| 030 | 36/8 PREM RET | 11,428 | 10,801 | 84,507 | 96,891 | 12,384- | 12.78- |
| 033 | 24/12 PREM N R | 16 | 1,034 | 9,963 | 11,179 | 1,216- | 10.87- |
| 038 | 4-6 PREM CAN | 2,983 | 2,280 | 16,260 | 21,845 | 5,585- | 25.56- |
| 039 | 12/12 PREM CAN | 60,075 | 19,603 | 206,757 | 122,867 | 83,890 | 68.27 |
| 066 | 4-6 CAN GBX | 0 | 141 | 0 | 4,465 | 4,465- | 100.00- |
| 152 | 24/12 R WL 32 | 1,554 | 2,226 | 15,799 | 24,109 | 8,310- | 34.46- |
| 153 | 4-6 CAN WL 32 | 1,232 | 1,729 | 10,697 | 17,291 | 6,594- | 38.13- |
| 164 | 12/12 CAN WL32 | 378 | 13,248 | 10,022 | 17,560 | 7,538- | 42.92- |
| 154 | 24/16 C WL 32 | 0 | 529 | 0 | 6,097 | 6,097- | 100.00- |
| 147 | 24/12 RT WL | 15,614 | 18,019 | 117,738 | 145,160 | 27,422- | 18.89- |
| 148 | 4-6 CAN WL | 1,077 | 2,212 | 11,546 | 21,257 | 9,711- | 45.68- |
| 159 | 12/12 CAN WL | 2,876 | 26,491 | 24,192 | 36,963 | 12,771- | 34.55- |
| 149 | 24/16 CAN WL | 0 | 227 | 0 | 5,356 | 5,356- | 100.00- |
| 173 | 24/12 RT HN 32 | 8,064 | 9,240 | 59,556 | 72,512 | 12,956- | 17.86- |
| 175 | 4-6 CAN HN 32 | 6,052 | 3,654 | 30,381 | 29,882 | 499 | 1.66 |
| 176 | 12/12 C HN 32 | 4,356 | 4,457 | 32,284 | 32,059 | 225 | .70 |
| 167 | 24/12 RT HN | 110,796 | 82,786 | 819,017 | 813,851 | 5,166 | .63 |
| 169 | 4-6 CAN HN | 7,343 | 5,319 | 42,925 | 46,017 | 3,092- | 6.71- |
| 170 | 12/12 CAN HN | 17,017 | 11,026 | 104,206 | 89,432 | 14,774 | 16.51 |
| 075 | 4-6 NR TR | 0 | 0 | 1 | 0 | 1 | 100.00 |
| 080 | 4-6 CAN TR | 0 | 0 | 1 | 0 | 1 | 100.00 |

| | | | | | | | |
|---|---|---|---|---|---|---|---|
| 081 | 12/12 CAN T ST | 0 | 0 | 1 | 0 | 1 | 100.00 |
| 106 | 4-6 CAN PRE SZ | 0 | 0 | 1 | 0 | 1 | 100.00 |
| 107 | 12/12 CAN PRSZ | 0 | 0 | 1 | 0 | 1 | 100.00 |
| 026 | 36/8 COCLUB 32 | 0 | 81 | 0 | 1,041 | 1,041- | 100.00- |
| 064 | 36/8 COCLUB CN | 880 | 1,200 | 7,571 | 9,575 | 2,004- | 20.92- |
| 065 | 4-6 COCLUB CAN | 1,365 | 1,365 | 10,358 | 11,225 | 867- | 7.72- |
| 068 | 24/16 COCLUB C | 1,055 | 770 | 9,749 | 10,938 | 1,189- | 10.87- |
| 069 | 4-6 GOETZ NEAR | 0 | 91 | 266 | 371 | 105- | 28.30- |
| 018 | 24/11 RNGNS 32 | 0 | 80 | 0 | 435 | 435- | 100.00- |
| 019 | 24/11 RINGNES | 262 | 305 | 2,722 | 2,398 | 324 | 13.51 |
| | GRAIN BELT FULL BARRELS | 13,529.00 | 14,978.25 | 93,158.25 | 107,984.50 | 14,826.25- | 13.72- |
| | GRAIN BELT 288 OZ CASES | 434,939.55 | 386,076.20 | 2,840,953.08 | 3,267,509.25 | 426,556.17- | 13.05- |
| | WHITE LABEL 288 OZ CASES | 21,104.00 | 45,063.50 | 172,887.00 | 250,349.13 | 77,462.13- | 30.94- |
| | HAUENSTEIN 288 OZ CASES | 142,941.50 | 108,740.50 | 1,020,124.00 | 1,023,007.50 | 2,883.50- | .28- |
| | STORZ FULL BARRELS | .00 | .00 | .00 | .00 | .00 | .00 |
| | STORZ 288 OZ CASES | .00 | .00 | 4.00 | .00 | 4.00 | 100.00 |
| | CO CLUB NEAR RINGNES 288OZ | 3,891.83 | 4,116.57 | 33,688.81 | 39,392.88 | 5,704.07- | 14.47- |
| | TOTAL FULL BARRELS | 13,529.00 | 14,978.25 | 93,158.25 | 107,984.50 | 14,826.25- | 13.72- |
| | TOTAL 288 OZ CASES | 602,876.88 | 543,996.77 | 4,067,656.89 | 4,580,258.76 | 512,601.87- | 11.19- |
| | TOTAL BARRELAGE | 57,285.80 | 54,461.53 | 388,388.78 | 440,419.68 | 52,030.90- | 11.81- |

REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES MONTH: 08/75

| MO | | MONTHLY CURRENT | MONTHLY LAST YEAR | YEARLY CURRENT | YEARLY LAST YEAR | VARIANCE | % |
|---|---|---|---|---|---|---|---|
| 041 | 4-6 CAN GB | 0 | 0 | 0 | 9,240 | 9,240- | 100.00- |
| 075 | 4-6 NR TR | 0 | 0 | 224 | 0 | 224 | 100.00 |
| 080 | 4-6 CAN TR | 0 | 0 | 2,079 | 3,696 | 1,617- | 43.75- |
| 106 | 4-6 CAN PRE SZ | 0 | 0 | 3,542 | 0 | 3,542 | 100.00 |
| | GRAIN BELT FULL BARRELS | .00 | .00 | .00 | .00 | .00 | .00 |
| | GRAIN BELT 288 OZ CASES | .00 | .00 | .00 | 9,240.00 | 9,240.00- | 100.00- |
| | WHITE LABEL 288 OZ CASES | .00 | .00 | .00 | .00 | .00 | .00 |
| | HAUENSTEIN 288 OZ CASES | .00 | .00 | .00 | .00 | .00 | .00 |
| | STORZ FULL BARRELS | .00 | .00 | .00 | .00 | .00 | .00 |
| | STORZ 288 OZ CASES | .00 | .00 | 5,845.00 | 3,696.00 | 2,149.00 | 58.14 |
| | CO CLUB NEAR RINGNES 288OZ | .00 | .00 | .00 | .00 | .00 | .00 |
| | TOTAL FULL BARRELS | .00 | .00 | .00 | .00 | .00 | .00 |
| | TOTAL 288 OZ CASES | .00 | .00 | 5,845.00 | 12,936.00 | 7,091.00- | 54.81- |
| | TOTAL BARRELAGE | .00 | .00 | 424.23 | 938.89 | 514.66- | 54.81- |

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REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 08/75

| MT | | | MONTHLY CURRENT | MONTHLY LAST YEAR | YEARLY CURRENT | YEARLY LAST YEAR | VARIANCE | % |
|---|---|---|---|---|---|---|---|---|
| | 027 | 24/12 RT A GB | 168 | 0 | 840 | 0 | 840 | 100.00 |
| | 035 | 4-6 NR GB | 560 | 672 | 3,920 | 3,184 | 736 | 23.11 |
| | 041 | 4-6 CAN GB | 1,925 | 0 | 7,315 | 5,005 | 2,310 | 46.15 |
| | 036 | 4-6 BK CN GB | 0 | 0 | 0 | 154 | 154- | 100.00- |
| | 042 | 12/12 CAN GB | 770 | 0 | 1,694 | 0 | 1,694 | 100.00 |
| | 029 | 24/12 PREM RET | 0 | 0 | 294 | 0 | 294 | 100.00 |
| | 039 | 12/12 PREM CAN | 0 | 0 | 0 | 616 | 616- | 100.00- |
| | 064 | 36/8 COCLUB CN | 240 | 0 | 1,920 | 0 | 1,920 | 100.00 |
| | 065 | 4-6 COCLUB CAN | 4,914 | 0 | 8,827 | 0 | 8,827 | 100.00 |
| | 068 | 24/16 COCLUB C | 0 | 0 | 210 | 0 | 210 | 100.00 |
| | GRAIN BELT FULL BARRELS | | .00 | .00 | .00 | .00 | .00 | .00 |
| | GRAIN BELT 288 OZ CASES | | 3,038.00 | 672.00 | 13,216.00 | 8,651.00 | 4,565.00 | 52.76 |
| | WHITE LABEL 288 OZ CASES | | .00 | .00 | .00 | .00 | .00 | .00 |
| | HAUENSTEIN 288 OZ CASES | | .00 | .00 | .00 | .00 | .00 | .00 |
| | STORZ FULL BARRELS | | .00 | .00 | .00 | .00 | .00 | .00 |
| | STORZ 288 OZ CASES | | .00 | .00 | .00 | .00 | .00 | .00 |
| | CO CLUB NEAR RINGNES 288OZ | | 5,154.00 | .00 | 11,027.00 | .00 | 11,027.00 | 100.00 |
| | TOTAL FULL BARRELS | | .00 | .00 | .00 | .00 | .00 | .00 |
| | TOTAL 288 OZ CASES | | 8,192.00 | 672.00 | 24,243.00 | 8,651.00 | 15,592.00 | 180.23 |
| | TOTAL BARRELAGE | | 594.57 | 48.77 | 1,759.55 | 627.88 | 1,131.67 | 180.23 |

REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 08/75

NB

| | | MONTHLY CURRENT | MONTHLY LAST YEAR | YEARLY CURRENT | YEARLY LAST YEAR | VARIANCE | % |
|---|---|---|---|---|---|---|---|
| 002 | 1/2 BBL GB ST | 60 | 96 | 396 | 1,010 | 614- | 60.79- |
| 003 | 1/4 BBL GB ST | 0 | 4 | 4 | 72 | 68- | 94.44- |
| 010 | 1/2 BBL PREMUM | 0 | 24 | 96 | 192 | 96- | 50.00- |
| 027 | 24/12 RT A GB | 42 | 84 | 1,725 | 2,394 | 669- | 27.94- |
| 035 | 4-6 NR GB | 0 | 0 | 140 | 224 | 84- | 37.50- |
| 041 | 4-6 CAN GB | 231 | 1,232 | 1,771 | 3,080 | 1,309- | 42.50- |
| 036 | 4-6 BK CN GB | 0 | 0 | 231 | 154 | 77 | 50.00 |
| 042 | 12/12 CAN GB | 2,772 | 3,542 | 17,556 | 22,634 | 5,078- | 22.43- |
| 043 | 24/16 CAN GB | 0 | 66 | 112 | 425 | 313- | 73.64- |
| 029 | 24/12 PREM RET | 0 | 0 | 67 | 102 | 35- | 34.31- |
| 014 | 1/2 BBL STZ | 96 | 180 | 730 | 1,848 | 1,118- | 60.49- |
| 015 | 1/4 BBL STZ | 0 | 6 | 21 | 85 | 64- | 75.29- |
| 070 | 24/12 RT TR | 1,806 | 1,638 | 18,190 | 26,197 | 8,007- | 30.56- |
| 075 | 4-6 NR TR | 224 | 616 | 2,310 | 4,273 | 1,963- | 45.93- |
| 076 | 12/32 NR TR | 378 | 630 | 3,857 | 5,458 | 1,601- | 29.33- |
| 080 | 4-6 CAN TR | 780 | 1,729 | 6,200 | 9,682 | 3,482- | 35.96- |
| 081 | 12/12 CAN T ST | 23,254 | 36,960 | 166,782 | 246,147 | 79,365- | 32.24- |
| 106 | 4-6 CAN PRE SZ | 1,183 | 1,806 | 5,923 | 10,604 | 4,681- | 44.14- |
| 107 | 12/12 CAN PRSZ | 1,232 | 1,540 | 9,702 | 12,782 | 3,080- | 24.09- |
| | GRAIN BELT FULL BARRELS | 30.00 | 61.00 | 247.00 | 619.00 | 372.00- | 60.09- |
| | GRAIN BELT 288 OZ CASES | 1,659.00 | 3,176.00 | 12,861.33 | 17,837.67 | 4,976.34- | 27.89- |
| | WHITE LABEL 288 OZ CASES | .00 | .00 | .00 | .00 | .00 | .00 |
| | HAUENSTEIN 288 OZ CASES | .00 | .00 | .00 | .00 | .00 | .00 |
| | STORZ FULL BARRELS | 48.00 | 91.50 | 370.25 | 945.25 | 575.00- | 60.83- |
| | STORZ 288 OZ CASES | 16,740.00 | 25,879.00 | 126,007.65 | 187,497.82 | 61,490.17- | 32.79- |
| | CO CLUB NEAR RINGNES 288OZ | .00 | .00 | .00 | .00 | .00 | .00 |
| | TOTAL FULL BARRELS | 78.00 | 152.50 | 617.25 | 1,564.25 | 947.00- | 60.54- |
| | TOTAL 288 OZ CASES | 18,399.00 | 29,054.00 | 138,868.98 | 205,335.49 | 66,466.51- | 32.36- |
| | TOTAL BARRELAGE | 1,413.39 | 2,261.23 | 10,696.36 | 16,467.49 | 5,771.13- | 35.04- |

REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 08/75

ND

| | | MONTHLY CURRENT | MONTHLY LAST YEAR | YEARLY CURRENT | YEARLY LAST YEAR | VARIANCE | % |
|---|---|---|---|---|---|---|---|
| 002 | 1/2 BBL GB ST | 348 | 540 | 2,976 | 4,884 | 1,908- | 39.06- |
| 003 | 1/4 BBL GB ST | 168 | 260 | 1,364 | 1,716 | 352- | 20.51- |
| 010 | 1/2 BBL PREMUM | 0 | 0 | 12 | 0 | 12 | 100.00 |
| 027 | 24/12 RT A GB | 1,050 | 1,470 | 7,056 | 9,240 | 2,184- | 23.63- |
| 034 | 24 PK NR GB | 112 | 168 | 840 | 1,120 | 280- | 25.00- |
| 035 | 4-6 NR GB | 2,184 | 1,624 | 11,094 | 17,360 | 6,266- | 36.09- |
| 037 | 12/32 NR GB | 136 | 126 | 679 | 1,309 | 630- | 48.12- |
| 041 | 4-6 CAN GB | 3,696 | 3,696 | 27,027 | 18,942 | 8,085 | 42.68 |
| 036 | 4-6 BK CN GB | 0 | 0 | 539 | 560 | 21- | 3.75- |
| 042 | 12/12 CAN GB | 2,002 | 3,388 | 25,872 | 16,170 | 9,702 | 60.00 |
| 043 | 24/16 CAN GB | 84 | 56 | 289 | 466 | 177- | 37.98- |
| 029 | 24/12 PREM RET | 3,570 | 3,876 | 23,688 | 31,252 | 7,564- | 24.20- |
| 030 | 36/8 PREM RET | 540 | 972 | 5,616 | 8,136 | 2,520- | 30.97- |
| 033 | 24/12 PREM N R | 0 | 280 | 483 | 1,449 | 966- | 66.66- |
| 038 | 4-6 PREM CAN | 2,156 | 5,775 | 15,589 | 36,360 | 20,771- | 57.12- |
| 039 | 12/12 PREM CAN | 1,232 | 6,006 | 7,854 | 38,263 | 30,409- | 79.47- |
| 066 | 4-6 CAN GBX | 0 | 0 | 0 | 21 | 21- | 100.00- |
| 148 | 4-6 CAN WL | 1,078 | 77 | 1,190 | 308 | 882 | 286.36 |
| 159 | 12/12 CAN WL | 0 | 154 | 0 | 154 | 154- | 100.00- |
| 167 | 24/12 RT HN | 336 | 546 | 1,134 | 2,520 | 1,386- | 55.00- |
| 169 | 4-6 CAN HN | 539 | 462 | 1,593 | 3,234 | 1,641- | 50.74- |
| 170 | 12/12 CAN HN | 1,910 | 2,002 | 4,528 | 15,615 | 11,087- | 71.00- |
| 064 | 36/8 COCLUB CN | 400 | 240 | 1,040 | 1,414 | 374- | 26.44- |
| 065 | 4-6 COCLUB CAN | 182 | 0 | 806 | 637 | 169 | 26.53 |
| 068 | 24/16 COCLUB C | 70 | 0 | 350 | 348 | 2 | .57 |
| 069 | 4-6 GOETZ NEAR | 364 | 182 | 546 | 455 | 91 | 20.00 |
| 019 | 24/11 RINGNES | 56 | 80 | 410 | 80 | 330 | 412.50 |
| | GRAIN BELT FULL BARRELS | 216.00 | 385.00 | 1,835.00 | 2,871.00 | 1,036.00- | 36.08- |
| | GRAIN BELT 288 OZ CASES | 15,218.33 | 22,800.67 | 110,085.66 | 154,023.16 | 43,937.50- | 28.52- |
| | WHITE LABEL 288 OZ CASES | 1,078.00 | 154.00 | 1,190.00 | 385.00 | 805.00 | 209.09 |
| | HAUENSTEIN 288 OZ CASES | 1,830.00 | 2,009.00 | 4,991.00 | 13,561.50 | 8,570.50- | 63.19- |
| | STORZ FULL BARRELS | .00 | .00 | .00 | .00 | .00 | .00 |
| | STORZ 288 OZ CASES | .00 | .00 | .00 | .00 | .00 | .00 |
| | CO CLUB NEAR RINGNES 288OZ | 1,090.66 | 495.33 | 3,234.50 | 3,043.33 | 191.17 | 6.28 |
| | TOTAL FULL BARRELS | 216.00 | 385.00 | 1,835.00 | 2,871.00 | 1,036.00- | 36.08- |
| | TOTAL 288 OZ CASES | 19,216.99 | 25,459.00 | 119,501.16 | 171,012.99 | 51,511.83- | 30.12- |
| | TOTAL BARRELAGE | 1,610.76 | 2,232.81 | 10,508.39 | 15,283.12 | 4,774.73- | 31.24- |

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REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 08/75

| SD | | | MONTHLY CURRENT | MONTHLY LAST YEAR | YEARLY CURRENT | YEARLY LAST YEAR | VARIANCE | % |
|---|---|---|---|---|---|---|---|---|
| | 006 | 1/2 BBL GB 3.2 | 732 | 728 | 4,854 | 7,764 | 2,910- | 37.48- |
| | 007 | 1/4 BBL GB 3.2 | 145 | 168 | 977 | 1,351 | 374- | 27.68- |
| | 002 | 1/2 BBL GB ST | 384 | 464 | 2,604 | 3,034 | 430- | 14.17- |
| | 003 | 1/4 BBL GB ST | 76 | 78 | 514 | 667 | 153- | 22.93- |
| | 010 | 1/2 BBL PREMUM | 0 | 0 | 48 | 0 | 48 | 100.00 |
| | 011 | 1/4 BBL PREMUM | 0 | 0 | 8 | 0 | 8 | 100.00 |
| | 047 | 24/12 RA GB 32 | 1,932 | 2,268 | 17,220 | 28,014 | 10,794- | 38.53- |
| | 048 | 35/7 RA GB 32 | 10 | 0 | 20 | 0 | 20 | 100.00 |
| | 050 | 36/8 RT GB 32 | 360 | 504 | 3,204 | 5,506 | 2,302- | 41.80- |
| | 055 | 4-6 NR GB 32 | 1,428 | 1,932 | 12,712 | 23,352 | 10,640- | 45.56- |
| | 057 | 12/32 NR GB 32 | 0 | 0 | 556 | 1,323 | 767- | 57.97- |
| | 061 | 4-6 CAN GB 32 | 2,233 | 4,543 | 27,258 | 40,271 | 13,013- | 32.31- |
| | 056 | 4-6 BKCN GB 32 | 0 | 0 | 133 | 124 | 9 | 7.25 |
| | 062 | 12/12 C GB 32 | 616 | 1,848 | 7,392 | 2,772 | 4,620 | 166.66 |
| | 063 | 24/16 C GB 32 | 0 | 0 | 396 | 112 | 284 | 253.57 |
| | 027 | 24/12 RT A GB | 1,344 | 1,890 | 14,154 | 18,942 | 4,788- | 25.27- |
| | 034 | 24 PK NR GB | 0 | 0 | 168 | 168 | 0 | .00 |
| | 035 | 4-6 NR GB | 2,044 | 1,764 | 13,160 | 16,451 | 3,291- | 20.00- |
| | 037 | 12/32 NR GB | 126 | 42 | 808 | 1,138 | 330- | 28.99- |
| | 041 | 4-6 CAN GB | 3,619 | 2,926 | 18,207 | 21,483 | 3,276- | 15.24- |
| | 036 | 4-6 BK CN GB | 0 | 0 | 427 | 622 | 195- | 31.35- |
| | 042 | 12/12 CAN GB | 616 | 1,848 | 8,008 | 6,930 | 1,078 | 15.55 |
| | 043 | 24/16 CAN GB | 280 | 375 | 1,902 | 2,447 | 545- | 22.27- |
| | 029 | 24/12 PREM RET | 2,142 | 1,932 | 14,406 | 15,792 | 1,386- | 8.77- |
| | 030 | 36/8 PREM RET | 972 | 864 | 5,040 | 7,674 | 2,634- | 34.32- |
| | 033 | 24/12 PREM N R | 0 | 0 | 0 | 280 | 280- | 100.00- |
| | 038 | 4-6 PREM CAN | 364 | 2,002 | 7,301 | 11,088 | 3,787- | 34.15- |
| | 039 | 12/12 PREM CAN | 0 | 154 | 154 | 616 | 462- | 75.00- |
| | 152 | 24/12 R WL 32 | 0 | 168 | 525 | 798 | 273- | 34.21- |
| | 153 | 4-6 CAN WL 32 | 77 | 231 | 740 | 1,874 | 1,134- | 60.51- |
| | 164 | 12/12 CAN WL32 | 154 | 0 | 280 | 0 | 280 | 100.00 |
| | 147 | 24/12 RT WL | 21 | 42 | 630 | 1,428 | 798- | 55.88- |
| | 148 | 4-6 CAN WL | 21 | 293 | 350 | 1,451 | 1,101- | 75.87- |
| | 173 | 24/12 RT HN 32 | 0 | 42 | 294 | 84 | 210 | 250.00 |
| | 175 | 4-6 CAN HN 32 | 154 | 154 | 532 | 960 | 428- | 44.58- |
| | 176 | 12/12 C HN 32 | 0 | 0 | 0 | 154 | 154- | 100.00- |
| | 167 | 24/12 RT HN | 126 | 0 | 126 | 84 | 42 | 50.00 |
| | 169 | 4-6 CAN HN | 154 | 77 | 539 | 616 | 77- | 12.50- |
| | 014 | 1/2 BBL STZ | 0 | 0 | 0 | 288 | 288- | 100.00- |
| | 118 | 4-6 CN PR SZ32 | 1,001 | 2,289 | 10,056 | 13,467 | 3,411- | 25.32- |
| | 119 | 12/12 PRE SZ32 | 2,002 | 4,048 | 19,628 | 28,842 | 9,214- | 31.94- |
| | 070 | 24/12 RT TR | 0 | 0 | 168 | 1,302 | 1,134- | 87.09- |
| | 076 | 12/32 NR TR | 0 | 42 | 609 | 987 | 378- | 38.29- |
| | 080 | 4-6 CAN TR | 0 | 0 | 77 | 0 | 77 | 100.00 |
| | 081 | 12/12 CAN T ST | 154 | 0 | 308 | 0 | 308 | 100.00 |
| | 106 | 4-6 CAN PRE SZ | 423 | 1,209 | 4,119 | 8,799 | 4,680- | 53.18- |
| | 107 | 12/12 CAN PRSZ | 2,310 | 2,002 | 14,915 | 21,376 | 6,461- | 30.22- |
| | 064 | 36/8 COCLUB CN | 80 | 160 | 666 | 1,040 | 374- | 35.96- |
| | 065 | 4-6 COCLUB CAN | 1,092 | 1,001 | 5,551 | 5,907 | 356- | 6.02- |
| | 068 | 24/16 COCLUB C | 420 | 0 | 1,890 | 1,399 | 491 | 35.09 |
| | 019 | 24/11 RINGNES | 112 | 0 | 403 | 0 | 403 | 100.00 |

| | | | | | | |
|---|---|---|---|---|---|---|
| GRAIN BELT FULL BARRELS | 613.25 | 657.50 | 4,127.75 | 5,903.50 | 1,775.75- | 30.07- |
| GRAIN BELT 288 OZ CASES | 17,603.84 | 23,106.00 | 146,066.66 | 201,619.32 | 55,552.66- | 27.55- |
| WHITE LABEL 288 OZ CASES | 196.00 | 734.00 | 2,385.00 | 5,551.00 | 3,166.00- | 57.03- |
| HAUENSTEIN 288 OZ CASES | 434.00 | 273.00 | 1,491.00 | 1,821.00 | 330.00- | 18.12- |
| STORZ FULL BARRELS | .00 | .00 | .00 | 144.00 | 144.00- | 100.00- |
| STORZ 288 OZ CASES | 3,657.00 | 6,579.00 | 32,697.50 | 49,993.00 | 17,335.50- | 34.67- |
| CO CLUB NEAR RINGNES 288OZ | 1,834.67 | 1,161.00 | 9,106.41 | 8,812.33 | 294.08 | 3.33 |
| TOTAL FULL BARRELS | 613.25 | 657.50 | 4,127.75 | 6,047.50 | 1,919.75- | 31.74- |
| TOTAL 288 OZ CASES | 23,725.51 | 31,853.00 | 191,706.57 | 267,796.65 | 76,090.08- | 28.41- |
| TOTAL BARRELAGE | 2,335.24 | 2,969.39 | 18,041.81 | 25,484.18 | 7,442.37- | 29.20- |

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REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 08/75

| WA | MONTHLY CURRENT | MONTHLY LAST YEAR | YEARLY CURRENT | YEARLY LAST YEAR | VARIANCE | % |
|---|---|---|---|---|---|---|
| 034 24 PK NR GB | 0 | 280 | 0 | 280 | 280- | 100.00- |
| 035 4-6 NR GB | 0 | 1,176 | 448 | 7,544 | 7,096- | 94.06- |
| 041 4-6 CAN GB | 0 | 0 | 0 | 308 | 308- | 100.00- |
| GRAIN BELT FULL BARRELS | .00 | .00 | .00 | .00 | .00 | .00 |
| GRAIN BELT 288 OZ CASES | .00 | 1,456.00 | 448.00 | 8,132.00 | 7,684.00- | 94.49- |
| WHITE LABEL 288 OZ CASES | .00 | .00 | .00 | .00 | .00 | .00 |
| HAUENSTEIN 288 OZ CASES | .00 | .00 | .00 | .00 | .00 | .00 |
| STORZ FULL BARRELS | .00 | .00 | .00 | .00 | .00 | .00 |
| STORZ 288 OZ CASES | .00 | .00 | .00 | .00 | .00 | .00 |
| CO CLUB NEAR RINGNES 288OZ | .00 | .00 | .00 | .00 | .00 | .00 |
| TOTAL FULL BARRELS | .00 | .00 | .00 | .00 | .00 | .00 |
| TOTAL 288 OZ CASES | .00 | 1,456.00 | 448.00 | 8,132.00 | 7,684.00- | 94.49- |
| TOTAL BARRELAGE | .00 | 105.67 | 32.51 | 590.22 | 557.71- | 94.49- |

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REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 08/75

| WI | | | MONTHLY CURRENT | MONTHLY LAST YEAR | YEARLY CURRENT | YEARLY LAST YEAR | VARIANCE | % |
|---|---|---|---|---|---|---|---|---|
| 002 | 1/2 BBL GB ST | | 636 | 642 | 6,696 | 7,605 | 909- | 11.95- |
| 003 | 1/4 BBL GB ST | | 144 | 277 | 1,535 | 1,845 | 310- | 16.80- |
| 010 | 1/2 BBL PREMUM | | 396 | 0 | 436 | 0 | 436 | 100.00 |
| 011 | 1/4 BBL PREMUM | | 20 | 0 | 24 | 24 | 0 | .00 |
| 027 | 24/12 RT A GB | | 10,479 | 11,676 | 87,710 | 109,830 | 22,120- | 20.14- |
| 028 | 35/7 RT A GB | | 784 | 2,156 | 13,727 | 20,885 | 7,158- | 34.27- |
| 034 | 24 PK NR GB | | 56 | 168 | 1,364 | 1,430 | 66- | 4.61- |
| 035 | 4-6 NR GB | | 840 | 702 | 9,604 | 19,832 | 10,228- | 51.57- |
| 037 | 12/32 NR GB | | 91 | 199 | 2,258 | 2,620 | 362- | 13.81- |
| 040 | 24 PK CAN GB | | 4,316 | 308 | 4,316 | 3,902 | 414 | 10.60 |
| 041 | 4-6 CAN GB | | 1,673 | 2,695 | 13,874 | 22,324 | 8,450- | 37.85- |
| 036 | 4-6 BK CN GB | | 0 | 0 | 1,899 | 1,386 | 513 | 37.01 |
| 042 | 12/12 CAN GB | | 31,416 | 23,562 | 194,936 | 184,186 | 10,750 | 5.83 |
| 043 | 24/16 CAN GB | | 84 | 0 | 84 | 192 | 108- | 56.25- |
| 029 | 24/12 PREM RET | | 1,594 | 3,024 | 12,514 | 18,543 | 6,029- | 32.51- |
| 030 | 36/8 PREM RET | | 540 | 864 | 5,486 | 7,625 | 2,139- | 28.05- |
| 033 | 24/12 PREM N R | | 0 | 56 | 5 | 196 | 191- | 97.44- |
| 038 | 4-6 PREM CAN | | 0 | 308 | 579 | 1,463 | 884- | 60.42- |
| 039 | 12/12 PREM CAN | | 2,002 | 5,236 | 7,343 | 22,869 | 15,526- | 67.89- |
| 066 | 4-6 CAN GBX | | 0 | 0 | 0 | 154 | 154- | 100.00- |
| 147 | 24/12 RT WL | | 621 | 630 | 4,071 | 6,410 | 2,339- | 36.48- |
| 148 | 4-6 CAN WL | | 308 | 0 | 308 | 330 | 22- | 6.66- |
| 159 | 12/12 CAN WL | | 0 | 154 | 0 | 154 | 154- | 100.00- |
| 167 | 24/12 RT HN | | 6,384 | 5,418 | 40,348 | 48,216 | 7,868- | 16.31- |
| 169 | 4-6 CAN HN | | 427 | 77 | 710 | 537 | 173 | 32.21 |
| 170 | 12/12 CAN HN | | 5,082 | 2,618 | 12,209 | 6,032 | 6,177 | 102.40 |
| 064 | 36/8 COCLUB CN | | 0 | 0 | 160 | 80 | 80 | 100.00 |
| 065 | 4-6 COCLUB CAN | | 0 | 0 | 546 | 182 | 364 | 200.00 |
| 069 | 4-6 GOETZ NEAR | | 0 | 182 | 1,273 | 455 | 818 | 179.78 |
| | GRAIN BELT FULL BARRELS | | 557.00 | 390.25 | 3,955.75 | 4,269.75 | 314.00- | 7.35- |
| | GRAIN BELT 288 OZ CASES | | 37,107.27 | 36,299.42 | 253,290.58 | 311,728.48 | 58,437.90- | 18.74- |
| | WHITE LABEL 288 OZ CASES | | 929.00 | 707.00 | 4,379.00 | 6,817.00 | 2,438.00- | 35.76- |
| | HAUENSTEIN 288 OZ CASES | | 9,352.00 | 6,804.00 | 47,162.50 | 51,769.00 | 4,606.50- | 8.89- |
| | STORZ FULL BARRELS | | .00 | .00 | .00 | .00 | .00 | .00 |
| | STORZ 288 OZ CASES | | .00 | .00 | .00 | .00 | .00 | .00 |
| | CO CLUB NEAR RINGNES 2880Z | | .00 | 182.00 | 1,979.00 | 717.00 | 1,262.00 | 176.01 |
| | TOTAL FULL BARRELS | | 557.00 | 390.25 | 3,955.75 | 4,269.75 | 314.00- | 7.35- |
| | TOTAL 288 OZ CASES | | 47,388.27 | 43,992.42 | 306,811.08 | 371,031.48 | 64,220.40- | 17.30- |
| | TOTAL BARRELAGE | | 3,996.44 | 3,583.21 | 26,224.09 | 31,199.21 | 4,975.12- | 15.94- |

REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 08/75

| WY | | MONTHLY CURRENT | MONTHLY LAST YEAR | YEARLY CURRENT | YEARLY LAST YEAR | VARIANCE | % |
|---|---|---|---|---|---|---|---|
| 035 | 4-6 NR GB | 0 | 0 | 0 | 616 | 616- | 100.00- |
| 037 | 12/32 NR GB | 0 | 0 | 0 | 42 | 42- | 100.00- |
| 041 | 4-6 CAN GB | 0 | 308 | 616 | 2,156 | 1,540- | 71.42- |
| GRAIN BELT FULL BARRELS | | .00 | .00 | .00 | .00 | .00 | .00 |
| GRAIN BELT 288 OZ CASES | | .00 | 308.00 | 616.00 | 2,828.00 | 2,212.00- | 78.21- |
| WHITE LABEL 288 OZ CASES | | .00 | .00 | .00 | .00 | .00 | .00 |
| HAUENSTEIN 288 OZ CASES | | .00 | .00 | .00 | .00 | .00 | .00 |
| STORZ FULL BARRELS | | .00 | .00 | .00 | .00 | .00 | .00 |
| STORZ 288 OZ CASES | | .00 | .00 | .00 | .00 | .00 | .00 |
| CO CLUB NEAR RINGNES 288OZ | | .00 | .00 | .00 | .00 | .00 | .00 |
| TOTAL FULL BARRELS | | .00 | .00 | .00 | .00 | .00 | .00 |
| TOTAL 288 OZ CASES | | .00 | 308.00 | 616.00 | 2,828.00 | 2,212.00- | 78.21- |
| TOTAL BARRELAGE | | .00 | 22.35 | 44.70 | 205.25 | 160.55- | 78.22- |

Data Documents, Inc. 02

GRAND TOTALS — ANALYSIS OF DISTRIBUTORS PURCHASES — MONTH: 08/75

| | | MONTHLY | | YEARLY | | | |
|---|---|---|---|---|---|---|---|
| | | CURRENT | LAST YEAR | CURRENT | LAST YEAR | VARIANCE | % |
| 005 | 1/1 BBL GB 3.2 | 2,017 | 2,621 | 16,617 | 20,790 | 4,173- | 20.07- |
| 006 | 1/2 BBL GB 3.2 | 9,893 | 9,805 | 63,853 | 74,564 | 10,711- | 14.36- |
| 007 | 1/4 BBL GB 3.2 | 619 | 636 | 4,216 | 5,524 | 1,308- | 23.67- |
| 001 | 1/1 BBL GB ST | 271 | 285 | 2,062 | 2,082 | 20- | .96- |
| 002 | 1/2 BBL GB ST | 11,974 | 13,598 | 84,126 | 96,923 | 12,797- | 13.20- |
| 003 | 1/4 BBL GB ST | 6,007 | 8,375 | 43,574 | 56,548 | 12,974- | 22.94- |
| 009 | 1/1 BBL PREMUM | 2 | 2 | 11 | 15 | 4- | 26.66- |
| 010 | 1/2 BBL PREMUM | 1,278 | 62 | 2,287 | 743 | 1,544 | 207.80 |
| 011 | 1/4 BBL PREMUM | 273 | 129 | 1,342 | 1,428 | 86- | 6.02- |
| 047 | 24/12 RA GB 32 | 39,302 | 47,198 | 323,898 | 436,962 | 113,064- | 25.87- |
| 048 | 35/7 RA GB 32 | 1,125 | 755 | 9,465 | 13,827 | 4,362- | 31.54- |
| 050 | 36/8 RT GB 32 | 1,211 | 1,303 | 9,374 | 13,167 | 3,793- | 28.80- |
| 055 | 4-6 NR GB 32 | 8,986 | 13,838 | 98,639 | 150,147 | 51,508- | 34.30- |
| 057 | 12/32 NR GB 32 | 1,994 | 1,962 | 14,015 | 16,063 | 2,048- | 12.74- |
| 060 | 24 PK C GB 32 | 0 | 0 | 0 | 775 | 775- | 100.00- |
| 061 | 4-6 CAN GB 32 | 37,857 | 34,223 | 250,576 | 304,262 | 53,686- | 17.64- |
| 056 | 4-6 BKCN GB 32 | 79 | 40 | 3,369 | 3,918 | 549- | 14.01- |
| 062 | 12/12 C GB 32 | 78,078 | 60,680 | 364,183 | 315,726 | 48,457 | 15.34 |
| 063 | 24/16 C GB 32 | 4,991 | 4,770 | 40,366 | 48,717 | 8,351- | 17.14- |
| 027 | 24/12 RT A GB | 98,298 | 103,156 | 834,593 | 997,090 | 162,497- | 16.29- |
| 028 | 35/7 RT A GB | 5,167 | 6,812 | 46,491 | 61,931 | 15,440- | 24.93- |
| 034 | 24 PK NR GB | 8,201 | 7,406 | 66,506 | 89,951 | 23,445- | 26.06- |
| 035 | 4-6 NR GB | 19,921 | 21,175 | 162,895 | 211,913 | 49,018- | 23.13- |
| 037 | 12/32 NR GB | 2,092 | 2,391 | 15,813 | 20,807 | 4,994- | 24.00- |
| 040 | 24 PK CAN GB | 4,316 | 1,463 | 5,956 | 15,818 | 9,862- | 62.34- |
| 041 | 4-6 CAN GB | 37,838 | 39,783 | 266,566 | 344,042 | 77,476- | 22.51- |
| 036 | 4-6 BK CN GB | 0 | 0 | 10,535 | 12,248 | 1,713- | 13.98- |
| 042 | 12/12 CAN GB | 331,766 | 237,035 | 1,606,442 | 1,718,167 | 111,725- | 6.50- |
| 043 | 24/16 CAN GB | 5,742 | 5,957 | 45,788 | 61,713 | 15,925- | 25.80- |
| 029 | 24/12 PREM RET | 36,834 | 39,114 | 290,413 | 357,390 | 66,977- | 18.74- |
| 030 | 36/8 PREM RET | 13,551 | 13,690 | 101,465 | 121,863 | 20,398- | 16.73- |
| 033 | 24/12 PREM N R | 16 | 1,538 | 10,472 | 14,728 | 4,256- | 28.89- |
| 038 | 4-6 PREM CAN | 7,505 | 13,378 | 57,454 | 85,523 | 28,069- | 32.82- |
| 039 | 12/12 PREM CAN | 77,323 | 61,799 | 293,172 | 279,469 | 13,703 | 4.90 |
| 066 | 4-6 CAN GBX | 0 | 141 | 0 | 4,640 | 4,640- | 100.00- |
| 152 | 24/12 R WL 32 | 1,554 | 2,394 | 16,324 | 24,907 | 8,583- | 34.46- |
| 153 | 4-6 CAN WL 32 | 1,309 | 1,960 | 11,437 | 19,165 | 7,728- | 40.32- |
| 164 | 12/12 CAN WL32 | 532 | 13,248 | 10,302 | 17,560 | 7,258- | 41.33- |
| 154 | 24/16 C WL 32 | 0 | 529 | 0 | 6,097 | 6,097- | 100.00- |
| 147 | 24/12 RT WL | 16,256 | 18,691 | 122,439 | 152,998 | 30,559- | 19.97- |
| 148 | 4-6 CAN WL | 2,484 | 3,429 | 13,450 | 38,438 | 24,988- | 65.00- |
| 159 | 12/12 CAN WL | 2,876 | 26,799 | 26,904 | 37,271 | 10,367- | 27.81- |
| 149 | 24/16 CAN WL | 0 | 227 | 0 | 5,356 | 5,356- | 100.00- |
| 173 | 24/12 RT HN 32 | 8,064 | 9,282 | 59,850 | 72,596 | 12,746- | 17.55- |
| 175 | 4-6 CAN HN 32 | 6,206 | 3,808 | 30,913 | 30,842 | 71 | .23 |
| 176 | 12/12 C HN 32 | 4,356 | 4,457 | 32,284 | 32,213 | 71 | .22 |
| 167 | 24/12 RT HN | 117,642 | 88,834 | 860,625 | 865,133 | 4,508- | .52- |
| 169 | 4-6 CAN HN | 8,463 | 5,935 | 49,792 | 55,871 | 6,079- | 10.88- |
| 170 | 12/12 CAN HN | 24,009 | 15,646 | 127,945 | 111,233 | 16,712 | 15.02 |
| 014 | 1/2 BBL STZ | 240 | 348 | 1,506 | 3,536 | 2,030- | 57.40- |
| 015 | 1/4 BBL STZ | 0 | 10 | 30 | 143 | 113- | 79.02- |

| | | | | | | | |
|---|---|---|---|---|---|---|---|
| 118 | 4-6 CN PR SZ32 | 1,001 | 2,289 | 10,056 | 13,467 | 3,411- | 25.32- |
| 119 | 12/12 PRE SZ32 | 2,002 | 4,048 | 19,628 | 28,842 | 9,214- | 31.94- |
| 070 | 24/12 RT TR | 2,562 | 2,436 | 23,146 | 31,321 | 8,175- | 26.10- |
| 075 | 4-6 NR TR | 560 | 3,540 | 9,806 | 18,247 | 8,441- | 46.25- |
| 076 | 12/32 NR TR | 546 | 756 | 5,543 | 7,670 | 2,127- | 27.73- |
| 080 | 4-6 CAN TR | 1,564 | 2,191 | 30,387 | 16,458 | 13,929 | 84.63 |
| 081 | 12/12 CAN T ST | 42,504 | 46,816 | 248,557 | 300,698 | 52,141- | 17.33- |
| 106 | 4-6 CAN PRE SZ | 1,837 | 9,101 | 20,977 | 34,036 | 13,059- | 38.36- |
| 107 | 12/12 CAN PRSZ | 9,564 | 6,314 | 51,739 | 75,430 | 23,691- | 31.40- |
| 026 | 36/8 COCLUB 32 | 0 | 81 | 0 | 1,041 | 1,041- | 100.00- |
| 064 | 36/8 COCLUB CN | 1,600 | 1,600 | 11,357 | 12,189 | 832- | 6.82- |
| 065 | 4-6 COCLUB CAN | 7,553 | 2,366 | 26,088 | 18,315 | 7,773 | 42.44 |
| 068 | 24/16 COCLUB C | 1,545 | 770 | 12,199 | 12,685 | 486- | 3.83- |
| 069 | 4-6 GOETZ NEAR | 455 | 637 | 2,631 | 2,083 | 548 | 26.30 |
| 018 | 24/11 RNGNS 32 | 0 | 80 | 0 | 435 | 435- | 100.00- |
| 019 | 24/11 RINGNES | 430 | 385 | 3,550 | 2,478 | 1,072 | 43.26 |
| | GRAIN BELT FULL BARRELS | 15,587.25 | 16,925.50 | 106,106.00 | 124,877.00 | 18,771.00- | 15.03- |
| | GRAIN BELT 288 OZ CASES | 582,609.67 | 543,746.78 | 3,826,852.99 | 4,581,964.08 | 755,111.09- | 16.48- |
| | WHITE LABEL 288 OZ CASES | 23,307.00 | 47,505.50 | 182,253.00 | 278,194.13 | 95,941.13- | 34.48- |
| | HAUENSTEIN 288 OZ CASES | 154,557.50 | 117,910.50 | 1,081,294.50 | 1,096,165.00 | 14,870.50- | 1.35- |
| | STORZ FULL BARRELS | 120.00 | 176.50 | 760.50 | 1,803.75 | 1,043.25- | 57.83- |
| | STORZ 288 OZ CASES | 35,287.00 | 49,154.00 | 261,724.65 | 326,240.64 | 64,515.99- | 19.77- |
| | CO CLUB NEAR RINGNES 2880Z | 12,062.16 | 6,136.91 | 59,595.47 | 53,211.55 | 6,383.92 | 11.99 |
| | TOTAL FULL BARRELS | 15,707.25 | 17,102.00 | 106,866.50 | 126,680.75 | 19,814.25- | 15.64- |
| | TOTAL 288 OZ CASES | 807,823.33 | 764,453.69 | 5,411,720.61 | 6,335,775.40 | 924,054.79- | 14.58- |
| | TOTAL BARRELAGE | 74,339.06 | 72,586.04 | 499,649.18 | 586,531.32 | 86,882.14- | 14.81- |



Data Documents, Inc. 02

JULY

SUMMARY OF COSTS BY CLASSIFICATION

| | JULY 75 AMOUNT | YTD 75 AMOUNT | JULY 74 AMOUNT | YTD 74 AMOUNT | VARIANCE |
|---|---|---|---|---|---|
| **WAGES AND SALARIES** | | | | | |
| PRODUCTION | 401,288.74 | 1,160,665.22 | 415,564.36 | 1,211,838.76 | 14,275.62-<br>51,173.54- |
| ADVERTISING & SELLING | 35,597.81 | 104,852.74 | 27,825.14 | 82,318.82 | 7,772.67<br>22,533.92 |
| ADMINSTRATIVE | 18,893.38 | 67,924.18 | 23,057.54 | 67,458.93 | 4,164.16-<br>465.25 |
| TOTAL WAGES | 455,779.93 | 1,333,442.14 | 466,447.04 | 1,361,616.51 | 10,667.11-<br>28,174.37- |
| **SUPPLIES** | | | | | |
| PRODUCTION | 636,674.12 | 1,882,616.19 | 565,669.99 | 1,623,636.38 | 71,004.13<br>258,979.81 |
| SELLING DELIVERY ADMINSTRATIVE | 5,140.83 | 18,099.88 | 1,876.07 | 11,938.96 | 3,264.76<br>6,160.92 |
| TOTAL SUPPLIES | 641,814.95 | 1,900,716.07 | 567,546.06 | 1,635,575.34 | 74,268.89<br>265,140.73 |
| **MAINTENANCE** | | | | | |
| CONTRACTOR MAINTENANCE | 13,542.83 | 52,250.86 | 19,145.97 | 49,405.53 | 5,603.14-<br>2,845.33 |
| PRODUCTION MATERIAL | 10,171.43 | 48,070.62 | 11,634.21 | 35,349.77 | 1,462.78-<br>12,720.85 |
| SELLING DELIVERY ADMINSTRATIVE | 1,285.88 | 3,614.03 | 1,175.99 | 3,908.84 | 109.89<br>294.81- |
| TOTAL MAINTENANCE | 25,000.14 | 103,935.51 | 31,956.17 | 88,664.14 | 6,956.03-<br>15,271.37 |
| **GENERAL** | | | | | |
| PRODUCTION | 38,288.78 | 117,982.68 | 39,881.23 | 123,346.14 | 1,592.45-<br>5,363.46- |
| SELLING DELIVERY ADMINSTRATIVE | 35,448.45 | 93,277.32 | 33,472.02 | 94,621.29 | 1,976.43<br>1,343.97- |

Data Documents Inc. 02

SUMMARY OF COSTS BY CLASSIFICATION

| | JULY 75 | YTD 75 | JULY 74 | YTD 74 | VARIANCE |
|---|---|---|---|---|---|
| TOTAL GENERAL | 73,737.23 | 211,260.00 | 73,353.25 | 217,967.43 | 383.98<br>6,707.43- |
| ADVERTISING | | | | | |
| MEDIA | 233,861.88 | 305,551.12 | 116,294.20 | 291,558.22 | 117,567.68<br>13,992.90 |
| PRODUCTION | 35,577.33 | 41,824.28 | 7,072.13 | 28,481.17 | 28,505.20<br>13,343.11 |
| SALES PROMOTION | 39,880.68 | 77,329.74 | 15,269.44 | 79,150.03 | 24,611.24<br>1,820.29- |
| SIGN COST & MAINTENANCE | 15,112.49 | 42,302.91 | 18,155.52 | 60,679.60 | 3,043.03-<br>18,376.69- |
| TOTAL ADVERTISING | 324,432.38 | 467,008.05 | 156,791.29 | 459,869.02 | 167,641.09<br>7,139.03 |
| FIXED | | | | | |
| PROPERTY TAXES & LICENSES | 8,079.22 | 20,383.07 | 23,432.49 | 70,773.44 | 15,353.27-<br>50,390.37- |
| PAYROLL TAXES | 42,260.00 | 122,810.00 | 42,540.00 | 124,630.00 | 280.00-<br>1,820.00- |
| INSURANCE GENERAL | 6,447.80 | 16,937.15 | 4,633.08 | 18,497.05 | 1,814.72<br>1,559.90- |
| INSURANCE - EMPLOYEES GROUP | 45,894.88 | 139,218.25 | 47,690.23 | 140,093.25 | 1,795.35-<br>875.00- |
| SALARIED PENSION TRUST | 8,700.00 | 26,100.00 | 7,500.00 | 22,500.00 | 1,200.00<br>3,600.00 |
| RETIREES PENSION | 3,837.05 | 11,998.72 | 4,343.27 | 13,029.81 | 506.22-<br>1,031.09- |
| RENTALS | 1,001.32 | 3,121.60 | 1,205.10 | 3,603.00 | 203.78-<br>481.40- |
| DEPRECIATION - PLANT & EQUIPMENT | 6,731.99 | 20,111.76 | 84,888.55 | 247,039.47 | 78,156.56-<br>226,927.71- |
| DEPRECIATION - RETURNABLE CONT. | 1,768.55 | 2,625.87 | 63,507.16 | 177,260.98 | 61,738.61-<br>174,635.11- |

SUMMARY OF COSTS BY CLASSIFICATION

| | JULY 75 | YTD 75 | JULY 74 | YTD 74 | VARIANCE |
|---|---|---|---|---|---|
| | 124,720.81 | | 279,739.88 | | 155,019.07- |
| TOTAL FIXED | | 363,306.42 | | 817,427.00 | 454,120.58- |
| | 1,645,485.44 | | 1,575,833.69 | | 69,651.75 |
| TOTAL COSTS | | 4,379,668.19 | | 4,581,119.44 | 201,451.25- |

GRAIN BELT BREWERIES, INC. SUMMARY OF COSTS BY CLASSIFICATION

Data Documents, Inc. 02

| | JULY 75 | | YTD 75 | | JULY 74 | | YTD 74 | | VARIANCE |
|---|---|---|---|---|---|---|---|---|---|
| BARRELS BREWED | 84,208 | | 241,558 | | 90,495 | | 254,232 | | 6,287-<br>12,674- |
| WAGES AND SALARIES | AMOUNT | PER BBL | AMOUNT | PER BBL | AMOUNT | PER BBL | AMOUNT | PER BBL | |
| BREWHOUSE | 15,093.99 | .1792 | 42,374.09 | .1754 | 14,940.54 | .1651 | 42,089.47 | .1656 | 153.45<br>284.62 |
| FERMENTING | 5,117.61 | .0608 | 14,810.63 | .0613 | 4,966.41 | .0549 | 13,982.53 | .0550 | 151.20<br>828.10 |
| CELLARS | 26,067.70 | .3096 | 72,950.70 | .3020 | 24,825.40 | .2743 | 72,141.35 | .2838 | 1,242.30<br>809.35 |
| LAB AND CLERICAL | 3,499.03 | .0416 | 12,180.06 | .0504 | 3,984.46 | .0440 | 12,013.10 | .0473 | 485.43-<br>166.96 |
| SUPERVISION | 7,493.34 | .0890 | 26,517.19 | .1098 | 7,791.66 | .0861 | 23,374.98 | .0919 | 298.32-<br>3,142.21 |
| VACATION | 7,700.00 | .0914 | 23,800.00 | .0985 | 8,360.00 | .0924 | 25,840.00 | .1016 | 660.00-<br>2,040.00- |
| HOLIDAY | 2,970.00 | .0353 | 9,180.00 | .0380 | 3,300.00 | .0365 | 10,200.00 | .0401 | 330.00-<br>1,020.00- |
| PENSION | 2,699.25 | .0321 | 9,051.00 | .0375 | 2,673.50 | .0295 | 8,947.25 | .0352 | 25.75<br>103.75 |
| UNCLASSIFIED | 1,610.42 | .0191 | 5,579.62 | .0231 | 2,603.48 | .0288 | 5,114.46 | .0201 | 993.06-<br>465.16 |
| TOTAL WAGES | 72,251.34 | .8580 | 216,443.29 | .8960 | 73,445.45 | .8116 | 213,703.14 | .8406 | 1,194.11-<br>2,740.15 |
| MATERIALS AND SUPPLIES | | | | | | | | | |
| MALT | 294,647.08 | 3.4990 | 907,415.45 | 3.7565 | 268,467.96 | 2.9667 | 766,030.45 | 3.0131 | 26,179.12<br>141,385.00 |
| HOPS DOMESTIC | 12,470.60 | .1481 | 37,402.60 | .1548 | 14,313.60 | .1582 | 40,680.00 | .1600 | 1,843.00-<br>3,277.40- |
| HOPS IMPORTED | 11,245.50 | .1335 | 33,973.50 | .1406 | 15,366.25 | .1698 | 49,043.25 | .1929 | 4,120.75-<br>15,069.75- |
| HOPS CASCADE | .00 | .0000 | .00 | .0000 | 1,408.44 | .0156 | 1,408.44 | .0055 | 1,408.44-<br>1,408.44- |
| NU-BRU | 162,253.65 | 1.9268 | 433,029.36 | 1.7927 | 117,581.82 | 1.2993 | 317,851.81 | 1.2502 | 44,671.83<br>115,177.55 |

| | JULY 75 | | YTD 75 | | JULY 74 | | YTD 74 | | VARIANCE |
|---|---|---|---|---|---|---|---|---|---|
| GLUCOSE | 12,275.00 | .1458 | 41,154.50 | .1704 | 17,112.00 | .1891 | 53,509.80 | .2105 | 4,837.00-<br>12,355.30- |
| TREATING | 34,539.83 | .4102 | 87,939.60 | .3641 | 31,793.81 | .3513 | 94,091.04 | .3701 | 2,746.02<br>6,151.44- |
| FILTERING | 1,081.17 | .0128 | 3,608.47 | .0149 | 1,513.58 | .0167 | 4,036.59 | .0159 | 432.41-<br>428.12- |
| SUNDRY MATERIAL | 4,693.80 | .0557 | 12,793.48 | .0530 | 4,376.96 | .0484 | 11,411.14 | .0449 | 316.84<br>1,382.34 |
| BY PRODUCT SALES | 19,457.62- | .2311- | 57,394.15- | .2376- | 20,017.12- | .2212- | 65,789.74- | .2588- | 559.50<br>8,395.59 |
| GRAIN DRYING | 6,817.03 | .0810 | 18,614.00 | .0771 | 5,639.49 | .0623 | 19,772.18 | .0778 | 1,177.54<br>1,158.18- |
| LAB SUPPLIES | 105.34 | .0013 | 523.21 | .0022 | 321.81 | .0036 | 763.59 | .0030 | 216.47-<br>240.38- |
| UNCLASSIFIED | 12,317.36 | .1463 | 42,883.91 | .1775 | 6,924.92 | .0765 | 27,869.69 | .1096 | 5,392.44<br>15,014.22 |
| TOTAL MATERIALS | 532,988.74 | 6.3294 | 1,561,943.93 | 6.4661 | 464,803.52 | 5.1362 | 1,320,678.24 | 5.1948 | 68,185.22<br>241,265.69 |
| MAINTENANCE | | | | | | | | | |
| BUILDING MATERIAL | 40.96 | .0005 | 109.26 | .0005 | 487.11 | .0054 | 676.61 | .0027 | 446.15-<br>567.35- |
| MACHINERY MATERIAL | 1,681.38 | .0200 | 8,601.02 | .0356 | 865.49 | .0096 | 6,546.37 | .0257 | 815.89<br>2,054.65 |
| TANKS MATERIAL | .00 | .0000 | 156.00 | .0006 | .00 | .0000 | 663.62 | .0026 | .00<br>507.62- |
| CONTRACTORS | 1,690.67 | .0201 | 10,552.71 | .0437 | 4,149.31 | .0459 | 9,376.78 | .0369 | 2,458.64-<br>1,175.93 |
| TOTAL MAINTENANCE | 3,413.01 | .0405 | 19,418.99 | .0804 | 5,501.91 | .0608 | 17,263.38 | .0679 | 2,088.90-<br>2,155.61 |
| GENERAL | | | | | | | | | |
| BEER CONSUMED | 505.80 | .0060 | 1,368.20 | .0057 | 463.50 | .0051 | 1,147.10 | .0045 | 42.30<br>221.10 |
| UTILITIES DIRECT CHGE. | 9,071.05 | .1077 | 26,102.65 | .1081 | 8,316.63 | .0919 | 25,265.44 | .0994 | 754.42<br>837.21 |

Data Documents, Inc. 02

| | JULY 75 | | YTD 75 | | JULY 74 | | YTD 74 | | VARIANCE |
|---|---|---|---|---|---|---|---|---|---|
| POWER PLANT ALLOCATION | 61,633.38 | .7319 | 185,459.89 | .7678 | 67,257.33 | .7432 | 194,662.86 | .7657 | 5,623.95-<br>9,202.97- |
| GENERAL PLANT ALLOC. | 25,452.94 | .3023 | 78,486.77 | .3249 | 29,869.24 | .3301 | 82,338.26 | .3239 | 4,416.30-<br>3,851.49- |
| UNCLASSIFIED | 402.50 | .0048 | 2,146.68 | .0089 | 741.59 | .0082 | 4,648.21 | .0183 | 339.09-<br>2,501.53- |
| TOTAL GENERAL | 97,065.67 | 1.1527 | 293,564.19 | 1.2153 | 106,648.29 | 1.1785 | 308,061.87 | 1.2117 | 9,582.62-<br>14,497.68- |
| FIXED | | | | | | | | | |
| TAXES & LICENSES | 2,400.00 | .0285 | 6,278.33 | .0260 | 7,150.00 | .0790 | 23,210.00 | .0913 | 4,750.00-<br>16,931.67- |
| TAXES PAYROLL | 5,750.00 | .0683 | 17,100.00 | .0708 | 5,850.00 | .0646 | 17,400.00 | .0684 | 100.00-<br>300.00- |
| INSURANCE GENERAL | 1,572.00 | .0187 | 4,540.66 | .0188 | 1,012.37 | .0112 | 4,786.89 | .0188 | 559.63<br>246.23- |
| INSURANCE EMPLOYEES | 8,127.93 | .0965 | 24,645.78 | .1020 | 7,628.68 | .0843 | 22,486.04 | .0884 | 499.25<br>2,159.74 |
| PENSION TRUST | 1,365.00 | .0162 | 4,095.00 | .0170 | 1,030.00 | .0114 | 3,090.00 | .0122 | 335.00<br>1,005.00 |
| RETIREES PENSION | 501.67 | .0060 | 1,505.01 | .0062 | 501.67 | .0055 | 1,505.01 | .0059 | .00<br>.00 |
| DEPRECIATION BUILDINGS | 600.00 | .0071 | 1,800.00 | .0075 | 6,971.85 | .0770 | 21,549.36 | .0848 | 6,371.85-<br>19,749.36- |
| DEPRECIATION MACHINERY | 1,448.31 | .0172 | 4,258.87 | .0176 | 20,920.74 | .2312 | 63,662.52 | .2504 | 19,472.43-<br>59,403.65- |
| DEPRECIATION TANKS | 420.83 | .0050 | 1,262.53 | .0052 | 4,968.49 | .0549 | 15,357.15 | .0604 | 4,547.66-<br>14,094.62- |
| TOTAL FIXED | 22,185.74 | .2635 | 65,486.18 | .2711 | 56,033.80 | .6192 | 173,046.97 | .6807 | 33,848.06-<br>107,560.79- |
| COST OF BREWING | | | | | | | | | |
| TOTAL COST | 727,904.50 | 8.6441 | 2,156,856.58 | 8.9289 | 706,432.97 | 7.8063 | 2,032,753.60 | 7.9957 | 21,471.53<br>124,102.98 |

Data Documents, Inc. 02

| | JULY 75 | | YTD 75 | | JULY 74 | | YTD 74 | | VARIANCE |
|---|---|---|---|---|---|---|---|---|---|
| BARRELS RACKED | 17,603 | | 48,210 | | 19,124 | | 55,505 | | 1,521-<br>7,295- |
| WAGES AND SALARIES | AMOUNT | PER BBL | AMOUNT | PER BBL | AMOUNT | PER BBL | AMOUNT | PER BBL | |
| KEG FILLING | 2,815.80 | .1600 | 7,358.30 | .1526 | 3,216.56 | .1682 | 8,034.56 | .1448 | 400.76-<br>676.26- |
| RACKING FLOORMEN | 5,009.06 | .2846 | 13,491.89 | .2799 | 4,996.34 | .2613 | 14,553.79 | .2622 | 12.72<br>1,061.90- |
| KEG WASHING | 5,112.47 | .2904 | 14,150.09 | .2935 | 4,985.44 | .2607 | 13,712.24 | .2470 | 127.03<br>437.85 |
| WASHHOUSE FLOORMEN | 2,109.94 | .1199 | 5,363.97 | .1113 | 2,328.06 | .1217 | 6,043.14 | .1089 | 218.12-<br>679.17- |
| LOAD & UNLOAD | 2,759.42 | .1568 | 7,738.83 | .1605 | 3,164.88 | .1655 | 8,957.15 | .1614 | 405.46-<br>1,218.32- |
| SUPERVISION | 664.90 | .0378 | 1,901.24 | .0394 | 601.17 | .0314 | 1,724.97 | .0311 | 63.73<br>176.27 |
| HOLIDAY | 1,200.00 | .0682 | 3,300.00 | .0685 | 1,200.00 | .0627 | 3,300.00 | .0595 | .00<br>.00 |
| VACATION | 3,000.00 | .1704 | 8,250.00 | .1711 | 3,000.00 | .1569 | 8,250.00 | .1486 | .00<br>.00 |
| PENSION | 531.00 | .0302 | 2,229.75 | .0463 | 804.25 | .0421 | 2,703.25 | .0487 | 273.25-<br>473.50- |
| TOTAL WAGES | 23,202.59 | 1.3181 | 63,784.07 | 1.3230 | 24,296.70 | 1.2705 | 67,279.10 | 1.2121 | 1,094.11-<br>3,495.03- |
| MATERIALS AND SUPPLIES | | | | | | | | | |
| BUNGS | 1,294.63 | .0735 | 3,767.67 | .0782 | 1,200.20 | .0628 | 4,696.78 | .0846 | 94.43<br>929.11- |
| UNCLASSIFIED | 3,209.57 | .1823 | 13,179.87 | .2734 | 5,936.59 | .3104 | 14,858.76 | .2677 | 2,727.02-<br>1,678.89- |
| TOTAL MATERIALS | 4,504.20 | .2559 | 16,947.54 | .3515 | 7,136.79 | .3732 | 19,555.54 | .3523 | 2,632.59-<br>2,608.00- |
| MAINTENANCE | | | | | | | | | |
| BUILDING MATL. | .00 | .0000 | 140.10 | .0029 | .00 | .0000 | .00 | .0000 | .00<br>140.10 |

Data Documents, Inc. 02

| | JULY 75 | | YTD 75 | | JULY 74 | | YTD 74 | | VARIANCE |
|---|---|---|---|---|---|---|---|---|---|
| MACHINERY MATL. | 915.83 | .0520 | 1,357.97 | .0282 | 879.75 | .0460 | 1,876.28 | .0338 | 36.08<br>518.31- |
| KEGS MATERIAL | .00 | .0000 | 6.00- | .0001- | 5.00- | .0003- | 16.12- | .0003- | 5.00<br>10.12 |
| CONTRACTORS | 515.37 | .0293 | 2,963.90 | .0615 | 895.88 | .0468 | 3,869.53 | .0697 | 380.51-<br>905.63- |
| TOTAL MAINTENANCE | 1,431.20 | .0813 | 4,455.97 | .0924 | 1,770.63 | .0926 | 5,729.69 | .1032 | 339.43-<br>1,273.72- |
| GENERAL | | | | | | | | | |
| UTILITIES DIRECT CHGE. | 814.67 | .0463 | 2,324.73 | .0482 | 710.92 | .0372 | 2,163.71 | .0390 | 103.75<br>161.02 |
| POWER PLANT ALLOCATION | 8,157.36 | .4634 | 24,546.16 | .5092 | 8,901.71 | .4655 | 25,764.21 | .4642 | 744.35-<br>1,218.05- |
| MAINTENANCE ETC. | 7,635.88 | .4338 | 23,546.02 | .4884 | 8,960.77 | .4686 | 24,701.47 | .4450 | 1,324.89-<br>1,155.45- |
| UNCLASSIFIED L | .00 | .0000 | 41.25 | .0009 | .00 | .0000 | 41.25 | .0007 | .00<br>.00 |
| TOTAL GENERAL | 16,607.91 | .9435 | 50,458.16 | 1.0466 | 18,573.40 | .9712 | 52,670.64 | .9489 | 1,965.49-<br>2,212.48- |
| FIXED | | | | | | | | | |
| TAXES & LICENSES | 500.00 | .0284 | 1,300.00 | .0270 | 1,800.00 | .0941 | 4,950.00 | .0892 | 1,300.00-<br>3,650.00- |
| TAXES PAYROLL | 1,950.00 | .1108 | 5,820.00 | .1207 | 1,950.00 | .1020 | 5,820.00 | .1049 | .00<br>.00 |
| INSURANCE GENERAL | 439.00 | .0249 | 1,199.00 | .0249 | 277.00 | .0145 | 1,222.13 | .0220 | 162.00<br>23.13- |
| INSURANCE EMPLOYEES | 2,047.56 | .1163 | 6,072.68 | .1260 | 1,960.64 | .1025 | 5,781.28 | .1042 | 86.92<br>291.40 |
| RETIREES PENSION | 291.40 | .0166 | 940.33 | .0195 | 431.40 | .0226 | 1,294.20 | .0233 | 140.00-<br>353.87- |
| DEPRECIATION BUILDINGS | 140.00 | .0080 | 420.00 | .0087 | 1,458.47 | .0763 | 4,010.79 | .0723 | 1,318.47-<br>3,590.79- |
| DEPRECIATION MACHINERY | 195.31 | .0111 | 585.96 | .0122 | 2,846.15 | .1488 | 7,239.72 | .1304 | 2,650.84-<br>6,653.76- |

Data Documents, Inc. 02

| | JULY 75 | | YTD 75 | | JULY 74 | | YTD 74 | | VARIANCE |
|---|---|---|---|---|---|---|---|---|---|
| DEPRECIATION KEGS | .00 | .0000 | .00 | .0000 | 18,920.11 | .9893 | 51,905.31 | .9351 | 18,920.11-<br>51,905.31- |
| TOTAL FIXED | 5,563.27 | .3160 | 16,337.97 | .3389 | 29,643.77 | 1.5501 | 82,223.43 | 1.4814 | 24,080.50-<br>65,885.46- |
| COST OF RACKING | | | | | | | | | |
| TOTAL TOTAL | 51,309.17 | 2.9148 | 151,983.71 | 3.1525 | 81,421.29 | 4.2575 | 227,458.40 | 4.0980 | 30,112.12-<br>75,474.69- |
| BEER FROM CELLARS | 156,662.25 | 8.8997 | 435,385.73 | 9.0310 | 156,812.70 | 8.1998 | 448,289.30 | 8.0766 | 150.45-<br>12,903.57- |
| TOTAL KEG BEER COST | 207,971.42 | 11.8145 | 587,369.44 | 12.1836 | 238,233.99 | 12.4573 | 675,747.70 | 12.1745 | 30,262.57-<br>88,378.26- |

Data Documents, Inc. 02

| | JULY 75 | | YTD 75 | | JULY 74 | | YTD 74 | | VARIANCE |
|---|---|---|---|---|---|---|---|---|---|
| BARRELS BOTTLED | 61,640 | | 180,749 | | 60,922 | | 194,436 | | 718<br>13,687- |
| CASES BOTTLED | 827,486 | | 2,425,358 | | 804,581 | | 2,580,246 | | 22,905<br>154,888- |
| WAGES AND SALARIES | AMOUNT | PER CASE | AMOUNT | PER CASE | AMOUNT | PER CASE | AMOUNT | PER CASE | |
| BOTTLEHOUSE LINES ETC. | 90,133.10 | .1089 | 246,189.65 | .1015 | 85,484.68 | .1062 | 267,641.48 | .1037 | 4,648.42<br>21,451.83- |
| GOV. CELLAR | 2,878.72 | .0034 | 8,189.86 | .0033 | 2,806.42 | .0034 | 8,424.14 | .0032 | 72.30<br>234.28- |
| ASSEMBLING CASES MISC. | 6,230.61 | .0075 | 21,313.68 | .0087 | 6,623.88 | .0082 | 17,197.25 | .0066 | 393.27-<br>4,116.43 |
| CLEANUP | 15,702.06 | .0189 | 44,627.84 | .0184 | 16,021.29 | .0199 | 45,360.31 | .0175 | 319.23-<br>732.47- |
| OILERS | 3,248.01 | .0039 | 9,642.35 | .0039 | 2,211.46 | .0027 | 8,337.98 | .0032 | 1,036.55<br>1,304.37 |
| LOADING | 6,471.00 | .0078 | 17,765.97 | .0073 | 5,751.97 | .0071 | 18,031.01 | .0069 | 719.03<br>265.04- |
| UNLOADING | 7,998.53 | .0096 | 20,689.30 | .0085 | 9,375.07 | .0116 | 26,322.62 | .0102 | 1,376.54-<br>5,633.32- |
| SORTING | 10,943.23 | .0132 | 30,719.19 | .0126 | 13,827.13 | .0171 | 36,665.45 | .0142 | 2,883.90-<br>5,946.26- |
| CLERICAL BOTTLING | 1,391.01 | .0016 | 4,185.84 | .0017 | 1,367.43 | .0017 | 3,950.27 | .0015 | 23.58<br>235.57 |
| CLERICAL WAREHOUSE | 4,080.08 | .0049 | 11,674.02 | .0048 | 4,058.40 | .0050 | 12,168.36 | .0047 | 21.68<br>494.34- |
| FOREMEN BOTTLING | 10,209.18 | .0123 | 30,627.54 | .0126 | 11,034.14 | .0137 | 33,102.42 | .0128 | 824.96-<br>2,474.88- |
| FOREMEN WAREHOUSE | 5,240.02 | .0063 | 15,720.06 | .0064 | 4,939.98 | .0061 | 14,819.94 | .0057 | 300.04<br>900.12 |
| VACATION | 28,200.00 | .0340 | 79,900.00 | .0329 | 33,840.00 | .0420 | 95,880.00 | .0371 | 5,640.00-<br>15,980.00- |
| HOLIDAY | 10,440.00 | .0126 | 29,580.00 | .0122 | 12,240.00 | .0152 | 34,680.00 | .0134 | 1,800.00-<br>5,100.00- |
| PENSION | 7,050.50 | .0085 | 26,475.00 | .0109 | 8,786.50 | .0109 | 29,270.25 | .0113 | 1,736.00-<br>2,795.25- |

Data Documents, Inc. 02

| | JULY 75 | | YTD 75 | | JULY 74 | | YTD 74 | | VARIANCE |
|---|---|---|---|---|---|---|---|---|---|
| TOTAL WAGES | 210,216.05 | .2540 | 597,300.30 | .2462 | 218,368.35 | .2714 | 651,851.48 | .2526 | 8,152.30-<br>54,551.18- |
| MATERIALS AND SUPPLIES | | | | | | | | | |
| CROWNS | 27,954.36 | .0337 | 80,558.11 | .0332 | 18,285.93 | .0227 | 64,013.96 | .0248 | 9,668.43<br>16,544.15 |
| LABELS | 24,058.27 | .0290 | 75,983.19 | .0313 | 20,774.92 | .0258 | 65,465.48 | .0253 | 3,283.35<br>10,517.71 |
| CAUSTIC | 3,726.61 | .0045 | 11,076.98 | .0045 | 4,350.05 | .0054 | 11,664.73 | .0045 | 623.44-<br>587.75- |
| PARTITIONS, ETC. | 2,164.00 | .0026 | 6,103.78 | .0025 | 1,354.65 | .0016 | 14,406.88 | .0055 | 809.35<br>8,303.10- |
| BY PRODUCT SALES | 166.68 | .0002 | 530.72 | .0002 | 414.53- | .0005- | 903.98- | .0003- | 581.21<br>1,434.70 |
| UNCLASSIFIED | 7,441.98 | .0090 | 22,335.82 | .0092 | 9,219.89 | .0114 | 24,813.94 | .0096 | 1,777.91-<br>2,478.12- |
| TOTAL MATERIALS | 65,511.90 | .0791 | 196,588.60 | .0810 | 53,570.91 | .0665 | 179,461.01 | .0695 | 11,940.99<br>17,127.59 |
| MAINTENANCE | | | | | | | | | |
| BOTTLEHOUSE BLDG MATL. | 199.01 | .0002 | 491.51 | .0002 | 112.73 | .0001 | 400.10 | .0001 | 86.28<br>91.41 |
| BOTTLEHOUSE MACH MATL. | 5,470.47 | .0066 | 31,718.82 | .0130 | 7,111.77 | .0088 | 30,439.46 | .0118 | 1,641.30-<br>1,279.36 |
| WAREHOUSE BLDG MATL. | .00 | .0000 | .00 | .0000 | 89.96 | .0001 | 8,745.52- | .0033- | 89.96-<br>8,745.52 |
| WAREHOUSE MACH MATL. | 217.52 | .0002 | 1,200.70 | .0005 | 290.17 | .0003 | 459.63 | .0001 | 72.65-<br>741.07 |
| CONTRACTORS | 9,740.40 | .0117 | 30,000.99 | .0123 | 10,644.05 | .0132 | 26,631.95 | .0103 | 903.65-<br>3,369.04 |
| TOTAL MAINTENANCE | 15,627.40 | .0188 | 63,412.02 | .0261 | 18,248.68 | .0226 | 49,185.62 | .0190 | 2,621.28-<br>14,226.40 |
| GENERAL | | | | | | | | | |
| BEER CONSUMED | 574.80 | .0007 | 1,908.90 | .0007 | 666.25 | .0008 | 1,765.45 | .0006 | 91.45-<br>143.45 |

Data Documents, Inc. 02

| | JULY 75 | | YTD 75 | | JULY 74 | | YTD 74 | | VARIANCE |
|---|---|---|---|---|---|---|---|---|---|
| UTILITIES DIRECT CHGE. | 5,619.13 | .0068 | 15,597.74 | .0064 | 4,352.19 | .0054 | 13,244.00 | .0051 | 1,266.94<br>2,353.74 |
| POWER PLANT ALLOCATION | 20,846.58 | .0252 | 62,729.08 | .0258 | 22,748.80 | .0282 | 65,841.85 | .0255 | 1,902.22-<br>3,112.77- |
| PLANT MAINTENANCE ETC. | 51,754.32 | .0625 | 159,589.76 | .0658 | 60,734.13 | .0754 | 167,421.15 | .0648 | 8,979.81-<br>7,831.39- |
| UNCLASSIFIED | 372.80 | .0004 | 2,942.24 | .0012 | 1,175.94 | .0014 | 2,234.44 | .0008 | 803.14-<br>707.80 |
| TOTAL GENERAL | 79,167.63 | .0956 | 242,767.72 | .1001 | 89,677.31 | .1114 | 250,506.89 | .0970 | 10,509.68-<br>7,739.17- |
| FIXED | | | | | | | | | |
| TAXES & LICENSES | 3,100.00 | .0037 | 8,000.00 | .0033 | 11,400.00 | .0141 | 32,300.00 | .0125 | 8,300.00-<br>24,300.00- |
| TAXES PAYROLL | 22,130.00 | .0267 | 62,630.00 | .0258 | 22,630.00 | .0281 | 65,130.00 | .0252 | 500.00-<br>2,500.00- |
| INSURANCE GENERAL | 1,181.00 | .0014 | 3,235.00 | .0013 | 745.00 | .0009 | 3,307.49 | .0012 | 436.00<br>72.49- |
| INSURANCE EMPLOYEES | 22,586.97 | .0273 | 66,981.71 | .0276 | 25,333.82 | .0314 | 73,929.50 | .0286 | 2,746.85-<br>6,947.79- |
| PENSION TRUST | 2,200.00 | .0026 | 6,600.00 | .0027 | 1,965.00 | .0024 | 5,895.00 | .0022 | 235.00<br>705.00 |
| RETIREES PENSION | 1,553.60 | .0018 | 5,082.24 | .0021 | 1,919.82 | .0023 | 5,759.46 | .0022 | 366.22-<br>677.22- |
| RENTALS | 525.00 | .0006 | 1,575.00 | .0006 | 525.01 | .0006 | 1,575.01 | .0006 | .01-<br>.01- |
| DEPRECIATION BH BLDG. | 303.75 | .0003 | 911.25 | .0003 | 3,532.86 | .0044 | 10,009.77 | .0038 | 3,229.11-<br>9,098.52- |
| DEPRECIATION WH BLDG. | 98.33 | .0001 | 295.03 | .0001 | 1,639.86 | .0020 | 4,646.27 | .0018 | 1,541.53-<br>4,351.24- |
| DEPRECIATION BH MACH. | 2,565.63 | .0031 | 7,696.83 | .0031 | 26,421.71 | .0328 | 72,627.14 | .0281 | 23,856.08-<br>64,930.31- |
| DEPRECIATION WH MACH. | 37.50 | .0000 | 112.50 | .0000 | 462.64 | .0005 | 1,310.81 | .0005 | 425.14-<br>1,198.31- |
| DEPRECIATION LIFT TRKS | 241.67 | .0003 | 724.97 | .0003 | 4,316.04 | .0053 | 12,228.78 | .0047 | 4,074.37-<br>11,503.81- |

| | JULY 75 | | YTD 75 | | JULY 74 | | YTD 74 | | VARIANCE |
|---|---|---|---|---|---|---|---|---|---|
| DEPRECIATION CARTONS | 1,768.55 | .0021 | 2,625.87 | .0010 | 25,214.90 | .0313 | 69,108.88 | .0267 | 23,446.35-<br>66,483.01- |
| DEPRECIATION BOTTLES | .00 | .0000 | .00 | .0000 | 19,372.15 | .0240 | 56,246.79 | .0218 | 19,372.15-<br>56,246.79- |
| TOTAL FIXED | 58,292.00 | .0704 | 166,470.40 | .0686 | 145,478.81 | .1808 | 414,074.90 | .1604 | 87,186.81-<br>247,604.50- |
| ---------- | | | | | | | | | |
| TOTAL TOTAL | 428,814.98 | .5182 | 1,266,539.04 | .5222 | 525,344.06 | .6529 | 1,545,079.90 | .5988 | 96,529.08-<br>278,540.86- |
| BEER FROM CELLARS | 548,596.00 | .6629 | 1,631,782.60 | .6728 | 499,560.40 | .6209 | 1,566,955.20 | .6072 | 49,035.60<br>64,827.40 |
| TOTAL CASE BEER COST | 977,410.98 | 1.1811 | 2,898,321.64 | 1.1950 | 1,024,904.46 | 1.2738 | 3,112,035.10 | 1.2061 | 47,493.48-<br>213,713.46- |

Data Documents, Inc. 02

| | JULY 75 | YTD 75 | JULY 74 | YTD 74 | VARIANCE |
|---|---|---|---|---|---|
| WAGES AND SALARIES | AMOUNT | AMOUNT | AMOUNT | AMOUNT | |
| ENGINEERS | 14,772.24 | 42,353.30 | 14,838.72 | 39,700.36 | 66.48-<br>2,652.94 |
| FIREMEN & OILERS | 18,034.52 | 48,644.54 | 18,021.35 | 49,316.86 | 13.17<br>672.32- |
| VACATION | 3,960.00 | 12,240.00 | 3,960.00 | 12,240.00 | .00<br>.00 |
| HOLIDAY | 1,430.00 | 4,420.00 | 1,430.00 | 4,420.00 | .00<br>.00 |
| PENSION | 1,019.00 | 3,225.00 | 901.00 | 2,915.00 | 118.00<br>310.00 |
| TOTAL WAGES | 39,215.76 | 110,882.84 | 39,151.07 | 108,592.22 | 64.69<br>2,290.62 |
| MATERIALS AND SUPPLIES | | | | | |
| FUEL | 25,261.60 | 74,942.40 | 20,646.05 | 62,584.70 | 4,615.55<br>12,357.70 |
| AMMONIA & WATER | 144.42 | 7,023.12 | 4,887.56 | 8,512.99 | 4,743.14-<br>1,489.87- |
| OIL, GREASE ETC. | 327.61 | 327.61 | .00 | 178.10 | 327.61<br>149.51 |
| UNCLASSIFIED | 7.23 | 23.71 | 14.99 | 65.34 | 7.76-<br>41.63- |
| TOTAL MATERIALS | 25,740.86 | 82,316.84 | 25,548.60 | 71,341.13 | 192.26<br>10,975.71 |
| MAINTENANCE | | | | | |
| MACHINERY MATL. | 731.52 | 2,982.77 | 587.46 | 1,273.58 | 144.06<br>1,709.19 |
| ICE MACHINE MATL. | 221.33 | 448.10 | .00 | 375.06 | 221.33<br>73.04 |
| WELLS MATL. | 674.75 | 674.75 | 1,088.75 | 1,088.75 | 414.00-<br>414.00- |

Data Documents, Inc. 02

| | JULY 75 | YTD 75 | JULY 74 | YTD 74 | VARIANCE |
|---|---|---|---|---|---|
| CONTRACTORS | 402.24 | 2,882.08 | 1,467.16 | 4,364.92 | 1,064.92-<br>1,482.84- |
| TOTAL MAINTENANCE | 2,029.84 | 6,987.70 | 3,143.37 | 7,102.31 | 1,113.53-<br>114.61- |
| GENERAL | | | | | |
| UTILITIES DIRECT CHGE. | 7,271.05 | 20,702.65 | 6,316.63 | 19,265.44 | 954.42<br>1,437.21 |
| SEWAGE | 10,000.00 | 33,000.00 | 12,000.00 | 40,500.00 | 2,000.00-<br>7,500.00- |
| UNCLASSIFIED | 56.00 | 173.64 | 118.00 | 455.20 | 62.00-<br>281.56- |
| TOTAL GENERAL | 17,327.05 | 53,876.29 | 18,434.63 | 60,220.64 | 1,107.58-<br>6,344.35- |
| FIXED | | | | | |
| TAXES & LICENSES | 200.00 | 500.00 | 440.00 | 1,360.00 | 240.00-<br>860.00- |
| TAXES PAYROLL | 2,190.00 | 6,570.00 | 2,190.00 | 6,570.00 | .00<br>.00 |
| INSURANCE GENERAL | 982.25 | 2,796.75 | 1,046.25 | 3,724.59 | 64.00-<br>927.84- |
| INSURANCE EMPLOYEES | 2,570.00 | 7,660.00 | 2,145.00 | 6,315.00 | 425.00<br>1,345.00 |
| RETIREES PENSION | 30.00 | 90.00 | 30.00 | 90.00 | .00<br>.00 |
| DEPRECIATION BUILDING | 41.67 | 124.97 | 640.92 | 1,981.03 | 599.25-<br>1,856.06- |
| DEPRECIATION MACHINERY | 170.31 | 510.96 | 2,454.50 | 7,586.64 | 2,284.19-<br>7,075.68- |
| DEPRECIATION ICE MACH. | 62.50 | 187.50 | 1,624.37 | 5,020.78 | 1,561.87-<br>4,833.28- |
| DEPRECIATION WELLS | 77.08 | 231.28 | 2,059.13 | 6,364.58 | 1,982.05-<br>6,133.30- |
| TOTAL FIXED | 6,323.81 | 18,671.46 | 12,630.17 | 39,012.62 | 6,306.36-<br>20,341.16- |

Data Documents, Inc. 02

| | JULY 75 | YTD 75 | JULY 74 | YTD 74 | VARIANCE |
|---|---|---|---|---|---|
| POWER PLANT | | | | | |
| ALLOCATED TO BREWING | 90,637.32 | 272,735.13 | 98,907.84 | 286,268.92 | 8,270.52-<br>13,533.79- |
| RACKING AND BOTTLING | | | | | |

Data Documents, Inc. 02

| | JULY 75 | YTD 75 | JULY 74 | YTD 74 | VARIANCE |
|---|---|---|---|---|---|
| WAGES AND SALARIES | AMOUNT | AMOUNT | AMOUNT | AMOUNT | |
| CARPENTERS | 5,221.77 | 16,816.17 | 7,748.64 | 22,090.19 | 2,526.87-<br>5,274.02- |
| MACHINISTS | 18,869.71 | 54,463.51 | 20,693.13 | 61,970.23 | 1,823.42-<br>7,506.72- |
| PLUMBERS | 10,352.26 | 32,304.42 | 9,769.25 | 31,399.04 | 583.01<br>905.38 |
| ELECTRICIANS | 1,438.77 | 5,023.50 | 1,951.91 | 5,552.97 | 513.14-<br>529.47- |
| JANITORS & WATCHMEN | 4,769.67 | 13,191.43 | 4,683.77 | 12,805.73 | 85.90<br>385.70 |
| LABORERS | 1,500.75 | 4,205.95 | 1,400.80 | 4,446.15 | 99.95<br>240.20- |
| PAYROLL & CLERICAL | 2,750.54 | 7,605.99 | 2,709.08 | 6,869.58 | 41.46<br>736.41 |
| FOREMEN | 966.66 | 6,099.98 | 2,416.66 | 7,249.98 | 1,450.00-<br>1,150.00- |
| VACATION | 4,510.00 | 13,940.00 | 4,180.00 | 12,920.00 | 330.00<br>1,020.00 |
| HOLIDAY | 1,815.00 | 5,610.00 | 1,815.00 | 5,610.00 | .00<br>.00 |
| PENSION | 1,604.69 | 6,035.56 | 2,066.85 | 6,296.74 | 462.16-<br>261.18- |
| UNCLASSIFIED | 2,603.18 | 8,324.93 | 2,567.06 | 6,897.47 | 36.12<br>1,427.46 |
| WAGES CAPITALIZED, ETC | .00 | 1,366.72- | 1,699.36- | 13,695.26- | 1,699.36<br>12,328.54 |
| TOTAL WAGES | 56,403.00 | 172,254.72 | 60,302.79 | 170,412.82 | 3,899.79-<br>1,841.90 |
| MATERIALS AND SUPPLIES | | | | | |
| CARPENTRY | 1,218.36 | 4,529.36 | 5,177.55 | 6,529.77 | 3,959.19-<br>2,000.41- |

Data Documents Inc. 02

| | JULY 75 | YTD 75 | JULY 74 | YTD 74 | VARIANCE |
|---|---|---|---|---|---|
| AUTOMOTIVE | 87.90 | 267.60 | 138.34 | 294.65 | 50.44-<br>27.05- |
| MACHINAL | 1,140.11 | 5,537.05 | 807.58 | 4,727.39 | 332.53<br>809.66 |
| PLUMBING | 2,409.87 | 7,634.73 | 5,418.69 | 11,648.39 | 3,008.82-<br>4,013.66- |
| ELECTRICAL | 2,499.40 | 5,547.17 | 2,845.77 | 8,124.72 | 346.37-<br>2,577.55- |
| UNCLASSIFIED | 572.78 | 1,303.37 | 222.24 | 1,275.54 | 350.54<br>27.83 |
| TOTAL MATERIALS | 7,928.42 | 24,819.28 | 14,610.17 | 32,600.46 | 6,681.75-<br>7,781.18- |
| MAINTENANCE | | | | | |
| MACHINERY | 13.66 | 38.56 | 126.02 | 306.95 | 112.36-<br>268.39- |
| AUTOMOTIVE | 5.00 | 157.06 | .00 | 5.00 | 5.00<br>152.06 |
| CONTRACTORS | 1,194.15 | 5,851.18 | 1,989.57 | 5,162.35 | 795.42-<br>688.83 |
| TOTAL MAINTENANCE | 1,212.81 | 6,046.80 | 2,115.59 | 5,474.30 | 902.78-<br>572.50 |
| GENERAL | | | | | |
| BEER CONSUMED | 138.00 | 412.80 | 162.50 | 348.50 | 24.50-<br>64.30 |
| A.D.T. SERVICE | 519.50 | 519.50 | 379.00 | 379.00 | 140.50<br>140.50 |
| GUARD SERVICE | 1,783.69 | 5,266.13 | 2,906.45 | 7,425.89 | 1,122.76-<br>2,159.76- |
| LAWN SERVICE | 798.69 | 3,334.98 | 1,175.67 | 2,697.22 | 376.98-<br>637.76 |
| UNCLASSIFIED | 361.10 | 2,140.59 | 395.96 | 1,765.29 | 34.86-<br>375.30 |
| TOTAL GENERAL | 3,600.98 | 11,674.00 | 5,019.58 | 12,615.90 | 1,418.60-<br>941.90- |

Data Documents, Inc. 02

| | JULY 75 | YTD 75 | JULY 74 | YTD 74 | VARIANCE |
|---|---|---|---|---|---|
| FIXED | | | | | |
| TAXES & LICENSES | 503.75 | 1,303.75 | 1,540.00 | 4,760.00 | 1,036.25-<br>3,456.25- |
| TAXES PAYROLL | 6,100.00 | 18,250.00 | 5,800.00 | 17,350.00 | 300.00<br>900.00 |
| INSURANCE GENERAL | 1,303.90 | 3,495.63 | 669.04 | 2,800.24 | 634.86<br>695.39 |
| INSURANCE EMPLOYEES | 5,780.73 | 17,749.76 | 5,637.96 | 16,629.22 | 142.77<br>1,120.54 |
| PENSION TRUST | 560.00 | 1,680.00 | 330.00 | 990.00 | 230.00<br>690.00 |
| RETIREES PENSION | 1,310.38 | 3,931.14 | 1,310.38 | 3,931.14 | .00<br>.00 |
| DEPRECIATION BUILDINGS | 64.17 | 192.47 | 617.32 | 1,908.09 | 553.15-<br>1,715.62- |
| DEPRECIATION MACHINERY | 75.00 | 225.00 | 832.20 | 2,580.56 | 757.20-<br>2,355.56- |
| DEPR. YARD IMPROVMENTS | .00 | .00 | 376.90 | 1,164.96 | 376.90-<br>1,164.96- |
| DEPR. AUTOMOTIVE | .00 | .00 | 402.21 | 1,243.19 | 402.21-<br>1,243.19- |
| TOTAL FIXED | 15,697.93 | 46,827.75 | 17,516.01 | 53,357.40 | 1,818.08-<br>6,529.65- |
| GENERAL PLANT | | | | | |
| ALLOCATED TO BREWING, RACKING AND BOTTLING | 84,843.14 | 261,622.55 | 99,564.14 | 274,460.88 | 14,721.00-<br>12,838.33- |

| | JULY 75 | YTD 75 | | JULY 74 | YTD 74 | | VARIANCE | CURRENT |
|---|---|---|---|---|---|---|---|---|
| BARRELS SOLD | 76,729 | 225,095 | | 78,594 | 244,932 | | 1,865-<br>19,837- | YEAR BUDGET |
| MEDIA | AMOUNT | AMOUNT | PER BBL | AMOUNT | AMOUNT | PER BBL | | |
| POSTERS | 70.56 | 70.56 | .0003 | 12,808.00 | 38,424.00 | .1569 | 12,737.44-<br>38,353.44- | 40,000 |
| PAINTED BULLETINS | 12,340.16 | 38,851.48 | .1726 | 19,414.69 | 58,783.94 | .2400 | 7,074.53-<br>19,932.46- | 200,000 |
| TELEVISION | 149,106.00 | 170,841.50 | .7590 | 19,135.00 | 75,214.00 | .3071 | 129,971.00<br>95,627.50 | 320,000 |
| RADIO | 71,378.65 | 72,878.17 | .3238 | 36,142.06 | 82,880.85 | .3384 | 35,236.59<br>10,002.68- | 200,000 |
| COLLEGE & NEWSPAPER | 218.76 | 9,558.48 | .0425 | 28,418.04 | 29,586.11 | .1208 | 28,199.28-<br>20,027.63- | 40,000 |
| MISC PUBLICATIONS | 747.75 | 13,350.93 | .0593 | 376.41 | 6,669.32 | .0272 | 371.34<br>6,681.61 | 20,000 |
| TOTAL MEDIA | 233,861.88 | 305,551.12 | 1.3574 | 116,294.20 | 291,558.22 | 1.1904 | 117,567.68<br>13,992.90 | 820,000 |
| PRODUCTION | | | | | | | | |
| POSTERS | .00 | 52.28 | .0002 | 1,540.77 | 15,379.65 | .0628 | 1,540.77-<br>15,327.37- | 2,000 |
| PAINTED BULLETINS | .00 | .00 | .0000 | .00 | 1,328.09 | .0054 | .00<br>1,328.09- | 13,000 |
| TELEVISION | 29,541.38 | 29,796.38 | .1324 | 4,447.13 | 9,083.63 | .0371 | 25,094.25<br>20,712.75 | 130,000 |
| RADIO | 4,419.30 | 9,122.67 | .0405 | 980.50 | 1,481.88 | .0061 | 3,438.80<br>7,640.79 | 30,000 |
| MISCELLANEOUS | 1,616.65 | 2,852.95 | .0127 | 103.73 | 1,207.92 | .0049 | 1,512.92<br>1,645.03 | 15,000 |
| TOTAL PRODUCTION | 35,577.33 | 41,824.28 | .1858 | 7,072.13 | 28,481.17 | .1163 | 28,505.20<br>13,343.11 | 190,000 |
| SALES PROMOTION | | | | | | | | |
| PERMANENT P O P | 22,131.71 | 46,323.29 | .2058 | 6,071.00 | 33,695.28 | .1376 | 16,060.71<br>12,628.01 | 25,000 |

| | JULY 75 | YTD 75 | | JULY 74 | YTD 74 | | VARIANCE | CURRENT |
|---|---|---|---|---|---|---|---|---|
| MERCHANDISING P O P | 3,337.59 | 3,864.87 | .0172 | 5,580.45- | 3,136.90- | .0128- | 8,918.04<br>7,001.77 | 40,000 |
| SALES PROMOTION ITEMS | 1,385.34- | 154.68 | .0007 | 4,440.18 | 6,766.17 | .0276 | 5,825.52-<br>6,611.49- | 20,000 |
| PRICE CARDS ETC. | 837.20 | 837.20 | .0037 | 79.04 | 1,521.52 | .0062 | 758.16<br>684.32- | 13,000 |
| MISC. PRINTED MATERIAL | 1,365.75 | 3,888.72 | .0173 | 1,915.76 | 23,048.34 | .0941 | 550.01-<br>19,159.62- | 20,000 |
| DIAMOND PUBLICATION | 885.15 | 885.15 | .0039 | .00 | .00 | .0000 | 885.15<br>885.15 | 3,000 |
| FILMS | .00 | 286.00 | .0013 | 50.00 | 185.96 | .0008 | 50.00-<br>100.04 | 0 |
| TRUCK PAINTING | .00 | 1,337.60 | .0059 | 1,365.92 | 3,064.98 | .0125 | 1,365.92-<br>1,727.38- | 7,000 |
| UNIFORMS DISTRIBUTORS | 705.96 | 1,921.30 | .0085 | 296.59 | 1,467.84 | .0060 | 409.37<br>453.46 | 5,000 |
| WALL SIGNS | 978.66 | 1,013.66 | .0045 | 150.00 | 150.00 | .0006 | 828.66<br>863.66 | 6,000 |
| SPORT & FLOAT FEES | 6,100.00 | 6,997.80 | .0311 | 2,615.00 | 6,849.40 | .0280 | 3,485.00<br>148.40 | 12,000 |
| FREIGHT ON SHIPMENTS | 65.17 | 161.25 | .0007 | 30.09 | 111.97 | .0005 | 35.08<br>49.28 | 0 |
| MISCELLANEOUS | 3,849.49 | 6,730.16 | .0299 | 3,360.51 | 4,134.49 | .0169 | 488.98<br>2,595.67 | 9,000 |
| TOTAL SALES PROMOTION | 38,871.34 | 74,401.68 | .3305 | 14,793.64 | 77,859.05 | .3179 | 24,077.70<br>3,457.37- | 160,000 |
| SIGN COST & MAINTENANCE | | | | | | | | |
| AMORT. OUTDOOR SIGNS | .00 | .00 | .0000 | 4,298.18 | 12,122.02 | .0495 | 4,298.18-<br>12,122.02- | 5,000 |
| AMORT. INDOOR SIGNS | .00 | .00 | .0000 | 2,876.85 | 7,911.34 | .0323 | 2,876.85-<br>7,911.34- | 0 |
| HANG SIGNS - KAUFMAN | 4,621.07 | 16,717.69 | .0743 | 4,153.73 | 15,069.81 | .0615 | 467.34<br>1,647.88 | 40,000 |
| SIGN MAINT - KAUFMAN | 5,810.53 | 18,205.70 | .0809 | 4,289.32 | 20,138.70 | .0822 | 1,521.21<br>1,933.00- | 40,000 |

| | JULY 75 | YTD 75 | | JULY 74 | YTD 74 | | VARIANCE | CURRENT |
|---|---|---|---|---|---|---|---|---|
| DISTR. SIGN REIMB. | 4,680.89 | 7,379.52 | .0328 | 2,537.44 | 5,437.73 | .0222 | 2,143.45<br>1,941.79 | 17,000 |
| TAXES & LICENSES | 543.47 | 1,113.66 | .0049 | 498.49 | 1,461.44 | .0060 | 44.98<br>347.78- | 3,000 |
| TOTAL SIGN COST | 15,655.96 | 43,416.57 | .1929 | 18,654.01 | 62,141.04 | .2537 | 2,998.05-<br>18,724.47- | 105,000 |
| PERSONNEL | | | | | | | | |
| AD MANAGERS | 1,458.34 | 4,375.02 | .0194 | 1,291.66 | 3,874.98 | .0158 | 166.68<br>500.04 | 15,000 |
| STORERCOM AND CLERICAL | 2,693.72 | 7,792.04 | .0346 | 1,800.44 | 5,995.91 | .0245 | 893.28<br>1,796.13 | 21,000 |
| TRAVEL & ENTERTAINMENT | 1,009.34 | 2,928.06 | .0130 | 475.80 | 1,290.98 | .0053 | 533.54<br>1,637.08 | 3,000 |
| PAYROLL TAXES | 190.00 | 570.00 | .0025 | 190.00 | 570.00 | .0023 | .00<br>.00 | 1,000 |
| EMPLOYEE INSURANCE | 264.83 | 880.10 | .0039 | 339.44 | 1,018.32 | .0042 | 74.61-<br>138.22- | 2,000 |
| GENERAL INSURANCE | 40.00 | 119.00 | .0005 | 27.78 | 83.34 | .0003 | 12.22<br>35.66 | 0 |
| PENSION TRUST | 215.00 | 645.00 | .0029 | 225.00 | 675.00 | .0028 | 10.00-<br>30.00- | 3,000 |
| TOTAL PERSONNEL | 5,871.23 | 17,309.22 | .0769 | 4,350.12 | 13,508.53 | .0552 | 1,521.11<br>3,800.69 | 45,000 |
| ADVERTISING EXPENSE | | | | | | | | |
| TOTAL ADVERTISING | 329,837.74 | 482,502.87 | 2.1436 | 161,164.10 | 473,548.01 | 1.9334 | 168,673.64<br>8,954.86 | 1,320,000 |
| TOTAL PREPAID | 107,839.76- | 130,319.52 | .5790 | 49,000.00 | 119,000.00 | .4858 | 156,839.76-<br>11,319.52 | 0 |
| TOTAL INCOME STATEMENT | 221,997.98 | 612,822.39 | 2.7225 | 210,164.10 | 592,548.01 | 2.4192 | 11,833.88<br>20,274.38 | 1,320,000 |

Data Documents, Inc. 02

| | JULY 75 | | YTD 75 | | JULY 74 | | YTD 74 | | VARIANCE |
|---|---|---|---|---|---|---|---|---|---|
| BARRELS SOLD | 76,729 | | 225,095 | | 78,594 | | 244,932 | | 1,865-<br>19,837- |
| WAGES AND SALARIES | AMOUNT | PER BBL | AMOUNT | PER BBL | AMOUNT | PER BBL | AMOUNT | PER BBL | |
| PUMP SHOP | 1,190.88 | .0155 | 3,002.07 | .0133 | 832.71 | .0106 | 2,622.45 | .0107 | 358.17<br>379.62 |
| SALESMEN CITY | 2,510.84 | .0327 | 5,942.52 | .0264 | 1,083.34 | .0138 | 3,250.02 | .0133 | 1,427.50<br>2,692.50 |
| SALESMEN COUNTRY | 13,148.47 | .1714 | 40,596.14 | .1804 | 11,757.90 | .1496 | 34,109.76 | .1393 | 1,390.57<br>6,486.38 |
| CLERICAL | 1,990.00 | .0259 | 5,970.00 | .0265 | 1,395.00 | .0177 | 5,185.00 | .0212 | 595.00<br>785.00 |
| TOUR GUIDES | 1,715.58 | .0224 | 4,388.01 | .0195 | 2,029.43 | .0258 | 4,433.72 | .0181 | 313.85-<br>45.71- |
| SALES MANAGERS | 10,349.98 | .1349 | 31,049.94 | .1379 | 7,016.66 | .0893 | 21,049.98 | .0859 | 3,333.32<br>9,999.96 |
| VACATION PUMP SHOP | 360.00 | .0047 | 990.00 | .0044 | 360.00 | .0046 | 990.00 | .0040 | .00<br>.00 |
| HOLIDAY PUMP SHOP | 180.00 | .0023 | 495.00 | .0022 | 180.00 | .0023 | 495.00 | .0020 | .00<br>.00 |
| PENSION PUMP SHOP | .00 | .0000 | 252.00 | .0011 | 78.00 | .0010 | 312.00 | .0013 | 78.00-<br>60.00- |
| TOTAL WAGES | 31,445.75 | .4098 | 92,685.68 | .4118 | 24,733.04 | .3147 | 72,447.93 | .2958 | 6,712.71<br>20,237.75 |
| SUPPLIES | | | | | | | | | |
| SAMPLES | 2,968.20 | .0387 | 7,003.36 | .0311 | 607.12 | .0077 | 3,445.17 | .0141 | 2,361.08<br>3,558.19 |
| PUMP SHOP | 242.17- | .0032- | 2,323.31 | .0103 | 1,408.33- | .0179- | 740.97- | .0030- | 1,166.16<br>3,064.28 |
| AUTOMOTIVE | 61.06 | .0008 | 227.20 | .0010 | 90.79 | .0012 | 257.63 | .0011 | 29.73-<br>30.43- |
| STATIONERY & PRINTING | 9.47 | .0001 | 99.06 | .0004 | 334.14 | .0043 | 1,064.73 | .0043 | 324.67-<br>965.67- |
| TOTAL SUPPLIES | 2,796.56 | .0364 | 9,652.93 | .0429 | 376.28- | .0048- | 4,026.56 | .0164 | 3,172.84<br>5,626.37 |

Data Documents, Inc. 02

| | JULY 75 | | YTD 75 | | JULY 74 | | YTD 74 | | VARIANCE |
|---|---|---|---|---|---|---|---|---|---|
| MAINTENANCE | | | | | | | | | |
| CUSTOMERS EQUIP. LABOR | 1,073.32 | .0140 | 2,793.96 | .0124 | 982.33 | .0125 | 3,167.24 | .0129 | 90.99<br>373.28- |
| AUTOMOTIVE | .00 | .0000 | 258.79 | .0011 | 14.12 | .0002 | 105.40 | .0004 | 14.12-<br>153.39 |
| TOTAL MAINTENANCE | 1,073.32 | .0140 | 3,052.75 | .0136 | 996.45 | .0127 | 3,272.64 | .0134 | 76.87<br>219.89- |
| GENERAL | | | | | | | | | |
| EXECUTIVE EXPENSES | 827.86 | .0108 | 1,997.95 | .0089 | 895.36 | .0114 | 2,475.49 | .0101 | 67.50-<br>477.54- |
| SALES MANAGERS EXP. | 5,087.23 | .0663 | 12,693.69 | .0564 | 3,690.93 | .0470 | 9,653.05 | .0394 | 1,396.30<br>3,040.64 |
| SALESMENS EXP. CITY | 813.76 | .0106 | 2,434.89 | .0108 | 533.78 | .0068 | 1,499.60 | .0061 | 279.98<br>935.29 |
| SALESMENS EXP. COUNTRY | 10,489.65 | .1367 | 27,499.70 | .1222 | 9,416.27 | .1198 | 25,715.86 | .1050 | 1,073.38<br>1,783.84 |
| TELEPHONE | 1,115.59 | .0145 | 3,483.59 | .0155 | 759.55 | .0097 | 2,581.05 | .0105 | 356.04<br>902.54 |
| CONVENTIONS, ETC. | 2,080.00 | .0271 | 5,390.10 | .0239 | 470.00 | .0060 | 7,064.27 | .0288 | 1,610.00<br>1,674.17- |
| UNCLASSIFIED | 5,907.25 | .0770 | 11,933.60 | .0530 | 4,967.21 | .0632 | 11,921.66 | .0487 | 940.04<br>11.94 |
| TOTAL GENERAL | 26,321.34 | .3430 | 65,433.52 | .2907 | 20,733.10 | .2638 | 60,910.98 | .2487 | 5,588.24<br>4,522.54 |
| FIXED | | | | | | | | | |
| TAXES PROPERTY | 627.00 | .0082 | 1,238.50 | .0055 | .00 | .0000 | 998.00 | .0041 | 627.00<br>240.50 |
| TAXES PAYROLL | 2,450.00 | .0319 | 7,350.00 | .0327 | 2,420.00 | .0308 | 7,260.00 | .0296 | 30.00<br>90.00 |
| INSURANCE EMPLOYEES | 2,442.46 | .0318 | 8,191.15 | .0364 | 2,382.82 | .0303 | 7,149.62 | .0292 | 59.64<br>1,041.53 |
| PENSION TRUST | 2,295.00 | .0299 | 6,885.00 | .0306 | 1,960.00 | .0249 | 5,880.00 | .0240 | 335.00<br>1,005.00 |

Data Documents, Inc. 02

| | JULY 75 | | YTD 75 | | JULY 74 | | YTD 74 | | VARIANCE |
|---|---|---|---|---|---|---|---|---|---|
| DEPR'N AUTOMOTIVE | .00 | .0000 | .00 | .0000 | 331.12 | .0042 | 910.58 | .0037 | 331.12-<br>910.58- |
| DEPR'N CUST. EQUIPMENT | 71.61 | .0009 | 288.32 | .0013 | 926.45 | .0118 | 2,654.04 | .0108 | 854.84-<br>2,365.72- |
| TOTAL FIXED | 7,886.07 | .1028 | 23,952.97 | .1064 | 8,020.39 | .1020 | 24,852.24 | .1015 | 134.32-<br>899.27- |
| SELLING EXPENSE | | | | | | | | | |
| TOTAL EXPENSE | 69,523.04 | .9061 | 194,777.85 | .8653 | 54,106.70 | .6884 | 165,510.35 | .6757 | 15,416.34<br>29,267.50 |

| | JULY 75 | | YTD 75 | | JULY 74 | | YTD 74 | | VARIANCE |
|---|---|---|---|---|---|---|---|---|---|
| BARRELS SOLD | 76,729 | | 225,095 | | 78,594 | | 244,932 | | 1,865-<br>19,837- |
| WAGES AND SALARIES | AMOUNT | PER BBL | AMOUNT | PER BBL | AMOUNT | PER BBL | AMOUNT | PER BBL | |
| EXECUTIVES | 4,875.00 | .0635 | 27,387.79 | .1217 | 9,375.02 | .1193 | 28,125.06 | .1148 | 4,500.02-<br>737.27- |
| CREDIT | 1,541.66 | .0201 | 4,624.98 | .0205 | 1,458.34 | .0186 | 4,375.02 | .0179 | 83.32<br>249.96 |
| ACCOUNTING | 2,435.00 | .0317 | 7,146.66 | .0317 | 2,118.34 | .0270 | 6,355.02 | .0259 | 316.66<br>791.64 |
| STENOGRAPHERS | 2,202.40 | .0287 | 6,020.22 | .0267 | 1,940.00 | .0247 | 5,820.00 | .0238 | 262.40<br>200.22 |
| DATA PROCESSING | 1,978.97 | .0258 | 4,984.60 | .0221 | 2,617.59 | .0333 | 6,447.87 | .0263 | 638.62-<br>1,463.27- |
| CLERICAL | 2,623.35 | .0342 | 8,244.85 | .0366 | 2,478.47 | .0315 | 7,388.13 | .0302 | 144.88<br>856.72 |
| PURCHASING | 2,180.00 | .0284 | 6,563.63 | .0292 | 2,060.00 | .0262 | 6,180.00 | .0252 | 120.00<br>383.63 |
| BUFFET | 447.00 | .0058 | 1,121.45 | .0050 | 434.78 | .0055 | 1,042.83 | .0043 | 12.22<br>78.62 |
| UNCLASSIFIED | 610.00 | .0080 | 1,830.00 | .0081 | 575.00 | .0073 | 1,725.00 | .0070 | 35.00<br>105.00 |
| TOTAL WAGES | 18,893.38 | .2462 | 67,924.18 | .3018 | 23,057.54 | .2934 | 67,458.93 | .2754 | 4,164.16-<br>465.25 |
| MATERIALS AND SUPPLIES | | | | | | | | | |
| POSTAGE | 1,104.88 | .0144 | 2,699.43 | .0120 | .00 | .0000 | 1,581.56 | .0065 | 1,104.88<br>1,117.87 |
| STATIONERY | 962.07 | .0125 | 4,715.53 | .0209 | 882.83 | .0112 | 4,355.49 | .0178 | 79.24<br>360.04 |
| UNCALSSIFIED | 277.32 | .0036 | 1,031.99 | .0046 | 1,369.52 | .0174 | 1,975.35 | .0081 | 1,092.20-<br>943.36- |
| TOTAL MATERIALS | 2,344.27 | .0306 | 8,446.95 | .0375 | 2,252.35 | .0287 | 7,912.40 | .0323 | 91.92<br>534.55 |
| MAINTENANCE | | | | | | | | | |

Data Documents, Inc. 02

| | JULY 75 | | YTD 75 | | JULY 74 | | YTD 74 | | VARIANCE |
|---|---|---|---|---|---|---|---|---|---|
| OFFICE BUILDING | .00 | .0000 | 37.71 | .0002 | 97.04 | .0012 | 279.48 | .0011 | 97.04-<br>241.77- |
| OFFICE EQUIPMENT | 212.56 | .0028 | 523.57 | .0023 | 82.50 | .0010 | 356.72 | .0015 | 130.06<br>166.85 |
| TOTAL MAINTENANCE | 212.56 | .0028 | 561.28 | .0025 | 179.54 | .0023 | 636.20 | .0026 | 33.02<br>74.92- |
| GENERAL | | | | | | | | | |
| ENTERTAINMENT & BEER | 558.00 | .0073 | 1,183.50 | .0053 | 444.00 | .0056 | 840.60 | .0034 | 114.00<br>342.90 |
| EXECUTIVE EXPENSES | 1,010.97 | .0132 | 4,278.52 | .0190 | .00 | .0000 | 450.86 | .0018 | 1,010.97<br>3,827.66 |
| WATER LIGHT & POWER | 816.74 | .0106 | 2,335.31 | .0104 | 701.09 | .0089 | 2,140.57 | .0087 | 115.65<br>194.74 |
| PROFESSIONAL SERVICE | 858.82 | .0112 | 923.82 | .0041 | 1,425.95 | .0181 | 4,417.95 | .0180 | 567.13-<br>3,494.13- |
| DIRECTORS FEES | .00 | .0000 | .00 | .0000 | 800.00 | .0102 | 2,400.00 | .0098 | 800.00-<br>2,400.00- |
| STOCK TRANSFER FEES | .00 | .0000 | .00 | .0000 | 396.50 | .0050 | 554.00 | .0023 | 396.50-<br>554.00- |
| TELEPHONE | 1,925.21 | .0251 | 5,219.26 | .0232 | 1,442.06 | .0183 | 4,139.83 | .0169 | 483.15<br>1,079.43 |
| DUES AND SUBSCRIPTIONS | 1,152.54 | .0150 | 6,163.49 | .0274 | 4,579.73 | .0583 | 12,106.67 | .0494 | 3,427.19-<br>5,943.18- |
| DONATIONS | 1,250.00 | .0163 | 2,745.00 | .0122 | 1,649.00 | .0210 | 2,631.00 | .0107 | 399.00-<br>114.00 |
| SHORT AND OVER | .00 | .0000 | .00 | .0000 | .06- | .0000- | 10.22- | .0000- | .06<br>10.22 |
| UNCLASSIFIED | 1,554.83 | .0203 | 4,994.90 | .0222 | 1,300.65 | .0165 | 4,039.05 | .0165 | 254.18<br>955.85 |
| TOTAL GENERAL | 9,127.11 | .1190 | 27,843.80 | .1237 | 12,738.92 | .1621 | 33,710.31 | .1376 | 3,611.81-<br>5,866.51- |
| FIXED | | | | | | | | | |
| TAXES & LICENSES | 205.00 | .0027 | 648.83 | .0029 | 604.00 | .0077 | 1,734.00 | .0071 | 399.00-<br>1,085.17- |

Data Documents, Inc. 02

| | JULY 75 | | YTD 75 | | JULY 74 | | YTD 74 | | VARIANCE |
|---|---|---|---|---|---|---|---|---|---|
| TAXES PAYROLL | 1,500.00 | .0195 | 4,520.00 | .0201 | 1,510.00 | .0192 | 4,530.00 | .0185 | 10.00-<br>10.00- |
| INSURANCE GENERAL | 929.65 | .0121 | 1,551.11 | .0069 | 855.64 | .0109 | 2,572.37 | .0105 | 74.01<br>1,021.26- |
| INSURANCE EMPLOYEES | 2,074.40 | .0270 | 7,037.07 | .0313 | 2,261.87 | .0288 | 6,784.27 | .0277 | 187.47-<br>252.80 |
| PENSION TRUST | 2,065.00 | .0269 | 6,195.00 | .0275 | 1,990.00 | .0253 | 5,970.00 | .0244 | 75.00<br>225.00 |
| RETIREES PENSION | 150.00 | .0020 | 450.00 | .0020 | 150.00 | .0019 | 450.00 | .0018 | .00<br>.00 |
| EQUIPMENT RENTAL | 476.32 | .0062 | 1,546.60 | .0069 | 680.09 | .0087 | 2,027.99 | .0083 | 203.77-<br>481.39- |
| DEPR. OFFICE BUILDING | 40.83 | .0005 | 122.53 | .0005 | 711.51 | .0091 | 1,956.65 | .0080 | 670.68-<br>1,834.12- |
| DEPR. FURNITURE & EQUP | 77.49 | .0010 | 160.79 | .0007 | 373.11 | .0047 | 1,026.06 | .0042 | 295.62-<br>865.27- |
| TOTAL FIXED | 7,518.69 | .0980 | 22,231.93 | .0988 | 9,136.22 | .1162 | 27,051.34 | .1104 | 1,617.53-<br>4,819.41- |
| ADMINSTRATIVE EXPENSE<br>---------- | | | | | | | | | |
| TOTAL EXPENSE | 38,096.01 | .4965 | 127,008.14 | .5642 | 47,364.57 | .6026 | 136,769.18 | .5584 | 9,268.56-<br>9,761.04- |

Data Documents, Inc. 02

## SUMMARY OF SALES BY STATES AND BRANDS

| | | | JULY 75 | YTD 75 | JULY 74 | YTD 74 | VARIANCE |
|---|---|---|---|---|---|---|---|
| ARIZONA | GRAIN BELT | | 5,656 | | 00 | | 5,656 |
| | | CASES | | 9,660 | | 00 | 9,660 |
| | | | 411 | | 00 | | 411 |
| | | BARRELAGE | | 701 | | 00 | 701 |
| | WHITE LABEL | | 00 | | 00 | | 00 |
| | | CASES | | 00 | | 10,934 | 10,934- |
| | | | 00 | | 00 | | 00 |
| | | BARRELAGE | | 00 | | 794 | 794- |
| | HAUENSTEIN | | 00 | | 00 | | 00 |
| | | CASES | | 5,467 | | 5,467 | 00 |
| | | | 00 | | 00 | | 00 |
| | | BARRELAGE | | 397 | | 397 | 00 |
| | STORZ | | 5,544 | | 00 | | 5,544 |
| | | CASES | | 23,947 | | 5,467 | 18,480 |
| | | | 402 | | 00 | | 402 |
| | | BARRELAGE | | 1,738 | | 397 | 1,341 |
| | TOTAL | | 11,200 | | 00 | | 11,200 |
| | | CASES | | 39,074 | | 21,868 | 17,206 |
| | | | 813 | | 00 | | 813 |
| | | BARRELAGE | | 2,836 | | 1,587 | 1,249 |
| CALIFORNIA | GRAIN BELT | | 4,312 | | 00 | | 4,312 |
| | | CASES | | 14,168 | | 00 | 14,168 |
| | | | 313 | | 00 | | 313 |
| | | BARRELAGE | | 1,028 | | 00 | 1,028 |
| | TOTAL | | 4,312 | | 00 | | 4,312 |
| | | CASES | | 14,168 | | 00 | 14,168 |
| | | | 313 | | 00 | | 313 |
| | | BARRELAGE | | 1,028 | | 00 | 1,028 |
| COLORADO | GRAIN BELT | | 00 | | 00 | | 00 |
| | | CASES | | 13,545 | | 11,641 | 1,904 |
| | | | 00 | | 00 | | 00 |
| | | BARRELAGE | | 983 | | 845 | 138 |
| | STORZ | | 00 | | 00 | | 00 |
| | | CASES | | 4,480 | | 7,560 | 3,080- |
| | | | 00 | | 00 | | 00 |
| | | BARRELAGE | | 325 | | 549 | 224- |
| | TOTAL | | 00 | | 00 | | 00 |
| | | CASES | | 18,025 | | 19,201 | 1,176- |
| | | | 00 | | 00 | | 00 |
| | | BARRELAGE | | 1,308 | | 1,394 | 86- |
| CANADA | GRAIN BELT | | 00 | | 308 | | 308- |

## SUMMARY OF SALES BY STATES AND BRANDS

| | | | JULY 75 | YTD 75 | JULY 74 | YTD 74 | VARIANCE |
|---|---|---|---|---|---|---|---|
| | | CASES | 00 | 1,078 | 22 | 616 | 462<br>22- |
| | | BARRELAGE | | 78 | | 45 | 33 |
| | TOTAL | CASES | 00 | 1,078 | 308 | 616 | 308-<br>462 |
| | | BARRELAGE | 00 | 78 | 22 | 45 | 22-<br>33 |
| ILLINOIS | GRAIN BELT | KEGS | 458 | 714 | 68 | 468 | 390<br>246 |
| | | CASES | 4,294 | 22,653 | 11,354 | 52,603 | 7,060-<br>29,950- |
| | | BARRELAGE | 770 | 2,358 | 892 | 4,286 | 122-<br>1,928- |
| | WHITE LABEL | CASES | 00 | 140 | 00 | 00 | 00<br>140 |
| | | BARRELAGE | 00 | 10 | 00 | 00 | 00<br>10 |
| | HAUENSTEIN | CASES | 00 | 252 | 00 | 00 | 00<br>252 |
| | | BARRELAGE | 00 | 18 | 00 | 00 | 00<br>18 |
| | STORZ | CASES | 1,050 | 12,285 | 392 | 4,095 | 658<br>8,190 |
| | | BARRELAGE | 76 | 892 | 28 | 297 | 48<br>595 |
| | TOTAL | KEGS | 458 | 714 | 68 | 468 | 390<br>246 |
| | | CASES | 5,344 | 35,330 | 11,746 | 56,698 | 6,402-<br>21,368- |
| | | BARRELAGE | 846 | 3,278 | 921 | 4,583 | 75-<br>1,305- |
| IOWA | GRAIN BELT | KEGS | 143 | 1,426 | 276 | 2,309 | 133-<br>883- |
| | | CASES | 57,426<br>4,311 | 311,164<br>24,010 | 62,103<br>4,783 | 455,211<br>35,348 | 4,677-<br>144,047-<br>472-<br>11,338- |
| | | BARRELAGE | | | | | |
| | WHITE LABEL | CASES | 00 | 1,272 | 77 | 3,311 | 77-<br>2,039- |
| | | BARRELAGE | 00 | 92 | 06 | 240 | 06-<br>148- |
| | HAUENSTEIN | | 00 | | 126 | | 126- |

Data Documents, Inc. 02

## SUMMARY OF SALES BY STATES AND BRANDS

| | | | JULY 75 | YTD 75 | JULY 74 | YTD 74 | VARIANCE |
|---|---|---|---|---|---|---|---|
| | | CASES | 00 | 1,807 | 09 | 455 | 1,352 |
| | | BARRELAGE | | 131 | | 33 | 09-<br>98 |
| | CO CLB RINGNES | | 00 | | 00 | | 00 |
| | | CASES | | 469 | | 1,064 | 595- |
| | | BARRELAGE | 00 | 34 | 00 | 77 | 00<br>43- |
| | STORZ | | 30 | | 108 | | 78- |
| | | KEGS | | 318 | | 630 | 312- |
| | | CASES | 3,969 | 39,459 | 6,937 | 51,236 | 2,968-<br>11,777- |
| | | BARRELAGE | 318 | 3,182 | 611 | 4,349 | 293-<br>1,167- |
| | TOTAL | | 173 | | 384 | | 211- |
| | | KEGS | | 1,744 | | 2,939 | 1,195- |
| | | CASES | 61,395 | 354,171 | 69,243 | 511,277 | 7,848-<br>157,106- |
| | | BARRELAGE | 4,629 | 27,450 | 5,410 | 40,047 | 781-<br>12,597- |
| KANSAS | GRAIN BELT | | 3,424 | | 3,465 | | 41- |
| | | CASES | | 3,424 | | 9,471 | 6,047- |
| | | BARRELAGE | 249 | 249 | 251 | 687 | 02-<br>438- |
| | STORZ | | 2,150 | | 00 | | 2,150 |
| | | CASES | | 2,150 | | 00 | 2,150 |
| | | BARRELAGE | 156 | 156 | 00 | 00 | 156<br>156 |
| | TOTAL | | 5,574 | | 3,465 | | 2,109 |
| | | CASES | | 5,574 | | 9,471 | 3,897- |
| | | BARRELAGE | 405 | 405 | 251 | 687 | 154<br>282- |
| MICHIGAN | GRAIN BELT | | 00 | | 00 | | 00 |
| | | CASES | | 580 | | 1,000 | 420- |
| | | BARRELAGE | 00 | 42 | 00 | 73 | 00<br>31- |
| | TOTAL | | 00 | | 00 | | 00 |
| | | CASES | | 580 | | 1,000 | 420- |
| | | BARRELAGE | 00 | 42 | 00 | 73 | 00<br>31- |
| MN DISTRBTRS | GRAIN BELT | | 15,379 | | 16,741 | | 1,362- |
| | | KEGS | | 79,629 | | 93,008 | 13,379- |

## SUMMARY OF SALES BY STATES AND BRANDS

| | | | JULY 75 | YTD 75 | JULY 74 | YTD 74 | VARIANCE |
|---|---|---|---|---|---|---|---|
| | | | 405,066 | | 395,994 | | 9,072 |
| | | CASES | | 2,406,015 | | 2,881,433 | 475,418- |
| | | | 44,779 | | 45,482 | | 703- |
| | | BARRELAGE | | 254,258 | | 302,142 | 47,884- |
| | WHITE LABEL | | 26,909 | | 37,718 | | 10,809- |
| | | CASES | | 151,783 | | 205,286 | 53,503- |
| | | | 1,953 | | 2,738 | | 785- |
| | | BARRELAGE | | 11,016 | | 14,900 | 3,884- |
| | HAUENSTEIN | | 172,500 | | 149,316 | | 23,184 |
| | | CASES | | 877,183 | | 914,267 | 37,084- |
| | | | 12,520 | | 10,837 | | 1,683 |
| | | BARRELAGE | | 63,666 | | 66,357 | 2,691- |
| | CO CLB RINGNES | | 6,594 | | 4,938 | | 1,656 |
| | | CASES | | 29,797 | | 35,276 | 5,479- |
| | | | 479 | | 358 | | 121 |
| | | BARRELAGE | | 2,163 | | 2,560 | 397- |
| | STORZ | | 00 | | 00 | | 00 |
| | | CASES | | 05 | | 00 | 05 |
| | TOTAL | | 15,379 | | 16,741 | | 1,362- |
| | | KEGS | | 79,629 | | 93,008 | 13,379- |
| | | | 611,069 | | 587,966 | | 23,103 |
| | | CASES | | 3,464,783 | | 4,036,262 | 571,479- |
| | | | 59,730 | | 59,416 | | 314 |
| | | BARRELAGE | | 331,103 | | 385,960 | 54,857- |
| MISSOURI | GRAIN BELT | | 00 | | 00 | | 00 |
| | | CASES | | 00 | | 9,240 | 9,240- |
| | | | 00 | | 00 | | 00 |
| | | BARRELAGE | | 00 | | 671 | 671- |
| | STORZ | | 2,002 | | 00 | | 2,002 |
| | | CASES | | 5,845 | | 3,696 | 2,149 |
| | | | 145 | | 00 | | 145 |
| | | BARRELAGE | | 424 | | 268 | 156 |
| | TOTAL | | 2,002 | | 00 | | 2,002 |
| | | CASES | | 5,845 | | 12,936 | 7,091- |
| | | | 145 | | 00 | | 145 |
| | | BARRELAGE | | 424 | | 939 | 515- |
| MONTANA | GRAIN BELT | | 3,213 | | 00 | | 3,213 |
| | | CASES | | 10,178 | | 7,979 | 2,199 |
| | | | 233 | | 00 | | 233 |
| | | BARRELAGE | | 739 | | 579 | 160 |
| | CO CLB RINGNES | | 4,283 | | 00 | | 4,283 |
| | | CASES | | 5,873 | | 00 | 5,873 |

Data Documents, Inc. 02

## SUMMARY OF SALES BY STATES AND BRANDS

| | | | JULY 75 | YTD 75 | JULY 74 | YTD 74 | VARIANCE |
|---|---|---|---|---|---|---|---|
| | | KEGS | 311 | 426 | 00 | 00 | 311<br>426 |
| | TOTAL | CASES | 7,496 | 16,051 | 00 | 7,979 | 7,496<br>8,072 |
| | | BARRELAGE | 544 | 1,165 | 00 | 579 | 544<br>586 |
| NEBRASKA | GRAIN BELT | KEGS | 30 | 217 | 92 | 558 | 62-<br>341- |
| | | CASES | 963 | 11,202 | 2,778 | 14,663 | 1,815-<br>3,461- |
| | | BARRELAGE | 100 | 1,030 | 294 | 1,622 | 194-<br>592- |
| | STORZ | KEGS | 31 | 322 | 52 | 854 | 21-<br>532- |
| | | CASES | 14,870 | 109,268 | 26,627 | 161,619 | 11,757-<br>52,351- |
| | | BARRELAGE | 1,110 | 8,253 | 1,985 | 12,584 | 875-<br>4,331- |
| | TOTAL | KEGS | 61 | 539 | 144 | 1,412 | 83-<br>873- |
| | | CASES | 15,833 | 120,470 | 29,405 | 176,282 | 13,572-<br>55,812- |
| | | BARRELAGE | 1,210 | 9,283 | 2,278 | 14,207 | 1,068-<br>4,924- |
| NORTH DAKOTA | GRAIN BELT | KEGS | 239 | 1,619 | 391 | 2,486 | 152-<br>867- |
| | | CASES | 20,759 | 94,867 | 24,908 | 131,223 | 4,149-<br>36,356- |
| | | BARRELAGE | 1,746 | 8,504 | 2,199 | 12,010 | 453-<br>3,506- |
| | WHITE LABEL | CASES | 00 | 112 | 00 | 231 | 00<br>119- |
| | | BARRELAGE | 00 | 08 | 00 | 17 | 00<br>09- |
| | HAUENSTEIN | CASES | 553 | 3,161 | 1,946 | 11,553 | 1,393-<br>8,392- |
| | | BARRELAGE | 40 | 229 | 141 | 839 | 101-<br>610- |
| | CO CLB RINGNES | CASES | 264 | 2,144 | 540 | 2,548 | 276-<br>404- |
| | | BARRELAGE | 19 | 156 | 39 | 185 | 20-<br>29- |

Data Documents, Inc. 02

## SUMMARY OF SALES BY STATES AND BRANDS

| | | | JULY 75 | YTD 75 | JULY 74 | YTD 74 | VARIANCE |
|---|---|---|---|---|---|---|---|
| | TOTAL | | 239 | 1,619 | 391 | 2,486 | 152-<br>867- |
| | | KEGS | 21,576 | 100,284 | 27,394 | 145,555 | 5,818-<br>45,271- |
| | | CASES | 1,805 | 8,898 | 2,379 | 13,050 | 574-<br>4,152- |
| | | BARRELAGE | | | | | |
| SOUTH DAKOTA | GRAIN BELT | | 530 | 3,515 | 896 | 5,246 | 366-<br>1,731- |
| | | KEGS | 24,373 | 128,463 | 33,304 | 178,513 | 8,931-<br>50,050- |
| | | CASES | 2,299 | 12,839 | 3,313 | 18,202 | 1,014-<br>5,363- |
| | | BARRELAGE | | | | | |
| | WHITE LABEL | | 493 | 2,189 | 614 | 4,817 | 121-<br>2,628- |
| | | CASES | 36 | 159 | 45 | 350 | 09-<br>191- |
| | | BARRELAGE | | | | | |
| | HAUENSTEIN | | 602 | 1,057 | 190 | 1,548 | 412<br>491- |
| | | CASES | 44 | 77 | 14 | 112 | 30<br>35- |
| | | BARRELAGE | | | | | |
| | CO CLB RINGNES | | 1,491 | 7,272 | 1,639 | 7,651 | 148-<br>379- |
| | | CASES | 108 | 528 | 119 | 555 | 11-<br>27- |
| | | BARRELAGE | | | | | |
| | STORZ | | 00 | 00 | 00 | 144 | 00<br>144- |
| | | KEGS | 6,448 | 29,001 | 8,032 | 43,414 | 1,584-<br>14,413- |
| | | CASES | 468 | 2,105 | 583 | 3,295 | 115-<br>1,190- |
| | | BARRELAGE | | | | | |
| | TOTAL | | 530 | 3,515 | 896 | 5,390 | 366-<br>1,875- |
| | | KEGS | 33,407 | 167,982 | 43,779 | 235,943 | 10,372-<br>67,961- |
| | | CASES | 2,955 | 15,707 | 4,073 | 22,515 | 1,118-<br>6,808- |
| | | BARRELAGE | | | | | |
| WASHINGTON | GRAIN BELT | | 448 | 448 | 00 | 6,676 | 448<br>6,228- |
| | | CASES | 33 | 33 | 00 | 485 | 33<br>452- |
| | | BARRELAGE | | | | | |
| | TOTAL | | 448 | 448 | 00 | 6,676 | 448<br>6,228- |
| | | CASES | | | | | |

Data Documents, Inc. 02

## SUMMARY OF SALES BY STATES AND BRANDS

| | | | JULY 75 | YTD 75 | JULY 74 | YTD 74 | VARIANCE |
|---|---|---|---|---|---|---|---|
| | | BARRELAGE | 33 | 33 | 00 | 485 | 33<br>452- |
| WISCONSIN | GRAIN BELT | | 758 | | 514 | | 244 |
| | | KEGS | | 3,399 | | 3,880 | 481- |
| | | | 41,809 | | 39,998 | | 1,811 |
| | | CASES | | 216,183 | | 275,430 | 59,247- |
| | | | 3,792 | | 3,417 | | 375 |
| | | BARRELAGE | | 19,090 | | 23,871 | 4,781- |
| | WHITE LABEL | | 798 | | 932 | | 134- |
| | | CASES | | 3,450 | | 6,110 | 2,660- |
| | | | 58 | | 68 | | 10- |
| | | BARRELAGE | | 250 | | 443 | 193- |
| | HAUENSTEIN | | 5,089 | | 10,504 | | 5,415- |
| | | CASES | | 37,811 | | 44,965 | 7,154- |
| | | | 369 | | 762 | | 393- |
| | | BARRELAGE | | 2,744 | | 3,264 | 520- |
| | CO CLB RINGNES | | 545 | | 00 | | 545 |
| | | CASES | | 1,979 | | 535 | 1,444 |
| | | | 40 | | 00 | | 40 |
| | | BARRELAGE | | 144 | | 39 | 105 |
| | TOTAL | | 758 | | 514 | | 244 |
| | | KEGS | | 3,399 | | 3,880 | 481- |
| | | | 48,241 | | 51,434 | | 3,193- |
| | | CASES | | 259,423 | | 327,040 | 67,617- |
| | | | 4,259 | | 4,247 | | 12 |
| | | BARRELAGE | | 22,228 | | 27,617 | 5,389- |
| WYOMING | GRAIN BELT | | 00 | | 1,596 | | 1,596- |
| | | CASES | | 616 | | 2,520 | 1,904- |
| | | | 00 | | 116 | | 116- |
| | | BARRELAGE | | 45 | | 183 | 138- |
| | TOTAL | | 00 | | 1,596 | | 1,596- |
| | | CASES | | 616 | | 2,520 | 1,904- |
| | | | 00 | | 116 | | 116- |
| | | BARRELAGE | | 45 | | 183 | 138- |
| GRAND TOTAL | GRAIN BELT | | 17,537 | | 18,978 | | 1,441- |
| | | KEGS | | 90,519 | | 107,955 | 17,436- |
| | | | 571,743 | | 575,808 | | 4,065- |
| | | CASES | | 3,244,244 | | 4,038,219 | 793,975- |
| | | | 59,034 | | 60,770 | | 1,736- |
| | | BARRELAGE | | 325,986 | | 401,049 | 75,063- |
| | WHITE LABEL | | 28,200 | | 39,341 | | 11,141- |
| | | CASES | | 158,946 | | 230,689 | 71,743- |

Data Documents, Inc. 02

## SUMMARY OF SALES BY STATES AND BRANDS

| | | JULY 75 | YTD 75 | JULY 74 | YTD 74 | VARIANCE |
|---|---|---|---|---|---|---|
| | | 2,047 | | 2,855 | | 808- |
| | BARRELAGE | | 11,536 | | 16,743 | 5,207- |
| HAUENSTEIN | | 178,744 | | 162,082 | | 16,662 |
| | CASES | | 926,738 | | 978,255 | 51,517- |
| | | 12,973 | | 11,764 | | 1,209 |
| | BARRELAGE | | 67,263 | | 71,002 | 3,739- |
| CO CLB RINGNES | | 13,177 | | 7,117 | | 6,060 |
| | CASES | | 47,534 | | 47,074 | 460 |
| | | 956 | | 517 | | 439 |
| | BARRELAGE | | 3,450 | | 3,417 | 33 |
| STORZ | | 61 | | 160 | | 99- |
| | KEGS | | 640 | | 1,628 | 988- |
| | | 36,033 | | 41,988 | | 5,955- |
| | CASES | | 226,440 | | 277,087 | 50,647- |
| | | 2,676 | | 3,207 | | 531- |
| | BARRELAGE | | 17,075 | | 21,739 | 4,664- |
| TOTAL | | 17,598 | | 19,138 | | 1,540- |
| | KEGS | | 91,159 | | 109,583 | 18,424- |
| | | 827,897 | | 826,336 | | 1,561 |
| | CASES | | 4,603,902 | | 5,571,324 | 967,422- |
| | | 77,687 | | 79,113 | | 1,426- |
| | BARRELAGE | | 425,310 | | 513,950 | 88,640- |

REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 07/75

| AZ | | MONTHLY CURRENT | MONTHLY LAST YEAR | YEARLY CURRENT | YEARLY LAST YEAR | VARIANCE | % |
|---|---|---|---|---|---|---|---|
| 035 | 4-6 NR GB | 112 | 0 | 112 | 0 | 112 | 100.00 |
| 041 | 4-6 CAN GB | 3,003 | 0 | 6,776 | 0 | 6,776 | 100.00 |
| 042 | 12/12 CAN GB | 1,078 | 0 | 1,540 | 0 | 1,540 | 100.00 |
| 038 | 4-6 PREM CAN | 1,463 | 0 | 1,463 | 0 | 1,463 | 100.00 |
| 039 | 12/12 PREM CAN | 1,078 | 0 | 1,078 | 0 | 1,078 | 100.00 |
| 148 | 4-6 CAN WL | 0 | 0 | 0 | 10,934 | 10,934- | 100.00- |
| 169 | 4-6 CAN HN | 0 | 0 | 4,004 | 5,467 | 1,463- | 26.76- |
| 170 | 12/12 CAN HN | 0 | 0 | 2,926 | 0 | 2,926 | 100.00 |
| 080 | 4-6 CAN TR | 5,544 | 0 | 18,403 | 0 | 18,403 | 100.00 |
| 106 | 4-6 CAN PRE SZ | 0 | 0 | 5,544 | 5,467 | 77 | 1.40 |
| GRAIN BELT FULL BARRELS | | .00 | .00 | .00 | .00 | .00 | .00 |
| GRAIN BELT 288 OZ CASES | | 5,656.00 | .00 | 9,660.00 | .00 | 9,660.00 | 100.00 |
| WHITE LABEL 288 OZ CASES | | .00 | .00 | .00 | 10,934.00 | 10,934.00- | 100.00- |
| HAUENSTEIN 288 OZ CASES | | .00 | .00 | 5,467.00 | 5,467.00 | .00 | .00 |
| STORZ FULL BARRELS | | .00 | .00 | .00 | .00 | .00 | .00 |
| STORZ 288 OZ CASES | | 5,544.00 | .00 | 23,947.00 | 5,467.00 | 18,480.00 | 338.02 |
| CO CLUB NEAR RINGNES 288OZ | | .00 | .00 | .00 | .00 | .00 | .00 |
| TOTAL FULL BARRELS | | .00 | .00 | .00 | .00 | .00 | .00 |
| TOTAL 288 OZ CASES | | 11,200.00 | .00 | 39,074.00 | 21,868.00 | 17,206.00 | 78.68 |
| TOTAL BARRELAGE | | 312.89 | .00 | 2,835.99 | 1,587.17 | 1,248.82 | 78.68 |

REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 07/75

| CA | MONTHLY CURRENT | MONTHLY LAST YEAR | YEARLY CURRENT | YEARLY LAST YEAR | VARIANCE | % |
|---|---|---|---|---|---|---|
| 042 12/12 CAN GB | 8,624 | 0 | 28,336 | 0 | 28,336 | 100.00 |
| GRAIN BELT FULL BARRELS | .00 | .00 | .00 | .00 | .00 | .00 |
| GRAIN BELT 288 OZ CASES | 4,312.00 | .00 | 14,168.00 | .00 | 14,168.00 | 100.00 |
| WHITE LABEL 288 OZ CASES | .00 | .00 | .00 | .00 | .00 | .00 |
| HAUENSTEIN 288 OZ CASES | .00 | .00 | .00 | .00 | .00 | .00 |
| STORZ FULL BARRELS | .00 | .00 | .00 | .00 | .00 | .00 |
| STORZ 288 OZ CASES | .00 | .00 | .00 | .00 | .00 | .00 |
| CO CLUB NEAR RINGNES 288OZ | .00 | .00 | .00 | .00 | .00 | .00 |
| TOTAL FULL BARRELS | .00 | .00 | .00 | .00 | .00 | .00 |
| TOTAL 288 OZ CASES | 4,312.00 | .00 | 14,168.00 | .00 | 14,168.00 | 100.00 |
| TOTAL BARRELAGE | 312.96 | .00 | 1,028.31 | .00 | 1,028.31 | 100.00 |

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REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 07/75

| CO | | MONTHLY CURRENT | MONTHLY LAST YEAR | YEARLY CURRENT | YEARLY LAST YEAR | VARIANCE | % |
|---|---|---|---|---|---|---|---|
| 055 | 4-6 NR GB 32 | 0 | 0 | 0 | 336 | 336- | 100.00- |
| 057 | 12/32 NR GB 32 | 0 | 0 | 0 | 42 | 42- | 100.00- |
| 035 | 4-6 NR GB | 0 | 0 | 7,000 | 3,416 | 3,584 | 104.91 |
| 037 | 12/32 NR GB | 0 | 0 | 0 | 42 | 42- | 100.00- |
| 041 | 4-6 CAN GB | 0 | 0 | 6,006 | 7,777 | 1,771- | 22.77- |
| 036 | 4-6 BK CN GB | 0 | 0 | 539 | 0 | 539 | 100.00 |
| 075 | 4-6 NR TR | 0 | 0 | 4,480 | 7,560 | 3,080- | 40.74- |
| GRAIN BELT FULL BARRELS | | .00 | .00 | .00 | .00 | .00 | .00 |
| GRAIN BELT 288 OZ CASES | | .00 | .00 | 13,545.00 | 11,641.00 | 1,904.00 | 16.35 |
| WHITE LABEL 288 OZ CASES | | .00 | .00 | .00 | .00 | .00 | .00 |
| HAUENSTEIN 288 OZ CASES | | .00 | .00 | .00 | .00 | .00 | .00 |
| STORZ FULL BARRELS | | .00 | .00 | .00 | .00 | .00 | .00 |
| STORZ 288 OZ CASES | | .00 | .00 | 4,480.00 | 7,560.00 | 3,080.00- | 40.74- |
| CO CLUB NEAR RINGNES 288OZ | | .00 | .00 | .00 | .00 | .00 | .00 |
| TOTAL FULL BARRELS | | .00 | .00 | .00 | .00 | .00 | .00 |
| TOTAL 288 OZ CASES | | .00 | .00 | 18,025.00 | 19,201.00 | 1,176.00- | 6.12- |
| TOTAL BARRELAGE | | .00 | .00 | 1,308.25 | 1,393.60 | 85.35- | 6.12- |

REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 07/75

| CD | | MONTHLY CURRENT | MONTHLY LAST YEAR | YEARLY CURRENT | YEARLY LAST YEAR | VARIANCE | % |
|---|---|---|---|---|---|---|---|
| 041 | 4-6 CAN GB | 0 | 308 | 1,078 | 616 | 462 | 75.00 |
| | GRAIN BELT FULL BARRELS | .00 | .00 | .00 | .00 | .00 | .00 |
| | GRAIN BELT 288 OZ CASES | .00 | 308.00 | 1,078.00 | 616.00 | 462.00 | 75.00 |
| | WHITE LABEL 288 OZ CASES | .00 | .00 | .00 | .00 | .00 | .00 |
| | HAUENSTEIN 288 OZ CASES | .00 | .00 | .00 | .00 | .00 | .00 |
| | STORZ FULL BARRELS | .00 | .00 | .00 | .00 | .00 | .00 |
| | STORZ 288 OZ CASES | .00 | .00 | .00 | .00 | .00 | .00 |
| | CO CLUB NEAR RINGNES 288OZ | .00 | .00 | .00 | .00 | .00 | .00 |
| | TOTAL FULL BARRELS | .00 | .00 | .00 | .00 | .00 | .00 |
| | TOTAL 288 OZ CASES | .00 | 308.00 | 1,078.00 | 616.00 | 462.00 | 75.00 |
| | TOTAL BARRELAGE | .00 | 22.35 | 78.24 | 44.70 | 33.54 | 75.03 |

Data Documents, Inc. 02

REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 07/75

| IL | | | MONTHLY CURRENT | MONTHLY LAST YEAR | YEARLY CURRENT | YEARLY LAST YEAR | VARIANCE | % |
|---|---|---|---|---|---|---|---|---|
| | 001 | 1/1 BBL GB ST | 8 | 8 | 60 | 58 | 2 | 3.44 |
| | 002 | 1/2 BBL GB ST | 804 | 76 | 1,048 | 499 | 549 | 110.02 |
| | 003 | 1/4 BBL GB ST | 132 | 88 | 460 | 639 | 179- | 28.01- |
| | 010 | 1/2 BBL PREMUM | 12 | 0 | 12 | 0 | 12 | 100.00 |
| | 011 | 1/4 BBL PREMUM | 36 | 0 | 36 | 0 | 36 | 100.00 |
| | 027 | 24/12 RT A GB | 168 | 0 | 672 | 599 | 73 | 12.18 |
| | 035 | 4-6 NR GB | 0 | 0 | 56 | 448 | 392- | 87.50- |
| | 037 | 12/32 NR GB | 0 | 252 | 462 | 504 | 42- | 8.33- |
| | 040 | 24 PK CAN GB | 0 | 1,848 | 0 | 5,852 | 5,852- | 100.00- |
| | 041 | 4-6 CAN GB | 2,387 | 5,390 | 8,701 | 12,320 | 3,619- | 29.37- |
| | 036 | 4-6 BK CN GB | 0 | 0 | 761 | 1,078 | 317- | 29.40- |
| | 042 | 12/12 CAN GB | 2,772 | 5,236 | 18,942 | 42,042 | 23,100- | 54.94- |
| | 043 | 24/16 CAN GB | 0 | 0 | 0 | 56 | 56- | 100.00- |
| | 029 | 24/12 PREM RET | 168 | 1,008 | 1,848 | 9,114 | 7,266- | 79.72- |
| | 030 | 36/8 PREM RET | 108 | 144 | 339 | 612 | 273- | 44.80- |
| | 038 | 4-6 PREM CAN | 77 | 10 | 77 | 812 | 735- | 90.51- |
| | 039 | 12/12 PREM CAN | 0 | 0 | 224 | 0 | 224 | 100.00 |
| | 148 | 4-6 CAN WL | 0 | 0 | 21 | 0 | 21 | 100.00 |
| | 159 | 12/12 CAN WL | 0 | 0 | 238 | 0 | 238 | 100.00 |
| | 169 | 4-6 CAN HN | 0 | 0 | 21 | 0 | 21 | 100.00 |
| | 170 | 12/12 CAN HN | 0 | 0 | 462 | 0 | 462 | 100.00 |
| | 070 | 24/12 RT TR | 126 | 84 | 3,066 | 1,638 | 1,428 | 87.17 |
| | 075 | 4-6 NR TR | 0 | 0 | 0 | 392 | 392- | 100.00- |
| | 076 | 12/32 NR TR | 0 | 0 | 42 | 336 | 294- | 87.50- |
| | 080 | 4-6 CAN TR | 0 | 0 | 77 | 462 | 385- | 83.33- |
| | 081 | 12/12 CAN T ST | 1,848 | 308 | 15,708 | 1,848 | 13,860 | 750.00 |
| | 106 | 4-6 CAN PRE SZ | 0 | 0 | 308 | 0 | 308 | 100.00 |
| | 107 | 12/12 CAN PRSZ | 0 | 308 | 1,848 | 462 | 1,386 | 300.00 |
| | | GRAIN BELT FULL BARRELS | 458.00 | 68.00 | 714.00 | 467.25 | 246.75 | 52.80 |
| | | GRAIN BELT 288 OZ CASES | 4,294.00 | 11,354.00 | 22,653.00 | 52,602.67 | 29,949.67- | 56.93- |
| | | WHITE LABEL 288 OZ CASES | .00 | .00 | 140.00 | .00 | 140.00 | 100.00 |
| | | HAUENSTEIN 288 OZ CASES | .00 | .00 | 252.00 | .00 | 252.00 | 100.00 |
| | | STORZ FULL BARRELS | .00 | .00 | .00 | .00 | .00 | .00 |
| | | STORZ 288 OZ CASES | 1,050.00 | 392.00 | 12,285.00 | 4,095.00 | 8,190.00 | 200.00 |
| | | CO CLUB NEAR RINGNES 288OZ | .00 | .00 | .00 | .00 | .00 | .00 |
| | | TOTAL FULL BARRELS | 458.00 | 68.00 | 714.00 | 467.25 | 246.75 | 52.80 |
| | | TOTAL 288 OZ CASES | 5,344.00 | 11,746.00 | 35,330.00 | 56,697.67 | 21,367.67- | 37.68- |
| | | TOTAL BARRELAGE | 845.86 | 920.52 | 3,278.25 | 4,582.36 | 1,304.11- | 28.45- |

REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 07/75

| IA | | | MONTHLY CURRENT | MONTHLY LAST YEAR | YEARLY CURRENT | YEARLY LAST YEAR | VARIANCE | % |
|---|---|---|---|---|---|---|---|---|
| | 002 | 1/2 BBL GB ST | 276 | 520 | 2,796 | 4,460 | 1,664- | 37.30- |
| | 003 | 1/4 BBL GB ST | 20 | 64 | 113 | 314 | 201- | 64.01- |
| | 027 | 24/12 RT A GB | 714 | 756 | 4,032 | 6,489 | 2,457- | 37.86- |
| | 034 | 24 PK NR GB | 224 | 0 | 1,104 | 7,981 | 6,877- | 86.16- |
| | 035 | 4-6 NR GB | 4,144 | 2,520 | 30,520 | 23,969 | 6,551 | 27.33 |
| | 037 | 12/32 NR GB | 399 | 229 | 2,911 | 3,879 | 968- | 24.95- |
| | 041 | 4-6 CAN GB | 5,313 | 4,886 | 29,722 | 59,696 | 29,974- | 50.21- |
| | 036 | 4-6 BK CN GB | 0 | 0 | 154 | 1,302 | 1,148- | 88.17- |
| | 042 | 12/12 CAN GB | 78,232 | 51,744 | 387,926 | 595,826 | 207,900- | 34.89- |
| | 043 | 24/16 CAN GB | 16 | 28 | 828 | 1,215 | 387- | 31.85- |
| | 029 | 24/12 PREM RET | 504 | 504 | 4,200 | 6,216 | 2,016- | 32.43- |
| | 030 | 36/8 PREM RET | 5 | 118 | 406 | 736 | 330- | 44.83- |
| | 033 | 24/12 PREM N R | 0 | 224 | 21 | 1,456 | 1,435- | 98.55- |
| | 038 | 4-6 PREM CAN | 3,003 | 7,400 | 14,183 | 10,942 | 3,241 | 29.61 |
| | 039 | 12/12 PREM CAN | 7,700 | 38,962 | 55,748 | 63,438 | 7,690- | 12.12- |
| | 148 | 4-6 CAN WL | 0 | 77 | 35 | 3,311 | 3,276- | 98.94- |
| | 159 | 12/12 CAN WL | 0 | 0 | 2,474 | 0 | 2,474 | 100.00 |
| | 167 | 24/12 RT HN | 0 | 126 | 0 | 378 | 378- | 100.00- |
| | 170 | 12/12 CAN HN | 0 | 0 | 3,614 | 154 | 3,460 | 2246.75 |
| | 014 | 1/2 BBL STZ | 60 | 212 | 632 | 1,232 | 600- | 48.70- |
| | 015 | 1/4 BBL STZ | 0 | 8 | 9 | 54 | 45- | 83.33- |
| | 070 | 24/12 RT TR | 168 | 210 | 966 | 1,386 | 420- | 30.30- |
| | 075 | 4-6 NR TR | 224 | 616 | 2,455 | 3,098 | 643- | 20.75- |
| | 076 | 12/32 NR TR | 84 | 252 | 867 | 805 | 62 | 7.70 |
| | 080 | 4-6 CAN TR | 154 | 539 | 1,463 | 2,156 | 693- | 32.14- |
| | 081 | 12/12 CAN T ST | 4,774 | 7,084 | 44,968 | 42,847 | 2,121 | 4.95 |
| | 106 | 4-6 CAN PRE SZ | 77 | 231 | 1,309 | 3,080 | 1,771- | 57.50- |
| | 107 | 12/12 CAN PRSZ | 1,694 | 2,926 | 19,251 | 38,038 | 18,787- | 49.39- |
| | 064 | 36/8 COCLUB CN | 0 | 0 | 0 | 80 | 80- | 100.00- |
| | 065 | 4-6 COCLUB CAN | 0 | 0 | 0 | 364 | 364- | 100.00- |
| | 069 | 4-6 GOETZ NEAR | 0 | 0 | 455 | 620 | 165- | 26.61- |
| | 019 | 24/11 RINGNES | 0 | 0 | 15 | 0 | 15 | 100.00 |
| GRAIN BELT FULL BARRELS | | | 143.00 | 276.00 | 1,426.25 | 2,308.50 | 882.25- | 38.21- |
| GRAIN BELT 288 OZ CASES | | | 57,425.33 | 62,103.66 | 311,164.32 | 455,210.99 | 144,046.67- | 31.64- |
| WHITE LABEL 288 OZ CASES | | | .00 | 77.00 | 1,272.00 | 3,311.00 | 2,039.00- | 61.58- |
| HAUENSTEIN 288 OZ CASES | | | .00 | 126.00 | 1,807.00 | 455.00 | 1,352.00 | 297.14 |
| STORZ FULL BARRELS | | | 30.00 | 108.00 | 318.25 | 629.50 | 311.25- | 49.44- |
| STORZ 288 OZ CASES | | | 3,969.00 | 6,937.00 | 39,458.50 | 51,235.83 | 11,777.33- | 22.98- |
| CO CLUB NEAR RINGNES 288OZ | | | .00 | .00 | 468.75 | 1,064.00 | 595.25- | 55.94- |
| TOTAL FULL BARRELS | | | 173.00 | 384.00 | 1,744.50 | 2,938.00 | 1,193.50- | 40.62- |
| TOTAL 288 OZ CASES | | | 61,395.33 | 69,243.66 | 354,170.57 | 511,276.82 | 157,106.25- | 30.72- |
| TOTAL BARRELAGE | | | 4,629.07 | 5,409.70 | 27,450.20 | 40,046.47 | 12,596.27- | 31.45- |

KS

| | | MONTHLY | | YEARLY | | | |
|---|---|---|---|---|---|---|---|
| | | CURRENT | LAST YEAR | CURRENT | LAST YEAR | VARIANCE | % |
| 061 | 4-6 CAN GB 32 | 0 | 385 | 0 | 1,771 | 1,771- | 100.00- |
| 041 | 4-6 CAN GB | 2,180 | 1,540 | 2,180 | 3,773 | 1,593- | 42.22- |
| 042 | 12/12 CAN GB | 2,488 | 3,080 | 2,488 | 7,854 | 5,366- | 68.32- |
| 080 | 4-6 CAN TR | 1,303 | 0 | 1,303 | 0 | 1,303 | 100.00 |
| 081 | 12/12 CAN T ST | 1,694 | 0 | 1,694 | 0 | 1,694 | 100.00 |
| GRAIN BELT FULL BARRELS | | .00 | .00 | .00 | .00 | .00 | .00 |
| GRAIN BELT 288 OZ CASES | | 3,424.00 | 3,465.00 | 3,424.00 | 9,471.00 | 6,047.00- | 63.84- |
| WHITE LABEL 288 OZ CASES | | .00 | .00 | .00 | .00 | .00 | .00 |
| HAUENSTEIN 288 OZ CASES | | .00 | .00 | .00 | .00 | .00 | .00 |
| STORZ FULL BARRELS | | .00 | .00 | .00 | .00 | .00 | .00 |
| STORZ 288 OZ CASES | | 2,150.00 | .00 | 2,150.00 | .00 | 2,150.00 | 100.00 |
| CO CLUB NEAR RINGNES 288OZ | | .00 | .00 | .00 | .00 | .00 | .00 |
| TOTAL FULL BARRELS | | .00 | .00 | .00 | .00 | .00 | .00 |
| TOTAL 288 OZ CASES | | 5,574.00 | 3,465.00 | 5,574.00 | 9,471.00 | 3,897.00- | 41.14- |
| TOTAL BARRELAGE | | 404.56 | 251.48 | 404.56 | 687.40 | 282.84- | 41.14- |

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REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 07/75

| MI | | MONTHLY CURRENT | MONTHLY LAST YEAR | YEARLY CURRENT | YEARLY LAST YEAR | VARIANCE | % |
|---|---|---|---|---|---|---|---|
| 027 | 24/12 RT A GB | 0 | 0 | 294 | 462 | 168- | 36.36- |
| 028 | 35/7 RT A GB | 0 | 0 | 49 | 147 | 98- | 66.66- |
| 035 | 4-6 NR GB | 0 | 0 | 84 | 280 | 196- | 70.00- |
| 037 | 12/32 NR GB | 0 | 0 | 63 | 42 | 21 | 50.00 |
| 041 | 4-6 CAN GB | 0 | 0 | 76 | 77 | 1- | 1.29- |
| GRAIN BELT FULL BARRELS | | .00 | .00 | .00 | .00 | .00 | .00 |
| GRAIN BELT 288 OZ CASES | | .00 | .00 | 579.68 | 1,000.05 | 420.37- | 42.03- |
| WHITE LABEL 288 OZ CASES | | .00 | .00 | .00 | .00 | .00 | .00 |
| HAUENSTEIN 288 OZ CASES | | .00 | .00 | .00 | .00 | .00 | .00 |
| STORZ FULL BARRELS | | .00 | .00 | .00 | .00 | .00 | .00 |
| STORZ 288 OZ CASES | | .00 | .00 | .00 | .00 | .00 | .00 |
| CO CLUB NEAR BINGNES 288OZ | | .00 | .00 | .00 | .00 | .00 | .00 |
| TOTAL FULL BARRELS | | .00 | .00 | .00 | .00 | .00 | .00 |
| TOTAL 288 OZ CASES | | .00 | .00 | 579.68 | 1,000.05 | 420.37- | 42.03- |
| TOTAL BARRELAGE | | .00 | .00 | 42.07 | 72.58 | 30.51- | 42.03- |

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REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 07/75

| MN | | | MONTHLY | | YEARLY | | | |
|---|---|---|---|---|---|---|---|---|
| | | | CURRENT | LAST YEAR | CURRENT | LAST YEAR | VARIANCE | % |
| | 005 | 1/1 BBL GB 3.2 | 2,211 | 2,859 | 14,600 | 18,169 | 3,569- | 19.64- |
| | 006 | 1/2 BBL GB 3.2 | 9,832 | 9,769 | 49,838 | 57,723 | 7,885- | 13.66- |
| | 007 | 1/4 BBL GB 3.2 | 678 | 709 | 2,765 | 3,705 | 940- | 25.37- |
| | 001 | 1/1 BBL GB ST | 240 | 277 | 1,731 | 1,739 | 8- | .46- |
| | 002 | 1/2 BBL GB ST | 11,346 | 11,830 | 57,064 | 63,675 | 6,611- | 10.38- |
| | 003 | 1/4 BBL GB ST | 7,310 | 10,191 | 33,965 | 43,539 | 9,574- | 21.98- |
| | 009 | 1/1 BBL PREMUM | 3 | 2 | 9 | 13 | 4- | 30.76- |
| | 010 | 1/2 BBL PREMUM | 516 | 63 | 801 | 513 | 288 | 56.14 |
| | 011 | 1/4 BBL PREMUM | 318 | 182 | 1,021 | 1,275 | 254- | 19.92- |
| | 047 | 24/12 RA GB 32 | 39,710 | 44,989 | 269,308 | 364,018 | 94,710- | 26.01- |
| | 048 | 35/7 RA GB 32 | 1,168 | 1,078 | 8,330 | 13,072 | 4,742- | 36.27- |
| | 050 | 36/8 RT GB 32 | 1,005 | 611 | 5,319 | 6,862 | 1,543- | 22.48- |
| | 055 | 4-6 NR GB 32 | 14,260 | 16,230 | 78,369 | 114,553 | 36,184- | 31.58- |
| | 057 | 12/32 NR GB 32 | 1,448 | 1,886 | 11,465 | 12,736 | 1,271- | 9.97- |
| | 060 | 24 PK C GB 32 | 0 | 0 | 0 | 775 | 775- | 100.00- |
| | 061 | 4-6 CAN GB 32 | 36,766 | 39,404 | 187,694 | 232,540 | 44,846- | 19.28- |
| | 056 | 4-6 BKCN GB 32 | 109 | 0 | 3,157 | 3,754 | 597- | 15.90- |
| | 062 | 12/12 C GB 32 | 37,576 | 38,198 | 279,329 | 254,122 | 25,207 | 9.91 |
| | 063 | 24/16 C GB 32 | 4,795 | 7,162 | 34,979 | 43,835 | 8,856- | 20.20- |
| | 027 | 24/12 RT A GB | 107,688 | 108,956 | 632,895 | 761,098 | 128,203- | 16.84- |
| | 028 | 35/7 RT A GB | 5,246 | 6,895 | 28,332 | 36,243 | 7,911- | 21.82- |
| | 034 | 24 PK NR GB | 9,190 | 9,128 | 54,997 | 72,182 | 17,185- | 23.80- |
| | 035 | 4-6 NR GB | 14,030 | 11,821 | 72,464 | 103,352 | 30,888- | 29.88- |
| | 037 | 12/32 NR GB | 829 | 1,140 | 6,893 | 9,207 | 2,314- | 25.13- |
| | 040 | 24 PK CAN GB | 154 | 0 | 1,640 | 4,909 | 3,269- | 66.59- |
| | 041 | 4-6 CAN GB | 19,653 | 21,765 | 116,523 | 148,319 | 31,796- | 21.43- |
| | 036 | 4-6 BK CN GB | 0 | 0 | 5,985 | 6,992 | 1,007- | 14.40- |
| | 042 | 12/12 CAN GB | 95,383 | 65,478 | 624,954 | 637,830 | 12,876- | 2.01- |
| | 043 | 24/16 CAN GB | 6,353 | 7,893 | 37,279 | 51,452 | 14,173- | 27.54- |
| | 029 | 24/12 PREM RET | 38,304 | 35,322 | 203,868 | 246,089 | 42,221- | 17.15- |
| | 030 | 36/8 PREM RET | 15,798 | 15,160 | 73,079 | 86,090 | 13,011- | 15.11- |
| | 033 | 24/12 PREM N R | 1,715 | 959 | 9,947 | 10,145 | 198- | 1.95- |
| | 038 | 4-6 PREM CAN | 3,023 | 3,251 | 13,277 | 19,565 | 6,288- | 32.13- |
| | 039 | 12/12 PREM CAN | 27,647 | 11,096 | 146,682 | 103,264 | 43,418 | 42.04 |
| | 066 | 4-6 CAN GBX | 0 | 121 | 0 | 4,324 | 4,324- | 100.00- |
| | 152 | 24/12 R WL 32 | 1,554 | 2,436 | 14,245 | 21,883 | 7,638- | 34.90- |
| | 153 | 4-6 CAN WL 32 | 1,694 | 2,807 | 9,465 | 15,562 | 6,097- | 39.17- |
| | 164 | 12/12 CAN WL32 | 2,002 | 4,312 | 9,644 | 4,312 | 5,332 | 123.65 |
| | 154 | 24/16 C WL 32 | 0 | 672 | 0 | 5,568 | 5,568- | 100.00- |
| | 147 | 24/12 RT WL | 19,908 | 19,866 | 102,124 | 127,141 | 25,017- | 19.67- |
| | 148 | 4-6 CAN WL | 1,420 | 3,024 | 10,469 | 19,045 | 8,576- | 45.03- |
| | 159 | 12/12 CAN WL | 2,664 | 10,472 | 21,316 | 10,472 | 10,844 | 103.55 |
| | 149 | 24/16 CAN WL | 0 | 973 | 0 | 5,129 | 5,129- | 100.00- |
| | 173 | 24/12 RT HN 32 | 9,828 | 10,836 | 51,492 | 63,272 | 11,780- | 18.61- |
| | 175 | 4-6 CAN HN 32 | 4,872 | 4,410 | 24,329 | 26,228 | 1,899- | 7.24- |
| | 176 | 12/12 C HN 32 | 6,359 | 4,773 | 27,928 | 27,602 | 326 | 1.18 |
| | 167 | 24/12 RT HN | 137,466 | 120,414 | 708,221 | 731,065 | 22,844- | 3.12- |
| | 169 | 4-6 CAN HN | 5,796 | 4,557 | 35,582 | 40,698 | 5,116- | 12.57- |
| | 170 | 12/12 CAN HN | 22,716 | 13,424 | 87,189 | 78,406 | 8,783 | 11.20 |
| | 075 | 4-6 NR TR | 0 | 0 | 1 | 0 | 1 | 100.00 |
| | 080 | 4-6 CAN TR | 0 | 0 | 1 | 0 | 1 | 100.00 |

| | | | | | | | |
|---|---|---|---|---|---|---|---|
| 081 | 12/12 CAN I ST | 0 | 0 | 1 | 0 | 1 | 100.00 |
| 106 | 4-6 CAN PRE SZ | 0 | 0 | 1 | 0 | 1 | 100.00 |
| 107 | 12/12 CAN PRSZ | 0 | 0 | 1 | 0 | 1 | 100.00 |
| 026 | 36/8 CO CLUB 32 | 0 | 80 | 0 | 960 | 960- | 100.00- |
| 064 | 36/8 CO CLUB CN | 1,900 | 1,280 | 6,691 | 8,375 | 1,684- | 20.10- |
| 065 | 4-6 CO CLUB CAN | 1,531 | 1,638 | 8,993 | 9,860 | 867- | 8.79- |
| 068 | 24/16 CO CLUB C | 2,100 | 1,400 | 8,694 | 10,168 | 1,474- | 14.49- |
| 069 | 4-6 GOETZ NEAR | 0 | 0 | 266 | 280 | 14- | 5.00- |
| 018 | 24/11 RNGNS 32 | 0 | 0 | 0 | 355 | 355- | 100.00- |
| 019 | 24/11 RINGNES | 396 | 80 | 2,460 | 2,093 | 367 | 17.53 |
| | GRAIN BELT FULL BARRELS | 15,377.50 | 16,739.50 | 79,629.25 | 93,006.25 | 13,377.00- | 14.38- |
| | GRAIN BELT 288 OZ CASES | 405,064.29 | 395,993.49 | 2,406,013.53 | 2,881,433.06 | 475,419.53- | 16.49- |
| | WHITE LABEL 288 OZ CASES | 26,909.00 | 37,718.33 | 151,783.00 | 205,285.63 | 53,502.63- | 26.06- |
| | HAUENSTEIN 288 OZ CASES | 172,499.50 | 149,315.50 | 877,182.50 | 914,267.00 | 37,084.50- | 4.05- |
| | STORZ FULL BARRELS | .00 | .00 | .00 | .00 | .00 | .00 |
| | STORZ 288 OZ CASES | .00 | .00 | 4.00 | .00 | 4.00 | 100.00 |
| | CO CLUB NEAR RINGNES 288OZ | 6,593.99 | 4,937.99 | 29,796.98 | 35,276.31 | 5,479.33- | 15.53- |
| | TOTAL FULL BARRELS | 15,377.50 | 16,739.50 | 79,629.25 | 93,006.25 | 13,377.00- | 14.38- |
| | TOTAL 288 OZ CASES | 611,066.78 | 587,965.31 | 3,464,780.01 | 4,036,262.00 | 571,481.99- | 14.15- |
| | TOTAL BARRELAGE | 59,728.72 | 59,414.02 | 331,102.98 | 385,958.14 | 54,855.16- | 14.21- |

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REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 07/75

| MO | | MONTHLY CURRENT | MONTHLY LAST YEAR | YEARLY CURRENT | YEARLY LAST YEAR | VARIANCE | % |
|---|---|---|---|---|---|---|---|
| 041 | 4-6 CAN GB | 0 | 0 | 0 | 9,240 | 9,240- | 100.00- |
| 075 | 4-6 NR TR | 0 | 0 | 224 | 0 | 224 | 100.00 |
| 080 | 4-6 CAN TR | 462 | 0 | 2,079 | 3,696 | 1,617- | 43.75- |
| 106 | 4-6 CAN PRE SZ | 1,540 | 0 | 3,542 | 0 | 3,542 | 100.00 |
| GRAIN BELT FULL BARRELS | | .00 | .00 | .00 | .00 | .00 | .00 |
| GRAIN BELT 288 OZ CASES | | .00 | .00 | .00 | 9,240.00 | 9,240.00- | 100.00- |
| WHITE LABEL 288 OZ CASES | | .00 | .00 | .00 | .00 | .00 | .00 |
| HAUENSTEIN 288 OZ CASES | | .00 | .00 | .00 | .00 | .00 | .00 |
| STORZ FULL BARRELS | | .00 | .00 | .00 | .00 | .00 | .00 |
| STORZ 288 OZ CASES | | 2,002.00 | .00 | 5,845.00 | 3,696.00 | 2,149.00 | 58.14 |
| CO CLUB NEAR RINGNES 288OZ | | .00 | .00 | .00 | .00 | .00 | .00 |
| TOTAL FULL BARRELS | | .00 | .00 | .00 | .00 | .00 | .00 |
| TOTAL 288 OZ CASES | | 2,002.00 | .00 | 5,845.00 | 12,936.00 | 7,091.00- | 54.81- |
| TOTAL BARRELAGE | | 145.30 | .00 | 424.23 | 938.89 | 514.66- | 54.81- |

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REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 07/75

| MT | | | MONTHLY CURRENT | MONTHLY LAST YEAR | YEARLY CURRENT | YEARLY LAST YEAR | VARIANCE | % |
|---|---|---|---|---|---|---|---|---|
| | 027 | 24/12 RT A GB | 0 | 0 | 672 | 0 | 672 | 100.00 |
| | 035 | 4-6 NR GB | 672 | 0 | 3,360 | 2,512 | 848 | 33.75 |
| | 041 | 4-6 CAN GB | 2,464 | 0 | 5,390 | 5,005 | 385 | 7.69 |
| | 036 | 4-6 BK CN GB | 0 | 0 | 0 | 154 | 154- | 100.00- |
| | 042 | 12/12 CAN GB | 154 | 0 | 924 | 0 | 924 | 100.00 |
| | 029 | 24/12 PREM RET | 0 | 0 | 294 | 0 | 294 | 100.00 |
| | 039 | 12/12 PREM CAN | 0 | 0 | 0 | 616 | 616- | 100.00- |
| | 064 | 36/8 COCLUB CN | 1,280 | 0 | 1,680 | 0 | 1,680 | 100.00 |
| | 065 | 4-6 COCLUB CAN | 3,003 | 0 | 3,913 | 0 | 3,913 | 100.00 |
| | 068 | 24/16 COCLUB C | 0 | 0 | 210 | 0 | 210 | 100.00 |
| GRAIN BELT FULL BARRELS | | | .00 | .00 | .00 | .00 | .00 | .00 |
| GRAIN BELT 288 OZ CASES | | | 3,213.00 | .00 | 10,178.00 | 7,979.00 | 2,199.00 | 27.55 |
| WHITE LABEL 288 OZ CASES | | | .00 | .00 | .00 | .00 | .00 | .00 |
| HAUENSTEIN 288 OZ CASES | | | .00 | .00 | .00 | .00 | .00 | .00 |
| STORZ FULL BARRELS | | | .00 | .00 | .00 | .00 | .00 | .00 |
| STORZ 288 OZ CASES | | | .00 | .00 | .00 | .00 | .00 | .00 |
| CO CLUB NEAR RINGNES 2880Z | | | 4,283.00 | .00 | 5,873.00 | .00 | 5,873.00 | 100.00 |
| TOTAL FULL BARRELS | | | .00 | .00 | .00 | .00 | .00 | .00 |
| TOTAL 288 OZ CASES | | | 7,496.00 | .00 | 16,051.00 | 7,979.00 | 8,072.00 | 101.16 |
| TOTAL BARRELAGE | | | 544.05 | .00 | 1,164.98 | 579.11 | 585.87 | 101.16 |

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REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 07/75

| NB | | MONTHLY CURRENT | MONTHLY LAST YEAR | YEARLY CURRENT | YEARLY LAST YEAR | VARIANCE | % |
|---|---|---|---|---|---|---|---|
| 002 | 1/2 BBL GB ST | 48 | 144 | 336 | 914 | 578- | 63.23- |
| 003 | 1/4 BBL GB ST | 0 | 8 | 4 | 68 | 64- | 94.11- |
| 010 | 1/2 BBL PREMUM | 12 | 36 | 96 | 168 | 72- | 42.85- |
| 027 | 24/12 RT A GB | 262 | 378 | 1,683 | 2,310 | 627- | 27.14- |
| 035 | 4-6 NR GB | 0 | 0 | 140 | 224 | 84- | 37.50- |
| 041 | 4-6 CAN GB | 77 | 385 | 1,540 | 1,848 | 308- | 16.66- |
| 036 | 4-6 BK CN GB | 0 | 0 | 231 | 154 | 77 | 50.00 |
| 042 | 12/12 CAN GB | 1,078 | 4,004 | 14,784 | 19,092 | 4,308- | 22.56- |
| 043 | 24/16 CAN GB | 56 | 10 | 112 | 359 | 247- | 68.80- |
| 029 | 24/12 PREM RET | 10 | 0 | 67 | 102 | 35- | 34.31- |
| 014 | 1/2 BBL STZ | 60 | 96 | 634 | 1,668 | 1,034- | 61.99- |
| 015 | 1/4 BBL STZ | 2 | 14 | 21 | 79 | 58- | 73.41- |
| 070 | 24/12 RT TR | 1,722 | 4,573 | 16,384 | 24,559 | 8,175- | 33.28- |
| 075 | 4-6 NR TR | 259 | 539 | 2,086 | 3,657 | 1,571- | 42.95- |
| 076 | 12/32 NR TR | 231 | 749 | 3,479 | 4,828 | 1,349- | 27.94- |
| 080 | 4-6 CAN TR | 400 | 1,232 | 5,420 | 7,953 | 2,533- | 31.84- |
| 081 | 12/12 CAN T ST | 21,868 | 34,185 | 143,528 | 209,187 | 65,659- | 31.38- |
| 106 | 4-6 CAN PRE SZ | 554 | 1,344 | 4,740 | 8,798 | 4,058- | 46.12- |
| 107 | 12/12 CAN PRSZ | 1,386 | 1,694 | 8,470 | 11,242 | 2,772- | 24.65- |
| | GRAIN BELT FULL BARRELS | 30.00 | 92.00 | 217.00 | 558.00 | 341.00- | 61.11- |
| | GRAIN BELT 288 OZ CASES | 962.67 | 2,778.33 | 11,202.33 | 14,662.67 | 3,460.34- | 23.59- |
| | WHITE LABEL 288 OZ CASES | .00 | .00 | .00 | .00 | .00 | .00 |
| | HAUENSTEIN 288 OZ CASES | .00 | .00 | .00 | .00 | .00 | .00 |
| | STORZ FULL BARRELS | 30.50 | 51.50 | 322.25 | 853.75 | 531.50- | 62.25- |
| | STORZ 288 OZ CASES | 14,870.00 | 26,626.16 | 109,267.66 | 161,618.82 | 52,351.16- | 32.39- |
| | CO CLUB NEAR RINGNES 28 30Z | .00 | .00 | .00 | .00 | .00 | .00 |
| | TOTAL FULL BARRELS | 60.50 | 143.50 | 539.25 | 1,411.75 | 872.50- | 61.80- |
| | TOTAL 288 OZ CASES | 15,832.67 | 29,404.49 | 120,469.99 | 176,281.49 | 55,811.50- | 31.66- |
| | TOTAL BARRELAGE | 1,209.63 | 2,277.67 | 9,282.96 | 14,206.26 | 4,923.30- | 34.65- |

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REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 07/75

| ND | | MONTHLY CURRENT | MONTHLY LAST YEAR | YEARLY CURRENT | YEARLY LAST YEAR | VARIANCE | % |
|---|---|---|---|---|---|---|---|
| 002 | 1/2 BBL GB ST | 336 | 644 | 2,628 | 4,244 | 1,616- | 38.07- |
| 003 | 1/4 BBL GB ST | 260 | 276 | 1,196 | 1,456 | 260- | 17.85- |
| 010 | 1/2 BBL PREMUM | 12 | 0 | 12 | 0 | 12 | 100.00 |
| 027 | 24/12 RT A GB | 1,134 | 1,218 | 6,006 | 7,770 | 1,764- | 22.70- |
| 034 | 24 PK NR GB | 112 | 224 | 728 | 952 | 224- | 23.52- |
| 035 | 4-6 NR GB | 1,232 | 4,648 | 8,910 | 15,736 | 6,826- | 43.37- |
| 037 | 12/32 NR GB | 56 | 84 | 543 | 1,183 | 640- | 54.09- |
| 041 | 4-6 CAN GB | 8,855 | 5,390 | 23,331 | 15,246 | 8,085 | 53.03 |
| 036 | 4-6 BK CN GB | 0 | 0 | 539 | 560 | 21- | 3.75- |
| 042 | 12/12 CAN GB | 6,468 | 2,772 | 23,870 | 12,782 | 11,088 | 86.74 |
| 043 | 24/16 CAN GB | 56 | 0 | 205 | 410 | 205- | 50.00- |
| 029 | 24/12 PREM RET | 2,940 | 4,242 | 20,118 | 27,376 | 7,258- | 26.51- |
| 030 | 36/8 PREM RET | 792 | 1,188 | 5,076 | 7,164 | 2,088- | 29.14- |
| 033 | 24/12 PREM N R | 0 | 224 | 483 | 1,169 | 686- | 58.68- |
| 038 | 4-6 PREM CAN | 1,694 | 4,389 | 13,433 | 30,585 | 17,152- | 56.07- |
| 039 | 12/12 PREM CAN | 1,232 | 3,774 | 6,622 | 32,257 | 25,635- | 79.47- |
| 066 | 4-6 CAN GBX | 0 | 0 | 0 | 21 | 21- | 100.00- |
| 148 | 4-6 CAN WL | 0 | 0 | 112 | 231 | 119- | 51.51- |
| 167 | 24/12 RT HN | 168 | 252 | 798 | 1,974 | 1,176- | 59.57- |
| 169 | 4-6 CAN HN | 231 | 693 | 1,054 | 2,772 | 1,718- | 61.97- |
| 170 | 12/12 CAN HN | 308 | 2,002 | 2,618 | 13,613 | 10,995- | 80.76- |
| 064 | 36/8 CO CLUB CN | 80 | 80 | 640 | 1,174 | 534- | 45.48- |
| 065 | 4-6 CO CLUB CAN | 91 | 182 | 624 | 637 | 13- | 2.04- |
| 068 | 24/16 CO CLUB C | 70 | 140 | 280 | 348 | 68- | 19.54- |
| 069 | 4-6 GOETZ NEAR | 0 | 91 | 182 | 273 | 91- | 33.33- |
| 019 | 24/11 RINGNES | 0 | 0 | 354 | 0 | 354 | 100.00 |
| | GRAIN BELT FULL BARRELS | 239.00 | 391.00 | 1,619.00 | 2,486.00 | 867.00- | 34.87- |
| | GRAIN BELT 288 OZ CASES | 20,758.34 | 24,908.00 | 94,867.33 | 131,222.50 | 36,355.17- | 27.70- |
| | WHITE LABEL 288 OZ CASES | .00 | .00 | 112.00 | 231.00 | 119.00- | 51.51- |
| | HAUENSTEIN 288 OZ CASES | 553.00 | 1,946.00 | 3,161.00 | 11,552.50 | 8,391.50- | 72.63- |
| | STORZ FULL BARRELS | .00 | .00 | .00 | .00 | .00 | .00 |
| | STORZ 288 OZ CASES | .00 | .00 | .00 | .00 | .00 | .00 |
| | CO CLUB NEAR RINGNES 288OZ | 264.33 | 539.67 | 2,143.83 | 2,548.00 | 404.17- | 15.86- |
| | TOTAL FULL BARRELS | 239.00 | 391.00 | 1,619.00 | 2,486.00 | 867.00- | 34.87- |
| | TOTAL 288 OZ CASES | 21,575.67 | 27,393.67 | 100,284.16 | 145,554.00 | 45,269.84- | 31.10- |
| | TOTAL BARRELAGE | 1,804.96 | 2,379.23 | 8,897.62 | 13,050.30 | 4,152.68- | 31.82- |

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| SD | | | MONTHLY CURRENT | MONTHLY LAST YEAR | YEARLY CURRENT | YEARLY LAST YEAR | VARIANCE | % |
|---|---|---|---|---|---|---|---|---|
| | 006 | 1/2 BBL GB 3.2 | 614 | 922 | 4,122 | 7,036 | 2,914- | 41.41- |
| | 007 | 1/4 BBL GB 3.2 | 152 | 318 | 832 | 1,183 | 351- | 29.67- |
| | 002 | 1/2 BBL GB ST | 288 | 628 | 2,220 | 2,570 | 350- | 13.61- |
| | 003 | 1/4 BBL GB ST | 60 | 162 | 438 | 589 | 151- | 25.63- |
| | 010 | 1/2 BBL PREMUM | 48 | 0 | 48 | 0 | 48 | 100.00 |
| | 011 | 1/4 BBL PREMUM | 8 | 0 | 8 | 0 | 8 | 100.00 |
| | 047 | 24/12 RA GB 32 | 2,604 | 3,612 | 15,288 | 25,746 | 10,458- | 40.61- |
| | 048 | 35/7 RA GB 32 | 10 | 0 | 10 | 0 | 10 | 100.00 |
| | 050 | 36/8 RT GB 32 | 396 | 396 | 2,844 | 5,002 | 2,158- | 43.14- |
| | 055 | 4-6 NR GB 32 | 2,576 | 3,864 | 11,284 | 21,420 | 10,136- | 47.32- |
| | 057 | 12/32 NR GB 32 | 42 | 126 | 556 | 1,323 | 767- | 57.97- |
| | 061 | 4-6 CAN GB 32 | 5,313 | 7,777 | 25,025 | 35,728 | 10,703- | 29.95- |
| | 056 | 4-6 BKCN GB 32 | 0 | 0 | 133 | 124 | 9 | 7.25 |
| | 062 | 12/12 C GB 32 | 770 | 154 | 6,776 | 924 | 5,852 | 633.33 |
| | 063 | 24/16 C GB 32 | 40 | 0 | 396 | 112 | 284 | 253.57 |
| | 027 | 24/12 RT A GB | 2,310 | 3,192 | 12,810 | 17,052 | 4,242- | 24.87- |
| | 034 | 24 PK NR GB | 56 | 56 | 168 | 168 | 0 | .00 |
| | 035 | 4-6 NR GB | 2,184 | 3,248 | 11,116 | 14,687 | 3,571- | 24.31- |
| | 037 | 12/32 NR GB | 66 | 294 | 682 | 1,096 | 414- | 37.77- |
| | 041 | 4-6 CAN GB | 2,310 | 3,927 | 14,588 | 18,557 | 3,969- | 21.38- |
| | 036 | 4-6 BK CN GB | 0 | 0 | 427 | 622 | 195- | 31.35- |
| | 042 | 12/12 CAN GB | 1,232 | 924 | 7,392 | 5,082 | 2,310 | 45.45 |
| | 043 | 24/16 CAN GB | 224 | 336 | 1,622 | 2,072 | 450- | 21.71- |
| | 029 | 24/12 PREM RET | 2,478 | 2,604 | 12,264 | 13,860 | 1,596- | 11.51- |
| | 030 | 36/8 PREM RET | 540 | 792 | 4,068 | 6,810 | 2,742- | 40.26- |
| | 033 | 24/12 PREM N R | 0 | 56 | 0 | 280 | 280- | 100.00- |
| | 038 | 4-6 PREM CAN | 2,023 | 2,156 | 6,937 | 9,086 | 2,149- | 23.65- |
| | 039 | 12/12 PREM CAN | 154 | 154 | 154 | 462 | 308- | 66.66- |
| | 152 | 24/12 R WL 32 | 126 | 0 | 525 | 630 | 105- | 16.66- |
| | 153 | 4-6 CAN WL 32 | 178 | 154 | 663 | 1,643 | 980- | 59.64- |
| | 164 | 12/12 CAN WL32 | 42 | 0 | 126 | 0 | 126 | 100.00 |
| | 147 | 24/12 RT WL | 168 | 336 | 609 | 1,386 | 777- | 56.06- |
| | 148 | 4-6 CAN WL | 0 | 124 | 329 | 1,158 | 829- | 71.58- |
| | 173 | 24/12 RT HN 32 | 294 | 0 | 294 | 42 | 252 | 600.00 |
| | 175 | 4-6 CAN HN 32 | 0 | 113 | 378 | 806 | 428- | 53.10- |
| | 176 | 12/12 C HN 32 | 0 | 0 | 0 | 154 | 154- | 100.00- |
| | 167 | 24/12 RT HN | 0 | 0 | 0 | 84 | 84- | 100.00- |
| | 169 | 4-6 CAN HN | 308 | 77 | 385 | 539 | 154- | 28.57- |
| | 014 | 1/2 BBL STZ | 0 | 0 | 0 | 288 | 288- | 100.00- |
| | 118 | 4-6 CN PR SZ32 | 2,226 | 1,831 | 9,055 | 11,178 | 2,123- | 18.99- |
| | 119 | 12/12 PRE SZ32 | 4,966 | 3,388 | 17,626 | 24,794 | 7,168- | 28.91- |
| | 070 | 24/12 RT TR | 42 | 42 | 168 | 1,302 | 1,134- | 87.09- |
| | 076 | 12/32 NR TR | 126 | 126 | 609 | 945 | 336- | 35.55- |
| | 080 | 4-6 CAN TR | 77 | 0 | 77 | 0 | 77 | 100.00 |
| | 081 | 12/12 CAN T ST | 0 | 0 | 154 | 0 | 154 | 100.00 |
| | 106 | 4-6 CAN PRE SZ | 770 | 1,925 | 3,696 | 7,590 | 3,894- | 51.30- |
| | 107 | 12/12 CAN PRSZ | 1,363 | 4,744 | 12,605 | 19,374 | 6,769- | 34.93- |
| | 064 | 36/8 CO CLUB CN | 0 | 80 | 586 | 880 | 294- | 33.40- |
| | 065 | 4-6 CCCLUB CAN | 819 | 1,092 | 4,459 | 4,906 | 447- | 9.11- |
| | 068 | 24/16 CCCLUB C | 420 | 350 | 1,470 | 1,399 | 71 | 5.07 |
| | 019 | 24/11 RINGNES | 122 | 0 | 291 | 0 | 291 | 100.00 |

Data Documents, Inc. 02

| | | | | | | |
|---|---|---|---|---|---|---|
| GRAIN BELT FULL BARRELS | 530.00 | 895.00 | 3,514.50 | 5,246.00 | 1,731.50- | 33.00- |
| GRAIN BELT 288 OZ CASES | 24,372.51 | 33,304.00 | 128,462.83 | 178,513.32 | 50,050.49- | 28.03- |
| WHITE LABEL 288 OZ CASES | 493.00 | 614.00 | 2,139.00 | 4,817.00 | 2,628.00- | 54.55- |
| HAUENSTEIN 288 OZ CASES | 602.00 | 190.00 | 1,057.00 | 1,548.00 | 491.00- | 31.71- |
| STORZ FULL BARRELS | .00 | .00 | .00 | 144.00 | 144.00- | 100.00- |
| STORZ 288 OZ CASES | 6,447.50 | 8,032.00 | 29,000.50 | 43,414.00 | 14,413.50- | 33.20- |
| CO CLUB NEAR RINGNES 2880Z | 1,490.83 | 1,638.67 | 7,271.75 | 7,651.33 | 379.58- | 4.96- |
| TOTAL FULL BARRELS | 530.00 | 895.00 | 3,514.50 | 5,390.00 | 1,875.50- | 34.79- |
| TOTAL 288 OZ CASES | 33,405.84 | 43,778.67 | 167,981.08 | 235,943.65 | 67,962.57- | 28.80- |
| TOTAL BARRELAGE | 2,954.59 | 4,072.45 | 15,706.56 | 22,514.79 | 6,808.23- | 30.23- |

Data Documents Inc. 02

REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 07/75

| WA | MONTHLY CURRENT | MONTHLY LAST YEAR | YEARLY CURRENT | YEARLY LAST YEAR | VARIANCE | % |
|---|---|---|---|---|---|---|
| 035 4-6 NR GB | 448 | 0 | 448 | 6,368 | 5,920- | 92.96- |
| 041 4-6 CAN GB | 0 | 0 | 0 | 308 | 308- | 100.00- |
| GRAIN BELT FULL BARRELS | .00 | .00 | .00 | .00 | .00 | .00 |
| GRAIN BELT 288 OZ CASES | 448.00 | .00 | 448.00 | 6,676.00 | 6,228.00- | 93.28- |
| WHITE LABEL 288 OZ CASES | .00 | .00 | .00 | .00 | .00 | .00 |
| HAUENSTEIN 288 OZ CASES | .00 | .00 | .00 | .00 | .00 | .00 |
| STORZ FULL BARRELS | .00 | .00 | .00 | .00 | .00 | .00 |
| STORZ 288 OZ CASES | .00 | .00 | .00 | .00 | .00 | .00 |
| CO CLUB NEAR RINGNES 288OZ | .00 | .00 | .00 | .00 | .00 | .00 |
| TOTAL FULL BARRELS | .00 | .00 | .00 | .00 | .00 | .00 |
| TOTAL 288 OZ CASES | 448.00 | .00 | 448.00 | 6,676.00 | 6,228.00- | 93.28- |
| TOTAL BARRELAGE | 32.51 | .00 | 32.51 | 484.54 | 452.03- | 93.29- |

Data Documents, Inc. 02

REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 07/75

| WI | | | MONTHLY CURRENT | MONTHLY LAST YEAR | YEARLY CURRENT | YEARLY LAST YEAR | VARIANCE | % |
|---|---|---|---|---|---|---|---|---|
| | 002 | 1/2 BBL GB ST | 1,324 | 896 | 6,060 | 6,963 | 903- | 12.96- |
| | 003 | 1/4 BBL GB ST | 300 | 250 | 1,391 | 1,568 | 177- | 11.28- |
| | 010 | 1/2 BBL PREMUM | 40 | 0 | 40 | 0 | 40 | 100.00 |
| | 011 | 1/4 BBL PREMUM | 4 | 12 | 4 | 24 | 20- | 83.33- |
| | 027 | 24/12 RT A GB | 14,490 | 14,910 | 77,231 | 98,154 | 20,923- | 21.31- |
| | 028 | 35/7 RT A GB | 2,514 | 2,132 | 12,943 | 18,729 | 5,786- | 30.89- |
| | 034 | 24 PK NR GB | 336 | 168 | 1,308 | 1,262 | 46 | 3.64 |
| | 035 | 4-6 NR GB | 1,792 | 1,773 | 8,764 | 19,130 | 10,366- | 54.18- |
| | 037 | 12/32 NR GB | 357 | 344 | 2,167 | 2,421 | 254- | 10.49- |
| | 040 | 24 PK CAN GB | 0 | 231 | 0 | 3,594 | 3,594- | 100.00- |
| | 041 | 4-6 CAN GB | 3,213 | 3,003 | 12,201 | 19,629 | 7,428- | 37.84- |
| | 036 | 4-6 BK CN GB | 0 | 0 | 1,899 | 1,386 | 513 | 37.01 |
| | 042 | 12/12 CAN GB | 32,032 | 19,712 | 163,520 | 160,624 | 2,896 | 1.80 |
| | 043 | 24/16 CAN GB | 0 | 10 | 0 | 192 | 192- | 100.00- |
| | 029 | 24/12 PREM RET | 2,016 | 1,827 | 10,920 | 15,519 | 4,599- | 29.63- |
| | 030 | 36/8 PREM RET | 792 | 785 | 4,946 | 6,761 | 1,815- | 26.84- |
| | 033 | 24/12 PREM N R | 0 | 0 | 5 | 140 | 135- | 96.42- |
| | 038 | 4-6 PREM CAN | 77 | 924 | 579 | 1,155 | 576- | 49.87- |
| | 039 | 12/12 PREM CAN | 924 | 8,470 | 5,341 | 17,633 | 12,292- | 69.71- |
| | 066 | 4-6 CAN GBX | 0 | 0 | 0 | 154 | 154- | 100.00- |
| | 147 | 24/12 RT WL | 798 | 840 | 3,450 | 5,780 | 2,330- | 40.31- |
| | 148 | 4-6 CAN WL | 0 | 92 | 0 | 330 | 330- | 100.00- |
| | 167 | 24/12 RT HN | 4,914 | 9,786 | 33,964 | 42,798 | 8,834- | 20.64- |
| | 169 | 4-6 CAN HN | 21 | 179 | 283 | 460 | 177- | 38.47- |
| | 170 | 12/12 CAN HN | 308 | 1,078 | 7,127 | 3,414 | 3,713 | 108.75 |
| | 064 | 36/8 COCLUB ICN | 0 | 0 | 160 | 80 | 80 | 100.00 |
| | 065 | 4-6 COCLUB CAN | 364 | 0 | 546 | 182 | 364 | 200.00 |
| | 069 | 4-6 GOETZ NEAR | 181 | 0 | 1,273 | 273 | 1,000 | 366.30 |
| | | GRAIN BELT FULL BARRELS | 758.00 | 513.50 | 3,398.75 | 3,879.50 | 480.75- | 12.39- |
| | | GRAIN BELT 288 OZ CASES | 41,808.63 | 39,997.67 | 216,183.31 | 275,429.06 | 59,245.75- | 21.51- |
| | | WHITE LABEL 288 OZ CASES | 798.00 | 932.00 | 3,450.00 | 6,110.00 | 2,660.00- | 43.53- |
| | | HAUENSTEIN 288 OZ CASES | 5,089.00 | 10,504.00 | 37,810.50 | 44,965.00 | 7,154.50- | 15.91- |
| | | STORZ FULL BARRELS | .00 | .00 | .00 | .00 | .00 | .00 |
| | | STORZ 288 OZ CASES | .00 | .00 | .00 | .00 | .00 | .00 |
| | | CO CLUB NEAR RINGNES 2880Z | 545.00 | .00 | 1,979.00 | 535.00 | 1,444.00 | 269.90 |
| | | TOTAL FULL BARRELS | 758.00 | 513.50 | 3,398.75 | 3,879.50 | 480.75- | 12.39- |
| | | TOTAL 288 OZ CASES | 48,240.63 | 51,433.67 | 259,422.81 | 327,039.06 | 67,616.25- | 20.87- |
| | | TOTAL BARRELAGE | 4,259.30 | 4,246.55 | 22,227.65 | 27,615.99 | 5,388.34- | 19.51- |

Data Documents, Inc. 02

REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 07/75

| WY | | MONTHLY CURRENT | MONTHLY LAST YEAR | YEARLY CURRENT | YEARLY LAST YEAR | VARIANCE | % |
|---|---|---|---|---|---|---|---|
| 035 | 4-6 NR GB | 0 | 616 | 0 | 616 | 616- | 100.00- |
| 037 | 12/32 NR GB | 0 | 42 | 0 | 42 | 42- | 100.00- |
| 041 | 4-6 CAN GB | 0 | 924 | 616 | 1,848 | 1,232- | 66.66- |
| GRAIN BELT FULL BARRELS | | .00 | .00 | .00 | .00 | .00 | .00 |
| GRAIN BELT 288 OZ CASES | | .00 | 1,596.00 | 616.00 | 2,520.00 | 1,904.00- | 75.55- |
| WHITE LABEL 288 OZ CASES | | .00 | .00 | .00 | .00 | .00 | .00 |
| HAUENSTEIN 288 OZ CASES | | .00 | .00 | .00 | .00 | .00 | .00 |
| STORZ FULL BARRELS | | .00 | .00 | .00 | .00 | .00 | .00 |
| STORZ 288 OZ CASES | | .00 | .00 | .00 | .00 | .00 | .00 |
| CO CLUB NEAR RINGNES 288OZ | | .00 | .00 | .00 | .00 | .00 | .00 |
| TOTAL FULL BARRELS | | .00 | .00 | .00 | .00 | .00 | .00 |
| TOTAL 288 OZ CASES | | .00 | 1,596.00 | 616.00 | 2,520.00 | 1,904.00- | 75.55- |
| TOTAL BARRELAGE | | .00 | 115.83 | 44.70 | 182.90 | 138.20- | 75.56- |

Data Documents, Inc. 02

GRAND TOTALS — ANALYSIS OF DISTRIBUTORS PURCHASES — MONTH: 07/75

| | | MONTHLY CURRENT | MONTHLY LAST YEAR | YEARLY CURRENT | YEARLY LAST YEAR | VARIANCE | % |
|---|---|---|---|---|---|---|---|
| 005 | 1/ 1 BBL GB 3.2 | 2,211 | 2,859 | 14,600 | 18,169 | 3,569- | 19.64- |
| 006 | 1/2 BBL GB 3.2 | 10,446 | 10,691 | 53,960 | 64,759 | 10,799- | 16.67- |
| 007 | 1/4 BBL GB 3.2 | 830 | 1,027 | 3,597 | 4,888 | 1,291- | 26.41- |
| 001 | 1/1 BBL GB ST | 248 | 285 | 1,791 | 1,797 | 6- | .33- |
| 002 | 1/2 BBL GB ST | 14,422 | 14,738 | 72,152 | 83,325 | 11,173- | 13.40- |
| 003 | 1/4 BBL GB ST | 8,082 | 11,039 | 37,567 | 48,173 | 10,606- | 22.01- |
| 009 | 1/1 BBL PREMUM | 3 | 2 | 9 | 13 | 4- | 30.76- |
| 010 | 1/2 BBL PREMUM | 640 | 99 | 1,009 | 681 | 328 | 48.16 |
| 011 | 1/4 BBL PREMUM | 366 | 194 | 1,069 | 1,299 | 230- | 17.70- |
| 047 | 24/12 RA GB 32 | 42,314 | 48,601 | 284,596 | 389,764 | 105,168- | 26.98- |
| 048 | 35/7 RA GB 32 | 1,178 | 1,078 | 8,340 | 13,072 | 4,732- | 36.19- |
| 050 | 36/8 RT GB 32 | 1,401 | 1,007 | 8,163 | 11,864 | 3,701- | 31.19- |
| 055 | 4-6 NR GB 32 | 16,836 | 20,094 | 89,653 | 136,309 | 46,656- | 34.22- |
| 057 | 12/32 NR GB 32 | 1,490 | 2,012 | 12,021 | 14,101 | 2,080- | 14.75- |
| 060 | 24 PK C GB 32 | 0 | 0 | 0 | 775 | 775- | 100.00- |
| 061 | 4-6 CAN GB 32 | 42,079 | 47,566 | 212,719 | 270,039 | 57,320- | 21.22- |
| 056 | 4-6 BKCN GB 32 | 109 | 0 | 3,290 | 3,878 | 588- | 15.16- |
| 062 | 12/12 C GB 32 | 38,346 | 38,352 | 286,105 | 255,046 | 31,059 | 12.17 |
| 063 | 24/16 C GB 32 | 4,835 | 7,162 | 35,375 | 43,947 | 8,572- | 19.50- |
| 027 | 24/12 RT A GB | 126,766 | 129,410 | 736,295 | 893,934 | 157,639- | 17.63- |
| 028 | 35/7 RT A GB | 7,760 | 9,027 | 41,324 | 55,119 | 13,795- | 25.02- |
| 034 | 24 PK NR GB | 9,918 | 9,576 | 58,305 | 82,545 | 24,240- | 29.36- |
| 035 | 4-6 NR GB | 24,614 | 24,626 | 142,974 | 190,738 | 47,764- | 25.04- |
| 037 | 12/32 NR GB | 1,707 | 2,385 | 13,721 | 18,416 | 4,695- | 25.49- |
| 040 | 24 PK CAN GB | 154 | 2,079 | 1,640 | 14,355 | 12,715- | 88.57- |
| 041 | 4-6 CAN GB | 49,455 | 47,518 | 228,728 | 304,259 | 75,531- | 24.82- |
| 036 | 4-6 BK CN GB | 0 | 0 | 10,535 | 12,248 | 1,713- | 13.98- |
| 042 | 12/12 CAN GB | 229,541 | 152,950 | 1,274,676 | 1,481,132 | 206,456- | 13.93- |
| 043 | 24/16 CAN GB | 6,705 | 8,277 | 40,046 | 55,756 | 15,710- | 28.17- |
| 029 | 24/12 PREM RET | 46,420 | 45,507 | 253,579 | 318,276 | 64,697- | 20.32- |
| 030 | 36/8 PREM RET | 18,035 | 18,187 | 87,914 | 108,173 | 20,259- | 18.72- |
| 033 | 24/12 PREM N R | 1,715 | 1,463 | 10,456 | 13,190 | 2,734- | 20.72- |
| 038 | 4-6 PREM CAN | 11,360 | 18,130 | 49,949 | 72,145 | 22,196- | 30.76- |
| 039 | 12/12 PREM CAN | 38,735 | 62,456 | 215,849 | 217,670 | 1,821- | .83- |
| 066 | 4-6 CAN GBX | 0 | 121 | 0 | 4,499 | 4,499- | 100.00- |
| 152 | 24/12 R WL 32 | 1,680 | 2,436 | 14,770 | 22,513 | 7,743- | 34.39- |
| 153 | 4-6 CAN WL 32 | 1,872 | 2,951 | 10,128 | 17,205 | 7,077- | 41.13- |
| 164 | 12/12 CAN WL32 | 2,044 | 4,312 | 9,770 | 4,312 | 5,458 | 126.57 |
| 154 | 24/16 C WL 32 | 0 | 672 | 0 | 5,568 | 5,568- | 100.00- |
| 147 | 24/12 RT WL | 20,874 | 21,042 | 106,183 | 134,307 | 28,124- | 20.94- |
| 148 | 4-6 CAN WL | 1,420 | 3,317 | 10,966 | 35,009 | 24,043- | 68.67- |
| 159 | 12/12 CAN WL | 2,664 | 10,472 | 24,028 | 10,472 | 13,556 | 129.44 |
| 149 | 24/16 CAN WL | 0 | 973 | 0 | 5,129 | 5,129- | 100.00- |
| 173 | 24/12 RT HN 32 | 10,122 | 10,836 | 51,786 | 63,314 | 11,528- | 18.20- |
| 175 | 4-6 CAN HN 32 | 4,872 | 4,523 | 24,707 | 27,034 | 2,327- | 8.60- |
| 176 | 12/12 C HN 32 | 6,359 | 4,773 | 27,928 | 27,756 | 172 | .61 |
| 167 | 24/12 RT HN | 142,548 | 130,578 | 742,983 | 776,299 | 33,316- | 4.29- |
| 169 | 4-6 CAN HN | 6,356 | 5,506 | 41,329 | 49,936 | 8,607- | 17.23- |
| 170 | 12/12 CAN HN | 23,332 | 16,504 | 103,936 | 95,587 | 8,349 | 8.73 |
| 014 | 1/2 BBL STZ | 120 | 308 | 1,266 | 3,188 | 1,922- | 60.28- |
| 015 | 1/4 BBL STZ | 2 | 22 | 30 | 133 | 103- | 77.44- |

Data Documents, Inc. 02

| | | | | | | | |
|---|---|---|---|---|---|---|---|
| 118 | 4-6 CN PR SZ32 | 2,226 | 1,831 | 9,055 | 11,178 | 2,123- | 18.99- |
| 119 | 12/12 PRE SZ32 | 4,966 | 3,388 | 17,626 | 24,794 | 7,168- | 28.91- |
| 070 | 24/12 RT TR | 2,058 | 4,909 | 20,584 | 28,885 | 8,301- | 28.73- |
| 075 | 4-6 NR TR | 483 | 1,155 | 9,246 | 14,707 | 5,461- | 37.13- |
| 076 | 12/32 NR TR | 441 | 1,127 | 4,997 | 6,914 | 1,917- | 27.72- |
| 080 | 4-6 CAN TR | 7,940 | 1,771 | 28,823 | 14,267 | 14,556 | 102.02 |
| 081 | 12/12 CAN T ST | 30,184 | 41,577 | 206,053 | 253,882 | 47,829- | 18.83- |
| 106 | 4-6 CAN PRE SZ | 2,941 | 3,500 | 19,140 | 24,935 | 5,795- | 23.24- |
| 107 | 12/12 CAN PRSZ | 4,443 | 9,672 | 42,175 | 69,116 | 26,941- | 38.97- |
| 026 | 36/8 CO CLUB 32 | 0 | 80 | 0 | 960 | 960- | 100.00- |
| 064 | 36/8 CO CLUB CN | 3,260 | 1,440 | 9,757 | 10,589 | 832- | 7.85- |
| 065 | 4-6 C OCLUB CAN | 5,808 | 2,912 | 18,535 | 15,949 | 2,586 | 16.21 |
| 068 | 24/16 CO CLUB C | 2,590 | 1,890 | 10,654 | 11,915 | 1,261- | 10.58- |
| 069 | 4-6 GOETZ NEAR | 181 | 91 | 2,176 | 1,446 | 730 | 50.48 |
| 018 | 24/11 RNGNS 32 | 0 | 0 | 0 | 355 | 355- | 100.00- |
| 019 | 24/11 RINGNES | 518 | 80 | 3,120 | 2,093 | 1,027 | 49.06 |
| | GRAIN BELT FULL BARRELS | 17,535.50 | 18,975.00 | 90,518.75 | 107,951.50 | 17,432.75- | 16.14- |
| | GRAIN BELT 288 OZ CASES | 571,739.74 | 575,808.15 | 3,244,243.32 | 4,038,217.30 | 793,973.98- | 19.66- |
| | WHITE LABEL 288 OZ CASES | 28,200.00 | 39,341.33 | 158,946.00 | 230,688.63 | 71,742.63- | 31.09- |
| | HAUENSTEIN 288 OZ CASES | 178,743.50 | 162,081.50 | 926,737.00 | 978,254.50 | 51,517.50- | 5.26- |
| | STORZ FULL BARRELS | 60.50 | 159.50 | 640.50 | 1,627.25 | 986.75- | 60.63- |
| | STORZ 288 OZ CASES | 36,032.50 | 41,987.16 | 226,437.65 | 277,086.64 | 50,648.99- | 18.27- |
| | CO CLUB NEAR RINGNES 288OZ | 13,177.16 | 7,116.32 | 47,533.31 | 47,074.64 | 458.67 | .97 |
| | TOTAL FULL BARRELS | 17,596.00 | 19,134.50 | 91,159.25 | 109,578.75 | 18,419.50- | 16.80- |
| | TOTAL 288 OZ CASES | 827,892.90 | 826,334.46 | 4,603,897.28 | 5,571,321.71 | 967,424.43- | 17.36- |
| | TOTAL BARRELAGE | 77,684.46 | 79,109.85 | 425,310.11 | 513,945.27 | 88,635.16- | 17.24- |

Data Documents, Inc. 02

SUMMARY OF COSTS BY CLASSIFICATION

| WAGES AND SALARIES | JUNE 75 AMOUNT | YTD 75 AMOUNT | JUNE 74 AMOUNT | YTD 74 AMOUNT | VARIANCE |
|---|---|---|---|---|---|
| PRODUCTION | 400,719.52 | 759,376.48 | 400,035.10 | 796,274.40 | 684.42<br>36,897.92- |
| ADVERTISING & SELLING | 35,870.67 | 69,254.93 | 27,729.74 | 54,493.68 | 8,140.93<br>14,761.25 |
| ADMINSTRATIVE | 25,693.83 | 49,030.80 | 22,190.59 | 44,401.39 | 3,503.24<br>4,629.41 |
| TOTAL WAGES | 462,284.02 | 877,662.21 | 449,955.43 | 895,169.47 | 12,328.59<br>17,507.26- |
| **SUPPLIES** | | | | | |
| PRODUCTION | 684,603.11 | 1,245,942.07 | 539,096.18 | 1,057,966.39 | 145,506.93<br>187,975.68 |
| SELLING DELIVERY ADMINSTRATIVE | 5,449.16 | 12,959.05 | 6,616.17 | 10,062.89 | 1,167.01-<br>2,896.16 |
| TOTAL SUPPLIES | 690,052.27 | 1,258,901.12 | 545,712.35 | 1,068,029.28 | 144,339.92<br>190,871.84 |
| **MAINTENANCE** | | | | | |
| CONTRACTOR MAINTENANCE | 19,484.83 | 38,708.03 | 20,557.86 | 30,259.56 | 1,073.03-<br>8,448.47 |
| PRODUCTION MATERIAL | 27,326.90 | 37,899.19 | 14,433.09 | 23,715.56 | 12,893.81<br>14,183.63 |
| SELLING DELIVERY ADMINSTRATIVE | 826.31 | 2,328.15 | 1,343.63 | 2,732.85 | 517.32-<br>404.70- |
| TOTAL MAINTENANCE | 47,638.04 | 78,935.37 | 36,334.58 | 56,707.97 | 11,303.46<br>22,227.40 |
| **GENERAL** | | | | | |
| PRODUCTION | 40,030.18 | 79,693.90 | 41,938.18 | 83,464.91 | 1,908.00-<br>3,771.01- |
| SELLING DELIVERY ADMINSTRATIVE | 30,409.97 | 57,828.87 | 30,654.53 | 61,149.27 | 244.56-<br>3,320.40- |

FORM 1811-1/2GB PRINTED IN U.S.A.

SUMMARY OF COSTS BY CLASSIFICATION

| | JUNE 75 | YTD 75 | JUNE 74 | YTD 74 | VARIANCE |
|---|---|---|---|---|---|
| TOTAL GENERAL | 70,440.15 | 137,522.77 | 72,592.71 | 144,614.18 | 2,152.56-<br>7,091.41- |
| ADVERTISING | | | | | |
| MEDIA | 54,565.29 | 71,689.24 | 81,190.15 | 175,264.02 | 26,624.86-<br>103,574.78- |
| PRODUCTION | 5,543.15 | 6,246.95 | 11,540.40 | 21,409.04 | 5,997.25-<br>15,162.09- |
| SALES PROMOTION | 27,376.73 | 37,449.06 | 47,850.14 | 63,880.59 | 20,473.41-<br>26,431.53- |
| SIGN COST & MAINTENANCE | 15,675.72 | 27,190.42 | 18,898.08 | 42,524.08 | 3,222.36-<br>15,333.66- |
| TOTAL ADVERTISING | 103,160.89 | 142,575.67 | 159,478.77 | 303,077.73 | 56,317.88-<br>160,502.06- |
| FIXED | | | | | |
| PROPERTY TAXES & LICENSES | 7,802.33 | 12,303.85 | 24,698.29 | 47,340.95 | 16,895.96-<br>35,037.10- |
| PAYROLL TAXES | 40,340.00 | 80,550.00 | 40,210.00 | 82,090.00 | 130.00<br>1,540.00- |
| INSURANCE GENERAL | 5,202.54 | 10,489.35 | 7,234.78 | 13,863.97 | 2,032.24-<br>3,374.62- |
| INSURANCE - EMPLOYEES GROUP | 46,956.90 | 93,323.37 | 45,972.44 | 92,403.02 | 984.46<br>920.35 |
| SALARIED PENSION TRUST | 8,700.00 | 17,400.00 | 7,500.00 | 15,000.00 | 1,200.00<br>2,400.00 |
| RETIREES PENSION | 4,063.90 | 8,161.67 | 4,343.27 | 8,686.54 | 279.37-<br>524.87- |
| RENTALS | 1,060.13 | 2,120.28 | 1,205.09 | 2,397.90 | 144.96-<br>277.62- |
| DEPRECIATION - PLANT & EQUIPMENT | 6,718.56 | 13,379.77 | 86,519.17 | 162,150.92 | 79,800.61-<br>148,771.15- |
| DEPRECIATION - RETURNABLE CONT. | 857.32 | 857.32 | 61,151.94 | 113,753.82 | 60,294.62-<br>112,896.50- |

FORM 1411-1/2GB
PRINTED IN U.S.A.

SUMMARY OF COSTS BY CLASSIFICATION

| | JUNE 75 | YTD 75 | JUNE 74 | YTD 74 | VARIANCE |
|---|---|---|---|---|---|
| | 121,701.68 | | 278,834.98 | | 157,133.30- |
| TOTAL FIXED | | 238,585.61 | | 537,687.12 | 299,101.51- |
| | 1,495,277.05 | | 1,542,908.82 | | 47,631.77- |
| TOTAL COSTS | | 2,734,182.75 | | 3,005,285.75 | 271,103.00- |

GRAIN BELT BREWERIES, INC. SUMMARY OF COSTS BY CLASSIFICATION

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| | JUNE 75 | | | YTD 75 | | JUNE 74 | | | YTD 74 | | VARIANCE |
|---|---|---|---|---|---|---|---|---|---|---|---|
| BARRELS BREWED | 87,005 | | | 157,350 | | 81,843 | | | 163,737 | | 5,162<br>6,387- |
| WAGES AND SALARIES | AMOUNT | PER BBL | | AMOUNT | PER BBL | AMOUNT | PER BBL | | AMOUNT | PER BBL | |
| BREWHOUSE | 14,369.79 | .1652 | | 27,280.10 | .1734 | 13,248.41 | .1619 | | 27,148.93 | .1658 | 1,121.38<br>131.17 |
| FERMENTING | 4,733.37 | .0544 | | 9,693.02 | .0616 | 4,011.15 | .0490 | | 9,016.12 | .0551 | 722.22<br>676.90 |
| CELLARS | 23,926.23 | .2750 | | 46,883.00 | .2980 | 22,264.38 | .2720 | | 47,315.95 | .2890 | 1,661.85<br>432.95- |
| LAB AND CLERICAL | 4,377.49 | .0503 | | 8,681.03 | .0552 | 4,042.93 | .0494 | | 8,028.64 | .0490 | 334.56<br>652.39 |
| SUPERVISION | 10,832.19 | .1245 | | 19,023.85 | .1209 | 7,791.66 | .0952 | | 15,583.32 | .0952 | 3,040.53<br>3,440.53 |
| VACATION | 8,400.00 | .0965 | | 16,100.00 | .1023 | 9,120.00 | .1114 | | 17,480.00 | .1068 | 720.00-<br>1,380.00- |
| HOLIDAY | 3,240.00 | .0372 | | 6,210.00 | .0395 | 3,600.00 | .0440 | | 6,900.00 | .0421 | 360.00-<br>690.00- |
| PENSION | 3,018.25 | .0347 | | 6,351.75 | .0404 | 3,467.75 | .0424 | | 6,273.75 | .0383 | 449.50-<br>78.00 |
| UNCLASSIFIED | 2,765.84 | .0318 | | 3,969.20 | .0252 | 978.67 | .0120 | | 2,510.98 | .0153 | 1,787.17<br>1,458.22 |
| TOTAL WAGES | 75,663.16 | .8696 | | 144,191.95 | .9164 | 68,524.95 | .8373 | | 140,257.69 | .8566 | 7,138.21<br>3,934.26 |
| MATERIALS AND SUPPLIES | | | | | | | | | | | |
| MALT | 339,243.35 | 3.8991 | | 612,768.37 | 3.8943 | 246,252.83 | 3.0088 | | 497,562.49 | 3.0388 | 92,990.52<br>115,205.88 |
| HOPS DOMESTIC | 13,598.75 | .1563 | | 24,932.00 | .1584 | 13,099.50 | .1601 | | 26,366.40 | .1610 | 499.25<br>1,434.40- |
| HOPS IMPORTED | 12,484.50 | .1435 | | 22,728.00 | .1444 | 16,290.75 | .1990 | | 33,677.00 | .2057 | 3,806.25-<br>10,949.00- |
| NU-BRU | 154,941.66 | 1.7808 | | 270,775.71 | 1.7208 | 98,397.04 | 1.2023 | | 200,269.99 | 1.2231 | 56,544.62<br>70,505.72 |
| GLUCOSE | 13,860.00 | .1593 | | 28,879.50 | .1835 | 16,048.80 | .1961 | | 36,397.80 | .2223 | 2,188.80-<br>7,518.30- |

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| | JUNE 75 | | YTD 75 | | JUNE 74 | | YTD 74 | | VARIANCE |
|---|---|---|---|---|---|---|---|---|---|
| TREATING | 28,526.17 | .3279 | 53,399.77 | .3394 | 33,834.86 | .4134 | 62,297.23 | .3805 | 5,308.69-<br>8,897.46- |
| FILTERING | 1,400.30 | .0161 | 2,527.30 | .0161 | 1,453.47 | .0178 | 2,523.01 | .0154 | 53.17-<br>4.29 |
| SUNDRY MATERIAL | 4,217.04 | .0485 | 8,099.68 | .0515 | 4,009.50 | .0490 | 7,034.18 | .0430 | 207.54<br>1,065.50 |
| BY PRODUCT SALES | 21,236.41- | .2441- | 37,936.53- | .2411- | 17,376.64- | .2123- | 45,772.62- | .2795- | 3,859.77-<br>7,836.09 |
| GRAIN DRYING | 6,000.81 | .0690 | 11,796.97 | .0750 | 7,896.73 | .0965 | 14,132.69 | .0863 | 1,895.92-<br>2,335.72- |
| LAB SUPPLIES | 154.18 | .0018 | 417.87 | .0027 | 206.84 | .0025 | 441.78 | .0027 | 52.66-<br>23.91- |
| UNCLASSIFIED | 12,318.69 | .1416 | 30,566.55 | .1943 | 11,230.50 | .1372 | 20,944.77 | .1279 | 1,088.19<br>9,621.78 |
| TOTAL MATERIALS | 565,509.04 | 6.4997 | 1,028,955.19 | 6.5393 | 431,344.18 | 5.2704 | 855,874.72 | 5.2271 | 134,164.86<br>173,080.47 |
| MAINTENANCE | | | | | | | | | |
| BUILDING MATERIAL | 43.30 | .0005 | 68.30 | .0004 | 164.50 | .0020 | 189.50 | .0012 | 121.20-<br>121.20- |
| MACHINERY MATERIAL | 4,558.73 | .0524 | 6,919.64 | .0440 | 2,955.38 | .0361 | 5,680.88 | .0347 | 1,603.35<br>1,238.76 |
| TANKS MATERIAL | .00 | .0000 | 156.00 | .0010 | .00 | .0000 | 663.62 | .0041 | .00<br>507.62- |
| CONTRACTORS | 4,497.52 | .0517 | 8,862.04 | .0563 | 3,561.11 | .0435 | 5,227.47 | .0319 | 936.41<br>3,634.57 |
| TOTAL MAINTENANCE | 9,099.55 | .1046 | 16,005.98 | .1017 | 6,680.99 | .0816 | 11,761.47 | .0718 | 2,418.56<br>4,244.51 |
| GENERAL | | | | | | | | | |
| BEER CONSUMED | 366.40 | .0042 | 862.40 | .0055 | 350.00 | .0043 | 683.60 | .0042 | 16.40<br>178.80 |
| UTILITIES DIRECT CHGE. | 8,502.72 | .0977 | 17,031.60 | .1082 | 8,585.84 | .1049 | 16,948.81 | .1035 | 83.12-<br>82.79 |
| POWER PLANT ALLOCATION | 63,731.85 | .7325 | 123,826.51 | .7869 | 64,081.22 | .7830 | 127,405.53 | .7781 | 349.37-<br>3,579.02- |

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| | JUNE 75 | | YTD 75 | | JUNE 74 | | YTD 74 | | VARIANCE |
|---|---|---|---|---|---|---|---|---|---|
| GENERAL PLANT ALLOC. | 26,102.81 | .3000 | 53,033.83 | .3370 | 26,013.50 | .3178 | 52,469.02 | .3204 | 89.31<br>564.81 |
| UNCLASSIFIED | 706.24 | .0081 | 1,744.18 | .0111 | 2,407.84 | .0294 | 3,906.62 | .0239 | 1,701.60-<br>2,162.44- |
| TOTAL GENERAL | 99,410.02 | 1.1426 | 196,498.52 | 1.2488 | 101,438.40 | 1.2394 | 201,413.58 | 1.2301 | 2,028.38-<br>4,915.06- |
| FIXED | | | | | | | | | |
| TAXES & LICENSES | 2,510.00 | .0288 | 3,878.33 | .0246 | 7,910.00 | .0966 | 16,060.00 | .0981 | 5,400.00-<br>12,181.67- |
| TAXES PAYROLL | 5,700.00 | .0655 | 11,350.00 | .0721 | 5,800.00 | .0709 | 11,550.00 | .0705 | 100.00-<br>200.00- |
| INSURANCE GENERAL | 1,499.33 | .0172 | 2,968.66 | .0189 | 1,919.33 | .0235 | 3,774.52 | .0231 | 420.00-<br>805.86- |
| INSURANCE EMPLOYEES | 8,277.73 | .0951 | 16,517.85 | .1050 | 7,378.68 | .0902 | 14,857.36 | .0907 | 899.05<br>1,660.49 |
| PENSION TRUST | 1,365.00 | .0157 | 2,730.00 | .0173 | 1,030.00 | .0126 | 2,060.00 | .0126 | 335.00<br>670.00 |
| RETIREES PENSION | 501.67 | .0058 | 1,003.34 | .0064 | 501.67 | .0061 | 1,003.34 | .0061 | .00<br>.00 |
| DEPRECIATION BUILDINGS | 600.00 | .0069 | 1,200.00 | .0076 | 7,605.66 | .0929 | 14,577.51 | .0890 | 7,005.66-<br>13,377.51- |
| DEPRECIATION MACHINERY | 1,408.97 | .0162 | 2,810.56 | .0179 | 22,321.04 | .2727 | 42,741.78 | .2610 | 20,912.07-<br>39,931.22- |
| DEPRECIATION TANKS | 420.83 | .0048 | 841.70 | .0053 | 5,420.17 | .0662 | 10,388.66 | .0634 | 4,999.34-<br>9,546.96- |
| TOTAL FIXED | 22,283.53 | .2561 | 43,300.44 | .2752 | 59,886.55 | .7317 | 117,013.17 | .7146 | 37,603.02-<br>73,712.73- |
| COST OF BREWING | | | | | | | | | |
| TOTAL COST | 771,965.30 | 8.8727 | 1,428,952.08 | 9.0814 | 667,875.07 | 8.1604 | 1,326,320.63 | 8.1003 | 104,090.23<br>102,631.45 |

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| | JUNE 75 | | YTD 75 | | JUNE 74 | | YTD 74 | | VARIANCE |
|---|---|---|---|---|---|---|---|---|---|
| BARRELS RACKED | 16,555 | | 30,607 | | 19,252 | | 36,381 | | 2,697-<br>5,774- |
| WAGES AND SALARIES | AMOUNT | PER BBL | AMOUNT | PER BBL | AMOUNT | PER BBL | AMOUNT | PER BBL | |
| KEG FILLING | 2,452.42 | .1481 | 4,542.50 | .1484 | 2,691.84 | .1398 | 4,818.00 | .1324 | 239.42-<br>275.50- |
| RACKING FLOORMEN | 4,386.07 | .2649 | 8,482.83 | .2772 | 5,161.28 | .2681 | 9,557.45 | .2627 | 775.21-<br>1,074.62- |
| KEG WASHING | 4,817.41 | .2910 | 9,037.62 | .2953 | 4,578.05 | .2378 | 8,726.80 | .2399 | 239.36<br>310.82 |
| WASHHOUSE FLOORMEN | 1,584.31 | .0957 | 3,254.03 | .1063 | 1,729.76 | .0898 | 3,715.08 | .1021 | 145.45-<br>461.05- |
| LOAD & UNLOAD | 2,536.17 | .1532 | 4,979.41 | .1627 | 2,965.74 | .1540 | 5,792.27 | .1592 | 429.57-<br>812.86- |
| SUPERVISION | 631.15 | .0381 | 1,236.34 | .0404 | 565.47 | .0294 | 1,123.80 | .0309 | 65.68<br>112.54 |
| HOLIDAY | 1,100.00 | .0664 | 2,100.00 | .0686 | 1,100.00 | .0571 | 2,100.00 | .0577 | .00<br>.00 |
| VACATION | 2,750.00 | .1661 | 5,250.00 | .1715 | 2,750.00 | .1428 | 5,250.00 | .1443 | .00<br>.00 |
| PENSION | 1,035.00 | .0625 | 1,698.75 | .0555 | 1,108.00 | .0576 | 1,899.00 | .0522 | 73.00-<br>200.25- |
| TOTAL WAGES | 21,292.53 | 1.2862 | 40,581.48 | 1.3259 | 22,650.14 | 1.1765 | 42,982.40 | 1.1815 | 1,357.61-<br>2,400.92- |
| MATERIALS AND SUPPLIES | | | | | | | | | |
| BUNGS | 1,409.13 | .0851 | 2,473.04 | .0808 | 2,106.50 | .1094 | 3,496.58 | .0961 | 697.37-<br>1,023.54- |
| UNCLASSIFIED | 5,153.70 | .3113 | 9,970.30 | .3258 | 6,113.88 | .3176 | 8,922.17 | .2452 | 960.18-<br>1,048.13 |
| TOTAL MATERIALS | 6,562.83 | .3964 | 12,443.34 | .4066 | 8,220.38 | .4270 | 12,418.75 | .3414 | 1,657.55-<br>24.59 |
| MAINTENANCE | | | | | | | | | |
| BUILDING MATL. | 140.10 | .0085 | 140.10 | .0046 | .00 | .0000 | .00 | .0000 | 140.10<br>140.10 |

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| | JUNE 75 | | YTD 75 | | JUNE 74 | | YTD 74 | | VARIANCE |
|---|---|---|---|---|---|---|---|---|---|
| MACHINERY MATL. | 244.53 | .0148 | 442.14 | .0144 | 255.49 | .0133 | 996.53 | .0274 | 10.96-<br>554.39- |
| KEGS MATERIAL | .00 | .0000 | 6.00- | .0002- | 18.88 | .0010 | 11.12- | .0003- | 18.88-<br>5.12 |
| CONTRACTORS | 1,313.49 | .0793 | 2,448.53 | .0800 | 672.35 | .0349 | 2,973.65 | .0817 | 641.14<br>525.12- |
| TOTAL MAINTENANCE | 1,698.12 | .1026 | 3,024.77 | .0988 | 946.72 | .0492 | 3,959.06 | .1088 | 751.40<br>934.29- |
| GENERAL | | | | | | | | | |
| UTILITIES DIRECT CHGE. | 774.17 | .0468 | 1,510.06 | .0493 | 736.95 | .0383 | 1,452.79 | .0399 | 37.22<br>57.27 |
| POWER PLANT ALLOCATION | 8,435.10 | .5095 | 16,388.80 | .5355 | 8,481.34 | .4405 | 16,862.50 | .4635 | 46.24-<br>473.70- |
| MAINTENANCE ETC. | 7,830.84 | .4730 | 15,910.14 | .5198 | 7,804.05 | .4054 | 15,740.70 | .4327 | 26.79<br>169.44 |
| UNCLASSIFIED L | 41.25 | .0025 | 41.25 | .0013 | 41.25 | .0021 | 41.25 | .0011 | .00<br>.00 |
| TOTAL GENERAL | 17,081.36 | 1.0318 | 33,850.25 | 1.1060 | 17,063.59 | .8863 | 34,097.24 | .9372 | 17.77<br>246.99- |
| FIXED | | | | | | | | | |
| TAXES & LICENSES | 500.00 | .0302 | 800.00 | .0261 | 1,650.00 | .0857 | 3,150.00 | .0866 | 1,150.00-<br>2,350.00- |
| TAXES PAYROLL | 1,950.00 | .1178 | 3,870.00 | .1264 | 1,950.00 | .1013 | 3,870.00 | .1064 | .00<br>.00 |
| INSURANCE GENERAL | 380.00 | .0230 | 760.00 | .0248 | 481.00 | .0250 | 945.13 | .0260 | 101.00-<br>185.13- |
| INSURANCE EMPLOYEES | 2,027.56 | .1225 | 4,025.12 | .1315 | 1,880.64 | .0977 | 3,820.64 | .1050 | 146.92<br>204.48 |
| RETIREES PENSION | 307.53 | .0186 | 648.93 | .0212 | 431.40 | .0224 | 862.80 | .0237 | 123.87-<br>213.87- |
| DEPRECIATION BUILDINGS | 140.00 | .0085 | 280.00 | .0091 | 1,336.93 | .0694 | 2,552.32 | .0702 | 1,196.93-<br>2,272.32- |
| DEPRECIATION MACHINERY | 195.31 | .0118 | 390.65 | .0128 | 2,438.45 | .1267 | 4,393.57 | .1208 | 2,243.14-<br>4,002.92- |

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| | JUNE 75 | | YTD 75 | | JUNE 74 | | YTD 74 | | VARIANCE |
|---|---|---|---|---|---|---|---|---|---|
| DEPRECIATION KEGS | .00 | .0000 | .00 | .0000 | 17,301.77 | .8987 | 32,985.20 | .9067 | 17,301.77-<br>32,985.20- |
| TOTAL FIXED | 5,500.40 | .3323 | 10,774.70 | .3520 | 27,470.19 | 1.4269 | 52,579.66 | 1.4453 | 21,969.79-<br>41,804.96- |
| COST OF RACKING | | | | | | | | | |
| TOTAL TOTAL | 52,135.24 | 3.1492 | 100,674.54 | 3.2893 | 76,351.02 | 3.9659 | 146,037.11 | 4.0141 | 24,215.78-<br>45,362.57- |
| BEER FROM CELLARS | 147,337.28 | 8.8999 | 278,723.48 | 9.1065 | 157,868.45 | 8.2001 | 291,476.60 | 8.0118 | 10,531.17-<br>12,753.12- |
| TOTAL KEG BEER COST | 199,472.52 | 12.0491 | 379,398.02 | 12.3958 | 234,219.47 | 12.1660 | 437,513.71 | 12.0259 | 34,746.95-<br>58,115.69- |

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| | JUNE 75 | | YTD 75 | | JUNE 74 | | YTD 74 | | VARIANCE |
|---|---|---|---|---|---|---|---|---|---|
| BARRELS BOTTLED | 67,739 | | 119,109 | | 64,964 | | 133,514 | | 2,775<br>14,405- |
| CASES BOTTLED | 908,840 | | 1,597,872 | | 863,062 | | 1,775,665 | | 45,778<br>177,793- |
| WAGES AND SALARIES | AMOUNT | PER CASE | AMOUNT | PER CASE | AMOUNT | PER CASE | AMOUNT | PER CASE | |
| | 87,231.28 | .0959 | 156,056.55 | .0976 | 92,505.57 | .1071 | 182,156.80 | .1025 | 5,274.29-<br>26,100.25- |
| BOTTLEHOUSE LINES ETC. | 3,058.98 | .0033 | 5,311.14 | .0033 | 2,826.51 | .0032 | 5,617.72 | .0031 | 232.47<br>306.58- |
| GOV. CELLAR | 8,734.31 | .0096 | 15,083.07 | .0094 | 6,533.62 | .0075 | 10,573.37 | .0059 | 2,200.69<br>4,509.70 |
| ASSEMBLING CASES MISC. | 14,293.51 | .0157 | 28,925.78 | .0181 | 14,263.90 | .0165 | 29,339.02 | .0165 | 29.61<br>413.24- |
| CLEANUP | 3,595.89 | .0039 | 6,394.34 | .0040 | 2,866.01 | .0033 | 6,126.52 | .0034 | 729.88<br>267.82 |
| OILERS | 6,282.87 | .0069 | 11,294.97 | .0070 | 5,746.94 | .0066 | 12,279.04 | .0069 | 535.93<br>984.07- |
| LOADING | 6,401.27 | .0070 | 12,690.77 | .0079 | 7,790.05 | .0090 | 16,947.55 | .0095 | 1,388.78-<br>4,256.78- |
| UNLOADING | 9,963.89 | .0109 | 19,775.96 | .0123 | 11,480.45 | .0133 | 22,838.32 | .0128 | 1,516.56-<br>3,062.36- |
| SORTING | 1,403.82 | .0015 | 2,794.83 | .0017 | 1,292.91 | .0015 | 2,582.84 | .0014 | 110.91<br>211.99 |
| CLERICAL BOTTLING | 3,838.66 | .0042 | 7,593.94 | .0047 | 3,669.35 | .0042 | 8,109.96 | .0045 | 169.31<br>516.02- |
| CLERICAL WAREHOUSE | 10,209.18 | .0112 | 20,418.36 | .0127 | 11,034.14 | .0127 | 22,068.28 | .0124 | 824.96-<br>1,649.92- |
| FOREMEN BOTTLING | 5,240.02 | .0057 | 10,480.04 | .0065 | 4,939.98 | .0057 | 9,879.96 | .0055 | 300.04<br>600.08 |
| FOREMEN WAREHOUSE | 28,200.00 | .0310 | 51,700.00 | .0323 | 33,840.00 | .0392 | 62,040.00 | .0349 | 5,640.00-<br>10,340.00- |
| VACATION | 10,440.00 | .0114 | 19,140.00 | .0119 | 12,240.00 | .0141 | 22,440.00 | .0126 | 1,800.00-<br>3,300.00- |
| HOLIDAY | 11,194.00 | .0123 | 19,424.50 | .0121 | 11,905.00 | .0138 | 20,483.75 | .0115 | 711.00-<br>1,059.25- |
| PENSION | | | | | | | | | |

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| | JUNE 75 | | YTD 75 | | JUNE 74 | | YTD 74 | | VARIANCE |
|---|---|---|---|---|---|---|---|---|---|
| TOTAL WAGES | 210,087.68 | .2311 | 387,084.25 | .2422 | 222,934.43 | .2583 | 433,483.13 | .2441 | 12,846.75-<br>46,398.88- |
| MATERIALS AND SUPPLIES | | | | | | | | | |
| CROWNS | 27,927.01 | .0307 | 52,603.75 | .0329 | 26,915.54 | .0311 | 45,728.03 | .0257 | 1,011.47<br>6,875.72 |
| LABELS | 30,018.25 | .0330 | 51,924.92 | .0325 | 22,437.47 | .0260 | 44,690.56 | .0251 | 7,580.78<br>7,234.36 |
| CAUSTIC | 3,493.54 | .0038 | 7,350.37 | .0046 | 4,202.78 | .0048 | 7,314.68 | .0041 | 709.24-<br>35.69 |
| PARTITIONS, ETC. | 2,441.98 | .0026 | 3,939.78 | .0024 | 4,338.53 | .0050 | 13,052.23 | .0073 | 1,896.55-<br>9,112.45- |
| BY PRODUCT SALES | 282.90 | .0003 | 364.04 | .0002 | 189.45- | .0002- | 489.45- | .0002- | 472.35<br>853.49 |
| UNCLASSIFIED | 10,905.99 | .0120 | 14,893.84 | .0093 | 7,646.63 | .0088 | 15,594.05 | .0087 | 3,259.36<br>700.21- |
| TOTAL MATERIALS | 75,069.67 | .0826 | 131,076.70 | .0820 | 65,351.50 | .0757 | 125,890.10 | .0709 | 9,718.17<br>5,186.60 |
| MAINTENANCE | | | | | | | | | |
| BOTTLEHOUSE BLDG MATL. | 168.50 | .0001 | 292.50 | .0001 | 112.73 | .0001 | 287.37 | .0001 | 55.77<br>5.13 |
| BOTTLEHOUSE MACH MATL. | 20,486.84 | .0225 | 26,248.35 | .0164 | 10,772.38 | .0124 | 23,327.69 | .0131 | 9,714.46<br>2,920.66 |
| WAREHOUSE BLDG MATL. | .00 | .0000 | .00 | .0000 | .00 | .0000 | 8,835.48- | .0049- | .00<br>8,835.48 |
| WAREHOUSE MACH MATL. | 221.23 | .0002 | 983.18 | .0006 | 399.68- | .0004- | 169.46 | .0001 | 620.91<br>813.72 |
| CONTRACTORS | 10,429.43 | .0114 | 20,260.59 | .0126 | 12,037.19 | .0139 | 15,987.90 | .0090 | 1,607.76-<br>4,272.69 |
| TOTAL MAINTENANCE | 31,306.00 | .0344 | 47,784.62 | .0299 | 22,522.62 | .0261 | 30,936.94 | .0174 | 8,783.38<br>16,847.68 |
| GENERAL | | | | | | | | | |
| BEER CONSUMED | 645.60 | .0007 | 1,334.10 | .0008 | 482.40 | .0005 | 1,099.20 | .0006 | 163.20<br>234.90 |

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| | JUNE 75 | | YTD 75 | | JUNE 74 | | YTD 74 | | VARIANCE |
|---|---|---|---|---|---|---|---|---|---|
| UTILITIES DIRECT CHGE. | 5,300.34 | .0058 | 9,978.61 | .0062 | 4,512.10 | .0052 | 8,891.81 | .0050 | 788.24<br>1,086.80 |
| POWER PLANT ALLOCATION | 21,556.36 | .0237 | 41,882.50 | .0262 | 21,674.53 | .0251 | 43,093.05 | .0242 | 118.17-<br>1,210.55- |
| PLANT MAINTENANCE ETC. | 53,075.71 | .0584 | 107,835.44 | .0674 | 52,894.13 | .0612 | 106,687.02 | .0600 | 181.58<br>1,148.42 |
| UNCLASSIFIED | 710.41 | .0007 | 2,569.44 | .0016 | 573.84 | .0006 | 1,058.50 | .0006 | 136.57<br>1,510.94 |
| TOTAL GENERAL | 81,288.42 | .0894 | 163,600.09 | .1023 | 80,137.00 | .0928 | 160,829.58 | .0905 | 1,151.42<br>2,770.51 |
| FIXED | | | | | | | | | |
| TAXES & LICENSES | 3,100.00 | .0034 | 4,900.00 | .0030 | 11,400.00 | .0132 | 20,900.00 | .0117 | 8,300.00-<br>16,000.00- |
| TAXES PAYROLL | 20,250.00 | .0222 | 40,500.00 | .0253 | 20,350.00 | .0235 | 42,500.00 | .0239 | 100.00-<br>2,000.00- |
| INSURANCE GENERAL | 1,027.00 | .0011 | 2,054.00 | .0012 | 1,304.00 | .0015 | 2,562.49 | .0014 | 277.00-<br>508.49- |
| INSURANCE EMPLOYEES | 22,557.77 | .0248 | 44,394.74 | .0277 | 24,233.82 | .0280 | 48,595.68 | .0273 | 1,676.05-<br>4,200.94- |
| PENSION TRUST | 2,200.00 | .0024 | 4,400.00 | .0027 | 1,965.00 | .0022 | 3,930.00 | .0022 | 235.00<br>470.00 |
| RETIREES PENSION | 1,764.32 | .0019 | 3,528.64 | .0022 | 1,919.82 | .0022 | 3,839.64 | .0021 | 155.50-<br>311.00- |
| RENTALS | 524.99 | .0005 | 1,050.00 | .0006 | 525.00 | .0006 | 1,050.00 | .0006 | .01-<br>.00 |
| DEPRECIATION BH BLDG. | 303.75 | .0003 | 607.50 | .0003 | 3,532.86 | .0041 | 6,476.91 | .0036 | 3,229.11-<br>5,869.41- |
| DEPRECIATION WH BLDG. | 98.33 | .0001 | 196.70 | .0001 | 1,639.86 | .0019 | 3,006.41 | .0017 | 1,541.53-<br>2,809.71- |
| DEPRECIATION BH MACH. | 2,565.63 | .0028 | 5,131.20 | .0032 | 25,602.67 | .0296 | 46,205.43 | .0260 | 23,037.04-<br>41,074.23- |
| DEPRECIATION WH MACH. | 37.50 | .0000 | 75.00 | .0000 | 462.64 | .0005 | 848.17 | .0004 | 425.14-<br>773.17- |
| DEPRECIATION LIFT TRKS | 241.67 | .0002 | 483.30 | .0003 | 4,316.04 | .0050 | 7,912.74 | .0044 | 4,074.37-<br>7,429.44- |

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| | JUNE 75 | | YTD 75 | | JUNE 74 | | YTD 74 | | VARIANCE |
|---|---|---|---|---|---|---|---|---|---|
| DEPRECIATION CARTONS | 857.32 | .0009 | 857.32 | .0005 | 23,714.90 | .0274 | 43,893.98 | .0247 | 22,857.58-<br>43,036.66- |
| DEPRECIATION BOTTLES | .00 | .0000 | .00 | .0000 | 20,135.27 | .0233 | 36,874.64 | .0207 | 20,135.27-<br>36,874.64- |
| TOTAL FIXED | 55,528.28 | .0611 | 108,178.40 | .0677 | 141,101.88 | .1634 | 268,596.09 | .1512 | 85,573.60-<br>160,417.69- |
| ---------- | | | | | | | | | |
| TOTAL TOTAL | 453,280.05 | .4987 | 837,724.06 | .5242 | 532,047.43 | .6164 | 1,019,735.84 | .5742 | 78,767.38-<br>182,011.78- |
| BEER FROM CELLARS | 602,877.10 | .6633 | 1,083,186.60 | .6779 | 532,704.80 | .6172 | 1,067,394.80 | .6011 | 70,172.30<br>15,791.80 |
| TOTAL CASE BEER COST | 1,056,157.15 | 1.1621 | 1,920,910.66 | 1.2021 | 1,064,752.23 | 1.2337 | 2,087,130.64 | 1.1754 | 8,595.08-<br>166,219.98- |

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| | JUNE 75 | YTD 75 | JUNE 74 | YTD 74 | VARIANCE |
|---|---|---|---|---|---|
| WAGES AND SALARIES | AMOUNT | AMOUNT | AMOUNT | AMOUNT | |
| | 12,809.60 | | 11,872.44 | | 937.16 |
| ENGINEERS | | 27,581.06 | | 24,861.64 | 2,719.42 |
| | 15,579.93 | | 14,917.01 | | 662.92 |
| FIREMEN & OILERS | | 30,610.02 | | 31,295.51 | 685.49- |
| | 4,320.00 | | 4,320.00 | | .00 |
| VACATION | | 8,280.00 | | 8,280.00 | .00 |
| | 1,560.00 | | 1,560.00 | | .00 |
| HOLIDAY | | 2,990.00 | | 2,990.00 | .00 |
| | 1,542.25 | | 1,126.25 | | 416.00 |
| PENSION | | 2,206.00 | | 2,014.00 | 192.00 |
| | 35,811.78 | | 33,795.70 | | 2,016.08 |
| TOTAL WAGES | | 71,667.08 | | 69,441.15 | 2,225.93 |
| MATERIALS AND SUPPLIES | | | | | |
| | 25,352.00 | | 20,849.73 | | 4,502.27 |
| FUEL | | 49,680.80 | | 41,938.65 | 7,742.15 |
| | 5,405.15 | | 2,744.70 | | 2,660.45 |
| AMMONIA & WATER | | 6,878.70 | | 3,625.43 | 3,253.27 |
| | .00 | | 178.10 | | 178.10- |
| OIL, GREASE ETC. | | .00 | | 178.10 | 178.10- |
| | 8.73 | | 17.24 | | 8.51- |
| UNCLASSIFIED | | 16.48 | | 50.35 | 33.87- |
| | 30,765.88 | | 23,789.77 | | 6,976.11 |
| TOTAL MATERIALS | | 56,575.98 | | 45,792.53 | 10,783.45 |
| MAINTENANCE | | | | | |
| | 1,286.71 | | 419.28 | | 867.43 |
| MACHINERY MATL. | | 2,251.25 | | 686.12 | 1,565.13 |
| | .00 | | .00 | | .00 |
| ICE MACHINE MATL. | | 226.77 | | 375.06 | 148.29- |
| | 626.27 | | 2,243.06 | | 1,616.79- |
| CONTRACTORS | | 2,479.84 | | 2,897.76 | 417.92- |

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| | JUNE 75 | YTD 75 | JUNE 74 | YTD 74 | VARIANCE |
|---|---|---|---|---|---|
| TOTAL MAINTENANCE | 1,912.98 | 4,957.86 | 2,662.34 | 3,958.94 | 749.36-<br>998.92 |
| GENERAL | | | | | |
| UTILITIES DIRECT CHGE. | 6,902.72 | 13,431.60 | 6,585.84 | 12,948.81 | 316.88<br>482.79 |
| SEWAGE | 12,000.00 | 23,000.00 | 13,500.00 | 28,500.00 | 1,500.00-<br>5,500.00- |
| UNCLASSIFIED | 81.14 | 117.64 | 202.00 | 337.20 | 120.86-<br>219.56- |
| TOTAL GENERAL | 18,983.86 | 36,549.24 | 20,287.84 | 41,786.01 | 1,303.98-<br>5,236.77- |
| FIXED | | | | | |
| TAXES & LICENSES | 200.00 | 300.00 | 480.00 | 920.00 | 280.00-<br>620.00- |
| TAXES PAYROLL | 2,190.00 | 4,380.00 | 2,190.00 | 4,380.00 | .00<br>.00 |
| INSURANCE GENERAL | 907.25 | 1,814.50 | 1,531.25 | 2,678.34 | 624.00-<br>863.84- |
| INSURANCE EMPLOYEES | 2,570.00 | 5,090.00 | 2,075.00 | 4,170.00 | 495.00<br>920.00 |
| RETIREES PENSION | 30.00 | 60.00 | 30.00 | 60.00 | .00<br>.00 |
| DEPRECIATION BUILDING | 41.67 | 83.30 | 699.19 | 1,340.11 | 657.52-<br>1,256.81- |
| DEPRECIATION MACHINERY | 170.31 | 340.65 | 2,677.64 | 5,132.14 | 2,507.33-<br>4,791.49- |
| DEPRECIATION ICE MACH. | 62.50 | 125.00 | 1,772.04 | 3,396.41 | 1,709.54-<br>3,271.41- |
| DEPRECIATION WELLS | 77.08 | 154.20 | 2,246.32 | 4,305.45 | 2,169.24-<br>4,151.25- |
| TOTAL FIXED | 6,248.81 | 12,347.65 | 13,701.44 | 26,382.45 | 7,452.63-<br>14,034.80- |
| POWER PLANT | | | | | |

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| | JUNE 75 | YTD 75 | JUNE 74 | YTD 74 | VARIANCE |
|---|---|---|---|---|---|
| ALLOCATED TO BREWING RACKING AND BOTTLING | 93,723.31 | 182,097.81 | 94,237.09 | 187,361.08 | 513.78-<br>5,263.27- |

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| | JUNE 75 | YTD 75 | JUNE 74 | YTD 74 | VARIANCE |
|---|---|---|---|---|---|
| WAGES AND SALARIES | AMOUNT | AMOUNT | AMOUNT | AMOUNT | |
| | 5,936.30 | 11,594.40 | 7,436.75 | 14,341.55 | 1,500.45-<br>2,747.15- |
| CARPENTERS | 17,384.82 | 35,593.80 | 20,296.21 | 41,277.10 | 2,911.39-<br>5,683.30- |
| MACHINISTS | 11,552.58 | 21,952.16 | 10,401.58 | 21,629.79 | 1,151.00<br>322.37 |
| PLUMBERS | 2,139.79 | 3,584.73 | 1,837.62 | 3,601.06 | 302.17<br>16.33- |
| ELECTRICIANS | 4,010.52 | 8,421.76 | 3,585.27 | 8,121.96 | 425.25<br>299.80 |
| JANITORS & WATCHMEN | 1,462.00 | 2,705.20 | 1,220.00 | 3,045.35 | 242.00<br>340.15- |
| LABORERS | 2,503.13 | 4,855.45 | 2,100.35 | 4,160.50 | 402.78<br>694.95 |
| PAYROLL & CLERICAL | 2,566.66 | 5,133.32 | 2,416.66 | 4,833.32 | 150.00<br>300.00 |
| FOREMEN | 4,920.00 | 9,430.00 | 4,560.00 | 8,740.00 | 360.00<br>690.00 |
| VACATION | 1,980.00 | 3,795.00 | 1,980.00 | 3,795.00 | .00<br>.00 |
| HOLIDAY | 2,381.99 | 4,430.87 | 2,262.15 | 4,229.89 | 119.84<br>200.98 |
| PENSION | 2,331.46 | 5,721.75 | 1,940.11 | 4,330.41 | 391.35<br>1,391.34 |
| UNCLASSIFIED | 1,304.88- | 1,366.72- | 7,906.82- | 11,995.90- | 6,601.94<br>10,629.18 |
| WAGES CAPITALIZED, ETC | 57,864.37 | 115,851.72 | 52,129.88 | 110,110.03 | 5,734.49<br>5,741.69 |
| TOTAL WAGES | | | | | |
| MATERIALS AND SUPPLIES | | | | | |
| | 1,976.97 | 3,311.00 | 1,218.56 | 1,352.22 | 758.41<br>1,958.78 |
| CARPENTRY | | | | | |

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| | JUNE 75 | YTD 75 | JUNE 74 | YTD 74 | VARIANCE |
|---|---|---|---|---|---|
| AUTOMOTIVE | 99.83 | 179.70 | 71.24 | 156.31 | 28.59<br>23.39 |
| MACHINAL | 1,801.95 | 4,396.94 | 2,318.01 | 3,919.81 | 516.06-<br>477.13 |
| PLUMBING | 1,828.34 | 5,224.86 | 3,480.88 | 6,229.70 | 1,652.54-<br>1,004.84- |
| ELECTRICAL | 555.51 | 3,047.77 | 2,882.00 | 5,278.95 | 2,326.49-<br>2,231.18- |
| UNCLASSIFIED | 433.09 | 730.59 | 419.66 | 1,053.30 | 13.43<br>322.71- |
| TOTAL MATERIALS | 6,695.69 | 16,890.86 | 10,390.35 | 17,990.29 | 3,694.66-<br>1,099.43- |
| MAINTENANCE | | | | | |
| MACHINERY | 24.90 | 24.90 | 134.13 | 180.93 | 109.23-<br>156.03- |
| AUTOMOTIVE | 152.06 | 152.06 | .00 | 5.00 | 152.06<br>147.06 |
| CONTRACTORS | 2,618.12 | 4,657.03 | 2,044.15 | 3,172.78 | 573.97<br>1,484.25 |
| TOTAL MAINTENANCE | 2,795.08 | 4,833.99 | 2,178.28 | 3,358.71 | 616.80<br>1,475.28 |
| GENERAL | | | | | |
| BEER CONSUMED | 136.80 | 274.80 | 96.00 | 186.00 | 40.80<br>88.80 |
| GUARD SERVICE | 1,702.50 | 3,482.44 | 2,667.08 | 4,519.44 | 964.58-<br>1,037.00- |
| LAWN SERVICE | 950.70 | 2,536.29 | 648.01 | 1,521.55 | 302.69<br>1,014.74 |
| UNCLASSIFIED | 1,209.19 | 1,779.49 | 549.03 | 1,369.33 | 660.16<br>410.16 |
| TOTAL GENERAL | 3,999.19 | 8,073.02 | 3,960.12 | 7,596.32 | 39.07<br>476.70 |
| FIXED | | | | | |

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| | JUNE 75 | YTD 75 | JUNE 74 | YTD 74 | VARIANCE |
|---|---|---|---|---|---|
| TAXES & LICENSES | 500.00 | 800.00 | 1,680.00 | 3,220.00 | 1,180.00-<br>2,420.00- |
| TAXES PAYROLL | 6,100.00 | 12,150.00 | 5,800.00 | 11,550.00 | 300.00<br>600.00 |
| INSURANCE GENERAL | 1,071.14 | 2,191.73 | 1,100.78 | 2,131.20 | 29.64-<br>60.53 |
| INSURANCE EMPLOYEES | 5,974.34 | 11,969.03 | 5,420.26 | 10,991.26 | 554.08<br>977.77 |
| PENSION TRUST | 560.00 | 1,120.00 | 330.00 | 660.00 | 230.00<br>460.00 |
| RETIREES PENSION | 1,310.38 | 2,620.76 | 1,310.38 | 2,620.76 | .00<br>.00 |
| DEPRECIATION BUILDINGS | 64.17 | 128.30 | 673.44 | 1,290.77 | 609.27-<br>1,162.47- |
| DEPRECIATION MACHINERY | 75.00 | 150.00 | 888.26 | 1,748.36 | 813.26-<br>1,598.36- |
| DEPR. YARD IMPROVMENTS | .00 | .00 | 411.16 | 788.06 | 411.16-<br>788.06- |
| DEPR. AUTOMOTIVE | .00 | .00 | 438.77 | 840.98 | 438.77-<br>840.98- |
| TOTAL FIXED | 15,655.03 | 31,129.82 | 18,053.05 | 35,841.39 | 2,398.02-<br>4,711.57- |
| GENERAL PLANT<br>---------- | | | | | |
| ALLOCATED TO BREWING, RACKING AND BOTTLING | 87,009.36 | 176,779.41 | 86,711.68 | 174,896.74 | 297.68<br>1,882.67 |

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| | JUNE 75 | YTD 75 | | JUNE 74 | YTD 74 | | VARIANCE | CURRENT YEAR BUDGET |
|---|---|---|---|---|---|---|---|---|
| BARRELS SOLD | 80,073 | 148,366 | | 81,342 | 166,338 | | 1,269-<br>17,972- | |
| MEDIA | AMOUNT | AMOUNT | PER BBL | AMOUNT | AMOUNT | PER BBL | | |
| POSTERS | .00 | .00 | .0000 | 12,808.00 | 25,616.00 | .1540 | 12,808.00-<br>25,616.00- | 40,000 |
| PAINTED BULLETINS | 18,162.00 | 26,511.32 | .1787 | 19,115.04 | 39,369.25 | .2367 | 953.04-<br>12,857.93- | 200,000 |
| TELEVISION | 21,735.50 | 21,735.50 | .1465 | 18,932.00 | 56,079.00 | .3371 | 2,803.50<br>34,343.50- | 320,000 |
| RADIO | 1,134.25- | 1,499.52 | .0101 | 29,060.78 | 46,738.79 | .2810 | 30,195.03-<br>45,239.27- | 200,000 |
| COLLEGE & NEWSPAPER | 8,394.11 | 9,339.72 | .0630 | 691.22 | 1,168.07 | .0070 | 7,702.89<br>8,171.65 | 40,000 |
| MISC PUBLICATIONS | 7,407.93 | 12,603.18 | .0849 | 583.11 | 6,292.91 | .0378 | 6,824.82<br>6,310.27 | 20,000 |
| TOTAL MEDIA | 54,565.29 | 71,689.24 | .4832 | 81,190.15 | 175,264.02 | 1.0537 | 26,624.86-<br>103,574.78- | 820,000 |
| PRODUCTION | | | | | | | | |
| POSTERS | .00 | 52.28 | .0004 | 6,374.57 | 13,838.88 | .0832 | 6,374.57-<br>13,786.60- | 2,000 |
| PAINTED BULLETINS | .00 | .00 | .0000 | .00 | 1,328.09 | .0080 | .00<br>1,328.09- | 13,000 |
| TELEVISION | 255.00 | 255.00 | .0017 | 4,636.50 | 4,636.50 | .0279 | 4,381.50-<br>4,381.50- | 130,000 |
| RADIO | 4,703.37 | 4,703.37 | .0317 | 76.50 | 501.38 | .0030 | 4,626.87<br>4,201.99 | 30,000 |
| MISCELLANEOUS | 584.78 | 1,236.30 | .0083 | 452.83 | 1,104.19 | .0066 | 131.95<br>132.11 | 15,000 |
| TOTAL PRODUCTION | 5,543.15 | 6,246.95 | .0421 | 11,540.40 | 21,409.04 | .1287 | 5,997.25-<br>15,162.09- | 190,000 |
| SALES PROMOTION | | | | | | | | |
| PERMANENT P O P | 24,008.58 | 24,191.58 | .1631 | 9,483.99 | 27,624.28 | .1661 | 14,524.59<br>3,432.70- | 25,000 |

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| | JUNE 75 | YTD 75 | | JUNE 74 | YTD 74 | | VARIANCE | CURRENT |
|---|---|---|---|---|---|---|---|---|
| MERCHANDISING P O P | 527.28 | 527.28 | .0036 | 8,891.95 | 2,443.55 | .0147 | 8,364.67-<br>1,916.27- | 40,000 |
| SALES PROMOTION ITEMS | 663.54- | 1,540.02 | .0104 | 3,343.10 | 2,325.99 | .0140 | 4,006.64-<br>785.97- | 20,000 |
| PRICE CARDS ETC. | .00 | .00 | .0000 | 634.40 | 1,442.48 | .0087 | 634.40-<br>1,442.48- | 13,000 |
| MISC. PRINTED MATERIAL | 1,651.98 | 2,522.97 | .0170 | 18,095.78 | 21,132.58 | .1270 | 16,443.80-<br>18,609.61- | 20,000 |
| DIAMOND PUBLICATION | .00 | .00 | .0000 | .00 | .00 | .0000 | .00<br>.00 | 3,000 |
| FILMS | 286.00 | 286.00 | .0019 | .00 | 135.96 | .0008 | 286.00<br>150.04 | 0 |
| TRUCK PAINTING | .00 | 1,337.60 | .0090 | 1,132.86 | 1,699.06 | .0102 | 1,132.86-<br>361.46- | 7,000 |
| UNIFORMS DISTRIBUTORS | .00 | 1,215.34 | .0082 | 1,172.10 | 1,171.25 | .0070 | 1,172.10-<br>44.09 | 5,000 |
| WALL SIGNS | .00 | 35.00 | .0002 | .00 | .00 | .0000 | .00<br>35.00 | 6,000 |
| SPORT & FLOAT FEES | .00 | 897.80 | .0061 | 4,234.40 | 4,234.40 | .0255 | 4,234.40-<br>3,336.60- | 12,000 |
| FREIGHT ON SHIPMENTS | 40.28 | 96.08 | .0006 | 62.57 | 81.88 | .0005 | 22.29-<br>14.20 | 0 |
| MISCELLANEOUS | 817.97 | 2,880.67 | .0194 | 421.50 | 773.98 | .0047 | 396.47<br>2,106.69 | 9,000 |
| TOTAL SALES PROMOTION | 26,668.55 | 35,530.34 | .2395 | 47,472.65 | 63,065.41 | .3791 | 20,804.10-<br>27,535.07- | 160,000 |
| SIGN COST & MAINTENANCE | | | | | | | | |
| AMORT. OUTDOOR SIGNS | .00 | .00 | .0000 | 3,940.00 | 7,823.84 | .0470 | 3,940.00-<br>7,823.84- | 5,000 |
| AMORT. INDOOR SIGNS | .00 | .00 | .0000 | 2,637.11 | 5,034.49 | .0303 | 2,637.11-<br>5,034.49- | 0 |
| HANG SIGNS - KAUFMAN | 9,311.54 | 12,096.62 | .0815 | 5,078.65 | 10,916.08 | .0656 | 4,232.89<br>1,180.54 | 40,000 |
| SIGN MAINT - KAUFMAN | 6,364.18 | 12,395.17 | .0835 | 4,943.87 | 15,849.38 | .0953 | 1,420.31<br>3,454.21- | 40,000 |

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| | JUNE 75 | YTD 75 | | JUNE 74 | YTD 74 | | VARIANCE | CURRENT |
|---|---|---|---|---|---|---|---|---|
| DISTR. SIGN REIMB. | .00 | 2,698.63 | .0182 | 2,298.45 | 2,900.29 | .0174 | 2,298.45-<br>201.66- | 17,000 |
| TAXES & LICENSES | 266.50 | 570.19 | .0038 | 498.29 | 962.95 | .0058 | 231.79-<br>392.76- | 3,000 |
| TOTAL SIGN COST | 15,942.22 | 27,760.61 | .1871 | 19,396.37 | 43,487.03 | .2614 | 3,454.15-<br>15,726.42- | 105,000 |
| PERSONNEL | | | | | | | | |
| AD MANAGERS | 1,458.34 | 2,916.68 | .0197 | 1,291.66 | 2,583.32 | .0155 | 166.68<br>333.36 | 15,000 |
| STOREROOM AND CLERICAL | 2,576.59 | 5,098.32 | .0344 | 2,252.02 | 4,195.47 | .0252 | 324.57<br>902.85 | 21,000 |
| TRAVEL & ENTERTAINMENT | 708.18 | 1,918.72 | .0129 | 377.49 | 815.18 | .0049 | 330.69<br>1,103.54 | 3,000 |
| PAYROLL TAXES | 190.00 | 380.00 | .0026 | 190.00 | 380.00 | .0023 | .00<br>.00 | 1,000 |
| EMPLOYEE INSURANCE | 307.63 | 615.27 | .0041 | 339.44 | 678.88 | .0041 | 31.81-<br>63.61- | 2,000 |
| GENERAL INSURANCE | 40.00 | 79.00 | .0005 | 27.78 | 55.56 | .0003 | 12.22<br>23.44 | 0 |
| PENSION TRUST | 215.00 | 430.00 | .0029 | 225.00 | 450.00 | .0027 | 10.00-<br>20.00- | 3,000 |
| TOTAL PERSONNEL | 5,495.74 | 11,437.99 | .0771 | 4,703.39 | 9,158.41 | .0551 | 792.35<br>2,279.58 | 45,000 |
| ADVERTISING EXPENSE | | | | | | | | |
| TOTAL ADVERTISING | 108,214.95 | 152,665.13 | 1.0290 | 164,302.96 | 312,383.91 | 1.8780 | 56,088.01-<br>159,718.78- | 1,320,000 |
| TOTAL PREPAID | 97,822.39 | 238,159.28 | 1.6052 | 38,000.00 | 70,000.00 | .4208 | 59,822.39<br>168,159.28 | 0 |
| TOTAL INCOME STATEMENT | 206,037.34 | 390,824.41 | 2.6342 | 202,302.96 | 382,383.91 | 2.2988 | 3,734.38<br>8,440.50 | 1,320,000 |

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| | JUNE 75 | | YTD 75 | | JUNE 74 | | YTD 74 | | VARIANCE |
|---|---|---|---|---|---|---|---|---|---|
| MAINTENANCE | | | | | | | | | |
| CUSTOMERS EQUIP. LABOR | 505.16 | .0063 | 1,720.64 | .0116 | 938.44 | .0115 | 2,184.91 | .0131 | 433.28-<br>464.27- |
| AUTOMOTIVE | 95.00 | .0012 | 258.79 | .0017 | 91.28 | .0011 | 91.28 | .0005 | 3.72<br>167.51 |
| TOTAL MAINTENANCE | 600.16 | .0075 | 1,979.43 | .0133 | 1,029.72 | .0127 | 2,276.19 | .0137 | 429.56-<br>296.76- |
| GENERAL | | | | | | | | | |
| EXECUTIVE EXPENSES | 543.79 | .0068 | 1,170.09 | .0079 | 915.57 | .0113 | 1,580.13 | .0095 | 371.78-<br>410.04- |
| SALES MANAGERS EXP. | 3,752.93 | .0469 | 7,606.46 | .0513 | 2,753.04 | .0338 | 5,962.12 | .0358 | 999.89<br>1,644.34 |
| SALESMENS EXP. CITY | 537.33 | .0067 | 1,082.89 | .0073 | 496.36 | .0061 | 965.82 | .0058 | 40.97<br>117.07 |
| SALESMENS EXP. COUNTRY | 8,380.35 | .1047 | 17,010.05 | .1146 | 7,161.55 | .0880 | 16,299.59 | .0980 | 1,218.80<br>710.46 |
| TELEPHONE | 1,189.26 | .0149 | 2,368.00 | .0160 | 827.03 | .0102 | 1,821.50 | .0110 | 362.23<br>546.50 |
| CONVENTIONS, ETC. | 1,977.50 | .0247 | 3,310.10 | .0223 | 3,000.00 | .0369 | 6,594.27 | .0396 | 1,022.50-<br>3,284.17- |
| UNCLASSIFIED | 3,328.52 | .0416 | 6,564.59 | .0442 | 5,054.97 | .0621 | 6,954.45 | .0418 | 1,726.45-<br>389.86- |
| TOTAL GENERAL | 19,709.68 | .2461 | 39,112.18 | .2636 | 20,208.52 | .2484 | 40,177.88 | .2415 | 498.84-<br>1,065.70- |
| FIXED | | | | | | | | | |
| TAXES PROPERTY | 391.00 | .0049 | 611.50 | .0041 | 500.00 | .0061 | 998.00 | .0060 | 109.00-<br>386.50- |
| TAXES PAYROLL | 2,450.00 | .0306 | 4,900.00 | .0330 | 2,420.00 | .0298 | 4,840.00 | .0291 | 30.00<br>60.00 |
| INSURANCE EMPLOYEES | 2,858.87 | .0357 | 5,748.69 | .0387 | 2,383.40 | .0293 | 4,766.80 | .0287 | 475.47<br>981.89 |
| PENSION TRUST | 2,295.00 | .0287 | 4,590.00 | .0309 | 1,960.00 | .0241 | 3,920.00 | .0236 | 335.00<br>670.00 |

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| | JUNE 75 | | YTD 75 | | JUNE 74 | | YTD 74 | | VARIANCE |
|---|---|---|---|---|---|---|---|---|---|
| DEPR'N AUTOMOTIVE | .00 | .0000 | .00 | .0000 | 303.53 | .0037 | 579.46 | .0035 | 303.53-<br>579.46- |
| DEPR'N CUST. EQUIPMENT | 133.34 | .0017 | 216.71 | .0015 | 738.26 | .0091 | 1,727.59 | .0104 | 604.92-<br>1,510.88- |
| TOTAL FIXED | 8,128.21 | .1015 | 16,066.90 | .1083 | 8,305.19 | .1021 | 16,831.85 | .1012 | 176.98-<br>764.95- |
| SELLING EXPENSE | | | | | | | | | |
| TOTAL EXPENSE | 61,769.82 | .7714 | 125,254.81 | .8442 | 56,848.59 | .6989 | 111,403.65 | .6697 | 4,921.23<br>13,851.16 |

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| | JUNE 75 | | YTD 75 | | JUNE 74 | | YTD 74 | | VARIANCE |
|---|---|---|---|---|---|---|---|---|---|
| BARRELS SOLD | 80,073 | | 148,366 | | 81,342 | | 166,338 | | 1,269-<br>17,972- |
| WAGES AND SALARIES | AMOUNT | PER BBL | AMOUNT | PER BBL | AMOUNT | PER BBL | AMOUNT | PER BBL | |
| EXECUTIVES | 12,804.47 | .1599 | 22,512.79 | .1517 | 9,375.02 | .1153 | 18,750.04 | .1127 | 3,429.45<br>3,762.75 |
| CREDIT | 1,541.66 | .0193 | 3,083.32 | .0208 | 1,458.34 | .0179 | 2,916.68 | .0175 | 83.32<br>166.64 |
| ACCOUNTING | 2,435.00 | .0304 | 4,711.66 | .0318 | 2,118.34 | .0260 | 4,236.68 | .0255 | 316.66<br>474.98 |
| STENOGRAPHERS | 1,826.25 | .0228 | 3,817.82 | .0257 | 1,940.00 | .0238 | 3,880.00 | .0233 | 113.75-<br>62.18- |
| DATA PROCESSING | 1,505.04 | .0188 | 3,005.63 | .0203 | 1,885.74 | .0232 | 3,830.28 | .0230 | 380.70-<br>824.65- |
| CLERICAL | 2,497.15 | .0312 | 5,621.50 | .0379 | 2,461.05 | .0303 | 4,909.66 | .0295 | 36.10<br>711.84 |
| PURCHASING | 2,180.00 | .0272 | 4,383.63 | .0295 | 2,060.00 | .0253 | 4,120.00 | .0248 | 120.00<br>263.63 |
| BUFFET | 294.26 | .0037 | 674.45 | .0045 | 317.10 | .0039 | 608.05 | .0037 | 22.84-<br>66.40 |
| UNCLASSIFIED | 610.00 | .0076 | 1,220.00 | .0082 | 575.00 | .0071 | 1,150.00 | .0069 | 35.00<br>70.00 |
| TOTAL WAGES | 25,693.83 | .3209 | 49,030.80 | .3305 | 22,190.59 | .2728 | 44,401.39 | .2669 | 3,503.24<br>4,629.41 |
| MATERIALS AND SUPPLIES | | | | | | | | | |
| POSTAGE | 561.89 | .0070 | 1,594.55 | .0107 | 1,015.69 | .0125 | 1,581.56 | .0095 | 453.80-<br>12.99 |
| STATIONERY | 3,088.98 | .0386 | 3,753.46 | .0253 | 2,201.14 | .0271 | 3,472.66 | .0209 | 887.84<br>280.80 |
| UNCALSSIFIED | 302.26 | .0038 | 754.67 | .0051 | 280.24 | .0034 | 605.83 | .0036 | 22.02<br>148.84 |
| TOTAL MATERIALS | 3,953.13 | .0494 | 6,102.68 | .0411 | 3,497.07 | .0430 | 5,660.05 | .0340 | 456.06<br>442.63 |
| MAINTENANCE | | | | | | | | | |

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| | JUNE 75 | | YTD 75 | | JUNE 74 | | YTD 74 | | VARIANCE |
|---|---|---|---|---|---|---|---|---|---|
| OFFICE BUILDING | 25.14 | .0003 | 37.71 | .0003 | 158.90 | .0020 | 182.44 | .0011 | 133.76-<br>144.73- |
| OFFICE EQUIPMENT | 201.01 | .0025 | 311.01 | .0021 | 155.01 | .0019 | 274.22 | .0016 | 46.00<br>36.79 |
| TOTAL MAINTENANCE | 226.15 | .0028 | 348.72 | .0024 | 313.91 | .0039 | 456.66 | .0027 | 87.76-<br>107.94- |
| GENERAL | | | | | | | | | |
| ENTERTAINMENT & BEER | 337.50 | .0042 | 625.50 | .0042 | 203.55 | .0025 | 396.60 | .0024 | 133.95<br>228.90 |
| EXECUTIVE EXPENSES | 1,912.84 | .0239 | 3,267.55 | .0220 | 450.86 | .0055 | 450.86 | .0027 | 1,461.98<br>2,816.69 |
| WATER LIGHT & POWER | 781.05 | .0098 | 1,518.57 | .0102 | 733.20 | .0090 | 1,439.48 | .0087 | 47.85<br>79.09 |
| PROFESSIONAL SERVICE | .00 | .0000 | 65.00 | .0004 | 1,190.00 | .0145 | 2,992.00 | .0180 | 1,190.00-<br>2,927.00- |
| DIRECTORS FEES | .00 | .0000 | .00 | .0000 | 800.00 | .0098 | 1,600.00 | .0096 | 800.00-<br>1,600.00- |
| STOCK TRANSFER FEES | .00 | .0000 | .00 | .0000 | 157.50 | .0019 | 157.50 | .0009 | 157.50-<br>157.50- |
| TELEPHONE | 1,659.95 | .0207 | 3,294.05 | .0222 | 1,490.13 | .0183 | 2,697.77 | .0162 | 169.82<br>596.28 |
| DUES AND SUBSCRIPTIONS | 2,730.50 | .0341 | 5,010.95 | .0338 | 3,865.07 | .0475 | 7,526.94 | .0453 | 1,134.57-<br>2,515.99- |
| DONATIONS | 1,235.00 | .0154 | 1,495.00 | .0101 | 462.00 | .0057 | 982.00 | .0059 | 773.00<br>513.00 |
| SHORT AND OVER | .00 | .0000 | .00 | .0000 | .00 | .0000 | 10.16- | .0001- | .00<br>10.16 |
| UNCLASSIFIED | 2,043.45 | .0255 | 3,440.07 | .0232 | 1,093.70 | .0134 | 2,738.40 | .0165 | 949.75<br>701.67 |
| TOTAL GENERAL | 10,700.29 | .1336 | 18,716.69 | .1262 | 10,446.01 | .1284 | 20,971.39 | .1261 | 254.28<br>2,254.70- |
| FIXED | | | | | | | | | |
| TAXES & LICENSES | 334.83 | .0042 | 443.83 | .0030 | 580.00 | .0071 | 1,130.00 | .0068 | 245.17-<br>686.17- |

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| | JUNE 75 | | YTD 75 | | JUNE 74 | | YTD 74 | | VARIANCE |
|---|---|---|---|---|---|---|---|---|---|
| TAXES PAYROLL | 1,510.00 | .0189 | 3,020.00 | .0204 | 1,510.00 | .0186 | 3,020.00 | .0182 | .00<br>.00 |
| INSURANCE GENERAL | 277.82 | .0035 | 621.46 | .0042 | 870.64 | .0107 | 1,716.73 | .0103 | 592.82-<br>1,095.27- |
| INSURANCE EMPLOYEES | 2,383.00 | .0298 | 4,962.67 | .0334 | 2,261.20 | .0278 | 4,522.40 | .0272 | 121.80<br>440.27 |
| PENSION TRUST | 2,065.00 | .0258 | 4,130.00 | .0278 | 1,990.00 | .0245 | 3,980.00 | .0239 | 75.00<br>150.00 |
| RETIREES PENSION | 150.00 | .0019 | 300.00 | .0020 | 150.00 | .0018 | 300.00 | .0018 | .00<br>.00 |
| EQUIPMENT RENTAL | 535.14 | .0067 | 1,070.28 | .0072 | 680.09 | .0084 | 1,347.90 | .0081 | 144.95-<br>277.62- |
| DEPR. OFFICE BUILDING | 40.83 | .0005 | 81.70 | .0006 | 652.22 | .0080 | 1,245.14 | .0075 | 611.39-<br>1,163.44- |
| DEPR. FURNITURE & EQUP | 41.67 | .0005 | 83.30 | .0006 | 342.02 | .0042 | 652.95 | .0039 | 300.35-<br>569.65- |
| TOTAL FIXED | 7,338.29 | .0916 | 14,713.24 | .0992 | 9,036.17 | .1111 | 17,915.12 | .1077 | 1,697.88-<br>3,201.88- |
| ADMINSTRATIVE EXPENSE | | | | | | | | | |
| TOTAL EXPENSE | 47,911.69 | .5984 | 88,912.13 | .5993 | 45,483.75 | .5592 | 89,404.61 | .5375 | 2,427.94<br>492.48- |

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## SUMMARY OF SALES BY STATES AND BRANDS

| | | | JUNE 75 | YTD 75 | JUNE 74 | YTD 74 | VARIANCE |
|---|---|---|---|---|---|---|---|
| ARIZONA | GRAIN BELT | | 00 | | 00 | | 00 |
| | | CASES | | 4,004 | | 00 | 4,004 |
| | | | 00 | | 00 | | 00 |
| | | BARRELAGE | | 291 | | 00 | 291 |
| | WHITE LABEL | | 00 | | 5,467 | | 5,467- |
| | | CASES | | 00 | | 10,934 | 10,934- |
| | | | 00 | | 397 | | 397- |
| | | BARRELAGE | | 00 | | 794 | 794- |
| | HAUENSTEIN | | 00 | | 00 | | 00 |
| | | CASES | | 5,467 | | 5,467 | 00 |
| | | | 00 | | 00 | | 00 |
| | | BARRELAGE | | 397 | | 397 | 00 |
| | STORZ | | 5,698 | | 00 | | 5,698 |
| | | CASES | | 18,403 | | 5,467 | 12,936 |
| | | | 414 | | 00 | | 414 |
| | | BARRELAGE | | 1,336 | | 397 | 939 |
| | TOTAL | | 5,698 | | 5,467 | | 231 |
| | | CASES | | 27,874 | | 21,868 | 6,006 |
| | | | 414 | | 397 | | 17 |
| | | BARRELAGE | | 2,023 | | 1,587 | 436 |
| CALIFORNIA | GRAIN BELT | | 00 | | 00 | | 00 |
| | | CASES | | 9,856 | | 00 | 9,856 |
| | | | 00 | | 00 | | 00 |
| | | BARRELAGE | | 715 | | 00 | 715 |
| | TOTAL | | 00 | | 00 | | 00 |
| | | CASES | | 9,856 | | 00 | 9,856 |
| | | | 00 | | 00 | | 00 |
| | | BARRELAGE | | 715 | | 00 | 715 |
| COLORADO | GRAIN BELT | | 00 | | 3,192 | | 3,192- |
| | | CASES | | 13,545 | | 11,641 | 1,904 |
| | | | 00 | | 232 | | 232- |
| | | BARRELAGE | | 983 | | 845 | 138 |
| | STORZ | | 00 | | 1,008 | | 1,008- |
| | | CASES | | 4,480 | | 7,560 | 3,080- |
| | | | 00 | | 73 | | 73- |
| | | BARRELAGE | | 325 | | 549 | 224- |
| | TOTAL | | 00 | | 4,200 | | 4,200- |
| | | CASES | | 18,025 | | 19,201 | 1,176- |
| | | | 00 | | 305 | | 305- |
| | | BARRELAGE | | 1,308 | | 1,394 | 86- |
| CANADA | GRAIN BELT | | 616 | | 00 | | 616 |

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## SUMMARY OF SALES BY STATES AND BRANDS

| | | | JUNE 75 | YTD 75 | JUNE 74 | YTD 74 | VARIANCE |
|---|---|---|---|---|---|---|---|
| | | CASES | 1,078 | | 308 | | 770 |
| | | | 45 | | 00 | | 45 |
| | | BARRELAGE | | 78 | | 22 | 56 |
| | TOTAL | | 616 | | 00 | | 616 |
| | | CASES | | 1,078 | | 308 | 770 |
| | | | 45 | | 00 | | 45 |
| | | BARRELAGE | | 78 | | 22 | 56 |
| ILLINOIS | GRAIN BELT | | 49 | | 112 | | 63- |
| | | KEGS | | 256 | | 400 | 144- |
| | | | 6,593 | | 5,764 | | 829 |
| | | CASES | | 18,359 | | 41,249 | 22,890- |
| | | | 528 | | 530 | | 02- |
| | | BARRELAGE | | 1,588 | | 3,394 | 1,806- |
| | WHITE LABEL | | 00 | | 00 | | 00 |
| | | CASES | | 140 | | 00 | 140 |
| | | | 00 | | 00 | | 00 |
| | | BARRELAGE | | 10 | | 00 | 10 |
| | HAUENSTEIN | | 77 | | 00 | | 77 |
| | | CASES | | 252 | | 00 | 252 |
| | | | 06 | | 00 | | 06 |
| | | BARRELAGE | | 18 | | 00 | 18 |
| | STORZ | | 231 | | 287 | | 56- |
| | | CASES | | 11,235 | | 3,703 | 7,532 |
| | | | 17 | | 21 | | 04- |
| | | BARRELAGE | | 815 | | 269 | 546 |
| | TOTAL | | 49 | | 112 | | 63- |
| | | KEGS | | 256 | | 400 | 144- |
| | | | 6,901 | | 6,051 | | 850 |
| | | CASES | | 29,986 | | 44,952 | 14,966- |
| | | | 550 | | 551 | | 01- |
| | | BARRELAGE | | 2,432 | | 3,663 | 1,231- |
| IOWA | GRAIN BELT | | 339 | | 282 | | 57 |
| | | KEGS | | 1,283 | | 2,033 | 750- |
| | | | 61,772 | | 34,856 | | 26,916 |
| | | CASES | | 253,738 | | 393,108 | 139,370- |
| | | | 4,822 | | 2,812 | | 2,010 |
| | | BARRELAGE | | 19,699 | | 30,565 | 10,866- |
| | WHITE LABEL | | 00 | | 1,162 | | 1,162- |
| | | CASES | | 1,272 | | 3,234 | 1,962- |
| | | | 00 | | 84 | | 84- |
| | | BARRELAGE | | 92 | | 235 | 143- |
| | HAUENSTEIN | | 00 | | 161 | | 161- |

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## SUMMARY OF SALES BY STATES AND BRANDS

| | | | JUNE 75 | YTD 75 | JUNE 74 | YTD 74 | VARIANCE |
|---|---|---|---|---|---|---|---|
| | | CASES | 00 | 1,807 | 12 | 329 | 1,478<br>12- |
| | | BARRELAGE | | 131 | | 24 | 107 |
| | CO CLB RINGNES | | 91 | | 448 | | 357- |
| | | CASES | | 469 | | 1,064 | 595- |
| | | | 07 | | 33 | | 26- |
| | | BARRELAGE | | 34 | | 77 | 43- |
| | STORZ | | 36 | | 42 | | 06- |
| | | KEGS | | 288 | | 522 | 234- |
| | | | 7,574 | | 3,052 | | 4,522 |
| | | CASES | | 35,490 | | 44,299 | 8,809- |
| | | | 586 | | 264 | | 322 |
| | | BARRELAGE | | 2,864 | | 3,737 | 873- |
| | TOTAL | | 375 | | 324 | | 51 |
| | | KEGS | | 1,571 | | 2,555 | 984- |
| | | | 69,437 | | 39,679 | | 29,758 |
| | | CASES | | 292,776 | | 442,034 | 149,258- |
| | | | 5,415 | | 3,204 | | 2,211 |
| | | BARRELAGE | | 22,821 | | 34,638 | 11,817- |
| | KANSAS | GRAIN BELT | | 00 | 00 | | 00 |
| | | CASES | | 00 | | 6,006 | 6,006- |
| | | | 00 | | 00 | | 00 |
| | | BARRELAGE | | 00 | | 436 | 436- |
| | | TOTAL | | 00 | 00 | | 00 |
| | | CASES | | 00 | | 6,006 | 6,006- |
| | | | 00 | | 00 | | 00 |
| | | BARRELAGE | | 00 | | 436 | 436- |
| | MICHIGAN | GRAIN BELT | | 223 | 00 | | 223 |
| | | CASES | | 580 | | 1,000 | 420- |
| | | | 16 | | 00 | | 16 |
| | | BARRELAGE | | 42 | | 73 | 31- |
| | | TOTAL | | 223 | 00 | | 223 |
| | | CASES | | 580 | | 1,000 | 420- |
| | | | 16 | | 00 | | 16 |
| | | BARRELAGE | | 42 | | 73 | 31- |
| | MN DISTRBTRS | GRAIN BELT | 14,127 | | 16,456 | | 2,329- |
| | | KEGS | | 64,253 | | 76,267 | 12,014- |
| | | | 474,428 | | 473,445 | | 983 |
| | | CASES | | 2,000,951 | | 2,485,440 | 484,489- |
| | | | 48,561 | | 50,819 | | 2,258- |
| | | BARRELAGE | | 209,482 | | 256,660 | 47,178- |
| | | WHITE LABEL | 26,999 | | 37,867 | | 10,868- |

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## SUMMARY OF SALES BY STATES AND BRANDS

| | | | JUNE 75 | YTD 75 | JUNE 74 | YTD 74 | VARIANCE |
|---|---|---|---|---|---|---|---|
| | | CASES | | 124,874 | | 167,567 | 42,693- |
| | | | 1,960 | | 2,748 | | 788- |
| | | BARRELAGE | | 9,063 | | 12,162 | 3,099- |
| | HAUENSTEIN | | 169,155 | | 150,821 | | 18,334 |
| | | CASES | | 704,684 | | 764,952 | 60,268- |
| | | | 12,277 | | 10,947 | | 1,330 |
| | | BARRELAGE | | 51,146 | | 55,520 | 4,374- |
| | CO CLB RINGNES | | 4,007 | | 5,905 | | 1,898- |
| | | CASES | | 23,203 | | 30,338 | 7,135- |
| | | | 291 | | 429 | | 138- |
| | | BARRELAGE | | 1,684 | | 2,202 | 518- |
| | STORZ | | 00 | | 00 | | 00 |
| | | CASES | | 05 | | 00 | 05 |
| | TOTAL | | 14,127 | | 16,456 | | 2,329- |
| | | KEGS | | 64,253 | | 76,267 | 12,014- |
| | | | 674,589 | | 668,038 | | 6,551 |
| | | CASES | | 2,853,717 | | 3,448,297 | 594,580- |
| | | | 63,089 | | 64,942 | | 1,853- |
| | | BARRELAGE | | 271,376 | | 326,544 | 55,168- |
| MISSOURI | GRAIN BELT | | 00 | | 00 | | 00 |
| | | CASES | | 00 | | 9,240 | 9,240- |
| | | | 00 | | 00 | | 00 |
| | | BARRELAGE | | 00 | | 671 | 671- |
| | STORZ | | 1,918 | | 00 | | 1,918 |
| | | CASES | | 3,843 | | 3,696 | 147 |
| | | | 139 | | 00 | | 139 |
| | | BARRELAGE | | 279 | | 268 | 11 |
| | TOTAL | | 1,918 | | 00 | | 1,918 |
| | | CASES | | 3,843 | | 12,936 | 9,093- |
| | | | 139 | | 00 | | 139 |
| | | BARRELAGE | | 279 | | 939 | 660- |
| MONTANA | GRAIN BELT | | 861 | | 3,527 | | 2,666- |
| | | CASES | | 6,965 | | 7,979 | 1,014- |
| | | | 62 | | 256 | | 194- |
| | | BARRELAGE | | 506 | | 579 | 73- |
| | CO CLB RINGNES | | 1,088 | | 00 | | 1,088 |
| | | CASES | | 1,590 | | 00 | 1,590 |
| | | | 79 | | 00 | | 79 |
| | | BARRELAGE | | 115 | | 00 | 115 |
| | TOTAL | | 1,949 | | 3,527 | | 1,578- |
| | | CASES | | 8,555 | | 7,979 | 576 |

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## SUMMARY OF SALES BY STATES AND BRANDS

| | | | JUNE 75 | YTD 75 | JUNE 74 | YTD 74 | VARIANCE |
|---|---|---|---|---|---|---|---|
| | | | 141 | | 256 | | 115- |
| | | BARRELAGE | | 621 | | 579 | 42 |
| NEBRASKA | GRAIN BELT | | 43 | | 64 | | 21- |
| | | KEGS | | 187 | | 466 | 279- |
| | | | 2,696 | | 1,288 | | 1,408 |
| | | CASES | | 10,240 | | 11,884 | 1,644- |
| | | | 239 | | 157 | | 82 |
| | | BARRELAGE | | 930 | | 1,329 | 399- |
| | STORZ | | 86 | | 108 | | 22- |
| | | KEGS | | 292 | | 802 | 510- |
| | | | 20,051 | | 18,340 | | 1,711 |
| | | CASES | | 94,398 | | 134,993 | 40,595- |
| | | | 1,541 | | 1,439 | | 102 |
| | | BARRELAGE | | 7,143 | | 10,600 | 3,457- |
| | TOTAL | | 129 | | 172 | | 43- |
| | | KEGS | | 479 | | 1,268 | 789- |
| | | | 22,747 | | 19,628 | | 3,119 |
| | | CASES | | 104,638 | | 146,877 | 42,239- |
| | | | 1,780 | | 1,597 | | 183 |
| | | BARRELAGE | | 8,074 | | 11,928 | 3,854- |
| NORTH DAKOTA | GRAIN BELT | | 396 | | 415 | | 19- |
| | | KEGS | | 1,380 | | 2,095 | 715- |
| | | | 19,831 | | 20,924 | | 1,093- |
| | | CASES | | 74,109 | | 106,315 | 32,206- |
| | | | 1,835 | | 1,934 | | 99- |
| | | BARRELAGE | | 6,759 | | 9,811 | 3,052- |
| | WHITE LABEL | | 00 | | 77 | | 77- |
| | | CASES | | 112 | | 231 | 119- |
| | | | 00 | | 06 | | 06- |
| | | BARRELAGE | | 08 | | 17 | 09- |
| | HAUENSTEIN | | 476 | | 2,506 | | 2,030- |
| | | CASES | | 2,608 | | 9,607 | 6,999- |
| | | | 35 | | 182 | | 147- |
| | | BARRELAGE | | 189 | | 697 | 508- |
| | CO CLB RINGNES | | 188 | | 513 | | 325- |
| | | CASES | | 1,880 | | 2,008 | 128- |
| | | | 14 | | 37 | | 23- |
| | | BARRELAGE | | 136 | | 146 | 10- |
| | TOTAL | | 396 | | 415 | | 19- |
| | | KEGS | | 1,380 | | 2,095 | 715- |
| | | | 20,495 | | 24,020 | | 3,525- |
| | | CASES | | 78,709 | | 118,161 | 39,452- |

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## SUMMARY OF SALES BY STATES AND BRANDS

| | | | JUNE 75 | YTD 75 | JUNE 74 | YTD 74 | VARIANCE |
|---|---|---|---|---|---|---|---|
| | | | 1,884 | | 2,158 | | 274- |
| | | BARRELAGE | | 7,093 | | 10,671 | 3,578- |
| SOUTH DAKOTA | GRAIN BELT | | 545 | | 858 | | 313- |
| | | KEGS | | 2,985 | | 4,351 | 1,366- |
| | | | 18,389 | | 27,024 | | 8,635- |
| | | CASES | | 104,090 | | 145,209 | 41,119- |
| | | | 1,880 | | 2,819 | | 939- |
| | | BARRELAGE | | 10,540 | | 14,890 | 4,350- |
| | WHITE LABEL | | 206 | | 1,024 | | 818- |
| | | CASES | | 1,696 | | 4,203 | 2,507- |
| | | | 15 | | 74 | | 59- |
| | | BARRELAGE | | 123 | | 305 | 182- |
| | HAUENSTEIN | | 77 | | 77 | | 00 |
| | | CASES | | 455 | | 1,358 | 903- |
| | | | 06 | | 06 | | 00 |
| | | BARRELAGE | | 33 | | 99 | 66- |
| | CO CLB RINGNES | | 879 | | 982 | | 103- |
| | | CASES | | 5,781 | | 6,013 | 232- |
| | | | 64 | | 71 | | 07- |
| | | BARRELAGE | | 420 | | 436 | 16- |
| | STORZ | | 00 | | 30 | | 30- |
| | | KEGS | | 00 | | 144 | 144- |
| | | | 7,276 | | 4,697 | | 2,579 |
| | | CASES | | 22,553 | | 35,382 | 12,829- |
| | | | 528 | | 371 | | 157 |
| | | BARRELAGE | | 1,637 | | 2,712 | 1,075- |
| | TOTAL | | 545 | | 888 | | 343- |
| | | KEGS | | 2,985 | | 4,495 | 1,510- |
| | | | 26,827 | | 33,804 | | 6,977- |
| | | CASES | | 134,575 | | 192,165 | 57,590- |
| | | | 2,492 | | 3,341 | | 849- |
| | | BARRELAGE | | 12,752 | | 18,442 | 5,690- |
| WASHINGTON | GRAIN BELT | | 00 | | 00 | | 00 |
| | | CASES | | 00 | | 6,676 | 6,676- |
| | | | 00 | | 00 | | 00 |
| | | BARRELAGE | | 00 | | 485 | 485- |
| | TOTAL | | 00 | | 00 | | 00 |
| | | CASES | | 00 | | 6,676 | 6,676- |
| | | | 00 | | 00 | | 00 |
| | | BARRELAGE | | 00 | | 485 | 485- |
| WISCONSIN | GRAIN BELT | | 562 | | 707 | | 145- |
| | | KEGS | | 2,641 | | 3,367 | 726- |

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## SUMMARY OF SALES BY STATES AND BRANDS

| | | | JUNE 75 | YTD 75 | JUNE 74 | YTD 74 | VARIANCE |
|---|---|---|---|---|---|---|---|
| | | | 43,298 | | 50,548 | | 7,250- |
| | | CASES | | 174,375 | | 235,432 | 61,057- |
| | | | 3,705 | | 4,376 | | 671- |
| | | BARRELAGE | | 15,297 | | 20,455 | 5,158- |
| | WHITE LABEL | | 462 | | 1,127 | | 665- |
| | | CASES | | 2,652 | | 5,178 | 2,526- |
| | | | 34 | | 82 | | 48- |
| | | BARRELAGE | | 192 | | 376 | 184- |
| | HAUENSTEIN | | 11,392 | | 9,379 | | 2,013 |
| | | CASES | | 32,722 | | 34,461 | 1,739- |
| | | | 827 | | 681 | | 146 |
| | | BARRELAGE | | 2,375 | | 2,501 | 126- |
| | CO CLB RINGNES | | 00 | | 444 | | 444- |
| | | CASES | | 1,434 | | 535 | 899 |
| | | | 00 | | 32 | | 32- |
| | | BARRELAGE | | 104 | | 39 | 65 |
| | TOTAL | | 562 | | 707 | | 145- |
| | | KEGS | | 2,641 | | 3,367 | 726- |
| | | | 55,152 | | 61,498 | | 6,346- |
| | | CASES | | 211,183 | | 275,606 | 64,423- |
| | | | 4,565 | | 5,171 | | 606- |
| | | BARRELAGE | | 17,969 | | 23,370 | 5,401- |
| WYOMING | GRAIN BELT | | 00 | | 308 | | 308- |
| | | CASES | | 616 | | 924 | 308- |
| | | | 00 | | 22 | | 22- |
| | | BARRELAGE | | 45 | | 67 | 22- |
| | TOTAL | | 00 | | 308 | | 308- |
| | | CASES | | 616 | | 924 | 308- |
| | | | 00 | | 22 | | 22- |
| | | BARRELAGE | | 45 | | 67 | 22- |
| GRAND TOTAL | GRAIN BELT | | 16,061 | | 18,894 | | 2,833- |
| | | KEGS | | 72,985 | | 88,979 | 15,994- |
| | | | 628,707 | | 620,876 | | 7,831 |
| | | CASES | | 2,672,506 | | 3,462,411 | 789,905- |
| | | | 61,693 | | 63,957 | | 2,264- |
| | | BARRELAGE | | 266,955 | | 340,281 | 73,326- |
| | WHITE LABEL | | 27,667 | | 46,724 | | 19,057- |
| | | CASES | | 130,746 | | 191,347 | 60,601- |
| | | | 2,008 | | 3,391 | | 1,383- |
| | | BARRELAGE | | 9,490 | | 13,888 | 4,398- |
| | HAUENSTEIN | | 181,177 | | 162,944 | | 18,233 |
| | | CASES | | 747,995 | | 816,174 | 68,179- |

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## SUMMARY OF SALES BY STATES AND BRANDS

| | | JUNE 75 | YTD 75 | JUNE 74 | YTD 74 | VARIANCE |
|---|---|---|---|---|---|---|
| | | 13,150 | | 11,826 | | 1,324 |
| | BARRELAGE | | 54,289 | | 59,238 | 4,949- |
| CO CLB RINGNES | | 6,253 | | 8,292 | | 2,039- |
| | CASES | | 34,357 | | 39,958 | 5,601- |
| | | 454 | | 602 | | 148- |
| | BARRELAGE | | 2,494 | | 2,900 | 406- |
| STORZ | | 122 | | 180 | | 58- |
| | KEGS | | 580 | | 1,468 | 888- |
| | | 42,748 | | 27,384 | | 15,364 |
| | CASES | | 190,407 | | 235,100 | 44,693- |
| | | 3,225 | | 2,168 | | 1,057 |
| | BARRELAGE | | 14,400 | | 18,532 | 4,132- |
| TOTAL | | 16,183 | | 19,074 | | 2,891- |
| | KEGS | | 73,565 | | 90,447 | 16,882- |
| | | 886,552 | | 866,220 | | 20,332 |
| | CASES | | 3,776,011 | | 4,744,990 | 968,979- |
| | | 80,529 | | 81,944 | | 1,415- |
| | BARRELAGE | | 347,628 | | 434,838 | 87,210- |

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REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 06/75

AZ

| | | MONTHLY CURRENT | MONTHLY LAST YEAR | YEARLY CURRENT | YEARLY LAST YEAR | VARIANCE | % |
|---|---|---|---|---|---|---|---|
| 041 | 4-6 CAN GB | 0 | 0 | 3,773 | 0 | 3,773 | 100.00 |
| 042 | 12/12 CAN GB | 0 | 0 | 462 | 0 | 462 | 100.00 |
| 148 | 4-6 CAN WL | 0 | 5,467 | 0 | 10,934 | 10,934- | 100.00- |
| 169 | 4-6 CAN HN | 0 | 0 | 4,004 | 5,467 | 1,463- | 26.76- |
| 170 | 12/12 CAN HN | 0 | 0 | 2,926 | 0 | 2,926 | 100.00 |
| 080 | 4-6 CAN TR | 5,698 | 0 | 12,859 | 0 | 12,859 | 100.00 |
| 106 | 4-6 CAN PRE SZ | 0 | 0 | 5,544 | 5,467 | 77 | 1.40 |
| | GRAIN BELT FULL BARRELS | .00 | .00 | .00 | .00 | .00 | .00 |
| | GRAIN BELT 288 OZ CASES | .00 | .00 | 4,004.00 | .00 | 4,004.00 | 100.00 |
| | WHITE LABEL 288 OZ CASES | .00 | 5,467.00 | .00 | 10,934.00 | 10,934.00- | 100.00- |
| | HAUENSTEIN 288 OZ CASES | .00 | .00 | 5,467.00 | 5,467.00 | .00 | .00 |
| | STORZ FULL BARRELS | .00 | .00 | .00 | .00 | .00 | .00 |
| | STORZ 288 OZ CASES | 5,698.00 | .00 | 18,403.00 | 5,467.00 | 12,936.00 | 236.61 |
| | CO CLUB NEAR RINGNES 288OZ | .00 | .00 | .00 | .00 | .00 | .00 |
| | TOTAL FULL BARRELS | .00 | .00 | .00 | .00 | .00 | .00 |
| | TOTAL 288 OZ CASES | 5,698.00 | 5,467.00 | 27,874.00 | 21,868.00 | 6,006.00 | 27.46 |
| | TOTAL BARRELAGE | 413.56 | 396.79 | 2,023.09 | 1,587.17 | 435.92 | 27.46 |

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REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES MONTH: 06/75

| CA | MONTHLY CURRENT | MONTHLY LAST YEAR | YEARLY CURRENT | YEARLY LAST YEAR | VARIANCE | % |
|---|---|---|---|---|---|---|
| 042 12/12 CAN 68 | 0 | 0 | 19,712 | 0 | 19,712 | 100.00 |
| GRAIN BELT FULL BARRELS | .00 | .00 | .00 | .00 | .00 | .00 |
| GRAIN BELT 288 OZ CASES | .00 | .00 | 9,856.00 | .00 | 9,856.00 | 100.00 |
| WHITE LABEL 288 OZ CASES | .00 | .00 | .00 | .00 | .00 | .00 |
| HAUENSTEIN 288 OZ CASES | .00 | .00 | .00 | .00 | .00 | .00 |
| STORZ FULL BARRELS | .00 | .00 | .00 | .00 | .00 | .00 |
| STORZ 288 OZ CASES | .00 | .00 | .00 | .00 | .00 | .00 |
| CO CLUB NEAR RINGNES 288OZ | .00 | .00 | .00 | .00 | .00 | .00 |
| TOTAL FULL BARRELS | .00 | .00 | .00 | .00 | .00 | .00 |
| TOTAL 288 OZ CASES | .00 | .00 | 9,856.00 | .00 | 9,856.00 | 100.00 |
| TOTAL BARRELAGE | .00 | .00 | 715.34 | .00 | 715.34 | 100.00 |

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REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 06/75

| CO | | MONTHLY CURRENT | MONTHLY LAST YEAR | YEARLY CURRENT | YEARLY LAST YEAR | VARIANCE | % |
|---|---|---|---|---|---|---|---|
| 055 | 4-6 NR GB 32 | 0 | 112 | 0 | 336 | 336- | 100.00- |
| 057 | 12/32 NR GB 32 | 0 | 0 | 0 | 42 | 42- | 100.00- |
| 035 | 4-6 NR GB | 0 | 1,848 | 7,000 | 3,416 | 3,584 | 104.91 |
| 037 | 12/32 NR GB | 0 | 0 | 0 | 42 | 42- | 100.00- |
| 041 | 4-6 CAN GB | 0 | 1,232 | 6,006 | 7,777 | 1,771- | 22.77- |
| 036 | 4-6 BK CN GB | 0 | 0 | 539 | 0 | 539 | 100.00 |
| 075 | 4-6 NR TR | 0 | 1,008 | 4,480 | 7,560 | 3,080- | 40.74- |
| GRAIN BELT FULL BARRELS | | .00 | .00 | .00 | .00 | .00 | .00 |
| GRAIN BELT 288 OZ CASES | | .00 | 3,192.00 | 13,545.00 | 11,641.00 | 1,904.00 | 16.35 |
| WHITE LABEL 288 OZ CASES | | .00 | .00 | .00 | .00 | .00 | .00 |
| HAUENSTEIN 288 OZ CASES | | .00 | .00 | .00 | .00 | .00 | .00 |
| STORZ FULL BARRELS | | .00 | .00 | .00 | .00 | .00 | .00 |
| STORZ 288 OZ CASES | | .00 | 1,008.00 | 4,480.00 | 7,560.00 | 3,080.00- | 40.74- |
| CO CLUB NEAR RINGNES 288OZ | | .00 | .00 | .00 | .00 | .00 | .00 |
| TOTAL FULL BARRELS | | .00 | .00 | .00 | .00 | .00 | .00 |
| TOTAL 288 OZ CASES | | .00 | 4,200.00 | 18,025.00 | 19,201.00 | 1,176.00- | 6.12- |
| TOTAL BARRELAGE | | .00 | 304.83 | 1,308.25 | 1,393.60 | 85.35- | 6.12- |

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REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES MONTH: 06/75

| CD | MONTHLY CURRENT | MONTHLY LAST YEAR | YEARLY CURRENT | YEARLY LAST YEAR | VARIANCE | % |
|---|---|---|---|---|---|---|
| 041 4-6 CAN GB | 616 | 0 | 1,078 | 308 | 770 | 250.00 |
| GRAIN BELT FULL BARRELS | .00 | .00 | .00 | .00 | .00 | .00 |
| GRAIN BELT 288 OZ CASES | 616.00 | .00 | 1,078.00 | 308.00 | 770.00 | 250.00 |
| WHITE LABEL 288 OZ CASES | .00 | .00 | .00 | .00 | .00 | .00 |
| HAUENSTEIN 288 OZ CASES | .00 | .00 | .00 | .00 | .00 | .00 |
| STORZ FULL BARRELS | .00 | .00 | .00 | .00 | .00 | .00 |
| STORZ 288 OZ CASES | .00 | .00 | .00 | .00 | .00 | .00 |
| CO CLUB NEAR RINGNES 288OZ | .00 | .00 | .00 | .00 | .00 | .00 |
| TOTAL FULL BARRELS | .00 | .00 | .00 | .00 | .00 | .00 |
| TOTAL 288 OZ CASES | 616.00 | .00 | 1,078.00 | 308.00 | 770.00 | 250.00 |
| TOTAL BARRELAGE | 44.70 | .00 | 78.24 | 22.35 | 55.89 | 250.06 |

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REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 06/75

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| | | MONTHLY | | YEARLY | | | |
|---|---|---|---|---|---|---|---|
| | | CURRENT | LAST YEAR | CURRENT | LAST YEAR | VARIANCE | % |
| 001 | 1/1 BBL GB ST | 12 | 6 | 52 | 50 | 2 | 4.00 |
| 002 | 1/2 BBL GB ST | 44 | 140 | 244 | 423 | 179- | 42.31- |
| 003 | 1/4 BBL GB ST | 60 | 144 | 328 | 551 | 223- | 40.47- |
| 027 | 24/12 RT A GB | 84 | 0 | 504 | 599 | 95- | 15.85- |
| 035 | 4-6 NR GB | 0 | 112 | 56 | 448 | 392- | 87.50- |
| 037 | 12/32 NR GB | 42 | 0 | 462 | 252 | 210 | 83.33 |
| 040 | 24 PK CAN GB | 0 | 0 | 0 | 4,004 | 4,004- | 100.00- |
| 041 | 4-6 CAN GB | 3,542 | 1,463 | 6,314 | 6,930 | 616- | 8.88- |
| 036 | 4-6 BK CN GB | 5 | 0 | 761 | 1,078 | 317- | 29.40- |
| 042 | 12/12 CAN GB | 4,312 | 5,390 | 16,170 | 36,806 | 20,636- | 56.06- |
| 043 | 24/16 CAN GB | 0 | 0 | 0 | 56 | 56- | 100.00- |
| 029 | 24/12 PREM RET | 714 | 1,386 | 1,680 | 8,106 | 6,426- | 79.27- |
| 030 | 36/8 PREM RET | 36 | 108 | 231 | 468 | 237- | 50.64- |
| 038 | 4-6 PREM CAN | 0 | 0 | 0 | 802 | 802- | 100.00- |
| 039 | 12/12 PREM CAN | 0 | 0 | 224 | 0 | 224 | 100.00 |
| 148 | 4-6 CAN WL | 0 | 0 | 21 | 0 | 21 | 100.00 |
| 159 | 12/12 CAN WL | 0 | 0 | 238 | 0 | 238 | 100.00 |
| 169 | 4-6 CAN HN | 0 | 0 | 21 | 0 | 21 | 100.00 |
| 170 | 12/12 CAN HN | 154 | 0 | 462 | 0 | 462 | 100.00 |
| 070 | 24/12 RT TR | 0 | 210 | 2,940 | 1,554 | 1,386 | 89.18 |
| 075 | 4-6 NR TR | 0 | 0 | 0 | 392 | 392- | 100.00- |
| 076 | 12/32 NR TR | 0 | 0 | 42 | 336 | 294- | 87.50- |
| 080 | 4-6 CAN TR | 0 | 0 | 77 | 462 | 385- | 83.33- |
| 081 | 12/12 CAN T ST | 462 | 154 | 13,860 | 1,540 | 12,320 | 800.00 |
| 106 | 4-6 CAN PRE SZ | 0 | 0 | 308 | 0 | 308 | 100.00 |
| 107 | 12/12 CAN PRSZ | 0 | 0 | 1,848 | 154 | 1,694 | 1100.00 |
| | GRAIN BELT FULL BARRELS | 49.00 | 112.00 | 256.00 | 399.25 | 143.25- | 35.87- |
| | GRAIN BELT 288 OZ CASES | 6,593.00 | 5,764.00 | 18,359.00 | 41,248.67 | 22,889.67- | 55.49- |
| | WHITE LABEL 288 OZ CASES | .00 | .00 | 140.00 | .00 | 140.00 | 100.00 |
| | HAUENSTEIN 288 OZ CASES | 77.00 | .00 | 252.00 | .00 | 252.00 | 100.00 |
| | STORZ FULL BARRELS | .00 | .00 | .00 | .00 | .00 | .00 |
| | STORZ 288 OZ CASES | 231.00 | 287.00 | 11,235.00 | 3,703.00 | 7,532.00 | 203.40 |
| | CO CLUB NEAR RINGNES 288OZ | .00 | .00 | .00 | .00 | .00 | .00 |
| | TOTAL FULL BARRELS | 49.00 | 112.00 | 256.00 | 399.25 | 143.25- | 35.87- |
| | TOTAL 288 OZ CASES | 6,901.00 | 6,051.00 | 29,986.00 | 44,951.67 | 14,965.67- | 33.29- |
| | TOTAL BARRELAGE | 549.87 | 551.18 | 2,432.38 | 3,661.84 | 1,229.46- | 33.57- |

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REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 06/75

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| | | MONTHLY | | YEARLY | | | |
|---|---|---|---|---|---|---|---|
| | | CURRENT | LAST YEAR | CURRENT | LAST YEAR | VARIANCE | % |
| 002 | 1/2 BBL GB ST | 660 | 540 | 2,520 | 3,940 | 1,420- | 36.04- |
| 003 | 1/4 BBL GB ST | 36 | 48 | 93 | 250 | 157- | 62.80- |
| 027 | 24/12 RT A GB | 420 | 336 | 3,318 | 5,733 | 2,415- | 42.12- |
| 034 | 24 PK NR GB | 196 | 0 | 880 | 7,981 | 7,101- | 88.97- |
| 035 | 4-6 NR GB | 6,720 | 2,184 | 26,376 | 21,449 | 4,927 | 22.97 |
| 037 | 12/32 NR GB | 546 | 714 | 2,512 | 3,650 | 1,138- | 31.17- |
| 041 | 4-6 CAN GB | 5,390 | 4,690 | 24,409 | 54,810 | 30,401- | 55.46- |
| 036 | 4-6 BK CN GB | 0 | 0 | 154 | 1,302 | 1,148- | 88.17- |
| 042 | 12/12 CAN GB | 76,538 | 35,574 | 309,694 | 544,082 | 234,388- | 43.07- |
| 043 | 24/16 CAN GB | 364 | 448 | 812 | 1,187 | 375- | 31.59- |
| 029 | 24/12 PREM RET | 714 | 588 | 3,696 | 5,712 | 2,016- | 35.29- |
| 030 | 36/8 PREM RET | 72 | 48 | 401 | 618 | 217- | 35.11- |
| 033 | 24/12 PREM N R | 0 | 56 | 21 | 1,232 | 1,211- | 98.29- |
| 038 | 4-6 PREM CAN | 2,310 | 1,848 | 11,180 | 3,542 | 7,638 | 215.64 |
| 039 | 12/12 PREM CAN | 12,936 | 11,540 | 48,048 | 24,476 | 23,572 | 96.30 |
| 148 | 4-6 CAN WL | 0 | 1,162 | 35 | 3,234 | 3,199- | 98.91- |
| 159 | 12/12 CAN WL | 0 | 0 | 2,474 | 0 | 2,474 | 100.00 |
| 167 | 24/12 RT HN | 0 | 84 | 0 | 252 | 252- | 100.00- |
| 170 | 12/12 CAN HN | 0 | 154 | 3,614 | 154 | 3,460 | 2246.75 |
| 014 | 1/2 BBL STZ | 72 | 84 | 572 | 1,020 | 448- | 43.92- |
| 015 | 1/4 BBL STZ | 0 | 0 | 9 | 46 | 37- | 80.43- |
| 070 | 24/12 RT TR | 168 | 84 | 798 | 1,176 | 378- | 32.14- |
| 075 | 4-6 NR TR | 560 | 392 | 2,231 | 2,482 | 251- | 10.11- |
| 076 | 12/32 NR TR | 168 | 84 | 783 | 553 | 230 | 41.59 |
| 080 | 4-6 CAN TR | 539 | 231 | 1,309 | 1,617 | 308- | 19.04- |
| 081 | 12/12 CAN T ST | 7,238 | 1,694 | 40,194 | 35,763 | 4,431 | 12.38 |
| 106 | 4-6 CAN PRE SZ | 385 | 308 | 1,232 | 2,849 | 1,617- | 56.75- |
| 107 | 12/12 CAN PRSZ | 4,158 | 2,156 | 17,557 | 35,112 | 17,555- | 49.99- |
| 064 | 36/8 COCLUB CN | 0 | 0 | 0 | 80 | 80- | 100.00- |
| 065 | 4-6 COCLUB CAN | 0 | 273 | 0 | 364 | 364- | 100.00- |
| 069 | 4-6 GOETZ NEAR | 91 | 175 | 455 | 620 | 165- | 26.61- |
| 019 | 24/11 RINGNES | 0 | 0 | 15 | 0 | 15 | 100.00 |
| | GRAIN BELT FULL BARRELS | 339.00 | 282.00 | 1,283.25 | 2,032.50 | 749.25- | 36.86- |
| | GRAIN BELT 288 OZ CASES | 61,772.33 | 34,856.33 | 253,737.98 | 393,107.31 | 139,369.33- | 35.45- |
| | WHITE LABEL 288 OZ CASES | .00 | 1,162.00 | 1,272.00 | 3,234.00 | 1,962.00- | 60.66- |
| | HAUENSTEIN 288 OZ CASES | .00 | 161.00 | 1,807.00 | 329.00 | 1,478.00 | 449.24 |
| | STORZ FULL BARRELS | 36.00 | 42.00 | 288.25 | 521.50 | 233.25- | 44.72- |
| | STORZ 288 OZ CASES | 7,574.00 | 3,052.00 | 35,489.50 | 44,298.83 | 8,809.33- | 19.88- |
| | CO CLUB NEAR RINGNES 288OZ | 91.00 | 448.00 | 468.75 | 1,064.00 | 595.25- | 55.94- |
| | TOTAL FULL BARRELS | 375.00 | 324.00 | 1,571.50 | 2,554.00 | 982.50- | 38.46- |
| | TOTAL 288 OZ CASES | 69,437.33 | 39,679.33 | 292,775.23 | 442,033.14 | 149,257.91- | 33.76- |
| | TOTAL BARRELAGE | 5,414.76 | 3,203.92 | 22,821.12 | 34,636.76 | 11,815.64- | 34.11- |

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KS

| | | MONTHLY | | YEARLY | | | |
|---|---|---|---|---|---|---|---|
| | | CURRENT | LAST YEAR | CURRENT | LAST YEAR | VARIANCE | % |
| 061 | 4-6 CAN GB 32 | 0 | 0 | 0 | 1,386 | 1,386- | 100.00- |
| 041 | 4-6 CAN GB | 0 | 0 | 0 | 2,233 | 2,233- | 100.00- |
| 042 | 12/12 CAN GB | 0 | 0 | 0 | 4,774 | 4,774- | 100.00- |
| GRAIN BELT FULL BARRELS | | .00 | .00 | .00 | .00 | .00 | .00 |
| GRAIN BELT 288 OZ CASES | | .00 | .00 | .00 | 6,006.00 | 6,006.00- | 100.00- |
| WHITE LABEL 288 OZ CASES | | .00 | .00 | .00 | .00 | .00 | .00 |
| HAUENSTEIN 288 OZ CASES | | .00 | .00 | .00 | .00 | .00 | .00 |
| STORZ FULL BARRELS | | .00 | .00 | .00 | .00 | .00 | .00 |
| STORZ 288 OZ CASES | | .00 | .00 | .00 | .00 | .00 | .00 |
| CO CLUB NEAR RINGNES 288OZ | | .00 | .00 | .00 | .00 | .00 | .00 |
| TOTAL FULL BARRELS | | .00 | .00 | .00 | .00 | .00 | .00 |
| TOTAL 288 OZ CASES | | .00 | .00 | .00 | 6,006.00 | 6,006.00- | 100.00- |
| TOTAL BARRELAGE | | .00 | .00 | .00 | 435.91 | 435.91- | 100.00- |

FORM 1411-1/2GB
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| MI | | MONTHLY CURRENT | MONTHLY LAST YEAR | YEARLY CURRENT | YEARLY LAST YEAR | VARIANCE | % |
|---|---|---|---|---|---|---|---|
| 027 | 24/12 RT A GB | 42 | 0 | 294 | 462 | 168- | 36.36- |
| 028 | 35/7 RT A GB | 0 | 0 | 49 | 147 | 98- | 66.66- |
| 035 | 4-6 NR GB | 84 | 0 | 84 | 280 | 196- | 70.00- |
| 037 | 12/32 NR GB | 42 | 0 | 63 | 42 | 21 | 50.00 |
| 041 | 4-6 CAN GB | 41 | 0 | 76 | 77 | 1- | 1.29- |
| GRAIN BELT FULL BARRELS | | .00 | .00 | .00 | .00 | .00 | .00 |
| GRAIN BELT 288 OZ CASES | | 223.00 | .00 | 579.68 | 1,000.05 | 420.37- | 42.03- |
| WHITE LABEL 288 OZ CASES | | .00 | .00 | .00 | .00 | .00 | .00 |
| HAUENSTEIN 288 OZ CASES | | .00 | .00 | .00 | .00 | .00 | .00 |
| STORZ FULL BARRELS | | .00 | .00 | .00 | .00 | .00 | .00 |
| STORZ 288 OZ CASES | | .00 | .00 | .00 | .00 | .00 | .00 |
| CO CLUB NEAR R1NGNES 288OZ | | .00 | .00 | .00 | .00 | .00 | .00 |
| TOTAL FULL BARRELS | | .00 | .00 | .00 | .00 | .00 | .00 |
| TOTAL 288 OZ CASES | | 223.00 | .00 | 579.68 | 1,000.05 | 420.37- | 42.03- |
| TOTAL BARRELAGE | | 16.18 | .00 | 42.07 | 72.58 | 30.51- | 42.03- |

FORM 1411-1/2GB
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REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 06/75

| MN | | | MONTHLY CURRENT | MONTHLY LAST YEAR | | YEARLY CURRENT | YEARLY LAST YEAR | VARIANCE | % |
|---|---|---|---|---|---|---|---|---|---|
| | 005 | 1/1 BBL GB 3.2 | 2,110 | 2,356 | | 12,389 | 15,310 | 2,921- | 19.07- |
| | 006 | 1/2 BBL GB 3.2 | 8,033 | 9,586 | | 40,006 | 47,954 | 7,948- | 16.57- |
| | 007 | 1/4 BBL GB 3.2 | 611 | 939 | | 2,087 | 2,996 | 909- | 30.34- |
| | 001 | 1/1 BBL GB ST | 216 | 237 | | 1,491 | 1,462 | 29 | 1.98 |
| | 002 | 1/2 BBL GB ST | 11,005 | 12,329 | | 45,718 | 51,845 | 6,127- | 11.81- |
| | 003 | 1/4 BBL GB ST | 8,223 | 10,243 | | 26,655 | 33,348 | 6,693- | 20.07- |
| | 009 | 1/1 BBL PREMUM | 0 | 2 | | 6 | 11 | 5- | 45.45- |
| | 010 | 1/2 BBL PREMUM | 70 | 105 | | 285 | 450 | 165- | 36.66- |
| | 011 | 1/4 BBL PREMUM | 147 | 214 | | 703 | 1,093 | 390- | 35.68- |
| | 047 | 24/12 RA GB 32 | 43,651 | 59,469 | | 229,598 | 319,029 | 89,431- | 28.03- |
| | 048 | 35/7 RA GB 32 | 1,140 | 1,890 | | 7,162 | 11,994 | 4,832- | 40.28- |
| | 050 | 36/8 RT GB 32 | 654 | 1,042 | | 4,314 | 6,251 | 1,937- | 30.98- |
| | 055 | 4-6 NR GB 32 | 12,619 | 21,715 | | 64,109 | 98,323 | 34,214- | 34.79- |
| | 057 | 12/32 NR GB 32 | 1,873 | 2,199 | | 10,017 | 10,850 | 833- | 7.67- |
| | 060 | 24 PK C GB 32 | 0 | 0 | | 0 | 775 | 775- | 100.00- |
| | 061 | 4-6 CAN GB 32 | 48,231 | 54,708 | | 150,928 | 193,136 | 42,208- | 21.85- |
| | 056 | 4-6 BKCN GB 32 | 0 | 0 | | 3,048 | 3,754 | 706- | 18.80- |
| | 062 | 12/12 C GB 32 | 86,702 | 26,642 | * | 241,753 | 215,924 | 25,829 | 11.96 |
| | 063 | 24/16 C GB 32 | 6,747 | 7,238 | | 30,184 | 36,673 | 6,489- | 17.69- |
| | 027 | 24/12 RT A GB | 99,334 | 127,736 | | 525,207 | 652,142 | 126,935- | 19.46- |
| | 028 | 35/7 RT A GB | 5,428 | 5,666 | * | 23,086 | 29,348 | 6,262- | 21.33- |
| | 034 | 24 PK NR GB | 8,440 | 10,966 | | 45,807 | 63,054 | 17,247- | 27.35- |
| | 035 | 4-6 NR GB | 10,335 | 20,602 | | 58,434 | 91,531 | 33,097- | 36.15- |
| | 037 | 12/32 NR GB | 1,166 | 1,070 | * | 6,064 | 8,067 | 2,003- | 24.82- |
| | 040 | 24 PK CAN GB | 100 | 1,955 | | 1,486 | 4,909 | 3,423- | 69.72- |
| | 041 | 4-6 CAN GB | 34,268 | 31,841 | * | 96,870 | 126,554 | 29,684- | 23.45- |
| | 036 | 4-6 BK CN GB | 0 | 0 | | 5,985 | 6,992 | 1,007- | 14.40- |
| | 042 | 12/12 CAN GB | 153,754 | 70,203 | * | 529,571 | 572,352 | 42,781- | 7.47- |
| | 043 | 24/16 CAN GB | 6,735 | 7,672 | | 30,926 | 43,559 | 12,633- | 29.00- |
| | 029 | 24/12 PREM RET | 32,676 | 38,094 | | 165,564 | 210,767 | 45,203- | 21.44- |
| | 030 | 36/8 PREM RET | 12,852 | 14,334 | | 57,281 | 70,930 | 13,649- | 19.24- |
| | 033 | 24/12 PREM N R | 1,290 | 1,412 | | 8,232 | 9,186 | 954- | 10.38- |
| | 038 | 4-6 PREM CAN | 3,092 | 2,742 | * | 10,254 | 16,314 | 6,060- | 37.14- |
| | 039 | 12/12 PREM CAN | 36,383 | 12,562 | * | 119,035 | 92,168 | 26,867 | 29.15 |
| | 066 | 4-6 CAN GBX | 0 | 1,458 | | 0 | 4,203 | 4,203- | 100.00- |
| | 152 | 24/12 R WL 32 | 3,150 | 4,242 | | 12,691 | 19,447 | 6,756- | 34.74- |
| | 153 | 4-6 CAN WL 32 | 1,687 | 2,156 | | 7,771 | 12,755 | 4,984- | 39.07- |
| | 164 | 12/12 CAN WL32 | 1,078 | 0 | | 7,642 | 0 | 7,642 | 100.00 |
| | 154 | 24/16 C WL 32 | 0 | 1,401 | | 0 | 4,896 | 4,896- | 100.00- |
| | 147 | 24/12 RT WL | 18,081 | 24,794 | | 82,216 | 107,275 | 25,059- | 23.35- |
| | 148 | 4-6 CAN WL | 2,464 | 3,316 | | 9,049 | 16,021 | 6,972- | 43.51- |
| | 159 | 12/12 CAN WL | 2,156 | 0 | | 18,652 | 0 | 18,652 | 100.00 |
| | 149 | 24/16 CAN WL | 0 | 1,118 | | 0 | 4,156 | 4,156- | 100.00- |
| | 173 | 24/12 RT HN 32 | 9,912 | 9,492 | | 41,664 | 52,436 | 10,772- | 20.54- |
| | 175 | 4-6 CAN HN 32 | 5,222 | 4,618 | | 19,457 | 21,818 | 2,361- | 10.82- |
| | 176 | 12/12 C HN 32 | 5,597 | 5,264 | | 21,569 | 22,829 | 1,260- | 5.51- |
| | 167 | 24/12 RT HN | 137,103 | 118,146 | | 570,755 | 610,651 | 39,896- | 6.53- |
| | 169 | 4-6 CAN HN | 7,189 | 8,835 | | 29,786 | 36,141 | 6,355- | 17.58- |
| | 170 | 12/12 CAN HN | 13,860 | 14,196 | | 64,473 | 64,982 | 509- | .78- |
| | 075 | 4-6 NR TR | 0 | 0 | | 1 | 0 | 1 | 100.00 |
| | 080 | 4-6 CAN TR | 0 | 0 | | 1 | 0 | 1 | 100.00 |

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| | | | | | | | |
|---|---|---|---|---|---|---|---|
| 081 | 12/12 CAN T ST | 0 | 0 | 1 | 0 | 1 | 100.00 |
| 106 | 4-6 CAN PRE SZ | 0 | 0 | 1 | 0 | 1 | 100.00 |
| 107 | 12/12 CAN PRSZ | 0 | 0 | 1 | 0 | 1 | 100.00 |
| 026 | 36/8 COCLUB 32 | 0 | 0 | 0 | 880 | 880- | 100.00- |
| 064 | 36/8 COCLUB CN | 631 | 1,520 | 4,791 | 7,095 | 2,304- | 32.47- |
| 065 | 4-6 COCLUB CAN | 1,274 | 1,365 | 7,462 | 8,222 | 760- | 9.24- |
| 068 | 24/16 COCLUB C | 1,064 | 1,540 | 6,594 | 8,768 | 2,174- | 24.79- |
| 069 | 4-6 GOETZ NEAR | 91 | 280 | 266 | 280 | 14- | 5.00- |
| 018 | 24/11 RNGNS 32 | 0 | 95 | 0 | 355 | 355- | 100.00- |
| 019 | 24/11 RINGNES | 646 | 655 | 2,064 | 2,013 | 51 | 2.53 |
| | GRAIN BELT FULL BARRELS | 14,125.25 | 16,454.00 | 64,251.75 | 76,266.75 | 12,015.00- | 15.75- |
| | GRAIN BELT 288 OZ CASES | 474,427.48 | 473,443.91 | 2,000,949.24 | 2,485,439.56 | 484,490.32- | 19.49- |
| | WHITE LABEL 288 OZ CASES | 26,999.00 | 37,866.66 | 124,874.00 | 167,567.30 | 42,693.30- | 25.47- |
| | HAUENSTEIN 288 OZ CASES | 169,154.50 | 150,821.00 | 704,683.00 | 764,951.50 | 60,268.50- | 7.87- |
| | STORZ FULL BARRELS | .00 | .00 | .00 | .00 | .00 | .00 |
| | STORZ 288 OZ CASES | .00 | .00 | 4.00 | .00 | 4.00 | 100.00 |
| | CO CLUB NEAR RINGNES 288OZ | 4,006.83 | 5,905.83 | 23,202.99 | 30,338.32 | 7,135.33- | 23.51- |
| | TOTAL FULL BARRELS | 14,125.25 | 16,454.00 | 64,251.75 | 76,266.75 | 12,015.00- | 15.75- |
| | TOTAL 288 OZ CASES | 674,587.81 | 668,037.40 | 2,853,713.23 | 3,448,296.68 | 594,583.45- | 17.24- |
| | TOTAL BARRELAGE | 63,086.83 | 64,940.15 | 271,374.25 | 326,544.12 | 55,169.87- | 16.89- |

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REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES

MONTH: 06/75

| MO | | MONTHLY CURRENT | MONTHLY LAST YEAR | YEARLY CURRENT | YEARLY LAST YEAR | VARIANCE | % |
|---|---|---|---|---|---|---|---|
| 041 | 4-6 CAN GB | 0 | 0 | 0 | 9,240 | 9,240- | 100.00- |
| 075 | 4-6 NR TR | 224 | 0 | 224 | 0 | 224 | 100.00 |
| 080 | 4-6 CAN TR | 847 | 0 | 1,617 | 3,696 | 2,079- | 56.25- |
| 106 | 4-6 CAN PRE SZ | 847 | 0 | 2,002 | 0 | 2,002 | 100.00 |
| GRAIN BELT FULL BARRELS | | .00 | .00 | .00 | .00 | .00 | .00 |
| GRAIN BELT 288 OZ CASES | | .00 | .00 | .00 | 9,240.00 | 9,240.00- | 100.00- |
| WHITE LABEL 288 OZ CASES | | .00 | .00 | .00 | .00 | .00 | .00 |
| HAUENSTEIN 288 OZ CASES | | .00 | .00 | .00 | .00 | .00 | .00 |
| STORZ FULL BARRELS | | .00 | .00 | .00 | .00 | .00 | .00 |
| STORZ 288 OZ CASES | | 1,918.00 | .00 | 3,843.00 | 3,696.00 | 147.00 | 3.97 |
| CO CLUB NEAR RINGNES 288OZ | | .00 | .00 | .00 | .00 | .00 | .00 |
| TOTAL FULL BARRELS | | .00 | .00 | .00 | .00 | .00 | .00 |
| TOTAL 288 OZ CASES | | 1,918.00 | .00 | 3,843.00 | 12,936.00 | 9,093.00- | 70.29- |
| TOTAL BARRELAGE | | 139.20 | .00 | 278.92 | 938.89 | 659.97- | 70.29- |

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REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 06/75

| MT | | | MONTHLY CURRENT | MONTHLY LAST YEAR | YEARLY CURRENT | YEARLY LAST YEAR | VARIANCE | % |
|---|---|---|---|---|---|---|---|---|
| | 027 | 24/12 RT A GB | 168 | 0 | 672 | 0 | 672 | 100.00 |
| | 035 | 4-6 NR GB | 0 | 832 | 2,688 | 2,512 | 176 | 7.00 |
| | 041 | 4-6 CAN GB | 308 | 2,387 | 2,926 | 5,005 | 2,079- | 41.53- |
| | 036 | 4-6 BK CN GB | 0 | 0 | 0 | 154 | 154- | 100.00- |
| | 042 | 12/12 CAN GB | 770 | 0 | 770 | 0 | 770 | 100.00 |
| | 029 | 24/12 PREM RET | 0 | 0 | 294 | 0 | 294 | 100.00 |
| | 039 | 12/12 PREM CAN | 0 | 616 | 0 | 616 | 616- | 100.00- |
| | 064 | 36/8 COCLUB CN | 80 | 0 | 400 | 0 | 400 | 100.00 |
| | 065 | 4-6 COCLUB CAN | 728 | 0 | 910 | 0 | 910 | 100.00 |
| | 068 | 24/16 COCLUB C | 210 | 0 | 210 | 0 | 210 | 100.00 |
| GRAIN BELT FULL BARRELS | | | .00 | .00 | .00 | .00 | .00 | .00 |
| GRAIN BELT 288 OZ CASES | | | 861.00 | 3,527.00 | 6,965.00 | 7,979.00 | 1,014.00- | 12.70- |
| WHITE LABEL 288 OZ CASES | | | .00 | .00 | .00 | .00 | .00 | .00 |
| HAUENSTEIN 288 OZ CASES | | | .00 | .00 | .00 | .00 | .00 | .00 |
| STORZ FULL BARRELS | | | .00 | .00 | .00 | .00 | .00 | .00 |
| STORZ 288 OZ CASES | | | .00 | .00 | .00 | .00 | .00 | .00 |
| CO CLUB NEAR R1NGNES 288OZ | | | 1,088.00 | .00 | 1,590.00 | .00 | 1,590.00 | 100.00 |
| TOTAL FULL BARRELS | | | .00 | .00 | .00 | .00 | .00 | .00 |
| TOTAL 288 OZ CASES | | | 1,949.00 | 3,527.00 | 8,555.00 | 7,979.00 | 576.00 | 7.21 |
| TOTAL BARRELAGE | | | 141.45 | 255.98 | 620.92 | 579.11 | 41.81 | 7.21 |

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REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 06/75

| NB | | | MONTHLY CURRENT | MONTHLY LAST YEAR | YEARLY CURRENT | YEARLY LAST YEAR | VARIANCE | % |
|---|---|---|---|---|---|---|---|---|
| | 002 | 1/2 BBL GB ST | 60 | 108 | 288 | 770 | 482- | 62.59- |
| | 003 | 1/4 BBL GB ST | 4 | 16 | 4 | 60 | 56- | 93.33- |
| | 010 | 1/2 BBL PREMUM | 24 | 12 | 84 | 132 | 48- | 36.36- |
| | 027 | 24/12 RT A GB | 94 | 210 | 1,421 | 1,932 | 511- | 26.44- |
| | 035 | 4-6 NR GB | 56 | 0 | 140 | 224 | 84- | 37.50- |
| | 041 | 4-6 CAN GB | 616 | 231 | 1,463 | 1,463 | 0 | .00 |
| | 036 | 4-6 BK CN GB | 0 | 0 | 231 | 154 | 77 | 50.00 |
| | 042 | 12/12 CAN GB | 3,850 | 1,694 | 13,706 | 15,088 | 1,382- | 9.15- |
| | 043 | 24/16 CAN GB | 0 | 0 | 56 | 349 | 293- | 83.95- |
| | 029 | 24/12 PREM RET | 5 | 0 | 57 | 102 | 45- | 44.11- |
| | 014 | 1/2 BBL STZ | 168 | 212 | 574 | 1,572 | 998- | 63.48- |
| | 015 | 1/4 BBL STZ | 8 | 8 | 19 | 65 | 46- | 70.76- |
| | 070 | 24/12 RT TR | 2,882 | 2,100 | 14,662 | 19,986 | 5,324- | 26.63- |
| | 075 | 4-6 NR TR | 392 | 672 | 1,827 | 3,118 | 1,291- | 41.40- |
| | 076 | 12/32 NR TR | 686 | 462 | 3,248 | 4,079 | 831- | 20.37- |
| | 080 | 4-6 CAN TR | 1,540 | 931 | 5,020 | 6,721 | 1,701- | 25.30- |
| | 081 | 12/12 CAN T ST | 25,564 | 25,564 | 121,660 | 175,002 | 53,342- | 30.48- |
| | 106 | 4-6 CAN PRE SZ | 770 | 700 | 4,186 | 7,454 | 3,268- | 43.84- |
| | 107 | 12/12 CAN PRSZ | 1,540 | 1,078 | 7,084 | 9,548 | 2,464- | 25.80- |
| | | GRAIN BELT FULL BARRELS | 43.00 | 64.00 | 187.00 | 466.00 | 279.00- | 59.87- |
| | | GRAIN BELT 288 OZ CASES | 2,696.00 | 1,288.00 | 10,239.67 | 11,884.33 | 1,644.66- | 13.83- |
| | | WHITE LABEL 288 OZ CASES | .00 | .00 | .00 | .00 | .00 | .00 |
| | | HAUENSTEIN 288 OZ CASES | .00 | .00 | .00 | .00 | .00 | .00 |
| | | STORZ FULL BARRELS | 86.00 | 108.00 | 291.75 | 802.25 | 510.50- | 63.63- |
| | | STORZ 288 OZ CASES | 20,050.66 | 18,340.00 | 94,397.66 | 134,992.65 | 40,594.99- | 30.07- |
| | | CO CLUB NEAR RINGNES 288OZ | .00 | .00 | .00 | .00 | .00 | .00 |
| | | TOTAL FULL BARRELS | 129.00 | 172.00 | 478.75 | 1,268.25 | 789.50- | 62.25- |
| | | TOTAL 288 OZ CASES | 22,746.66 | 19,628.00 | 104,637.33 | 146,876.98 | 42,239.65- | 28.75- |
| | | TOTAL BARRELAGE | 1,779.95 | 1,596.60 | 8,073.32 | 11,928.58 | 3,855.26- | 32.31- |

FORM 1411-3/2G
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| ND | | MONTHLY CURRENT | MONTHLY LAST YEAR | YEARLY CURRENT | YEARLY LAST YEAR | VARIANCE | % |
|---|---|---|---|---|---|---|---|
| 002 | 1/2 BBL GB ST | 616 | 668 | 2,292 | 3,600 | 1,308- | 36.33- |
| 003 | 1/4 BBL GB ST | 352 | 324 | 936 | 1,180 | 244- | 20.67- |
| 027 | 24/12 RT A GB | 756 | 756 | 4,872 | 6,552 | 1,680- | 25.64- |
| 034 | 24 PK NR GB | 112 | 224 | 616 | 728 | 112- | 15.38- |
| 035 | 4-6 NR GB | 2,408 | 3,080 | 7,678 | 11,088 | 3,410- | 30.75- |
| 037 | 12/32 NR GB | 126 | 252 | 487 | 1,099 | 612- | 55.68- |
| 041 | 4-6 CAN GB | 5,313 | 3,542 | 14,476 | 9,856 | 4,620 | 46.87 |
| 036 | 4-6 BK CN GB | 0 | 0 | 539 | 560 | 21- | 3.75- |
| 042 | 12/12 CAN GB | 5,236 | 2,926 | 17,402 | 10,010 | 7,392 | 73.84 |
| 043 | 24/16 CAN GB | 9 | 112 | 149 | 410 | 261- | 63.65- |
| 029 | 24/12 PREM RET | 3,150 | 2,898 | 17,178 | 23,134 | 5,956- | 25.74- |
| 030 | 36/8 PREM RET | 1,080 | 720 | 4,284 | 5,976 | 1,692- | 28.31- |
| 033 | 24/12 PREM N R | 56 | 15 | 483 | 945 | 462- | 48.88- |
| 038 | 4-6 PREM CAN | 3,465 | 3,850 | 11,739 | 26,196 | 14,457- | 55.18- |
| 039 | 12/12 PREM CAN | 1,386 | 7,782 | 5,390 | 28,483 | 23,093- | 81.07- |
| 066 | 4-6 CAN GBX | 0 | 0 | 0 | 21 | 21- | 100.00- |
| 148 | 4-6 CAN WL | 0 | 77 | 112 | 231 | 119- | 51.51- |
| 167 | 24/12 RT HN | 168 | 504 | 630 | 1,722 | 1,092- | 63.41- |
| 169 | 4-6 CAN HN | 154 | 231 | 823 | 2,079 | 1,256- | 60.41- |
| 170 | 12/12 CAN HN | 308 | 3,542 | 2,310 | 11,611 | 9,301- | 80.10- |
| 064 | 36/8 COCLUB CN | 0 | 240 | 560 | 1,094 | 534- | 48.81- |
| 065 | 4-6 COCLUB CAN | 78 | 182 | 533 | 455 | 78 | 17.14 |
| 068 | 24/16 COCLUB C | 0 | 0 | 210 | 208 | 2 | .96 |
| 069 | 4-6 GOETZ NEAR | 91 | 91 | 182 | 182 | 0 | .00 |
| 019 | 24/11 RINGNES | 21 | 0 | 354 | 0 | 354 | 100.00 |
| | GRAIN BELT FULL BARRELS | 396.00 | 415.00 | 1,380.00 | 2,095.00 | 715.00- | 34.12- |
| | GRAIN BELT 288 OZ CASES | 19,831.00 | 20,924.33 | 74,109.00 | 106,314.50 | 32,205.50- | 30.29- |
| | WHITE LABEL 288 OZ CASES | .00 | 77.00 | 112.00 | 231.00 | 119.00- | 51.51- |
| | HAUENSTEIN 288 OZ CASES | 476.00 | 2,506.00 | 2,608.00 | 9,606.50 | 6,998.50- | 72.85- |
| | STORZ FULL BARRELS | .00 | .00 | .00 | .00 | .00 | .00 |
| | STORZ 288 OZ CASES | .00 | .00 | .00 | .00 | .00 | .00 |
| | CO CLUB NEAR RINGNES 288OZ | 188.25 | 513.00 | 1,879.50 | 2,008.33 | 128.83- | 6.41- |
| | TOTAL FULL BARRELS | 396.00 | 415.00 | 1,380.00 | 2,095.00 | 715.00- | 34.12- |
| | TOTAL 288 OZ CASES | 20,495.25 | 24,020.33 | 78,708.50 | 118,160.33 | 39,451.83- | 33.38- |
| | TOTAL BARRELAGE | 1,883.54 | 2,158.39 | 7,092.66 | 10,671.07 | 3,578.41- | 33.53- |

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REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 06/75

| SD | | | MONTHLY | | YEARLY | | | |
|---|---|---|---|---|---|---|---|---|
| | | | CURRENT | LAST YEAR | CURRENT | LAST YEAR | VARIANCE | % |
| | 006 | 1/2 BBL GB 3.2 | 610 | 1,220 | 3,508 | 6,114 | 2,606- | 42.62- |
| | 007 | 1/4 BBL GB 3.2 | 126 | 169 | 680 | 865 | 185- | 21.38- |
| | 002 | 1/2 BBL GB ST | 368 | 356 | 1,932 | 1,942 | 10- | .51- |
| | 003 | 1/4 BBL GB ST | 96 | 113 | 378 | 427 | 49- | 11.47- |
| | 047 | 24/12 RA GB 32 | 1,428 | 4,578 | 12,684 | 22,134 | 9,450- | 42.69- |
| | 050 | 36/8 RT GB 32 | 324 | 468 | 2,448 | 4,606 | 2,158- | 46.85- |
| | 055 | 4-6 NR GB 32 | 1,652 | 4,424 | 8,708 | 17,556 | 8,848- | 50.39- |
| | 057 | 12/32 NR GB 32 | 63 | 252 | 514 | 1,197 | 683- | 57.05- |
| | 061 | 4-6 CAN GB 32 | 5,467 | 7,469 | 19,712 | 27,951 | 8,239- | 29.47- |
| | 056 | 4-6 BKCN GB 32 | 0 | 0 | 133 | 124 | 9 | 7.25 |
| | 062 | 12/12 C GB 32 | 1,232 | 154 | 6,006 | 770 | 5,236 | 680.00 |
| | 063 | 24/16 C GB 32 | 76 | 0 | 356 | 112 | 244 | 217.85 |
| | 027 | 24/12 RT A GB | 1,554 | 1,386 | 10,500 | 13,860 | 3,360- | 24.24- |
| | 034 | 24 PK NR GB | 0 | 56 | 112 | 112 | 0 | .00 |
| | 035 | 4-6 NR GB | 1,204 | 1,736 | 8,932 | 11,439 | 2,507- | 21.91- |
| | 037 | 12/32 NR GB | 63 | 62 | 616 | 802 | 186- | 23.19- |
| | 041 | 4-6 CAN GB | 2,499 | 1,925 | 12,278 | 14,630 | 2,352- | 16.07- |
| | 036 | 4-6 BK CN GB | 0 | 0 | 427 | 622 | 195- | 31.35- |
| | 042 | 12/12 CAN GB | 308 | 616 | 6,160 | 4,158 | 2,002 | 48.14 |
| | 043 | 24/16 CAN GB | 112 | 336 | 1,398 | 1,736 | 338- | 19.47- |
| | 029 | 24/12 PREM RET | 1,218 | 1,680 | 9,786 | 11,256 | 1,470- | 13.05- |
| | 030 | 36/8 PREM RET | 504 | 972 | 3,528 | 6,018 | 2,490- | 41.37- |
| | 033 | 24/12 PREM N R | 0 | 0 | 0 | 224 | 224- | 100.00- |
| | 038 | 4-6 PREM CAN | 1,351 | 1,078 | 4,914 | 6,930 | 2,016- | 29.09- |
| | 039 | 12/12 PREM CAN | 0 | 0 | 0 | 308 | 308- | 100.00- |
| | 152 | 24/12 R WL 32 | 21 | 168 | 399 | 630 | 231- | 36.66- |
| | 153 | 4-6 CAN WL 32 | 87 | 462 | 485 | 1,489 | 1,004- | 67.42- |
| | 164 | 12/12 CAN WL32 | 0 | 0 | 84 | 0 | 84 | 100.00 |
| | 147 | 24/12 RT WL | 21 | 210 | 441 | 1,050 | 609- | 58.00- |
| | 148 | 4-6 CAN WL | 77 | 184 | 329 | 1,034 | 705- | 68.18- |
| | 173 | 24/12 RT HN 32 | 0 | 0 | 0 | 42 | 42- | 100.00- |
| | 175 | 4-6 CAN HN 32 | 77 | 77 | 378 | 693 | 315- | 45.45- |
| | 176 | 12/12 C HN 32 | 0 | 0 | 0 | 154 | 154- | 100.00- |
| | 167 | 24/12 RT HN | 0 | 0 | 0 | 84 | 84- | 100.00- |
| | 169 | 4-6 CAN HN | 0 | 0 | 77 | 462 | 385- | 83.33- |
| | 014 | 1/2 BBL STZ | 0 | 60 | 0 | 288 | 288- | 100.00- |
| | 118 | 4-6 CN PR SZ32 | 2,002 | 1,925 | 6,829 | 9,347 | 2,518- | 26.93- |
| | 119 | 12/12 PRE SZ32 | 4,962 | 1,848 | 12,660 | 21,406 | 8,746- | 40.85- |
| | 070 | 24/12 RT TR | 42 | 42 | 126 | 1,260 | 1,134- | 90.00- |
| | 076 | 12/32 NR TR | 42 | 84 | 483 | 819 | 336- | 41.02- |
| | 081 | 12/12 CAN T ST | 0 | 0 | 154 | 0 | 154 | 100.00 |
| | 106 | 4-6 CAN PRE SZ | 616 | 1,001 | 2,926 | 5,665 | 2,739- | 48.34- |
| | 107 | 12/12 CAN PRSZ | 4,158 | 1,386 | 11,242 | 14,630 | 3,388- | 23.15- |
| | 064 | 36/8 COCLUB CN | 240 | 160 | 586 | 800 | 214- | 26.75- |
| | 065 | 4-6 COCLUB CAN | 455 | 637 | 3,640 | 3,814 | 174- | 4.56- |
| | 068 | 24/16 COCLUB C | 70 | 139 | 1,050 | 1,049 | 1 | .09 |
| | 019 | 24/11 RINGNES | 99 | 0 | 169 | 0 | 169 | 100.00 |
| GRAIN BELT FULL BARRELS | | | 544.50 | 858.50 | 2,984.50 | 4,351.00 | 1,366.50- | 31.40- |
| GRAIN BELT 288 OZ CASES | | | 18,389.66 | 27,023.67 | 104,090.33 | 145,209.32 | 41,118.99- | 28.31- |
| WHITE LABEL 288 OZ CASES | | | 206.00 | 1,024.00 | 1,696.00 | 4,203.00 | 2,507.00- | 59.64- |

FORM 1411-F2GB
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| | | | | | | |
|---|---|---|---|---|---|---|
| HAUENSTEIN 288 OZ CASES | 77.00 | 77.00 | 455.00 | 1,358.00 | 903.00- | 66.49- |
| STORZ FULL BARRELS | .00 | 30.00 | .00 | 144.00 | 144.00- | 100.00- |
| STORZ 288 OZ CASES | 7,276.00 | 4,697.00 | 22,553.00 | 35,382.00 | 12,829.00- | 36.25- |
| CO CLUB NEAR RINGNES 288OZ | 879.08 | 982.33 | 5,780.92 | 6,012.66 | 231.74- | 3.85- |
| TOTAL FULL BARRELS | 544.50 | 888.50 | 2,984.50 | 4,495.00 | 1,510.50- | 33.60- |
| TOTAL 288 OZ CASES | 26,827.74 | 33,804.00 | 134,575.25 | 192,164.98 | 57,589.73- | 29.96- |
| TOTAL BARRELAGE | 2,491.65 | 3,341.99 | 12,751.97 | 18,442.33 | 5,690.36- | 30.85- |

FORM 1411-1/2GB
PRINTED IN U.S.A.

REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES MONTH: 06/75

| WA | MONTHLY CURRENT | MONTHLY LAST YEAR | YEARLY CURRENT | YEARLY LAST YEAR | VARIANCE | % |
|---|---|---|---|---|---|---|
| 035 4-6 NR GB | 0 | 0 | 0 | 6,368 | 6,368- | 100.00- |
| 041 4-6 CAN GB | 0 | 0 | 0 | 308 | 308- | 100.00- |
| GRAIN BELT FULL BARRELS | .00 | .00 | .00 | .00 | .00 | .00 |
| GRAIN BELT 288 OZ CASES | .00 | .00 | .00 | 6,676.00 | 6,676.00- | 100.00- |
| WHITE LABEL 288 OZ CASES | .00 | .00 | .00 | .00 | .00 | .00 |
| HAUENSTEIN 288 OZ CASES | .00 | .00 | .00 | .00 | .00 | .00 |
| STORZ FULL BARRELS | .00 | .00 | .00 | .00 | .00 | .00 |
| STORZ 288 OZ CASES | .00 | .00 | .00 | .00 | .00 | .00 |
| CO CLUB NEAR RINGNES 288OZ | .00 | .00 | .00 | .00 | .00 | .00 |
| TOTAL FULL BARRELS | .00 | .00 | .00 | .00 | .00 | .00 |
| TOTAL 288 OZ CASES | .00 | .00 | .00 | 6,676.00 | 6,676.00- | 100.00- |
| TOTAL BARRELAGE | .00 | .00 | .00 | 484.54 | 484.54- | 100.00- |

FORM 1411-1726B
PRINTED IN U.S.A.

REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 06/75

WI

| | | MONTHLY | | YEARLY | | | |
|---|---|---|---|---|---|---|---|
| | | CURRENT | LAST YEAR | CURRENT | LAST YEAR | VARIANCE | % |
| 002 | 1/2 BBL GB ST | 980 | 1,212 | 4,736 | 6,067 | 1,331- | 21.93- |
| 003 | 1/4 BBL GB ST | 288 | 405 | 1,091 | 1,318 | 227- | 17.22- |
| 011 | 1/4 BBL PREMUM | 0 | 0 | 0 | 12 | 12- | 100.00- |
| 027 | 24/12 RT A GB | 12,726 | 17,388 | 62,741 | 83,244 | 20,503- | 24.63- |
| 028 | 35/7 RT A GB | 1,785 | 2,842 | 10,429 | 16,597 | 6,168- | 37.16- |
| 034 | 24 PK NR GB | 224 | 336 | 972 | 1,094 | 122- | 11.15- |
| 035 | 4-6 NR GB | 1,792 | 7,112 | 6,972 | 17,357 | 10,385- | 59.83- |
| 037 | 12/32 NR GB | 497 | 587 | 1,810 | 2,077 | 267- | 12.85- |
| 040 | 24 PK CAN GB | 0 | 1,207 | 0 | 3,363 | 3,363- | 100.00- |
| 041 | 4-6 CAN GB | 2,387 | 3,080 | 8,988 | 16,626 | 7,638- | 45.94- |
| 036 | 4-6 BK CN GB | 0 | 0 | 1,899 | 1,386 | 513 | 37.01 |
| 042 | 12/12 CAN GB | 41,580 | 22,946 | 131,488 | 140,912 | 9,424- | 6.68- |
| 043 | 24/16 CAN GB | 0 | 63 | 0 | 182 | 182- | 100.00- |
| 029 | 24/12 PREM RET | 1,680 | 2,604 | 8,904 | 13,692 | 4,788- | 34.96- |
| 030 | 36/8 PREM RET | 864 | 1,368 | 4,154 | 5,976 | 1,822- | 30.48- |
| 033 | 24/12 PREM N R | 0 | 0 | 5 | 140 | 135- | 96.42- |
| 038 | 4-6 PREM CAN | 500 | 231 | 502 | 231 | 271 | 117.31 |
| 039 | 12/12 PREM CAN | 308 | 4,928 | 4,417 | 9,163 | 4,746- | 51.79- |
| 066 | 4-6 CAN GBX | 0 | 0 | 0 | 154 | 154- | 100.00- |
| 147 | 24/12 RT WL | 462 | 1,050 | 2,652 | 4,940 | 2,288- | 46.31- |
| 148 | 4-6 CAN WL | 0 | 77 | 0 | 238 | 238- | 100.00- |
| 167 | 24/12 RT HN | 8,148 | 8,946 | 29,050 | 33,012 | 3,962- | 12.00- |
| 169 | 4-6 CAN HN | 87 | 112 | 262 | 281 | 19- | 6.76- |
| 170 | 12/12 CAN HN | 6,314 | 642 | 6,819 | 2,336 | 4,483 | 191.90 |
| 064 | 36/8 COCLUB CN | 0 | 80 | 160 | 80 | 80 | 100.00 |
| 065 | 4-6 COCLUB CAN | 0 | 182 | 182 | 182 | 0 | .00 |
| 069 | 4-6 GOETZ NEAR | 0 | 182 | 1,092 | 273 | 819 | 300.00 |
| | GRAIN BELT FULL BARRELS | 562.00 | 707.25 | 2,640.75 | 3,366.00 | 725.25- | 21.54- |
| | GRAIN BELT 288 OZ CASES | 43,298.15 | 50,547.32 | 174,374.68 | 235,431.40 | 61,056.72- | 25.93- |
| | WHITE LABEL 288 OZ CASES | 462.00 | 1,127.00 | 2,652.00 | 5,178.00 | 2,526.00- | 48.78- |
| | HAUENSTEIN 288 OZ CASES | 11,392.00 | 9,379.00 | 32,721.50 | 34,461.00 | 1,739.50- | 5.04- |
| | STORZ FULL BARRELS | .00 | .00 | .00 | .00 | .00 | .00 |
| | STORZ 288 OZ CASES | .00 | .00 | .00 | .00 | .00 | .00 |
| | CO CLUB NEAR RINGNES 288OZ | .00 | 444.00 | 1,434.00 | 535.00 | 899.00 | 168.03 |
| | TOTAL FULL BARRELS | 562.00 | 707.25 | 2,640.75 | 3,366.00 | 725.25- | 21.54- |
| | TOTAL 288 OZ CASES | 55,152.15 | 61,497.32 | 211,182.18 | 275,605.40 | 64,423.22- | 23.37- |
| | TOTAL BARRELAGE | 4,564.94 | 5,170.72 | 17,968.35 | 23,369.43 | 5,401.08- | 23.11- |

FORM 1411-1/2GB

PRINTED IN U.S.A.

REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES

MONTH: 06/75

| WY | MONTHLY CURRENT | MONTHLY LAST YEAR | YEARLY CURRENT | YEARLY LAST YEAR | VARIANCE | % |
|---|---|---|---|---|---|---|
| 041 4-6 CAN GB | 0 | 308 | 616 | 924 | 308- | 33.33- |
| GRAIN BELT FULL BARRELS | .00 | .00 | .00 | .00 | .00 | .00 |
| GRAIN BELT 288 OZ CASES | .00 | 308.00 | 616.00 | 924.00 | 308.00- | 33.33- |
| WHITE LABEL 288 OZ CASES | .00 | .00 | .00 | .00 | .00 | .00 |
| HAUENSTEIN 288 OZ CASES | .00 | .00 | .00 | .00 | .00 | .00 |
| STORZ FULL BARRELS | .00 | .00 | .00 | .00 | .00 | .00 |
| STORZ 288 OZ CASES | .00 | .00 | .00 | .00 | .00 | .00 |
| CO CLUB NEAR RINGNES 288OZ | .00 | .00 | .00 | .00 | .00 | .00 |
| TOTAL FULL BARRELS | .00 | .00 | .00 | .00 | .00 | .00 |
| TOTAL 288 OZ CASES | .00 | 308.00 | 616.00 | 924.00 | 308.00- | 33.33- |
| TOTAL BARRELAGE | .00 | 22.35 | 44.70 | 67.06 | 22.36- | 33.34- |

FORM 1411-1/2GB
PRINTED IN U.S.A.

GRAND TOTALS

ANALYSIS OF DISTRIBUTORS PURCHASES

MONTH: 06/75

| | | MONTHLY | | YEARLY | | | |
|---|---|---|---|---|---|---|---|
| | | CURRENT | LAST YEAR | CURRENT | LAST YEAR | VARIANCE | % |
| 005 | 1/1 BBL GB 3.2 | 2,110 | 2,356 | 12,389 | 15,310 | 2,921- | 19.07- |
| 006 | 1/2 BBL GB 3.2 | 8,643 | 10,806 | 43,514 | 54,068 | 10,554- | 19.51- |
| 007 | 1/4 BBL GB 3.2 | 737 | 1,108 | 2,767 | 3,861 | 1,094- | 28.33- |
| 001 | 1/1 BBL GB ST | 228 | 243 | 1,543 | 1,512 | 31 | 2.05 |
| 002 | 1/2 BBL GB ST | 13,733 | 15,353 | 57,730 | 68,587 | 10,857- | 15.82- |
| 003 | 1/4 BBL GB ST | 9,059 | 11,293 | 29,485 | 37,134 | 7,649- | 20.59- |
| 009 | 1/1 BBL PREMUM | 0 | 2 | 6 | 11 | 5- | 45.45- |
| 010 | 1/2 BBL PREMUM | 94 | 117 | 369 | 582 | 213- | 36.59- |
| 011 | 1/4 BBL PREMUM | 147 | 214 | 703 | 1,105 | 402- | 36.38- |
| 047 | 24/12 RA GB 32 | 45,079 | 64,047 | 242,282 | 341,163 | 98,881- | 28.98- |
| 048 | 35/7 RA GB 32 | 1,140 | 1,890 | 7,162 | 11,994 | 4,832- | 40.28- |
| 050 | 36/8 RT GB 32 | 978 | 1,510 | 6,762 | 10,857 | 4,095- | 37.71- |
| 055 | 4-6 NR GB 32 | 14,271 | 26,251 | 72,817 | 116,215 | 43,398- | 37.34- |
| 057 | 12/32 NR GB 32 | 1,936 | 2,451 | 10,531 | 12,089 | 1,558- | 12.88- |
| 060 | 24 PK C GB 32 | 0 | 0 | 0 | 775 | 775- | 100.00- |
| 061 | 4-6 CAN GB 32 | 53,698 | 62,177 | 170,640 | 222,473 | 51,833- | 23.29- |
| 056 | 4-6 BKCN GB 32 | 0 | 0 | 3,181 | 3,878 | 697- | 17.97- |
| 062 | 12/12 C GB 32 | 87,934 | 25,796 | 247,759 | 216,694 | 31,065 | 14.33 |
| 063 | 24/16 C GB 32 | 6,823 | 7,238 | 30,540 | 36,785 | 6,245- | 16.97- |
| 027 | 24/12 RT A GB | 115,178 | 147,812 | 609,529 | 764,524 | 154,995- | 20.27- |
| 028 | 35/7 RT A GB | 8,213 | 8,508 | 33,564 | 46,092 | 12,528- | 27.18- |
| 034 | 24 PK NR GB | 8,972 | 11,582 | 48,387 | 72,969 | 24,582- | 33.68- |
| 035 | 4-6 NR GB | 22,599 | 37,506 | 118,360 | 166,112 | 47,752- | 28.74- |
| 037 | 12/32 NR GB | 2,482 | 2,685 | 12,014 | 16,031 | 4,017- | 25.05- |
| 040 | 24 PK CAN GB | 100 | 3,162 | 1,486 | 12,276 | 10,790- | 87.89- |
| 041 | 4-6 CAN GB | 54,980 | 50,699 | 179,273 | 256,741 | 77,468- | 30.17- |
| 036 | 4-6 BK CN GB | 5 | 0 | 10,535 | 12,248 | 1,713- | 13.98- |
| 042 | 12/12 CAN GB | 286,348 | 139,349 | 1,045,135 | 1,328,182 | 283,047- | 21.31- |
| 043 | 24/16 CAN GB | 7,220 | 8,631 | 33,341 | 47,479 | 14,138- | 29.77- |
| 029 | 24/12 PREM RET | 40,157 | 47,250 | 207,159 | 272,769 | 65,610- | 24.05- |
| 030 | 36/8 PREM RET | 15,408 | 17,550 | 69,879 | 89,986 | 20,107- | 22.34- |
| 033 | 24/12 PREM N R | 1,346 | 1,483 | 8,741 | 11,727 | 2,986- | 25.46- |
| 038 | 4-6 PREM CAN | 10,718 | 9,749 | 38,589 | 54,015 | 15,426- | 28.55- |
| 039 | 12/12 PREM CAN | 51,013 | 37,428 | 177,114 | 155,214 | 21,900 | 14.10 |
| 066 | 4-6 CAN GBX | 0 | 1,458 | 0 | 4,378 | 4,378- | 100.00- |
| 152 | 24/12 R WL 32 | 3,171 | 4,410 | 13,090 | 20,077 | 6,987- | 34.80- |
| 153 | 4-6 CAN WL 32 | 1,774 | 2,618 | 8,256 | 14,244 | 5,988- | 42.03- |
| 164 | 12/12 CAN WL32 | 1,078 | 0 | 7,726 | 0 | 7,726 | 100.00 |
| 154 | 24/16 C WL 32 | 0 | 1,401 | 0 | 4,896 | 4,896- | 100.00- |
| 147 | 24/12 RT WL | 18,564 | 26,054 | 85,309 | 113,265 | 27,956- | 24.68- |
| 148 | 4-6 CAN WL | 2,541 | 10,283 | 9,546 | 31,692 | 22,146- | 69.87- |
| 159 | 12/12 CAN WL | 2,156 | 0 | 21,364 | 0 | 21,364 | 100.00 |
| 149 | 24/16 CAN WL | 0 | 1,118 | 0 | 4,156 | 4,156- | 100.00- |
| 173 | 24/12 RT HN 32 | 9,912 | 9,492 | 41,664 | 52,478 | 10,814- | 20.60- |
| 175 | 4-6 CAN HN 32 | 5,299 | 4,695 | 19,835 | 22,511 | 2,676- | 11.88- |
| 176 | 12/12 C HN 32 | 5,597 | 5,264 | 21,569 | 22,983 | 1,414- | 6.15- |
| 167 | 24/12 RT HN | 145,419 | 127,680 | 600,435 | 645,721 | 45,286- | 7.01- |
| 169 | 4-6 CAN HN | 7,430 | 9,178 | 34,973 | 44,430 | 9,457- | 21.28- |
| 170 | 12/12 CAN HN | 20,636 | 18,534 | 80,604 | 79,083 | 1,521 | 1.92 |
| 014 | 1/2 BBL STZ | 240 | 356 | 1,146 | 2,880 | 1,734- | 60.20- |
| 015 | 1/4 BBL STZ | 8 | 8 | 28 | 111 | 83- | 74.77- |

FORM f411-1/2GB

PRINTED IN U.S.A.

| | | | | | | | |
|---|---|---|---|---|---|---|---|
| 118 | 4-6 CN PR SZ32 | 2,002 | 1,925 | 6,829 | 9,347 | 2,518- | 26.93- |
| 119 | 12/12 PRE SZ32 | 4,962 | 1,848 | 12,660 | 21,406 | 8,746- | 40.85- |
| 070 | 24/12 RT TR | 3,092 | 2,436 | 18,526 | 23,976 | 5,450- | 22.73- |
| 075 | 4-6 NR TR | 1,176 | 2,072 | 8,763 | 13,552 | 4,789- | 35.33- |
| 076 | 12/32 NR TR | 896 | 630 | 4,556 | 5,787 | 1,231- | 21.27- |
| 080 | 4-6 CAN TR | 8,624 | 1,162 | 20,883 | 12,496 | 8,387 | 67.11 |
| 081 | 12/12 CAN T ST | 33,264 | 27,412 | 175,869 | 212,305 | 36,436- | 17.16- |
| 106 | 4-6 CAN PRE SZ | 2,618 | 2,009 | 16,199 | 21,435 | 5,236- | 24.42- |
| 107 | 12/12 CAN PRSZ | 9,856 | 4,620 | 37,732 | 59,444 | 21,712- | 36.52- |
| 026 | 36/8 COCLUB 32 | 0 | 0 | 0 | 880 | 880- | 100.00- |
| 064 | 36/8 COCLUB CN | 951 | 2,000 | 6,497 | 9,149 | 2,652- | 28.98- |
| 065 | 4-6 COCLUB CAN | 2,535 | 2,639 | 12,727 | 13,037 | 310- | 2.37- |
| 068 | 24/16 COCLUB C | 1,344 | 1,679 | 8,064 | 10,025 | 1,961- | 19.56- |
| 069 | 4-6 GOETZ NEAR | 273 | 728 | 1,995 | 1,355 | 640 | 47.23 |
| 018 | 24/11 RNGNS 32 | 0 | 95 | 0 | 355 | 355- | 100.00- |
| 019 | 24/11 RINGNES | 766 | 655 | 2,602 | 2,013 | 589 | 29.25 |
| | GRAIN BELT FULL BARRELS | 16,058.75 | 18,892.75 | 72,983.25 | 88,976.50 | 15,993.25- | 17.97- |
| | GRAIN BELT 288 OZ CASES | 628,707.62 | 620,874.56 | 2,672,503.59 | 3,462,409.14 | 789,905.55- | 22.81- |
| | WHITE LABEL 288 OZ CASES | 27,667.00 | 46,723.66 | 130,746.00 | 191,347.30 | 60,601.30- | 31.67- |
| | HAUENSTEIN 288 OZ CASES | 181,176.50 | 162,944.00 | 747,993.50 | 816,173.00 | 68,179.50- | 8.35- |
| | STORZ FULL BARRELS | 122.00 | 180.00 | 580.00 | 1,467.75 | 887.75- | 60.48- |
| | STORZ 288 OZ CASES | 42,747.66 | 27,384.00 | 190,405.15 | 235,099.48 | 44,694.33- | 19.01- |
| | CO CLUB NEAR RINGNES 288OZ | 6,253.17 | 8,293.16 | 34,356.15 | 39,958.31 | 5,602.16- | 14.02- |
| | TOTAL FULL BARRELS | 16,180.75 | 19,072.75 | 73,563.25 | 90,444.25 | 16,881.00- | 18.66- |
| | TOTAL 288 OZ CASES | 886,551.95 | 866,219.38 | 3,776,004.39 | 4,744,987.23 | 968,982.84- | 20.42- |
| | TOTAL BARRELAGE | 80,526.69 | 81,942.95 | 347,625.64 | 434,835.42 | 87,209.78- | 20.05- |

FORM 1411-1/2GB
PRINTED IN U.S.A.

MAY

SUMMARY OF COSTS BY CLASSIFICATION

| | MAY 75 AMOUNT | YTD 75 AMOUNT | MAY 74 AMOUNT | YTD 74 AMOUNT | VARIANCE |
|---|---|---|---|---|---|
| WAGES AND SALARIES | | | | | |
| PRODUCTION | 358,656.96 | 358,656.96 | 396,239.30 | 396,239.30 | 37,582.34- |
| ADVERTISING & SELLING | 33,384.26 | 33,384.26 | 26,763.94 | 26,763.94 | 6,620.32 |
| ADMINSTRATIVE | 23,336.97 | 23,336.97 | 22,210.80 | 22,210.80 | 1,126.17 |
| TOTAL WAGES | 415,378.19 | 415,378.19 | 445,214.04 | 445,214.04 | 29,835.85- |
| SUPPLIES | | | | | |
| PRODUCTION | 561,338.96 | 561,338.96 | 518,870.21 | 518,870.21 | 42,468.75 |
| SELLING DELIVERY ADMINSTRATIVE | 7,509.89 | 7,509.89 | 3,446.72 | 3,446.72 | 4,063.17 |
| TOTAL SUPPLIES | 568,848.85 | 568,848.85 | 522,316.93 | 522,316.93 | 46,531.92 |
| MAINTENANCE | | | | | |
| CONTRACTOR MAINTENANCE | 19,223.20 | 19,223.20 | 9,701.70 | 9,701.70 | 9,521.50 |
| PRODUCTION MATERIAL | 10,572.29 | 10,572.29 | 9,282.47 | 9,282.47 | 1,289.82 |
| SELLING DELIVERY ADMINSTRATIVE | 1,501.84 | 1,501.84 | 1,389.22 | 1,389.22 | 112.62 |
| TOTAL MAINTENANCE | 31,297.33 | 31,297.33 | 20,373.39 | 20,373.39 | 10,923.94 |
| GENERAL | | | | | |
| PRODUCTION | 39,663.72 | 39,663.72 | 41,526.73 | 41,526.73 | 1,863.01- |
| SELLING DELIVERY ADMINSTRATIVE | 27,418.90 | 27,418.90 | 30,494.74 | 30,494.74 | 3,075.84- |

FORM 1411-F/2GB
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SUMMARY OF COSTS BY CLASSIFICATION

| | MAY 75 | YTD 75 | MAY 74 | YTD 74 | VARIANCE |
|---|---|---|---|---|---|
| TOTAL GENERAL | 67,082.62 | 67,082.62 | 72,021.47 | 72,021.47 | 4,938.85- |
| ADVERTISING | | | | | |
| MEDIA | 17,123.95 | 17,123.95 | 94,073.87 | 94,073.87 | 76,949.92- |
| PRODUCTION | 703.80 | 703.80 | 9,868.64 | 9,868.64 | 9,164.84- |
| SALES PROMOTION | 10,072.33 | 10,072.33 | 16,030.45 | 16,030.45 | 5,958.12- |
| SIGN COST & MAINTENANCE | 11,514.70 | 11,514.70 | 23,626.00 | 23,626.00 | 12,111.30- |
| TOTAL ADVERTISING | 39,414.78 | 39,414.78 | 143,598.96 | 143,598.96 | 104,184.18- |
| FIXED | | | | | |
| PROPERTY TAXES & LICENSES | 4,501.52 | 4,501.52 | 22,642.66 | 22,642.66 | 18,141.14- |
| PAYROLL TAXES | 40,210.00 | 40,210.00 | 41,880.00 | 41,880.00 | 1,670.00- |
| INSURANCE GENERAL | 5,286.81 | 5,286.81 | 6,629.19 | 6,629.19 | 1,342.38- |
| INSURANCE - EMPLOYEES GROUP | 46,366.47 | 46,366.47 | 46,430.58 | 46,430.58 | 64.11- |
| SALARIED PENSION TRUST | 8,700.00 | 8,700.00 | 7,500.00 | 7,500.00 | 1,200.00 |
| RETIREES PENSION | 4,097.77 | 4,097.77 | 4,343.27 | 4,343.27 | 245.50- |
| RENTALS | 1,060.15 | 1,060.15 | 1,192.81 | 1,192.81 | 132.66- |
| DEPRECIATION - PLANT & EQUIPMENT | 6,661.21 | 6,661.21 | 75,631.75 | 75,631.75 | 68,970.54- |
| DEPRECIATION - RETURNABLE CONT. | .00 | .00 | 52,601.88 | 52,601.88 | 52,601.88- |

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SUMMARY OF COSTS BY CLASSIFICATION

| | MAY 75 | YTD 75 | MAY 74 | YTD 74 | VARIANCE |
|---|---|---|---|---|---|
| | 116,883.93 | | 258,852.14 | | 141,968.21- |
| TOTAL FIXED | | 116,883.93 | | 258,852.14 | 141,968.21- |

GRAIN BELT BREWERIES, INC. SUMMARY OF COSTS BY CLASSIFICATION

| | | | | | |
|---|---|---|---|---|---|
| | 1,238,905.70 | | 1,462,376.93 | | 223,471.23- |
| TOTAL COSTS | | 1,238,905.70 | | 1,462,376.93 | 223,471.23- |

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| | MAY 75 | | YTD 75 | | MAY 74 | | YTD 74 | | VARIANCE |
|---|---|---|---|---|---|---|---|---|---|
| BARRELS BREWED | 70,345 | | 70,345 | | 81,894 | | 81,894 | | 11,549-<br>11,549- |
| WAGES AND SALARIES | AMOUNT | PER BBL | AMOUNT | PER BBL | AMOUNT | PER BBL | AMOUNT | PER BBL | |
| BREWHOUSE | 12,910.31 | .1835 | 12,910.31 | .1835 | 13,900.52 | .1697 | 13,900.52 | .1697 | 990.21-<br>990.21- |
| FERMENTING | 4,959.65 | .0705 | 4,959.65 | .0705 | 5,004.97 | .0611 | 5,004.97 | .0611 | 45.32-<br>45.32- |
| CELLARS | 22,956.77 | .3263 | 22,956.77 | .3263 | 25,051.57 | .3059 | 25,051.57 | .3059 | 2,094.80-<br>2,094.80- |
| LAB AND CLERICAL | 4,303.54 | .0612 | 4,303.54 | .0612 | 3,985.71 | .0487 | 3,985.71 | .0487 | 317.83<br>317.83 |
| SUPERVISION | 8,191.66 | .1164 | 8,191.66 | .1164 | 7,791.66 | .0951 | 7,791.66 | .0951 | 400.00<br>400.00 |
| VACATION | 7,700.00 | .1095 | 7,700.00 | .1095 | 8,360.00 | .1021 | 8,360.00 | .1021 | 660.00-<br>660.00- |
| HOLIDAY | 2,970.00 | .0422 | 2,970.00 | .0422 | 3,300.00 | .0403 | 3,300.00 | .0403 | 330.00-<br>330.00- |
| PENSION | 3,333.50 | .0474 | 3,333.50 | .0474 | 2,806.00 | .0343 | 2,806.00 | .0343 | 527.50<br>527.50 |
| UNCLASSIFIED | 1,203.36 | .0171 | 1,203.36 | .0171 | 1,532.31 | .0187 | 1,532.31 | .0187 | 328.95-<br>328.95- |
| TOTAL WAGES | 68,528.79 | .9742 | 68,528.79 | .9742 | 71,732.74 | .8759 | 71,732.74 | .8759 | 3,203.95-<br>3,203.95- |
| MATERIALS AND SUPPLIES | | | | | | | | | |
| MALT | 273,525.02 | 3.8883 | 273,525.02 | 3.8883 | 251,309.66 | 3.0687 | 251,309.66 | 3.0687 | 22,215.36<br>22,215.36 |
| HOPS DOMESTIC | 11,333.25 | .1611 | 11,333.25 | .1611 | 13,266.90 | .1620 | 13,266.90 | .1620 | 1,933.65-<br>1,933.65- |
| HOPS IMPORTED | 10,243.50 | .1456 | 10,243.50 | .1456 | 17,386.25 | .2123 | 17,386.25 | .2123 | 7,142.75-<br>7,142.75- |
| NU-BRU | 115,834.05 | 1.6467 | 115,834.05 | 1.6467 | 101,872.95 | 1.2440 | 101,872.95 | 1.2440 | 13,961.10<br>13,961.10 |
| GLUCOSE | 15,019.50 | .2135 | 15,019.50 | .2135 | 20,349.00 | .2485 | 20,349.00 | .2485 | 5,329.50-<br>5,329.50- |

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| | MAY 75 | | YTD 75 | | MAY 74 | | YTD 74 | | VARIANCE |
|---|---|---|---|---|---|---|---|---|---|
| TREATING | 24,873.60 | .3536 | 24,873.60 | .3536 | 28,462.37 | .3476 | 28,462.37 | .3476 | 3,588.77-<br>3,588.77- |
| FILTERING | 1,127.00 | .0160 | 1,127.00 | .0160 | 1,069.54 | .0131 | 1,069.54 | .0131 | 57.46<br>57.46 |
| SUNDRY MATERIAL | 3,882.64 | .0552 | 3,882.64 | .0552 | 3,024.68 | .0369 | 3,024.68 | .0369 | 857.96<br>857.96 |
| BY PRODUCT SALES | 16,700.12- | .2374- | 16,700.12- | .2374- | 28,395.98- | .3467- | 28,395.98- | .3467- | 11,695.86<br>11,695.86 |
| GRAIN DRYING | 5,796.16 | .0824 | 5,796.16 | .0824 | 6,235.96 | .0761 | 6,235.96 | .0761 | 439.80-<br>439.80- |
| LAB SUPPLIES | 263.69 | .0037 | 263.69 | .0037 | 234.94 | .0029 | 234.94 | .0029 | 28.75<br>28.75 |
| UNCLASSIFIED | 18,247.86 | .2594 | 18,247.86 | .2594 | 9,714.27 | .1186 | 9,714.27 | .1186 | 8,533.59<br>8,533.59 |
| TOTAL MATERIALS | 463,446.15 | 6.5882 | 463,446.15 | 6.5882 | 424,530.54 | 5.1839 | 424,530.54 | 5.1839 | 38,915.61<br>38,915.61 |
| MAINTENANCE | | | | | | | | | |
| BUILDING MATERIAL | 25.00 | .0004 | 25.00 | .0004 | 25.00 | .0003 | 25.00 | .0003 | .00<br>.00 |
| MACHINERY MATERIAL | 2,360.91 | .0336 | 2,360.91 | .0336 | 2,725.50 | .0333 | 2,725.50 | .0333 | 364.59-<br>364.59- |
| TANKS MATERIAL | 156.00 | .0022 | 156.00 | .0022 | 663.62 | .0081 | 663.62 | .0081 | 507.62-<br>507.62- |
| CONTRACTORS | 4,364.52 | .0620 | 4,364.52 | .0620 | 1,666.36 | .0203 | 1,666.36 | .0203 | 2,698.16<br>2,698.16 |
| TOTAL MAINTENANCE | 6,906.43 | .0982 | 6,906.43 | .0982 | 5,080.48 | .0620 | 5,080.48 | .0620 | 1,825.95<br>1,825.95 |
| GENERAL | | | | | | | | | |
| BEER CONSUMED | 496.00 | .0071 | 496.00 | .0071 | 333.60 | .0041 | 333.60 | .0041 | 162.40<br>162.40 |
| UTILITIES DIRECT CHGE. | 8,528.88 | .1212 | 8,528.88 | .1212 | 8,362.97 | .1021 | 8,362.97 | .1021 | 165.91<br>165.91 |
| POWER PLANT ALLOCATION | 60,094.66 | .8543 | 60,094.66 | .8543 | 63,324.31 | .7732 | 63,324.31 | .7732 | 3,229.65-<br>3,229.65- |

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| | MAY 75 | | YTD 75 | | MAY 74 | | YTD 74 | | VARIANCE |
|---|---|---|---|---|---|---|---|---|---|
| GENERAL PLANT ALLOC. | 26,931.02 | .3828 | 26,931.02 | .3828 | 26,455.52 | .3230 | 26,455.52 | .3230 | 475.50<br>475.50 |
| UNCLASSIFIED | 1,037.94 | .0148 | 1,037.94 | .0148 | 1,498.78 | .0183 | 1,498.78 | .0183 | 460.84-<br>460.84- |
| TOTAL GENERAL | 97,088.50 | 1.3802 | 97,088.50 | 1.3802 | 99,975.18 | 1.2208 | 99,975.18 | 1.2208 | 2,886.68-<br>2,886.68- |
| FIXED | | | | | | | | | |
| TAXES & LICENSES | 1,368.33 | .0195 | 1,368.33 | .0195 | 8,150.00 | .0995 | 8,150.00 | .0995 | 6,781.67-<br>6,781.67- |
| TAXES PAYROLL | 5,650.00 | .0803 | 5,650.00 | .0803 | 5,750.00 | .0702 | 5,750.00 | .0702 | 100.00-<br>100.00- |
| INSURANCE GENERAL | 1,469.33 | .0209 | 1,469.33 | .0209 | 1,855.19 | .0227 | 1,855.19 | .0227 | 385.86-<br>385.86- |
| INSURANCE EMPLOYEES | 8,240.12 | .1171 | 8,240.12 | .1171 | 7,478.68 | .0913 | 7,478.68 | .0913 | 761.44<br>761.44 |
| PENSION TRUST | 1,365.00 | .0194 | 1,365.00 | .0194 | 1,030.00 | .0126 | 1,030.00 | .0126 | 335.00<br>335.00 |
| RETIREES PENSION | 501.67 | .0071 | 501.67 | .0071 | 501.67 | .0061 | 501.67 | .0061 | .00<br>.00 |
| DEPRECIATION BUILDINGS | 600.00 | .0085 | 600.00 | .0085 | 6,971.85 | .0851 | 6,971.85 | .0851 | 6,371.85-<br>6,371.85- |
| DEPRECIATION MACHINERY | 1,401.59 | .0199 | 1,401.59 | .0199 | 20,420.74 | .2494 | 20,420.74 | .2494 | 19,019.15-<br>19,019.15- |
| DEPRECIATION TANKS | 420.87 | .0060 | 420.87 | .0060 | 4,968.49 | .0607 | 4,968.49 | .0607 | 4,547.62-<br>4,547.62- |
| TOTAL FIXED | 21,016.91 | .2988 | 21,016.91 | .2988 | 57,126.62 | .6976 | 57,126.62 | .6976 | 36,109.71-<br>36,109.71- |
| COST OF BREWING | | | | | | | | | |
| TOTAL COST | 656,986.78 | 9.3395 | 656,986.78 | 9.3395 | 658,445.56 | 8.0402 | 658,445.56 | 8.0402 | 1,458.78-<br>1,458.78- |

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| | MAY 75 | | YTD 75 | | MAY 74 | | YTD 74 | | VARIANCE |
|---|---|---|---|---|---|---|---|---|---|
| BARRELS RACKED | 14,052 | | 14,052 | | 17,129 | | 17,129 | | 3,077-<br>3,077- |
| WAGES AND SALARIES | AMOUNT | PER BBL | AMOUNT | PER BBL | AMOUNT | PER BBL | AMOUNT | PER BBL | |
| KEG FILLING | 2,090.08 | .1487 | 2,090.08 | .1487 | 2,126.16 | .1241 | 2,126.16 | .1241 | 36.08-<br>36.08- |
| RACKING FLOORMEN | 4,096.76 | .2915 | 4,096.76 | .2915 | 4,396.17 | .2567 | 4,396.17 | .2567 | 299.41-<br>299.41- |
| KEG WASHING | 4,220.21 | .3003 | 4,220.21 | .3003 | 4,148.75 | .2422 | 4,148.75 | .2422 | 71.46<br>71.46 |
| WASHHOUSE FLOORMEN | 1,669.72 | .1188 | 1,669.72 | .1188 | 1,985.32 | .1159 | 1,985.32 | .1159 | 315.60-<br>315.60- |
| LOAD & UNLOAD | 2,443.24 | .1739 | 2,443.24 | .1739 | 2,826.53 | .1650 | 2,826.53 | .1650 | 383.29-<br>383.29- |
| SUPERVISION | 605.19 | .0431 | 605.19 | .0431 | 558.33 | .0326 | 558.33 | .0326 | 46.86<br>46.86 |
| HOLIDAY | 1,000.00 | .0712 | 1,000.00 | .0712 | 1,000.00 | .0584 | 1,000.00 | .0584 | .00<br>.00 |
| VACATION | 2,500.00 | .1779 | 2,500.00 | .1779 | 2,500.00 | .1460 | 2,500.00 | .1460 | .00<br>.00 |
| PENSION | 663.75 | .0472 | 663.75 | .0472 | 791.00 | .0462 | 791.00 | .0462 | 127.25-<br>127.25- |
| TOTAL WAGES | 19,288.95 | 1.3727 | 19,288.95 | 1.3727 | 20,332.26 | 1.1870 | 20,332.26 | 1.1870 | 1,043.31-<br>1,043.31- |
| MATERIALS AND SUPPLIES | | | | | | | | | |
| BUNGS | 1,063.91 | .0757 | 1,063.91 | .0757 | 1,390.08 | .0812 | 1,390.08 | .0812 | 326.17-<br>326.17- |
| UNCLASSIFIED | 4,816.60 | .3428 | 4,816.60 | .3428 | 2,808.29 | .1639 | 2,808.29 | .1639 | 2,008.31<br>2,008.31 |
| TOTAL MATERIALS | 5,880.51 | .4185 | 5,880.51 | .4185 | 4,198.37 | .2451 | 4,198.37 | .2451 | 1,682.14<br>1,682.14 |
| MAINTENANCE | | | | | | | | | |
| MACHINERY MATL. | 197.61 | .0141 | 197.61 | .0141 | 741.04 | .0433 | 741.04 | .0433 | 543.43-<br>543.43- |

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| | MAY 75 | | YTD 75 | | MAY 74 | | YTD 74 | | VARIANCE |
|---|---|---|---|---|---|---|---|---|---|
| KEGS MATERIAL | 6.00- | .0004- | 6.00- | .0004- | 30.00- | .0018- | 30.00- | .0018- | 24.00<br>24.00 |
| CONTRACTORS | 1,135.04 | .0808 | 1,135.04 | .0808 | 2,301.30 | .1344 | 2,301.30 | .1344 | 1,166.26-<br>1,166.26- |
| TOTAL MAINTENANCE | 1,326.65 | .0944 | 1,326.65 | .0944 | 3,012.34 | .1759 | 3,012.34 | .1759 | 1,685.69-<br>1,685.69- |
| GENERAL | | | | | | | | | |
| UTILITIES DIRECT CHGE. | 735.89 | .0524 | 735.89 | .0524 | 715.84 | .0418 | 715.84 | .0418 | 20.05<br>20.05 |
| POWER PLANT ALLOCATION | 7,953.70 | .5660 | 7,953.70 | .5660 | 8,381.16 | .4893 | 8,381.16 | .4893 | 427.46-<br>427.46- |
| MAINTENANCE ETC. | 8,079.30 | .5750 | 8,079.30 | .5750 | 7,936.65 | .4633 | 7,936.65 | .4633 | 142.65<br>142.65 |
| TOTAL GENERAL | 16,768.89 | 1.1933 | 16,768.89 | 1.1933 | 17,033.65 | .9944 | 17,033.65 | .9944 | 264.76-<br>264.76- |
| FIXED | | | | | | | | | |
| TAXES & LICENSES | 300.00 | .0213 | 300.00 | .0213 | 1,500.00 | .0876 | 1,500.00 | .0876 | 1,200.00-<br>1,200.00- |
| TAXES PAYROLL | 1,920.00 | .1366 | 1,920.00 | .1366 | 1,920.00 | .1121 | 1,920.00 | .1121 | .00<br>.00 |
| INSURANCE GENERAL | 380.00 | .0270 | 380.00 | .0270 | 464.13 | .0271 | 464.13 | .0271 | 84.13-<br>84.13- |
| INSURANCE EMPLOYEES | 1,997.56 | .1422 | 1,997.56 | .1422 | 1,940.00 | .1133 | 1,940.00 | .1133 | 57.56<br>57.56 |
| RETIREES PENSION | 341.40 | .0243 | 341.40 | .0243 | 431.40 | .0252 | 431.40 | .0252 | 90.00-<br>90.00- |
| DEPRECIATION BUILDINGS | 140.00 | .0100 | 140.00 | .0100 | 1,215.39 | .0710 | 1,215.39 | .0710 | 1,075.39-<br>1,075.39- |
| DEPRECIATION MACHINERY | 195.34 | .0139 | 195.34 | .0139 | 1,955.12 | .1141 | 1,955.12 | .1141 | 1,759.78-<br>1,759.78- |
| DEPRECIATION KEGS | .00 | .0000 | .00 | .0000 | 15,683.43 | .9156 | 15,683.43 | .9156 | 15,683.43-<br>15,683.43- |
| TOTAL FIXED | 5,274.30 | .3753 | 5,274.30 | .3753 | 25,109.47 | 1.4659 | 25,109.47 | 1.4659 | 19,835.17-<br>19,835.17- |

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| | MAY 75 | | YTD 75 | | MAY 74 | | YTD 74 | | VARIANCE |
|---|---|---|---|---|---|---|---|---|---|
| COST OF RACKING | | | | | | | | | |
| | 48,539.30 | 3.4543 | | | 69,686.09 | 4.0683 | | | 21,146.79- |
| TOTAL TOTAL | | | 48,539.30 | 3.4543 | | | 69,686.09 | 4.0683 | 21,146.79- |
| | 131,386.20 | 9.3500 | | | 133,608.15 | 7.8001 | | | 2,221.95- |
| BEER FROM CELLARS | | | 131,386.20 | 9.3500 | | | 133,608.15 | 7.8001 | 2,221.95- |
| | 179,925.50 | 12.8043 | | | 203,294.24 | 11.8684 | | | 23,368.74- |
| TOTAL KEG BEER COST | | | 179,925.50 | 12.8043 | | | 203,294.24 | 11.8684 | 23,368.74- |

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| | MAY 75 | | YTD 75 | | MAY 74 | | YTD 74 | | VARIANCE |
|---|---|---|---|---|---|---|---|---|---|
| BARRELS BOTTLED | 51,370 | | 51,370 | | 68,550 | | 68,550 | | 17,180-<br>17,180- |
| CASES BOTTLED | 689,032 | | 689,032 | | 912,603 | | 912,603 | | 223,571-<br>223,571- |
| WAGES AND SALARIES | AMOUNT | PER CASE | AMOUNT | PER CASE | AMOUNT | PER CASE | AMOUNT | PER CASE | |
| BOTTLEHOUSE LINES ETC. | 68,825.27 | .0998 | 68,825.27 | .0998 | 89,651.23 | .0982 | 89,651.23 | .0982 | 20,825.96-<br>20,825.96- |
| GOV. CELLAR | 2,252.16 | .0032 | 2,252.16 | .0032 | 2,791.21 | .0030 | 2,791.21 | .0030 | 539.05-<br>539.05- |
| ASSEMBLING CASES MISC. | 6,348.76 | .0092 | 6,348.76 | .0092 | 4,039.75 | .0044 | 4,039.75 | .0044 | 2,309.01<br>2,309.01 |
| CLEANUP | 14,632.27 | .0212 | 14,632.27 | .0212 | 15,075.12 | .0165 | 15,075.12 | .0165 | 442.85-<br>442.85- |
| OILERS | 2,798.45 | .0040 | 2,798.45 | .0040 | 3,260.51 | .0035 | 3,260.51 | .0035 | 462.06-<br>462.06- |
| LOADING | 5,012.10 | .0072 | 5,012.10 | .0072 | 6,532.10 | .0071 | 6,532.10 | .0071 | 1,520.00-<br>1,520.00- |
| UNLOADING | 6,289.50 | .0091 | 6,289.50 | .0091 | 9,157.50 | .0100 | 9,157.50 | .0100 | 2,868.00-<br>2,868.00- |
| SORTING | 9,812.07 | .0142 | 9,812.07 | .0142 | 11,357.87 | .0124 | 11,357.87 | .0124 | 1,545.80-<br>1,545.80- |
| CLERICAL BOTTLING | 1,391.01 | .0020 | 1,391.01 | .0020 | 1,289.93 | .0014 | 1,289.93 | .0014 | 101.08<br>101.08 |
| CLERICAL WAREHOUSE | 3,755.28 | .0054 | 3,755.28 | .0054 | 4,440.61 | .0048 | 4,440.61 | .0048 | 685.33-<br>685.33- |
| FOREMEN BOTTLING | 10,209.18 | .0148 | 10,209.18 | .0148 | 11,034.14 | .0121 | 11,034.14 | .0121 | 824.96-<br>824.96- |
| FOREMEN WAREHOUSE | 5,240.02 | .0076 | 5,240.02 | .0076 | 4,939.98 | .0054 | 4,939.98 | .0054 | 300.04<br>300.04 |
| VACATION | 23,500.00 | .0341 | 23,500.00 | .0341 | 28,200.00 | .0309 | 28,200.00 | .0309 | 4,700.00-<br>4,700.00- |
| HOLIDAY | 8,700.00 | .0126 | 8,700.00 | .0126 | 10,200.00 | .0111 | 10,200.00 | .0111 | 1,500.00-<br>1,500.00- |
| PENSION | 8,230.50 | .0119 | 8,230.50 | .0119 | 8,578.75 | .0094 | 8,578.75 | .0094 | 348.25-<br>348.25- |

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| | MAY 75 | | YTD 75 | | MAY 74 | | YTD 74 | | VARIANCE |
|---|---|---|---|---|---|---|---|---|---|
| TOTAL WAGES | 176,996.57 | .2568 | 176,996.57 | .2568 | 210,548.70 | .2307 | 210,548.70 | .2307 | 33,552.13-<br>33,552.13- |
| MATERIALS AND SUPPLIES | | | | | | | | | |
| CROWNS | 24,676.74 | .0358 | 24,676.74 | .0358 | 18,812.49 | .0206 | 18,812.49 | .0206 | 5,864.25<br>5,864.25 |
| LABELS | 21,906.67 | .0318 | 21,906.67 | .0318 | 22,253.09 | .0243 | 22,253.09 | .0243 | 346.42-<br>346.42- |
| CAUSTIC | 3,856.83 | .0056 | 3,856.83 | .0056 | 3,111.90 | .0034 | 3,111.90 | .0034 | 744.93<br>744.93 |
| PARTITIONS, ETC. | 1,497.80 | .0021 | 1,497.80 | .0021 | 8,713.70 | .0095 | 8,713.70 | .0095 | 7,215.90-<br>7,215.90- |
| BY PRODUCT SALES | 81.14 | .0001 | 81.14 | .0001 | 300.00- | .0003- | 300.00- | .0003- | 381.14<br>381.14 |
| UNCLASSIFIED | 3,987.85 | .0057 | 3,987.85 | .0057 | 7,947.42 | .0087 | 7,947.42 | .0087 | 3,959.57-<br>3,959.57- |
| TOTAL MATERIALS | 56,007.03 | .0812 | 56,007.03 | .0812 | 60,538.60 | .0663 | 60,538.60 | .0663 | 4,531.57-<br>4,531.57- |
| MAINTENANCE | | | | | | | | | |
| BOTTLEHOUSE BLDG MATL. | 124.00 | .0001 | 124.00 | .0001 | 174.64 | .0002 | 174.64 | .0002 | 50.64-<br>50.64- |
| BOTTLEHOUSE MACH MATL. | 5,761.51 | .0083 | 5,761.51 | .0083 | 12,555.31 | .0137 | 12,555.31 | .0137 | 6,793.80-<br>6,793.80- |
| WAREHOUSE BLDG MATL. | .00 | .0000 | .00 | .0000 | 8,835.48- | .0096- | 8,835.48- | .0096- | 8,835.48<br>8,835.48 |
| WAREHOUSE MACH MATL. | 761.95 | .0011 | 761.95 | .0011 | 569.14 | .0006 | 569.14 | .0006 | 192.81<br>192.81 |
| CONTRACTORS | 9,831.16 | .0142 | 9,831.16 | .0142 | 3,950.71 | .0043 | 3,950.71 | .0043 | 5,880.45<br>5,880.45 |
| TOTAL MAINTENANCE | 16,478.62 | .0239 | 16,478.62 | .0239 | 8,414.32 | .0092 | 8,414.32 | .0092 | 8,064.30<br>8,064.30 |
| GENERAL | | | | | | | | | |
| BEER CONSUMED | 688.50 | .0010 | 688.50 | .0010 | 616.80 | .0006 | 616.80 | .0006 | 71.70<br>71.70 |

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| | MAY 75 | | YTD 75 | | MAY 74 | | YTD 74 | | VARIANCE |
|---|---|---|---|---|---|---|---|---|---|
| UTILITIES DIRECT CHGE. | 4,678.27 | .0067 | 4,678.27 | .0067 | 4,379.71 | .0048 | 4,379.71 | .0048 | 298.56<br>298.56 |
| POWER PLANT ALLOCATION | 20,326.14 | .0295 | 20,326.14 | .0295 | 21,418.52 | .0234 | 21,418.52 | .0234 | 1,092.38-<br>1,092.38- |
| PLANT MAINTENANCE ETC. | 54,759.73 | .0794 | 54,759.73 | .0794 | 53,792.89 | .0589 | 53,792.89 | .0589 | 966.84<br>966.84 |
| UNCLASSIFIED | 1,859.03 | .0027 | 1,859.03 | .0027 | 484.66 | .0005 | 484.66 | .0005 | 1,374.37<br>1,374.37 |
| TOTAL GENERAL | 82,311.67 | .1194 | 82,311.67 | .1194 | 80,692.58 | .0884 | 80,692.58 | .0884 | 1,619.09<br>1,619.09 |
| FIXED | | | | | | | | | |
| TAXES & LICENSES | 1,800.00 | .0026 | 1,800.00 | .0026 | 9,500.00 | .0104 | 9,500.00 | .0104 | 7,700.00-<br>7,700.00- |
| TAXES PAYROLL | 20,250.00 | .0293 | 20,250.00 | .0293 | 22,150.00 | .0242 | 22,150.00 | .0242 | 1,900.00-<br>1,900.00- |
| INSURANCE GENERAL | 1,027.00 | .0015 | 1,027.00 | .0015 | 1,258.49 | .0013 | 1,258.49 | .0013 | 231.49-<br>231.49- |
| INSURANCE EMPLOYEES | 21,836.97 | .0317 | 21,836.97 | .0317 | 24,361.86 | .0267 | 24,361.86 | .0267 | 2,524.89-<br>2,524.89- |
| PENSION TRUST | 2,200.00 | .0032 | 2,200.00 | .0032 | 1,965.00 | .0021 | 1,965.00 | .0021 | 235.00<br>235.00 |
| RETIREES PENSION | 1,764.32 | .0025 | 1,764.32 | .0025 | 1,919.82 | .0021 | 1,919.82 | .0021 | 155.50-<br>155.50- |
| RENTALS | 525.01 | .0007 | 525.01 | .0007 | 525.00 | .0005 | 525.00 | .0005 | .01<br>.01 |
| DEPRECIATION BH BLDG. | 303.75 | .0004 | 303.75 | .0004 | 2,944.05 | .0032 | 2,944.05 | .0032 | 2,640.30-<br>2,640.30- |
| DEPRECIATION WH BLDG. | 98.37 | .0001 | 98.37 | .0001 | 1,366.55 | .0015 | 1,366.55 | .0015 | 1,268.18-<br>1,268.18- |
| DEPRECIATION BH MACH. | 2,565.57 | .0037 | 2,565.57 | .0037 | 20,602.76 | .0225 | 20,602.76 | .0225 | 18,037.19-<br>18,037.19- |
| DEPRECIATION WH MACH. | 37.50 | .0000 | 37.50 | .0000 | 385.53 | .0004 | 385.53 | .0004 | 348.03-<br>348.03- |
| DEPRECIATION LIFT TRKS | 241.63 | .0003 | 241.63 | .0003 | 3,596.70 | .0039 | 3,596.70 | .0039 | 3,355.07-<br>3,355.07- |

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| | MAY 75 | | YTD 75 | | MAY 74 | | YTD 74 | | VARIANCE |
|---|---|---|---|---|---|---|---|---|---|
| DEPRECIATION CARTONS | .00 | .0000 | .00 | .0000 | 20,179.08 | .0221 | 20,179.08 | .0221 | 20,179.08-<br>20,179.08- |
| DEPRECIATION BOTTLES | .00 | .0000 | .00 | .0000 | 16,739.37 | .0183 | 16,739.37 | .0183 | 16,739.37-<br>16,739.37- |
| TOTAL FIXED | 52,650.12 | .0764 | 52,650.12 | .0764 | 127,494.21 | .1397 | 127,494.21 | .1397 | 74,844.09-<br>74,844.09- |
| ---------- | | | | | | | | | |
| TOTAL TOTAL | 384,444.01 | .5579 | 384,444.01 | .5579 | 487,688.41 | .5344 | 487,688.41 | .5344 | 103,244.40-<br>103,244.40- |
| BEER FROM CELLARS | 480,309.50 | .6970 | 480,309.50 | .6970 | 534,690.00 | .5859 | 534,690.00 | .5859 | 54,380.50-<br>54,380.50- |
| TOTAL CASE BEER COST | 864,753.51 | 1.2550 | 864,753.51 | 1.2550 | 1,022,378.41 | 1.1202 | 1,022,378.41 | 1.1202 | 157,624.90-<br>157,624.90- |

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| | MAY 75 | YTD 75 | MAY 74 | YTD 74 | VARIANCE |
|---|---|---|---|---|---|
| WAGES AND SALARIES | AMOUNT | AMOUNT | AMOUNT | AMOUNT | |
| | 14,771.46 | | 12,989.20 | | 1,782.26 |
| ENGINEERS | | 14,771.46 | | 12,989.20 | 1,782.26 |
| | 15,030.09 | | 16,378.50 | | 1,348.41- |
| FIREMEN & OILERS | | 15,030.09 | | 16,378.50 | 1,348.41- |
| | 3,960.00 | | 3,960.00 | | .00 |
| VACATION | | 3,960.00 | | 3,960.00 | .00 |
| | 1,430.00 | | 1,430.00 | | .00 |
| HOLIDAY | | 1,430.00 | | 1,430.00 | .00 |
| | 663.75 | | 887.75 | | 224.00- |
| PENSION | | 663.75 | | 887.75 | 224.00- |
| | 35,855.30 | | 35,645.45 | | 209.85 |
| TOTAL WAGES | | 35,855.30 | | 35,645.45 | 209.85 |
| MATERIALS AND SUPPLIES | | | | | |
| | 24,328.80 | | 21,088.92 | | 3,239.88 |
| FUEL | | 24,328.80 | | 21,088.92 | 3,239.88 |
| | 1,473.55 | | 880.73 | | 592.82 |
| AMMONIA & WATER | | 1,473.55 | | 880.73 | 592.82 |
| | 7.75 | | 33.11 | | 25.36- |
| UNCLASSIFIED | | 7.75 | | 33.11 | 25.36- |
| | 25,810.10 | | 22,002.76 | | 3,807.34 |
| TOTAL MATERIALS | | 25,810.10 | | 22,002.76 | 3,807.34 |
| MAINTENANCE | | | | | |
| | 964.54 | | 266.84 | | 697.70 |
| MACHINERY MATL. | | 964.54 | | 266.84 | 697.70 |
| | 226.77 | | 375.06 | | 148.29- |
| ICE MACHINE MATL. | | 226.77 | | 375.06 | 148.29- |
| | 1,853.57 | | 654.70 | | 1,198.87 |
| CONTRACTORS | | 1,853.57 | | 654.70 | 1,198.87 |
| | 3,044.88 | | 1,296.60 | | 1,748.28 |
| TOTAL MAINTENANCE | | 3,044.88 | | 1,296.60 | 1,748.28 |

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| | MAY 75 | YTD 75 | MAY 74 | YTD 74 | VARIANCE |
|---|---|---|---|---|---|
| GENERAL | | | | | |
| UTILITIES DIRECT CHGE. | 6,528.88 | 6,528.88 | 6,362.97 | 6,362.97 | 165.91<br>165.91 |
| SEWAGE | 11,000.00 | 11,000.00 | 15,000.00 | 15,000.00 | 4,000.00-<br>4,000.00- |
| UNCLASSIFIED | 36.50 | 36.50 | 135.20 | 135.20 | 98.70-<br>98.70- |
| TOTAL GENERAL | 17,565.38 | 17,565.38 | 21,498.17 | 21,498.17 | 3,932.79-<br>3,932.79- |
| FIXED | | | | | |
| TAXES & LICENSES | 100.00 | 100.00 | 440.00 | 440.00 | 340.00-<br>340.00- |
| TAXES PAYROLL | 2,190.00 | 2,190.00 | 2,190.00 | 2,190.00 | .00<br>.00 |
| INSURANCE GENERAL | 907.25 | 907.25 | 1,147.09 | 1,147.09 | 239.84-<br>239.84- |
| INSURANCE EMPLOYEES | 2,520.00 | 2,520.00 | 2,095.00 | 2,095.00 | 425.00<br>425.00 |
| RETIREES PENSION | 30.00 | 30.00 | 30.00 | 30.00 | .00<br>.00 |
| DEPRECIATION BUILDING | 41.63 | 41.63 | 640.92 | 640.92 | 599.29-<br>599.29- |
| DEPRECIATION MACHINERY | 170.34 | 170.34 | 2,454.50 | 2,454.50 | 2,284.16-<br>2,284.16- |
| DEPRECIATION ICE MACH. | 62.50 | 62.50 | 1,624.37 | 1,624.37 | 1,561.87-<br>1,561.87- |
| DEPRECIATION WELLS | 77.12 | 77.12 | 2,059.13 | 2,059.13 | 1,982.01-<br>1,982.01- |
| TOTAL FIXED | 6,098.84 | 6,098.84 | 12,681.01 | 12,681.01 | 6,582.17-<br>6,582.17- |
| POWER PLANT | | | | | |
| ALLOCATED TO BREWING | 88,374.50 | 88,374.50 | 93,123.99 | 93,123.99 | 4,749.49-<br>4,749.49- |

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| WAGES AND SALARIES | MAY 75 AMOUNT | YTD 75 AMOUNT | MAY 74 AMOUNT | YTD 74 AMOUNT | VARIANCE |
|---|---|---|---|---|---|
| CARPENTERS | 5,658.10 | 5,658.10 | 6,904.80 | 6,904.80 | 1,246.70- |
| MACHINISTS | 18,208.98 | 18,208.98 | 20,980.89 | 20,980.89 | 2,771.91- |
| PLUMBERS | 10,399.58 | 10,399.58 | 11,228.21 | 11,228.21 | 828.63- |
| ELECTRICIANS | 1,444.94 | 1,444.94 | 1,763.44 | 1,763.44 | 318.50- |
| JANITORS & WATCHMEN | 4,411.24 | 4,411.24 | 4,536.69 | 4,536.69 | 125.45- |
| LABORERS | 1,243.20 | 1,243.20 | 1,825.35 | 1,825.35 | 582.15- |
| PAYROLL & CLERICAL | 2,352.32 | 2,352.32 | 2,060.15 | 2,060.15 | 292.17 |
| FOREMEN | 2,566.66 | 2,566.66 | 2,416.66 | 2,416.66 | 150.00 |
| VACATION | 4,510.00 | 4,510.00 | 4,180.00 | 4,180.00 | 330.00 |
| HOLIDAY | 1,815.00 | 1,815.00 | 1,815.00 | 1,815.00 | .00 |
| PENSION | 2,048.88 | 2,048.88 | 1,967.74 | 1,967.74 | 81.14 |
| UNCLASSIFIED | 3,390.29 | 3,390.29 | 2,390.30 | 2,390.30 | 999.99 |
| WAGES CAPITALIZED, ETC | 61.84- | 61.84- | 4,089.08- | 4,089.08- | 4,027.24 |
| TOTAL WAGES | 57,987.35 | 57,987.35 | 57,980.15 | 57,980.15 | 7.20 |
| MATERIALS AND SUPPLIES | | | | | |
| CARPENTRY | 1,334.03 | 1,334.03 | 133.66 | 133.66 | 1,200.37 |

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| | MAY 75 | YTD 75 | MAY 74 | YTD 74 | VARIANCE |
|---|---|---|---|---|---|
| AUTOMOTIVE | 79.87 | 79.87 | 85.07 | 85.07 | 5.20-<br>5.20- |
| MACHINAL | 2,594.99 | 2,594.99 | 1,601.80 | 1,601.80 | 993.19<br>993.19 |
| PLUMBING | 3,396.52 | 3,396.52 | 2,748.82 | 2,748.82 | 647.70<br>647.70 |
| ELECTRICAL | 2,492.26 | 2,492.26 | 2,396.95 | 2,396.95 | 95.31<br>95.31 |
| UNCLASSIFIED | 297.50 | 297.50 | 633.64 | 633.64 | 336.14-<br>336.14- |
| TOTAL MATERIALS | 10,195.17 | 10,195.17 | 7,599.94 | 7,599.94 | 2,595.23<br>2,595.23 |
| MAINTENANCE | | | | | |
| MACHINERY | .00 | .00 | 46.80 | 46.80 | 46.80-<br>46.80- |
| AUTOMOTIVE | .00 | .00 | 5.00 | 5.00 | 5.00-<br>5.00- |
| CONTRACTORS | 2,038.91 | 2,038.91 | 1,128.63 | 1,128.63 | 910.28<br>910.28 |
| TOTAL MAINTENANCE | 2,038.91 | 2,038.91 | 1,180.43 | 1,180.43 | 858.48<br>858.48 |
| GENERAL | | | | | |
| BEER CONSUMED | 138.00 | 138.00 | 90.00 | 90.00 | 48.00<br>48.00 |
| GUARD SERVICE | 1,779.94 | 1,779.94 | 1,852.36 | 1,852.36 | 72.42-<br>72.42- |
| LAWN SERVICE | 1,585.59 | 1,585.59 | 873.54 | 873.54 | 712.05<br>712.05 |
| UNCLASSIFIED | 570.30 | 570.30 | 820.30 | 820.30 | 250.00-<br>250.00- |
| TOTAL GENERAL | 4,073.83 | 4,073.83 | 3,636.20 | 3,636.20 | 437.63<br>437.63 |
| FIXED | | | | | |

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| | MAY 75 | YTD 75 | MAY 74 | YTD 74 | VARIANCE |
|---|---|---|---|---|---|
| TAXES & LICENSES | 300.00 | 300.00 | 1,540.00 | 1,540.00 | 1,240.00-<br>1,240.00- |
| TAXES PAYROLL | 6,050.00 | 6,050.00 | 5,750.00 | 5,750.00 | 300.00<br>300.00 |
| INSURANCE GENERAL | 1,120.59 | 1,120.59 | 1,030.42 | 1,030.42 | 90.17<br>90.17 |
| INSURANCE EMPLOYEES | 5,994.69 | 5,994.69 | 5,571.00 | 5,571.00 | 423.69<br>423.69 |
| PENSION TRUST | 560.00 | 560.00 | 330.00 | 330.00 | 230.00<br>230.00 |
| RETIREES PENSION | 1,310.38 | 1,310.38 | 1,310.38 | 1,310.38 | .00<br>.00 |
| DEPRECIATION BUILDINGS | 64.13 | 64.13 | 617.33 | 617.33 | 553.20-<br>553.20- |
| DEPRECIATION MACHINERY | 75.00 | 75.00 | 860.10 | 860.10 | 785.10-<br>785.10- |
| DEPR. YARD IMPROVMENTS | .00 | .00 | 376.90 | 376.90 | 376.90-<br>376.90- |
| DEPR. AUTOMOTIVE | .00 | .00 | 402.21 | 402.21 | 402.21-<br>402.21- |
| TOTAL FIXED | 15,474.79 | 15,474.79 | 17,788.34 | 17,788.34 | 2,313.55-<br>2,313.55- |
| GENERAL PLANT | | | | | |
| ALLOCATED TO BREWING, RACKING AND BOTTLING | 89,770.05 | 89,770.05 | 88,185.06 | 88,185.06 | 1,584.99<br>1,584.99 |

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| | MAY 75 | YTD 75 | | MAY 74 | YTD 74 | | VARIANCE | CURRENT YEAR BUDGET |
|---|---|---|---|---|---|---|---|---|
| BARRELS SOLD | 68,293 | 68,293 | | 84,996 | 84,996 | | 16,703-<br>16,703- | |
| MEDIA | AMOUNT | AMOUNT | PER BBL | AMOUNT | AMOUNT | PER BBL | | |
| POSTERS | .00 | .00 | .0000 | 12,808.00 | 12,808.00 | .1507 | 12,808.00-<br>12,808.00- | 40,000 |
| PAINTED BULLETINS | 8,349.32 | 8,349.32 | .1223 | 20,254.21 | 20,254.21 | .2383 | 11,904.89-<br>11,904.89- | 200,000 |
| TELEVISION | .00 | .00 | .0000 | 37,147.00 | 37,147.00 | .4370 | 37,147.00-<br>37,147.00- | 320,000 |
| RADIO | 2,633.77 | 2,633.77 | .0386 | 17,678.01 | 17,678.01 | .2080 | 15,044.24-<br>15,044.24- | 200,000 |
| COLLEGE & NEWSPAPER | 945.61 | 945.61 | .0138 | 476.85 | 476.85 | .0056 | 468.76<br>468.76 | 40,000 |
| MISC PUBLICATIONS | 5,195.25 | 5,195.25 | .0761 | 5,709.80 | 5,709.80 | .0672 | 514.55-<br>514.55- | 20,000 |
| TOTAL MEDIA | 17,123.95 | 17,123.95 | .2507 | 94,073.87 | 94,073.87 | 1.1068 | 76,949.92-<br>76,949.92- | 820,000 |
| PRODUCTION | | | | | | | | |
| POSTERS | 52.28 | 52.28 | .0008 | 7,464.31 | 7,464.31 | .0878 | 7,412.03-<br>7,412.03- | 2,000 |
| PAINTED BULLETINS | .00 | .00 | .0000 | 1,328.09 | 1,328.09 | .0156 | 1,328.09-<br>1,328.09- | 13,000 |
| TELEVISION | .00 | .00 | .0000 | .00 | .00 | .0000 | .00<br>.00 | 130,000 |
| RADIO | .00 | .00 | .0000 | 424.88 | 424.88 | .0050 | 424.88-<br>424.88- | 30,000 |
| MISCELLANEOUS | 651.52 | 651.52 | .0095 | 651.36 | 651.36 | .0077 | .16<br>.16 | 15,000 |
| TOTAL PRODUCTION | 703.80 | 703.80 | .0103 | 9,868.64 | 9,868.64 | .1161 | 9,164.84-<br>9,164.84- | 190,000 |
| SALES PROMOTION | | | | | | | | |
| PERMANENT P O P | 183.00 | 183.00 | .0027 | 18,140.29 | 18,140.29 | .2134 | 17,957.29-<br>17,957.29- | 25,000 |

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| | MAY 75 | YTD 75 | | MAY 74 | YTD 74 | | VARIANCE | CURRENT |
|---|---|---|---|---|---|---|---|---|
| MERCHANDISING P O P | .00 | .00 | .0000 | 6,448.40- | 6,448.40- | .0759- | 6,448.40<br>6,448.40 | 40,000 |
| SALES PROMOTION ITEMS | 2,203.56 | 2,203.56 | .0323 | 1,017.11- | 1,017.11- | .0120- | 3,220.67<br>3,220.67 | 20,000 |
| PRICE CARDS ETC. | .00 | .00 | .0000 | 808.08 | 808.08 | .0095 | 808.08-<br>808.08- | 13,000 |
| MISC. PRINTED MATERIAL | 870.99 | 870.99 | .0128 | 3,036.80 | 3,036.80 | .0357 | 2,165.81-<br>2,165.81- | 20,000 |
| DIAMOND PUBLICATION | .00 | .00 | .0000 | .00 | .00 | .0000 | .00<br>.00 | 3,000 |
| FILMS | .00 | .00 | .0000 | 135.96 | 135.96 | .0016 | 135.96-<br>135.96- | 0 |
| TRUCK PAINTING | 1,337.60 | 1,337.60 | .0196 | 566.20 | 566.20 | .0067 | 771.40<br>771.40 | 7,000 |
| UNIFORMS DISTRIBUTORS | 1,215.34 | 1,215.34 | .0178 | .85- | .85- | .0000- | 1,216.19<br>1,216.19 | 5,000 |
| WALL SIGNS | 35.00 | 35.00 | .0005 | .00 | .00 | .0000 | 35.00<br>35.00 | 6,000 |
| SPORT & FLOAT FEES | 897.80 | 897.80 | .0131 | .00 | .00 | .0000 | 897.80<br>897.80 | 12,000 |
| FREIGHT ON SHIPMENTS | 55.80 | 55.80 | .0008 | 19.31 | 19.31 | .0002 | 36.49<br>36.49 | 0 |
| MISCELLANEOUS | 2,062.70 | 2,062.70 | .0302 | 352.48 | 352.48 | .0041 | 1,710.22<br>1,710.22 | 9,000 |
| TOTAL SALES PROMOTION | 8,861.79 | 8,861.79 | .1298 | 15,592.76 | 15,592.76 | .1835 | 6,730.97-<br>6,730.97- | 160,000 |
| SIGN COST & MAINTENANCE | | | | | | | | |
| AMORT. OUTDOOR SIGNS | .00 | .00 | .0000 | 3,883.84 | 3,883.84 | .0457 | 3,883.84-<br>3,883.84- | 5,000 |
| AMORT. INDOOR SIGNS | .00 | .00 | .0000 | 2,397.38 | 2,397.38 | .0282 | 2,397.38-<br>2,397.38- | 0 |
| HANG SIGNS - KAUFMAN | 2,785.08 | 2,785.08 | .0408 | 5,837.43 | 5,837.43 | .0687 | 3,052.35-<br>3,052.35- | 40,000 |
| SIGN MAINT - KAUFMAN | 6,030.99 | 6,030.99 | .0883 | 10,905.51 | 10,905.51 | .1283 | 4,874.52-<br>4,874.52- | 40,000 |

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| | MAY 75 | YTD 75 | | MAY 74 | YTD 74 | | VARIANCE | CURRENT |
|---|---|---|---|---|---|---|---|---|
| DISTR. SIGN REIMB. | 2,698.63 | 2,698.63 | .0395 | 601.84 | 601.84 | .0071 | 2,096.79<br>2,096.79 | 17,000 |
| TAXES & LICENSES | 303.69 | 303.69 | .0044 | 464.66 | 464.66 | .0055 | 160.97-<br>160.97- | 3,000 |
| TOTAL SIGN COST | 11,818.39 | 11,818.39 | .1731 | 24,090.66 | 24,090.66 | .2834 | 12,272.27-<br>12,272.27- | 105,000 |
| PERSONNEL | | | | | | | | |
| AD MANAGERS | 1,458.34 | 1,458.34 | .0214 | 1,291.66 | 1,291.66 | .0152 | 166.68<br>166.68 | 15,000 |
| STOREROOM AND CLERICAL | 2,521.73 | 2,521.73 | .0369 | 1,943.45 | 1,943.45 | .0229 | 578.28<br>578.28 | 21,000 |
| TRAVEL & ENTERTAINMENT | 1,210.54 | 1,210.54 | .0177 | 437.69 | 437.69 | .0051 | 772.85<br>772.85 | 3,000 |
| PAYROLL TAXES | 190.00 | 190.00 | .0028 | 190.00 | 190.00 | .0022 | .00<br>.00 | 1,000 |
| EMPLOYEE INSURANCE | 307.64 | 307.64 | .0045 | 339.44 | 339.44 | .0040 | 31.80-<br>31.80- | 2,000 |
| GENERAL INSURANCE | 39.00 | 39.00 | .0006 | 27.78 | 27.78 | .0003 | 11.22<br>11.22 | 0 |
| PENSION TRUST | 215.00 | 215.00 | .0031 | 225.00 | 225.00 | .0026 | 10.00-<br>10.00- | 3,000 |
| TOTAL PERSONNEL | 5,942.25 | 5,942.25 | .0870 | 4,455.02 | 4,455.02 | .0524 | 1,487.23<br>1,487.23 | 45,000 |
| ADVERTISING EXPENSE | | | | | | | | |
| TOTAL ADVERTISING | 44,450.18 | 44,450.18 | .6509 | 148,080.95 | 148,080.95 | 1.7422 | 103,630.77-<br>103,630.77- | 1,320,000 |
| TOTAL PREPAID | 140,336.89 | 140,336.89 | 2.0549 | 32,000.00 | 32,000.00 | .3765 | 108,336.89<br>108,336.89 | 0 |
| TOTAL INCOME STATEMENT | 184,787.07 | 184,787.07 | 2.7058 | 180,080.95 | 180,080.95 | 2.1187 | 4,706.12<br>4,706.12 | 1,320,000 |

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| | MAY 75 | | YTD 75 | | MAY 74 | | YTD 74 | | VARIANCE |
|---|---|---|---|---|---|---|---|---|---|
| MAINTENANCE | | | | | | | | | |
| CUSTOMERS EQUIP. LABOR | 1,215.48 | .0178 | 1,215.48 | .0178 | 1,246.47 | .0147 | 1,246.47 | .0147 | 30.99-<br>30.99- |
| AUTOMOTIVE | 163.79 | .0024 | 163.79 | .0024 | .00 | .0000 | .00 | .0000 | 163.79<br>163.79 |
| TOTAL MAINTENANCE | 1,379.27 | .0202 | 1,379.27 | .0202 | 1,246.47 | .0147 | 1,246.47 | .0147 | 132.80<br>132.80 |
| GENERAL | | | | | | | | | |
| EXECUTIVE EXPENSES | 626.30 | .0092 | 626.30 | .0092 | 664.56 | .0078 | 664.56 | .0078 | 38.26-<br>38.26- |
| SALES MANAGERS EXP. | 3,853.53 | .0564 | 3,853.53 | .0564 | 3,209.08 | .0378 | 3,209.08 | .0378 | 644.45<br>644.45 |
| SALESMENS EXP. CITY | 545.56 | .0080 | 545.56 | .0080 | 469.46 | .0055 | 469.46 | .0055 | 76.10<br>76.10 |
| SALESMENS EXP. COUNTRY | 8,629.70 | .1264 | 8,629.70 | .1264 | 9,138.04 | .1075 | 9,138.04 | .1075 | 508.34-<br>508.34- |
| TELEPHONE | 1,178.74 | .0173 | 1,178.74 | .0173 | 994.47 | .0117 | 994.47 | .0117 | 184.27<br>184.27 |
| CONVENTIONS, ETC. | 1,332.60 | .0195 | 1,332.60 | .0195 | 3,594.27 | .0423 | 3,594.27 | .0423 | 2,261.67-<br>2,261.67- |
| UNCLASSIFIED | 3,236.07 | .0474 | 3,236.07 | .0474 | 1,899.48 | .0223 | 1,899.48 | .0223 | 1,336.59<br>1,336.59 |
| TOTAL GENERAL | 19,402.50 | .2841 | 19,402.50 | .2841 | 19,969.36 | .2349 | 19,969.36 | .2349 | 566.86-<br>566.86- |
| FIXED | | | | | | | | | |
| TAXES PROPERTY | 220.50 | .0032 | 220.50 | .0032 | 498.00 | .0059 | 498.00 | .0059 | 277.50-<br>277.50- |
| TAXES PAYROLL | 2,450.00 | .0359 | 2,450.00 | .0359 | 2,420.00 | .0285 | 2,420.00 | .0285 | 30.00<br>30.00 |
| INSURANCE EMPLOYEES | 2,889.82 | .0423 | 2,889.82 | .0423 | 2,383.40 | .0280 | 2,383.40 | .0280 | 506.42<br>506.42 |
| PENSION TRUST | 2,295.00 | .0336 | 2,295.00 | .0336 | 1,960.00 | .0231 | 1,960.00 | .0231 | 335.00<br>335.00 |

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| | MAY 75 | | YTD 75 | | MAY 74 | | YTD 74 | | VARIANCE |
|---|---|---|---|---|---|---|---|---|---|
| DEPR'N AUTOMOTIVE | .00 | .0000 | .00 | .0000 | 275.93 | .0032 | 275.93 | .0032 | 275.93-<br>275.93- |
| DEPR'N CUST. EQUIPMENT | 83.37 | .0012 | 83.37 | .0012 | 989.33 | .0116 | 989.33 | .0116 | 905.96-<br>905.96- |
| TOTAL FIXED | 7,938.69 | .1162 | 7,938.69 | .1162 | 8,526.66 | .1003 | 8,526.66 | .1003 | 587.97-<br>587.97- |
| SELLING EXPENSE | | | | | | | | | |
| TOTAL EXPENSE | 63,484.99 | .9296 | 63,484.99 | .9296 | 54,555.06 | .6419 | 54,555.06 | .6419 | 8,929.93<br>8,929.93 |

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| | MAY 75 | | YTD 75 | | MAY 74 | | YTD 74 | | VARIANCE |
|---|---|---|---|---|---|---|---|---|---|
| BARRELS SOLD | 68,293 | | 68,293 | | 84,996 | | 84,996 | | 16,703-<br>16,703- |
| WAGES AND SALARIES | AMOUNT | PER BBL | AMOUNT | PER BBL | AMOUNT | PER BBL | AMOUNT | PER BBL | |
| EXECUTIVES | 9,708.32 | .1422 | 9,708.32 | .1422 | 9,375.02 | .1103 | 9,375.02 | .1103 | 333.30<br>333.30 |
| CREDIT | 1,541.66 | .0226 | 1,541.66 | .0226 | 1,458.34 | .0172 | 1,458.34 | .0172 | 83.32<br>83.32 |
| ACCOUNTING | 2,276.66 | .0333 | 2,276.66 | .0333 | 2,118.34 | .0249 | 2,118.34 | .0249 | 158.32<br>158.32 |
| STENOGRAPHERS | 1,991.57 | .0292 | 1,991.57 | .0292 | 1,940.00 | .0228 | 1,940.00 | .0228 | 51.57<br>51.57 |
| DATA PROCESSING | 1,500.59 | .0220 | 1,500.59 | .0220 | 1,944.54 | .0229 | 1,944.54 | .0229 | 443.95-<br>443.95- |
| CLERICAL | 3,124.35 | .0457 | 3,124.35 | .0457 | 2,448.61 | .0288 | 2,448.61 | .0288 | 675.74<br>675.74 |
| PURCHASING | 2,203.63 | .0323 | 2,203.63 | .0323 | 2,060.00 | .0242 | 2,060.00 | .0242 | 143.63<br>143.63 |
| BUFFET | 380.19 | .0056 | 380.19 | .0056 | 290.95 | .0034 | 290.95 | .0034 | 89.24<br>89.24 |
| UNCLASSIFIED | 610.00 | .0089 | 610.00 | .0089 | 575.00 | .0068 | 575.00 | .0068 | 35.00<br>35.00 |
| TOTAL WAGES | 23,336.97 | .3417 | 23,336.97 | .3417 | 22,210.80 | .2613 | 22,210.80 | .2613 | 1,126.17<br>1,126.17 |
| MATERIALS AND SUPPLIES | | | | | | | | | |
| POSTAGE | 1,032.66 | .0151 | 1,032.66 | .0151 | 565.87 | .0067 | 565.87 | .0067 | 466.79<br>466.79 |
| STATIONERY | 664.48 | .0097 | 664.48 | .0097 | 1,271.52 | .0150 | 1,271.52 | .0150 | 607.04-<br>607.04- |
| UNCALSSIFIED | 452.41 | .0066 | 452.41 | .0066 | 325.59 | .0038 | 325.59 | .0038 | 126.82<br>126.82 |
| TOTAL MATERIALS | 2,149.55 | .0315 | 2,149.55 | .0315 | 2,162.98 | .0254 | 2,162.98 | .0254 | 13.43-<br>13.43- |
| MAINTENANCE | | | | | | | | | |

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| | MAY 75 | | YTD 75 | | MAY 74 | | YTD 74 | | VARIANCE |
|---|---|---|---|---|---|---|---|---|---|
| OFFICE BUILDING | 12.57 | .0002 | 12.57 | .0002 | 23.54 | .0003 | 23.54 | .0003 | 10.97-<br>10.97- |
| OFFICE EQUIPMENT | 110.00 | .0016 | 110.00 | .0016 | 119.21 | .0014 | 119.21 | .0014 | 9.21-<br>9.21- |
| TOTAL MAINTENANCE | 122.57 | .0018 | 122.57 | .0018 | 142.75 | .0017 | 142.75 | .0017 | 20.18-<br>20.18- |
| GENERAL | | | | | | | | | |
| ENTERTAINMENT & BEER | 288.00 | .0042 | 288.00 | .0042 | 193.05 | .0023 | 193.05 | .0023 | 94.95<br>94.95 |
| X EXECUTIVE EXPENSES GENERAL TRAVEL, ETC. | 1,354.71 | .0198 | 1,354.71 | .0198 | .00 | .0000 | .00 | .0000 | 1,354.71<br>1,354.71 |
| WATER LIGHT & POWER | 737.52 | .0108 | 737.52 | .0108 | 706.28 | .0083 | 706.28 | .0083 | 31.24<br>31.24 |
| PROFESSIONAL SERVICE | 65.00 | .0010 | 65.00 | .0010 | 1,802.00 | .0212 | 1,802.00 | .0212 | 1,737.00-<br>1,737.00- |
| DIRECTORS FEES | .00 | .0000 | .00 | .0000 | 800.00 | .0094 | 800.00 | .094 | 800.00-<br>800.00- |
| TELEPHONE | 1,634.10 | .0239 | 1,634.10 | .0239 | 1,207.64 | .0142 | 1,207.64 | .0142 | 426.46<br>426.46 |
| DUES AND SUBSCRIPTIONS | 2,280.45 | .0334 | 2,280.45 | .0334 | 3,661.87 | .0431 | 3,661.87 | .0431 | 1,381.42-<br>1,381.42- |
| DONATIONS | 260.00 | .0038 | 260.00 | .0038 | 520.00 | .0061 | 520.00 | .0061 | 260.00-<br>260.00- |
| SHORT AND OVER | .00 | .0000 | .00 | .0000 | 10.16- | .0001- | 10.16- | .0001- | 10.16<br>10.16 |
| UNCLASSIFIED | 1,396.62 | .0205 | 1,396.62 | .0205 | 1,644.70 | .0194 | 1,644.70 | .0194 | 248.08-<br>248.08- |
| TOTAL GENERAL | 8,016.40 | .1174 | 8,016.40 | .1174 | 10,525.38 | .1238 | 10,525.38 | .1238 | 2,508.98-<br>2,508.98- |
| FIXED | | | | | | | | | |
| TAXES & LICENSES | 109.00 | .0016 | 109.00 | .0016 | 550.00 | .0065 | 550.00 | .0065 | 441.00-<br>441.00- |
| TAXES PAYROLL | 1,510.00 | .0221 | 1,510.00 | .0221 | 1,510.00 | .0178 | 1,510.00 | .0178 | .00<br>.00 |

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| | MAY 75 | | YTD 75 | | MAY 74 | | YTD 74 | | VARIANCE |
|---|---|---|---|---|---|---|---|---|---|
| INSURANCE GENERAL | 343.64 | .0050 | 343.64 | .0050 | 846.09 | .0100 | 846.09 | .0100 | 502.45-<br>502.45- |
| INSURANCE EMPLOYEES | 2,579.67 | .0378 | 2,579.67 | .0378 | 2,261.20 | .0266 | 2,261.20 | .0266 | 318.47<br>318.47 |
| PENSION TRUST | 2,065.00 | .0302 | 2,065.00 | .0302 | 1,990.00 | .0234 | 1,990.00 | .0234 | 75.00<br>75.00 |
| RETIREES PENSION | 150.00 | .0022 | 150.00 | .0022 | 150.00 | .0018 | 150.00 | .0018 | .00<br>.00 |
| EQUIPMENT RENTAL | 535.14 | .0078 | 535.14 | .0078 | 667.81 | .0079 | 667.81 | .0079 | 132.67-<br>132.67- |
| DEPR. OFFICE BUILDING | 40.87 | .0006 | 40.87 | .0006 | 592.92 | .0070 | 592.92 | .0070 | 552.05-<br>552.05- |
| DEPR. FURNITURE & EQUP | 41.63 | .0006 | 41.63 | .0006 | 310.93 | .0037 | 310.93 | .0037 | 269.30-<br>269.30- |
| TOTAL FIXED | 7,374.95 | .1080 | 7,374.95 | .1080 | 8,878.95 | .1045 | 8,878.95 | .1045 | 1,504.00-<br>1,504.00- |
| ADMINSTRATIVE EXPENSE | | | | | | | | | |
| TOTAL EXPENSE | 41,000.44 | .6004 | 41,000.44 | .6004 | 43,920.86 | .5167 | 43,920.86 | .5167 | 2,920.42-<br>2,920.42- |

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## SUMMARY OF SALES BY STATES AND BRANDS

| | | | MAY 75 | YTD 75 | MAY 74 | YTD 74 | VARIANCE |
|---|---|---|---|---|---|---|---|
| MN DISTRBTRS | GRAIN BELT | | 12,652 | | 14,904 | | 2,252- |
| | | KEGS | | 50,128 | | 59,813 | 9,685- |
| | | | 403,119 | | 504,494 | | 101,375- |
| | | CASES | | 1,526,524 | | 2,011,996 | 485,472- |
| | | | 41,910 | | 51,520 | | 9,610- |
| | | BARRELAGE | | 160,923 | | 205,844 | 44,921- |
| | WHITE LABEL | | 24,638 | | 29,186 | | 4,548- |
| | | CASES | | 97,875 | | 129,701 | 31,826- |
| | | | 1,788 | | 2,118 | | 330- |
| | | BARRELAGE | | 7,104 | | 9,414 | 2,310- |
| | HAUENSTEIN | | 134,598 | | 160,154 | | 25,556- |
| | | CASES | | 535,529 | | 614,131 | 78,602- |
| | | | 9,769 | | 11,624 | | 1,855- |
| | | BARRELAGE | | 38,869 | | 44,574 | 5,705- |
| | CO CLB RINGNES | | 4,326 | | 5,679 | | 1,353- |
| | | CASES | | 19,196 | | 24,432 | 5,236- |
| | | | 314 | | 412 | | 98- |
| | | BARRELAGE | | 1,393 | | 1,773 | 380- |
| | STORZ | | 00 | | 00 | | 00 |
| | | CASES | | 05 | | 00 | 05 |
| | TOTAL | | 12,652 | | 14,904 | | 2,252- |
| | | KEGS | | 50,128 | | 59,813 | 9,685- |
| | | | 566,681 | | 699,513 | | 132,832- |
| | | CASES | | 2,179,129 | | 2,780,260 | 601,131- |
| | | | 53,782 | | 65,675 | | 11,893- |
| | | BARRELAGE | | 208,289 | | 261,604 | 53,315- |
| ARIZONA | GRAIN BELT | | 2,002 | | 00 | | 2,002 |
| | | CASES | | 4,004 | | 00 | 4,004 |
| | | | 145 | | 00 | | 145 |
| | | BARRELAGE | | 291 | | 00 | 291 |
| | WHITE LABEL | | 00 | | 00 | | 00 |
| | | CASES | | 00 | | 5,467 | 5,467- |
| | | | 00 | | 00 | | 00 |
| | | BARRELAGE | | 00 | | 397 | 397- |
| | HAUENSTEIN | | 00 | | 00 | | 00 |
| | | CASES | | 5,467 | | 5,467 | 00 |
| | | | 00 | | 00 | | 00 |
| | | BARRELAGE | | 397 | | 397 | 00 |
| | STORZ | | 3,619 | | 00 | | 3,619 |
| | | CASES | | 12,705 | | 5,467 | 7,238 |
| | | | 263 | | 00 | | 263 |
| | | BARRELAGE | | 922 | | 397 | 525 |

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## SUMMARY OF SALES BY STATES AND BRANDS

| | | | MAY 75 | YTD 75 | MAY 74 | YTD 74 | VARIANCE |
|---|---|---|---|---|---|---|---|
| | TOTAL | | 5,621 | | 00 | | 5,621 |
| | | CASES | | 22,176 | | 16,401 | 5,775 |
| | | | 408 | | 00 | | 408 |
| | | BARRELAGE | | 1,610 | | 1,190 | 420 |
| CALIFORNIA | GRAIN BELT | | 5,544 | | 00 | | 5,544 |
| | | CASES | | 9,856 | | 00 | 9,856 |
| | | | 402 | | 00 | | 402 |
| | | BARRELAGE | | 715 | | 00 | 715 |
| | TOTAL | | 5,544 | | 00 | | 5,544 |
| | | CASES | | 9,856 | | 00 | 9,856 |
| | | | 402 | | 00 | | 402 |
| | | BARRELAGE | | 715 | | 00 | 715 |
| COLORADO | GRAIN BELT | | 00 | | 2,058 | | 2,058- |
| | | CASES | | 13,545 | | 8,449 | 5,096 |
| | | | 00 | | 149 | | 149- |
| | | BARRELAGE | | 983 | | 613 | 370 |
| | STORZ | | 00 | | 1,848 | | 1,848- |
| | | CASES | | 4,480 | | 6,552 | 2,072- |
| | | | 00 | | 134 | | 134- |
| | | BARRELAGE | | 325 | | 476 | 151- |
| | TOTAL | | 00 | | 3,906 | | 3,906- |
| | | CASES | | 18,025 | | 15,001 | 3,024 |
| | | | 00 | | 283 | | 283- |
| | | BARRELAGE | | 1,308 | | 1,089 | 219 |
| CANADA | GRAIN BELT | | 00 | | 00 | | 00 |
| | | CASES | | 462 | | 308 | 154 |
| | | | 00 | | 00 | | 00 |
| | | BARRELAGE | | 34 | | 22 | 12 |
| | TOTAL | | 00 | | 00 | | 00 |
| | | CASES | | 462 | | 308 | 154 |
| | | | 00 | | 00 | | 00 |
| | | BARRELAGE | | 34 | | 22 | 12 |
| ILLINOIS | GRAIN BELT | | 37 | | 43 | | 06- |
| | | KEGS | | 207 | | 288 | 81- |
| | | | 1,219 | | 7,125 | | 5,906- |
| | | CASES | | 11,766 | | 35,485 | 23,719- |
| | | | 125 | | 560 | | 435- |
| | | BARRELAGE | | 1,061 | | 2,364 | 1,803- |
| | WHITE LABEL | | 00 | | 00 | | 00 |
| | | CASES | | 140 | | 00 | 140 |
| | | | 00 | | 00 | | 00 |

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## SUMMARY OF SALES BY STATES AND BRANDS

| | | | MAY 75 | YTD 75 | MAY 74 | YTD 74 | VARIANCE |
|---|---|---|---|---|---|---|---|
| | | BARRELAGE | | 10 | | 00 | 10 |
| | HAUENSTEIN | | 00 | | 00 | | 00 |
| | | CASES | | 175 | | 00 | 175 |
| | | | 00 | | 00 | | 00 |
| | | BARRELAGE | | 13 | | 00 | 13 |
| | STORZ | | 2,268 | | 882 | | 1,386 |
| | | CASES | | 11,004 | | 3,416 | 7,588 |
| | | | 165 | | 64 | | 101 |
| | | BARRELAGE | | 799 | | 248 | 551 |
| | TOTAL | | 37 | | 43 | | 06- |
| | | KEGS | | 207 | | 288 | 81- |
| | | | 3,487 | | 8,007 | | 4,520- |
| | | CASES | | 23,085 | | 38,901 | 15,816- |
| | | | 290 | | 624 | | 334- |
| | | BARRELAGE | | 1,883 | | 3,111 | 1,228- |
| IOWA | GRAIN BELT | | 253 | | 344 | | 91- |
| | | KEGS | | 944 | | 1,751 | 807- |
| | | | 54,486 | | 72,111 | | 17,625- |
| | | CASES | | 191,965 | | 358,251 | 166,286- |
| | | | 4,208 | | 5,578 | | 1,370- |
| | | BARRELAGE | | 14,877 | | 27,753 | 12,876- |
| | WHITE LABEL | | 00 | | 154 | | 154- |
| | | CASES | | 1,272 | | 2,072 | 800- |
| | | | 00 | | 11 | | 11- |
| | | BARRELAGE | | 92 | | 150 | 58- |
| | HAUENSTEIN | | 00 | | 08 | | 08- |
| | | CASES | | 1,807 | | 168 | 1,639 |
| | | | 00 | | 01 | | 01- |
| | | BARRELAGE | | 131 | | 12 | 119 |
| | CO CLB RINGNES | | 105 | | 80 | | 25 |
| | | CASES | | 378 | | 616 | 238- |
| | | | 08 | | 06 | | 02 |
| | | BARRELAGE | | 27 | | 45 | 18- |
| | STORZ | | 77 | | 149 | | 72- |
| | | KEGS | | 252 | | 480 | 228- |
| | | | 3,633 | | 9,034 | | 5,401- |
| | | CASES | | 27,916 | | 41,247 | 13,331- |
| | | | 341 | | 805 | | 464- |
| | | BARRELAGE | | 2,278 | | 3,474 | 1,196- |
| | TOTAL | | 330 | | 493 | | 163- |
| | | KEGS | | 1,196 | | 2,231 | 1,035- |

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## SUMMARY OF SALES BY STATES AND BRANDS

| | | | MAY 75 | YTD 75 | MAY 74 | YTD 74 | VARIANCE |
|---|---|---|---|---|---|---|---|
| KANSAS | GRAIN BELT | CASES | 58,224 | 223,338 | 81,387 | 402,354 | 23,163-<br>179,016- |
| | | BARRELAGE | 4,556 | 17,406 | 6,400 | 31,434 | 1,844-<br>14,028- |
| | TOTAL | CASES | 00 | 00 | 2,002 | 6,006 | 2,002-<br>6,006- |
| | | BARRELAGE | 00 | 00 | 145 | 436 | 145-<br>436- |
| MICHIGAN | GRAIN BELT | CASES | 00 | 357 | 692 | 1,000 | 692-<br>643- |
| | | BARRELAGE | 00 | 26 | 50 | 73 | 50-<br>47- |
| | TOTAL | CASES | 00 | 357 | 692 | 1,000 | 692-<br>643- |
| | | BARRELAGE | 00 | 26 | 50 | 73 | 50-<br>47- |
| MISSOURI | GRAIN BELT | CASES | 00 | 00 | 3,773 | 9,240 | 3,773-<br>9,240- |
| | | BARRELAGE | 00 | 00 | 274 | 671 | 274-<br>671- |
| | STORZ | CASES | 1,925 | 1,925 | 00 | 3,696 | 1,925<br>1,771- |
| | | BARRELAGE | 140 | 140 | 00 | 268 | 140<br>128- |
| | TOTAL | CASES | 1,925 | 1,925 | 3,773 | 12,936 | 1,848-<br>11,011- |
| | | BARRELAGE | 140 | 140 | 274 | 939 | 134-<br>799- |
| MONTANA | GRAIN BELT | CASES | 2,723 | 6,104 | 798 | 4,452 | 1,925<br>1,652 |
| | | BARRELAGE | 198 | 443 | 58 | 323 | 140<br>120 |
| | CO CLB RINGNES | CASES | 502 | 502 | 00 | 00 | 502<br>502 |
| | | BARRELAGE | 36 | 36 | 00 | 00 | 36<br>36 |
| | TOTAL | | 3,225 | | 798 | | 2,427 |

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## SUMMARY OF SALES BY STATES AND BRANDS

| | | | MAY 75 | YTD 75 | MAY 74 | YTD 74 | VARIANCE |
|---|---|---|---|---|---|---|---|
| NEBRASKA | GRAIN BELT | CASES | 6,606 | | 4,452 | 2,154 | |
| | | KEGS | 234 | | 58 | 176 | |
| | | BARRELAGE | 479 | | 323 | 156 | |
| | STORZ | CASES | 144 | | 402 | 258- | |
| | | KEGS | 30 | | 50 | 20- | |
| | | BARRELAGE | 692 | | 1,171 | 479- | |
| | TOTAL | CASES | 7,544 | | 10,596 | 3,052- | |
| | | KEGS | 101 | | 207 | 106- | |
| | | BARRELAGE | 692 | | 1,171 | 479- | |
| NORTH DAKOTA | GRAIN BELT | CASES | 74,347 | | 116,653 | 42,306- | |
| | | KEGS | 980 | | 2,170 | 1,190- | |
| | | BARRELAGE | 5,602 | | 9,161 | 3,559- | |
| | WHITE LABEL | CASES | 112 | | 154 | 42- | |
| | | KEGS | 00 | | 77 | 77- | |
| | | BARRELAGE | 08 | | 11 | 03- | |
| | HAUENSTEIN | CASES | 2,132 | | 7,101 | 4,969- | |
| | | KEGS | 333 | | 833 | 500- | |
| | | BARRELAGE | 155 | | 515 | 360- | |
| | CO CLB RINGNES | CASES | 1,691 | | 1,495 | 196 | |
| | | KEGS | 20 | | 32 | 12- | |
| | | BARRELAGE | 123 | | 109 | 14 | |
| | TOTAL | CASES | 81,891 | | 127,249 | 45,358- | |
| | | KEGS | 1,109 | | 2,609 | 1,500- | |
| | | BARRELAGE | 6,294 | | 10,332 | 4,038- | |
| | TOTAL | CASES | 984 | | 1,680 | 696- | |
| | | KEGS | 230 | | 415 | 185- | |
| | | BARRELAGE | 9,816 | | 24,290 | 14,474- | |
| | TOTAL | CASES | 54,278 | | 85,390 | 31,112- | |
| | | KEGS | 942 | | 2,178 | 1,236- | |
| | | BARRELAGE | 4,923 | | 7,878 | 2,955- | |
| | TOTAL | CASES | 350 | | 1,096 | 746- | |
| | | KEGS | 14,695 | | 32,702 | 18,007- | |
| | | BARRELAGE | 984 | | 1,680 | 696- | |
| | TOTAL | CASES | 10,425 | | 25,635 | 15,210- | |

FORM 1411-1/2GB PRINTED IN U.S.A.

## SUMMARY OF SALES BY STATES AND BRANDS

| | | | MAY 75 | YTD 75 | MAY 74 | YTD 74 | VARIANCE |
|---|---|---|---|---|---|---|---|
| SOUTH DAKOTA | GRAIN BELT | CASES | 987 | 58,213 | 2,276 | 94,140 | 35,927- |
| | | BARRELAGE | | 5,209 | | 8,513 | 1,289-<br>3,304- |
| | | KEGS | 733 | 2,441 | 664 | 3,493 | 69<br>1,052- |
| | | CASES | 23,140 | 85,700 | 19,464 | 118,186 | 3,676<br>32,486- |
| | | BARRELAGE | 2,413 | 8,661 | 2,077 | 12,071 | 336<br>3,410- |
| | WHITE LABEL | CASES | 364 | 1,490 | 644 | 3,179 | 280-<br>1,689- |
| | | BARRELAGE | 26 | 108 | 47 | 231 | 21-<br>123- |
| | HAUENSTEIN | CASES | 77 | 378 | 231 | 1,281 | 154-<br>903- |
| | | BARRELAGE | 06 | 27 | 17 | 93 | 11-<br>66- |
| | CO CLB RINGNES | CASES | 1,119 | 4,902 | 1,328 | 5,030 | 209-<br>128- |
| | | BARRELAGE | 81 | 356 | 96 | 365 | 15-<br>09- |
| | STORZ | KEGS | 00 | 00 | 36 | 114 | 36-<br>114- |
| | | CASES | 3,752 | 15,277 | 6,391 | 30,685 | 2,639-<br>15,408- |
| | | BARRELAGE | 272 | 1,109 | 500 | 2,341 | 228-<br>1,232- |
| | TOTAL | KEGS | 733 | 2,441 | 700 | 3,607 | 33<br>1,166- |
| | | CASES | 28,452 | 107,747 | 28,058 | 158,361 | 394<br>50,614- |
| | | BARRELAGE | 2,798 | 10,261 | 2,736 | 15,101 | 62<br>4,840- |
| WASHINGTON | GRAIN BELT | CASES | 00 | 00 | 2,626 | 6,676 | 2,626-<br>6,676- |
| | | BARRELAGE | 00 | 00 | 191 | 485 | 191-<br>485- |
| | TOTAL | CASES | 00 | 00 | 2,626 | 6,676 | 2,626-<br>6,676- |
| | | BARRELAGE | 00 | 00 | 191 | 485 | 191-<br>485- |
| WISCONSIN | GRAIN BELT | | 483 | | 426 | | 57 |

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## SUMMARY OF SALES BY STATES AND BRANDS

| | | | MAY 75 | YTD 75 | MAY 74 | YTD 74 | VARIANCE |
|---|---|---|---|---|---|---|---|
| | | KEGS | | 2,079 | | 2,659 | 580- |
| | | CASES | 41,981 | 131,077 | 44,493 | 184,885 | 2,512-<br>53,808- |
| | | BARRELAGE | 3,530 | 11,593 | 3,655 | 16,078 | 125-<br>4,485- |
| | WHITE LABEL | | | | | | |
| | | CASES | 636 | 2,190 | 1,328 | 4,051 | 692-<br>1,861- |
| | | BARRELAGE | 46 | 159 | 96 | 294 | 50-<br>135- |
| | HAUENSTEIN | | | | | | |
| | | CASES | 6,524 | 21,330 | 6,482 | 25,082 | 42<br>3,752- |
| | | BARRELAGE | 474 | 1,548 | 470 | 1,820 | 04<br>272- |
| | CO CLB RINGNES | | | | | | |
| | | CASES | 182 | 1,434 | 00 | 91 | 182<br>1,343 |
| | | BARRELAGE | 13 | 104 | 00 | 07 | 13<br>97 |
| | TOTAL | | | | | | |
| | | KEGS | 483 | 2,079 | 426 | 2,659 | 57<br>580- |
| | | CASES | 49,323 | 156,031 | 52,303 | 214,109 | 2,980-<br>58,078- |
| | | BARRELAGE | 4,063 | 13,404 | 4,222 | 18,199 | 159-<br>4,795- |
| WYOMING | GRAIN BELT | | | | | | |
| | | CASES | 00 | 616 | 00 | 616 | 00<br>00 |
| | | BARRELAGE | 00 | 45 | 00 | 45 | 00<br>00 |
| | TOTAL | | | | | | |
| | | CASES | 00 | 616 | 00 | 616 | 00<br>00 |
| | | BARRELAGE | 00 | 45 | 00 | 45 | 00<br>00 |
| GRAND TOTAL | GRAIN BELT | | | | | | |
| | | KEGS | 14,418 | 56,927 | 16,846 | 70,086 | 2,428-<br>13,159- |
| | | CASES | 545,010 | 2,043,798 | 686,096 | 2,841,536 | 141,086-<br>797,738- |
| | | BARRELAGE | 53,975 | 205,266 | 66,643 | 276,325 | 12,668-<br>71,059- |
| | WHITE LABEL | | 25,638 | | 31,389 | | 5,751- |
| | | CASES | 1,861 | 103,079 | 2,278 | 144,624 | 41,545-<br>417- |
| | | BARRELAGE | | 7,481 | | 10,497 | 3,016- |
| | HAUENSTEIN | | 141,532 | | 167,708 | | 26,176- |

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## SUMMARY OF SALES BY STATES AND BRANDS

| | | MAY 75 | YTD 75 | MAY 74 | YTD 74 | VARIANCE |
|---|---|---|---|---|---|---|
| | CASES | 10,272 | 41,140 | 12,172 | 47,411 | 1,900- 6,271- |
| CO CLB RINGNES | | 6,510 | | 7,522 | | 1,012- |
| | CASES | 472 | 2,040 | 546 | 2,298 | 74- 258- |
| STORZ | | 89 | | 370 | | 281- |
| | KEGS | 28,912 | 458 | 48,687 | 1,288 | 830- 19,775- |
| | CASES | 2,187 | 147,659 | 3,904 | 207,716 | 60,057- 1,717- |
| | BARRELAGE | | 11,175 | | 16,364 | 5,189- |
| TOTAL | | 14,507 | | 17,216 | | 2,709- |
| | KEGS | 747,602 | 57,385 | 941,402 | 71,374 | 13,989- 193,800- |
| | CASES | 68,768 | 2,889,457 | 85,543 | 3,878,770 | 989,313- 16,775- |
| | BARRELAGE | | 267,102 | | 352,895 | 85,793- |

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REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 05/75

GRAIN BELT BRANDS

| MN DISTRBTRS | | MONTHLY | | YEARLY | | | |
|---|---|---|---|---|---|---|---|
| | | CURRENT | LAST YEAR | CURRENT | LAST YEAR | VARIANCE | % |
| 001 | 1/1 BBL GB ST | 284 | 291 | 1,275 | 1,225 | 50 | 4.08 |
| 002 | 1/2 BBL GB ST | 9,566 | 10,316 | 34,713 | 39,516 | 4,803- | 12.15- |
| 003 | 1/4 BBL GB ST | 6,403 | 8,158 | 18,432 | 23,105 | 4,673- | 20.22- |
| 005 | 1/1 BBL GB 3.2 | 2,154 | 2,831 | 10,279 | 12,954 | 2,675- | 20.64- |
| 006 | 1/2 BBL GB 3.2 | 7,221 | 8,618 | 31,973 | 38,368 | 6,395- | 16.66- |
| 007 | 1/4 BBL GB 3.2 | 530 | 685 | 1,476 | 2,057 | 581- | 28.24- |
| 009 | 1/1 BBL WB | 0 | 2 | 6 | 9 | 3- | 33.33- |
| 010 | 1/2 BBL WB | 83 | 99 | 215 | 345 | 130- | 37.68- |
| 011 | 1/4 BBL WB | 177 | 209 | 556 | 879 | 323- | 36.74- |
| 027 | 24/12 RT A GB | 94,559 | 120,902 | 425,873 | 524,406 | 98,533- | 18.78- |
| 028 | 35/7 RT A GB | 4,223 | 5,572 | 16,658 | 23,682 | 7,024- | 29.65- |
| 034 | 24 PK NR GB | 7,758 | 10,456 | 37,367 | 52,088 | 14,721- | 28.26- |
| 035 | 4-6 NR GB | 10,879 | 14,285 | 48,099 | 70,929 | 22,830- | 32.18- |
| 036 | 4-6 BK NR GB | 0 | 0 | 5,985 | 6,992 | 1,007- | 14.40- |
| 037 | 12/32 NR GB | 1,488 | 1,207 | 4,898 | 6,997 | 2,099- | 29.99- |
| 040 | 24 PK CAN GB | 0 | 1,457 | 1,386 | 2,954 | 1,568- | 53.08- |
| 041 | 4-6 CAN GB | 19,261 | 28,952 | 62,602 | 94,713 | 32,111- | 33.90- |
| 042 | 12/12 CAN GB | 132,465 | 168,323 | 375,817 | 502,149 | 126,332- | 25.15- |
| 043 | 24/16 CAN GB | 6,098 | 7,280 | 24,191 | 35,887 | 11,696- | 32.59- |
| 029 | 24/12 PREM RET | 30,871 | 39,746 | 132,888 | 172,673 | 39,785- | 23.04- |
| 030 | 36/8 PREM RET | 10,936 | 12,903 | 44,429 | 56,596 | 12,167- | 21.49- |
| 033 | 24/12 PREM N R | 1,275 | 2,244 | 6,942 | 7,774 | 832- | 10.70- |
| 038 | 4-6 PREM CAN | 2,514 | 1,877 | 7,162 | 13,572 | 6,410- | 47.22- |
| 039 | 12/12 PREM CAN | 30,447 | 20,597 | 82,652 | 79,606 | 3,046 | 3.82 |
| 047 | 24/12 RA GB 32 | 43,248 | 53,958 | 185,947 | 259,560 | 73,613- | 28.36- |
| 048 | 35/7 RA GB 32 | 749 | 1,113 | 6,022 | 10,104 | 4,082- | 40.39- |
| 050 | 36/8 RT GB 32 | 576 | 847 | 3,660 | 5,209 | 1,549- | 29.73- |
| 055 | 4-6 NR GB 32 | 11,709 | 18,040 | 51,490 | 76,608 | 25,118- | 32.78- |
| 056 | 4-6 BKNR GB 32 | 25 | 0 | 3,048 | 3,754 | 706- | 18.80- |
| 057 | 12/32 NR GB 32 | 2,007 | 1,524 | 8,144 | 8,651 | 507- | 5.86- |
| 060 | 24 PK C GB 32 | 0 | 202 | 0 | 775 | 775- | 100.00- |
| 061 | 4-6 CAN GB 32 | 32,409 | 38,039 | 102,697 | 138,428 | 35,731- | 25.81- |
| 062 | 12/12 C GB 32 | 63,140 | 76,230 | 155,051 | 189,282 | 34,231- | 18.08- |
| 063 | 24/16 C GB 32 | 5,289 | 6,412 | 23,437 | 29,435 | 5,998- | 20.37- |
| 066 | 4-6 CAN GBX | 0 | 426 | 0 | 2,745 | 2,745- | 100.00- |
| 026 | 36/8 COCLUB 32 | 0 | 80 | 0 | 880 | 880- | 100.00- |
| 064 | 36/8 COCLUB CN | 1,280 | 1,600 | 4,160 | 5,575 | 1,415- | 25.38- |
| 065 | 4-6 COCLUB CAN | 1,001 | 1,547 | 6,188 | 6,857 | 669- | 9.75- |
| 068 | 24/16 COCLUB C | 1,260 | 1,400 | 5,530 | 7,228 | 1,698- | 23.49- |
| 069 | 4-6 GOETZ NEAR | 91 | 0 | 175 | 0 | 175 | 100.00 |
| 018 | 24/11 RNGNS 32 | 0 | 100 | 0 | 260 | 260- | 100.00- |
| 019 | 24/11 RINGNES | 299 | 538 | 1,418 | 1,358 | 60 | 4.41 |
| 147 | 24/12 RT WL | 16,045 | 17,808 | 64,135 | 82,481 | 18,346- | 22.24- |
| 148 | 4-6 CAN WL | 1,785 | 3,325 | 6,585 | 12,705 | 6,120- | 48.17- |
| 159 | 12/12 CAN WL | 2,429 | 0 | 16,496 | 0 | 16,496 | 100.00 |
| 149 | 24/16 CAN WL | 0 | 589 | 0 | 3,038 | 3,038- | 100.00- |
| 152 | 24/12 R WL 32 | 2,772 | 3,444 | 9,541 | 15,205 | 5,664- | 37.25- |
| 153 | 4-6 CAN WL 32 | 1,897 | 3,003 | 6,084 | 10,599 | 4,515- | 42.59- |
| 164 | 12/12 CAN WL32 | 1,848 | 0 | 6,564 | 0 | 6,564 | 100.00 |
| 154 | 24/16 C WL 32 | 0 | 616 | 0 | 3,495 | 3,495- | 100.00- |

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| | | | | | | | |
|---|---|---|---|---|---|---|---|
| 167 | 24/12 RT HN | 110,880 | 128,815 | 433,652 | 492,505 | 58,853- | 11.94- |
| 169 | 4-6 CAN HN | 4,046 | 7,098 | 22,597 | 27,306 | 4,709- | 17.24- |
| 170 | 12/12 CAN HN | 11,858 | 11,717 | 50,613 | 50,786 | 173- | .34- |
| 173 | 24/12 RT HN 32 | 8,148 | 11,719 | 31,752 | 42,944 | 11,192- | 26.06- |
| 175 | 4-6 CAN HN 32 | 3,840 | 4,500 | 14,235 | 17,200 | 2,965- | 17.23- |
| 176 | 12/12 C HN 32 | 3,510 | 4,326 | 15,972 | 17,565 | 1,593- | 9.06- |
| GRAIN BELT FULL BARRELS | | 12,650.50 | 14,903.50 | 50,126.50 | 59,812.75 | 9,686.25- | 16.19- |
| GRAIN BELT 288 OZ CASES | | 403,118.25 | 504,493.13 | 1,526,521.79 | 2,011,995.64 | 485,473.85- | 24.12- |
| WHITE LABEL 288 OZ CASES | | 24,637.50 | 29,186.66 | 97,875.00 | 129,700.65 | 31,825.65- | 24.53- |
| HAUENSTEIN 288 OZ CASES | | 134,598.00 | 160,153.50 | 535,528.50 | 614,130.50 | 78,602.00- | 12.79- |
| CO CLUB NEAR R1NGNES 288OZ | | 4,326.08 | 5,678.50 | 19,196.15 | 24,432.48 | 5,236.33- | 21.43- |
| TOTAL FULL BARRELS | | 12,650.50 | 14,903.50 | 50,126.50 | 59,812.75 | 9,686.25- | 16.19- |
| TOTAL 288 OZ CASES | | 566,679.83 | 699,511.79 | 2,179,121.44 | 2,780,259.27 | 601,137.83- | 21.62- |
| TOTAL BARRELAGE | | 53,780.12 | 65,674.06 | 208,287.13 | 261,603.96 | 53,316.83- | 20.38- |

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REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 05/75

GRAIN BELT BRANDS

ARIZONA

| | | MONTHLY | | YEARLY | | | |
|---|---|---|---|---|---|---|---|
| | | CURRENT | LAST YEAR | CURRENT | LAST YEAR | VARIANCE | % |
| 041 | 4-6 CAN GB | 2,002 | 0 | 3,773 | 0 | 3,773 | 100.00 |
| 042 | 12/12 CAN GB | 0 | 0 | 462 | 0 | 462 | 100.00 |
| 148 | 4-6 CAN WL | 0 | 0 | 0 | 5,467 | 5,467- | 100.00- |
| 169 | 4-6 CAN HN | 0 | 0 | 4,004 | 5,467 | 1,463- | 26.76- |
| 170 | 12/12 CAN HN | 0 | 0 | 2,926 | 0 | 2,926 | 100.00 |
| GRAIN BELT FULL BARRELS | | .00 | .00 | .00 | .00 | .00 | .00 |
| GRAIN BELT 288 OZ CASES | | 2,002.00 | .00 | 4,004.00 | .00 | 4,004.00 | 100.00 |
| WHITE LABEL 288 OZ CASES | | .00 | .00 | .00 | 5,467.00 | 5,467.00- | 100.00- |
| HAUENSTEIN 288 OZ CASES | | .00 | .00 | 5,467.00 | 5,467.00 | .00 | .00 |
| CO CLUB NEAR R1NGNES 288OZ | | .00 | .00 | .00 | .00 | .00 | .00 |
| TOTAL FULL BARRELS | | .00 | .00 | .00 | .00 | .00 | .00 |
| TOTAL 288 OZ CASES | | 2,002.00 | .00 | 9,471.00 | 10,934.00 | 1,463.00- | 13.38- |
| TOTAL BARRELAGE | | 145.30 | .00 | 687.40 | 793.58 | 106.18- | 13.37- |

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REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 05/75

GRAIN BELT BRANDS

| CALIFORNIA | MONTHLY CURRENT | MONTHLY LAST YEAR | YEARLY CURRENT | YEARLY LAST YEAR | VARIANCE | % |
|---|---|---|---|---|---|---|
| 042 12/12 CAN GB | 11,088 | 0 | 19,712 | 0 | 19,712 | 100.00 |
| GRAIN BELT FULL BARRELS | .00 | .00 | .00 | .00 | .00 | .00 |
| GRAIN BELT 288 OZ CASES | 5,544.00 | .00 | 9,856.00 | .00 | 9,856.00 | 100.00 |
| WHITE LABEL 288 OZ CASES | .00 | .00 | .00 | .00 | .00 | .00 |
| HAUENSTEIN 288 OZ CASES | .00 | .00 | .00 | .00 | .00 | .00 |
| CO CLUB NEAR R1NGNES 288OZ | .00 | .00 | .00 | .00 | .00 | .00 |
| TOTAL FULL BARRELS | .00 | .00 | .00 | .00 | .00 | .00 |
| TOTAL 288 OZ CASES | 5,544.00 | .00 | 9,856.00 | .00 | 9,856.00 | 100.00 |
| TOTAL BARRELAGE | 402.38 | .00 | 715.34 | .00 | 715.34 | 100.00 |

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REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 05/75

GRAIN BELT BRANDS

| COLORADO | | MONTHLY | | YEARLY | | | |
|---|---|---|---|---|---|---|---|
| | | CURRENT | LAST YEAR | CURRENT | LAST YEAR | VARIANCE | % |
| 035 | 4-6 NR GB | 0 | 560 | 7,000 | 1,568 | 5,432 | 346.42 |
| 036 | 4-6 BK NR GB | 0 | 0 | 539 | 0 | 539 | 100.00 |
| 037 | 12/32 NR GB | 0 | 0 | 0 | 42 | 42- | 100.00- |
| 041 | 4-6 CAN GB | 0 | 1,386 | 6,006 | 6,545 | 539- | 8.23- |
| 055 | 4-6 NR GB 32 | 0 | 112 | 0 | 224 | 224- | 100.00- |
| 057 | 12/32 NR GB 32 | 0 | 0 | 0 | 42 | 42- | 100.00- |
| GRAIN BELT FULL BARRELS | | .00 | .00 | .00 | .00 | .00 | .00 |
| GRAIN BELT 288 OZ CASES | | .00 | 2,058.00 | 13,545.00 | 8,449.00 | 5,096.00 | 60.31 |
| WHITE LABEL 288 OZ CASES | | .00 | .00 | .00 | .00 | .00 | .00 |
| HAUENSTEIN 288 OZ CASES | | .00 | .00 | .00 | .00 | .00 | .00 |
| CO CLUB NEAR R1NGNES 288OZ | | .00 | .00 | .00 | .00 | .00 | .00 |
| TOTAL FULL BARRELS | | .00 | .00 | .00 | .00 | .00 | .00 |
| TOTAL 288 OZ CASES | | .00 | 2,058.00 | 13,545.00 | 8,449.00 | 5,096.00 | 60.31 |
| TOTAL BARRELAGE | | .00 | 149.36 | 983.09 | 613.22 | 369.87 | 60.31 |

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REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 05/75

GRAIN BELT BRANDS

| CANADA | MONTHLY CURRENT | MONTHLY LAST YEAR | YEARLY CURRENT | YEARLY LAST YEAR | VARIANCE | % |
|---|---|---|---|---|---|---|
| 041 4-6 CAN GB | 0 | 0 | 462 | 308 | 154 | 50.00 |
| GRAIN BELT FULL BARRELS | .00 | .00 | .00 | .00 | .00 | .00 |
| GRAIN BELT 288 OZ CASES | .00 | .00 | 462.00 | 308.00 | 154.00 | 50.00 |
| WHITE LABEL 288 OZ CASES | .00 | .00 | .00 | .00 | .00 | .00 |
| HAUENSTEIN 288 OZ CASES | .00 | .00 | .00 | .00 | .00 | .00 |
| CO CLUB NEAR R1NGNES 288OZ | .00 | .00 | .00 | .00 | .00 | .00 |
| TOTAL FULL BARRELS | .00 | .00 | .00 | .00 | .00 | .00 |
| TOTAL 288 OZ CASES | .00 | .00 | 462.00 | 308.00 | 154.00 | 50.00 |
| TOTAL BARRELAGE | .00 | .00 | 33.53 | 22.35 | 11.18 | 50.02 |

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REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 05/75

GRAIN BELT BRANDS

ILLINOIS

| | | MONTHLY | | YEARLY | | | |
|---|---|---|---|---|---|---|---|
| | | CURRENT | LAST YEAR | CURRENT | LAST YEAR | VARIANCE | % |
| 001 | 1/1 BBL GB ST | 4 | 10 | 40 | 44 | 4- | 9.09- |
| 002 | 1/2 BBL GB ST | 36 | 32 | 200 | 283 | 83- | 29.32- |
| 003 | 1/4 BBL GB ST | 60 | 68 | 268 | 407 | 139- | 34.15- |
| 027 | 24/12 RT A GB | 42 | 84 | 420 | 599 | 179- | 29.88- |
| 035 | 4-6 NR GB | 0 | 56 | 56 | 336 | 280- | 83.33- |
| 036 | 4-6 BK NR GB | 0 | 0 | 756 | 1,078 | 322- | 29.87- |
| 037 | 12/32 NR GB | 0 | 42 | 420 | 252 | 168 | 66.66 |
| 040 | 24 PK CAN GB | 0 | 0 | 0 | 4,004 | 4,004- | 100.00- |
| 041 | 4-6 CAN GB | 154 | 924 | 2,772 | 5,467 | 2,695- | 49.29- |
| 042 | 12/12 CAN GB | 1,848 | 8,008 | 11,858 | 31,416 | 19,558- | 62.25- |
| 043 | 24/16 CAN GB | 0 | 0 | 0 | 56 | 56- | 100.00- |
| 029 | 24/12 PREM RET | 84 | 1,260 | 966 | 6,720 | 5,754- | 85.62- |
| 030 | 36/8 PREM RET | 15 | 36 | 195 | 360 | 165- | 45.83- |
| 038 | 4-6 PREM CAN | 0 | 705 | 0 | 802 | 802- | 100.00- |
| 039 | 12/12 PREM CAN | 0 | 0 | 224 | 0 | 224 | 100.00 |
| 148 | 4-6 CAN WL | 0 | 0 | 21 | 0 | 21 | 100.00 |
| 159 | 12/12 CAN WL | 0 | 0 | 238 | 0 | 238 | 100.00 |
| 169 | 4-6 CAN HN | 0 | 0 | 21 | 0 | 21 | 100.00 |
| 170 | 12/12 CAN HN | 0 | 0 | 308 | 0 | 308 | 100.00 |
| | GRAIN BELT FULL BARRELS | 37.00 | 43.00 | 207.00 | 287.25 | 80.25- | 27.93- |
| | GRAIN BELT 288 OZ CASES | 1,219.00 | 7,125.00 | 11,766.00 | 35,484.67 | 23,718.67- | 66.84- |
| | WHITE LABEL 288 OZ CASES | .00 | .00 | 140.00 | .00 | 140.00 | 100.00 |
| | HAUENSTEIN 288 OZ CASES | .00 | .00 | 175.00 | .00 | 175.00 | 100.00 |
| | CO CLUB NEAR R1NGNES 288OZ | .00 | .00 | .00 | .00 | .00 | .00 |
| | TOTAL FULL BARRELS | 37.00 | 43.00 | 207.00 | 287.25 | 80.25- | 27.93- |
| | TOTAL 288 OZ CASES | 1,219.00 | 7,125.00 | 12,081.00 | 35,484.67 | 23,403.67- | 65.95- |
| | TOTAL BARRELAGE | 125.47 | 560.13 | 1,083.83 | 2,862.72 | 1,778.89- | 62.13- |

FORM 1411-1/2GB
PRINTED IN U.S.A.

REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 05/75

GRAIN BELT BRANDS

IOWA

| | | MONTHLY | | YEARLY | | | |
|---|---|---|---|---|---|---|---|
| | | CURRENT | LAST YEAR | CURRENT | LAST YEAR | VARIANCE | % |
| 002 | 1/2 BBL GB ST | 492 | 652 | 1,860 | 3,400 | 1,540- | 45.29- |
| 003 | 1/4 BBL GB ST | 28 | 72 | 57 | 202 | 145- | 71.78- |
| 027 | 24/12 RT A GB | 672 | 504 | 2,898 | 5,397 | 2,499- | 46.30- |
| 034 | 24 PK NR GB | 0 | 0 | 684 | 7,981 | 7,297- | 91.42- |
| 035 | 4-6 NR GB | 2,464 | 2,184 | 19,656 | 19,265 | 391 | 2.02 |
| 036 | 4-6 BK NR GB | 0 | 0 | 154 | 1,302 | 1,148- | 88.17- |
| 037 | 12/32 NR GB | 605 | 729 | 1,966 | 2,936 | 970- | 33.03- |
| 041 | 4-6 CAN GB | 3,927 | 9,940 | 19,019 | 50,120 | 31,101- | 62.05- |
| 042 | 12/12 CAN GB | 79,310 | 102,256 | 233,156 | 508,508 | 275,352- | 54.14- |
| 043 | 24/16 CAN GB | 112 | 291 | 448 | 739 | 291- | 39.37- |
| 029 | 24/12 PREM RET | 672 | 462 | 2,982 | 5,124 | 2,142- | 41.80- |
| 030 | 36/8 PREM RET | 113 | 72 | 329 | 570 | 241- | 42.28- |
| 033 | 24/12 PREM N R | 21 | 224 | 21 | 1,176 | 1,155- | 98.21- |
| 038 | 4-6 PREM CAN | 770 | 847 | 8,870 | 1,694 | 7,176 | 423.61 |
| 039 | 12/12 PREM CAN | 10,472 | 10,780 | 35,112 | 12,936 | 22,176 | 171.42 |
| 064 | 36/8 COCLUB CN | 0 | 80 | 0 | 80 | 80- | 100.00- |
| 065 | 4-6 COCLUB CAN | 0 | 0 | 0 | 91 | 91- | 100.00- |
| 069 | 4-6 GOETZ NEAR | 91 | 0 | 364 | 445 | 81- | 18.20- |
| 019 | 24/11 RINGNES | 15 | 0 | 15 | 0 | 15 | 100.00 |
| 148 | 4-6 CAN WL | 0 | 154 | 35 | 2,072 | 2,037- | 98.31- |
| 159 | 12/12 CAN WL | 0 | 0 | 2,474 | 0 | 2,474 | 100.00 |
| 167 | 24/12 RT HN | 0 | 84 | 0 | 168 | 168- | 100.00- |
| 169 | 4-6 CAN HN | 0 | 77CR | 0 | 0 | 0 | .00 |
| 170 | 12/12 CAN HN | 0 | 0 | 3,614 | 0 | 3,614 | 100.00 |
| | GRAIN BELT FULL BARRELS | 253.00 | 344.00 | 944.25 | 1,750.50 | 806.25- | 46.05- |
| | GRAIN BELT 288 OZ CASES | 54,485.99 | 72,111.00 | 191,965.66 | 358,250.99 | 166,285.33- | 46.41- |
| | WHITE LABEL 288 OZ CASES | .00 | 154.00 | 1,272.00 | 2,072.00 | 800.00- | 38.61- |
| | HAUENSTEIN 288 OZ CASES | .00 | 7.00 | 1,807.00 | 168.00 | 1,639.00 | 975.59 |
| | CO CLUB NEAR R1NGNES 288OZ | 104.75 | 80.00 | 377.75 | 616.00 | 238.25- | 38.67- |
| | TOTAL FULL BARRELS | 253.00 | 344.00 | 944.25 | 1,750.50 | 806.25- | 46.05- |
| | TOTAL 288 OZ CASES | 54,590.74 | 72,352.00 | 195,422.41 | 361,106.99 | 165,684.58- | 45.88- |
| | TOTAL BARRELAGE | 4,215.19 | 5,595.30 | 15,128.00 | 27,959.64 | 12,831.64- | 45.89- |

FORM 1411-1/2GB
PRINTED IN U.S.A.

REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 05/75

GRAIN BELT BRANDS

KANSAS

| | | MONTHLY | | YEARLY | | | |
|---|---|---|---|---|---|---|---|
| | | CURRENT | LAST YEAR | CURRENT | LAST YEAR | VARIANCE | % |
| 041 | 4-6 CAN GB | 0 | 616 | 0 | 2,233 | 2,233- | 100.00- |
| 042 | 12/12 CAN GB | 0 | 1,540 | 0 | 4,774 | 4,774- | 100.00- |
| 061 | 4-6 CAN GB 32 | 0 | 616 | 0 | 1,386 | 1,386- | 100.00- |
| GRAIN BELT FULL BARRELS | | .00 | .00 | .00 | .00 | .00 | .00 |
| GRAIN BELT 288 OZ CASES | | .00 | 2,002.00 | .00 | 6,006.00 | 6,006.00- | 100.00- |
| WHITE LABEL 288 OZ CASES | | .00 | .00 | .00 | .00 | .00 | .00 |
| HAUENSTEIN 288 OZ CASES | | .00 | .00 | .00 | .00 | .00 | .00 |
| CO CLUB NEAR R1NGNES 288OZ | | .00 | .00 | .00 | .00 | .00 | .00 |
| TOTAL FULL BARRELS | | .00 | .00 | .00 | .00 | .00 | .00 |
| TOTAL 288 OZ CASES | | .00 | 2,002.00 | .00 | 6,006.00 | 6,006.00- | 100.00- |
| TOTAL BARRELAGE | | .00 | 145.30 | .00 | 435.91 | 435.91- | 100.00- |

FORM 1411-1/2GB
PRINTED IN U.S.A.

REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 05/75

GRAIN BELT BRANDS

MICHIGAN

| | | MONTHLY | | YEARLY | | | |
|---|---|---|---|---|---|---|---|
| | | CURRENT | LAST YEAR | CURRENT | LAST YEAR | VARIANCE | % |
| 027 | 24/12 RT A GB | 0 | 252 | 252 | 462 | 210- | 45.45- |
| 028 | 35/7 RT A GB | 0 | 98 | 49 | 147 | 98- | 66.66- |
| 035 | 4-6 NR GB | 0 | 224 | 0 | 280 | 280- | 100.00- |
| 037 | 12/32 NR GB | 0 | 42 | 21 | 42 | 21- | 50.00- |
| 041 | 4-6 CAN GB | 0 | 77 | 35 | 77 | 42- | 54.54- |
| GRAIN BELT FULL BARRELS | | .00 | .00 | .00 | .00 | .00 | .00 |
| GRAIN BELT 288 OZ CASES | | .00 | 692.37 | 356.68 | 1,000.05 | 643.37- | 64.33- |
| WHITE LABEL 288 OZ CASES | | .00 | .00 | .00 | .00 | .00 | .00 |
| HAUENSTEIN 288 OZ CASES | | .00 | .00 | .00 | .00 | .00 | .00 |
| CO CLUB NEAR R1NGNES 288OZ | | .00 | .00 | .00 | .00 | .00 | .00 |
| TOTAL FULL BARRELS | | .00 | .00 | .00 | .00 | .00 | .00 |
| TOTAL 288 OZ CASES | | .00 | 692.37 | 356.68 | 1,000.05 | 643.37- | 64.33- |
| TOTAL BARRELAGE | | .00 | 50.25 | 25.88 | 72.58 | 46.70- | 64.34- |

FORM 1411-1/2GB
PRINTED IN U.S.A.

REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 05/75

GRAIN BELT BRANDS

MISSOURI

| | MONTHLY | | YEARLY | | | |
|---|---|---|---|---|---|---|
| | CURRENT | LAST YEAR | CURRENT | LAST YEAR | VARIANCE | % |
| 041 4-6 CAN GB | 0 | 3,773 | 0 | 9,240 | 9,240- | 100.00- |
| GRAIN BELT FULL BARRELS | .00 | .00 | .00 | .00 | .00 | .00 |
| GRAIN BELT 288 OZ CASES | .00 | 3,773.00 | .00 | 9,240.00 | 9,240.00- | 100.00- |
| WHITE LABEL 288 OZ CASES | .00 | .00 | .00 | .00 | .00 | .00 |
| HAUENSTEIN 288 OZ CASES | .00 | .00 | .00 | .00 | .00 | .00 |
| CO CLUB NEAR R1NGNES 288OZ | .00 | .00 | .00 | .00 | .00 | .00 |
| TOTAL FULL BARRELS | .00 | .00 | .00 | .00 | .00 | .00 |
| TOTAL 288 OZ CASES | .00 | 3,773.00 | .00 | 9,240.00 | 9,240.00- | 100.00- |
| TOTAL BARRELAGE | .00 | 273.84 | .00 | 670.63 | 670.63- | 100.00- |

FORM 1411-1/2GB
PRINTED IN U.S.A.

REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 05/75

GRAIN BELT BRANDS

MONTANA

| | | MONTHLY | | YEARLY | | | |
|---|---|---|---|---|---|---|---|
| | | CURRENT | LAST YEAR | CURRENT | LAST YEAR | VARIANCE | % |
| 027 | 24/12 RT A GB | 0 | 0 | 504 | 0 | 504 | 100.00 |
| 035 | 4-6 NR GB | 952 | 336 | 2,688 | 1,680 | 1,008 | 60.00 |
| 036 | 4-6 BK NR GB | 0 | 0 | 0 | 154 | 154- | 100.00- |
| 041 | 4-6 CAN GB | 1,771 | 462 | 2,618 | 2,618 | 0 | .00 |
| 029 | 24/12 PREM RET | 0 | 0 | 294 | 0 | 294 | 100.00 |
| 064 | 36/8 COCLUB CN | 320 | 0 | 320 | 0 | 320 | 100.00 |
| 065 | 4-6 COCLUB CAN | 182 | 0 | 182 | 0 | 182 | 100.00 |
| GRAIN BELT FULL BARRELS | | .00 | .00 | .00 | .00 | .00 | .00 |
| GRAIN BELT 288 OZ CASES | | 2,723.00 | 798.00 | 6,104.00 | 4,452.00 | 1,652.00 | 37.10 |
| WHITE LABEL 288 OZ CASES | | .00 | .00 | .00 | .00 | .00 | .00 |
| HAUENSTEIN 288 OZ CASES | | .00 | .00 | .00 | .00 | .00 | .00 |
| CO CLUB NEAR R1NGNES 288OZ | | 502.00 | .00 | 502.00 | .00 | 502.00 | 100.00 |
| TOTAL FULL BARRELS | | .00 | .00 | .00 | .00 | .00 | .00 |
| TOTAL 288 OZ CASES | | 3,225.00 | 798.00 | 6,606.00 | 4,452.00 | 2,154.00 | 48.38 |
| TOTAL BARRELAGE | | 234.07 | 57.91 | 479.46 | 323.12 | 156.34 | 48.38 |

FORM 1411-J/2GB
PRINTED IN U.S.A.

REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 05/75

GRAIN BELT BRANDS

NEBRASKA

| | | MONTHLY | | YEARLY | | | |
|---|---|---|---|---|---|---|---|
| | | CURRENT | LAST YEAR | CURRENT | LAST YEAR | VARIANCE | % |
| 002 | 1/2 BBL GB ST | 48 | 60 | 228 | 662 | 434- | 65.55- |
| 003 | 1/4 BBL GB ST | 0 | 8 | 0 | 44 | 44- | 100.00- |
| 010 | 1/2 BBL WB | 12 | 36 | 60 | 120 | 60- | 50.00- |
| 027 | 24/12 RT A GB | 210 | 294 | 1,327 | 1,722 | 395- | 22.93- |
| 035 | 4-6 NR GB | 0 | 0 | 84 | 224 | 140- | 62.50- |
| 036 | 4-6 BK NR GB | 0 | 0 | 231 | 154 | 77 | 50.00 |
| 041 | 4-6 CAN GB | 77 | 385 | 847 | 1,232 | 385- | 31.25- |
| 042 | 12/12 CAN GB | 1,386 | 2,772 | 9,856 | 13,394 | 3,538- | 26.41- |
| 043 | 24/16 CAN GB | 0 | 56 | 56 | 349 | 293- | 83.95- |
| 029 | 24/12 PREM RET | 0 | 30 | 52 | 102 | 50- | 49.01- |
| GRAIN BELT FULL BARRELS | | 30.00 | 50.00 | 144.00 | 402.00 | 258.00- | 64.17- |
| GRAIN BELT 288 OZ CASES | | 980.00 | 2,169.67 | 7,543.67 | 10,596.33 | 3,052.66- | 28.80- |
| WHITE LABEL 288 OZ CASES | | .00 | .00 | .00 | .00 | .00 | .00 |
| HAUENSTEIN 288 OZ CASES | | .00 | .00 | .00 | .00 | .00 | .00 |
| CO CLUB NEAR R1NGNES 288OZ | | .00 | .00 | .00 | .00 | .00 | .00 |
| TOTAL FULL BARRELS | | 30.00 | 50.00 | 144.00 | 402.00 | 258.00- | 64.17- |
| TOTAL 288 OZ CASES | | 980.00 | 2,169.67 | 7,543.67 | 10,596.33 | 3,052.66- | 28.80- |
| TOTAL BARRELAGE | | 101.12 | 207.47 | 691.51 | 1,171.08 | 479.57- | 40.95- |

FORM 1411-1/2GB
PRINTED IN U.S.A.

REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 05/75

GRAIN BELT BRANDS

NORTH DAKOTA

| | | MONTHLY | | YEARLY | | | |
|---|---|---|---|---|---|---|---|
| | | CURRENT | LAST YEAR | CURRENT | LAST YEAR | VARIANCE | % |
| 002 | 1/2 BBL GB ST | 396 | 696 | 1,676 | 2,932 | 1,256- | 42.83- |
| 003 | 1/4 BBL GB ST | 128 | 268 | 584 | 856 | 272- | 31.77- |
| 027 | 24/12 RT A GB | 630 | 1,344 | 4,116 | 5,796 | 1,680- | 28.98- |
| 034 | 24 PK NR GB | 56 | 168 | 504 | 504 | 0 | .00 |
| 035 | 4-6 NR GB | 616 | 1,904 | 5,270 | 8,008 | 2,738- | 34.19- |
| 036 | 4-6 BK NR GB | 0 | 0 | 539 | 560 | 21- | 3.75- |
| 037 | 12/32 NR GB | 154 | 294 | 361 | 847 | 486- | 57.37- |
| 041 | 4-6 CAN GB | 2,541 | 2,772 | 9,163 | 6,314 | 2,849 | 45.12 |
| 042 | 12/12 CAN GB | 2,002 | 3,080 | 12,166 | 7,084 | 5,082 | 71.73 |
| 043 | 24/16 CAN GB | 56 | 0 | 140 | 298 | 158- | 53.02- |
| 029 | 24/12 PREM RET | 2,520 | 5,964 | 14,028 | 20,236 | 6,208- | 30.67- |
| 030 | 36/8 PREM RET | 576 | 1,512 | 3,204 | 5,256 | 2,052- | 39.04- |
| 033 | 24/12 PREM N R | 56 | 224 | 427 | 930 | 503- | 54.08- |
| 038 | 4-6 PREM CAN | 1,155 | 6,314 | 8,274 | 22,346 | 14,072- | 62.97- |
| 039 | 12/12 PREM CAN | 770 | 4,312 | 4,004 | 20,701 | 16,697- | 80.65- |
| 066 | 4-6 CAN GBX | 0 | 0 | 0 | 21 | 21- | 100.00- |
| 064 | 36/8 COCLUB CN | 80 | 160 | 560 | 854 | 294- | 34.42- |
| 065 | 4-6 COCLUB CAN | 0 | 182 | 455 | 273 | 182 | 66.66 |
| 068 | 24/16 COCLUB C | 70 | 70 | 210 | 208 | 2 | .96 |
| 069 | 4-6 GOETZ NEAR | 0 | 0 | 91 | 91 | 0 | .00 |
| 019 | 24/11 RINGNES | 112 | 0 | 333 | 0 | 333 | 100.00 |
| 148 | 4-6 CAN WL | 0 | 77 | 112 | 154 | 42- | 27.27- |
| 167 | 24/12 RT HN | 126 | 294 | 462 | 1,218 | 756- | 62.06- |
| 169 | 4-6 CAN HN | 53 | 231 | 669 | 1,848 | 1,179- | 63.79- |
| 170 | 12/12 CAN HN | 308 | 616 | 2,002 | 8,069 | 6,067- | 75.18- |
| | GRAIN BELT FULL BARRELS | 230.00 | 415.00 | 984.00 | 1,680.00 | 696.00- | 41.42- |
| | GRAIN BELT 288 OZ CASES | 9,816.00 | 24,290.00 | 54,278.00 | 85,390.16 | 31,112.16- | 36.43- |
| | WHITE LABEL 288 OZ CASES | .00 | 77.00 | 112.00 | 154.00 | 42.00- | 27.27- |
| | HAUENSTEIN 288 OZ CASES | 333.00 | 833.00 | 2,132.00 | 7,100.50 | 4,968.50- | 69.97- |
| | CO CLUB NEAR RINGNES 288OZ | 276.00 | 435.33 | 1,691.25 | 1,495.33 | 195.92 | 13.10 |
| | TOTAL FULL BARRELS | 230.00 | 415.00 | 984.00 | 1,680.00 | 696.00- | 41.42- |
| | TOTAL 288 OZ CASES | 10,425.00 | 25,635.33 | 58,213.25 | 94,139.99 | 35,926.74- | 38.16- |
| | TOTAL BARRELAGE | 986.64 | 2,275.61 | 5,209.11 | 8,512.68 | 3,303.57- | 38.80- |

FORM 1411-1/2GB
PRINTED IN U.S.A.

REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 05/75

GRAIN BELT BRANDS

SOUTH DAKOTA

| | | MONTHLY | | YEARLY | | | |
|---|---|---|---|---|---|---|---|
| | | CURRENT | LAST YEAR | CURRENT | LAST YEAR | VARIANCE | % |
| 002 | 1/2 BBL GB ST | 484 | 272 | 1,564 | 1,586 | 22- | 1.38- |
| 003 | 1/4 BBL GB ST | 94 | 58 | 282 | 314 | 32- | 10.19- |
| 006 | 1/2 BBL GB 3.2 | 822 | 924 | 2,898 | 4,894 | 1,996- | 40.78- |
| 007 | 1/4 BBL GB 3.2 | 222 | 202 | 554 | 696 | 142- | 20.40- |
| 027 | 24/12 RT A GB | 1,848 | 2,142 | 8,946 | 12,474 | 3,528- | 28.28- |
| 034 | 24 PK NR GB | 0 | 0 | 112 | 56 | 56 | 100.00 |
| 035 | 4-6 NR GB | 2,184 | 1,568 | 7,728 | 9,703 | 1,975- | 20.35- |
| 036 | 4-6 BK NR GB | 0 | 0 | 427 | 622 | 195- | 31.35- |
| 037 | 12/32 NR GB | 67 | 89 | 553 | 740 | 187- | 25.27- |
| 041 | 4-6 CAN GB | 3,311 | 2,695 | 9,779 | 12,705 | 2,926- | 23.03- |
| 042 | 12/12 CAN GB | 2,156 | 1,386 | 5,852 | 3,542 | 2,310 | 65.21 |
| 043 | 24/16 CAN GB | 392 | 168 | 1,286 | 1,400 | 114- | 8.14- |
| 029 | 24/12 PREM RET | 1,344 | 1,134 | 8,568 | 9,576 | 1,008- | 10.52- |
| 030 | 36/8 PREM RET | 684 | 828 | 3,024 | 5,046 | 2,022- | 40.07- |
| 033 | 24/12 PREM N R | 0 | 0 | 0 | 224 | 224- | 100.00- |
| 038 | 4-6 PREM CAN | 1,120 | 847 | 3,563 | 5,852 | 2,289- | 39.11- |
| 039 | 12/12 PREM CAN | 0 | 154 | 0 | 308 | 308- | 100.00- |
| 047 | 24/12 RA GB 32 | 2,772 | 1,848 | 11,256 | 17,556 | 6,300- | 35.88- |
| 050 | 36/8 RT GB 32 | 432 | 324 | 2,124 | 4,138 | 2,014- | 48.67- |
| 055 | 4-6 NR GB 32 | 2,240 | 2,912 | 7,056 | 13,132 | 6,076- | 46.26- |
| 056 | 4-6 BKNR GB 32 | 0 | 0 | 133 | 124 | 9 | 7.25 |
| 057 | 12/32 NR GB 32 | 94 | 210 | 451 | 945 | 494- | 52.27- |
| 061 | 4-6 CAN GB 32 | 4,466 | 3,696 | 14,245 | 20,482 | 6,237- | 30.45- |
| 062 | 12/12 C GB 32 | 1,848 | 154 | 4,774 | 616 | 4,158 | 675.00 |
| 063 | 24/16 C GB 32 | 0 | 0 | 280 | 112 | 168 | 150.00 |
| 064 | 36/8 COCLUB CN | 0 | 320 | 346 | 640 | 294- | 45.93- |
| 065 | 4-6 COCLUB CAN | 728 | 728 | 3,185 | 3,177 | 8 | .25 |
| 068 | 24/16 COCLUB C | 280 | 210 | 980 | 910 | 70 | 7.69 |
| 019 | 24/11 RINGNES | 20 | 0 | 70 | 0 | 70 | 100.00 |
| 147 | 24/12 RT WL | 42 | 252 | 420 | 840 | 420- | 50.00- |
| 148 | 4-6 CAN WL | 98 | 231 | 252 | 850 | 598- | 70.35- |
| 152 | 24/12 R WL 32 | 84 | 84 | 378 | 462 | 84- | 18.18- |
| 153 | 4-6 CAN WL 32 | 119 | 77 | 398 | 1,027 | 629- | 61.24- |
| 164 | 12/12 CAN WL32 | 42 | 0 | 84 | 0 | 84 | 100.00 |
| 167 | 24/12 RT HN | 0 | 0 | 0 | 84 | 84- | 100.00- |
| 169 | 4-6 CAN HN | 0 | 154 | 77 | 462 | 385- | 83.33- |
| 173 | 24/12 RT HN 32 | 0 | 0 | 0 | 42 | 42- | 100.00- |
| 175 | 4-6 CAN HN 32 | 77 | 77 | 301 | 616 | 315- | 51.13- |
| 176 | 12/12 C HN 32 | 0 | 0 | 0 | 154 | 154- | 100.00- |
| | GRAIN BELT FULL BARRELS | 732.00 | 663.00 | 2,440.00 | 3,492.50 | 1,052.50- | 30.13- |
| | GRAIN BELT 288 OZ CASES | 23,140.33 | 19,463.67 | 85,700.65 | 118,185.65 | 32,485.00- | 27.48- |
| | WHITE LABEL 288 OZ CASES | 364.00 | 644.00 | 1,490.00 | 3,179.00 | 1,689.00- | 53.12- |
| | HAUENSTEIN 288 OZ CASES | 77.00 | 231.00 | 378.00 | 1,281.00 | 903.00- | 70.49- |
| | CO CLUB NEAR R1NGNES 2880Z | 1,119.66 | 1,328.00 | 4,901.83 | 5,030.33 | 128.50- | 2.55- |
| | TOTAL FULL BARRELS | 732.00 | 663.00 | 2,440.00 | 3,492.50 | 1,052.50- | 30.13- |
| | TOTAL 288 OZ CASES | 24,700.99 | 21,666.67 | 92,470.48 | 127,675.98 | 35,205.50- | 27.57- |

FORM 1411-1/2GB
PRINTED IN U.S.A.

| | | | | | | |
|---|---|---|---|---|---|---|
| TOTAL BARRELAGE | 2,524.79 | 2,235.56 | 9,151.50 | 12,759.22 | 3,607.72- | 28.27- |

FORM 1411-1/2GB
PRINTED IN U.S.A.

REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 05/75

GRAIN BELT BRANDS

WASHINGTON

| | MONTHLY | | YEARLY | | | |
|---|---|---|---|---|---|---|
| | CURRENT | LAST YEAR | CURRENT | LAST YEAR | VARIANCE | % |
| 035 4-6 NR GB | 0 | 2,626 | 0 | 6,368 | 6,368- | 100.00- |
| 041 4-6 CAN GB | 0 | 0 | 0 | 308 | 308- | 100.00- |
| GRAIN BELT FULL BARRELS | .00 | .00 | .00 | .00 | .00 | .00 |
| GRAIN BELT 288 OZ CASES | .00 | 2,626.00 | .00 | 6,676.00 | 6,676.00- | 100.00- |
| WHITE LABEL 288 OZ CASES | .00 | .00 | .00 | .00 | .00 | .00 |
| HAUENSTEIN 288 OZ CASES | .00 | .00 | .00 | .00 | .00 | .00 |
| CO CLUB NEAR R1NGNES 2880Z | .00 | .00 | .00 | .00 | .00 | .00 |
| TOTAL FULL BARRELS | .00 | .00 | .00 | .00 | .00 | .00 |
| TOTAL 288 OZ CASES | .00 | 2,626.00 | .00 | 6,676.00 | 6,676.00- | 100.00- |
| TOTAL BARRELAGE | .00 | 190.59 | .00 | 484.54 | 484.54- | 100.00- |

FORM 1411-1/2GB
PRINTED IN U.S.A.

REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 05/75

GRAIN BELT BRANDS

WISCONSIN

| | | MONTHLY | | YEARLY | | | |
|---|---|---|---|---|---|---|---|
| | | CURRENT | LAST YEAR | CURRENT | LAST YEAR | VARIANCE | % |
| 002 | 1/2 BBL GB ST | 804 | 746 | 3,756 | 4,855 | 1,099- | 22.63- |
| 003 | 1/4 BBL GB ST | 322 | 213 | 803 | 913 | 110- | 12.04- |
| 011 | 1/4 BBL WB | 0 | 0 | 0 | 12 | 12- | 100.00- |
| 027 | 24/12 RT A GB | 15,162 | 13,272 | 50,015 | 65,856 | 15,841- | 24.05- |
| 028 | 35/7 RT A GB | 2,058 | 2,156 | 8,644 | 13,755 | 5,111- | 37.15- |
| 034 | 24 PK NR GB | 224 | 280 | 748 | 758 | 10- | 1.31- |
| 035 | 4-6 NR GB | 1,288 | 2,632 | 5,180 | 10,245 | 5,065- | 49.43- |
| 036 | 4-6 BK NR GB | 0 | 0 | 1,899 | 1,386 | 513 | 37.01 |
| 037 | 12/32 NR GB | 488 | 153 | 1,313 | 1,490 | 177- | 11.87- |
| 040 | 24 PK CAN GB | 0 | 0 | 0 | 2,156 | 2,156- | 100.00- |
| 041 | 4-6 CAN GB | 2,058 | 4,235 | 6,601 | 13,546 | 6,945- | 51.26- |
| 042 | 12/12 CAN GB | 32,928 | 34,958 | 89,908 | 117,966 | 28,058- | 23.78- |
| 043 | 24/16 CAN GB | 0 | 15 | 0 | 119 | 119- | 100.00- |
| 029 | 24/12 PREM RET | 2,562 | 2,898 | 7,224 | 11,088 | 3,864- | 34.84- |
| 030 | 36/8 PREM RET | 806 | 792 | 3,290 | 4,608 | 1,318- | 28.60- |
| 033 | 24/12 PREM N R | 0 | 0 | 5 | 140 | 135- | 96.42- |
| 038 | 4-6 PREM CAN | 0 | 0 | 2 | 0 | 2 | 100.00 |
| 039 | 12/12 PREM CAN | 2,030 | 1,694 | 4,109 | 4,235 | 126- | 2.97- |
| 066 | 4-6 CAN GBX | 0 | 0 | 0 | 154 | 154- | 100.00- |
| 064 | 36/8 COCLUB CN | 0 | 0 | 160 | 0 | 160 | 100.00 |
| 065 | 4-6 COCLUB CAN | 0 | 0 | 182 | 0 | 182 | 100.00 |
| 069 | 4-6 GOETZ NEAR | 182 | 0 | 1,092 | 91 | 1,001 | 1100.00 |
| 147 | 24/12 RT WL | 636 | 1,244 | 2,190 | 3,890 | 1,700- | 43.70- |
| 148 | 4-6 CAN WL | 0 | 84 | 0 | 161 | 161- | 100.00- |
| 167 | 24/12 RT HN | 6,524 | 6,174 | 20,902 | 24,066 | 3,164- | 13.14- |
| 169 | 4-6 CAN HN | 0 | 77 | 175 | 169 | 6 | 3.55 |
| 170 | 12/12 CAN HN | 0 | 462 | 505 | 1,694 | 1,189- | 70.18- |
| | GRAIN BELT FULL BARRELS | 482.50 | 426.25 | 2,078.75 | 2,658.75 | 580.00- | 21.81- |
| | GRAIN BELT 288 OZ CASES | 41,980.39 | 44,493.09 | 131,076.52 | 184,884.07 | 53,807.55- | 29.10- |
| | WHITE LABEL 288 OZ CASES | 636.00 | 1,328.00 | 2,190.00 | 4,051.00 | 1,861.00- | 45.93- |
| | HAUENSTEIN 288 OZ CASES | 6,524.00 | 6,482.00 | 21,329.50 | 25,082.00 | 3,752.50- | 14.96- |
| | CO CLUB NEAR R1NGNES 288OZ | 182.00 | .00 | 1,434.00 | 91.00 | 1,343.00 | 1475.82 |
| | TOTAL FULL BARRELS | 482.50 | 426.25 | 2,078.75 | 2,658.75 | 580.00- | 21.81- |
| | TOTAL 288 OZ CASES | 49,322.39 | 52,303.09 | 156,030.02 | 214,108.07 | 58,078.05- | 27.12- |
| | TOTAL BARRELAGE | 4,062.31 | 4,222.40 | 13,403.40 | 18,198.71 | 4,795.31- | 26.34- |

FORM 1411-1/2GB
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REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 05/75

GRAIN BELT BRANDS

WYOMING

| | MONTHLY | | YEARLY | | | |
|---|---|---|---|---|---|---|
| | CURRENT | LAST YEAR | CURRENT | LAST YEAR | VARIANCE | % |
| 041 4-6 CAN GB | 0 | 0 | 616 | 616 | 0 | .00 |
| GRAIN BELT FULL BARRELS | .00 | .00 | .00 | .00 | .00 | .00 |
| GRAIN BELT 288 OZ CASES | .00 | .00 | 616.00 | 616.00 | .00 | .00 |
| WHITE LABEL 288 OZ CASES | .00 | .00 | .00 | .00 | .00 | .00 |
| HAUENSTEIN 288 OZ CASES | .00 | .00 | .00 | .00 | .00 | .00 |
| CO CLUB NEAR R1NGNES 288OZ | .00 | .00 | .00 | .00 | .00 | .00 |
| TOTAL FULL BARRELS | .00 | .00 | .00 | .00 | .00 | .00 |
| TOTAL 288 OZ CASES | .00 | .00 | 616.00 | 616.00 | .00 | .00 |
| TOTAL BARRELAGE | .00 | .00 | 44.70 | 44.70 | .00 | .00 |

FORM 1411-1/2GB
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REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 05/75

STORZ BRANDS

| MN DISTRBTRS | | MONTHLY | | YEARLY | | | |
|---|---|---|---|---|---|---|---|
| | | CURRENT | LAST YEAR | CURRENT | LAST YEAR | VARIANCE | % |
| 075 | 4-6 NR TR | 0 | 0 | 1 | 0 | 1 | 100.00 |
| 080 | 4-6 CAN TR | 0 | 0 | 1 | 0 | 1 | 100.00 |
| 081 | 12/12 CAN T ST | 0 | 0 | 1 | 0 | 1 | 100.00 |
| 106 | 4-6 CAN PRE | 0 | 0 | 1 | 0 | 1 | 100.00 |
| 107 | 12/12 CAN PRE | 0 | 0 | 1 | 0 | 1 | 100.00 |
| TOTAL FULL BARRELS | | .00 | .00 | .00 | .00 | .00 | .00 |
| TOTAL 288 OZ CASES | | .00 | .00 | 4.00 | .00 | 4.00 | 100.00 |
| TOTAL BARRELAGE | | .00 | .00 | .29 | .00 | .29 | 100.00 |

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REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 05/75

STORZ BRANDS

ARIZONA

| | | MONTHLY | | YEARLY | | | |
|---|---|---|---|---|---|---|---|
| | | CURRENT | LAST YEAR | CURRENT | LAST YEAR | VARIANCE | % |
| 080 | 4-6 CAN TR | 3,619 | 0 | 7,161 | 0 | 7,161 | 100.00 |
| 106 | 4-6 CAN PRE | 0 | 0 | 5,544 | 5,467 | 77 | 1.40 |
| TOTAL FULL BARRELS | | .00 | .00 | .00 | .00 | .00 | .00 |
| TOTAL 288 OZ CASES | | 3,619.00 | .00 | 12,705.00 | 5,467.00 | 7,238.00 | 132.39 |
| TOTAL BARRELAGE | | 262.66 | .00 | 922.12 | 396.79 | 525.33 | 132.39 |

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REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 05/75

STORZ BRANDS

COLORADO

| | MONTHLY | | YEARLY | | | |
|---|---|---|---|---|---|---|
| | CURRENT | LAST YEAR | CURRENT | LAST YEAR | VARIANCE | % |
| 075 4-6 NR TR | 0 | 1,848 | 4,480 | 6,552 | 2,072- | 31.62- |
| TOTAL FULL BARRELS | .00 | .00 | .00 | .00 | .00 | .00 |
| TOTAL 288 OZ CASES | .00 | 1,848.00 | 4,480.00 | 6,552.00 | 2,072.00- | 31.62- |
| TOTAL BARRELAGE | .00 | 134.12 | 325.15 | 475.54 | 150.39- | 31.62- |

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REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 05/75

STORZ BRANDS

ILLINOIS

| | | MONTHLY | | YEARLY | | | |
|---|---|---|---|---|---|---|---|
| | | CURRENT | LAST YEAR | CURRENT | LAST YEAR | VARIANCE | % |
| 070 | 24/12 RT TR | 1,344 | 252 | 2,940 | 1,344 | 1,596 | 118.75 |
| 075 | 4-6 NR TR | 0 | 0 | 0 | 392 | 392- | 100.00- |
| 076 | 12/32 NR TR | 0 | 126 | 42 | 336 | 294- | 87.50- |
| 080 | 4-6 CAN TR | 0 | 154 | 77 | 462 | 385- | 83.33- |
| 081 | 12/12 CAN T ST | 924 | 616 | 13,398 | 1,386 | 12,012 | 866.66 |
| 106 | 4-6 CAN PRE | 154 | 0 | 308 | 0 | 308 | 100.00 |
| 107 | 12/12 CAN PRE | 616 | 0 | 1,848 | 154 | 1,694 | 1100.00 |
| TOTAL FULL BARRELS | | .00 | .00 | .00 | .00 | .00 | .00 |
| TOTAL 288 OZ CASES | | 2,268.00 | 882.00 | 11,004.00 | 3,416.00 | 7,588.00 | 222.13 |
| TOTAL BARRELAGE | | 164.61 | 64.01 | 798.67 | 247.93 | 550.74 | 222.13 |

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REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 05/75

STORZ BRANDS

IOWA

| | | MONTHLY | | YEARLY | | | |
|---|---|---|---|---|---|---|---|
| | | CURRENT | LAST YEAR | CURRENT | LAST YEAR | VARIANCE | % |
| 014 | 1/2 BBL STORZ | 152 | 280 | 500 | 936 | 436- | 46.58- |
| 015 | 1/4 BBL STORZ | 4 | 36 | 9 | 46 | 37- | 80.43- |
| 070 | 24/12 RT TR | 0 | 378 | 630 | 1,092 | 462- | 42.30- |
| 075 | 4-6 NR TR | 168 | 690 | 1,671 | 2,090 | 419- | 20.04- |
| 076 | 12/32 NR TR | 0 | 84 | 615 | 469 | 146 | 31.13 |
| 080 | 4-6 CAN TR | 77 | 308 | 770 | 1,386 | 616- | 44.44- |
| 081 | 12/12 CAN T ST | 4,004 | 8,778 | 32,956 | 34,069 | 1,113- | 3.26- |
| 106 | 4-6 CAN PRE | 77 | 847 | 847 | 2,541 | 1,694- | 66.66- |
| 107 | 12/12 CAN PRE | 2,618 | 4,620 | 13,399 | 32,956 | 19,557- | 59.34- |
| TOTAL FULL BARRELS | | 77.00 | 149.00 | 252.25 | 479.50 | 227.25- | 47.39- |
| TOTAL 288 OZ CASES | | 3,633.00 | 9,034.00 | 27,915.50 | 41,246.83 | 13,331.33- | 32.32- |
| TOTAL BARRELAGE | | 340.68 | 804.68 | 2,278.35 | 3,473.19 | 1,194.84- | 34.40- |

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REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 05/75

STORZ BRANDS

MISSOURI

| | | MONTHLY | | YEARLY | | | |
|---|---|---|---|---|---|---|---|
| | | CURRENT | LAST YEAR | CURRENT | LAST YEAR | VARIANCE | % |
| 080 | 4-6 CAN TR | 770 | 0 | 770 | 3,696 | 2,926- | 79.16- |
| 106 | 4-6 CAN PRE | 1,155 | 0 | 1,155 | 0 | 1,155 | 100.00 |
| TOTAL FULL BARRELS | | .00 | .00 | .00 | .00 | .00 | .00 |
| TOTAL 288 OZ CASES | | 1,925.00 | .00 | 1,925.00 | 3,696.00 | 1,771.00- | 47.91- |
| TOTAL BARRELAGE | | 139.71 | .00 | 139.71 | 268.25 | 128.54- | 47.91- |

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REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 05/75

STORZ BRANDS

NEBRASKA

| | | MONTHLY | | YEARLY | | | |
|---|---|---|---|---|---|---|---|
| | | CURRENT | LAST YEAR | CURRENT | LAST YEAR | VARIANCE | % |
| 014 | 1/2 BBL STORZ | 24 | 360 | 406 | 1,360 | 954- | 70.14- |
| 015 | 1/4 BBL STORZ | 0 | 20 | 11 | 57 | 46- | 80.70- |
| 070 | 24/12 RT TR | 1,792 | 3,738 | 11,780 | 17,886 | 6,106- | 34.13- |
| 075 | 4-6 NR TR | 371 | 224 | 1,435 | 2,446 | 1,011- | 41.33- |
| 076 | 12/32 NR TR | 588 | 840 | 2,562 | 3,617 | 1,055- | 29.16- |
| 080 | 4-6 CAN TR | 400 | 2,233 | 3,480 | 5,790 | 2,310- | 39.89- |
| 081 | 12/12 CAN T ST | 17,710 | 40,502 | 96,096 | 149,438 | 53,342- | 35.69- |
| 106 | 4-6 CAN PRE | 666 | 1,965 | 3,416 | 6,754 | 3,338- | 49.42- |
| 107 | 12/12 CAN PRE | 1,694 | 2,002 | 5,544 | 8,470 | 2,926- | 34.54- |
| TOTAL FULL BARRELS | | 12.00 | 185.00 | 205.75 | 694.25 | 488.50- | 70.36- |
| TOTAL 288 OZ CASES | | 13,715.00 | 30,532.00 | 74,346.99 | 116,652.65 | 42,305.66- | 36.26- |
| TOTAL BARRELAGE | | 1,007.43 | 2,401.01 | 5,601.85 | 9,160.89 | 3,559.04- | 38.85- |

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REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 05/75

STORZ BRANDS

SOUTH DAKOTA

| | | MONTHLY | | YEARLY | | | |
|---|---|---|---|---|---|---|---|
| | | CURRENT | LAST YEAR | CURRENT | LAST YEAR | VARIANCE | % |
| 014 | 1/2 BBL STORZ | 0 | 72 | 0 | 228 | 228- | 100.00- |
| 070 | 24/12 RT TR | 0 | 546 | 84 | 1,218 | 1,134- | 93.10- |
| 076 | 12/32 NR TR | 42 | 168 | 441 | 735 | 294- | 40.00- |
| 081 | 12/12 CAN T ST | 0 | 0 | 154 | 0 | 154 | 100.00 |
| 106 | 4-6 CAN PRE | 616 | 770 | 2,310 | 4,664 | 2,354- | 50.47- |
| 107 | 12/12 CAN PRE | 1,386 | 4,620 | 7,084 | 13,244 | 6,160- | 46.51- |
| 118 | 4-6 CAN PRE 32 | 1,155 | 770 | 4,827 | 7,422 | 2,595- | 34.96- |
| 119 | 12/12 CN PR 32 | 2,464 | 3,542 | 7,698 | 19,558 | 11,860- | 60.64- |
| TOTAL FULL BARRELS | | .00 | 36.00 | .00 | 114.00 | 114.00- | 100.00- |
| TOTAL 288 OZ CASES | | 3,752.00 | 6,391.00 | 15,277.00 | 30,685.00 | 15,408.00- | 50.21- |
| TOTAL BARRELAGE | | 272.32 | 499.85 | 1,108.80 | 2,341.11 | 1,232.31- | 52.63- |

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REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 05/75

GRAIN BELT BRANDS

GRAND TOTAL

| | | MONTHLY | | YEARLY | | | |
|---|---|---|---|---|---|---|---|
| | | CURRENT | LAST YEAR | CURRENT | LAST YEAR | VARIANCE | % |
| 001 | 1/1 BBL GB ST | 288 | 301 | 1,315 | 1,269 | 46 | 3.62 |
| 002 | 1/2 BBL GB ST | 11,826 | 12,774 | 43,997 | 53,234 | 9,237- | 17.35- |
| 003 | 1/4 BBL GB ST | 7,035 | 8,845 | 20,426 | 25,841 | 5,415- | 20.95- |
| 005 | 1/1 BBL GB 3.2 | 2,154 | 2,831 | 10,279 | 12,954 | 2,675- | 20.64- |
| 006 | 1/2 BBL GB 3.2 | 8,043 | 9,542 | 34,871 | 43,262 | 8,391- | 19.39- |
| 007 | 1/4 BBL GB 3.2 | 752 | 887 | 2,030 | 2,753 | 723- | 26.26- |
| 009 | 1/1 BBL WB | 0 | 2 | 6 | 9 | 3- | 33.33- |
| 010 | 1/2 BBL WB | 95 | 135 | 275 | 465 | 190- | 40.86- |
| 011 | 1/4 BBL WB | 177 | 209 | 556 | 891 | 335- | 37.59- |
| 027 | 24/12 RT A GB | 113,123 | 138,794 | 494,351 | 616,712 | 122,361- | 19.84- |
| 028 | 35/7 RT A GB | 6,281 | 7,826 | 25,351 | 37,584 | 12,233- | 32.54- |
| 034 | 24 PK NR GB | 8,038 | 10,904 | 39,415 | 61,387 | 21,972- | 35.79- |
| 035 | 4-6 NR GB | 18,383 | 26,375 | 95,761 | 128,606 | 32,845- | 25.53- |
| 036 | 4-6 BK NR GB | 0 | 0 | 10,530 | 12,248 | 1,718- | 14.02- |
| 037 | 12/32 NR GB | 2,802 | 2,556 | 9,532 | 13,346 | 3,814- | 28.57- |
| 040 | 24 PK CAN GB | 0 | 1,457 | 1,386 | 9,114 | 7,728- | 84.79- |
| 041 | 4-6 CAN GB | 35,102 | 56,217 | 124,293 | 206,042 | 81,749- | 39.67- |
| 042 | 12/12 CAN GB | 263,183 | 322,323 | 758,787 | 1,188,833 | 430,046- | 36.17- |
| 043 | 24/16 CAN GB | 6,658 | 7,810 | 26,121 | 38,848 | 12,727- | 32.76- |
| 029 | 24/12 PREM RET | 38,053 | 51,494 | 167,002 | 225,519 | 58,517- | 25.94- |
| 030 | 36/8 PREM RET | 13,130 | 16,143 | 54,471 | 72,436 | 17,965- | 24.80- |
| 033 | 24/12 PREM N R | 1,352 | 2,692 | 7,395 | 10,244 | 2,849- | 27.81- |
| 038 | 4-6 PREM CAN | 5,559 | 10,590 | 27,871 | 44,266 | 16,395- | 37.03- |
| 039 | 12/12 PREM CAN | 43,719 | 37,537 | 126,101 | 117,786 | 8,315 | 7.05 |
| 047 | 24/12 RA GB 32 | 46,020 | 55,806 | 197,203 | 277,116 | 79,913- | 28.83- |
| 048 | 35/7 RA GB 32 | 749 | 1,113 | 6,022 | 10,104 | 4,082- | 40.39- |
| 050 | 36/8 RT GB 32 | 1,008 | 1,171 | 5,784 | 9,347 | 3,563- | 38.11- |
| 055 | 4-6 NR GB 32 | 13,949 | 21,064 | 58,546 | 89,964 | 31,418- | 34.92- |
| 056 | 4-6 BKNR GB 32 | 25 | 0 | 3,181 | 3,878 | 697- | 17.97- |
| 057 | 12/32 NR GB 32 | 2,101 | 1,734 | 8,595 | 9,638 | 1,043- | 10.82- |
| 060 | 24 PK C GB 32 | 0 | 202 | 0 | 775 | 775- | 100.00- |
| 061 | 4-6 CAN GB 32 | 36,875 | 42,351 | 116,942 | 160,296 | 43,354- | 27.04- |
| 062 | 12/12 C GB 32 | 64,988 | 76,384 | 159,825 | 189,898 | 30,073- | 15.83- |
| 063 | 24/16 C GB 32 | 5,289 | 6,412 | 23,717 | 29,547 | 5,830- | 19.73- |
| 066 | 4-6 CAN GBX | 0 | 426 | 0 | 2,920 | 2,920- | 100.00- |
| 026 | 36/8 COCLUB 32 | 0 | 80 | 0 | 880 | 880- | 100.00- |
| 064 | 36/8 COCLUB CN | 1,680 | 2,160 | 5,546 | 7,149 | 1,603- | 22.42- |
| 065 | 4-6 COCLUB CAN | 1,911 | 2,457 | 10,192 | 10,398 | 206- | 1.98- |
| 068 | 24/16 COCLUB C | 1,610 | 1,680 | 6,720 | 8,346 | 1,626- | 19.48- |
| 069 | 4-6 GOETZ NEAR | 364 | 0 | 1,722 | 627 | 1,095 | 174.64 |
| 018 | 24/11 RNGNS 32 | 0 | 100 | 0 | 260 | 260- | 100.00- |
| 019 | 24/11 RINGNES | 446 | 538 | 1,836 | 1,358 | 478 | 35.19 |
| 147 | 24/12 RT WL | 16,723 | 19,304 | 66,745 | 87,211 | 20,466- | 23.46- |
| 148 | 4-6 CAN WL | 1,883 | 3,871 | 7,005 | 21,409 | 14,404- | 67.28- |
| 159 | 12/12 CAN WL | 2,429 | 0 | 19,208 | 0 | 19,208 | 100.00 |
| 149 | 24/16 CAN WL | 0 | 589 | 0 | 3,038 | 3,038- | 100.00- |
| 152 | 24/12 R WL 32 | 2,856 | 3,528 | 9,919 | 15,667 | 5,748- | 36.68- |
| 153 | 4-6 CAN WL 32 | 2,016 | 3,080 | 6,482 | 11,626 | 5,144- | 44.24- |
| 164 | 12/12 CAN WL32 | 1,890 | 0 | 6,648 | 0 | 6,648 | 100.00 |
| 154 | 24/16 C WL 32 | 0 | 616 | 0 | 3,495 | 3,495- | 100.00- |

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| | | | | | | | |
|---|---|---|---|---|---|---|---|
| 167 | 24/12 RT HN | 117,530 | 135,367 | 455,016 | 518,041 | 63,025- | 12.16- |
| 169 | 4-6 CAN HN | 4,099 | 7,483 | 27,543 | 35,252 | 7,709- | 21.86- |
| 170 | 12/12 CAN HN | 12,166 | 12,795 | 59,968 | 60,549 | 581- | .95- |
| 173 | 24/12 RT HN 32 | 8,148 | 11,719 | 31,752 | 42,986 | 11,234- | 26.13- |
| 175 | 4-6 CAN HN 32 | 3,917 | 4,577 | 14,536 | 17,816 | 3,280- | 18.41- |
| 176 | 12/12 C HN 32 | 3,510 | 4,326 | 15,972 | 17,719 | 1,747- | 9.85- |
| GRAIN BELT FULL BARRELS | | 14,415.00 | 16,844.75 | 56,924.50 | 70,083.75 | 13,159.25- | 18.77- |
| GRAIN BELT 288 OZ CASES | | 545,008.96 | 686,094.92 | 2,043,795.97 | 2,841,534.55 | 797,738.58- | 28.07- |
| WHITE LABEL 288 OZ CASES | | 25,637.50 | 31,389.66 | 103,079.00 | 144,623.65 | 41,544.65- | 28.72- |
| HAUENSTEIN 288 OZ CASES | | 141,532.00 | 167,706.50 | 566,817.00 | 653,229.00 | 86,412.00- | 13.22- |
| CO CLUB NEAR R1NGNES 2880Z | | 6,510.49 | 7,521.83 | 28,102.99 | 31,665.14 | 3,562.15- | 11.24- |
| TOTAL FULL BARRELS | | 14,415.00 | 16,844.75 | 56,924.50 | 70,083.75 | 13,159.25- | 18.77- |
| TOTAL 288 OZ CASES | | 718,688.95 | 892,712.91 | 2,741,794.96 | 3,671,052.34 | 929,257.38- | 25.31- |
| TOTAL BARRELAGE | | 66,577.44 | 81,637.85 | 255,923.97 | 336,528.72 | 80,604.75- | 23.95- |

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REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 05/75

STORZ BRANDS

GRAND TOTAL

| | | | MONTHLY | | YEARLY | | | |
|---|---|---|---|---|---|---|---|---|
| | | | CURRENT | LAST YEAR | CURRENT | LAST YEAR | VARIANCE | % |
| 014 | 1/2 BBL STORZ | | 176 | 712 | 906 | 2,524 | 1,618- | 64.10- |
| 015 | 1/4 BBL STORZ | | 4 | 56 | 20 | 103 | 83- | 80.58- |
| 070 | 24/12 RT TR | | 3,136 | 4,914 | 15,434 | 21,540 | 6,106- | 28.34- |
| 075 | 4-6 NR TR | | 539 | 2,762 | 7,587 | 11,480 | 3,893- | 33.91- |
| 076 | 12/32 NR TR | | 630 | 1,218 | 3,660 | 5,157 | 1,497- | 29.02- |
| 080 | 4-6 CAN TR | | 4,866 | 2,695 | 12,259 | 11,334 | 925 | 8.16 |
| 081 | 12/12 CAN T ST | | 22,638 | 49,896 | 142,605 | 184,893 | 42,288- | 22.87- |
| 106 | 4-6 CAN PRE | | 2,668 | 3,582 | 13,581 | 19,426 | 5,845- | 30.08- |
| 107 | 12/12 CAN PRE | | 6,314 | 11,242 | 27,876 | 54,824 | 26,948- | 49.15- |
| 118 | 4-6 CAN PRE 32 | | 1,155 | 770 | 4,827 | 7,422 | 2,595- | 34.96- |
| 119 | 12/12 CN PR 32 | | 2,464 | 3,542 | 7,698 | 19,558 | 11,860- | 60.64- |
| TOTAL FULL BARRELS | | | 89.00 | 370.00 | 458.00 | 1,287.75 | 829.75- | 64.43- |
| TOTAL 288 OZ CASES | | | 28,912.00 | 48,687.00 | 147,657.49 | 207,715.48 | 60,057.99- | 28.91- |
| TOTAL BARRELAGE | | | 2,187.43 | 3,903.70 | 11,174.98 | 16,363.73 | 5,188.75- | 31.70- |

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APRIL

SUMMARY OF COSTS BY CLASSIFICATION

| | APRIL 75 AMOUNT | YTD 75 AMOUNT | APRIL 74 AMOUNT | YTD 74 AMOUNT | VARIANCE |
|---|---|---|---|---|---|
| WAGES AND SALARIES | | | | | |
| PRODUCTION | 356,026.34 | 1,296,052.30 | 384,673.64 | 1,396,963.28 | 28,647.30-<br>100,910.98- |
| ADVERTISING & SELLING | 30,286.04 | 119,283.16 | 26,810.07 | 112,547.34 | 3,475.97<br>6,735.82 |
| ADMINSTRATIVE | 23,017.56 | 92,178.33 | 22,278.24 | 89,908.01 | 739.32<br>2,270.32 |
| TOTAL WAGES | 409,329.94 | 1,507,513.79 | 433,761.95 | 1,599,418.63 | 24,432.01-<br>91,904.84- |
| SUPPLIES | | | | | |
| PRODUCTION | 439,294.45 | 1,834,597.59 | 491,553.62 | 1,673,228.38 | 52,259.17-<br>161,369.21 |
| SELLING DELIVERY ADMINSTRATIVE | 9,153.32 | 21,899.46 | 3,025.33 | 14,360.14 | 6,127.99<br>7,539.32 |
| TOTAL SUPPLIES | 448,447.77 | 1,856,497.05 | 494,578.95 | 1,687,588.52 | 46,131.18-<br>168,908.53 |
| MAINTENANCE | | | | | |
| PRODUCTION LABOR | 577.00- | 26,680.00 | 228.72 | 30,058.73 | 805.72-<br>3,378.73- |
| CONTRACTOR MAINTENANCE | 23,196.16 | 80,359.89 | 28,614.50 | 129,148.68 | 5,418.34-<br>48,788.79- |
| PRODUCTION MATERIAL | 17,325.22 | 92,873.15 | 28,181.28 | 104,238.73 | 10,856.06-<br>11,365.58- |
| SELLING DELIVERY ADMINSTRATIVE | 2,060.18 | 7,141.14 | 1,674.25 | 6,447.92 | 385.93<br>693.22 |
| TOTAL MAINTENANCE | 42,004.56 | 207,054.18 | 58,698.75 | 269,894.06 | 16,694.19-<br>62,839.88- |
| GENERAL | | | | | |
| PRODUCTION | 36,658.12 | 133,149.22 | 36,648.43 | 156,871.72 | 9.69<br>23,722.50- |

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SUMMARY OF COSTS BY CLASSIFICATION

| | APRIL 75 | YTD 75 | APRIL 74 | YTD 74 | VARIANCE |
|---|---|---|---|---|---|
| SELLING DELIVERY ADMINSTRATIVE | 31,132.88 | 108,569.95 | 32,483.10 | 114,781.24 | 1,350.22-<br>6,211.29- |
| TOTAL GENERAL | 67,791.00 | 241,719.17 | 69,131.53 | 271,652.96 | 1,340.53-<br>29,933.79- |
| ADVERTISING | | | | | |
| MEDIA | 88,475.47 | 320,389.41 | 138,841.71 | 291,805.57 | 50,366.24-<br>28,583.84 |
| PRODUCTION | 20,622.39 | 70,604.24 | 12,852.18 | 76,438.26 | 7,770.21<br>5,834.02- |
| SALES PROMOTION | 45,531.33 | 190,127.33 | 41,259.74 | 236,851.22 | 4,271.59<br>46,723.89- |
| SIGN COST & MAINTENANCE | 14,491.18 | 45,895.72 | 17,490.52 | 56,666.79 | 2,999.34-<br>10,771.07- |
| TOTAL ADVERTISING | 169,120.37 | 627,016.70 | 210,444.15 | 661,761.84 | 41,323.78-<br>34,745.14- |
| FIXED | | | | | |
| PROPERTY TAXES & LICENSES | 15,158.63 | 53,948.13 | 17,820.09 | 62,294.40 | 2,661.46-<br>8,346.27- |
| PAYROLL TAXES | 37,390.00 | 125,930.00 | 39,050.00 | 130,730.00 | 1,660.00-<br>4,800.00- |
| INSURANCE GENERAL | 5,648.99 | 22,571.46 | 6,679.19 | 26,138.89 | 1,030.20-<br>3,567.43- |
| INSURANCE - EMPLOYEES GROUP | 46,975.11 | 184,951.13 | 45,380.16 | 187,428.82 | 1,594.95<br>2,477.69- |
| SALARIED PENSION TRUST | 8,700.00 | 34,800.00 | 7,500.00 | 28,040.00 | 1,200.00<br>6,760.00 |
| RETIREES PENSION | 4,136.77 | 17,791.69 | 4,343.27 | 17,373.08 | 206.50-<br>418.61 |
| RENTALS | 1,429.14 | 4,509.23 | 1,192.81 | 4,825.80 | 236.33<br>316.57- |
| DEPRECIATION - PLANT & EQUIPMENT | 61,160.87 | 197,274.52 | 64,024.22 | 207,472.13 | 2,863.35-<br>10,197.61- |

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SUMMARY OF COSTS BY CLASSIFICATION

| | APRIL 75 | YTD 75 | APRIL 74 | YTD 74 | VARIANCE |
|---|---|---|---|---|---|
| | 36,112.59 | | 42,982.49 | | 6,869.90- |
| DEPRECIATION - RETURNABLE CONT. | | 119,709.14 | | 137,424.05 | 17,714.91- |
| | 216,712.10 | | 228,972.23 | | 12,260.13- |
| TOTAL FIXED | | 761,485.30 | | 801,727.17 | 40,241.87- |

GRAIN BELT BREWERIES, INC. SUMMARY OF COSTS BY CLASSIFICATION

| | | | | | |
|---|---|---|---|---|---|
| | 1,353,405.74 | | 1,495,587.56 | | 142,181.82- |
| TOTAL COSTS | | 5,201,286.19 | | 5,292,043.18 | 90,756.99- |

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| | APRIL 75 | | YTD 75 | | APRIL 74 | | YTD 74 | | VARIANCE |
|---|---|---|---|---|---|---|---|---|---|
| BARRELS BREWED | 49,048 | | 204,865 | | 81,389 | | 282,498 | | 32,341-<br>77,633- |
| WAGES AND SALARIES | AMOUNT | PER BBL | AMOUNT | PER BBL | AMOUNT | PER BBL | AMOUNT | PER BBL | |
| BREWHOUSE | 10,687.56 | .2179 | 44,596.55 | .2177 | 13,250.56 | .1628 | 53,073.04 | .1879 | 2,563.00-<br>8,476.49- |
| FERMENTING | 5,493.02 | .1120 | 19,600.24 | .0957 | 4,812.48 | .0591 | 17,709.25 | .0627 | 680.54<br>1,890.99 |
| CELLARS | 23,208.32 | .4732 | 86,312.17 | .4213 | 23,674.55 | .2909 | 89,830.22 | .3180 | 466.23-<br>3,518.05- |
| LAB AND CLERICAL | 4,300.79 | .0877 | 17,206.70 | .0840 | 3,985.70 | .0490 | 15,358.11 | .0544 | 315.09<br>1,848.59 |
| SUPERVISION | 8,191.66 | .1670 | 32,766.64 | .1599 | 7,791.66 | .0957 | 31,166.64 | .1103 | 400.00<br>1,600.00 |
| VACATION | 7,000.00 | .1427 | 22,400.00 | .1093 | 7,600.00 | .0934 | 24,320.00 | .0861 | 600.00-<br>1,920.00- |
| HOLIDAY | 2,700.00 | .0550 | 8,640.00 | .0422 | 3,000.00 | .0369 | 9,600.00 | .0340 | 300.00-<br>960.00- |
| PENSION | 2,808.25 | .0573 | 12,154.00 | .0593 | 2,779.50 | .0342 | 11,798.75 | .0418 | 28.75<br>355.25 |
| UNCLASSIFIED | 1,982.67 | .0404 | 6,712.90 | .0328 | 2,740.80 | .0337 | 8,487.80 | .0300 | 758.13-<br>1,774.90- |
| TOTAL WAGES | 66,372.27 | 1.3532 | 250,389.20 | 1.2222 | 69,635.25 | .8556 | 261,343.81 | .9251 | 3,262.98-<br>10,954.61- |
| MATERIALS AND SUPPLIES | | | | | | | | | |
| MALT | 190,520.10 | 3.8844 | 799,188.64 | 3.9011 | 229,874.56 | 2.8244 | 736,472.25 | 2.6070 | 39,354.46-<br>62,716.39 |
| HOPS DOMESTIC | 8,027.00 | .1637 | 33,189.00 | .1620 | 12,505.50 | .1537 | 44,227.80 | .1566 | 4,478.50-<br>11,038.80- |
| HOPS IMPORTED | 7,201.50 | .1468 | 30,075.00 | .1468 | 16,607.50 | .2041 | 58,331.00 | .2065 | 9,406.00-<br>28,256.00- |
| HOPS CASCADE | .00 | .0000 | 388.56 | .0019 | .00 | .0000 | .00 | .0000 | .00<br>388.56 |
| NU-BRU | 83,222.10 | 1.6967 | 353,952.52 | 1.7277 | 97,378.75 | 1.1965 | 321,424.58 | 1.1378 | 14,156.65-<br>32,527.94 |

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| | APRIL 75 | | YTD 75 | | APRIL 74 | | YTD 74 | | VARIANCE |
|---|---|---|---|---|---|---|---|---|---|
| GLUCOSE | 14,089.50 | .2873 | 54,191.90 | .2645 | 11,200.00 | .1376 | 39,960.00 | .1415 | 2,889.50<br>14,231.90 |
| TREATING | 21,416.49 | .4366 | 71,262.20 | .3478 | 28,972.52 | .3560 | 99,915.20 | .3537 | 7,556.03-<br>28,653.00- |
| FILTERING | 937.82 | .0191 | 4,060.37 | .0198 | 1,090.73 | .0134 | 4,378.05 | .0155 | 152.91-<br>317.68- |
| SUNDRY MATERIAL | 3,869.44 | .0789 | 13,974.87 | .0682 | 2,389.59 | .0294 | 13,428.15 | .0475 | 1,479.85<br>546.72 |
| BY PRODUCT SALES | 14,035.64- | .2862- | 56,756.27- | .2770- | 17,340.16- | .2131- | 84,145.73- | .2979- | 3,304.52<br>27,389.46 |
| GRAIN DRYING | 7,109.84 | .1450 | 25,074.00 | .1224 | 5,966.07 | .0733 | 25,144.90 | .0890 | 1,143.77<br>70.90- |
| LAB SUPPLIES | 883.95 | .0180 | 1,281.90 | .0063 | 396.79 | .0049 | 1,544.91 | .0055 | 487.16<br>263.01- |
| UNCLASSIFIED | 9,857.23 | .2010 | 47,903.18 | .2338 | 7,418.95 | .0912 | 30,545.19 | .1081 | 2,438.28<br>17,357.99 |
| TOTAL MATERIALS | 333,099.33 | 6.7913 | 1,377,785.87 | 6.7253 | 396,460.80 | 4.8712 | 1,291,226.30 | 4.5707 | 63,361.47-<br>86,559.57 |
| MAINTENANCE | | | | | | | | | |
| BUILDING MATERIAL | 105.11 | .0021 | 301.75 | .0015 | 25.00 | .0003 | 209.89 | .0007 | 80.11<br>91.86 |
| MACHINERY MATERIAL | 4,541.53 | .0926 | 9,461.36 | .0462 | 2,394.36 | .0294 | 12,955.50 | .0459 | 2,147.17<br>3,494.14- |
| TANKS MATERIAL | 312.54 | .0064 | 312.54 | .0015 | 480.00 | .0059 | 1,057.34 | .0037 | 167.46-<br>744.80- |
| TANKS LABOR | .00 | .0000 | .00 | .0000 | 228.72 | .0028 | 5,013.76 | .0177 | 228.72-<br>5,013.76- |
| CONTRACTORS | 3,956.13 | .0807 | 13,166.46 | .0643 | 8,528.03 | .1048 | 35,426.82 | .1254 | 4,571.90-<br>22,260.36- |
| TOTAL MAINTENANCE | 8,915.31 | .1818 | 23,242.11 | .1135 | 11,656.11 | .1432 | 54,663.31 | .1935 | 2,740.80-<br>31,421.20- |
| GENERAL | | | | | | | | | |
| BEER CONSUMED | 513.23 | .0105 | 1,617.88 | .0079 | 327.95 | .0040 | 1,235.93 | .0044 | 185.28<br>381.95 |

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| | APRIL 75 | | YTD 75 | | APRIL 74 | | YTD 74 | | VARIANCE |
|---|---|---|---|---|---|---|---|---|---|
| UTILITIES DIRECT CHGE. | 8,804.66 | .1795 | 34,302.39 | .1674 | 7,862.98 | .0966 | 33,505.32 | .1186 | 941.68<br>797.07 |
| POWER PLANT ALLOCATION | 70,728.73 | 1.4420 | 307,103.84 | 1.4991 | 62,429.50 | .7671 | 254,809.29 | .9020 | 8,299.23<br>52,294.55 |
| GENERAL PLANT ALLOC. | 27,539.93 | .5615 | 99,607.06 | .4862 | 25,839.05 | .3175 | 93,521.98 | .3311 | 1,700.88<br>6,085.08 |
| UNCLASSIFIED | 856.83 | .0175 | 3,981.15 | .0194 | 1,066.41 | .0131 | 6,063.28 | .0215 | 209.58-<br>2,082.13- |
| TOTAL GENERAL | 108,443.38 | 2.2110 | 446,612.32 | 2.1800 | 97,525.89 | 1.1983 | 389,135.80 | 1.3775 | 10,917.49<br>57,476.52 |
| FIXED | | | | | | | | | |
| TAXES & LICENSES | 5,055.00 | .1031 | 18,105.00 | .0884 | 6,500.00 | .0799 | 22,805.00 | .0807 | 1,445.00-<br>4,700.00- |
| TAXES PAYROLL | 5,500.00 | .1121 | 20,400.00 | .0996 | 5,600.00 | .0688 | 20,700.00 | .0733 | 100.00-<br>300.00- |
| INSURANCE GENERAL | 1,469.33 | .0300 | 5,877.32 | .0287 | 1,855.19 | .0228 | 7,420.76 | .0263 | 385.86-<br>1,543.44- |
| INSURANCE EMPLOYEES | 8,330.54 | .1698 | 32,317.53 | .1578 | 7,278.68 | .0894 | 30,785.36 | .1090 | 1,051.86<br>1,532.17 |
| PENSION TRUST | 1,365.00 | .0278 | 5,460.00 | .0267 | 1,030.00 | .0127 | 4,120.00 | .0146 | 335.00<br>1,340.00 |
| RETIREES PENSION | 501.67 | .0102 | 2,006.68 | .0098 | 501.67 | .0062 | 2,006.68 | .0071 | .00<br>.00 |
| DEPRECIATION BUILDINGS | 6,212.99 | .1267 | 19,881.58 | .0970 | 6,338.05 | .0779 | 20,281.75 | .0718 | 125.06-<br>400.17- |
| DEPRECIATION MACHINERY | 16,785.58 | .3422 | 53,645.95 | .2619 | 17,655.22 | .2169 | 56,496.69 | .2000 | 869.64-<br>2,850.74- |
| DEPRECIATION TANKS | 3,949.92 | .0805 | 12,639.74 | .0617 | 4,516.81 | .0555 | 14,453.78 | .0512 | 566.89-<br>1,814.04- |
| TOTAL FIXED | 49,170.03 | 1.0025 | 170,333.80 | .8314 | 51,275.62 | .6300 | 179,070.02 | .6339 | 2,105.59-<br>8,736.22- |
| COST OF BREWING | | | | | | | | | |
| TOTAL COST | 566,000.32 | 11.5397 | 2,268,363.30 | 11.0725 | 626,553.67 | 7.6983 | 2,175,439.24 | 7.7007 | 60,553.35-<br>92,924.06 |

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| | APRIL 75 | YTD 75 | APRIL 74 | YTD 74 | VARIANCE |
|---|---|---|---|---|---|

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| | APRIL 75 | | YTD 75 | | APRIL 74 | | YTD 74 | | VARIANCE |
|---|---|---|---|---|---|---|---|---|---|
| BARRELS RACKED | 11,766 | | 43,251 | | 14,450 | | 54,278 | | 2,684-<br>11,027- |
| WAGES AND SALARIES | AMOUNT | PER BBL | AMOUNT | PER BBL | AMOUNT | PER BBL | AMOUNT | PER BBL | |
| KEG FILLING | 2,052.20 | .1744 | 7,743.08 | .1790 | 1,961.03 | .1357 | 7,488.96 | .1380 | 91.17<br>254.12 |
| RACKING FLOORMEN | 4,015.25 | .3413 | 15,282.77 | .3534 | 3,986.44 | .2759 | 15,236.72 | .2807 | 28.81<br>46.05 |
| KEG WASHING | 4,540.54 | .3859 | 15,617.37 | .3611 | 4,046.68 | .2800 | 15,535.20 | .2862 | 493.86<br>82.17 |
| WASHHOUSE FLOORMEN | 1,306.90 | .1111 | 7,206.05 | .1666 | 1,973.95 | .1366 | 7,126.42 | .1313 | 667.05-<br>79.63 |
| LOAD & UNLOAD | 2,466.91 | .2097 | 9,396.40 | .2173 | 2,324.05 | .1608 | 9,840.92 | .1813 | 142.86<br>444.52- |
| SUPERVISION | 606.49 | .0515 | 2,440.23 | .0564 | 552.38 | .0382 | 2,221.42 | .0409 | 54.11<br>218.81 |
| HOLIDAY | 800.00 | .0680 | 2,700.00 | .0624 | 800.00 | .0554 | 2,700.00 | .0497 | .00<br>.00 |
| VACATION | 2,000.00 | .1700 | 6,750.00 | .1561 | 2,000.00 | .1384 | 6,750.00 | .1244 | .00<br>.00 |
| PENSION | 814.00 | .0692 | 3,337.25 | .0772 | 791.25 | .0548 | 3,475.25 | .0640 | 22.75<br>138.00- |
| TOTAL WAGES | 18,602.29 | 1.5810 | 70,473.15 | 1.6294 | 18,435.78 | 1.2758 | 70,374.89 | 1.2966 | 166.51<br>98.26 |
| MATERIALS AND SUPPLIES | | | | | | | | | |
| BUNGS | 1,006.57 | .0855 | 3,407.99 | .0788 | 1,053.41 | .0729 | 4,682.91 | .0863 | 46.84-<br>1,274.92- |
| UNCLASSIFIED | 2,579.97 | .2193 | 9,015.17 | .2084 | 3,520.15 | .2436 | 11,306.67 | .2083 | 940.18-<br>2,291.50- |
| TOTAL MATERIALS | 3,586.54 | .3048 | 12,423.16 | .2872 | 4,573.56 | .3165 | 15,989.58 | .2946 | 987.02-<br>3,566.42- |
| MAINTENANCE | | | | | | | | | |
| BUILDING MATL. | .00 | .0000 | 8.32 | .0002 | .00 | .0000 | 2,307.59 | .0425 | .00<br>2,299.27- |

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| | APRIL 75 | | YTD 75 | | APRIL 74 | | YTD 74 | | VARIANCE |
|---|---|---|---|---|---|---|---|---|---|
| MACHINERY MATL. | 696.91 | .0592 | 6,202.46 | .1434 | 175.19 | .0121 | 2,614.53 | .0482 | 521.72<br>3,587.93 |
| MACHINERY LABOR | .00 | .0000 | 7,894.70 | .1825 | .00 | .0000 | .00 | .0000 | .00<br>7,894.70 |
| KEGS MATERIAL | .00 | .0000 | 1,136.00 | .0263 | .00 | .0000 | 1,639.75 | .0302 | .00<br>503.75- |
| CONTRACTORS | 935.62 | .0795 | 3,092.95 | .0715 | 1,398.79 | .0968 | 4,921.51 | .0907 | 463.17-<br>1,828.56- |
| TOTAL MAINTENANCE | 1,632.53 | .1387 | 18,334.43 | .4239 | 1,573.98 | .1089 | 11,483.38 | .2116 | 58.55<br>6,851.05 |
| GENERAL | | | | | | | | | |
| UTILITIES DIRECT CHGE. | 758.70 | .0645 | 2,809.78 | .0650 | 682.20 | .0472 | 2,376.57 | .0438 | 76.50<br>433.21 |
| POWER PLANT ALLOCATION | 9,361.16 | .7956 | 40,646.10 | .9398 | 8,262.73 | .5718 | 33,724.76 | .6213 | 1,098.43<br>6,921.34 |
| MAINTENANCE ETC. | 8,261.98 | .7022 | 29,882.22 | .6909 | 7,751.71 | .5365 | 28,056.59 | .5169 | 510.27<br>1,825.63 |
| UNCLASSIFIED L | .00 | .0000 | .00 | .0000 | .00 | .0000 | 144.00 | .0027 | .00<br>144.00- |
| TOTAL GENERAL | 18,381.84 | 1.5623 | 73,338.10 | 1.6956 | 16,696.64 | 1.1555 | 64,301.92 | 1.1847 | 1,685.20<br>9,036.18 |
| FIXED | | | | | | | | | |
| TAXES & LICENSES | 1,200.00 | .1020 | 4,050.00 | .0936 | 1,200.00 | .0830 | 4,050.00 | .0746 | .00<br>.00 |
| TAXES PAYROLL | 1,900.00 | .1615 | 6,630.00 | .1533 | 1,900.00 | .1315 | 6,630.00 | .1221 | .00<br>.00 |
| INSURANCE GENERAL | 380.00 | .0323 | 1,520.00 | .0351 | 464.13 | .0321 | 1,856.52 | .0342 | 84.13-<br>336.52- |
| INSURANCE EMPLOYEES | 2,004.42 | .1704 | 7,876.52 | .1821 | 1,860.00 | .1287 | 8,010.00 | .1476 | 144.42<br>133.48- |
| RETIREES PENSION | 380.40 | .0323 | 1,674.60 | .0387 | 431.40 | .0299 | 1,725.60 | .0318 | 51.00-<br>51.00- |
| DEPRECIATION BUILDINGS | 972.31 | .0826 | 3,281.55 | .0759 | 972.31 | .0673 | 3,281.54 | .0605 | .00<br>.01 |

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| | APRIL 75 | | YTD 75 | | APRIL 74 | | YTD 74 | | VARIANCE |
|---|---|---|---|---|---|---|---|---|---|
| DEPRECIATION MACHINERY | 1,647.70 | .1400 | 5,560.98 | .1286 | 1,564.10 | .1082 | 5,278.83 | .0973 | 83.60<br>282.15 |
| DEPRECIATION KEGS | 11,709.05 | .9952 | 39,421.03 | .9114 | 12,546.74 | .8683 | 41,819.76 | .7705 | 837.69-<br>2,398.73- |
| TOTAL FIXED | 20,193.88 | 1.7163 | 70,014.68 | 1.6188 | 20,938.68 | 1.4490 | 72,652.25 | 1.3385 | 744.80-<br>2,637.57- |
| COST OF RACKING | | | | | | | | | |
| TOTAL TOTAL | 62,397.08 | 5.3032 | 244,583.52 | 5.6550 | 62,218.64 | 4.3058 | 234,802.02 | 4.3259 | 178.44<br>9,781.50 |
| BEER FROM CELLARS | 131,776.40 | 11.1998 | 473,501.00 | 10.9477 | 109,818.10 | 7.5999 | 405,948.28 | 7.4791 | 21,958.30<br>67,552.72 |
| TOTAL KEG BEER COST | 194,173.48 | 16.5029 | 718,084.52 | 16.6027 | 172,036.74 | 11.9057 | 640,750.30 | 11.8050 | 22,136.74<br>77,334.22 |

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| | APRIL 75 | | YTD 75 | | APRIL 74 | | YTD 74 | | VARIANCE |
|---|---|---|---|---|---|---|---|---|---|
| BARRELS BOTTLED | 46,248 | | 163,848 | | 71,140 | | 227,243 | | 24,892-<br>63,395- |
| CASES BOTTLED | 620,309 | | 2,191,346 | | 947,444 | | 3,019,304 | | 327,135-<br>827,958- |
| WAGES AND SALARIES | AMOUNT | PER CASE | AMOUNT | PER CASE | AMOUNT | PER CASE | AMOUNT | PER CASE | |
| BOTTLEHOUSE LINES ETC. | 70,506.11 | .1136 | 238,233.62 | .1087 | 88,778.49 | .0937 | 316,723.23 | .1049 | 18,272.38-<br>78,489.61- |
| GOV. CELLAR | 2,882.28 | .0046 | 11,395.74 | .0052 | 2,576.85 | .0027 | 10,088.03 | .0033 | 305.43<br>1,307.71 |
| ASSEMBLING CASES MISC. | 7,557.33 | .0121 | 23,746.89 | .0108 | 9,241.15 | .0097 | 27,963.06 | .0092 | 1,683.82-<br>4,216.17- |
| CLEANUP | 14,275.33 | .0230 | 53,361.43 | .0243 | 14,708.75 | .0155 | 59,082.62 | .0195 | 433.42-<br>5,721.19- |
| OILERS | 3,186.17 | .0051 | 11,542.83 | .0052 | 3,178.59 | .0033 | 11,688.54 | .0038 | 7.58<br>145.71- |
| LOADING | 5,464.72 | .0088 | 19,948.01 | .0091 | 6,892.14 | .0072 | 23,885.54 | .0079 | 1,427.42-<br>3,937.53- |
| UNLOADING | 6,765.50 | .0109 | 21,581.99 | .0098 | 9,289.06 | .0098 | 32,575.92 | .0107 | 2,523.56-<br>10,993.93- |
| SORTING | 10,245.44 | .0165 | 42,734.10 | .0195 | 12,052.99 | .0127 | 39,984.79 | .0132 | 1,807.55-<br>2,749.31 |
| CLERICAL BOTTLING | 1,391.01 | .0022 | 5,669.70 | .0025 | 1,295.90 | .0013 | 5,208.20 | .0017 | 95.11<br>461.50 |
| CLERICAL WAREHOUSE | 3,743.18 | .0060 | 15,321.17 | .0070 | 3,735.65 | .0039 | 15,205.07 | .0050 | 7.53<br>116.10 |
| FOREMEN BOTTLING | 10,209.18 | .0164 | 40,836.72 | .0186 | 11,034.14 | .0116 | 44,761.56 | .0148 | 824.96-<br>3,924.84- |
| FOREMEN WAREHOUSE | 5,240.02 | .0084 | 20,960.08 | .0095 | 4,939.98 | .0052 | 19,759.92 | .0065 | 300.04<br>1,200.16 |
| VACATION | 18,800.00 | .0303 | 61,100.00 | .0278 | 22,560.00 | .0238 | 73,320.00 | .0242 | 3,760.00-<br>12,220.00- |
| HOLIDAY | 6,960.00 | .0112 | 22,620.00 | .0103 | 8,160.00 | .0086 | 26,520.00 | .0087 | 1,200.00-<br>3,900.00- |
| PENSION | 8,259.50 | .0133 | 32,543.75 | .0148 | 8,790.75 | .0092 | 35,460.75 | .0117 | 531.25-<br>2,917.00- |

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| | APRIL 75 | | YTD 75 | | APRIL 74 | | YTD 74 | | VARIANCE |
|---|---|---|---|---|---|---|---|---|---|
| TOTAL WAGES | 175,485.77 | .2829 | 621,596.03 | .2836 | 207,234.44 | .2187 | 742,227.23 | .2458 | 31,748.67-<br>120,631.20- |
| MATERIALS AND SUPPLIES | | | | | | | | | |
| CROWNS | 21,316.60 | .0343 | 75,925.85 | .0346 | 21,328.22 | .0225 | 74,801.74 | .0247 | 11.62-<br>1,124.11 |
| LABELS | 20,190.14 | .0325 | 68,400.53 | .0312 | 22,415.62 | .0236 | 85,599.71 | .0283 | 2,225.48-<br>17,199.18- |
| CAUSTIC | 4,568.70 | .0073 | 19,024.35 | .0086 | 2,871.25 | .0030 | 11,563.70 | .0038 | 1,697.45<br>7,460.65 |
| PARTITIONS, ETC. | 1,981.72 | .0032 | 4,802.36 | .0022 | 1,967.80 | .0020 | 11,261.13 | .0037 | 13.92<br>6,458.77- |
| BY PRODUCT SALES | 540.00 | .0008 | 255.31 | .0001 | 301.80- | .0003- | 1,390.81- | .0004- | 841.80<br>1,646.12 |
| UNCLASSIFIED | 6,815.64 | .0109 | 28,123.43 | .0128 | 8,063.38 | .0085 | 34,279.55 | .0113 | 1,247.74-<br>6,156.12- |
| TOTAL MATERIALS | 55,412.80 | .0893 | 196,531.83 | .0896 | 56,344.47 | .0594 | 216,115.02 | .0715 | 931.67-<br>19,583.19- |
| MAINTENANCE | | | | | | | | | |
| BOTTLEHOUSE BLDG MATL. | 124.00 | .0002 | 1,162.44 | .0005 | 136.82 | .0001 | 1,148.08 | .0003 | 12.82-<br>14.36 |
| BOTTLEHOUSE MACH MATL. | 8,585.19 | .0138 | 65,723.48 | .0300 | 16,804.80 | .0177 | 56,673.43 | .0187 | 8,219.61-<br>9,050.05 |
| BOTTLEHOUSE MACH LABOR | 577.00- | .0009- | 18,785.30 | .0085 | .00 | .0000 | 25,044.97 | .0083 | 577.00-<br>6,259.67- |
| WAREHOUSE BLDG MATL. | .00 | .0000 | 268.83 | .0001 | 6,931.17 | .0073 | 9,898.22 | .0032 | 6,931.17-<br>9,629.39- |
| WAREHOUSE MACH MATL. | 791.54 | .0012 | 1,674.96 | .0007 | 965.35 | .0010 | 5,098.36 | .0016 | 173.81-<br>3,423.40- |
| CONTRACTORS | 14,773.15 | .0238 | 54,275.05 | .0247 | 15,067.99 | .0159 | 74,986.36 | .0248 | 294.84-<br>20,711.31- |
| TOTAL MAINTENANCE | 23,696.88 | .0382 | 141,890.06 | .0647 | 39,906.13 | .0421 | 172,849.42 | .0572 | 16,209.25-<br>30,959.36- |
| GENERAL | | | | | | | | | |

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| | APRIL 75 | | YTD 75 | | APRIL 74 | | YTD 74 | | VARIANCE |
|---|---|---|---|---|---|---|---|---|---|
| BEER CONSUMED | 582.80 | .0009 | 2,127.65 | .0009 | 591.60 | .0006 | 2,088.85 | .0007 | 8.80-<br>38.80 |
| UTILITIES DIRECT CHGE. | 4,782.68 | .0077 | 18,284.75 | .0083 | 4,101.21 | .0043 | 19,266.53 | .0063 | 681.47<br>981.78- |
| POWER PLANT ALLOCATION | 23,922.95 | .0385 | 103,873.36 | .0474 | 21,115.86 | .0222 | 86,185.50 | .0285 | 2,807.09<br>17,687.86 |
| PLANT MAINTENANCE ETC. | 55,997.87 | .0902 | 202,533.58 | .0924 | 52,539.40 | .0554 | 190,161.37 | .0629 | 3,458.47<br>12,372.21 |
| UNCLASSIFIED | 920.57 | .0014 | 2,553.10 | .0011 | 162.65 | .0001 | 1,393.60 | .0004 | 757.92<br>1,159.50 |
| TOTAL GENERAL | 86,206.87 | .1389 | 329,372.44 | .1503 | 78,510.72 | .0828 | 299,095.85 | .0990 | 7,696.15<br>30,276.59 |
| FIXED | | | | | | | | | |
| TAXES & LICENSES | 6,500.00 | .0104 | 21,600.00 | .0098 | 7,600.00 | .0080 | 24,700.00 | .0081 | 1,100.00-<br>3,100.00- |
| TAXES PAYROLL | 18,550.00 | .0299 | 62,470.00 | .0285 | 20,450.00 | .0215 | 65,570.00 | .0217 | 1,900.00-<br>3,100.00- |
| INSURANCE GENERAL | 1,027.00 | .0016 | 4,108.00 | .0018 | 1,258.49 | .0013 | 5,033.96 | .0016 | 231.49-<br>925.96- |
| INSURANCE EMPLOYEES | 22,008.91 | .0354 | 88,549.55 | .0404 | 23,731.86 | .0250 | 98,062.38 | .0324 | 1,722.95-<br>9,512.83- |
| PENSION TRUST | 2,200.00 | .0035 | 8,800.00 | .0040 | 1,965.00 | .0020 | 7,860.00 | .0026 | 235.00<br>940.00 |
| RETIREES PENSION | 1,764.32 | .0028 | 8,148.89 | .0037 | 1,919.82 | .0020 | 7,679.28 | .0025 | 155.50-<br>469.61 |
| RENTALS | 894.00 | .0014 | 2,199.99 | .0010 | 525.00 | .0005 | 1,975.66 | .0006 | 369.00<br>224.33 |
| DEPRECIATION BH BLDG. | 2,355.24 | .0038 | 7,654.53 | .0035 | 2,355.24 | .0024 | 7,654.53 | .0025 | .00<br>.00 |
| DEPRECIATION WH BLDG. | 783.02 | .0012 | 2,544.80 | .0011 | 1,093.24 | .0011 | 3,553.03 | .0011 | 310.22-<br>1,008.23- |
| DEPRECIATION BH MACH. | 17,282.14 | .0278 | 56,207.04 | .0256 | 16,423.19 | .0173 | 53,521.87 | .0177 | 858.95<br>2,685.17 |
| DEPRECIATION WH MACH. | 267.38 | .0004 | 868.97 | .0004 | 308.43 | .0003 | 1,009.15 | .0003 | 41.05-<br>140.18- |

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| | APRIL 75 | | YTD 75 | | APRIL 74 | | YTD 74 | | VARIANCE |
|---|---|---|---|---|---|---|---|---|---|
| DEPRECIATION LIFT TRKS | 2,360.19 | .0038 | 7,670.61 | .0035 | 2,877.36 | .0030 | 9,351.42 | .0031 | 517.17-<br>1,680.81- |
| DEPRECIATION CARTONS | 12,840.52 | .0207 | 42,708.28 | .0194 | 17,687.65 | .0186 | 53,797.90 | .0178 | 4,847.13-<br>11,089.62- |
| DEPRECIATION BOTTLES | 11,563.02 | .0186 | 37,579.83 | .0171 | 12,748.10 | .0134 | 41,806.39 | .0138 | 1,185.08-<br>4,226.56- |
| TOTAL FIXED | 100,395.74 | .1618 | 351,110.49 | .1602 | 110,943.38 | .1171 | 381,575.57 | .1263 | 10,547.64-<br>30,465.08- |
| ---------- | | | | | | | | | |
| TOTAL TOTAL | 441,198.06 | .7112 | 1,640,500.85 | .7486 | 492,939.14 | .5202 | 1,811,863.09 | .6001 | 51,741.08-<br>171,362.24- |
| BEER FROM CELLARS | 517,977.60 | .8350 | 1,792,912.60 | .8181 | 540,664.00 | .5706 | 1,700,626.80 | .5632 | 22,686.40-<br>92,285.80 |
| TOTAL CASE BEER COST | 959,175.66 | 1.5462 | 3,433,413.45 | 1.5668 | 1,033,603.14 | 1.0909 | 3,512,489.89 | 1.1633 | 74,427.48-<br>79,076.44- |

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| | APRIL 75 | YTD 75 | APRIL 74 | YTD 74 | VARIANCE |
|---|---|---|---|---|---|
| WAGES AND SALARIES | AMOUNT | AMOUNT | AMOUNT | AMOUNT | |
| | 12,921.32 | | 13,148.64 | | 227.32- |
| ENGINEERS | | 52,455.79 | | 48,933.92 | 3,521.87 |
| | 15,922.28 | | 15,121.44 | | 800.84 |
| FIREMEN & OILERS | | 61,203.19 | | 59,573.03 | 1,630.16 |
| | 3,600.00 | | 3,600.00 | | .00 |
| VACATION | | 11,520.00 | | 11,520.00 | .00 |
| | 1,300.00 | | 1,300.00 | | .00 |
| HOLIDAY | | 4,160.00 | | 4,160.00 | .00 |
| | 987.00 | | 901.00 | | 86.00 |
| PENSION | | 4,545.75 | | 3,829.25 | 716.50 |
| | 34,730.60 | | 34,071.08 | | 659.52 |
| TOTAL WAGES | | 133,884.73 | | 128,016.20 | 5,868.53 |
| MATERIALS AND SUPPLIES | | | | | |
| | 37,286.03 | | 23,350.35 | | 13,935.68 |
| FUEL | | 206,535.14 | | 103,657.36 | 102,877.78 |
| | 1,682.75 | | 1,466.20 | | 216.55 |
| AMMONIA & WATER | | 7,564.17 | | 7,635.22 | 71.05- |
| | 36.06 | | 121.30 | | 85.24- |
| OIL, GREASE ETC. | | 90.49 | | 194.85 | 104.36- |
| | 3.00 | | 10.40 | | 7.40- |
| UNCLASSIFIED | | 164.26 | | 141.80 | 22.46 |
| | 39,007.84 | | 24,948.25 | | 14,059.59 |
| TOTAL MATERIALS | | 214,354.06 | | 111,629.23 | 102,724.83 |
| MAINTENANCE | | | | | |
| | 1,483.69 | | 76.65 | | 1,407.04 |
| MACHINERY MATL. | | 3,114.17 | | 4,349.84 | 1,235.67- |
| | .00 | | 92.40 | | 92.40- |
| ICE MACHINE MATL. | | 173.00 | | 241.90 | 68.90- |
| | 521.67 | | .00 | | 521.67 |
| WELLS MATL. | | 2,951.78 | | 5,548.39 | 2,596.61- |

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| | APRIL 75 | YTD 75 | APRIL 74 | YTD 74 | VARIANCE |
|---|---|---|---|---|---|
| CONTRACTORS | 1,850.20 | 4,580.32 | 1,545.98 | 5,615.68 | 304.22<br>1,035.36- |
| TOTAL MAINTENANCE | 3,855.56 | 10,819.27 | 1,715.03 | 15,755.81 | 2,140.53<br>4,936.54- |
| GENERAL | | | | | |
| UTILITIES DIRECT CHGE. | 6,704.66 | 25,502.39 | 6,062.98 | 21,505.32 | 641.68<br>3,997.07 |
| SEWAGE | 9,000.00 | 30,000.00 | 13,000.00 | 56,500.00 | 4,000.00-<br>26,500.00- |
| UNCLASSIFIED | 49.00 | 199.78 | 277.00 | 1,381.00 | 228.00-<br>1,181.22- |
| TOTAL GENERAL | 15,753.66 | 55,702.17 | 19,339.98 | 79,386.32 | 3,586.32-<br>23,684.15- |
| FIXED | | | | | |
| TAXES & LICENSES | 350.00 | 1,205.00 | 400.00 | 1,280.00 | 50.00-<br>75.00- |
| TAXES PAYROLL | 1,790.00 | 5,990.00 | 1,790.00 | 5,990.00 | .00<br>.00 |
| INSURANCE GENERAL | 908.25 | 3,550.50 | 1,296.09 | 4,231.49 | 387.84-<br>680.99- |
| INSURANCE EMPLOYEES | 2,520.00 | 9,780.00 | 2,055.00 | 8,590.00 | 465.00<br>1,190.00 |
| RETIREES PENSION | 30.00 | 120.00 | 30.00 | 120.00 | .00<br>.00 |
| DEPRECIATION BUILDING | 566.86 | 1,813.96 | 582.66 | 1,864.50 | 15.80-<br>50.54- |
| DEPRECIATION MACHINERY | 1,920.24 | 6,148.17 | 2,231.37 | 7,140.38 | 311.13-<br>992.21- |
| DEPRECIATION ICE MACH. | 981.41 | 3,140.50 | 1,476.70 | 4,725.44 | 495.29-<br>1,584.94- |
| DEPRECIATION WELLS | 1,598.42 | 5,114.94 | 1,871.93 | 5,990.18 | 273.51-<br>875.24- |
| TOTAL FIXED | 10,665.18 | 36,863.07 | 11,733.75 | 39,931.99 | 1,068.57-<br>3,068.92- |

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| POWER PLANT | APRIL 75 | YTD 75 | APRIL 74 | YTD 74 | VARIANCE |
|---|---|---|---|---|---|
| ALLOCATED TO BREWING RACKING AND BOTTLING | 104,012.84 | 451,623.30 | 91,808.09 | 374,719.55 | 12,204.75<br>76,903.75 |

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| | APRIL 75 | YTD 75 | APRIL 74 | YTD 74 | VARIANCE |
|---|---|---|---|---|---|
| WAGES AND SALARIES | AMOUNT | AMOUNT | AMOUNT | AMOUNT | |
| | 5,946.61 | | 7,491.15 | | 1,544.54- |
| CARPENTERS | | 27,952.57 | | 12,085.22 | 15,867.35 |
| | 20,912.30 | | 21,757.76 | | 845.46- |
| MACHINISTS | | 63,653.85 | | 77,989.26 | 14,335.41- |
| | 10,947.35 | | 9,393.65 | | 1,553.70 |
| PLUMBERS | | 39,224.92 | | 27,519.40 | 11,705.52 |
| | 1,985.94 | | 1,985.94 | | .00 |
| ELECTRICIANS | | 7,775.76 | | 7,809.09 | 33.33- |
| | 4,506.90 | | 4,370.40 | | 136.50 |
| JANITORS & WATCHMEN | | 17,350.09 | | 17,560.10 | 210.01- |
| | 1,367.40 | | 1,180.40 | | 187.00 |
| LABORERS | | 5,991.90 | | 4,861.14 | 1,130.76 |
| | 2,298.82 | | 2,035.78 | | 263.04 |
| PAYROLL & CLERICAL | | 9,573.31 | | 8,852.68 | 720.63 |
| | 2,566.66 | | 2,416.66 | | 150.00 |
| FOREMEN | | 10,266.64 | | 9,666.64 | 600.00 |
| | 4,100.00 | | 3,800.00 | | 300.00 |
| VACATION | | 13,120.00 | | 12,160.00 | 960.00 |
| | 1,650.00 | | 1,650.00 | | .00 |
| HOLIDAY | | 5,280.00 | | 5,280.00 | .00 |
| | 1,965.66 | | 1,862.32 | | 103.34 |
| PENSION | | 8,917.59 | | 7,121.94 | 1,795.65 |
| | 2,587.77 | | 2,162.68 | | 425.09 |
| UNCLASSIFIED | | 12,059.67 | | 9,891.64 | 2,168.03 |
| | .00 | | 4,809.65- | | 4,809.65 |
| WAGES CAPITALIZED, ETC | | 1,457.11- | | 5,795.96- | 4,338.85 |
| | 60,835.41 | | 55,297.09 | | 5,538.32 |
| TOTAL WAGES | | 219,709.19 | | 195,001.15 | 24,708.04 |
| MATERIALS AND SUPPLIES | | | | | |
| | 1,771.50 | | 3,095.32 | | 1,323.82- |
| CARPENTRY | | 6,250.90 | | 7,951.43 | 1,700.53- |

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| | APRIL 75 | YTD 75 | APRIL 74 | YTD 74 | VARIANCE |
|---|---|---|---|---|---|
| AUTOMOTIVE | 91.73 | 732.39 | 86.70 | 335.05 | 5.03<br>397.34 |
| MACHINAL | 2,216.60 | 8,043.13 | 1,981.89 | 7,016.75 | 234.71<br>1,026.38 |
| PLUMBING | 3,392.40 | 11,836.55 | 1,909.59 | 13,291.37 | 1,482.81<br>1,454.82- |
| ELECTRICAL | 656.85 | 4,497.46 | 1,944.77 | 7,414.30 | 1,287.92-<br>2,916.84- |
| UNCLASSIFIED | 58.86 | 2,142.24 | 208.27 | 2,259.35 | 149.41-<br>117.11- |
| TOTAL MATERIALS | 8,187.94 | 33,502.67 | 9,226.54 | 38,268.25 | 1,038.60-<br>4,765.58- |
| MAINTENANCE | | | | | |
| MACHINERY | 53.04 | 75.67 | 99.54 | 307.33 | 46.50-<br>231.66- |
| AUTOMOTIVE | 110.00 | 306.39 | .00 | 188.58 | 110.00<br>117.81 |
| CONTRACTORS | 1,681.06 | 5,245.11 | 2,073.71 | 8,198.31 | 392.65-<br>2,953.20- |
| TOTAL MAINTENANCE | 1,844.10 | 5,627.17 | 2,173.25 | 8,694.22 | 329.15-<br>3,067.05- |
| GENERAL | | | | | |
| BEER CONSUMED | 178.25 | 527.25 | 156.00 | 453.00 | 22.25<br>74.25 |
| A.D.T. SERVICE | 519.50 | 1,179.50 | 379.00 | 758.00 | 140.50<br>421.50 |
| GUARD SERVICE | 1,702.50 | 6,826.94 | 1,585.50 | 8,467.99 | 117.00<br>1,641.05- |
| LAWN SERVICE | 583.45 | 641.95 | .00 | 322.63 | 583.45<br>319.32 |
| UNCLASSIFIED | 701.29 | 2,594.71 | 392.95 | 1,409.70 | 308.34<br>1,185.01 |
| TOTAL GENERAL | 3,684.99 | 11,770.35 | 2,513.45 | 11,411.32 | 1,171.54<br>359.03 |

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| | APRIL 75 | YTD 75 | APRIL 74 | YTD 74 | VARIANCE |
|---|---|---|---|---|---|
| FIXED | | | | | |
| TAXES & LICENSES | 1,000.00 | 3,767.45 | 1,400.00 | 4,797.05 | 400.00-<br>1,029.60- |
| TAXES PAYROLL | 5,700.00 | 16,800.00 | 5,400.00 | 16,200.00 | 300.00<br>600.00 |
| INSURANCE GENERAL | 1,019.77 | 4,079.08 | 998.42 | 4,089.68 | 21.35<br>10.60- |
| INSURANCE EMPLOYEES | 5,980.18 | 23,918.99 | 5,471.33 | 20,271.66 | 508.85<br>3,647.33 |
| PENSION TRUST | 560.00 | 2,240.00 | 330.00 | 1,320.00 | 230.00<br>920.00 |
| RETIREES PENSION | 1,310.38 | 5,241.52 | 1,310.38 | 5,241.52 | .00<br>.00 |
| DEPRECIATION BUILDINGS | 646.40 | 2,068.48 | 561.20 | 1,795.85 | 85.20<br>272.63 |
| DEPRECIATION MACHINERY | 618.55 | 1,979.38 | 740.22 | 2,382.74 | 121.67-<br>403.36- |
| DEPR. YARD IMPROVMENTS | 241.59 | 773.08 | 342.64 | 1,096.44 | 101.05-<br>323.36- |
| DEPR. AUTOMOTIVE | 170.47 | 545.50 | 365.64 | 1,170.06 | 195.17-<br>624.56- |
| TOTAL FIXED | 17,247.34 | 61,413.48 | 16,919.83 | 58,365.00 | 327.51<br>3,048.48 |
| GENERAL PLANT | | | | | |
| ALLOCATED TO BREWING, RACKING AND BOTTLING | 91,799.78 | 332,022.86 | 86,130.16 | 311,739.94 | 5,669.62<br>20,282.92 |

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| | APRIL 75 | YTD 75 | | APRIL 74 | YTD 74 | | VARIANCE | CURRENT YEAR BUDGET | (1975 5-1/12-31) |
|---|---|---|---|---|---|---|---|---|---|
| BARRELS SOLD | 55,662 | 196,769 | | 78,478 | 265,601 | | 22,816-<br>68,832- | | |
| MEDIA | AMOUNT | AMOUNT | PER BBL | AMOUNT | AMOUNT | PER BBL | | | |
| POSTERS | .00 | .00 | .0000 | 12,808.00 | 51,625.00 | .1944 | 12,808.00-<br>51,625.00- | 0 | 40,000 |
| PAINTED BULLETINS | 7,325.20 | 100,997.52 | .5133 | 20,532.07 | 96,170.48 | .3621 | 13,206.87-<br>4,827.04 | 320,401 | 200,000 |
| TELEVISION | 56,469.00 | 166,692.00 | .8471 | 78,933.00 | 109,439.50 | .4120 | 22,464.00-<br>57,252.50 | 512,849 | 320,000 |
| RADIO | 7,007.78 | 22,945.00 | .1166 | 18,790.75 | 24,020.94 | .0904 | 11,782.97-<br>1,075.94- | 228,950 | 200,000 |
| COLLEGE & NEWSPAPER | 17,368.61 | 28,005.38 | .1423 | 834.01 | 2,062.92 | .0078 | 16,534.60<br>25,942.46 | 75,000 | 40,000 |
| MISC PUBLICATIONS | 304.88 | 1,749.51 | .0089 | 6,943.88 | 8,486.73 | .0320 | 6,639.00-<br>6,737.22- | 25,000 | 20,000 |
| TOTAL MEDIA | 88,475.47 | 320,389.41 | 1.6283 | 138,841.71 | 291,805.57 | 1.0987 | 50,366.24-<br>28,583.84 | 1,162,200 | 820,000 |
| PRODUCTION | | | | | | | | | |
| POSTERS | 6.00- | 36.87 | .0002 | 6.76 | 15,136.17 | .0570 | 12.76-<br>15,099.30- | 0 | 2,000 |
| PAINTED BULLETINS | 3,157.97 | 3,157.97 | .0160 | 813.22 | 2,044.45 | .0077 | 2,344.75<br>1,113.52 | 9,000 | 13,000 ~~8,000~~ |
| TELEVISION | 1,042.42 | 35,417.61 | .1800 | 10,691.33 | 30,807.48 | .1160 | 9,648.91-<br>4,610.13 | 31,000 | 130,000 ~~115,000~~ |
| RADIO | 1,491.94 | 11,277.24 | .0573 | 383.84 | 27,106.55 | .1021 | 1,108.10<br>15,829.31- | 22,000 | 30,000 |
| MISCELLANEOUS | 14,936.06 | 20,714.55 | .1053 | 957.03 | 1,343.61 | .0051 | 13,979.03<br>19,370.94 | 27,000 | 15,000 |
| TOTAL PRODUCTION | 20,622.39 | 70,604.24 | .3588 | 12,852.18 | 76,438.26 | .2878 | 7,770.21<br>5,834.02- | 89,000 | ~~170,000~~ 190,000 |
| SALES PROMOTION | | | | | | | | | |
| PERMANENT P O P | 17,617.69 | 111,425.58 | .5663 | 17,199.16 | 151,997.65 | .5723 | 418.53<br>40,572.07- | 225,000 | 25,000 |

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| | APRIL 75 | YTD 75 | | APRIL 74 | YTD 74 | | VARIANCE | CURRENT | |
|---|---|---|---|---|---|---|---|---|---|
| MERCHANDISING P O P | 14,508.81 | 32,847.20 | .1669 | 7,191.71 | 30,355.53 | .1143 | 7,317.10<br>2,491.67 | 50,000 | 40,000 |
| SALES PROMOTION ITEMS | 2,152.00 | 8,548.53 | .0434 | 6,697.57 | 10,664.27 | .0402 | 4,545.57-<br>2,115.74- | 25,000 | 20,000 |
| PRICE CARDS ETC. | 902.72 | 2,517.36 | .0128 | 3,906.08 | 10,415.70 | .0392 | 3,003.36-<br>7,898.34- | 15,000 | 13,000 |
| MISC. PRINTED MATERIAL | 322.40 | 7,508.89 | .0382 | 2,097.11 | 9,198.85 | .0346 | 1,774.71-<br>1,689.96- | 25,000 | 20,000 |
| DIAMOND PUBLICATION | 560.14 | 1,962.42 | .0100 | .00 | 1,564.86 | .0059 | 560.14<br>397.56 | 4,000 | 3,000 |
| FILMS | .00 | 62.12 | .0003 | 32.76 | 96.20 | .0004 | 32.76-<br>34.08- | 1,000 | ~~0~~ |
| TRUCK PAINTING | 375.00 | 2,326.50 | .0118 | 1,189.10 | 5,181.18 | .0195 | 814.10-<br>2,854.68- | 8,000 | 7,000 |
| UNIFORMS DISTRIBUTORS | 150.83 | 695.68 | .0035 | 904.48 | 3,484.90 | .0131 | 753.65-<br>2,789.22- | 6,000 | 5,000 |
| UNIFORMS EMPLOYEES | .00 | .00 | .0000 | .00 | 277.59 | .0010 | .00<br>277.59- | 300 | ~~0~~ |
| WALL SIGNS | 110.00 | 5,950.00 | .0302 | 543.00 | 6,884.50 | .0259 | 433.00-<br>934.50- | 12,000 | 6,000 |
| SPORT & FLOAT FEES | .00 | 1,200.00 | .0061 | .00 | 1,900.00 | .0072 | .00<br>700.00- | 13,000 | 12,000 |
| FREIGHT ON SHIPMENTS | 23.27 | 88.36 | .0004 | 8.61 | 64.13 | .0002 | 14.66<br>24.23 | 200 | ~~0~~ |
| MISCELLANEOUS | 8,574.87 | 13,692.45 | .0696 | 1,030.55 | 2,815.27 | .0106 | 7,544.32<br>10,877.18 | 20,000 | 9,000 |
| TOTAL SALES PROMOTION | 45,297.73 | 188,825.09 | .9596 | 40,800.13 | 234,900.63 | .8844 | 4,497.60<br>46,075.54- | 404,500 | 160,000 |
| SIGN COST & MAINTENANCE | | | | | | | | | |
| AMORT. OUTDOOR SIGNS | 2,807.84 | 9,476.46 | .0482 | 3,208.65 | 10,357.30 | .0390 | 400.81-<br>880.84- | 35,000 | 5,000 |
| AMORT. INDOOR SIGNS | 1,299.46 | 4,364.98 | .0222 | 1,917.90 | 6,472.92 | .0244 | 618.44-<br>2,107.94- | 35,000 | ~~0~~ |
| HANG SIGNS - KAUFMAN | 2,827.65 | 8,050.85 | .0409 | 3,771.10 | 15,001.51 | .0565 | 943.45-<br>6,950.66- | 50,000 | 40,000 |

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| | APRIL 75 | YTD 75 | | APRIL 74 | YTD 74 | | VARIANCE | CURRENT | |
|---|---|---|---|---|---|---|---|---|---|
| SIGN MAINT - KAUFMAN | 6,587.01 | 16,662.21 | .0847 | 5,075.58 | 16,495.12 | .0621 | 1,511.43<br>167.09 | 60,000 | 40,000 |
| DISTR. SIGN REIMB. | 969.22 | 7,341.22 | .0373 | 3,517.29 | 8,339.94 | .0314 | 2,548.07-<br>998.72- | 20,000 | 17,000 |
| TAXES & LICENSES | 632.63 | 1,557.18 | .0079 | 29.91- | 1,866.65 | .0070 | 662.54<br>309.47- | 5,000 | 3,000 |
| TOTAL SIGN COST | 15,123.81 | 47,452.90 | .2412 | 17,460.61 | 58,533.44 | .2204 | 2,336.80-<br>11,080.54- | 205,000 | 105,000 |
| PERSONNEL | | | | | | | | | |
| AD MANAGERS | 1,458.34 | 5,833.36 | .0296 | 1,593.71 | 7,778.69 | .0293 | 135.37-<br>1,945.33- | 25,000 | 15,000 |
| STOREROOM AND CLERICAL | 2,621.53 | 8,573.23 | .0436 | 1,985.37 | 7,499.41 | .0282 | 636.16<br>1,073.82 | 20,000 | 21,000 |
| TRAVEL & ENTERTAINMENT | 233.60 | 1,302.24 | .0066 | 459.61 | 1,950.59 | .0073 | 226.01-<br>648.35- | 5,000 | 3,000 |
| PAYROLL TAXES | 190.00 | 830.00 | .0042 | 200.00 | 920.00 | .0035 | 10.00-<br>90.00- | 2,000 | 1,000 |
| EMPLOYEE INSURANCE | 327.77 | 1,190.30 | .0060 | 339.44 | 1,722.28 | .0065 | 11.67-<br>531.98- | 3,000 | 2,000 |
| GENERAL INSURANCE | 39.00 | 184.00 | .0009 | 27.78 | 111.12 | .0004 | 11.22<br>72.88 | 300 | ~~0~~ |
| PENSION TRUST | 215.00 | 860.00 | .0044 | 225.00 | 900.00 | .0034 | 10.00-<br>40.00- | 4,000 | 3,000 |
| TOTAL PERSONNEL | 5,085.24 | 18,773.13 | .0954 | 4,830.91 | 20,882.09 | .0786 | 254.33<br>2,108.96- | 59,300 | 45,000 |
| ADVERTISING EXPENSE | | | | | | | | | |
| TOTAL ADVERTISING | 174,604.64 | 646,044.77 | 3.2833 | 214,785.54 | 682,559.99 | 2.5699 | 40,180.90-<br>36,515.22- | 1,920,000 | 1,320,000<br>~~1,300,000~~ |
| TOTAL PREPAID | 41,000.00- | 216,000.00- | 1.0977- | 80,000.00- | 252,000.00- | .9488- | 39,000.00<br>36,000.00 | 0 | ~~0~~ |
| TOTAL INCOME STATEMENT | 133,604.64 | 430,044.77 | 2.1855 | 134,785.54 | 430,559.99 | 1.6211 | 1,180.90-<br>515.22- | 1,920,000 | 1,320,000<br>~~1,300,000~~ |

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| | APRIL 75 | | YTD 75 | | APRIL 74 | | YTD 74 | | VARIANCE |
|---|---|---|---|---|---|---|---|---|---|
| MAINTENANCE | | | | | | | | | |
| CUSTOMERS EQUIP. LABOR | 1,676.66 | .0301 | 4,096.86 | .0208 | 1,290.34 | .0164 | 3,779.11 | .0142 | 386.32<br>317.75 |
| TOTAL MAINTENANCE | 1,676.66 | .0301 | 4,096.86 | .0208 | 1,290.34 | .0164 | 3,779.11 | .0142 | 386.32<br>317.75 |
| GENERAL | | | | | | | | | |
| BEER CONSUMED | .00 | .0000 | .00 | .0000 | .00 | .0000 | 137.40 | .0005 | .00<br>137.40- |
| EXECUTIVE EXPENSES | 701.31 | .0126 | 2,962.49 | .0151 | 622.51 | .0079 | 2,890.75 | .0109 | 78.80<br>71.74 |
| SALES MANAGERS EXP. | 3,343.50 | .0601 | 10,838.18 | .0551 | 2,933.23 | .0374 | 11,831.14 | .0445 | 410.27<br>992.96- |
| SALESMENS EXP. CITY | 9,235.52 | .1659 | 10,409.41 | .0529 | 446.49 | .0057 | 1,812.80 | .0068 | 8,789.03<br>8,596.61 |
| SALESMENS EXP. COUNTRY | .00 | .0000 | 25,488.97 | .1295 | 7,616.18 | .0970 | 29,435.81 | .1108 | 7,616.18-<br>3,946.84- |
| TELEPHONE | 1,029.28 | .0185 | 2,555.65 | .0130 | 851.36 | .0108 | 2,562.25 | .0096 | 177.92<br>6.60- |
| CONVENTIONS, ETC. | 2,256.61 | .0405 | 6,869.08 | .0349 | 3,106.85 | .0396 | 8,656.99 | .0326 | 850.24-<br>1,787.91- |
| UNCLASSIFIED | 1,608.36 | .0289 | 7,482.43 | .0380 | 4,101.07 | .0523 | 11,583.40 | .0436 | 2,492.71-<br>4,100.97- |
| TOTAL GENERAL | 18,174.58 | .3265 | 66,606.21 | .3385 | 19,677.69 | .2507 | 68,910.54 | .2595 | 1,503.11-<br>2,304.33- |
| FIXED | | | | | | | | | |
| TAXES PROPERTY | .00 | .0000 | 908.00 | .0046 | 100.00 | .0013 | 1,053.70 | .0040 | 100.00-<br>145.70- |
| TAXES PAYROLL | 2,350.00 | .0422 | 7,350.00 | .0374 | 2,300.00 | .0293 | 9,260.00 | .0349 | 50.00<br>1,910.00- |
| INSURANCE EMPLOYEES | 3,081.21 | .0554 | 11,113.17 | .0565 | 2,383.40 | .0304 | 10,011.12 | .0377 | 697.81<br>1,102.05 |
| PENSION TRUST | 2,295.00 | .0412 | 9,180.00 | .0467 | 1,960.00 | .0250 | 5,880.00 | .0221 | 335.00<br>3,300.00 |

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| | APRIL 75 | | YTD 75 | | APRIL 74 | | YTD 74 | | VARIANCE |
|---|---|---|---|---|---|---|---|---|---|
| DEPR'N AUTOMOTIVE | 193.44 | .0035 | 652.86 | .0033 | 220.75 | .0028 | 745.02 | .0028 | 27.31-<br>92.16- |
| DEPR'N CUST. EQUIPMENT | 806.80 | .0145 | 2,595.74 | .0132 | 807.57 | .0103 | 2,894.63 | .0109 | .77-<br>298.89- |
| TOTAL FIXED | 8,726.45 | .1568 | 31,799.77 | .1616 | 7,771.72 | .0990 | 29,844.47 | .1124 | 954.73<br>1,955.30 |
| SELLING EXPENSE | | | | | | | | | |
| TOTAL EXPENSE | 59,865.76 | 1.0755 | 218,755.65 | 1.1117 | 52,606.83 | .6703 | 204,346.97 | .7694 | 7,258.93<br>14,408.68 |

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| | APRIL 75 | | YTD 75 | | APRIL 74 | | YTD 74 | | VARIANCE |
|---|---|---|---|---|---|---|---|---|---|
| BARRELS SOLD | 55,662 | | 196,769 | | 78,478 | | 265,601 | | 22,816-<br>68,832- |
| WAGES AND SALARIES | AMOUNT | PER BBL | AMOUNT | PER BBL | AMOUNT | PER BBL | AMOUNT | PER BBL | |
| EXECUTIVES | 9,708.32 | .1744 | 38,833.28 | .1974 | 9,375.02 | .1195 | 37,500.06 | .1412 | 333.30<br>1,333.22 |
| CREDIT | 1,541.66 | .0277 | 6,166.64 | .0313 | 1,458.34 | .0186 | 5,833.38 | .0220 | 83.32<br>333.26 |
| ACCOUNTING | 2,276.66 | .0409 | 9,106.64 | .0463 | 2,118.34 | .0270 | 8,473.36 | .0319 | 158.32<br>633.28 |
| STENOGRAPHERS | 2,041.88 | .0367 | 8,043.04 | .0409 | 1,940.00 | .0247 | 7,740.00 | .0291 | 101.88<br>303.04 |
| DATA PROCESSING | 1,782.06 | .0320 | 7,068.15 | .0359 | 2,042.19 | .0260 | 8,282.76 | .0312 | 260.13-<br>1,214.61- |
| CLERICAL | 2,631.60 | .0473 | 10,611.57 | .0539 | 2,461.05 | .0314 | 9,934.70 | .0374 | 170.55<br>676.87 |
| PURCHASING | 2,180.00 | .0392 | 8,720.00 | .0443 | 2,060.00 | .0262 | 8,240.00 | .0310 | 120.00<br>480.00 |
| BUFFET | 245.38 | .0044 | 1,189.01 | .0060 | 174.80 | .0022 | 391.00 | .0015 | 70.58<br>798.01 |
| UNCLASSIFIED | 610.00 | .0110 | 2,440.00 | .0124 | 648.50 | .0083 | 3,512.75 | .0132 | 38.50-<br>1,072.75- |
| TOTAL WAGES | 23,017.56 | .4135 | 92,178.33 | .4685 | 22,278.24 | .2839 | 89,908.01 | .3385 | 739.32<br>2,270.32 |
| MATERIALS AND SUPPLIES | | | | | | | | | |
| POSTAGE | 2,972.49 | .0534 | 5,210.66 | .0265 | 863.42 | .0110 | 4,069.43 | .0153 | 2,109.07<br>1,141.23 |
| STATIONERY | 961.84 | .0173 | 4,592.94 | .0233 | 1,408.13 | .0179 | 5,116.67 | .0193 | 446.29-<br>523.73- |
| UNCALSSIFIED | 137.09 | .0025 | 719.62 | .0037 | 117.69 | .0015 | 630.43 | .0024 | 19.40<br>89.19 |
| TOTAL MATERIALS | 4,071.42 | .0731 | 10,523.22 | .0535 | 2,389.24 | .0304 | 9,816.53 | .0370 | 1,682.18<br>706.69 |
| MAINTENANCE | | | | | | | | | |

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| | APRIL 75 | | YTD 75 | | APRIL 74 | | YTD 74 | | VARIANCE |
|---|---|---|---|---|---|---|---|---|---|
| OFFICE BUILDING | 25.14 | .0005 | 509.32 | .0026 | 82.67 | .0011 | 500.48 | .0019 | 57.53-<br>8.84 |
| OFFICE FURNITURE | .00 | .0000 | 143.00 | .0007 | .00 | .0000 | 176.82 | .0007 | .00<br>33.82- |
| OFFICE EQUIPMENT | 358.38 | .0064 | 2,391.96 | .0122 | 301.24 | .0038 | 1,991.51 | .0075 | 57.14<br>400.45 |
| TOTAL MAINTENANCE | 383.52 | .0069 | 3,044.28 | .0155 | 383.91 | .0049 | 2,668.81 | .0100 | .39-<br>375.47 |
| GENERAL | | | | | | | | | |
| ENTERTAINMENT & BEER | 389.25 | .0070 | 1,080.75 | .0055 | 189.75 | .0024 | 517.62 | .0019 | 199.50<br>563.13 |
| GENERAL TRAVEL, ETC. | .00 | .0000 | .00 | .0000 | .00 | .0000 | 707.11 | .0027 | .00<br>707.11- |
| WATER LIGHT & POWER | 756.61 | .0136 | 2,874.59 | .0146 | 677.58 | .0086 | 2,342.31 | .0088 | 79.03<br>532.28 |
| PROFESSIONAL SERVICE | 800.00 | .0144 | 2,900.00 | .0147 | 1,197.99 | .0153 | 3,809.24 | .0143 | 397.99-<br>909.24- |
| DIRECTORS FEES | 800.00 | .0144 | 3,200.00 | .0163 | 800.00 | .0102 | 3,200.00 | .0120 | .00<br>.00 |
| STOCK TRANSFER FEES | 3,639.99 | .0654 | 7,058.45 | .0359 | 2,433.63 | .0310 | 5,820.74 | .0219 | 1,206.36<br>1,237.71 |
| TELEPHONE | 1,791.70 | .0322 | 5,136.52 | .0261 | 1,492.53 | .0190 | 4,619.23 | .0174 | 299.17<br>517.29 |
| DUES AND SUBSCRIPTIONS | 2,380.38 | .0428 | 10,605.46 | .0539 | 3,008.91 | .0383 | 15,527.47 | .0585 | 628.53-<br>4,922.01- |
| DONATIONS | 400.00 | .0072 | 2,817.00 | .0143 | 1,496.00 | .0191 | 3,753.00 | .0141 | 1,096.00-<br>936.00- |
| SHORT AND OVER | 7.67- | .0001- | 146.73- | .0007- | .00 | .0000 | 12.08 | .0000 | 7.67-<br>158.81- |
| UNCLASSIFIED | 2,008.04 | .0361 | 6,437.70 | .0327 | 1,509.02 | .0192 | 5,561.90 | .0209 | 499.02<br>875.80 |
| TOTAL GENERAL | 12,958.30 | .2328 | 41,963.74 | .2133 | 12,805.41 | .1632 | 45,870.70 | .1727 | 152.89<br>3,906.96- |
| FIXED | | | | | | | | | |

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| | APRIL 75 | | YTD 75 | | APRIL 74 | | YTD 74 | | VARIANCE |
|---|---|---|---|---|---|---|---|---|---|
| TAXES & LICENSES | 421.00 | .0076 | 2,755.50 | .0140 | 650.00 | .0083 | 1,742.00 | .0066 | 229.00-<br>1,013.50 |
| TAXES PAYROLL | 1,410.00 | .0253 | 5,460.00 | .0277 | 1,410.00 | .0180 | 5,460.00 | .0206 | .00<br>.00 |
| INSURANCE GENERAL | 805.64 | .0145 | 3,252.56 | .0165 | 779.09 | .0099 | 3,395.36 | .0128 | 26.55<br>142.80- |
| INSURANCE EMPLOYEES | 2,722.08 | .0489 | 10,205.07 | .0519 | 2,260.45 | .0288 | 9,976.02 | .0376 | 461.63<br>229.05 |
| PENSION TRUST | 2,065.00 | .0371 | 8,260.00 | .0420 | 1,990.00 | .0254 | 7,960.00 | .0300 | 75.00<br>300.00 |
| RETIREES PENSION | 150.00 | .0027 | 600.00 | .0030 | 150.00 | .0019 | 600.00 | .0023 | .00<br>.00 |
| EQUIPMENT RENTAL | 535.14 | .0096 | 2,309.24 | .0117 | 667.81 | .0085 | 2,850.14 | .0107 | 132.67-<br>540.90- |
| DEPR. OFFICE BUILDING | 465.80 | .0084 | 1,572.07 | .0080 | 474.34 | .0060 | 1,853.98 | .0070 | 8.54-<br>281.91- |
| DEPR. FURNITURE & EQUP | 334.42 | .0060 | 914.09 | .0046 | 245.25 | .0031 | 930.32 | .0035 | 89.17<br>16.23- |
| TOTAL FIXED | 8,909.08 | .1601 | 35,328.53 | .1795 | 8,626.94 | .1099 | 34,767.82 | .1309 | 282.14<br>560.71 |
| ADMINSTRATIVE EXPENSE | | | | | | | | | |
| TOTAL EXPENSE | 49,339.88 | .8864 | 183,038.10 | .9302 | 46,483.74 | .5923 | 183,031.87 | .6891 | 2,856.14<br>6.23 |

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## SUMMARY OF SALES BY STATES AND BRANDS

| | | | APRIL 75 | YTD 75 | APRIL 74 | YTD 74 | VARIANCE |
|---|---|---|---|---|---|---|---|
| MN DISTRBTRS | GRAIN BELT | | 10,213 | | 12,243 | | 2,030- |
| | | KEGS | | 37,477 | | 44,910 | 7,433- |
| | | | 317,984 | | 413,552 | | 95,568- |
| | | CASES | | 1,123,405 | | 1,507,504 | 384,099- |
| | | | 33,292 | | 42,259 | | 8,967- |
| | | BARRELAGE | | 119,014 | | 154,325 | 35,311- |
| | WHITE LABEL | | 20,612 | | 27,379 | | 6,767- |
| | | CASES | | 73,238 | | 100,514 | 27,276- |
| | | | 1,496 | | 1,987 | | 491- |
| | | BARRELAGE | | 5,316 | | 7,295 | 1,979- |
| | HAUENSTEIN | | 105,851 | | 123,283 | | 17,432- |
| | | CASES | | 400,931 | | 453,978 | 53,047- |
| | | | 7,683 | | 8,948 | | 1,265- |
| | | BARRELAGE | | 29,100 | | 32,950 | 3,850- |
| | CO CLB RINGNES | | 4,514 | | 4,782 | | 268- |
| | | CASES | | 14,870 | | 18,755 | 3,885- |
| | | | 328 | | 347 | | 19- |
| | | BARRELAGE | | 1,079 | | 1,361 | 282- |
| | STORZ | | 01 | | 00 | | 01 |
| | | CASES | | 05 | | 00 | 05 |
| | TOTAL | | 10,213 | | 12,243 | | 2,030- |
| | | KEGS | | 37,477 | | 44,910 | 7,433- |
| | | | 448,962 | | 568,996 | | 120,034- |
| | | CASES | | 1,612,449 | | 2,080,751 | 468,302- |
| | | | 42,799 | | 53,541 | | 10,742- |
| | | BARRELAGE | | 154,509 | | 195,931 | 41,422- |
| ARIZONA | GRAIN BELT | | 2,002 | | 00 | | 2,002 |
| | | CASES | | 2,002 | | 00 | 2,002 |
| | | | 145 | | 00 | | 145 |
| | | BARRELAGE | | 145 | | 00 | 145 |
| | WHITE LABEL | | 00 | | 00 | | 00 |
| | | CASES | | 00 | | 5,467 | 5,467- |
| | | | 00 | | 00 | | 00 |
| | | BARRELAGE | | 00 | | 397 | 397- |
| | HAUENSTEIN | | 00 | | 5,467 | | 5,467- |
| | | CASES | | 5,467 | | 5,467 | 00 |
| | | | 00 | | 397 | | 397- |
| | | BARRELAGE | | 397 | | 397 | 00 |
| | STORZ | | 9,086 | | 5,467 | | 3,619 |
| | | CASES | | 9,086 | | 5,467 | 3,619 |
| | | | 659 | | 397 | | 262 |
| | | BARRELAGE | | 659 | | 397 | 262 |

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## SUMMARY OF SALES BY STATES AND BRANDS

| | | | APRIL 75 | YTD 75 | APRIL 74 | YTD 74 | VARIANCE |
|---|---|---|---|---|---|---|---|
| | TOTAL | | 11,088 | | 10,934 | | 154 |
| | | CASES | | 16,555 | | 16,401 | 154 |
| | | | 805 | | 794 | | 11 |
| | | BARRELAGE | | 1,202 | | 1,190 | 12 |
| CALIFORNIA | GRAIN BELT | | 4,312 | | 00 | | 4,312 |
| | | CASES | | 4,312 | | 00 | 4,312 |
| | | | 313 | | 00 | | 313 |
| | | BARRELAGE | | 313 | | 00 | 313 |
| | TOTAL | | 4,312 | | 00 | | 4,312 |
| | | CASES | | 4,312 | | 00 | 4,312 |
| | | | 313 | | 00 | | 313 |
| | | BARRELAGE | | 313 | | 00 | 313 |
| | | | 3,108 | | 2,002 | | 1,106 |
| COLORADO | GRAIN BELT | CASES | | 13,545 | | 6,391 | 7,154 |
| | | | 226 | | 145 | | 81 |
| | | BARRELAGE | | 983 | | 464 | 519 |
| | STORZ | | 1,512 | | 1,848 | | 336- |
| | | CASES | | 4,480 | | 4,704 | 224- |
| | | | 110 | | 134 | | 24- |
| | | BARRELAGE | | 325 | | 341 | 16- |
| | TOTAL | | 4,620 | | 3,850 | | 770 |
| | | CASES | | 18,025 | | 11,095 | 6,930 |
| | | | 335 | | 279 | | 56 |
| | | BARRELAGE | | 1,308 | | 805 | 503 |
| | | | 00 | | 308 | | 308- |
| CANADA | GRAIN BELT | CASES | | 462 | | 308 | 154 |
| | | | 00 | | 22 | | 22- |
| | | BARRELAGE | | 34 | | 22 | 12 |
| | TOTAL | | 00 | | 308 | | 308- |
| | | CASES | | 462 | | 308 | 154 |
| | | | 00 | | 22 | | 22- |
| | | BARRELAGE | | 34 | | 22 | 12 |
| | | | 49 | | 87 | | 38- |
| ILLINOIS | GRAIN BELT | KEGS | | 170 | | 245 | 75- |
| | | | 1,499 | | 7,992 | | 6,493- |
| | | CASES | | 10,547 | | 28,360 | 17,813- |
| | | | 158 | | 667 | | 509- |
| | | BARRELAGE | | 936 | | 2,303 | 1,367- |
| | WHITE LABEL | | 39 | | 00 | | 39 |
| | | CASES | | 140 | | 00 | 140 |
| | | | 03 | | 00 | | 03 |

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## SUMMARY OF SALES BY STATES AND BRANDS

| | | | APRIL 75 | YTD 75 | APRIL 74 | YTD 74 | VARIANCE |
|---|---|---|---|---|---|---|---|
| | | BARRELAGE | | 10 | | 00 | 10 |
| | HAUENSTEIN | | 00 | | 00 | | 00 |
| | | CASES | | 175 | | 00 | 175 |
| | | | 00 | | 00 | | 00 |
| | | BARRELAGE | | 13 | | 00 | 13 |
| | STORZ | | 4,414 | | 490 | | 3,924 |
| | | CASES | | 8,736 | | 2,534 | 6,202 |
| | | | 320 | | 36 | | 284 |
| | | BARRELAGE | | 634 | | 184 | 450 |
| | TOTAL | | 49 | | 87 | | 38- |
| | | KEGS | | 170 | | 245 | 75- |
| | | | 5,952 | | 8,482 | | 2,530- |
| | | CASES | | 19,598 | | 30,894 | 11,296- |
| | | | 481 | | 703 | | 222- |
| | | BARRELAGE | | 1,592 | | 2,487 | 895- |
| IOWA | GRAIN BELT | | 187 | | 487 | | 300- |
| | | KEGS | | 691 | | 1,407 | 716- |
| | | | 43,611 | | 124,109 | | 80,498- |
| | | CASES | | 137,480 | | 286,140 | 148,660- |
| | | | 3,352 | | 9,495 | | 6,143- |
| | | BARRELAGE | | 10,669 | | 22,175 | 11,506- |
| | WHITE LABEL | | 00 | | 00 | | 00 |
| | | CASES | | 1,272 | | 1,918 | 646- |
| | | | 00 | | 00 | | 00 |
| | | BARRELAGE | | 92 | | 139 | 47- |
| | HAUENSTEIN | | 00 | | 119 | | 119- |
| | | CASES | | 1,807 | | 161 | 1,646 |
| | | | 00 | | 09 | | 09- |
| | | BARRELAGE | | 131 | | 12 | 119 |
| | CO CLB RINGNES | | 00 | | 172 | | 172- |
| | | CASES | | 273 | | 536 | 263- |
| | | | 00 | | 12 | | 12- |
| | | BARRELAGE | | 20 | | 39 | 19- |
| | STORZ | | 42 | | 48 | | 06- |
| | | KEGS | | 175 | | 331 | 156- |
| | | | 5,504 | | 10,647 | | 5,143- |
| | | CASES | | 24,283 | | 32,213 | 7,930- |
| | | | 441 | | 821 | | 380- |
| | | BARRELAGE | | 1,937 | | 2,669 | 732- |
| | TOTAL | | 229 | | 535 | | 306- |
| | | KEGS | | 866 | | 1,738 | 872- |

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## SUMMARY OF SALES BY STATES AND BRANDS

| | | | APRIL 75 | YTD 75 | APRIL 74 | YTD 74 | VARIANCE |
|---|---|---|---|---|---|---|---|
| | | CASES | 49,115 | 165,115 | 135,047 | 320,968 | 85,932-<br>155,853- |
| | | BARRELAGE | 3,794 | 12,850 | 10,337 | 25,034 | 6,543-<br>12,184- |
| KANSAS | GRAIN BELT | CASES | 00 | 00 | 00 | 4,004 | 00<br>4,004- |
| | | BARRELAGE | 00 | 00 | 00 | 291 | 00<br>291- |
| | TOTAL | CASES | 00 | 00 | 00 | 4,004 | 00<br>4,004- |
| | | BARRELAGE | 00 | 00 | 00 | 291 | 00<br>291- |
| MICHIGAN | GRAIN BELT | CASES | 00 | 357 | 00 | 308 | 00<br>49 |
| | | BARRELAGE | 00 | 26 | 00 | 22 | 00<br>04 |
| | TOTAL | CASES | 00 | 357 | 00 | 308 | 00<br>49 |
| | | BARRELAGE | 00 | 26 | 00 | 22 | 00<br>04 |
| MISSOURI | GRAIN BELT | CASES | 00 | 00 | 5,467 | 5,467 | 5,467-<br>5,467- |
| | | BARRELAGE | 00 | 00 | 397 | 397 | 397-<br>397- |
| | STORZ | CASES | 00 | 00 | 00 | 3,696 | 00<br>3,696- |
| | | BARRELAGE | 00 | 00 | 00 | 268 | 00<br>268- |
| | TOTAL | CASES | 00 | 00 | 5,467 | 9,163 | 5,467-<br>9,163- |
| | | BARRELAGE | 00 | 00 | 397 | 665 | 397-<br>665- |
| MONTANA | GRAIN BELT | CASES | 1,169 | 3,381 | 00 | 3,654 | 1,169<br>273- |
| | | BARRELAGE | 85 | 245 | 00 | 265 | 85<br>20- |
| | TOTAL | CASES | 1,169 | 3,381 | 00 | 3,654 | 1,169<br>273- |
| | | BARRELAGE | 85 | 245 | 00 | 265 | 85<br>20- |
| NEBRASKA | GRAIN BELT | | 42 | | 126 | | 84- |

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## SUMMARY OF SALES BY STATES AND BRANDS

| | | | APRIL 75 | YTD 75 | APRIL 74 | YTD 74 | VARIANCE |
|---|---|---|---|---|---|---|---|
| | | KEGS | | 114 | | 352 | 238- |
| | | CASES | 2,051 | 6,564 | 2,714 | 8,427 | 663-<br>1,863- |
| | | BARRELAGE | 191 | 590 | 323 | 964 | 132-<br>374- |
| | STORZ | | | | | | |
| | | KEGS | 61 | 194 | 143 | 509 | 82-<br>315- |
| | | CASES | 17,769 | 60,632 | 28,327 | 86,121 | 10,558-<br>25,489- |
| | | BARRELAGE | 1,351 | 4,595 | 2,199 | 6,760 | 848-<br>2,165- |
| | TOTAL | | | | | | |
| | | KEGS | 103 | 308 | 269 | 861 | 166-<br>553- |
| | | CASES | 19,820 | 67,196 | 31,041 | 94,548 | 11,221-<br>27,352- |
| | | BARRELAGE | 1,542 | 5,185 | 2,522 | 7,723 | 980-<br>2,538- |
| NORTH DAKOTA | GRAIN BELT | | 237 | | 225 | | 12 |
| | | KEGS | | 754 | | 1,265 | 511- |
| | | CASES | 13,450 | 44,462 | 16,221 | 61,100 | 2,771-<br>16,638- |
| | | BARRELAGE | 1,213 | 3,981 | 1,402 | 5,700 | 189-<br>1,719- |
| | WHITE LABEL | | 77 | | 00 | | 77 |
| | | CASES | | 112 | | 77 | 35 |
| | | BARRELAGE | 06 | 08 | 00 | 06 | 06<br>02 |
| | HAUENSTEIN | | 273 | | 2,604 | | 2,331- |
| | | CASES | | 1,799 | | 6,268 | 4,469- |
| | | BARRELAGE | 20 | 131 | 189 | 455 | 169-<br>324- |
| | CO CLB RINGNES | | 552 | | 331 | | 221 |
| | | CASES | | 1,416 | | 1,060 | 356 |
| | | BARRELAGE | 40 | 103 | 24 | 77 | 16<br>26 |
| | TOTAL | | 237 | | 225 | | 12 |
| | | KEGS | | 754 | | 1,265 | 511- |
| | | CASES | 14,352 | 47,789 | 19,156 | 68,505 | 4,804-<br>20,716- |
| | | BARRELAGE | 1,279 | 4,223 | 1,615 | 6,237 | 336-<br>2,014- |
| SOUTH DAKOTA | GRAIN BELT | | 392 | | 735 | | 343- |
| | | KEGS | | 1,708 | | 2,830 | 1,122- |

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## SUMMARY OF SALES BY STATES AND BRANDS

| | | | APRIL 75 | YTD 75 | APRIL 74 | YTD 74 | VARIANCE |
|---|---|---|---|---|---|---|---|
| | | | 17,873 | 62,560 | 37,859 | 98,722 | 19,986- |
| | | CASES | | | | | 36,162- |
| | | | 1,689 | 6,249 | 3,483 | 9,995 | 1,794- |
| | | BARRELAGE | | | | | 3,746- |
| | WHITE LABEL | | 217 | 1,126 | 861 | 2,535 | 644- |
| | | CASES | | | | | 1,409- |
| | | | 16 | 82 | 62 | 184 | 46- |
| | | BARRELAGE | | | | | 102- |
| | HAUENSTEIN | | 70 | 301 | 427 | 1,050 | 357- |
| | | CASES | | | | | 749- |
| | | | 05 | 22 | 31 | 76 | 26- |
| | | BARRELAGE | | | | | 54- |
| | CO CLB RINGNES | | 1,173 | 3,782 | 1,177 | 3,702 | 04- |
| | | CASES | | | | | 80 |
| | | | 85 | 274 | 85 | 269 | 00 |
| | | BARRELAGE | | | | | 05 |
| | STORZ | | 00 | 00 | 24 | 78 | 24- |
| | | KEGS | | | | | 78- |
| | | | 3,063 | 11,525 | 10,962 | 24,294 | 7,899- |
| | | CASES | | | | | 12,769- |
| | | | 222 | 836 | 820 | 1,841 | 598- |
| | | BARRELAGE | | | | | 1,005- |
| | TOTAL | | 392 | 1,708 | 759 | 2,908 | 367- |
| | | KEGS | | | | | 1,200- |
| | | | 22,396 | 79,294 | 51,286 | 130,303 | 28,890- |
| | | CASES | | | | | 51,009- |
| | | | 2,018 | 7,463 | 4,481 | 12,365 | 2,463- |
| | | BARRELAGE | | | | | 4,902- |
| WASHINGTON | GRAIN BELT | | 00 | 00 | 00 | 4,050 | 00 |
| | | CASES | | | | | 4,050- |
| | | | 00 | 00 | 00 | 294 | 00 |
| | | BARRELAGE | | | | | 294- |
| | TOTAL | | 00 | 00 | 00 | 4,050 | 00 |
| | | CASES | | | | | 4,050- |
| | | | 00 | 00 | 00 | 294 | 00 |
| | | BARRELAGE | | | | | 294- |
| WISCONSIN | GRAIN BELT | | 379 | 1,596 | 558 | 2,233 | 179- |
| | | KEGS | | | | | 637- |
| | | | 25,886 | 89,097 | 45,175 | 140,392 | 19,289- |
| | | CASES | | | | | 51,295- |
| | | | 2,258 | 8,063 | 3,837 | 12,423 | 1,579- |
| | | BARRELAGE | | | | | 4,360- |

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## SUMMARY OF SALES BY STATES AND BRANDS

| | | | APRIL 75 | YTD 75 | APRIL 74 | YTD 74 | VARIANCE |
|---|---|---|---|---|---|---|---|
| | WHITE LABEL | | 588 | | 882 | | 294- |
| | | CASES | | 1,554 | | 2,723 | 1,169- |
| | | | 43 | | 64 | | 21- |
| | | BARRELAGE | | 113 | | 198 | 85- |
| | HAUENSTEIN | | 5,034 | | 4,599 | | 435 |
| | | CASES | | 14,806 | | 18,600 | 3,794- |
| | | | 365 | | 334 | | 31 |
| | | BARRELAGE | | 1,075 | | 1,350 | 275- |
| | CO CLB RINGNES | | 433 | | 00 | | 433 |
| | | CASES | | 1,252 | | 91 | 1,161 |
| | | | 31 | | 00 | | 31 |
| | | BARRELAGE | | 91 | | 07 | 84 |
| | TOTAL | | 379 | | 558 | | 179- |
| | | KEGS | | 1,596 | | 2,233 | 637- |
| | | | 31,941 | | 50,656 | | 18,715- |
| | | CASES | | 106,709 | | 161,806 | 55,097- |
| | | | 2,697 | | 4,235 | | 1,538- |
| | | BARRELAGE | | 9,341 | | 13,977 | 4,636- |
| WYOMING | GRAIN BELT | | 00 | | 308 | | 308- |
| | | CASES | | 616 | | 616 | 00 |
| | | | 00 | | 22 | | 22- |
| | | BARRELAGE | | 45 | | 45 | 00 |
| | TOTAL | | 00 | | 308 | | 308- |
| | | CASES | | 616 | | 616 | 00 |
| | | | 00 | | 22 | | 22- |
| | | BARRELAGE | | 45 | | 45 | 00 |
| GRAND TOTAL | GRAIN BELT | | 11,499 | | 14,461 | | 2,962- |
| | | KEGS | | 42,510 | | 53,242 | 10,732- |
| | | | 432,945 | | 655,707 | | 222,762- |
| | | CASES | | 1,498,790 | | 2,155,443 | 656,653- |
| | | | 42,922 | | 62,052 | | 19,130- |
| | | BARRELAGE | | 151,292 | | 209,684 | 58,392- |
| | WHITE LABEL | | 21,533 | | 29,122 | | 7,589- |
| | | CASES | | 77,442 | | 113,234 | 35,792- |
| | | | 1,563 | | 2,114 | | 551- |
| | | BARRELAGE | | 5,621 | | 8,219 | 2,598- |
| | HAUENSTEIN | | 111,228 | | 136,499 | | 25,271- |
| | | CASES | | 425,286 | | 485,524 | 60,238- |
| | | | 8,073 | | 9,907 | | 1,834- |
| | | BARRELAGE | | 30,867 | | 35,239 | 4,372- |
| | CO CLB RINGNES | | 6,672 | | 6,462 | | 210 |
| | | CASES | | 21,593 | | 24,144 | 2,551- |

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## SUMMARY OF SALES BY STATES AND BRANDS

| | | APRIL 75 | YTD 75 | APRIL 74 | YTD 74 | VARIANCE |
|---|---|---|---|---|---|---|
| STORZ | BARRELAGE | 484 | 1,567 | 469 | 1,752 | 15<br>185- |
| | KEGS | 103 | 369 | 215 | 918 | 112-<br>549- |
| | CASES | 41,349 | 118,747 | 57,741 | 159,029 | 16,392-<br>40,282- |
| | BARRELAGE | 3,104 | 8,988 | 4,406 | 12,460 | 1,302-<br>3,472- |
| TOTAL | KEGS | 11,602 | 42,879 | 14,676 | 54,160 | 3,074-<br>11,281- |
| | CASES | 613,727 | 2,141,858 | 885,531 | 2,937,374 | 271,804-<br>795,516- |
| | BARRELAGE | 56,146 | 198,335 | 78,948 | 267,355 | 22,802-<br>69,020- |

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REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 04/75

GRAIN BELT BRANDS

| MN DISTRBTRS | | MONTHLY | | YEARLY | | | |
|---|---|---|---|---|---|---|---|
| | | CURRENT | LAST YEAR | CURRENT | LAST YEAR | VARIANCE | % |
| 001 | 1/1 BBL GB ST | 306 | 243 | 991 | 934 | 57 | 6.10 |
| 002 | 1/2 BBL GB ST | 7,047 | 8,196 | 25,147 | 29,200 | 4,053- | 13.88- |
| 003 | 1/4 BBL GB ST | 3,460 | 4,680 | 12,029 | 14,947 | 2,918- | 19.52- |
| 005 | 1/1 BBL GB 3.2 | 2,126 | 2,744 | 8,125 | 10,123 | 1,998- | 19.73- |
| 006 | 1/2 BBL GB 3.2 | 6,528 | 7,581 | 24,752 | 29,750 | 4,998- | 16.80- |
| 007 | 1/4 BBL GB 3.2 | 326 | 435 | 946 | 1,372 | 426- | 31.04- |
| 009 | 1/1 BBL WB | 1 | 1 | 6 | 7 | 1- | 14.28- |
| 010 | 1/2 BBL WB | 36 | 79 | 132 | 246 | 114- | 46.34- |
| 011 | 1/4 BBL WB | 107 | 188 | 379 | 670 | 291- | 43.43- |
| 027 | 24/12 RT A GB | 93,174 | 111,260 | 331,314 | 403,504 | 72,190- | 17.89- |
| 028 | 35/7 RT A GB | 3,718 | 5,194 | 12,435 | 18,110 | 5,675- | 31.33- |
| 034 | 24 PK NR GB | 9,307 | 11,723 | 29,609 | 41,632 | 12,023- | 28.87- |
| 035 | 4-6 NR GB | 11,706 | 16,420 | 37,220 | 56,644 | 19,424- | 34.29- |
| 036 | 4-6 BK NR GB | 244 | 31 | 5,985 | 6,992 | 1,007- | 14.40- |
| 037 | 12/32 NR GB | 1,204 | 1,894 | 3,410 | 5,790 | 2,380- | 41.10- |
| 040 | 24 PK CAN GB | 0 | 168 | 1,386 | 1,497 | 111- | 7.41- |
| 041 | 4-6 CAN GB | 13,092 | 20,786 | 43,341 | 65,761 | 22,420- | 34.09- |
| 042 | 12/12 CAN GB | 59,469 | 79,466 | 243,352 | 333,826 | 90,474- | 27.10- |
| 043 | 24/16 CAN GB | 5,751 | 8,792 | 18,093 | 28,607 | 10,514- | 36.75- |
| 029 | 24/12 PREM RET | 30,117 | 36,037 | 102,017 | 132,927 | 30,910- | 23.25- |
| 030 | 36/8 PREM RET | 10,404 | 13,471 | 33,493 | 43,693 | 10,200- | 23.34- |
| 033 | 24/12 PREM N R | 1,356 | 1,437 | 5,667 | 5,530 | 137 | 2.47 |
| 038 | 4-6 PREM CAN | 1,486 | 2,078 | 4,648 | 11,695 | 7,047- | 60.25- |
| 039 | 12/12 PREM CAN | 12,923 | 11,576 | 52,205 | 59,009 | 6,804- | 11.53- |
| 047 | 24/12 RA GB 32 | 41,014 | 57,999 | 142,699 | 205,602 | 62,903- | 30.59- |
| 048 | 35/7 RA GB 32 | 1,391 | 2,493 | 5,273 | 8,991 | 3,718- | 41.35- |
| 050 | 36/8 RT GB 32 | 853 | 1,090 | 3,084 | 4,362 | 1,278- | 29.29- |
| 055 | 4-6 NR GB 32 | 12,553 | 16,175 | 39,781 | 58,568 | 18,787- | 32.07- |
| 056 | 4-6 BKNR GB 32 | 0 | 14 | 3,023 | 3,754 | 731- | 19.47- |
| 057 | 12/32 NR GB 32 | 1,685 | 2,518 | 6,137 | 7,127 | 990- | 13.89- |
| 060 | 24 PK C GB 32 | 0 | 573 | 0 | 573 | 573- | 100.00- |
| 061 | 4-6 CAN GB 32 | 22,316 | 30,731 | 70,288 | 100,389 | 30,101- | 29.98- |
| 062 | 12/12 C GB 32 | 20,176 | 25,257 | 91,911 | 113,052 | 21,141- | 18.70- |
| 063 | 24/16 C GB 32 | 6,158 | 7,761 | 18,148 | 23,023 | 4,875- | 21.17- |
| 066 | 4-6 CAN GBX | 0 | 917 | 0 | 2,319 | 2,319- | 100.00- |
| 026 | 36/8 COCLUB 32 | 0 | 160 | 0 | 800 | 800- | 100.00- |
| 064 | 36/8 COCLUB CN | 720 | 880 | 2,880 | 3,975 | 1,095- | 27.54- |
| 065 | 4-6 COCLUB CAN | 1,820 | 1,163 | 5,187 | 5,310 | 123- | 2.31- |
| 068 | 24/16 COCLUB C | 1,260 | 1,260 | 4,270 | 5,828 | 1,558- | 26.73- |
| 069 | 4-6 GOETZ NEAR | 0 | 0 | 84 | 0 | 84 | 100.00 |
| 018 | 24/11 RNGNS 32 | 0 | 160 | 0 | 160 | 160- | 100.00- |
| 019 | 24/11 RINGNES | 321 | 820 | 1,119 | 820 | 299 | 36.46 |
| 147 | 24/12 RT WL | 13,721 | 16,191 | 48,090 | 64,673 | 16,583- | 25.64- |
| 148 | 4-6 CAN WL | 1,645 | 3,364 | 4,800 | 9,380 | 4,580- | 48.82- |
| 159 | 12/12 CAN WL | 1,838 | 0 | 14,067 | 0 | 14,067 | 100.00 |
| 149 | 24/16 CAN WL | 0 | 1,004 | 0 | 2,449 | 2,449- | 100.00- |
| 152 | 24/12 R WL 32 | 2,688 | 2,898 | 6,769 | 11,761 | 4,992- | 42.44- |
| 153 | 4-6 CAN WL 32 | 1,179 | 2,387 | 4,187 | 7,596 | 3,409- | 44.87- |
| 164 | 12/12 CAN WL32 | 920 | 0 | 4,716 | 0 | 4,716 | 100.00 |
| 154 | 24/16 C WL 32 | 0 | 900 | 0 | 2,879 | 2,879- | 100.00- |

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| | | | | | | | |
|---|---|---|---|---|---|---|---|
| 167 | 24/12 RT HN | 83,035 | 96,895 | 322,772 | 363,690 | 40,918- | 11.25- |
| 169 | 4-6 CAN HN | 5,768 | 5,712 | 18,551 | 20,208 | 1,657- | 8.19- |
| 170 | 12/12 CAN HN | 11,016 | 10,861 | 38,755 | 39,069 | 314- | .80- |
| 173 | 24/12 RT HN 32 | 6,930 | 8,694 | 23,604 | 31,225 | 7,621- | 24.40- |
| 175 | 4-6 CAN HN 32 | 2,996 | 4,987 | 10,395 | 12,700 | 2,305- | 18.14- |
| 176 | 12/12 C HN 32 | 3,227 | 3,128 | 12,462 | 13,239 | 777- | 5.86- |
| GRAIN BELT FULL BARRELS | | 10,211.75 | 12,241.75 | 37,476.00 | 44,909.25 | 7,433.25- | 16.55- |
| GRAIN BELT 288 OZ CASES | | 317,982.80 | 413,552.01 | 1,123,403.54 | 1,507,502.50 | 384,098.96- | 25.47- |
| WHITE LABEL 288 OZ CASES | | 20,612.00 | 27,378.66 | 73,237.50 | 100,513.99 | 27,276.49- | 27.13- |
| HAUENSTEIN 288 OZ CASES | | 105,850.50 | 123,282.50 | 400,930.50 | 453,977.00 | 53,046.50- | 11.68- |
| CO CLUB NEAR RINGNES 288OZ | | 4,514.25 | 4,781.34 | 14,870.07 | 18,753.99 | 3,883.92- | 20.70- |
| TOTAL FULL BARRELS | | 10,211.75 | 12,241.75 | 37,476.00 | 44,909.25 | 7,433.25- | 16.55- |
| TOTAL 288 OZ CASES | | 448,959.55 | 568,994.51 | 1,612,441.61 | 2,080,747.48 | 468,305.87- | 22.50- |
| TOTAL BARRELAGE | | 42,797.23 | 53,539.37 | 154,507.01 | 195,929.90 | 41,422.89- | 21.14- |

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REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 04/75

GRAIN BELT BRANDS

ARIZONA

| | | MONTHLY | | YEARLY | | | |
|---|---|---|---|---|---|---|---|
| | | CURRENT | LAST YEAR | CURRENT | LAST YEAR | VARIANCE | % |
| 041 | 4-6 CAN 6B | 1,771 | 0 | 1,771 | 0 | 1,771 | 100.00 |
| 042 | 12/12 CAN 6B | 462 | 0 | 462 | 0 | 462 | 100.00 |
| 148 | 4-6 CAN WL | 0 | 0 | 0 | 5,467 | 5,467- | 100.00- |
| 169 | 4-6 CAN HN | 0 | 5,467 | 4,004 | 5,467 | 1,463- | 26.76- |
| 170 | 12/12 CAN HN | 0 | 0 | 2,926 | 0 | 2,926 | 100.00 |
| GRAIN BELT FULL BARRELS | | .00 | .00 | .00 | .00 | .00 | .00 |
| GRAIN BELT 288 OZ CASES | | 2,002.00 | .00 | 2,002.00 | .00 | 2,002.00 | 100.00 |
| WHITE LABEL 288 OZ CASES | | .00 | .00 | .00 | 5,467.00 | 5,467.00- | 100.00- |
| HAUENSTEIN 288 OZ CASES | | .00 | 5,467.00 | 5,467.00 | 5,467.00 | .00 | .00 |
| CO CLUB NEAR RINGNES 288OZ | | .00 | .00 | .00 | .00 | .00 | .00 |
| TOTAL FULL BARRELS | | .00 | .00 | .00 | .00 | .00 | .00 |
| TOTAL 288 OZ CASES | | 2,002.00 | 5,467.00 | 7,469.00 | 10,934.00 | 3,465.00- | 31.69- |
| TOTAL BARRELAGE | | 145.30 | 396.79 | 542.10 | 793.58 | 251.48- | 31.68- |

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REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 04/75

GRAIN BELT BRANDS

| CALIFORNIA | MONTHLY CURRENT | MONTHLY LAST YEAR | YEARLY CURRENT | YEARLY LAST YEAR | VARIANCE | % |
|---|---|---|---|---|---|---|
| 042 12/12 CAN GB | 8.624 | 0 | 8.624 | 0 | 8.624 | 100.00 |
| GRAIN BELT FULL BARRELS | .00 | .00 | .00 | .00 | .00 | .00 |
| GRAIN BELT 288 OZ CASES | 4.312.00 | .00 | 4.312.00 | .00 | 4.312.00 | 100.00 |
| WHITE LABEL 288 OZ CASES | .00 | .00 | .00 | .00 | .00 | .00 |
| HAUENSTEIN 288 OZ CASES | .00 | .00 | .00 | .00 | .00 | .00 |
| CO CLUB NEAR RINGNES 288OZ | .00 | .00 | .00 | .00 | .00 | .00 |
| TOTAL FULL BARRELS | .00 | .00 | .00 | .00 | .00 | .00 |
| TOTAL 288 OZ CASES | 4.312.00 | .00 | 4.312.00 | .00 | 4.312.00 | 100.00 |
| TOTAL BARRELAGE | 312.96 | .00 | 312.96 | .00 | 312.96 | 100.00 |



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REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 04/75

GRAIN BELT BRANDS

COLORADO

| | | MONTHLY | | YEARLY | | | |
|---|---|---|---|---|---|---|---|
| | | CURRENT | LAST YEAR | CURRENT | LAST YEAR | VARIANCE | % |
| 035 | 4-6 NR GB | 1,568 | 560 | 7,000 | 1,008 | 5,992 | 594.44 |
| 036 | 4-6 BK NR GB | 0 | 0 | 539 | 0 | 539 | 100.00 |
| 037 | 12/32 NR GB | 0 | 0 | 0 | 42 | 42- | 100.00- |
| 041 | 4-6 CAN GB | 1,540 | 1,386 | 6,006 | 5,159 | 847 | 16.41 |
| 055 | 4-6 NR GB 32 | 0 | 0 | 0 | 112 | 112- | 100.00- |
| 057 | 12/32 NR GB 32 | 0 | 42 | 0 | 42 | 42- | 100.00- |
| GRAIN BELT FULL BARRELS | | .00 | .00 | .00 | .00 | .00 | .00 |
| GRAIN BELT 288 OZ CASES | | 3,108.00 | 2,002.00 | 13,545.00 | 6,391.00 | 7,154.00 | 111.93 |
| WHITE LABEL 288 OZ CASES | | .00 | .00 | .00 | .00 | .00 | .00 |
| HAUENSTEIN 288 OZ CASES | | .00 | .00 | .00 | .00 | .00 | .00 |
| CO CLUB NEAR R1NGNES 288OZ | | .00 | .00 | .00 | .00 | .00 | .00 |
| TOTAL FULL BARRELS | | .00 | .00 | .00 | .00 | .00 | .00 |
| TOTAL 288 OZ CASES | | 3,108.00 | 2,002.00 | 13,545.00 | 6,391.00 | 7,154.00 | 111.93 |
| TOTAL BARRELAGE | | 225.57 | 145.30 | 983.09 | 463.85 | 519.24 | 111.94 |

FORM 1411-1/2GB
PRINTED IN U.S.A.

REGIONAL SALES REPORT BY BRANDS. UNITS AND STATES — MONTH: 04/75

GRAIN BELT BRANDS

CANADA

| | MONTHLY | | YEARLY | | | |
|---|---|---|---|---|---|---|
| | CURRENT | LAST YEAR | CURRENT | LAST YEAR | VARIANCE | % |
| 041 4-6 CAN 6B | 0 | 308 | 462 | 308 | 154 | 50.00 |
| GRAIN BELT FULL BARRELS | .00 | .00 | .00 | .00 | .00 | .00 |
| GRAIN BELT 288 OZ CASES | .00 | 308.00 | 462.00 | 308.00 | 154.00 | 50.00 |
| WHITE LABEL 288 OZ CASES | .00 | .00 | .00 | .00 | .00 | .00 |
| HAUENSTEIN 288 OZ CASES | .00 | .00 | .00 | .00 | .00 | .00 |
| CO CLUB NEAR RINGNES 288OZ | .00 | .00 | .00 | .00 | .00 | .00 |
| TOTAL FULL BARRELS | .00 | .00 | .00 | .00 | .00 | .00 |
| TOTAL 288 OZ CASES | .00 | 308.00 | 462.00 | 308.00 | 154.00 | 50.00 |
| TOTAL BARRELAGE | .00 | 22.35 | 33.53 | 22.35 | 11.18 | 50.02 |

FORM 1411-1/2GB
PRINTED IN U.S.A.

REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 04/75

GRAIN BELT BRANDS

ILLINOIS

| | | MONTHLY | | YEARLY | | | |
|---|---|---|---|---|---|---|---|
| | | CURRENT | LAST YEAR | CURRENT | LAST YEAR | VARIANCE | % |
| 001 | 1/1 BBL GB ST | 14 | 12 | 36 | 34 | 2 | 5.88 |
| 002 | 1/2 BBL GB ST | 32 | 77 | 164 | 251 | 87- | 34.66- |
| 003 | 1/4 BBL GB ST | 76 | 144 | 208 | 339 | 131- | 38.64- |
| 027 | 24/12 RT A GB | 0 | 136 | 378 | 515 | 137- | 26.60- |
| 035 | 4-6 NR GB | 56 | 224 | 56 | 280 | 224- | 80.00- |
| 036 | 4-6 BK NR GB | 0 | 77 | 756 | 1,078 | 322- | 29.87- |
| 037 | 12/32 NR GB | 84 | 126 | 420 | 210 | 210 | 100.00 |
| 040 | 24 PK CAN GB | 0 | 0 | 0 | 4,004 | 4,004- | 100.00- |
| 041 | 4-6 CAN GB | 231 | 1,386 | 2,618 | 4,543 | 1,925- | 42.37- |
| 042 | 12/12 CAN GB | 1,540 | 7,546 | 10,010 | 23,408 | 13,398- | 57.23- |
| 043 | 24/16 CAN GB | 0 | 0 | 0 | 56 | 56- | 100.00- |
| 029 | 24/12 PREM RET | 294 | 2,100 | 882 | 5,460 | 4,578- | 83.84- |
| 030 | 36/8 PREM RET | 36 | 108 | 180 | 324 | 144- | 44.44- |
| 038 | 4-6 PREM CAN | 0 | 20 | 0 | 97 | 97- | 100.00- |
| 039 | 12/12 PREM CAN | 0 | 0 | 224 | 0 | 224 | 100.00 |
| 148 | 4-6 CAN WL | 0 | 0 | 21 | 0 | 21 | 100.00 |
| 159 | 12/12 CAN WL | 77 | 0 | 238 | 0 | 238 | 100.00 |
| 169 | 4-6 CAN HN | 0 | 0 | 21 | 0 | 21 | 100.00 |
| 170 | 12/12 CAN HN | 0 | 0 | 308 | 0 | 308 | 100.00 |
| | GRAIN BELT FULL BARRELS | 49.00 | 86.50 | 170.00 | 244.25 | 74.25- | 30.39- |
| | GRAIN BELT 288 OZ CASES | 1,499.00 | 7,992.00 | 10,547.00 | 28,359.67 | 17,812.67- | 62.80- |
| | WHITE LABEL 288 OZ CASES | 38.50 | .00 | 140.00 | .00 | 140.00 | 100.00 |
| | HAUENSTEIN 288 OZ CASES | .00 | .00 | 175.00 | .00 | 175.00 | 100.00 |
| | CO CLUB NEAR RINGNES 288OZ | .00 | .00 | .00 | .00 | .00 | .00 |
| | TOTAL FULL BARRELS | 49.00 | 86.50 | 170.00 | 244.25 | 74.25- | 30.39- |
| | TOTAL 288 OZ CASES | 1,537.50 | 7,992.00 | 10,862.00 | 28,359.67 | 17,497.67- | 61.69- |
| | TOTAL BARRELAGE | 160.59 | 666.55 | 958.36 | 2,302.59 | 1,344.23- | 58.37- |

FORM 1411-1/2GB
PRINTED IN U.S.A.

REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 04/75

GRAIN BELT BRANDS

IOWA

| | | MONTHLY | | YEARLY | | | |
|---|---|---|---|---|---|---|---|
| | | CURRENT | LAST YEAR | CURRENT | LAST YEAR | VARIANCE | % |
| 002 | 1/2 BBL GB ST | 368 | 940 | 1,368 | 2,748 | 1,380- | 50.21- |
| 003 | 1/4 BBL GB ST | 13 | 68 | 29 | 130 | 101- | 77.69- |
| 027 | 24/12 RT A GB | 336 | 1,974 | 2,226 | 4,893 | 2,667- | 54.50- |
| 034 | 24 PK NR GB | 396 | 1,961 | 684 | 7,981 | 7,297- | 91.42- |
| 035 | 4-6 NR GB | 2,352 | 4,593 | 17,192 | 17,081 | 111 | .64 |
| 036 | 4-6 BK NR GB | 0 | 0 | 154 | 1,302 | 1,148- | 88.17- |
| 037 | 12/32 NR GB | 231 | 600 | 1,361 | 2,207 | 846- | 38.33- |
| 041 | 4-6 CAN GB | 4,928 | 18,361 | 15,092 | 40,180 | 25,088- | 62.43- |
| 042 | 12/12 CAN GB | 56,980 | 185,262 | 153,846 | 406,252 | 252,406- | 62.13- |
| 043 | 24/16 CAN GB | 112 | 0 | 336 | 448 | 112- | 25.00- |
| 029 | 24/12 PREM RET | 672 | 1,512 | 2,310 | 4,662 | 2,352- | 50.45- |
| 030 | 36/8 PREM RET | 36 | 128 | 216 | 498 | 282- | 56.62- |
| 033 | 24/12 PREM N R | 0 | 224 | 0 | 952 | 952- | 100.00- |
| 038 | 4-6 PREM CAN | 3,172 | 847 | 8,100 | 847 | 7,253 | 856.31 |
| 039 | 12/12 PREM CAN | 5,544 | 2,156 | 24,640 | 2,156 | 22,484 | 1042.85 |
| 065 | 4-6 COCLUB CAN | 0 | 0 | 0 | 91 | 91- | 100.00- |
| 069 | 4-6 GOETZ NEAR | 0 | 172 | 273 | 445 | 172- | 38.65- |
| 148 | 4-6 CAN WL | 0 | 0 | 35 | 1,918 | 1,883- | 98.17- |
| 159 | 12/12 CAN WL | 0 | 0 | 2,474 | 0 | 2,474 | 100.00 |
| 167 | 24/12 RT HN | 0 | 42 | 0 | 84 | 84- | 100.00- |
| 169 | 4-6 CAN HN | 0 | 77 | 0 | 77 | 77- | 100.00- |
| 170 | 12/12 CAN HN | 0 | 0 | 3,614 | 0 | 3,614 | 100.00 |
| | GRAIN BELT FULL BARRELS | 187.25 | 487.00 | 691.25 | 1,406.50 | 715.25- | 50.85- |
| | GRAIN BELT 288 OZ CASES | 43,611.33 | 124,109.00 | 137,479.66 | 286,139.99 | 148,660.33- | 51.95- |
| | WHITE LABEL 288 OZ CASES | .00 | .00 | 1,272.00 | 1,918.00 | 646.00- | 33.68- |
| | HAUENSTEIN 288 OZ CASES | .00 | 119.00 | 1,807.00 | 161.00 | 1,646.00 | 1022.36 |
| | CO CLUB NEAR RINGNES 288OZ | .00 | 172.00 | 273.00 | 536.00 | 263.00- | 49.06- |
| | TOTAL FULL BARRELS | 187.25 | 487.00 | 691.25 | 1,406.50 | 715.25- | 50.85- |
| | TOTAL 288 OZ CASES | 43,611.33 | 124,400.00 | 140,831.66 | 288,754.99 | 147,923.33- | 51.22- |
| | TOTAL BARRELAGE | 3,352.56 | 9,515.95 | 10,912.81 | 22,364.33 | 11,451.52- | 51.20- |

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REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 04/75

GRAIN BELT BRANDS

KANSAS

| | MONTHLY | | YEARLY | | | |
|---|---|---|---|---|---|---|
| | CURRENT | LAST YEAR | CURRENT | LAST YEAR | VARIANCE | % |
| 041 4-6 CAN GB | 0 | 0 | 0 | 1,617 | 1,617- | 100.00- |
| 042 12/12 CAN GB | 0 | 0 | 0 | 3,234 | 3,234- | 100.00- |
| 061 4-6 CAN GB 32 | 0 | 0 | 0 | 770 | 770- | 100.00- |
| GRAIN BELT FULL BARRELS | .00 | .00 | .00 | .00 | .00 | .00 |
| GRAIN BELT 288 OZ CASES | .00 | .00 | .00 | 4,004.00 | 4,004.00- | 100.00- |
| WHITE LABEL 288 OZ CASES | .00 | .00 | .00 | .00 | .00 | .00 |
| HAUENSTEIN 288 OZ CASES | .00 | .00 | .00 | .00 | .00 | .00 |
| CO CLUB NEAR RINGNES 288OZ | .00 | .00 | .00 | .00 | .00 | .00 |
| TOTAL FULL BARRELS | .00 | .00 | .00 | .00 | .00 | .00 |
| TOTAL 288 OZ CASES | .00 | .00 | .00 | 4,004.00 | 4,004.00- | 100.00- |
| TOTAL BARRELAGE | .00 | .00 | .00 | 290.61 | 290.61- | 100.00- |

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REGIONAL SALES REPORT BY BRANDS. UNITS AND STATES — MONTH: 04/75

GRAIN BELT BRANDS

MICHIGAN

| | | MONTHLY | | YEARLY | | | |
|---|---|---|---|---|---|---|---|
| | | CURRENT | LAST YEAR | CURRENT | LAST YEAR | VARIANCE | % |
| 027 | 24/12 RT A GB | 0 | 0 | 252 | 210 | 42 | 20.00 |
| 028 | 35/7 RT A GB | 0 | 0 | 49 | 49 | 0 | .00 |
| 035 | 4-6 NR GB | 0 | 0 | 0 | 56 | 56- | 100.00- |
| 037 | 12/32 NR GB | 0 | 0 | 21 | 0 | 21 | 100.00 |
| 041 | 4-6 CAN GB | 0 | 0 | 35 | 0 | 35 | 100.00 |
| GRAIN BELT FULL BARRELS | | .00 | .00 | .00 | .00 | .00 | .00 |
| GRAIN BELT 288 OZ CASES | | .00 | .00 | 356.68 | 307.68 | 49.00 | 15.92 |
| WHITE LABEL 288 OZ CASES | | .00 | .00 | .00 | .00 | .00 | .00 |
| HAUENSTEIN 288 OZ CASES | | .00 | .00 | .00 | .00 | .00 | .00 |
| CO CLUB NEAR RINGNES 288OZ | | .00 | .00 | .00 | .00 | .00 | .00 |
| TOTAL FULL BARRELS | | .00 | .00 | .00 | .00 | .00 | .00 |
| TOTAL 288 OZ CASES | | .00 | .00 | 356.68 | 307.68 | 49.00 | 15.92 |
| TOTAL BARRELAGE | | .00 | .00 | 25.88 | 22.33 | 3.55 | 15.89 |

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REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 04/75

GRAIN BELT BRANDS

MISSOURI

| | MONTHLY | | YEARLY | | | |
|---|---|---|---|---|---|---|
| | CURRENT | LAST YEAR | CURRENT | LAST YEAR | VARIANCE | % |
| 041 4-6 CAN GB | 0 | 5,467 | 0 | 5,467 | 5,467- | 100.00- |
| GRAIN BELT FULL BARRELS | .00 | .00 | .00 | .00 | .00 | .00 |
| GRAIN BELT 288 OZ CASES | .00 | 5,467.00 | .00 | 5,467.00 | 5,467.00- | 100.00- |
| WHITE LABEL 288 OZ CASES | .00 | .00 | .00 | .00 | .00 | .00 |
| HAUENSTEIN 288 OZ CASES | .00 | .00 | .00 | .00 | .00 | .00 |
| CO CLUB NEAR R1NGNES 2880Z | .00 | .00 | .00 | .00 | .00 | .00 |
| TOTAL FULL BARRELS | .00 | .00 | .00 | .00 | .00 | .00 |
| TOTAL 288 OZ CASES | .00 | 5,467.00 | .00 | 5,467.00 | 5,467.00- | 100.00- |
| TOTAL BARRELAGE | .00 | 396.79 | .00 | 396.79 | 396.79- | 100.00- |

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REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 04/75

GRAIN BELT BRANDS

| MONTANA | | MONTHLY CURRENT | MONTHLY LAST YEAR | YEARLY CURRENT | YEARLY LAST YEAR | VARIANCE | % |
|---|---|---|---|---|---|---|---|
| 027 | 24/12 RT A GB | 0 | 0 | 504 | 0 | 504 | 100.00 |
| 035 | 4-6 NR GB | 784 | 0 | 1,736 | 1,344 | 392 | 29.16 |
| 036 | 4-6 BK NR GB | 0 | 0 | 0 | 154 | 154- | 100.00- |
| 041 | 4-6 CAN GB | 385 | 0 | 847 | 2,156 | 1,309- | 60.71- |
| 029 | 24/12 PREM RET | 0 | 0 | 294 | 0 | 294 | 100.00 |
| GRAIN BELT FULL BARRELS | | .00 | .00 | .00 | .00 | .00 | .00 |
| GRAIN BELT 288 OZ CASES | | 1,169.00 | .00 | 3,381.00 | 3,654.00 | 273.00- | 7.47- |
| WHITE LABEL 288 OZ CASES | | .00 | .00 | .00 | .00 | .00 | .00 |
| HAUENSTEIN 288 OZ CASES | | .00 | .00 | .00 | .00 | .00 | .00 |
| CO CLUB NEAR R1NGNES 288OZ | | .00 | .00 | .00 | .00 | .00 | .00 |
| TOTAL FULL BARRELS | | .00 | .00 | .00 | .00 | .00 | .00 |
| TOTAL 288 OZ CASES | | 1,169.00 | .00 | 3,381.00 | 3,654.00 | 273.00- | 7.47- |
| TOTAL BARRELAGE | | 84.84 | .00 | 245.39 | 265.20 | 19.81- | 7.46- |

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REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 04/75

GRAIN BELT BRANDS

NEBRASKA

| | | MONTHLY | | YEARLY | | | |
|---|---|---|---|---|---|---|---|
| | | CURRENT | LAST YEAR | CURRENT | LAST YEAR | VARIANCE | % |
| 002 | 1/2 BBL GB ST | 72 | 208 | 180 | 602 | 422- | 70.09- |
| 003 | 1/4 BBL GB ST | 0 | 0 | 0 | 36 | 36- | 100.00- |
| 010 | 1/2 BBL WB | 12 | 44 | 48 | 84 | 36- | 42.85- |
| 027 | 24/12 RT A GB | 183 | 378 | 1,117 | 1,428 | 311- | 21.77- |
| 035 | 4-6 NR GB | 0 | 0 | 84 | 224 | 140- | 62.50- |
| 036 | 4-6 BK NR GB | 0 | 0 | 231 | 154 | 77 | 50.00 |
| 041 | 4-6 CAN GB | 308 | 308 | 770 | 847 | 77- | 9.09- |
| 042 | 12/12 CAN GB | 3,080 | 3,692 | 8,470 | 10,622 | 2,152- | 20.25- |
| 043 | 24/16 CAN GB | 0 | 125 | 56 | 293 | 237- | 80.88- |
| 029 | 24/12 PREM RET | 20 | 15 | 52 | 72 | 20- | 27.77- |
| | GRAIN BELT FULL BARRELS | 42.00 | 126.00 | 114.00 | 352.00 | 238.00- | 67.61- |
| | GRAIN BELT 288 OZ CASES | 2,051.00 | 2,713.67 | 6,563.67 | 8,426.67 | 1,863.00- | 22.10- |
| | WHITE LABEL 288 OZ CASES | .00 | .00 | .00 | .00 | .00 | .00 |
| | HAUENSTEIN 288 OZ CASES | .00 | .00 | .00 | .00 | .00 | .00 |
| | CO CLUB NEAR R1NGNES 288OZ | .00 | .00 | .00 | .00 | .00 | .00 |
| | TOTAL FULL BARRELS | 42.00 | 126.00 | 114.00 | 352.00 | 238.00- | 67.61- |
| | TOTAL 288 OZ CASES | 2,051.00 | 2,713.67 | 6,563.67 | 8,426.67 | 1,863.00- | 22.10- |
| | TOTAL BARRELAGE | 190.86 | 322.95 | 590.39 | 963.60 | 373.21- | 38.73- |

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REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 04/75

GRAIN BELT BRANDS

NORTH DAKOTA

| | | MONTHLY | | YEARLY | | | |
|---|---|---|---|---|---|---|---|
| | | CURRENT | LAST YEAR | CURRENT | LAST YEAR | VARIANCE | % |
| 002 | 1/2 BBL GB ST | 368 | 404 | 1,280 | 2,236 | 956- | 42.75- |
| 003 | 1/4 BBL GB ST | 212 | 92 | 456 | 588 | 132- | 22.44- |
| 027 | 24/12 RT A GB | 1,050 | 882 | 3,486 | 4,452 | 966- | 21.69- |
| 034 | 24 PK NR GB | 168 | 112 | 448 | 336 | 112 | 33.33 |
| 035 | 4-6 NR GB | 1,064 | 2,016 | 4,654 | 6,104 | 1,450- | 23.75- |
| 036 | 4-6 BK NR GB | 77 | 21 | 539 | 560 | 21- | 3.75- |
| 037 | 12/32 NR GB | 0 | 63 | 207 | 553 | 346- | 62.56- |
| 041 | 4-6 CAN GB | 2,926 | 693 | 6,622 | 3,542 | 3,080 | 86.95 |
| 042 | 12/12 CAN GB | 3,542 | 770 | 10,164 | 4,004 | 6,160 | 153.84 |
| 043 | 24/16 CAN GB | 28 | 140 | 84 | 298 | 214- | 71.81- |
| 029 | 24/12 PREM RET | 3,276 | 4,066 | 11,508 | 14,272 | 2,764- | 19.36- |
| 030 | 36/8 PREM RET | 1,044 | 972 | 2,628 | 3,744 | 1,116- | 29.80- |
| 033 | 24/12 PREM N R | 112 | 112 | 371 | 706 | 335- | 47.45- |
| 038 | 4-6 PREM CAN | 1,617 | 4,117 | 7,119 | 16,032 | 8,913- | 55.59- |
| 039 | 12/12 PREM CAN | 616 | 5,147 | 3,234 | 16,389 | 13,155- | 80.26- |
| 066 | 4-6 CAN GBX | 0 | 0 | 0 | 21 | 21- | 100.00- |
| 064 | 36/8 COCLUB CN | 160 | 240 | 480 | 694 | 214- | 30.83- |
| 065 | 4-6 COCLUB CAN | 273 | 0 | 455 | 91 | 364 | 400.00 |
| 068 | 24/16 COCLUB C | 70 | 0 | 140 | 138 | 2 | 1.44 |
| 069 | 4-6 GOETZ NEAR | 0 | 91 | 91 | 91 | 0 | .00 |
| 019 | 24/11 RINGNES | 28 | 0 | 221 | 0 | 221 | 100.00 |
| 148 | 4-6 CAN WL | 77 | 0 | 112 | 77 | 35 | 45.45 |
| 167 | 24/12 RT HN | 42 | 294 | 336 | 924 | 588- | 63.63- |
| 169 | 4-6 CAN HN | 77 | 1,078 | 616 | 1,617 | 1,001- | 61.90- |
| 170 | 12/12 CAN HN | 308 | 2,464 | 1,694 | 7,453 | 5,759- | 77.27- |
| | GRAIN BELT FULL BARRELS | 237.00 | 225.00 | 754.00 | 1,265.00 | 511.00- | 40.39- |
| | GRAIN BELT 288 OZ CASES | 13,450.33 | 16,220.17 | 44,462.00 | 61,100.16 | 16,638.16- | 27.23- |
| | WHITE LABEL 288 OZ CASES | 77.00 | .00 | 112.00 | 77.00 | 35.00 | 45.45 |
| | HAUENSTEIN 288 OZ CASES | 273.00 | 2,604.00 | 1,799.00 | 6,267.50 | 4,468.50- | 71.29- |
| | CO CLUB NEAR RINGNES 288OZ | 552.00 | 331.00 | 1,415.25 | 1,060.00 | 355.25 | 33.51 |
| | TOTAL FULL BARRELS | 237.00 | 225.00 | 754.00 | 1,265.00 | 511.00- | 40.39- |
| | TOTAL 288 OZ CASES | 14,352.33 | 19,155.17 | 47,788.25 | 68,504.66 | 20,716.41- | 30.24- |
| | TOTAL BARRELAGE | 1,278.69 | 1,615.28 | 4,222.47 | 6,237.06 | 2,014.59- | 32.30- |

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REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 04/75

GRAIN BELT BRANDS

| SOUTH DAKOTA | | MONTHLY | | YEARLY | | | |
|---|---|---|---|---|---|---|---|
| | | CURRENT | LAST YEAR | CURRENT | LAST YEAR | VARIANCE | % |
| 002 | 1/2 BBL GB ST | 240 | 380 | 1,080 | 1,314 | 234- | 17.80- |
| 003 | 1/4 BBL GB ST | 56 | 100 | 188 | 256 | 68- | 26.56- |
| 006 | 1/2 BBL GB 3.2 | 480 | 926 | 2,076 | 3,970 | 1,894- | 47.70- |
| 007 | 1/4 BBL GB 3.2 | 72 | 228 | 332 | 494 | 162- | 32.79- |
| 027 | 24/12 RT A GB | 1,974 | 3,906 | 7,098 | 10,332 | 3,234- | 31.30- |
| 034 | 24 PK NR GB | 56 | 56 | 112 | 56 | 56 | 100.00 |
| 035 | 4-6 NR GB | 1,120 | 2,912 | 5,544 | 8,135 | 2,591- | 31.85- |
| 036 | 4-6 BK NR GB | 21 | 0 | 427 | 622 | 195- | 31.35- |
| 037 | 12/32 NR GB | 132 | 168 | 486 | 651 | 165- | 25.34- |
| 041 | 4-6 CAN GB | 1,617 | 3,619 | 6,468 | 10,010 | 3,542- | 35.38- |
| 042 | 12/12 CAN GB | 2,002 | 308 | 3,696 | 2,156 | 1,540 | 71.42 |
| 043 | 24/16 CAN GB | 336 | 448 | 894 | 1,232 | 338- | 27.43- |
| 029 | 24/12 PREM RET | 2,436 | 3,234 | 7,224 | 8,442 | 1,218- | 14.42- |
| 030 | 36/8 PREM RET | 648 | 1,512 | 2,340 | 4,218 | 1,878- | 44.52- |
| 033 | 24/12 PREM N R | 0 | 112 | 0 | 224 | 224- | 100.00- |
| 038 | 4-6 PREM CAN | 770 | 2,233 | 2,443 | 5,005 | 2,562- | 51.18- |
| 039 | 12/12 PREM CAN | 0 | 154 | 0 | 154 | 154- | 100.00- |
| 047 | 24/12 RA GB 32 | 1,764 | 5,964 | 8,484 | 15,708 | 7,224- | 45.98- |
| 050 | 36/8 RT GB 32 | 576 | 1,618 | 1,692 | 3,814 | 2,122- | 55.63- |
| 055 | 4-6 NR GB 32 | 1,456 | 3,472 | 4,816 | 10,220 | 5,404- | 52.87- |
| 056 | 4-6 BKNR GB 32 | 0 | 0 | 133 | 124 | 9 | 7.25 |
| 057 | 12/32 NR GB 32 | 147 | 294 | 357 | 735 | 378- | 51.42- |
| 061 | 4-6 CAN GB 32 | 2,618 | 7,623 | 9,779 | 16,786 | 7,007- | 41.74- |
| 062 | 12/12 C GB 32 | 1,694 | 308 | 2,926 | 462 | 2,464 | 533.33 |
| 063 | 24/16 C GB 32 | 112 | 0 | 280 | 112 | 168 | 150.00 |
| 064 | 36/8 COCLUB CN | 160 | 0 | 346 | 320 | 26 | 8.12 |
| 065 | 4-6 COCLUB CAN | 728 | 1,084 | 2,457 | 2,449 | 8 | .32 |
| 068 | 24/16 COCLUB C | 210 | 70 | 700 | 700 | 0 | .00 |
| 019 | 24/11 RINGNES | 5 | 0 | 50 | 0 | 50 | 100.00 |
| 147 | 24/12 RT WL | 168 | 168 | 378 | 588 | 210- | 35.71- |
| 148 | 4-6 CAN WL | 0 | 105 | 154 | 619 | 465- | 75.12- |
| 152 | 24/12 R WL 32 | 0 | 126 | 294 | 378 | 84- | 22.22- |
| 153 | 4-6 CAN WL 32 | 28 | 462 | 279 | 950 | 671- | 70.63- |
| 164 | 12/12 CAN WL32 | 42 | 0 | 42 | 0 | 42 | 100.00 |
| 167 | 24/12 RT HN | 0 | 0 | 0 | 84 | 84- | 100.00- |
| 169 | 4-6 CAN HN | 0 | 77 | 77 | 308 | 231- | 75.00- |
| 173 | 24/12 RT HN 32 | 0 | 42 | 0 | 42 | 42- | 100.00- |
| 175 | 4-6 CAN HN 32 | 70 | 231 | 224 | 539 | 315- | 58.44- |
| 176 | 12/12 C HN 32 | 0 | 154 | 0 | 154 | 154- | 100.00- |
| | GRAIN BELT FULL BARRELS | 392.00 | 735.00 | 1,708.00 | 2,829.50 | 1,121.50- | 39.63- |
| | GRAIN BELT 288 OZ CASES | 17,873.33 | 37,859.33 | 62,560.33 | 98,721.99 | 36,161.66- | 36.62- |
| | WHITE LABEL 288 OZ CASES | 217.00 | 861.00 | 1,126.00 | 2,535.00 | 1,409.00- | 55.58- |
| | HAUENSTEIN 288 OZ CASES | 70.00 | 427.00 | 301.00 | 1,050.00 | 749.00- | 71.33- |
| | CO CLUB NEAR RINGNES 288OZ | 1,172.58 | 1,177.33 | 3,782.16 | 3,702.33 | 79.83 | 2.15 |
| | TOTAL FULL BARRELS | 392.00 | 735.00 | 1,708.00 | 2,829.50 | 1,121.50- | 39.63- |
| | TOTAL 288 OZ CASES | 19,332.91 | 40,324.66 | 67,769.49 | 106,009.32 | 38,239.83- | 36.07- |

FORM 1411-1/2GB
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| | | | | | | |
|---|---|---|---|---|---|---|
| TOTAL BARRELAGE | 1,795.18 | 3,661.76 | 6,626.70 | 10,523.65 | 3,896.95- | 37.03- |

FORM 1411-1/2GB
PRINTED IN U.S.A.

REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 04/75

GRAIN BELT BRANDS

WASHINGTON

| | MONTHLY | | YEARLY | | | |
|---|---|---|---|---|---|---|
| | CURRENT | LAST YEAR | CURRENT | LAST YEAR | VARIANCE | % |
| 035 4-6 NR GB | 0 | 0 | 0 | 3,742 | 3,742- | 100.00- |
| 041 4-6 CAN GB | 0 | 0 | 0 | 308 | 308- | 100.00- |
| GRAIN BELT FULL BARRELS | .00 | .00 | .00 | .00 | .00 | .00 |
| GRAIN BELT 288 OZ CASES | .00 | .00 | .00 | 4,050.00 | 4,050.00- | 100.00- |
| WHITE LABEL 288 OZ CASES | .00 | .00 | .00 | .00 | .00 | .00 |
| HAUENSTEIN 288 OZ CASES | .00 | .00 | .00 | .00 | .00 | .00 |
| CO CLUB NEAR R1NGNES 288OZ | .00 | .00 | .00 | .00 | .00 | .00 |
| TOTAL FULL BARRELS | .00 | .00 | .00 | .00 | .00 | .00 |
| TOTAL 288 OZ CASES | .00 | .00 | .00 | 4,050.00 | 4,050.00- | 100.00- |
| TOTAL BARRELAGE | .00 | .00 | .00 | 293.94 | 293.94- | 100.00- |

FORM 141-7/2GB
PRINTED IN U.S.A.

REGIONAL SALES REPORT BY BRANDS. UNITS AND STATES — MONTH: 04/75

GRAIN BELT BRANDS

WISCONSIN

| | | MONTHLY | | YEARLY | | | |
|---|---|---|---|---|---|---|---|
| | | CURRENT | LAST YEAR | CURRENT | LAST YEAR | VARIANCE | % |
| 002 | 1/2 BBL GB ST | 696 | 992 | 2,952 | 4,109 | 1,157- | 28.15- |
| 003 | 1/4 BBL GB ST | 124 | 237 | 481 | 700 | 219- | 31.28- |
| 011 | 1/4 BBL WB | 0 | 12 | 0 | 12 | 12- | 100.00- |
| 027 | 24/12 RT A GB | 7,854 | 17,724 | 34,853 | 52,584 | 17,731- | 33.71- |
| 028 | 35/7 RT A GB | 1,588 | 3,078 | 6,586 | 11,599 | 5,013- | 43.21- |
| 034 | 24 PK NR GB | 280 | 224 | 524 | 478 | 46 | 9.62 |
| 035 | 4-6 NR GB | 1,624 | 2,800 | 3,892 | 7,613 | 3,721- | 48.87- |
| 036 | 4-6 BK NR GB | 2 | 75 | 1,899 | 1,386 | 513 | 37.01 |
| 037 | 12/32 NR GB | 147 | 440 | 825 | 1,337 | 512- | 38.29- |
| 040 | 24 PK CAN GB | 0 | 0 | 0 | 2,156 | 2,156- | 100.00- |
| 041 | 4-6 CAN GB | 1,155 | 3,536 | 4,543 | 9,311 | 4,768- | 51.20- |
| 042 | 12/12 CAN GB | 22,484 | 28,030 | 56,980 | 83,008 | 26,028- | 31.35- |
| 043 | 24/16 CAN GB | 0 | 10 | 0 | 104 | 104- | 100.00- |
| 029 | 24/12 PREM RET | 798 | 1,764 | 4,662 | 8,190 | 3,528- | 43.07- |
| 030 | 36/8 PREM RET | 612 | 972 | 2,484 | 3,816 | 1,332- | 34.90- |
| 033 | 24/12 PREM N R | 0 | 0 | 5 | 140 | 135- | 96.42- |
| 038 | 4-6 PREM CAN | 2 | 0 | 2 | 0 | 2 | 100.00 |
| 039 | 12/12 PREM CAN | 1,540 | 1,540 | 2,079 | 2,541 | 462- | 18.18- |
| 066 | 4-6 CAN GBX | 0 | 77 | 0 | 154 | 154- | 100.00- |
| 064 | 36/8 COCLUB CN | 160 | 0 | 160 | 0 | 160 | 100.00 |
| 065 | 4-6 COCLUB CAN | 182 | 0 | 182 | 0 | 182 | 100.00 |
| 069 | 4-6 GOETZ NEAR | 91 | 0 | 910 | 91 | 819 | 900.00 |
| 147 | 24/12 RT WL | 588 | 882 | 1,554 | 2,646 | 1,092- | 41.26- |
| 148 | 4-6 CAN WL | 0 | 0 | 0 | 77 | 77- | 100.00- |
| 167 | 24/12 RT HN | 4,704 | 4,368 | 14,378 | 17,892 | 3,514- | 19.64- |
| 169 | 4-6 CAN HN | 77 | 77 | 175 | 92 | 83 | 90.21 |
| 170 | 12/12 CAN HN | 505 | 308 | 505 | 1,232 | 727- | 59.00- |
| | GRAIN BELT FULL BARRELS | 379.00 | 558.25 | 1,596.25 | 2,232.50 | 636.25- | 28.49- |
| | GRAIN BELT 288 OZ CASES | 25,885.90 | 45,175.42 | 89,096.14 | 140,390.98 | 51,294.84- | 36.53- |
| | WHITE LABEL 288 OZ CASES | 588.00 | 882.00 | 1,554.00 | 2,723.00 | 1,169.00- | 42.93- |
| | HAUENSTEIN 288 OZ CASES | 5,033.50 | 4,599.00 | 14,805.50 | 18,600.00 | 3,794.50- | 20.40- |
| | CO CLUB NEAR R1NGNES 288OZ | 433.00 | .00 | 1,252.00 | 91.00 | 1,161.00 | 1275.82 |
| | TOTAL FULL BARRELS | 379.00 | 558.25 | 1,596.25 | 2,232.50 | 636.25- | 28.49- |
| | TOTAL 288 OZ CASES | 31,940.40 | 50,656.42 | 106,707.64 | 161,804.98 | 55,097.34- | 34.05- |
| | TOTAL BARRELAGE | 2,697.23 | 4,234.89 | 9,341.09 | 13,976.30 | 4,635.21- | 33.16- |

FORM 1411-1/2GB
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REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 04/75

GRAIN BELT BRANDS

WYOMING

| | MONTHLY | | YEARLY | | | |
|---|---|---|---|---|---|---|
| | CURRENT | LAST YEAR | CURRENT | LAST YEAR | VARIANCE | % |
| 041 4-6 CAN 6B | 0 | 308 | 616 | 616 | 0 | .00 |
| GRAIN BELT FULL BARRELS | .00 | .00 | .00 | .00 | .00 | .00 |
| GRAIN BELT 288 OZ CASES | .00 | 308.00 | 616.00 | 616.00 | .00 | .00 |
| WHITE LABEL 288 OZ CASES | .00 | .00 | .00 | .00 | .00 | .00 |
| HAUENSTEIN 288 OZ CASES | .00 | .00 | .00 | .00 | .00 | .00 |
| CO CLUB NEAR R1NGNES 288OZ | .00 | .00 | .00 | .00 | .00 | .00 |
| TOTAL FULL BARRELS | .00 | .00 | .00 | .00 | .00 | .00 |
| TOTAL 288 OZ CASES | .00 | 308.00 | 616.00 | 616.00 | .00 | .00 |
| TOTAL BARRELAGE | .00 | 22.35 | 44.70 | 44.70 | .00 | .00 |

FORM 1411-1/2GB
PRINTED IN U.S.A.

REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 04/75

STORZ BRANDS

| MN DISTRBTRS | | MONTHLY | | YEARLY | | | |
|---|---|---|---|---|---|---|---|
| | | CURRENT | LAST YEAR | CURRENT | LAST YEAR | VARIANCE | % |
| 075 | 4-6 NR TR | 1 | 0 | 1 | 0 | 1 | 100.00 |
| 080 | 4-6 CAN TR | 0 | 0 | 1 | 0 | 1 | 100.00 |
| 081 | 12/12 CAN T ST | 0 | 0 | 1 | 0 | 1 | 100.00 |
| 106 | 4-6 CAN PRE | 0 | 0 | 1 | 0 | 1 | 100.00 |
| 107 | 12/12 CAN PRE | 0 | 0 | 1 | 0 | 1 | 100.00 |
| TOTAL FULL BARRELS | | .00 | .00 | .00 | .00 | .00 | .00 |
| TOTAL 288 OZ CASES | | 1.00 | .00 | 4.00 | .00 | 4.00 | 100.00 |
| TOTAL BARRELAGE | | .07 | .00 | .29 | .00 | .29 | 100.00 |

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REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 04/75

STORZ BRANDS

ARIZONA

| | MONTHLY | | YEARLY | | | |
|---|---|---|---|---|---|---|
| | CURRENT | LAST YEAR | CURRENT | LAST YEAR | VARIANCE | % |
| 080 4-6 CAN TR | 3,542 | 0 | 3,542 | 0 | 3,542 | 100.00 |
| 106 4-6 CAN PRE | 5,544 | 5,467 | 5,544 | 5,467 | 77 | 1.40 |
| TOTAL FULL BARRELS | .00 | .00 | .00 | .00 | .00 | .00 |
| TOTAL 288 OZ CASES | 9,086.00 | 5,467.00 | 9,086.00 | 5,467.00 | 3,619.00 | 66.19 |
| TOTAL BARRELAGE | 659.46 | 396.79 | 659.46 | 396.79 | 262.67 | 66.19 |

FORM 1411-1/2GB

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REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 04/75

STORZ BRANDS

COLORADO

| | MONTHLY | | YEARLY | | | |
|---|---|---|---|---|---|---|
| | CURRENT | LAST YEAR | CURRENT | LAST YEAR | VARIANCE | % |
| 075 4-6 NR TR | 1,512 | 1,848 | 4,480 | 4,704 | 224- | 4.76- |
| TOTAL FULL BARRELS | .00 | .00 | .00 | .00 | .00 | .00 |
| TOTAL 288 OZ CASES | 1,512.00 | 1,848.00 | 4,480.00 | 4,704.00 | 224.00- | 4.76- |
| TOTAL BARRELAGE | 109.74 | 134.12 | 325.15 | 341.41 | 16.26- | 4.76- |

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PRINTED IN U.S.A.

REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 04/75

STORZ BRANDS

ILLINOIS

| | | MONTHLY | | YEARLY | | | |
|---|---|---|---|---|---|---|---|
| | | CURRENT | LAST YEAR | CURRENT | LAST YEAR | VARIANCE | % |
| 070 | 24/12 RT TR | 1,218 | 168 | 1,596 | 1,092 | 504 | 46.15 |
| 075 | 4-6 NR TR | 0 | 0 | 0 | 392 | 392- | 100.00- |
| 076 | 12/32 NR TR | 0 | 126 | 42 | 210 | 168- | 80.00- |
| 080 | 4-6 CAN TR | 0 | 0 | 77 | 308 | 231- | 75.00- |
| 081 | 12/12 CAN T ST | 6,314 | 154 | 12,474 | 770 | 11,704 | 1520.00 |
| 106 | 4-6 CAN PRE | 0 | 0 | 154 | 0 | 154 | 100.00 |
| 107 | 12/12 CAN PRE | 77 | 154 | 1,232 | 154 | 1,078 | 700.00 |
| TOTAL FULL BARRELS | | .00 | .00 | .00 | .00 | .00 | .00 |
| TOTAL 288 OZ CASES | | 4,413.50 | 490.00 | 8,736.00 | 2,534.00 | 6,202.00 | 244.75 |
| TOTAL BARRELAGE | | 320.33 | 35.56 | 634.05 | 183.91 | 450.14 | 244.76 |

FORM 1411-1/2GB

PRINTED IN U.S.A.

REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 04/75

STORZ BRANDS

IOWA

| | | MONTHLY | | YEARLY | | | |
|---|---|---|---|---|---|---|---|
| | | CURRENT | LAST YEAR | CURRENT | LAST YEAR | VARIANCE | % |
| 014 | 1/2 BBL STORZ | 84 | 96 | 348 | 656 | 308- | 46.95- |
| 015 | 1/4 BBL STORZ | 0 | 0 | 5 | 10 | 5- | 50.00- |
| 070 | 24/12 RT TR | 210 | 210 | 630 | 714 | 84- | 11.76- |
| 075 | 4-6 NR TR | 394 | 336 | 1,503 | 1,400 | 103 | 7.35 |
| 076 | 12/32 NR TR | 210 | 126 | 615 | 385 | 230 | 59.74 |
| 080 | 4-6 CAN TR | 154 | 308 | 693 | 1,078 | 385- | 35.71- |
| 081 | 12/12 CAN T ST | 6,622 | 5,082 | 28,952 | 25,291 | 3,661 | 14.47 |
| 106 | 4-6 CAN PRE | 0 | 154 | 770 | 1,694 | 924- | 54.54- |
| 107 | 12/12 CAN PRE | 2,310 | 13,860 | 10,781 | 28,336 | 17,555- | 61.95- |
| TOTAL FULL BARRELS | | 42.00 | 48.00 | 175.25 | 330.50 | 155.25- | 46.97- |
| TOTAL 288 OZ CASES | | 5,504.00 | 10,647.00 | 24,282.50 | 32,212.83 | 7,930.33- | 24.61- |
| TOTAL BARRELAGE | | 441.48 | 820.75 | 1,937.67 | 2,668.50 | 730.83- | 27.38- |

FORM 1411-1/2GB
PRINTED IN U.S.A.

REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 04/75

STORZ BRANDS

| MISSOURI | MONTHLY | | YEARLY | | | |
|---|---|---|---|---|---|---|
| | CURRENT | LAST YEAR | CURRENT | LAST YEAR | VARIANCE | % |
| 080 4-6 CAN TR | 0 | 0 | 0 | 3,696 | 3,696- | 100.00- |
| TOTAL FULL BARRELS | .00 | .00 | .00 | .00 | .00 | .00 |
| TOTAL 288 OZ CASES | .00 | .00 | .00 | 3,696.00 | 3,696.00- | 100.00- |
| TOTAL BARRELAGE | .00 | .00 | .00 | 268.25 | 268.25- | 100.00- |

FORM 1411-1/2GB
PRINTED IN U.S.A.

REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 04/75

STORZ BRANDS

NEBRASKA

| | | MONTHLY | | YEARLY | | | |
|---|---|---|---|---|---|---|---|
| | | CURRENT | LAST YEAR | CURRENT | LAST YEAR | VARIANCE | % |
| 014 | 1/2 BBL STORZ | 120 | 284 | 382 | 1,000 | 618- | 61.80- |
| 015 | 1/4 BBL STORZ | 5 | 3 | 11 | 37 | 26- | 70.27- |
| 070 | 24/12 RT TR | 2,562 | 3,696 | 9,988 | 14,148 | 4,160- | 29.40- |
| 075 | 4-6 NR TR | 280 | 615 | 1,064 | 2,222 | 1,158- | 52.11- |
| 076 | 12/32 NR TR | 504 | 940 | 1,974 | 2,777 | 803- | 28.91- |
| 080 | 4-6 CAN TR | 1,001 | 728 | 3,080 | 3,557 | 477- | 13.41- |
| 081 | 12/12 CAN T ST | 24,332 | 39,145 | 78,386 | 108,936 | 30,550- | 28.04- |
| 106 | 4-6 CAN PRE | 703 | 1,538 | 2,750 | 4,789 | 2,039- | 42.57- |
| 107 | 12/12 CAN PRE | 770 | 1,848 | 3,850 | 6,468 | 2,618- | 40.47- |
| TOTAL FULL BARRELS | | 61.25 | 142.75 | 193.75 | 509.25 | 315.50- | 61.95- |
| TOTAL 288 OZ CASES | | 17,769.00 | 28,326.83 | 60,631.99 | 86,120.66 | 25,488.67- | 29.59- |
| TOTAL BARRELAGE | | 1,350.92 | 2,198.71 | 4,594.41 | 6,759.88 | 2,165.47- | 32.03- |

FORM (41)-1/2GB
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REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 04/75

STORZ BRANDS

SOUTH DAKOTA

| | | MONTHLY | | YEARLY | | | |
|---|---|---|---|---|---|---|---|
| | | CURRENT | LAST YEAR | CURRENT | LAST YEAR | VARIANCE | % |
| 014 | 1/2 BBL STORZ | 0 | 48 | 0 | 156 | 156- | 100.00- |
| 070 | 24/12 RT TR | 42 | 168 | 84 | 672 | 588- | 87.50- |
| 076 | 12/32 NR TR | 147 | 126 | 399 | 567 | 168- | 29.62- |
| 081 | 12/12 CAN T ST | 0 | 0 | 154 | 0 | 154 | 100.00 |
| 106 | 4-6 CAN PRE | 231 | 1,386 | 1,694 | 3,894 | 2,200- | 56.49- |
| 107 | 12/12 CAN PRE | 924 | 1,694 | 5,698 | 8,624 | 2,926- | 33.92- |
| 118 | 4-6 CAN PRE 32 | 1,131 | 3,927 | 3,672 | 6,652 | 2,980- | 44.79- |
| 119 | 12/12 CN PR 32 | 2,002 | 8,932 | 5,234 | 16,016 | 10,782- | 67.32- |
| TOTAL FULL BARRELS | | .00 | 24.00 | .00 | 78.00 | 78.00- | 100.00- |
| TOTAL 288 OZ CASES | | 3,063.00 | 10,962.00 | 11,525.00 | 24,294.00 | 12,769.00- | 52.56- |
| TOTAL BARRELAGE | | 222.31 | 319.62 | 836.48 | 1,841.25 | 1,004.77- | 54.56- |

FORM 1411-1/2GB

PRINTED IN U.S.A.

REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 04/75

GRAIN BELT BRANDS

GRAND TOTAL

| | | MONTHLY | | YEARLY | | | |
|---|---|---|---|---|---|---|---|
| | | CURRENT | LAST YEAR | CURRENT | LAST YEAR | VARIANCE | % |
| 001 | 1/1 BBL GB ST | 320 | 255 | 1,027 | 968 | 59 | 6.09 |
| 002 | 1/2 BBL GB ST | 8,823 | 11,197 | 32,171 | 40,460 | 8,289- | 20.48- |
| 003 | 1/4 BBL GB ST | 3,941 | 5,321 | 13,391 | 16,996 | 3,605- | 21.21- |
| 005 | 1/1 BBL GB 3.2 | 2,126 | 2,744 | 8,125 | 10,123 | 1,998- | 19.73- |
| 006 | 1/2 BBL GB 3.2 | 7,008 | 8,507 | 26,828 | 33,720 | 6,892- | 20.43- |
| 007 | 1/4 BBL GB 3.2 | 398 | 663 | 1,278 | 1,866 | 588- | 31.51- |
| 009 | 1/1 BBL WB | 1 | 1 | 6 | 7 | 1- | 14.28- |
| 010 | 1/2 BBL WB | 48 | 123 | 180 | 330 | 150- | 45.45- |
| 011 | 1/4 BBL WB | 107 | 200 | 379 | 682 | 303- | 44.42- |
| 027 | 24/12 RT A GB | 104,571 | 136,260 | 381,228 | 477,918 | 96,690- | 20.23- |
| 028 | 35/7 RT A GB | 5,306 | 8,272 | 19,070 | 29,758 | 10,688- | 35.91- |
| 034 | 24 PK NR GB | 10,207 | 14,076 | 31,377 | 50,483 | 19,106- | 37.84- |
| 035 | 4-6 NR GB | 20,274 | 29,525 | 77,378 | 102,231 | 24,853- | 24.31- |
| 036 | 4-6 BK NR GB | 344 | 204 | 10,530 | 12,248 | 1,718- | 14.02- |
| 037 | 12/32 NR GB | 1,798 | 3,291 | 6,730 | 10,790 | 4,060- | 37.62- |
| 040 | 24 PK CAN GB | 0 | 168 | 1,386 | 7,657 | 6,271- | 81.89- |
| 041 | 4-6 CAN GB | 27,953 | 56,158 | 89,191 | 149,825 | 60,634- | 40.46- |
| 042 | 12/12 CAN GB | 158,183 | 305,074 | 495,604 | 866,510 | 370,906- | 42.80- |
| 043 | 24/16 CAN GB | 6,227 | 9,515 | 19,463 | 31,038 | 11,575- | 37.29- |
| 029 | 24/12 PREM RET | 37,613 | 48,728 | 128,949 | 174,025 | 45,076- | 25.90- |
| 030 | 36/8 PREM RET | 12,780 | 17,163 | 41,341 | 56,293 | 14,952- | 26.56- |
| 033 | 24/12 PREM N R | 1,468 | 1,885 | 6,043 | 7,552 | 1,509- | 19.98- |
| 038 | 4-6 PREM CAN | 7,047 | 9,295 | 22,312 | 33,676 | 11,364- | 33.74- |
| 039 | 12/12 PREM CAN | 20,623 | 20,573 | 82,382 | 80,249 | 2,133 | 2.65 |
| 047 | 24/12 RA GB 32 | 42,778 | 63,963 | 151,183 | 221,310 | 70,127- | 31.68- |
| 048 | 35/7 RA GB 32 | 1,391 | 2,493 | 5,273 | 8,991 | 3,718- | 41.35- |
| 050 | 36/8 RT GB 32 | 1,429 | 2,708 | 4,776 | 8,176 | 3,400- | 41.58- |
| 055 | 4-6 NR GB 32 | 14,009 | 19,647 | 44,597 | 68,900 | 24,303- | 35.27- |
| 056 | 4-6 BKNR GB 32 | 0 | 14 | 3,156 | 3,878 | 722- | 18.61- |
| 057 | 12/32 NR GB 32 | 1,832 | 2,854 | 6,494 | 7,904 | 1,410- | 17.83- |
| 060 | 24 PK C GB 32 | 0 | 573 | 0 | 573 | 573- | 100.00- |
| 061 | 4-6 CAN GB 32 | 24,934 | 38,354 | 80,067 | 117,945 | 37,878- | 32.11- |
| 062 | 12/12 C GB 32 | 21,870 | 25,565 | 94,837 | 113,514 | 18,677- | 16.45- |
| 063 | 24/16 C GB 32 | 6,270 | 7,761 | 18,428 | 23,135 | 4,707- | 20.34- |
| 066 | 4-6 CAN GBX | 0 | 994 | 0 | 2,494 | 2,494- | 100.00- |
| 026 | 36/8 COCLUB 32 | 0 | 160 | 0 | 800 | 800- | 100.00- |
| 064 | 36/8 COCLUB CN | 1,200 | 1,120 | 3,866 | 4,989 | 1,123- | 22.50- |
| 065 | 4-6 COCLUB CAN | 3,003 | 2,247 | 8,281 | 7,941 | 340 | 4.28 |
| 068 | 24/16 COCLUB C | 1,540 | 1,330 | 5,110 | 6,666 | 1,556- | 23.34- |
| 069 | 4-6 GOETZ NEAR | 91 | 263 | 1,358 | 627 | 731 | 116.58 |
| 018 | 24/11 RNGNS 32 | 0 | 160 | 0 | 160 | 160- | 100.00- |
| 019 | 24/11 RINGNES | 354 | 820 | 1,390 | 820 | 570 | 69.51 |
| 147 | 24/12 RT WL | 14,477 | 17,241 | 50,022 | 67,907 | 17,885- | 26.33- |
| 148 | 4-6 CAN WL | 1,722 | 3,469 | 5,122 | 17,538 | 12,416- | 70.79- |
| 159 | 12/12 CAN WL | 1,915 | 0 | 16,779 | 0 | 16,779 | 100.00 |
| 149 | 24/16 CAN WL | 0 | 1,004 | 0 | 2,449 | 2,449- | 100.00- |
| 152 | 24/12 R WL 32 | 2,688 | 3,024 | 7,063 | 12,139 | 5,076- | 41.81- |
| 153 | 4-6 CAN WL 32 | 1,207 | 2,849 | 4,466 | 8,546 | 4,080- | 47.74- |
| 164 | 12/12 CAN WL32 | 962 | 0 | 4,758 | 0 | 4,758 | 100.00 |
| 154 | 24/16 C WL 32 | 0 | 900 | 0 | 2,879 | 2,879- | 100.00- |

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| | | | | | | | |
|---|---|---|---|---|---|---|---|
| 167 | 24/12 RT HN | 87,781 | 101,599 | 337,486 | 382,674 | 45,188- | 11.80- |
| 169 | 4-6 CAN HN | 5,922 | 12,488 | 23,444 | 27,769 | 4,325- | 15.57- |
| 170 | 12/12 CAN HN | 11,829 | 13,633 | 47,802 | 47,754 | 48 | .10 |
| 173 | 24/12 RT HN 32 | 6,930 | 8,736 | 23,604 | 31,267 | 7,663- | 24.50- |
| 175 | 4-6 CAN HN 32 | 3,066 | 5,218 | 10,619 | 13,239 | 2,620- | 19.79- |
| 176 | 12/12 C HN 32 | 3,227 | 3,282 | 12,462 | 13,393 | 931- | 6.95- |
| GRAIN BELT FULL BARRELS | | 11,498.00 | 14,459.50 | 42,509.50 | 53,239.00 | 10,729.50- | 20.15- |
| GRAIN BELT 288 OZ CASES | | 432,944.69 | 655,706.59 | 1,498,787.02 | 2,155,439.64 | 656,652.62- | 30.46- |
| WHITE LABEL 288 OZ CASES | | 21,532.50 | 29,121.66 | 77,441.50 | 113,233.99 | 35,792.49- | 31.60- |
| HAUENSTEIN 288 OZ CASES | | 111,227.00 | 136,498.50 | 425,285.00 | 485,522.50 | 60,237.50- | 12.40- |
| CO CLUB NEAR RINGNES 2880Z | | 6,671.83 | 6,461.67 | 21,592.49 | 24,143.32 | 2,550.83- | 10.56- |
| TOTAL FULL BARRELS | | 11,498.00 | 14,459.50 | 42,509.50 | 53,239.00 | 10,729.50- | 20.15- |
| TOTAL 288 OZ CASES | | 572,376.02 | 827,788.42 | 2,023,106.01 | 2,778,339.45 | 755,233.44- | 27.18- |
| TOTAL BARRELAGE | | 53,041.05 | 74,540.38 | 189,346.53 | 254,890.87 | 65,544.34- | 25.71- |

FORM 1411-1/2GB
PRINTED IN U.S.A.

REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 04/75

STORZ BRANDS

GRAND TOTAL

| | | MONTHLY | | YEARLY | | | |
|---|---|---|---|---|---|---|---|
| | | CURRENT | LAST YEAR | CURRENT | LAST YEAR | VARIANCE | % |
| 014 | 1/2 BBL STORZ | 204 | 428 | 730 | 1,812 | 1,082- | 59.71- |
| 015 | 1/4 BBL STORZ | 5 | 3 | 16 | 47 | 31- | 65.95- |
| 070 | 24/12 RT TR | 4,032 | 4,242 | 12,298 | 16,626 | 4,328- | 26.03- |
| 075 | 4-6 NR TR | 2,187 | 2,799 | 7,048 | 8,718 | 1,670- | 19.15- |
| 076 | 12/32 NR TR | 861 | 1,318 | 3,030 | 3,939 | 909- | 23.07- |
| 080 | 4-6 CAN TR | 4,697 | 1,036 | 7,393 | 8,639 | 1,246- | 14.42- |
| 081 | 12/12 CAN T ST | 37,268 | 44,381 | 119,967 | 134,997 | 15,030- | 11.13- |
| 106 | 4-6 CAN PRE | 6,478 | 8,545 | 10,913 | 15,844 | 4,931- | 31.12- |
| 107 | 12/12 CAN PRE | 4,081 | 17,556 | 21,562 | 43,582 | 22,020- | 50.52- |
| 118 | 4-6 CAN PRE 32 | 1,131 | 3,927 | 3,672 | 6,652 | 2,980- | 44.79- |
| 119 | 12/12 CN PR 32 | 2,002 | 8,932 | 5,234 | 16,016 | 10,782- | 67.32- |
| TOTAL FULL BARRELS | | 103.25 | 214.75 | 369.00 | 917.75 | 548.75- | 59.79- |
| TOTAL 288 OZ CASES | | 41,348.50 | 57,740.83 | 118,745.49 | 159,028.49 | 40,283.00- | 25.33- |
| TOTAL BARRELAGE | | 3,104.32 | 4,405.57 | 8,987.54 | 12,460.03 | 3,472.49- | 27.86- |

FORM 1411-1/2GB
PRINTED IN U.S.A.

MARCH

SUMMARY OF COSTS BY CLASSIFICATION

| | MARCH 75 AMOUNT | YTD 75 AMOUNT | MARCH 74 AMOUNT | YTD 74 AMOUNT | VARIANCE |
|---|---|---|---|---|---|
| **WAGES AND SALARIES** | | | | | |
| PRODUCTION | 323,874.40 | 940,025.96 | 345,960.18 | 1,012,289.64 | 22,085.78-<br>72,263.68- |
| ADVERTISING & SELLING | 29,796.98 | 88,997.12 | 28,658.82 | 85,737.27 | 1,138.16<br>3,259.85 |
| ADMINSTRATIVE | 22,926.88 | 69,160.77 | 22,469.18 | 67,629.77 | 457.70<br>1,531.00 |
| TOTAL WAGES | 376,598.26 | 1,098,183.85 | 397,088.18 | 1,165,656.68 | 20,489.92-<br>67,472.83- |
| **SUPPLIES** | | | | | |
| PRODUCTION | 500,093.43 | 1,395,303.14 | 418,256.22 | 1,181,674.76 | 81,837.21<br>213,628.38 |
| SELLING DELIVERY ADMINSTRATIVE | 3,108.36 | 12,746.14 | 5,100.06 | 11,334.81 | 1,991.70-<br>1,411.33 |
| TOTAL SUPPLIES | 503,201.79 | 1,408,049.28 | 423,356.28 | 1,193,009.57 | 79,845.51<br>215,039.71 |
| **MAINTENANCE** | | | | | |
| PRODUCTION LABOR | 6,854.28 | 27,257.00 | 10,761.64 | 29,830.01 | 3,907.36-<br>2,573.01- |
| CONTRACTOR MAINTENANCE | 19,002.98 | 57,163.73 | 33,558.28 | 100,534.18 | 14,555.30-<br>43,370.45- |
| PRODUCTION MATERIAL | 20,804.62 | 75,547.93 | 23,542.00 | 76,057.45 | 2,737.38-<br>509.52- |
| SELLING DELIVERY ADMINSTRATIVE | 1,596.80 | 5,080.96 | 1,157.75 | 4,773.67 | 439.05<br>307.29 |
| TOTAL MAINTENANCE | 48,258.68 | 165,049.62 | 69,019.67 | 211,195.31 | 20,760.99-<br>46,145.69- |
| **GENERAL** | | | | | |
| PRODUCTION | 37,726.93 | 96,491.10 | 35,419.96 | 120,223.29 | 2,306.97<br>23,732.19- |

Data Documents, Inc. 02

SUMMARY OF COSTS BY CLASSIFICATION

| | MARCH 75 | YTD 75 | MARCH 74 | YTD 74 | VARIANCE |
|---|---|---|---|---|---|
| SELLING DELIVERY ADMINSTRATIVE | 29,942.64 | 77,437.07 | 27,701.62 | 82,298.14 | 2,241.02<br>4,861.07- |
| TOTAL GENERAL | 67,669.57 | 173,928.17 | 63,121.58 | 202,521.43 | 4,547.99<br>28,593.26- |
| ADVERTISING | | | | | |
| MEDIA | 110,371.07 | 231,913.94 | 80,141.74 | 152,963.86 | 30,229.33<br>78,950.08 |
| PRODUCTION | 3,261.75 | 49,981.85 | 56,103.12 | 63,586.08 | 52,841.37-<br>13,604.23- |
| SALES PROMOTION | 33,234.73 | 144,596.00 | 28,291.97 | 195,591.48 | 4,942.76<br>50,995.48- |
| SIGN COST & MAINTENANCE | 8,933.61 | 31,404.54 | 15,501.40 | 39,176.27 | 6,567.79-<br>7,771.73- |
| TOTAL ADVERTISING | 155,801.16 | 457,896.33 | 180,038.23 | 451,317.69 | 24,237.07-<br>6,578.64 |
| FIXED | | | | | |
| PROPERTY TAXES & LICENSES | 15,060.19 | 38,789.50 | 17,525.29 | 44,474.31 | 2,465.10-<br>5,684.81- |
| PAYROLL TAXES | 31,910.00 | 88,540.00 | 34,510.00 | 91,680.00 | 2,600.00-<br>3,140.00- |
| INSURANCE GENERAL | 5,621.49 | 16,922.47 | 6,411.72 | 19,459.70 | 790.23-<br>2,537.23- |
| INSURANCE - EMPLOYEES GROUP | 46,166.23 | 137,976.02 | 44,386.25 | 142,048.66 | 1,779.98<br>4,072.64- |
| SALARIED PENSION TRUST | 8,700.00 | 26,100.00 | 5,540.00 | 20,540.00 | 3,160.00<br>5,560.00 |
| RETIREES PENSION | 4,187.77 | 13,654.92 | 4,343.27 | 13,029.81 | 155.50-<br>625.11 |
| RENTALS | 1,120.45 | 3,080.09 | 1,253.12 | 3,632.99 | 132.67-<br>552.90- |
| DEPRECIATION - PLANT & EQUIPMENT | 54,753.81 | 136,113.65 | 57,880.65 | 143,447.91 | 3,126.84-<br>7,334.26- |

Data Documents Inc. 02

SUMMARY OF COSTS BY CLASSIFICATION

| | MARCH 75 | YTD 75 | MARCH 74 | YTD 74 | VARIANCE |
|---|---|---|---|---|---|
| | 29,549.65 | | 34,009.87 | | 4,460.22- |
| DEPRECIATION - RETURNABLE CONT. | | 83,596.55 | | 94,441.56 | 10,845.01- |
| | 197,069.59 | | 205,860.17 | | 8,790.58- |
| TOTAL FIXED | | 544,773.20 | | 572,754.94 | 27,981.74- |

GRAIN BELT BREWERIES, INC. SUMMARY OF COSTS BY CLASSIFICATION

| | | | | | |
|---|---|---|---|---|---|
| | 1,348,599.05 | | 1,338,484.11 | | 10,114.94 |
| TOTAL COSTS | | 3,847,880.45 | | 3,796,455.62 | 51,424.83 |

Data Documents Inc. 02

| | MARCH 75 | | YTD 75 | | MARCH 74 | | YTD 74 | | VARIANCE |
|---|---|---|---|---|---|---|---|---|---|
| BARRELS BREWED | 56,353 | | 155,817 | | 68,687 | | 201,109 | | 12,334-<br>45,292- |
| WAGES AND SALARIES | AMOUNT | PER BBL | AMOUNT | PER BBL | AMOUNT | PER BBL | AMOUNT | PER BBL | |
| BREWHOUSE | 11,409.58 | .2025 | 33,908.99 | .2176 | 13,444.61 | .1957 | 39,822.48 | .1980 | 2,035.03-<br>5,913.49- |
| FERMENTING | 4,563.91 | .0810 | 14,107.22 | .0905 | 4,509.73 | .0657 | 12,896.77 | .0641 | 54.18<br>1,210.45 |
| CELLARS | 19,873.33 | .3527 | 63,103.85 | .4050 | 23,871.88 | .3475 | 66,155.67 | .3290 | 3,998.55-<br>3,051.82- |
| LAB AND CLERICAL | 4,301.06 | .0763 | 12,905.91 | .0828 | 3,996.95 | .0582 | 11,372.41 | .0565 | 304.11<br>1,533.50 |
| SUPERVISION | 8,191.66 | .1454 | 24,574.98 | .1577 | 7,791.66 | .1134 | 23,374.98 | .1162 | 400.00<br>1,200.00 |
| VACATION | 7,000.00 | .1242 | 15,400.00 | .0988 | 7,600.00 | .1106 | 16,720.00 | .0831 | 600.00-<br>1,320.00- |
| HOLIDAY | 2,700.00 | .0479 | 5,940.00 | .0381 | 3,000.00 | .0437 | 6,600.00 | .0328 | 300.00-<br>660.00- |
| PENSION | 3,558.00 | .0631 | 9,345.75 | .0600 | 3,466.00 | .0505 | 9,019.25 | .0448 | 92.00<br>326.50 |
| UNCLASSIFIED | 666.29 | .0118 | 4,730.23 | .0304 | 1,410.98 | .0205 | 5,747.00 | .0286 | 744.69-<br>1,016.77- |
| TOTAL WAGES | 62,263.83 | 1.1049 | 184,016.93 | 1.1810 | 69,091.81 | 1.0059 | 191,708.56 | .9533 | 6,827.98-<br>7,691.63- |
| MATERIALS AND SUPPLIES | | | | | | | | | |
| MALT | 223,532.54 | 3.9666 | 608,668.54 | 3.9063 | 182,050.94 | 2.6504 | 506,597.69 | 2.5190 | 41,481.60<br>102,070.85 |
| HOPS DOMESTIC | 9,275.90 | .1646 | 25,162.00 | .1615 | 11,048.40 | .1609 | 31,722.30 | .1577 | 1,772.50-<br>6,560.30- |
| HOPS IMPORTED | 8,367.00 | .1485 | 22,873.50 | .1468 | 14,407.75 | .2098 | 41,723.50 | .2075 | 6,040.75-<br>18,850.00- |
| HOPS CASCADE | .00 | .0000 | 388.56 | .0025 | .00 | .0000 | .00 | .0000 | .00<br>388.56 |
| NU-BRU | 98,890.50 | 1.7548 | 270,730.42 | 1.7375 | 77,053.92 | 1.1218 | 224,045.83 | 1.1141 | 21,836.58<br>46,684.59 |

Data Documents, Inc. 02

| | MARCH 75 | | YTD 75 | | MARCH 74 | | YTD 74 | | VARIANCE |
|---|---|---|---|---|---|---|---|---|---|
| GLUCOSE | 14,688.00 | .2606 | 40,102.40 | .2574 | 11,872.00 | .1728 | 28,760.00 | .1430 | 2,816.00<br>11,342.40 |
| TREATING | 17,374.02 | .3083 | 49,845.71 | .3199 | 25,616.60 | .3729 | 70,942.68 | .3528 | 8,242.58-<br>21,096.97- |
| FILTERING | 1,467.90 | .0260 | 3,122.55 | .0200 | 1,084.47 | .0158 | 3,287.32 | .0163 | 383.43<br>164.77- |
| SUNDRY MATERIAL | 3,057.96 | .0543 | 10,105.43 | .0649 | 3,572.20 | .0520 | 11,038.56 | .0549 | 514.24-<br>933.13- |
| BY PRODUCT SALES | 14,050.39- | .2493- | 42,720.63- | .2742- | 15,471.04- | .2252- | 66,805.57- | .3322- | 1,420.65<br>24,084.94 |
| GRAIN DRYING | 5,749.85 | .1020 | 17,964.16 | .1153 | 6,781.51 | .0987 | 19,178.83 | .0954 | 1,031.66-<br>1,214.67- |
| LAB SUPPLIES | 104.33 | .0019 | 397.95 | .0026 | 638.49 | .0093 | 1,148.12 | .0057 | 534.16-<br>750.17- |
| UNCLASSIFIED | 14,049.12 | .2493 | 38,045.95 | .2442 | 7,139.51 | .1039 | 23,126.24 | .1150 | 6,909.61<br>14,919.71 |
| TOTAL MATERIALS | 382,506.73 | 6.7877 | 1,044,686.54 | 6.7046 | 325,794.75 | 4.7432 | 894,765.50 | 4.4492 | 56,711.98<br>149,921.04 |
| MAINTENANCE | | | | | | | | | |
| BUILDING MATERIAL | 79.50 | .0014 | 196.64 | .0013 | 25.00 | .0004 | 184.89 | .0009 | 54.50<br>11.75 |
| MACHINERY MATERIAL | 700.66 | .0124 | 4,919.83 | .0316 | 3,029.20 | .0441 | 10,561.14 | .0525 | 2,328.54-<br>5,641.31- |
| TANKS MATERIAL | .00 | .0000 | .00 | .0000 | 297.34 | .0043 | 577.34 | .0029 | 297.34-<br>577.34- |
| TANKS LABOR | .00 | .0000 | .00 | .0000 | 631.56 | .0092 | 4,785.04 | .0238 | 631.56-<br>4,785.04- |
| CONTRACTORS | 2,980.46 | .0529 | 9,210.33 | .0591 | 7,149.41 | .1041 | 26,898.79 | .1338 | 4,168.95-<br>17,688.46- |
| TOTAL MAINTENANCE | 3,760.62 | .0667 | 14,326.80 | .0919 | 11,132.51 | .1621 | 43,007.20 | .2139 | 7,371.89-<br>28,680.40- |
| GENERAL | | | | | | | | | |
| BEER CONSUMED | 390.40 | .0069 | 1,104.65 | .0071 | 290.13 | .0042 | 907.98 | .0045 | 100.27<br>196.67 |

Data Documents, Inc. 02

| | MARCH 75 | | YTD 75 | | MARCH 74 | | YTD 74 | | VARIANCE |
|---|---|---|---|---|---|---|---|---|---|
| UTILITIES DIRECT CHGE. | 9,213.50 | .1635 | 25,497.73 | .1636 | 6,839.81 | .0996 | 25,642.34 | .1275 | 2,373.69<br>144.61- |
| POWER PLANT ALLOCATION | 83,780.87 | 1.4867 | 236,375.11 | 1.5170 | 62,381.07 | .9082 | 192,379.79 | .9566 | 21,399.80<br>43,995.32 |
| GENERAL PLANT ALLOC. | 25,477.32 | .4521 | 24,067.13<br>~~72,344.13-~~ | .4643 | 23,419.00 | .3410 | 67,682.93 | .3365 | 2,058.32<br>4,661.20 |
| UNCLASSIFIED | 1,195.60 | .0212 | 3,124.32 | .0201 | 1,543.53 | .0225 | 4,996.87 | .0248 | 347.93-<br>1,872.55- |
| TOTAL GENERAL | 120,057.69 | 2.1305 | 338,445.94 | 2.1721 | 94,473.54 | 1.3754 | 291,609.91 | 1.4500 | 25,584.15<br>46,836.03 |
| FIXED | | | | | | | | | |
| TAXES & LICENSES | 6,000.00 | .1065 | 13,050.00 | .0838 | 7,500.00 | .1092 | 16,305.00 | .0811 | 1,500.00-<br>3,255.00- |
| TAXES PAYROLL | 5,500.00 | .0976 | 14,900.00 | .0956 | 5,600.00 | .0815 | 15,100.00 | .0751 | 100.00-<br>200.00- |
| INSURANCE GENERAL | 1,469.33 | .0261 | 4,407.99 | .0283 | 1,855.19 | .0270 | 5,565.57 | .0277 | 385.86-<br>1,157.58- |
| INSURANCE EMPLOYEES | 8,129.47 | .1443 | 23,986.99 | .1539 | 7,228.68 | .1052 | 23,506.68 | .1169 | 900.79<br>480.31 |
| PENSION TRUST | 1,365.00 | .0242 | 4,095.00 | .0263 | 1,030.00 | .0150 | 3,090.00 | .0154 | 335.00<br>1,005.00 |
| RETIREES PENSION | 501.67 | .0089 | 1,505.01 | .0097 | 501.67 | .0073 | 1,505.01 | .0075 | .00<br>.00 |
| DEPRECIATION BUILDINGS | 6,212.99 | .1103 | 13,668.59 | .0877 | 6,338.04 | .0923 | 13,943.70 | .0693 | 125.05-<br>275.11- |
| DEPRECIATION MACHINERY | 16,758.71 | .2974 | 36,860.37 | .2366 | 17,655.21 | .2570 | 38,841.47 | .1931 | 896.50-<br>1,981.10- |
| DEPRECIATION TANKS | 3,949.92 | .0701 | 8,689.82 | .0558 | 4,516.81 | .0658 | 9,936.97 | .0494 | 566.89-<br>1,247.15- |
| TOTAL FIXED | 49,887.09 | .8853 | 121,163.77 | .7776 | 52,225.60 | .7603 | 127,794.40 | .6354 | 2,338.51-<br>6,630.63- |
| COST OF BREWING | | | | | | | | | |
| TOTAL COST | 618,475.96 | 10.9750 | 1,702,639.98 | 10.9272 | 552,719.21 | 8.0469 | 1,548,885.57 | 7.7017 | 65,757.75<br>153,754.41 |

Data Documents, Inc. 02

| | MARCH 75 | YTD 75 | MARCH 74 | YTD 74 | VARIANCE |
|---|---|---|---|---|---|

Data Documents, Inc. 02

| | MARCH 75 | | YTD 75 | | MARCH 74 | | YTD 74 | | VARIANCE |
|---|---|---|---|---|---|---|---|---|---|
| BARRELS RACKED | 11,486 | | 31,485 | | 14,084 | | 39,828 | | 2,598-<br>8,343- |
| WAGES AND SALARIES | AMOUNT | PER BBL | AMOUNT | PER BBL | AMOUNT | PER BBL | AMOUNT | PER BBL | |
| KEG FILLING | 1,865.48 | .1624 | 5,690.88 | .1807 | 1,873.80 | .1330 | 5,527.93 | .1388 | 8.32-<br>162.95 |
| RACKING FLOORMEN | 3,716.53 | .3236 | 11,267.52 | .3579 | 3,800.52 | .2698 | 11,250.28 | .2825 | 83.99-<br>17.24 |
| KEG WASHING | 3,795.69 | .3305 | 11,076.83 | .3518 | 3,922.56 | .2785 | 11,488.52 | .2885 | 126.87-<br>411.69- |
| WASHHOUSE FLOORMEN | 1,694.45 | .1475 | 5,899.15 | .1874 | 1,781.58 | .1265 | 5,152.47 | .1294 | 87.13-<br>746.68 |
| LOAD & UNLOAD | 2,261.35 | .1969 | 6,929.49 | .2201 | 2,555.79 | .1815 | 7,516.87 | .1887 | 294.44-<br>587.38- |
| SUPERVISION | 610.38 | .0531 | 1,833.74 | .0582 | 551.19 | .0391 | 1,669.04 | .0419 | 59.19<br>164.70 |
| HOLIDAY | 700.00 | .0609 | 1,900.00 | .0603 | 700.00 | .0497 | 1,900.00 | .0477 | .00<br>.00 |
| VACATION | 1,750.00 | .1524 | 4,750.00 | .1509 | 1,750.00 | .1243 | 4,750.00 | .1193 | .00<br>.00 |
| PENSION | 953.25 | .0830 | 2,523.25 | .0801 | 975.00 | .0692 | 2,684.00 | .0674 | 21.75-<br>160.75- |
| TOTAL WAGES | 17,347.13 | 1.5103 | 51,870.86 | 1.6475 | 17,910.44 | 1.2717 | 51,939.11 | 1.3041 | 563.31-<br>68.25- |
| MATERIALS AND SUPPLIES | | | | | | | | | |
| BUNGS | 877.14 | .0764 | 2,401.42 | .0763 | 1,557.85 | .1106 | 3,629.50 | .0911 | 680.71-<br>1,228.08- |
| UNCLASSIFIED | 1,651.89 | .1438 | 6,435.20 | .2044 | 3,397.25 | .2412 | 7,786.52 | .1955 | 1,745.36-<br>1,351.32- |
| TOTAL MATERIALS | 2,529.03 | .2202 | 8,836.62 | .2807 | 4,955.10 | .3518 | 11,416.02 | .2866 | 2,426.07-<br>2,579.40- |
| MAINTENANCE | | | | | | | | | |
| BUILDING MATL. | .00 | .0000 | 8.32 | .0003 | 527.59 | .0375 | 2,307.59 | .0579 | 527.59-<br>2,299.27- |

Data Documents, Inc. 02

| | MARCH 75 | | YTD 75 | | MARCH 74 | | YTD 74 | | VARIANCE |
|---|---|---|---|---|---|---|---|---|---|
| MACHINERY MATL. | 301.90 | .0263 | 5,505.55 | .1749 | 974.24 | .0692 | 2,439.34 | .0612 | 672.34-<br>3,066.21 |
| MACHINERY LABOR | 846.04 | .0737 | 7,894.70 | .2507 | .00 | .0000 | .00 | .0000 | 846.04<br>7,894.70 |
| KEGS MATERIAL | 48.00- | .0042- | 1,136.00 | .0361 | .00 | .0000 | 1,639.75 | .0412 | 48.00-<br>503.75- |
| CONTRACTORS | 399.26 | .0348 | 2,157.33 | .0685 | 1,903.52 | .1352 | 3,522.72 | .0884 | 1,504.26-<br>1,365.39- |
| TOTAL MAINTENANCE | 1,499.20 | .1305 | 16,701.90 | .5305 | 3,405.35 | .2418 | 9,909.40 | .2488 | 1,906.15-<br>6,792.50 |
| GENERAL | | | | | | | | | |
| UTILITIES DIRECT CHGE. | 788.73 | .0687 | 2,051.08 | .0651 | 574.12 | .0408 | 1,694.37 | .0425 | 214.61<br>356.71 |
| POWER PLANT ALLOCATION | 11,088.64 | .9654 | 31,284.94 | .9936 | 8,256.32 | .5862 | 25,462.03 | .6393 | 2,832.32<br>5,822.91 |
| MAINTENANCE ETC. | 7,643.20 | .6654 | 2,620.24<br>~~21,703.24~~ | .6893 | 7,025.70 | .4988 | 20,304.88 | .5098 | 617.50<br>1,398.36 |
| UNCLASSIFIED L | .00 | .0000 | .00 | .0000 | 144.00 | .0102 | 144.00 | .0036 | 144.00-<br>144.00- |
| TOTAL GENERAL | 19,520.57 | 1.6995 | 55,039.26 | 1.7481 | 16,000.14 | 1.1361 | 47,605.28 | 1.1953 | 3,520.43<br>7,433.98 |
| FIXED | | | | | | | | | |
| TAXES & LICENSES | 1,050.00 | .0914 | 2,850.00 | .0905 | 1,050.00 | .0746 | 2,850.00 | .0716 | .00<br>.00 |
| TAXES PAYROLL | 1,860.00 | .1619 | 4,730.00 | .1502 | 1,860.00 | .1321 | 4,730.00 | .1188 | .00<br>.00 |
| INSURANCE GENERAL | 380.00 | .0331 | 1,140.00 | .0362 | 464.13 | .0330 | 1,392.39 | .0350 | 84.13-<br>252.39- |
| INSURANCE EMPLOYEES | 1,990.70 | .1733 | 5,872.10 | .1865 | 1,860.00 | .1321 | 6,150.00 | .1544 | 130.70<br>277.90- |
| RETIREES PENSION | 431.40 | .0376 | 1,294.20 | .0411 | 431.40 | .0306 | 1,294.20 | .0325 | .00<br>.00 |
| DEPRECIATION BUILDINGS | 850.77 | .0741 | 2,309.24 | .0733 | 850.77 | .0604 | 2,309.23 | .0580 | .00<br>.01 |

Data Documents, Inc. 02

| | MARCH 75 | | YTD 75 | | MARCH 74 | | YTD 74 | | VARIANCE |
|---|---|---|---|---|---|---|---|---|---|
| DEPRECIATION MACHINERY | 1,441.74 | .1255 | 3,913.28 | .1243 | 1,368.59 | .0972 | 3,714.73 | .0933 | 73.15<br>198.55 |
| DEPRECIATION KEGS | 10,270.42 | .8942 | 27,711.98 | .8802 | 10,928.40 | .7759 | 29,273.02 | .7350 | 657.98-<br>1,561.04- |
| TOTAL FIXED | 18,275.03 | 1.5911 | 49,820.80 | 1.5824 | 18,813.29 | 1.3358 | 51,713.57 | 1.2984 | 538.26-<br>1,892.77- |
| COST OF RACKING | | | | | | | | | |
| TOTAL TOTAL | 59,170.96 | 5.1516 | 182,269.44 | 5.7891 | 61,084.32 | 4.3371 | 172,583.38 | 4.3332 | 1,913.36-<br>9,686.06 |
| BEER FROM CELLARS | 128,646.00 | 11.2002 | 341,724.60 | 10.8536 | 105,361.88 | 7.4810 | 296,130.18 | 7.4352 | 23,284.12<br>45,594.42 |
| TOTAL KEG BEER COST | 187,816.96 | 16.3518 | 523,994.04 | 16.6427 | 166,446.20 | 11.8181 | 468,713.56 | 11.7684 | 21,370.76<br>55,280.48 |

| | MARCH 75 | | YTD 75 | | MARCH 74 | | YTD 74 | | VARIANCE |
|---|---|---|---|---|---|---|---|---|---|
| BARRELS BOTTLED | 43,422 | | 117,600 | | 48,006 | | 156,103 | | 4,584-<br>38,503- |
| CASES BOTTLED | 582,405 | | 1,571,037 | | 636,791 | | 2,071,860 | | 54,386-<br>500,823- |
| WAGES AND SALARIES | AMOUNT | PER CASE | AMOUNT | PER CASE | AMOUNT | PER CASE | AMOUNT | PER CASE | |
| BOTTLEHOUSE LINES ETC. | 57,857.77 | .0993 | 167,727.51 | .1067 | 74,871.17 | .1175 | 227,944.74 | .1100 | 17,013.40-<br>60,217.23- |
| GOV. CELLAR | 2,410.52 | .0041 | 8,513.46 | .0054 | 2,427.81 | .0038 | 7,511.18 | .0036 | 17.29-<br>1,002.28 |
| ASSEMBLING CASES MISC. | 4,716.89 | .0081 | 16,189.56 | .0103 | 5,345.93 | .0084 | 18,721.91 | .0090 | 629.04-<br>2,532.35- |
| CLEANUP | 13,127.29 | .0225 | 39,086.10 | .0248 | 14,843.21 | .0233 | 44,373.87 | .0214 | 1,715.92-<br>5,287.77- |
| OILERS | 2,602.48 | .0044 | 8,356.66 | .0053 | 2,847.23 | .0044 | 8,509.95 | .0041 | 244.75-<br>153.29- |
| LOADING | 4,889.73 | .0084 | 14,483.29 | .0092 | 6,156.80 | .0096 | 16,993.40 | .0082 | 1,267.07-<br>2,510.11- |
| UNLOADING | 4,297.86 | .0073 | 14,816.49 | .0094 | 9,173.08 | .0144 | 23,286.86 | .0112 | 4,875.22-<br>8,470.37- |
| SORTING | 12,662.23 | .0217 | 32,488.66 | .0206 | 8,975.68 | .0141 | 27,931.80 | .0134 | 3,686.55<br>4,556.86 |
| CLERICAL BOTTLING | 1,387.81 | .0023 | 4,278.69 | .0027 | 1,289.93 | .0020 | 3,912.30 | .0018 | 97.88<br>366.39 |
| CLERICAL WAREHOUSE | 3,760.82 | .0064 | 11,577.99 | .0073 | 3,761.19 | .0059 | 11,469.42 | .0055 | .37-<br>108.57 |
| FOREMEN BOTTLING | 10,209.18 | .0175 | 30,627.54 | .0195 | 11,034.14 | .0173 | 33,727.42 | .0162 | 824.96-<br>3,099.88- |
| FOREMEN WAREHOUSE | 5,240.02 | .0090 | 15,720.06 | .0100 | 4,939.98 | .0077 | 14,819.94 | .0071 | 300.04<br>900.12 |
| VACATION | 14,100.00 | .0242 | 42,300.00 | .0269 | 16,920.00 | .0265 | 50,760.00 | .0245 | 2,820.00-<br>8,460.00- |
| HOLIDAY | 5,220.00 | .0089 | 15,660.00 | .0099 | 6,120.00 | .0096 | 18,360.00 | .0088 | 900.00-<br>2,700.00- |
| PENSION | 9,386.50 | .0161 | 24,284.25 | .0154 | 9,438.25 | .0148 | 26,670.00 | .0128 | 51.75-<br>2,385.75- |

Data Documents, Inc. 02

| | MARCH 75 | | YTD 75 | | MARCH 74 | | YTD 74 | | VARIANCE |
|---|---|---|---|---|---|---|---|---|---|
| TOTAL WAGES | 151,869.10 | .2607 | 446,110.26 | .2839 | 178,144.40 | .2797 | 534,992.79 | .2582 | 26,275.30-<br>88,882.53- |
| MATERIALS AND SUPPLIES | | | | | | | | | |
| CROWNS | 19,716.16 | .0338 | 54,609.25 | .0347 | 20,723.67 | .0325 | 53,473.52 | .0258 | 1,007.51-<br>1,135.73 |
| LABELS | 16,701.97 | .0286 | 48,210.39 | .0306 | 22,215.13 | .0348 | 63,184.09 | .0305 | 5,513.16-<br>14,973.70- |
| CAUSTIC | 5,112.90 | .0087 | 14,455.65 | .0092 | 3,341.25 | .0052 | 8,692.45 | .0042 | 1,771.65<br>5,763.20 |
| PARTITIONS, ETC. | 402.54 | .0007 | 2,820.64 | .0018 | 788.76 | .0012 | 9,293.33 | .0044 | 386.22-<br>6,472.69- |
| BY PRODUCT SALES | 1.45 | .0000 | 284.69- | .0001- | 209.63- | .0003- | 1,089.01- | .0005- | 211.08<br>804.32 |
| UNCLASSIFIED | 7,091.77 | .0121 | 21,307.79 | .0135 | 6,650.52 | .0104 | 26,216.17 | .0126 | 441.25<br>4,908.38- |
| TOTAL MATERIALS | 49,026.79 | .0841 | 141,119.03 | .0898 | 53,509.70 | .0840 | 159,770.55 | .0771 | 4,482.91-<br>18,651.52- |
| MAINTENANCE | | | | | | | | | |
| BOTTLEHOUSE BLDG MATL. | 199.30 | .0003 | 1,038.44 | .0006 | 161.03 | .0002 | 1,011.26 | .0004 | 38.27<br>27.18 |
| BOTTLEHOUSE MACH MATL. | 18,041.73 | .0309 | 57,138.29 | .0363 | 14,711.81 | .0231 | 39,868.63 | .0192 | 3,329.92<br>17,269.66 |
| BOTTLEHOUSE MACH LABOR | 6,008.24 | .0103 | 19,362.30 | .0123 | 10,130.08 | .0159 | 25,044.97 | .0120 | 4,121.84-<br>5,682.67- |
| WAREHOUSE BLDG MATL. | 35.09 | .0000 | 268.83 | .0001 | 212.03 | .0003 | 2,967.05 | .0014 | 176.94-<br>2,698.22- |
| WAREHOUSE MACH MATL. | 101.24 | .0001 | 883.42 | .0005 | 443.67 | .0007 | 4,133.01 | .0020 | 342.43-<br>3,249.59- |
| CONTRACTORS | 12,361.53 | .0212 | 39,501.90 | .0251 | 19,792.81 | .0310 | 59,918.37 | .0289 | 7,431.28-<br>20,416.47- |
| TOTAL MAINTENANCE | 36,747.13 | .0631 | 118,193.18 | .0752 | 45,451.43 | .0713 | 132,943.29 | .0641 | 8,704.30-<br>14,750.11- |
| GENERAL | | | | | | | | | |

Data Documents, Inc. 02

| | MARCH 75 | | YTD 75 | | MARCH 74 | | YTD 74 | | VARIANCE |
|---|---|---|---|---|---|---|---|---|---|
| BEER CONSUMED | 488.00 | .0008 | 1,544.85 | .0009 | 445.00 | .0007 | 1,497.25 | .0007 | 43.00<br>47.60 |
| UTILITIES DIRECT CHGE. | 4,866.14 | .0083 | 13,502.07 | .0086 | 3,493.73 | .0054 | 15,165.32 | .0073 | 1,372.41<br>1,663.25- |
| POWER PLANT ALLOCATION | 28,337.65 | .0486 | 79,950.41 | .0509 | 21,099.48 | .0331 | 65,069.64 | .0314 | 7,238.17<br>14,880.77 |
| PLANT MAINTENANCE ETC. | 51,803.87 | .0889 | 146,535.71<br>~~147,099.71~~ | .0936 | 47,618.63 | .0747 | 137,621.97 | .0664 | 4,185.24<br>9,477.74 |
| UNCLASSIFIED | 2,045.24 | .0035 | 1,632.53 | .0010 | 950.08 | .0015 | 1,230.95 | .0006 | 1,095.16<br>401.58 |
| TOTAL GENERAL | 87,540.90 | .1503 | 243,729.57 | .1551 | 73,606.92 | .1156 | 220,585.13 | .1064 | 13,933.98<br>23,144.44 |
| FIXED | | | | | | | | | |
| TAXES & LICENSES | 4,700.00 | .0080 | 15,100.00 | .0096 | 5,700.00 | .0089 | 17,100.00 | .0082 | 1,000.00-<br>2,000.00- |
| TAXES PAYROLL | 15,540.00 | .0266 | 43,920.00 | .0279 | 16,140.00 | .0253 | 45,120.00 | .0217 | 600.00-<br>1,200.00- |
| INSURANCE GENERAL | 1,027.00 | .0017 | 3,081.00 | .0019 | 1,258.49 | .0019 | 3,775.47 | .0018 | 231.49-<br>694.47- |
| INSURANCE EMPLOYEES | 21,946.88 | .0376 | 66,540.64 | .0423 | 23,331.86 | .0366 | 74,330.52 | .0358 | 1,384.98-<br>7,789.88- |
| PENSION TRUST | 2,200.00 | .0037 | 6,600.00 | .0042 | 1,965.00 | .0030 | 5,895.00 | .0028 | 235.00<br>705.00 |
| RETIREES PENSION | 1,764.32 | .0030 | 6,384.57 | .0040 | 1,919.82 | .0030 | 5,759.46 | .0027 | 155.50-<br>625.11 |
| RENTALS | 524.99 | .0009 | 1,305.99 | .0008 | 524.99 | .0008 | 1,450.66 | .0007 | .00<br>144.67- |
| DEPRECIATION BH BLDG. | 1,766.43 | .0030 | 5,299.29 | .0033 | 1,766.43 | .0027 | 5,299.29 | .0025 | .00<br>.00 |
| DEPRECIATION WH BLDG. | 587.26 | .0010 | 1,761.78 | .0011 | 819.93 | .0012 | 2,459.79 | .0011 | 232.67-<br>698.01- |
| DEPRECIATION BH MACH. | 13,001.70 | .0223 | 38,924.90 | .0247 | 12,352.21 | .0194 | 37,098.68 | .0179 | 649.49<br>1,826.22 |
| DEPRECIATION WH MACH. | 200.53 | .0003 | 601.59 | .0003 | 231.32 | .0003 | 700.72 | .0003 | 30.79-<br>99.13- |

Data Documents, Inc. 02

| | MARCH 75 | | YTD 75 | | MARCH 74 | | YTD 74 | | VARIANCE |
|---|---|---|---|---|---|---|---|---|---|
| DEPRECIATION LIFT TRKS | 1,770.14 | .0030 | 5,310.42 | .0033 | 2,158.02 | .0033 | 6,474.06 | .0031 | 387.88-<br>1,163.64- |
| DEPRECIATION CARTONS | 10,606.96 | .0182 | 29,867.76 | .0190 | 13,395.37 | .0210 | 36,110.25 | .0174 | 2,788.41-<br>6,242.49- |
| DEPRECIATION BOTTLES | 8,672.27 | .0149 | 26,016.81 | .0165 | 9,686.10 | .0152 | 29,058.29 | .0140 | 1,013.83-<br>3,041.48- |
| TOTAL FIXED | 84,308.48 | .1447 | 250,714.75 | .1595 | 91,249.54 | .1433 | 270,632.19 | .1306 | 6,941.06-<br>19,917.44- |
| ---------- | | | | | | | | | |
| TOTAL TOTAL | 409,492.40 | .7031 | 1,199,866.79 | .7637 | 441,961.99 | .6940 | 1,318,923.95 | .6365 | 32,469.59-<br>119,057.16- |
| BEER FROM CELLARS | 486,326.40 | .8350 | 1,274,935.00 | .8115 | 360,045.00 | .5654 | 1,159,962.80 | .5598 | 126,281.40<br>114,972.20 |
| TOTAL CASE BEER COST | 895,818.80 | 1.5381 | 2,474,801.79 | 1.5752 | 802,006.99 | 1.2594 | 2,478,886.75 | 1.1964 | 93,811.81<br>4,084.96- |

Data Documents Inc. 02

| | MARCH 75 | YTD 75 | MARCH 74 | YTD 74 | VARIANCE |
|---|---|---|---|---|---|
| WAGES AND SALARIES | AMOUNT | AMOUNT | AMOUNT | AMOUNT | |
| | 12,697.17 | | 11,628.92 | | 1,068.25 |
| ENGINEERS | | 39,534.47 | | 35,785.28 | 3,749.19 |
| | 15,842.51 | | 14,953.10 | | 889.41 |
| FIREMEN & OILERS | | 45,280.91 | | 44,451.59 | 829.32 |
| | 3,600.00 | | 3,600.00 | | .00 |
| VACATION | | 7,920.00 | | 7,920.00 | .00 |
| | 1,300.00 | | 1,300.00 | | .00 |
| HOLIDAY | | 2,860.00 | | 2,860.00 | .00 |
| | 1,233.75 | | 1,126.25 | | 107.50 |
| PENSION | | 3,558.75 | | 2,928.25 | 630.50 |
| | 34,673.43 | | 32,608.27 | | 2,065.16 |
| TOTAL WAGES | | 99,154.13 | | 93,945.12 | 5,209.01 |
| MATERIALS AND SUPPLIES | | | | | |
| | 56,024.69 | | 23,242.69 | | 32,782.00 |
| FUEL | | 169,249.11 | | 80,307.01 | 88,942.10 |
| | 2,683.17 | | 1,409.15 | | 1,274.02 |
| AMMONIA & WATER | | 5,881.42 | | 6,169.02 | 287.60- |
| | .00 | | 73.55 | | 73.55- |
| OIL, GREASE ETC. | | 54.43 | | 73.55 | 19.12- |
| | 115.63 | | 10.61 | | 105.02 |
| UNCLASSIFIED | | 161.26 | | 131.40 | 29.86 |
| | 58,823.49 | | 24,736.00 | | 34,087.49 |
| TOTAL MATERIALS | | 175,346.22 | | 86,680.98 | 88,665.24 |
| MAINTENANCE | | | | | |
| | 1,102.70 | | 2,858.10 | | 1,755.40- |
| MACHINERY MATL. | | 1,630.48 | | 4,273.19 | 2,642.71- |
| | 36.13 | | 115.30 | | 79.17- |
| ICE MACHINE MATL. | | 173.00 | | 149.50 | 23.50 |
| | 234.00 | | .00 | | 234.00 |
| WELLS MATL. | | 2,430.11 | | 5,548.39 | 3,118.28- |

Data Documents, Inc. 02

| | MARCH 75 | YTD 75 | MARCH 74 | YTD 74 | VARIANCE |
|---|---|---|---|---|---|
| CONTRACTORS | 1,948.23 | 2,730.12 | 1,812.64 | 4,069.70 | 135.59<br>1,339.58- |
| TOTAL MAINTENANCE | 3,321.06 | 6,963.71 | 4,786.04 | 14,040.78 | 1,464.98-<br>7,077.07- |
| GENERAL | | | | | |
| UTILITIES DIRECT CHGE. | 7,013.50 | 18,797.73 | 5,039.81 | 15,442.34 | 1,973.69<br>3,355.39 |
| SEWAGE | 9,000.00 | 21,000.00 | 13,000.00 | 43,500.00 | 4,000.00-<br>22,500.00- |
| UNCLASSIFIED | 28.00 | 150.78 | 360.00 | 1,104.00 | 332.00-<br>953.22- |
| TOTAL GENERAL | 16,041.50 | 39,948.51 | 18,399.81 | 60,046.34 | 2,358.31-<br>20,097.83- |
| FIXED | | | | | |
| TAXES & LICENSES | 350.00 | 855.00 | 400.00 | 880.00 | 50.00-<br>25.00- |
| TAXES PAYROLL | 1,500.00 | 4,200.00 | 1,500.00 | 4,200.00 | .00<br>.00 |
| INSURANCE GENERAL | 880.75 | 2,642.25 | 1,069.09 | 2,935.40 | 188.34-<br>293.15- |
| INSURANCE EMPLOYEES | 2,520.00 | 7,260.00 | 2,045.00 | 6,535.00 | 475.00<br>725.00 |
| RETIREES PENSION | 30.00 | 90.00 | 30.00 | 90.00 | .00<br>.00 |
| DEPRECIATION BUILDING | 566.86 | 1,247.10 | 582.66 | 1,281.84 | 15.80-<br>34.74- |
| DEPRECIATION MACHINERY | 1,920.24 | 4,227.93 | 2,231.37 | 4,909.01 | 311.13-<br>681.08- |
| DEPRECIATION ICE MACH. | 981.41 | 2,159.09 | 1,476.70 | 3,248.74 | 495.29-<br>1,089.65- |
| DEPRECIATION WELLS | 1,598.42 | 3,516.52 | 1,871.93 | 4,118.25 | 273.51-<br>601.73- |
| TOTAL FIXED | 10,347.68 | 26,197.89 | 11,206.75 | 28,198.24 | 859.07-<br>2,000.35- |

Data Documents, Inc. 02

| | MARCH 75 | YTD 75 | MARCH 74 | YTD 74 | VARIANCE |
|---|---|---|---|---|---|
| POWER PLANT | | | | | |
| ALLOCATED TO BREWING | 123,207.16 | 347,610.46 | 91,736.87 | 282,911.46 | 31,470.29 |
| RACKING AND BOTTLING | | | | | 64,699.00 |

Data Documents, Inc. 02

| | MARCH 75 AMOUNT | YTD 75 AMOUNT | MARCH 74 AMOUNT | YTD 74 AMOUNT | VARIANCE |
|---|---|---|---|---|---|
| WAGES AND SALARIES | | | | | |
| | 7,343.46 | | 1,563.93 | | 5,779.53 |
| CARPENTERS | | 22,005.96 | | 4,594.07 | 17,411.89 |
| | 16,359.82 | | 19,732.96 | | 3,373.14- |
| MACHINISTS | | 42,741.55 | | 56,231.50 | 13,489.95- |
| | 10,508.30 | | 5,964.40 | | 4,543.90 |
| PLUMBERS | | 28,277.57 | | 18,125.75 | 10,151.82 |
| | 1,919.83 | | 2,007.76 | | 87.93- |
| ELECTRICIANS | | 5,789.82 | | 5,823.15 | 33.33- |
| | 4,274.12 | | 4,205.75 | | 68.37 |
| JANITORS & WATCHMEN | | 12,843.19 | | 13,189.70 | 346.51- |
| | 1,270.90 | | 1,235.15 | | 35.75 |
| LABORERS | | 4,624.50 | | 3,680.74 | 943.76 |
| | 2,310.26 | | 2,156.43 | | 153.83 |
| PAYROLL & CLERICAL | | 7,274.49 | | 6,816.90 | 457.59 |
| | 2,566.66 | | 2,416.66 | | 150.00 |
| FOREMEN | | 7,699.98 | | 7,249.98 | 450.00 |
| | 4,100.00 | | 3,800.00 | | 300.00 |
| VACATION | | 9,020.00 | | 8,360.00 | 660.00 |
| | 1,650.00 | | 1,650.00 | | .00 |
| HOLIDAY | | 3,630.00 | | 3,630.00 | .00 |
| | 2,432.69 | | 2,116.88 | | 315.81 |
| PENSION | | 6,951.93 | | 5,259.62 | 1,692.31 |
| | 3,285.23 | | 2,341.65 | | 943.58 |
| UNCLASSIFIED | | 9,471.90 | | 7,728.96 | 1,742.94 |
| | 300.36- | | 986.31- | | 685.95 |
| WAGES CAPITALIZED, ETC | | 1,457.11- | | 986.31- | 470.80- |
| | 57,720.91 | | 48,205.26 | | 9,515.65 |
| TOTAL WAGES | | 158,873.78 | | 139,704.06 | 19,169.72 |
| MATERIALS AND SUPPLIES | | | | | |
| | 1,184.64 | | 2,027.60 | | 842.96- |
| CARPENTRY | | 4,479.40 | | 4,856.11 | 376.71- |

| | MARCH 75 | YTD 75 | MARCH 74 | YTD 74 | VARIANCE |
|---|---|---|---|---|---|
| AUTOMOTIVE | 167.01 | 640.66 | 37.69 | 248.35 | 129.32<br>392.31 |
| MACHINAL | 1,819.75 | 5,826.53 | 1,316.28 | 5,034.86 | 503.47<br>791.67 |
| PLUMBING | 2,186.13 | 8,444.15 | 2,906.68 | 11,381.78 | 720.55-<br>2,937.63- |
| ELECTRICAL | 1,302.19 | 3,840.61 | 2,588.12 | 5,469.53 | 1,285.93-<br>1,628.92- |
| UNCLASSIFIED | 547.67 | 2,083.38 | 384.30 | 2,051.08 | 163.37<br>32.30 |
| TOTAL MATERIALS | 7,207.39 | 25,314.73 | 9,260.67 | 29,041.71 | 2,053.28-<br>3,726.98- |
| MAINTENANCE | | | | | |
| MACHINERY | .00 | 22.63 | 176.18 | 207.79 | 176.18-<br>185.16- |
| AUTOMOTIVE | 20.37 | 196.39 | 10.51 | 188.58 | 9.86<br>7.81 |
| CONTRACTORS | 1,313.50 | 3,564.05 | 2,899.90 | 6,124.60 | 1,586.40-<br>2,560.55- |
| TOTAL MAINTENANCE | 1,333.87 | 3,783.07 | 3,086.59 | 6,520.97 | 1,752.72-<br>2,737.90- |
| GENERAL | | | | | |
| BEER CONSUMED | 120.00 | 349.00 | 118.75 | 297.00 | 1.25<br>52.00 |
| A.D.T. SERVICE | .00 | 660.00 | .00 | 379.00 | .00<br>281.00 |
| GUARD SERVICE | 1,759.25 | 5,124.44 | 2,023.55 | 6,882.49 | 264.30-<br>1,758.05- |
| LAWN SERVICE | 58.50 | 58.50 | 270.18 | 322.63 | 211.68-<br>264.13- |
| UNCLASSIFIED | 760.07 | 1,893.42 | 327.27 | 1,016.75 | 432.80<br>876.67 |
| TOTAL GENERAL | 2,697.82 | 8,085.36 | 2,739.75 | 8,897.87 | 41.93-<br>812.51- |

Data Documents, Inc. 02

| | MARCH 75 | YTD 75 | MARCH 74 | YTD 74 | VARIANCE |
|---|---|---|---|---|---|
| FIXED | | | | | |
| TAXES & LICENSES | 1,000.00 | 2,767.45 | 1,400.00 | 3,397.05 | 400.00-<br>629.60- |
| TAXES PAYROLL | 3,900.00 | 11,100.00 | 3,800.00 | 10,800.00 | 100.00<br>300.00 |
| INSURANCE GENERAL | 1,481.77 | 3059.31<br>~~3,983.31~~ | 1,030.42 | 3,091.26 | 451.35<br>892.05 |
| INSURANCE EMPLOYEES | 6,035.24 | 17,938.81 | 4,876.52 | 14,800.33 | 1,158.72<br>3,138.48 |
| PENSION TRUST | 560.00 | 1,680.00 | 330.00 | 990.00 | 230.00<br>690.00 |
| RETIREES PENSION | 1,310.38 | 3,931.14 | 1,310.38 | 3,931.14 | .00<br>.00 |
| DEPRECIATION BUILDINGS | 646.40 | 1,422.08 | 561.20 | 1,234.65 | 85.20<br>187.43 |
| DEPRECIATION MACHINERY | 618.55 | 1,360.83 | 754.26 | 1,642.52 | 135.71-<br>281.69- |
| DEPR. YARD IMPROVMENTS | 241.59 | 531.49 | 342.64 | 753.80 | 101.05-<br>222.31- |
| DEPR. AUTOMOTIVE | 170.47 | 375.03 | 365.64 | 804.42 | 195.17-<br>429.39- |
| TOTAL FIXED | 15,964.40 | 45,090.14 | 14,771.06 | 41,445.17 | 1,193.34<br>3,644.97 |
| GENERAL PLANT | | | | | |
| ALLOCATED TO BREWING, RACKING AND BOTTLING | 84,924.39 | 240,223.08<br>~~241,147.08~~ | 78,063.33 | 225,609.78 | 6,861.06<br>15,537.30 |

| | MARCH 75 | YTD 75 | | MARCH 74 | YTD 74 | | VARIANCE | CURRENT YEAR BUDGET |
|---|---|---|---|---|---|---|---|---|
| BARRELS SOLD | 52,278 | 141,107 | | 64,500 | 187,123 | | 12,222-<br>46,016- | |
| MEDIA | AMOUNT | AMOUNT | PER BBL | AMOUNT | AMOUNT | PER BBL | | |
| POSTERS | .00 | .00 | .0000 | 12,808.00 | 38,817.00 | .2074 | 12,808.00-<br>38,817.00- | 0 |
| PAINTED BULLETINS | 26,613.16 | 93,672.32 | .6638 | 34,051.39 | 75,638.41 | .4042 | 7,438.23-<br>18,033.91 | 320,401 |
| TELEVISION | 66,076.00 | 110,223.00 | .7811 | 30,764.00 | 30,506.50 | .1630 | 35,312.00<br>79,716.50 | 512,849 |
| RADIO | 7,401.55 | 15,937.22 | .1129 | 2,138.01 | 5,230.19 | .0280 | 5,263.54<br>10,707.03 | 228,950 |
| COLLEGE & NEWSPAPER | 9,653.49 | 10,636.77 | .0754 | 315.34 | 1,228.91 | .0066 | 9,338.15<br>9,407.86 | 75,000 |
| MISC PUBLICATIONS | 626.87 | 1,444.63 | .0102 | 65.00 | 1,542.85 | .0082 | 561.87<br>98.22- | 25,000 |
| TOTAL MEDIA | 110,371.07 | 231,913.94 | 1.6435 | 80,141.74 | 152,963.86 | .8175 | 30,229.33<br>78,950.08 | 1,162,200 |
| PRODUCTION | | | | | | | | |
| POSTERS | .00 | 42.87 | .0003 | 7,714.54 | 15,129.41 | .0809 | 7,714.54-<br>15,086.54- | 0 |
| PAINTED BULLETINS | .00 | .00 | .0000 | 1,231.23 | 1,231.23 | .0066 | 1,231.23-<br>1,231.23- | 9,000 |
| TELEVISION | 1,559.02 | 34,375.19 | .2436 | 20,116.15 | 20,116.15 | .1075 | 18,557.13-<br>14,259.04 | 31,000 |
| RADIO | 221.01 | 9,785.30 | .0693 | 26,722.71 | 26,722.71 | .1428 | 26,501.70-<br>16,937.41- | 22,000 |
| MISCELLANEOUS | 1,481.72 | 5,778.49 | .0410 | 318.49 | 386.58 | .0021 | 1,163.23<br>5,391.91 | 27,000 |
| TOTAL PRODUCTION | 3,261.75 | 49,981.85 | .3542 | 56,103.12 | 63,586.08 | .3398 | 52,841.37-<br>13,604.23- | 89,000 |
| SALES PROMOTION | | | | | | | | |
| PERMANENT P O P | 22,693.88 | 93,807.89 | .6648 | 11,788.94 | 134,798.49 | .7204 | 10,904.94<br>40,990.60- | 225,000 |

Data Documents, Inc. 02

| | MARCH 75 | YTD 75 | | MARCH 74 | YTD 74 | | VARIANCE | CURRENT |
|---|---|---|---|---|---|---|---|---|
| MERCHANDISING P O P | 12,435.85 | 18,338.39 | .1300 | 1,659.31 | 23,163.82 | .1238 | 10,776.54<br>4,825.43- | 50,000 |
| SALES PROMOTION ITEMS | 1,881.21 | 6,396.53 | .0453 | 1,139.70 | 3,966.70 | .0212 | 741.51<br>2,429.83 | 25,000 |
| PRICE CARDS ETC. | 2,938.83- | 1,614.64 | .0114 | .00 | 6,509.62 | .0348 | 2,938.83-<br>4,894.98- | 15,000 |
| MISC. PRINTED MATERIAL | 5,494.84- | 7,186.49 | .0509 | 6,501.66 | 7,101.74 | .0380 | 11,996.50-<br>84.75 | 25,000 |
| DIAMOND PUBLICATION | 1,022.40 | 1,402.28 | .0099 | 1,564.86 | 1,564.86 | .0084 | 542.46-<br>162.58- | 4,000 |
| FILMS | 62.12 | 62.12 | .0004 | .00 | 63.44 | .0003 | 62.12<br>1.32- | 1,000 |
| TRUCK PAINTING | 297.50 | 1,951.50 | .0138 | 2,249.58 | 3,992.08 | .0213 | 1,952.08-<br>2,040.58- | 8,000 |
| UNIFORMS DISTRIBUTORS | 115.89 | 544.85 | .0039 | 1,427.10 | 2,580.42 | .0138 | 1,311.21-<br>2,035.57- | 6,000 |
| UNIFORMS EMPLOYEES | .00 | .00 | .0000 | .00 | 277.59 | .0015 | .00<br>277.59- | 300 |
| WALL SIGNS | .00 | 5,840.00 | .0414 | 60.00 | 6,341.50 | .0339 | 60.00-<br>501.50- | 12,000 |
| SPORT & FLOAT FEES | 600.00 | 1,200.00 | .0085 | 700.00 | 1,900.00 | .0102 | 100.00-<br>700.00- | 13,000 |
| FREIGHT ON SHIPMENTS | 46.71 | 65.09 | .0005 | 16.75 | 55.52 | .0003 | 29.96<br>9.57 | 200 |
| MISCELLANEOUS | 2,143.09 | 5,117.58 | .0363 | 523.73 | 1,784.72 | .0095 | 1,619.36<br>3,332.86 | 20,000 |
| TOTAL SALES PROMOTION | 32,864.98 | 143,527.36 | 1.0172 | 27,631.63 | 194,100.50 | 1.0373 | 5,233.35<br>50,573.14- | 404,500 |
| SIGN COST & MAINTENANCE | | | | | | | | |
| AMORT. OUTDOOR SIGNS | 2,456.86 | 6,668.62 | .0473 | 2,850.47 | 7,148.65 | .0382 | 393.61-<br>480.03- | 35,000 |
| AMORT. INDOOR SIGNS | 1,129.40 | 3,065.52 | .0217 | 1,678.16 | 4,555.02 | .0243 | 548.76-<br>1,489.50- | 35,000 |
| HANG SIGNS - KAUFMAN | 1,119.52 | 5,223.20 | .0370 | 3,858.26 | 11,230.41 | .0600 | 2,738.74-<br>6,007.21- | 50,000 |

Data Documents Inc. 02

| | MARCH 75 | YTD 75 | | MARCH 74 | YTD 74 | | VARIANCE | CURRENT |
|---|---|---|---|---|---|---|---|---|
| SIGN MAINT - KAUFMAN | 3,010.49 | 10,075.20 | .0714 | 4,523.45 | 11,419.54 | .0610 | 1,512.96-<br>1,344.34- | 60,000 |
| DISTR. SIGN REIMB. | 1,217.34 | 6,372.00 | .0452 | 2,591.06 | 4,822.65 | .0258 | 1,373.72-<br>1,549.35 | 20,000 |
| TAXES & LICENSES | 286.19 | 924.55 | .0066 | 922.29 | 1,896.56 | .0101 | 636.10-<br>972.01- | 5,000 |
| TOTAL SIGN COST | 9,219.80 | 32,329.09 | .2291 | 16,423.69 | 41,072.83 | .2195 | 7,203.89-<br>8,743.74- | 205,000 |
| PERSONNEL | | | | | | | | |
| AD MANAGERS | 1,458.34 | 4,375.02 | .0310 | 2,061.66 | 6,184.98 | .0331 | 603.32-<br>1,809.96- | 25,000 |
| STOREROOM AND CLERICAL | 2,294.89 | 5,951.70 | .0422 | 1,974.01 | 5,514.04 | .0295 | 320.88<br>437.66 | 20,000 |
| TRAVEL & ENTERTAINMENT | 369.75 | 1,068.64 | .0076 | 660.34 | 1,490.98 | .0080 | 290.59-<br>422.34- | 5,000 |
| PAYROLL TAXES | 200.00 | 640.00 | .0045 | 240.00 | 720.00 | .0038 | 40.00-<br>80.00- | 2,000 |
| EMPLOYEE INSURANCE | 287.51 | 862.53 | .0061 | 400.34 | 1,382.84 | .0074 | 112.83-<br>520.31- | 3,000 |
| GENERAL INSURANCE | 39.00 | 145.00 | .0010 | 816.53- | 83.34 | .0004 | 855.53<br>61.66 | 300 |
| PENSION TRUST | 215.00 | 645.00 | .0046 | 225.00 | 675.00 | .0036 | 10.00-<br>30.00- | 4,000 |
| TOTAL PERSONNEL | 4,864.49 | 13,687.89 | .0970 | 4,744.82 | 16,051.18 | .0858 | 119.67<br>2,363.29- | 59,300 |
| ADVERTISING EXPENSE | | | | | | | | |
| TOTAL ADVERTISING | 160,582.09 | 471,440.13 | 3.3410 | 185,045.00 | 467,774.45 | 2.4998 | 24,462.91-<br>3,665.68 | 1,920,000 |
| TOTAL PREPAID | 52,000.00- | 175,000.00- | 1.2402- | 78,000.00- | 172,000.00- | .9192- | 26,000.00<br>3,000.00- | 0 |
| TOTAL INCOME STATEMENT | 108,582.09 | 296,440.13 | 2.1008 | 107,045.00 | 295,774.45 | 1.5806 | 1,537.09<br>665.68 | 1,920,000 |

Data Documents, Inc. 02

| | MARCH 75 | | YTD 75 | | MARCH 74 | | YTD 74 | | VARIANCE |
|---|---|---|---|---|---|---|---|---|---|
| MAINTENANCE | | | | | | | | | |
| CUSTOMERS EQUIP. LABOR | 1,124.10 | .0215 | 2,420.20 | .0172 | 776.98 | .0120 | 2,488.77 | .0133 | 347.12<br>68.57- |
| TOTAL MAINTENANCE | 1,124.10 | .0215 | 2,420.20 | .0172 | 776.98 | .0120 | 2,488.77 | .0133 | 347.12<br>68.57- |
| GENERAL | | | | | | | | | |
| BEER CONSUMED | .00 | .0000 | .00 | .0000 | .00 | .0000 | 137.40 | .0007 | .00<br>137.40- |
| EXECUTIVE EXPENSES | 1,019.57 | .0195 | 2,261.18 | .0160 | 1,009.80 | .0157 | 2,268.24 | .0121 | 9.77<br>7.06- |
| SALES MANAGERS EXP. | 2,635.37 | .0504 | 7,494.68 | .0531 | 2,786.03 | .0432 | 8,897.91 | .0476 | 150.66-<br>1,403.23- |
| SALESMENS EXP. CITY | 487.63 | .0093 | 1,173.89 | .0083 | 423.82 | .0066 | 1,366.31 | .0073 | 63.81<br>192.42- |
| SALESMENS EXP. COUNTRY | 9,021.91 | .1726 | 25,488.97 | .1806 | 7,249.88 | .1124 | 21,819.63 | .1166 | 1,772.03<br>3,669.34 |
| TELEPHONE | 752.68 | .0144 | 1,526.37 | .0108 | 737.49 | .0114 | 1,710.89 | .0091 | 15.19<br>184.52- |
| CONVENTIONS, ETC. | 837.67 | .0160 | 4,612.47 | .0327 | 2,285.94 | .0354 | 5,550.14 | .0297 | 1,448.27-<br>937.67- |
| UNCLASSIFIED | 3,323.26 | .0636 | 5,874.07 | .0416 | 2,204.68 | .0342 | 7,482.33 | .0400 | 1,118.58<br>1,608.26- |
| TOTAL GENERAL | 18,078.09 | .3458 | 48,431.63 | .3432 | 16,697.64 | .2589 | 49,232.85 | .2631 | 1,380.45<br>801.22- |
| FIXED | | | | | | | | | |
| TAXES PROPERTY | 20.00 | .0004 | 908.00 | .0064 | 131.00 | .0020 | 953.70 | .0051 | 111.00-<br>45.70- |
| TAXES PAYROLL | 2,000.00 | .0383 | 5,000.00 | .0354 | 3,960.00 | .0614 | 6,960.00 | .0372 | 1,960.00-<br>1,960.00- |
| INSURANCE EMPLOYEES | 2,678.10 | .0512 | 8,031.96 | .0569 | 2,383.40 | .0370 | 7,627.72 | .0408 | 294.70<br>404.24 |
| PENSION TRUST | 2,295.00 | .0439 | 6,885.00 | .0488 | .00 | .0000 | 3,920.00 | .0209 | 2,295.00<br>2,965.00 |

Data Documents, Inc. 02

| | MARCH 75 | | YTD 75 | | MARCH 74 | | YTD 74 | | VARIANCE |
|---|---|---|---|---|---|---|---|---|---|
| DEPR'N AUTOMOTIVE | 169.26 | .0032 | 459.42 | .0033 | 193.15 | .0030 | 524.27 | .0028 | 23.89-<br>64.85- |
| DEPR'N CUST. EQUIPMENT | 698.72 | .0134 | 1,788.94 | .0127 | 811.07 | .0126 | 2,087.06 | .0112 | 112.35-<br>298.12- |
| TOTAL FIXED | 7,861.08 | .1504 | 23,073.32 | .1635 | 7,478.62 | .1159 | 22,072.75 | .1180 | 382.46<br>1,000.57 |
| SELLING EXPENSE | | | | | | | | | |
| TOTAL EXPENSE | 53,795.22 | 1.0290 | 158,889.89 | 1.1260 | 51,246.76 | .7945 | 151,740.14 | .8109 | 2,548.46<br>7,149.75 |

Data Documents Inc. 02

| | MARCH 75 | | YTD 75 | | MARCH 74 | | YTD 74 | | VARIANCE |
|---|---|---|---|---|---|---|---|---|---|
| BARRELS SOLD | 52,278 | | 141,107 | | 64,500 | | 187,123 | | 12,222-<br>46,016- |
| WAGES AND SALARIES | AMOUNT | PER BBL | AMOUNT | PER BBL | AMOUNT | PER BBL | AMOUNT | PER BBL | |
| EXECUTIVES | 9,708.32 | .1857 | 29,124.96 | .2064 | 9,375.02 | .1453 | 28,125.04 | .1503 | 333.30<br>999.92 |
| CREDIT | 1,541.66 | .0295 | 4,624.98 | .0328 | 1,458.34 | .0226 | 4,375.04 | .0234 | 83.32<br>249.94 |
| ACCOUNTING | 2,276.66 | .0435 | 6,829.98 | .0484 | 2,118.34 | .0328 | 6,355.02 | .0340 | 158.32<br>474.96 |
| STENOGRAPHERS | 2,018.56 | .0386 | 6,001.16 | .0425 | 1,940.00 | .0301 | 5,800.00 | .0310 | 78.56<br>201.16 |
| DATA PROCESSING | 1,609.62 | .0308 | 5,286.09 | .0375 | 1,971.84 | .0306 | 6,240.57 | .0334 | 362.22-<br>954.48- |
| CLERICAL | 2,670.06 | .0511 | 7,979.97 | .0566 | 2,505.29 | .0388 | 7,473.65 | .0399 | 164.77<br>506.32 |
| PURCHASING | 2,180.00 | .0417 | 6,540.00 | .0463 | 2,060.00 | .0319 | 6,180.00 | .0330 | 120.00<br>360.00 |
| BUFFET | 312.00 | .0060 | 943.63 | .0067 | 58.65 | .0009 | 216.20 | .0012 | 253.35<br>727.43 |
| UNCLASSIFIED | 610.00 | .0117 | 1,830.00 | .0130 | 981.70 | .0152 | 2,864.25 | .0153 | 371.70-<br>1,034.25- |
| TOTAL WAGES | 22,926.88 | .4386 | 69,160.77 | .4901 | 22,469.18 | .3484 | 67,629.77 | .3614 | 457.70<br>1,531.00 |
| MATERIALS AND SUPPLIES | | | | | | | | | |
| POSTAGE | 1,104.13 | .0211 | 2,238.17 | .0159 | 1,509.45 | .0234 | 3,206.01 | .0171 | 405.32-<br>967.84- |
| STATIONERY | 1,061.43 | .0203 | 3,631.10 | .0257 | 1,803.57 | .0280 | 3,708.54 | .0198 | 742.14-<br>77.44- |
| UNCALSSIFIED | 254.60 | .0049 | 582.53 | .0041 | 116.67 | .0018 | 512.74 | .0027 | 137.93<br>69.79 |
| TOTAL MATERIALS | 2,420.16 | .0463 | 6,451.80 | .0457 | 3,429.69 | .0532 | 7,427.29 | .0397 | 1,009.53-<br>975.49- |
| MAINTENANCE | | | | | | | | | |

Data Documents, Inc. 02

| | MARCH 75 | | YTD 75 | | MARCH 74 | | YTD 74 | | VARIANCE |
|---|---|---|---|---|---|---|---|---|---|
| OFFICE BUILDING | 101.48 | .0019 | 484.18 | .0034 | 86.88 | .0013 | 417.81 | .0022 | 14.60<br>66.37 |
| OFFICE FURNITURE | .00 | .0000 | 143.00 | .0010 | .00 | .0000 | 176.82 | .0009 | .00<br>33.82- |
| OFFICE EQUIPMENT | 371.22 | .0071 | 2,033.58 | .0144 | 293.89 | .0046 | 1,690.27 | .0090 | 77.33<br>343.31 |
| TOTAL MAINTENANCE | 472.70 | .0090 | 2,660.76 | .0189 | 380.77 | .0059 | 2,284.90 | .0122 | 91.93<br>375.86 |
| GENERAL | | | | | | | | | |
| ENTERTAINMENT & BEER | 232.00 | .0044 | 691.50 | .0049 | 140.87 | .0022 | 327.87 | .0018 | 91.13<br>363.63 |
| GENERAL TRAVEL, ETC. | .00 | .0000 | .00 | .0000 | 181.33 | .0028 | 707.11 | .0038 | 181.33-<br>707.11- |
| WATER LIGHT & POWER | 778.72 | .0149 | 2,117.98 | .0150 | 549.51 | .0085 | 1,664.73 | .0089 | 229.21<br>453.25 |
| PROFESSIONAL SERVICE | 700.00 | .0134 | 2,100.00 | .0149 | 937.00 | .0145 | 2,611.25 | .0140 | 237.00-<br>511.25- |
| DIRECTORS FEES | 800.00 | .0153 | 2,400.00 | .0170 | 800.00 | .0124 | 2,400.00 | .0128 | .00<br>.00 |
| STOCK TRANSFER FEES | 3,168.46 | .0606 | 3,418.46 | .0242 | 1,466.83 | .0227 | 3,387.11 | .0181 | 1,701.63<br>31.35 |
| TELEPHONE | 1,729.13 | .0331 | 3,344.82 | .0237 | 1,577.14 | .0245 | 3,126.70 | .0167 | 151.99<br>218.12 |
| DUES AND SUBSCRIPTIONS | 2,283.35 | .0437 | 8,225.08 | .0583 | 3,674.34 | .0570 | 12,518.56 | .0669 | 1,390.99-<br>4,293.48- |
| DONATIONS | 385.00 | .0074 | 2,417.00 | .0171 | 426.00 | .0066 | 2,257.00 | .0121 | 41.00-<br>160.00 |
| SHORT AND OVER | 165.05- | .0032- | 139.06- | .0010- | 12.08 | .0002 | 12.08 | .0001 | 177.13-<br>151.14- |
| UNCLASSIFIED | 1,952.94 | .0374 | 4,429.66 | .0314 | 1,238.88 | .0192 | 4,052.88 | .0217 | 714.06<br>376.78 |
| TOTAL GENERAL | 11,864.55 | .2270 | 29,005.44 | .2056 | 11,003.98 | .1706 | 33,065.29 | .1767 | 860.57<br>4,059.85- |
| FIXED | | | | | | | | | |

Data Documents, Inc. 02

| | MARCH 75 | | YTD 75 | | MARCH 74 | | YTD 74 | | VARIANCE |
|---|---|---|---|---|---|---|---|---|---|
| TAXES & LICENSES | 1,654.00 | .0316 | 2,334.50 | .0165 | 422.00 | .0065 | 1,092.00 | .0058 | 1,232.00<br>1,242.50 |
| TAXES PAYROLL | 1,410.00 | .0270 | 4,050.00 | .0287 | 1,410.00 | .0219 | 4,050.00 | .0216 | .00<br>.00 |
| INSURANCE GENERAL | 343.64 | .0066 | 2446.92<br>~~1,522.92~~ | .0108 | 1,550.93 | .0240 | 2,616.27 | .0140 | 1,207.29-<br>1,093.35- |
| INSURANCE EMPLOYEES | 2,578.33 | .0493 | 7,482.99 | .0530 | 2,260.45 | .0350 | 7,715.57 | .0412 | 317.88<br>232.58- |
| PENSION TRUST | 2,065.00 | .0395 | 6,195.00 | .0439 | 1,990.00 | .0309 | 5,970.00 | .0319 | 75.00<br>225.00 |
| RETIREES PENSION | 150.00 | .0029 | 450.00 | .0032 | 150.00 | .0023 | 450.00 | .0024 | .00<br>.00 |
| EQUIPMENT RENTAL | 595.46 | .0114 | 1,774.10 | .0126 | 728.13 | .0113 | 2,182.33 | .0117 | 132.67-<br>408.23- |
| DEPR. OFFICE BUILDING | 407.57 | .0078 | 1,106.27 | .0078 | 415.05 | .0064 | 1,379.64 | .0074 | 7.48-<br>273.37- |
| DEPR. FURNITURE & EQUP | 194.13 | .0037 | 579.67 | .0041 | 217.65 | .0034 | 685.07 | .0037 | 23.52-<br>105.40- |
| TOTAL FIXED | 9,398.13 | .1798 | 25,495.45 | .1807 | 9,144.21 | .1418 | 26,140.88 | .1397 | 253.92<br>645.43- |
| ADMINSTRATIVE EXPENSE | | | | | | | | | |
| TOTAL EXPENSE | 47,082.42 | .9006 | 133698.22<br>~~132,774.22~~ | .9409 | 46,427.83 | .7198 | 136,548.13 | .7297 | 654.59<br>3,773.91- |

## SUMMARY OF SALES BY STATES AND BRANDS

| | | | MARCH 75 | YTD 75 | MARCH 74 | YTD 74 | VARIANCE |
|---|---|---|---|---|---|---|---|
| MN DISTRBTRS | GRAIN BELT | | 9,938 | | 11,295 | | 1,357- |
| | | KEGS | | 27,264 | | 32,669 | 5,405- |
| | | | 315,926 | | 402,593 | | 86,667- |
| | | CASES | | 805,421 | | 1,093,952 | 288,531- |
| | | | 32,868 | | 40,515 | | 7,647- |
| | | BARRELAGE | | 85,721 | | 112,068 | 26,347- |
| | WHITE LABEL | | 16,395 | | 21,557 | | 5,162- |
| | | CASES | | 52,626 | | 73,136 | 20,510- |
| | | | 1,190 | | 1,565 | | 375- |
| | | BARRELAGE | | 3,820 | | 5,308 | 1,488- |
| | HAUENSTEIN | | 110,662 | | 94,780 | | 15,882 |
| | | CASES | | 295,081 | | 330,695 | 35,614- |
| | | | 8,032 | | 6,879 | | 1,153 |
| | | BARRELAGE | | 21,417 | | 24,002 | 2,585- |
| | CO CLB RINGNES | | 4,259 | | 5,871 | | 1,612- |
| | | CASES | | 10,356 | | 13,973 | 3,617- |
| | | | 309 | | 426 | | 117- |
| | | BARRELAGE | | 752 | | 1,014 | 262- |
| | STORZ | | 02 | | 00 | | 02 |
| | | CASES | | 04 | | 00 | 04 |
| | TOTAL | | 9,938 | | 11,295 | | 1,357- |
| | | KEGS | | 27,264 | | 32,669 | 5,405- |
| | | | 447,244 | | 524,801 | | 77,557- |
| | | CASES | | 1,163,488 | | 1,511,756 | 348,268- |
| | | | 42,399 | | 49,385 | | 6,986- |
| | | BARRELAGE | | 111,710 | | 142,392 | 30,682- |
| ARIZONA | WHITE LABEL | | 00 | | 5,467 | | 5,467- |
| | | CASES | | 00 | | 5,467 | 5,467- |
| | | | 00 | | 397 | | 397- |
| | | BARRELAGE | | 00 | | 397 | 397- |
| | HAUENSTEIN | | 5,467 | | 00 | | 5,467 |
| | | CASES | | 5,467 | | 00 | 5,467 |
| | | | 397 | | 00 | | 397 |
| | | BARRELAGE | | 397 | | 00 | 397 |
| | TOTAL | | 5,467 | | 5,467 | | 00 |
| | | CASES | | 5,467 | | 5,467 | 00 |
| | | | 397 | | 397 | | 00 |
| | | BARRELAGE | | 397 | | 397 | 00 |
| COLORADO | GRAIN BELT | | 2,611 | | 00 | | 2,611 |
| | | CASES | | 10,437 | | 4,389 | 6,048 |
| | | | 190 | | 00 | | 190 |
| | | BARRELAGE | | 758 | | 319 | 439 |

Data Documents, Inc. 02

## SUMMARY OF SALES BY STATES AND BRANDS

| | | | MARCH 75 | YTD 75 | MARCH 74 | YTD 74 | VARIANCE |
|---|---|---|---|---|---|---|---|
| | STORZ | | 1,792 | 00 | | | 1,792 |
| | | CASES | 130 | 2,968 | 00 | 2,856 | 112<br>130 |
| | | BARRELAGE | | 215 | | 207 | 08 |
| | TOTAL | | 4,403 | 00 | | | 4,403 |
| | | CASES | 320 | 13,405 | 00 | 7,245 | 6,160<br>320 |
| | | BARRELAGE | | 973 | | 526 | 447 |
| CANADA | GRAIN BELT | | 462 | 00 | | | 462 |
| | | CASES | 34 | 462 | 00 | 00 | 462<br>34 |
| | | BARRELAGE | | 34 | | 00 | 34 |
| | TOTAL | | 462 | 00 | | | 462 |
| | | CASES | 34 | 462 | 00 | 00 | 462<br>34 |
| | | BARRELAGE | | 34 | | 00 | 34 |
| ILLINOIS | GRAIN BELT | | 48 | 33 | | | 15 |
| | | KEGS | 4,928 | 121 | 5,077 | 158 | 37-<br>149- |
| | | CASES | 406 | 9,048 | 401 | 20,368 | 11,320-<br>05 |
| | | BARRELAGE | | 778 | | 1,636 | 858- |
| | WHITE LABEL | | 39 | 00 | | | 39 |
| | | CASES | 03 | 102 | 00 | 00 | 102<br>03 |
| | | BARRELAGE | | 07 | | 00 | 07 |
| | HAUENSTEIN | | 77 | 00 | | | 77 |
| | | CASES | 06 | 175 | 00 | 00 | 175<br>06 |
| | | BARRELAGE | | 13 | | 00 | 13 |
| | STORZ | | 1,502 | 476 | | | 1,026 |
| | | CASES | 109 | 4,323 | 35 | 2,044 | 2,279<br>74 |
| | | BARRELAGE | | 314 | | 148 | 166 |
| | TOTAL | | 48 | 33 | | | 15 |
| | | KEGS | 6,546 | 121 | 5,553 | 158 | 37-<br>993 |
| | | CASES | 523 | 13,648 | 436 | 22,412 | 8,764-<br>87 |
| | | BARRELAGE | | 1,112 | | 1,785 | 673- |
| IOWA | GRAIN BELT | | 187 | 342 | | | 155- |
| | | KEGS | | 504 | | 920 | 416- |

Data Documents, Inc. 02

## SUMMARY OF SALES BY STATES AND BRANDS

| | | | MARCH 75 | YTD 75 | MARCH 74 | YTD 74 | VARIANCE |
|---|---|---|---|---|---|---|---|
| | | CASES | 23,920 | 93,869 | 45,981 | 162,031 | 22,061-<br>68,162- |
| | | BARRELAGE | 1,923 | 7,317 | 3,679 | 12,680 | 1,756-<br>5,363- |
| | WHITE LABEL | CASES | 00 | 1,272 | 154 | 1,918 | 154-<br>646- |
| | | BARRELAGE | 00 | 92 | 11 | 139 | 11-<br>47- |
| | HAUENSTEIN | CASES | 00 | 1,807 | 00 | 42 | 00<br>1,765 |
| | | BARRELAGE | 00 | 131 | 00 | 03 | 00<br>128 |
| | CO CLB RINGNES | CASES | 182 | 273 | 91 | 364 | 91<br>91- |
| | | BARRELAGE | 13 | 20 | 07 | 26 | 06<br>06- |
| | STORZ | CASES | 36 | 133 | 163 | 283 | 127-<br>150- |
| | | BARRELAGE | 5,058 | 18,779 | 11,213 | 21,566 | 6,155-<br>2,787- |
| | | KEGS | 403 | 1,496 | 977 | 1,848 | 574-<br>352- |
| | TOTAL | KEGS | 223 | 637 | 505 | 1,203 | 282-<br>566- |
| | | CASES | 29,160 | 116,000 | 57,439 | 185,921 | 28,279-<br>69,921- |
| | | BARRELAGE | 2,339 | 9,056 | 4,674 | 14,697 | 2,335-<br>5,641- |
| KANSAS | GRAIN BELT | CASES | 00 | 00 | 2,002 | 4,004 | 2,002-<br>4,004- |
| | | BARRELAGE | 00 | 00 | 145 | 291 | 145-<br>291- |
| | TOTAL | CASES | 00 | 00 | 2,002 | 4,004 | 2,002-<br>4,004- |
| | | BARRELAGE | 00 | 00 | 145 | 291 | 145-<br>291- |
| MICHIGAN | GRAIN BELT | CASES | 273 | 357 | 00 | 308 | 273<br>49 |
| | | BARRELAGE | 20 | 26 | 00 | 22 | 20<br>04 |
| | TOTAL | CASES | 273 | 357 | 00 | 308 | 273<br>49 |

Data Documents, Inc. 02

## SUMMARY OF SALES BY STATES AND BRANDS

| | | | MARCH 75 | YTD 75 | MARCH 74 | YTD 74 | VARIANCE |
|---|---|---|---|---|---|---|---|
| | | | 20 | | 00 | | 20 |
| | | BARRELAGE | | 26 | | 22 | 04 |
| MISSOURI | STORZ | | 00 | | 3,696 | | 3,696- |
| | | CASES | | 00 | | 3,696 | 3,696- |
| | | | 00 | | 268 | | 268- |
| | | BARRELAGE | | 00 | | 268 | 268- |
| | TOTAL | | 00 | | 3,696 | | 3,696- |
| | | CASES | | 00 | | 3,696 | 3,696- |
| | | | 00 | | 268 | | 268- |
| | | BARRELAGE | | 00 | | 268 | 268- |
| MONTANA | GRAIN BELT | | 1,428 | | 896 | | 532 |
| | | CASES | | 2,212 | | 3,654 | 1,442- |
| | | | 104 | | 65 | | 39 |
| | | BARRELAGE | | 161 | | 265 | 104- |
| | TOTAL | | 1,428 | | 896 | | 532 |
| | | CASES | | 2,212 | | 3,654 | 1,442- |
| | | | 104 | | 65 | | 39 |
| | | BARRELAGE | | 161 | | 265 | 104- |
| NEBRASKA | GRAIN BELT | | 36 | | 124 | | 88- |
| | | KEGS | | 72 | | 226 | 154- |
| | | | 1,500 | | 2,366 | | 866- |
| | | CASES | | 4,513 | | 5,713 | 1,200- |
| | | | 145 | | 296 | | 151- |
| | | BARRELAGE | | 400 | | 641 | 241- |
| | STORZ | | 72 | | 138 | | 66- |
| | | KEGS | | 133 | | 367 | 234- |
| | | | 15,060 | | 17,688 | | 2,628- |
| | | CASES | | 42,863 | | 57,794 | 14,931- |
| | | | 1,165 | | 1,422 | | 257- |
| | | BARRELAGE | | 3,244 | | 4,562 | 1,318- |
| | TOTAL | | 108 | | 262 | | 154- |
| | | KEGS | | 205 | | 593 | 388- |
| | | | 16,560 | | 20,054 | | 3,494- |
| | | CASES | | 47,376 | | 63,507 | 16,131- |
| | | | 1,310 | | 1,718 | | 408- |
| | | BARRELAGE | | 3,644 | | 5,202 | 1,558- |
| NORTH DAKOTA | GRAIN BELT | | 200 | | 394 | | 194- |
| | | KEGS | | 517 | | 1,040 | 523- |
| | | | 11,131 | | 13,087 | | 1,956- |
| | | CASES | | 31,012 | | 44,880 | 13,868- |
| | | | 1,008 | | 1,344 | | 336- |
| | | BARRELAGE | | 2,768 | | 4,297 | 1,529- |

Data Documents, Inc. 02

## SUMMARY OF SALES BY STATES AND BRANDS

| | | | MARCH 75 | YTD 75 | MARCH 74 | YTD 74 | VARIANCE |
|---|---|---|---|---|---|---|---|
| | WHITE LABEL | | 35 | | 00 | | 35 |
| | | CASES | | 35 | | 77 | 42- |
| | | | 03 | | 00 | | 03 |
| | | BARRELAGE | | 03 | | 06 | 03- |
| | HAUENSTEIN | | 161 | | 1,176 | | 1,015- |
| | | CASES | | 1,526 | | 3,664 | 2,138- |
| | | | 12 | | 85 | | 73- |
| | | BARRELAGE | | 111 | | 266 | 155- |
| | CO CLB RINGNES | | 512 | | 595 | | 83- |
| | | CASES | | 863 | | 729 | 134 |
| | | | 37 | | 43 | | 06- |
| | | BARRELAGE | | 63 | | 53 | 10 |
| | TOTAL | | 200 | | 394 | | 194- |
| | | KEGS | | 517 | | 1,040 | 523- |
| | | | 11,839 | | 14,858 | | 3,019- |
| | | CASES | | 33,436 | | 49,350 | 15,914- |
| | | | 1,059 | | 1,472 | | 413- |
| | | BARRELAGE | | 2,944 | | 4,622 | 1,678- |
| SOUTH DAKOTA | GRAIN BELT | | 315 | | 790 | | 475- |
| | | KEGS | | 1,316 | | 2,095 | 779- |
| | | | 16,961 | | 24,298 | | 7,337- |
| | | CASES | | 44,687 | | 60,862 | 16,175- |
| | | | 1,546 | | 2,554 | | 1,008- |
| | | BARRELAGE | | 4,559 | | 6,512 | 1,953- |
| | WHITE LABEL | | 332 | | 564 | | 232- |
| | | CASES | | 909 | | 1,674 | 765- |
| | | | 24 | | 41 | | 17- |
| | | BARRELAGE | | 66 | | 121 | 55- |
| | HAUENSTEIN | | 77 | | 231 | | 154- |
| | | CASES | | 231 | | 623 | 392- |
| | | | 06 | | 17 | | 11- |
| | | BARRELAGE | | 17 | | 45 | 28- |
| | CO CLB RINGNES | | 670 | | 806 | | 136- |
| | | CASES | | 2,609 | | 2,525 | 84 |
| | | | 49 | | 58 | | 09- |
| | | BARRELAGE | | 189 | | 183 | 06 |
| | STORZ | | 00 | | 30 | | 30- |
| | | KEGS | | 00 | | 54 | 54- |
| | | | 3,105 | | 5,920 | | 2,815- |
| | | CASES | | 8,462 | | 13,332 | 4,870- |
| | | | 225 | | 460 | | 235- |
| | | BARRELAGE | | 614 | | 1,022 | 408- |

Data Documents, Inc. 02

## SUMMARY OF SALES BY STATES AND BRANDS

| | | | MARCH 75 | YTD 75 | MARCH 74 | YTD 74 | VARIANCE |
|---|---|---|---|---|---|---|---|
| | TOTAL | | 315 | | 820 | | 505- |
| | | KEGS | | 1,316 | | 2,149 | 833- |
| | | | 21,145 | | 31,819 | | 10,674- |
| | | CASES | | 56,898 | | 79,016 | 22,118- |
| | | | 1,850 | | 3,129 | | 1,279- |
| | | BARRELAGE | | 5,446 | | 7,884 | 2,438- |
| WASHINGTON | GRAIN BELT | | 00 | | 2,664 | | 2,664- |
| | | CASES | | 00 | | 4,050 | 4,050- |
| | | | 00 | | 193 | | 193- |
| | | BARRELAGE | | 00 | | 294 | 294- |
| | TOTAL | | 00 | | 2,664 | | 2,664- |
| | | CASES | | 00 | | 4,050 | 4,050- |
| | | | 00 | | 193 | | 193- |
| | | BARRELAGE | | 00 | | 294 | 294- |
| WISCONSIN | GRAIN BELT | | 479 | | 510 | | 31- |
| | | KEGS | | 1,217 | | 1,675 | 458- |
| | | | 22,549 | | 30,845 | | 8,296- |
| | | CASES | | 63,211 | | 95,216 | 32,005- |
| | | | 2,116 | | 2,749 | | 633- |
| | | BARRELAGE | | 5,805 | | 8,586 | 2,781- |
| | WHITE LABEL | | 294 | | 875 | | 581- |
| | | CASES | | 966 | | 1,841 | 875- |
| | | | 21 | | 64 | | 43- |
| | | BARRELAGE | | 70 | | 134 | 64- |
| | HAUENSTEIN | | 2,723 | | 4,712 | | 1,989- |
| | | CASES | | 9,772 | | 14,001 | 4,229- |
| | | | 198 | | 342 | | 144- |
| | | BARRELAGE | | 709 | | 1,016 | 307- |
| | CO CLB RINGNES | | 91 | | 91 | | 00 |
| | | CASES | | 819 | | 91 | 728 |
| | | | 07 | | 07 | | 00 |
| | | BARRELAGE | | 59 | | 07 | 52 |
| | TOTAL | | 479 | | 510 | | 31- |
| | | KEGS | | 1,217 | | 1,675 | 458- |
| | | | 25,657 | | 36,523 | | 10,866- |
| | | CASES | | 74,768 | | 111,149 | 36,381- |
| | | | 2,341 | | 3,161 | | 820- |
| | | BARRELAGE | | 6,644 | | 9,742 | 3,098- |
| WYOMING | GRAIN BELT | | 00 | | 00 | | 00 |
| | | CASES | | 616 | | 308 | 308 |
| | | | 00 | | 00 | | 00 |
| | | BARRELAGE | | 45 | | 22 | 23 |

Data Documents, Inc. 02

## SUMMARY OF SALES BY STATES AND BRANDS

| | | | MARCH 75 | YTD 75 | MARCH 74 | YTD 74 | VARIANCE |
|---|---|---|---|---|---|---|---|
| | TOTAL | | 00 | | 00 | | 00 |
| | | CASES | | 616 | | 308 | 308 |
| | | | 00 | | 00 | | 00 |
| | | BARRELAGE | | 45 | | 22 | 23 |
| GRAND TOTAL | GRAIN BELT | | 11,203 | | 13,488 | | 2,285- |
| | | KEGS | | 31,011 | | 38,783 | 7,772- |
| | | | 401,689 | | 529,809 | | 128,120- |
| | | CASES | | 1,065,845 | | 1,499,735 | 433,890- |
| | | | 40,358 | | 51,942 | | 11,584- |
| | | BARRELAGE | | 108,370 | | 147,634 | 39,264- |
| | WHITE LABEL | | 17,095 | | 28,617 | | 11,522- |
| | | CASES | | 55,910 | | 84,113 | 28,203- |
| | | | 1,241 | | 2,077 | | 836- |
| | | BARRELAGE | | 4,058 | | 6,105 | 2,047- |
| | HAUENSTEIN | | 119,167 | | 100,899 | | 18,268 |
| | | CASES | | 314,059 | | 349,025 | 34,966- |
| | | | 8,649 | | 7,323 | | 1,326 |
| | | BARRELAGE | | 22,794 | | 25,332 | 2,538- |
| | CO CLB RINGNES | | 5,714 | | 7,454 | | 1,740- |
| | | CASES | | 14,920 | | 17,682 | 2,762- |
| | | | 415 | | 541 | | 126- |
| | | BARRELAGE | | 1,083 | | 1,283 | 200- |
| | STORZ | | 108 | | 331 | | 223- |
| | | KEGS | | 266 | | 704 | 438- |
| | | | 26,519 | | 38,993 | | 12,474- |
| | | CASES | | 77,399 | | 101,288 | 23,889- |
| | | | 2,033 | | 3,161 | | 1,128- |
| | | BARRELAGE | | 5,884 | | 8,055 | 2,171- |
| | TOTAL | | 11,311 | | 13,819 | | 2,508- |
| | | KEGS | | 31,277 | | 39,487 | 8,210- |
| | | | 570,184 | | 705,772 | | 135,588- |
| | | CASES | | 1,528,133 | | 2,051,843 | 523,710- |
| | | | 52,695 | | 65,044 | | 12,349- |
| | | BARRELAGE | | 142,189 | | 188,410 | 46,221- |

Data Documents, Inc. 02

REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 03/75

GRAIN BELT BRANDS

MN DISTRBTRS

| | | MONTHLY | | YEARLY | | | |
|---|---|---|---|---|---|---|---|
| | | CURRENT | LAST YEAR | CURRENT | LAST YEAR | VARIANCE | % |
| 001 | 1/1 BBL GB ST | 264 | 250 | 685 | 691 | 6- | .86- |
| 002 | 1/2 BBL GB ST | 6,757 | 7,415 | 18,100 | 21,004 | 2,904- | 13.82- |
| 003 | 1/4 BBL GB ST | 3,470 | 3,822 | 8,569 | 10,267 | 1,698- | 16.53- |
| 005 | 1/1 BBL GB 3.2 | 2,122 | 2,551 | 5,999 | 7,379 | 1,380- | 18.70- |
| 006 | 1/2 BBL GB 3.2 | 6,411 | 7,385 | 18,224 | 22,169 | 3,945- | 17.79- |
| 007 | 1/4 BBL GB 3.2 | 220 | 269 | 620 | 937 | 317- | 33.83- |
| 009 | 1/1 BBL WB | 2 | 2 | 5 | 6 | 1- | 16.66- |
| 010 | 1/2 BBL WB | 32 | 45 | 96 | 167 | 71- | 42.51- |
| 011 | 1/4 BBL WB | 105 | 179 | 272 | 482 | 210- | 43.56- |
| 027 | 24/12 RT A GB | 83,496 | 102,810 | 238,140 | 292,244 | 54,104- | 18.51- |
| 028 | 35/7 RT A GB | 2,797 | 3,948 | 8,717 | 12,916 | 4,199- | 32.51- |
| 034 | 24 PK NR GB | 7,056 | 11,765 | 20,302 | 29,909 | 9,607- | 32.12- |
| 035 | 4-6 NR GB | 8,120 | 14,229 | 25,514 | 40,224 | 14,710- | 36.57- |
| 036 | 4-6 BK NR GB | 780 | 1,378 | 5,741 | 6,961 | 1,220- | 17.52- |
| 037 | 12/32 NR GB | 903 | 1,666 | 2,206 | 3,896 | 1,690- | 43.37- |
| 040 | 24 PK CAN GB | 0 | 0 | 1,386 | 1,329 | 57 | 4.28 |
| 041 | 4-6 CAN GB | 10,507 | 15,248 | 30,249 | 44,975 | 14,726- | 32.74- |
| 042 | 12/12 CAN GB | 117,607 | 113,345 | 183,883 | 254,360 | 70,477- | 27.70- |
| 043 | 24/16 CAN GB | 4,194 | 6,776 | 12,342 | 19,815 | 7,473- | 37.71- |
| 029 | 24/12 PREM RET | 23,510 | 34,725 | 71,900 | 96,890 | 24,990- | 25.79- |
| 030 | 36/8 PREM RET | 8,139 | 10,152 | 23,089 | 30,222 | 7,133- | 23.60- |
| 033 | 24/12 PREM N R | 1,570 | 1,079 | 4,311 | 4,093 | 218 | 5.32 |
| 038 | 4-6 PREM CAN | 983 | 3,361 | 3,162 | 9,617 | 6,455- | 67.12- |
| 039 | 12/12 PREM CAN | 24,493 | 19,336 | 39,282 | 47,433 | 8,151- | 17.18- |
| 047 | 24/12 RA GB 32 | 36,104 | 51,826 | 101,685 | 147,603 | 45,918- | 31.10- |
| 048 | 35/7 RA GB 32 | 1,257 | 1,966 | 3,882 | 6,498 | 2,616- | 40.25- |
| 050 | 36/8 RT GB 32 | 652 | 999 | 2,231 | 3,272 | 1,041- | 31.81- |
| 055 | 4-6 NR GB 32 | 9,140 | 15,016 | 27,228 | 42,393 | 15,165- | 35.77- |
| 056 | 4-6 BKNR GB 32 | 199 | 164 | 3,023 | 3,740 | 717- | 19.17- |
| 057 | 12/32 NR GB 32 | 2,006 | 1,756 | 4,452 | 4,609 | 157- | 3.40- |
| 061 | 4-6 CAN GB 32 | 17,402 | 22,965 | 47,972 | 69,658 | 21,686- | 31.13- |
| 062 | 12/12 C GB 32 | 42,313 | 50,037 | 71,735 | 87,795 | 16,060- | 18.29- |
| 063 | 24/16 C GB 32 | 2,356 | 4,831 | 11,990 | 15,262 | 3,272- | 21.43- |
| 066 | 4-6 CAN GBX | 0 | 447 | 0 | 1,402 | 1,402- | 100.00- |
| 026 | 36/8 COCLUB 32 | 0 | 320 | 0 | 640 | 640- | 100.00- |
| 064 | 36/8 COCLUB CN | 800 | 1,146 | 2,160 | 3,095 | 935- | 30.21- |
| 065 | 4-6 COCLUB CAN | 1,365 | 1,861 | 3,367 | 4,147 | 780- | 18.80- |
| 068 | 24/16 COCLUB C | 1,330 | 1,908 | 3,010 | 4,568 | 1,558- | 34.10- |
| 069 | 4-6 GOETZ NEAR | 84 | 0 | 84 | 0 | 84 | 100.00 |
| 019 | 24/11 RINGNES | 259 | 0 | 798 | 0 | 798 | 100.00 |
| 147 | 24/12 RT WL | 10,244 | 14,490 | 34,369 | 48,482 | 14,113- | 29.10- |
| 148 | 4-6 CAN WL | 1,194 | 1,967 | 3,155 | 6,016 | 2,861- | 47.55- |
| 159 | 12/12 CAN WL | 2,815 | 0 | 12,229 | 0 | 12,229 | 100.00 |
| 149 | 24/16 CAN WL | 0 | 710 | 0 | 1,445 | 1,445- | 100.00- |
| 152 | 24/12 R WL 32 | 1,540 | 1,722 | 4,081 | 8,863 | 4,782- | 53.95- |
| 153 | 4-6 CAN WL 32 | 1,547 | 1,386 | 3,008 | 5,209 | 2,201- | 42.25- |
| 164 | 12/12 CAN WL32 | 924 | 0 | 3,796 | 0 | 3,796 | 100.00 |
| 154 | 24/16 C WL 32 | 0 | 784 | 0 | 1,979 | 1,979- | 100.00- |
| 167 | 24/12 RT HN | 93,114 | 76,608 | 239,737 | 266,795 | 27,058- | 10.14- |
| 169 | 4-6 CAN HN | 3,556 | 4,415 | 12,783 | 14,496 | 1,713- | 11.81- |

Data Documents, Inc. 02

| | | | | | | | |
|---|---|---|---|---|---|---|---|
| 170 | 12/12 CAN HN | 7,795 | 7,348 | 27,739 | 28,208 | 469- | 1.66- |
| 173 | 24/12 RT HN 32 | 5,880 | 6,006 | 16,674 | 22,531 | 5,857- | 25.99- |
| 175 | 4-6 CAN HN 32 | 2,597 | 2,513 | 7,399 | 7,713 | 314- | 4.07- |
| 176 | 12/12 C HN 32 | 3,234 | 3,128 | 9,235 | 10,111 | 876- | 8.66- |
| GRAIN BELT FULL BARRELS | | 9,936.75 | 11,293.00 | 27,264.25 | 32,667.50 | 5,403.25- | 16.54- |
| GRAIN BELT 288 OZ CASES | | 315,925.18 | 402,592.60 | 805,420.75 | 1,093,950.47 | 288,529.72- | 26.37- |
| WHITE LABEL 288 OZ CASES | | 16,394.50 | 21,556.99 | 52,625.50 | 73,135.32 | 20,509.82- | 28.04- |
| HAUENSTEIN 288 OZ CASES | | 110,661.50 | 94,780.00 | 295,080.00 | 330,694.50 | 35,614.50- | 10.76- |
| CO CLUB NEAR RINGNES 288OZ | | 4,259.75 | 5,870.99 | 10,355.82 | 13,972.65 | 3,616.83- | 25.88- |
| TOTAL FULL BARRELS | | 9,936.75 | 11,293.00 | 27,264.25 | 32,667.50 | 5,403.25- | 16.54- |
| TOTAL 288 OZ CASES | | 447,240.93 | 524,800.58 | 1,163,482.07 | 1,511,752.94 | 348,270.87- | 23.03- |
| TOTAL BARRELAGE | | 42,397.49 | 49,383.02 | 111,709.77 | 142,390.52 | 30,680.75- | 21.54- |

Data Documents, Inc. 02

REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 03/75

GRAIN BELT BRANDS

ARIZONA

| | | MONTHLY | | YEARLY | | | |
|---|---|---|---|---|---|---|---|
| | | CURRENT | LAST YEAR | CURRENT | LAST YEAR | VARIANCE | % |
| 148 | 4-6 CAN WL | 0 | 5,467 | 0 | 5,467 | 5,467- | 100.00- |
| 169 | 4-6 CAN HN | 4,004 | 0 | 4,004 | 0 | 4,004 | 100.00 |
| 170 | 12/12 CAN HN | 2,926 | 0 | 2,926 | 0 | 2,926 | 100.00 |
| GRAIN BELT FULL BARRELS | | .00 | .00 | .00 | .00 | .00 | .00 |
| GRAIN BELT 288 OZ CASES | | .00 | .00 | .00 | .00 | .00 | .00 |
| WHITE LABEL 288 OZ CASES | | .00 | 5,467.00 | .00 | 5,467.00 | 5,467.00- | 100.00- |
| HAUENSTEIN 288 OZ CASES | | 5,467.00 | .00 | 5,467.00 | .00 | 5,467.00 | 100.00 |
| CO CLUB NEAR RINGNES 288OZ | | .00 | .00 | .00 | .00 | .00 | .00 |
| TOTAL FULL BARRELS | | .00 | .00 | .00 | .00 | .00 | .00 |
| TOTAL 288 OZ CASES | | 5,467.00 | 5,467.00 | 5,467.00 | 5,467.00 | .00 | .00 |
| TOTAL BARRELAGE | | 396.79 | 396.79 | 396.79 | 396.79 | .00 | .00 |

Data Documents, Inc. 02

REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 03/75

GRAIN BELT BRANDS

COLORADO

| | | MONTHLY | | YEARLY | | | |
|---|---|---|---|---|---|---|---|
| | | CURRENT | LAST YEAR | CURRENT | LAST YEAR | VARIANCE | % |
| 035 | 4-6 NR GB | 1,456 | 0 | 5,432 | 448 | 4,984 | 1112.50 |
| 036 | 4-6 BK NR GB | 0 | 0 | 539 | 0 | 539 | 100.00 |
| 037 | 12/32 NR GB | 0 | 0 | 0 | 42 | 42- | 100.00- |
| 041 | 4-6 CAN GB | 1,155 | 0 | 4,466 | 3,773 | 693 | 18.36 |
| 055 | 4-6 NR GB 32 | 0 | 0 | 0 | 112 | 112- | 100.00- |
| GRAIN BELT FULL BARRELS | | .00 | .00 | .00 | .00 | .00 | .00 |
| GRAIN BELT 288 OZ CASES | | 2,611.00 | .00 | 10,437.00 | 4,389.00 | 6,048.00 | 137.79 |
| WHITE LABEL 288 OZ CASES | | .00 | .00 | .00 | .00 | .00 | .00 |
| HAUENSTEIN 288 OZ CASES | | .00 | .00 | .00 | .00 | .00 | .00 |
| CO CLUB NEAR RINGNES 288OZ | | .00 | .00 | .00 | .00 | .00 | .00 |
| TOTAL FULL BARRELS | | .00 | .00 | .00 | .00 | .00 | .00 |
| TOTAL 288 OZ CASES | | 2,611.00 | .00 | 10,437.00 | 4,389.00 | 6,048.00 | 137.79 |
| TOTAL BARRELAGE | | 189.50 | .00 | 757.51 | 318.55 | 438.96 | 137.79 |

Data Documents, Inc. 02

REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 03/75

GRAIN BELT BRANDS

CANADA

| | MONTHLY | | YEARLY | | | |
|---|---|---|---|---|---|---|
| | CURRENT | LAST YEAR | CURRENT | LAST YEAR | VARIANCE | % |
| 041 4-6 CAN GB | 462 | 0 | 462 | 0 | 462 | 100.00 |
| GRAIN BELT FULL BARRELS | .00 | .00 | .00 | .00 | .00 | .00 |
| GRAIN BELT 288 OZ CASES | 462.00 | .00 | 462.00 | .00 | 462.00 | 100.00 |
| WHITE LABEL 288 OZ CASES | .00 | .00 | .00 | .00 | .00 | .00 |
| HAUENSTEIN 288 OZ CASES | .00 | .00 | .00 | .00 | .00 | .00 |
| CO CLUB NEAR RINGNES 288OZ | .00 | .00 | .00 | .00 | .00 | .00 |
| TOTAL FULL BARRELS | .00 | .00 | .00 | .00 | .00 | .00 |
| TOTAL 288 OZ CASES | 462.00 | .00 | 462.00 | .00 | 462.00 | 100.00 |
| TOTAL BARRELAGE | 33.53 | .00 | 33.53 | .00 | 33.53 | 100.00 |

Data Documents, Inc. 02

REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 03/75

GRAIN BELT BRANDS

ILLINOIS

| | | MONTHLY | | YEARLY | | | |
|---|---|---|---|---|---|---|---|
| | | CURRENT | LAST YEAR | CURRENT | LAST YEAR | VARIANCE | % |
| 001 | 1/1 BBL GB ST | 6 | 6 | 22 | 22 | 0 | .00 |
| 002 | 1/2 BBL GB ST | 56 | 34 | 132 | 174 | 42- | 24.13- |
| 003 | 1/4 BBL GB ST | 56 | 41 | 132 | 195 | 63- | 32.30- |
| 027 | 24/12 RT A GB | 336 | 238 | 378 | 379 | 1- | .26- |
| 035 | 4-6 NR GB | 0 | 0 | 0 | 56 | 56- | 100.00- |
| 036 | 4-6 BK NR GB | 154 | 77 | 756 | 1,001 | 245- | 24.47- |
| 037 | 12/32 NR GB | 294 | 0 | 336 | 84 | 252 | 300.00 |
| 040 | 24 PK CAN GB | 0 | 0 | 0 | 4,004 | 4,004- | 100.00- |
| 041 | 4-6 CAN GB | 1,386 | 1,540 | 2,387 | 3,157 | 770- | 24.39- |
| 042 | 12/12 CAN GB | 5,082 | 4,620 | 8,470 | 15,862 | 7,392- | 46.60- |
| 043 | 24/16 CAN GB | 0 | 0 | 0 | 56 | 56- | 100.00- |
| 029 | 24/12 PREM RET | 42 | 840 | 588 | 3,360 | 2,772- | 82.50- |
| 030 | 36/8 PREM RET | 0 | 72 | 144 | 216 | 72- | 33.33- |
| 038 | 4-6 PREM CAN | 0 | 0 | 0 | 77 | 77- | 100.00- |
| 039 | 12/12 PREM CAN | 154 | 0 | 224 | 0 | 224 | 100.00 |
| 148 | 4-6 CAN WL | 0 | 0 | 21 | 0 | 21 | 100.00 |
| 159 | 12/12 CAN WL | 77 | 0 | 161 | 0 | 161 | 100.00 |
| 169 | 4-6 CAN HN | 0 | 0 | 21 | 0 | 21 | 100.00 |
| 170 | 12/12 CAN HN | 154 | 0 | 308 | 0 | 308 | 100.00 |
| | GRAIN BELT FULL BARRELS | 48.00 | 33.25 | 121.00 | 157.75 | 36.75- | 23.29- |
| | GRAIN BELT 288 OZ CASES | 4,928.00 | 5,077.00 | 9,048.00 | 20,367.67 | 11,319.67- | 55.57- |
| | WHITE LABEL 288 OZ CASES | 38.50 | .00 | 101.50 | .00 | 101.50 | 100.00 |
| | HAUENSTEIN 288 OZ CASES | 77.00 | .00 | 175.00 | .00 | 175.00 | 100.00 |
| | CO CLUB NEAR RINGNES 288OZ | .00 | .00 | .00 | .00 | .00 | .00 |
| | TOTAL FULL BARRELS | 48.00 | 33.25 | 121.00 | 157.75 | 36.75- | 23.29- |
| | TOTAL 288 OZ CASES | 5,043.50 | 5,077.00 | 9,324.50 | 20,367.67 | 11,043.17- | 54.21- |
| | TOTAL BARRELAGE | 414.05 | 401.73 | 797.77 | 1,636.03 | 838.26- | 51.23- |

Data Documents, Inc. 02

REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 03/75

GRAIN BELT BRANDS

IOWA

| | | MONTHLY | | YEARLY | | | |
|---|---|---|---|---|---|---|---|
| | | CURRENT | LAST YEAR | CURRENT | LAST YEAR | VARIANCE | % |
| 002 | 1/2 BBL GB ST | 372 | 672 | 1,000 | 1,808 | 808- | 44.69- |
| 003 | 1/4 BBL GB ST | 4 | 24 | 16 | 62 | 46- | 74.19- |
| 027 | 24/12 RT A GB | 588 | 609 | 1,890 | 2,919 | 1,029- | 35.25- |
| 034 | 24 PK NR GB | 112 | 84 | 288 | 6,020 | 5,732- | 95.21- |
| 035 | 4-6 NR GB | 8,568 | 1,344 | 14,840 | 12,488 | 2,352 | 18.83 |
| 036 | 4-6 BK NR GB | 77 | 392 | 154 | 1,302 | 1,148- | 88.17- |
| 037 | 12/32 NR GB | 220 | 682 | 1,130 | 1,607 | 477- | 29.68- |
| 041 | 4-6 CAN GB | 2,926 | 6,104 | 10,164 | 21,819 | 11,655- | 53.41- |
| 042 | 12/12 CAN GB | 18,788 | 70,224 | 96,866 | 220,990 | 124,124- | 56.16- |
| 043 | 24/16 CAN GB | 0 | 56 | 224 | 448 | 224- | 50.00- |
| 029 | 24/12 PREM RET | 504 | 1,050 | 1,638 | 3,150 | 1,512- | 48.00- |
| 030 | 36/8 PREM RET | 72 | 190 | 180 | 370 | 190- | 51.35- |
| 033 | 24/12 PREM N R | 0 | 112 | 0 | 728 | 728- | 100.00- |
| 038 | 4-6 PREM CAN | 770 | 0 | 4,928 | 0 | 4,928 | 100.00 |
| 039 | 12/12 PREM CAN | 1,232 | 0 | 19,096 | 0 | 19,096 | 100.00 |
| 065 | 4-6 COCLUB CAN | 0 | 91 | 0 | 91 | 91- | 100.00- |
| 069 | 4-6 GOETZ NEAR | 182 | 0 | 273 | 273 | 0 | .00 |
| 148 | 4-6 CAN WL | 0 | 154 | 35 | 1,918 | 1,883- | 98.17- |
| 159 | 12/12 CAN WL | 0 | 0 | 2,474 | 0 | 2,474 | 100.00 |
| 167 | 24/12 RT HN | 0 | 0 | 0 | 42 | 42- | 100.00- |
| 170 | 12/12 CAN HN | 0 | 0 | 3,614 | 0 | 3,614 | 100.00 |
| | GRAIN BELT FULL BARRELS | 187.00 | 342.00 | 504.00 | 919.50 | 415.50- | 45.18- |
| | GRAIN BELT 288 OZ CASES | 23,920.33 | 45,981.00 | 93,868.33 | 162,030.99 | 68,162.66- | 42.06- |
| | WHITE LABEL 288 OZ CASES | .00 | 154.00 | 1,272.00 | 1,918.00 | 646.00- | 33.68- |
| | HAUENSTEIN 288 OZ CASES | .00 | .00 | 1,807.00 | 42.00 | 1,765.00 | 4202.38 |
| | CO CLUB NEAR RINGNES 288OZ | 182.00 | 91.00 | 273.00 | 364.00 | 91.00- | 25.00- |
| | TOTAL FULL BARRELS | 187.00 | 342.00 | 504.00 | 919.50 | 415.50- | 45.18- |
| | TOTAL 288 OZ CASES | 24,102.33 | 46,226.00 | 97,220.33 | 164,354.99 | 67,134.66- | 40.84- |
| | TOTAL BARRELAGE | 1,936.34 | 3,697.08 | 7,560.25 | 12,848.38 | 5,288.13- | 41.15- |

Data Documents, Inc. 02

REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 03/75

GRAIN BELT BRANDS

KANSAS

| | | MONTHLY | | YEARLY | | | |
|---|---|---|---|---|---|---|---|
| | | CURRENT | LAST YEAR | CURRENT | LAST YEAR | VARIANCE | % |
| 041 | 4-6 CAN GB | 0 | 1,001 | 0 | 1,617 | 1,617- | 100.00- |
| 042 | 12/12 CAN GB | 0 | 2,002 | 0 | 3,234 | 3,234- | 100.00- |
| 061 | 4-6 CAN GB 32 | 0 | 0 | 0 | 770 | 770- | 100.00- |
| GRAIN BELT FULL BARRELS | | .00 | .00 | .00 | .00 | .00 | .00 |
| GRAIN BELT 288 OZ CASES | | .00 | 2,002.00 | .00 | 4,004.00 | 4,004.00- | 100.00- |
| WHITE LABEL 288 OZ CASES | | .00 | .00 | .00 | .00 | .00 | .00 |
| HAUENSTEIN 288 OZ CASES | | .00 | .00 | .00 | .00 | .00 | .00 |
| CO CLUB NEAR R1NGNES 288OZ | | .00 | .00 | .00 | .00 | .00 | .00 |
| TOTAL FULL BARRELS | | .00 | .00 | .00 | .00 | .00 | .00 |
| TOTAL 288 OZ CASES | | .00 | 2,002.00 | .00 | 4,004.00 | 4,004.00- | 100.00- |
| TOTAL BARRELAGE | | .00 | 145.30 | .00 | 290.61 | 290.61- | 100.00- |

Data Documents, Inc. 02

REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 03/75

GRAIN BELT BRANDS

MICHIGAN

| | | MONTHLY | | YEARLY | | | |
|---|---|---|---|---|---|---|---|
| | | CURRENT | LAST YEAR | CURRENT | LAST YEAR | VARIANCE | % |
| 027 | 24/12 RT A GB | 168 | 0 | 252 | 210 | 42 | 20.00 |
| 028 | 35/7 RT A GB | 49 | 0 | 49 | 49 | 0 | .00 |
| 035 | 4-6 NR GB | 0 | 0 | 0 | 56 | 56- | 100.00- |
| 037 | 12/32 NR GB | 21 | 0 | 21 | 0 | 21 | 100.00 |
| 041 | 4-6 CAN GB | 35 | 0 | 35 | 0 | 35 | 100.00 |
| GRAIN BELT FULL BARRELS | | .00 | .00 | .00 | .00 | .00 | .00 |
| GRAIN BELT 288 OZ CASES | | 272.68 | .00 | 356.68 | 307.68 | 49.00 | 15.92 |
| WHITE LABEL 288 OZ CASES | | .00 | .00 | .00 | .00 | .00 | .00 |
| HAUENSTEIN 288 OZ CASES | | .00 | .00 | .00 | .00 | .00 | .00 |
| CO CLUB NEAR R1NGNES 288OZ | | .00 | .00 | .00 | .00 | .00 | .00 |
| TOTAL FULL BARRELS | | .00 | .00 | .00 | .00 | .00 | .00 |
| TOTAL 288 OZ CASES | | 272.68 | .00 | 356.68 | 307.68 | 49.00 | 15.92 |
| TOTAL BARRELAGE | | 19.79 | .00 | 25.88 | 22.33 | 3.55 | 15.89 |

Data Documents, Inc. 02

REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 03/75

GRAIN BELT BRANDS

MONTANA

| | | MONTHLY | | YEARLY | | | |
|---|---|---|---|---|---|---|---|
| | | CURRENT | LAST YEAR | CURRENT | LAST YEAR | VARIANCE | % |
| 027 | 24/12 RT A GB | 504 | 0 | 504 | 0 | 504 | 100.00 |
| 035 | 4-6 NR GB | 616 | 280 | 952 | 1,344 | 392- | 29.16- |
| 036 | 4-6 BK NR GB | 0 | 0 | 0 | 154 | 154- | 100.00- |
| 041 | 4-6 CAN GB | 308 | 616 | 462 | 2,156 | 1,694- | 78.57- |
| 029 | 24/12 PREM RET | 0 | 0 | 294 | 0 | 294 | 100.00 |
| GRAIN BELT FULL BARRELS | | .00 | .00 | .00 | .00 | .00 | .00 |
| GRAIN BELT 288 OZ CASES | | 1,428.00 | 896.00 | 2,212.00 | 3,654.00 | 1,442.00- | 39.46- |
| WHITE LABEL 288 OZ CASES | | .00 | .00 | .00 | .00 | .00 | .00 |
| HAUENSTEIN 288 OZ CASES | | .00 | .00 | .00 | .00 | .00 | .00 |
| CO CLUB NEAR RINGNES 288OZ | | .00 | .00 | .00 | .00 | .00 | .00 |
| TOTAL FULL BARRELS | | .00 | .00 | .00 | .00 | .00 | .00 |
| TOTAL 288 OZ CASES | | 1,428.00 | 896.00 | 2,212.00 | 3,654.00 | 1,442.00- | 39.46- |
| TOTAL BARRELAGE | | 103.64 | 65.03 | 160.54 | 265.20 | 104.66- | 39.46- |

Data Documents Inc. 02

REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 03/75

GRAIN BELT BRANDS

NEBRASKA

| | | MONTHLY | | YEARLY | | | |
|---|---|---|---|---|---|---|---|
| | | CURRENT | LAST YEAR | CURRENT | LAST YEAR | VARIANCE | % |
| 002 | 1/2 BBL GB ST | 60 | 226 | 108 | 394 | 286- | 72.58- |
| 003 | 1/4 BBL GB ST | 0 | 4 | 0 | 36 | 36- | 100.00- |
| 010 | 1/2 BBL WB | 12 | 20 | 36 | 40 | 4- | 10.00- |
| 027 | 24/12 RT A GB | 304 | 504 | 934 | 1,050 | 116- | 11.04- |
| 035 | 4-6 NR GB | 28 | 168 | 84 | 224 | 140- | 62.50- |
| 036 | 4-6 BK NR GB | 0 | 0 | 231 | 154 | 77 | 50.00 |
| 041 | 4-6 CAN GB | 231 | 154 | 462 | 539 | 77- | 14.28- |
| 042 | 12/12 CAN GB | 1,694 | 3,080 | 5,390 | 6,930 | 1,540- | 22.22- |
| 043 | 24/16 CAN GB | 56 | 0 | 56 | 168 | 112- | 66.66- |
| 029 | 24/12 PREM RET | 15 | 0 | 32 | 57 | 25- | 43.85- |
| | GRAIN BELT FULL BARRELS | 36.00 | 124.00 | 72.00 | 226.00 | 154.00- | 68.14- |
| | GRAIN BELT 288 OZ CASES | 1,499.67 | 2,366.00 | 4,512.67 | 5,713.00 | 1,200.33- | 21.01- |
| | WHITE LABEL 288 OZ CASES | .00 | .00 | .00 | .00 | .00 | .00 |
| | HAUENSTEIN 288 OZ CASES | .00 | .00 | .00 | .00 | .00 | .00 |
| | CO CLUB NEAR RINGNES 288OZ | .00 | .00 | .00 | .00 | .00 | .00 |
| | TOTAL FULL BARRELS | 36.00 | 124.00 | 72.00 | 226.00 | 154.00- | 68.14- |
| | TOTAL 288 OZ CASES | 1,499.67 | 2,366.00 | 4,512.67 | 5,713.00 | 1,200.33- | 21.01- |
| | TOTAL BARRELAGE | 144.84 | 295.72 | 399.52 | 640.64 | 241.12- | 37.63- |

Data Documents, Inc. 02

Data Documents, Inc. 02

REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 03/75

GRAIN BELT BRANDS

NORTH DAKOTA

| | | MONTHLY | | YEARLY | | | |
|---|---|---|---|---|---|---|---|
| | | CURRENT | LAST YEAR | CURRENT | LAST YEAR | VARIANCE | % |
| 002 | 1/2 BBL GB ST | 380 | 668 | 912 | 1,832 | 920- | 50.21- |
| 003 | 1/4 BBL GB ST | 40 | 240 | 244 | 496 | 252- | 50.80- |
| 027 | 24/12 RT A GB | 840 | 1,512 | 2,436 | 3,570 | 1,134- | 31.76- |
| 034 | 24 PK NR GB | 112 | 56 | 280 | 224 | 56 | 25.00 |
| 035 | 4-6 NR GB | 1,680 | 952 | 3,590 | 4,088 | 498- | 12.18- |
| 036 | 4-6 BK NR GB | 77 | 0 | 462 | 539 | 77- | 14.28- |
| 037 | 12/32 NR GB | 112 | 126 | 207 | 490 | 283- | 57.75- |
| 041 | 4-6 CAN GB | 1,386 | 770 | 3,696 | 2,849 | 847 | 29.72 |
| 042 | 12/12 CAN GB | 2,310 | 1,386 | 6,622 | 3,234 | 3,388 | 104.76 |
| 043 | 24/16 CAN GB | 0 | 0 | 56 | 158 | 102- | 64.55- |
| 029 | 24/12 PREM RET | 2,436 | 3,108 | 8,232 | 10,206 | 1,974- | 19.34- |
| 030 | 36/8 PREM RET | 468 | 756 | 1,584 | 2,772 | 1,188- | 42.85- |
| 033 | 24/12 PREM N R | 56 | 298 | 259 | 594 | 335- | 56.39- |
| 038 | 4-6 PREM CAN | 2,310 | 3,157 | 5,502 | 11,915 | 6,413- | 53.82- |
| 039 | 12/12 PREM CAN | 924 | 3,234 | 2,618 | 11,242 | 8,624- | 76.71- |
| 066 | 4-6 CAN GBX | 0 | 0 | 0 | 21 | 21- | 100.00- |
| 064 | 36/8 COCLUB CN | 160 | 320 | 320 | 454 | 134- | 29.51- |
| 065 | 4-6 COCLUB CAN | 91 | 91 | 182 | 91 | 91 | 100.00 |
| 068 | 24/16 COCLUB C | 70 | 138 | 70 | 138 | 68- | 49.27- |
| 069 | 4-6 GOETZ NEAR | 91 | 0 | 91 | 0 | 91 | 100.00 |
| 019 | 24/11 RINGNES | 84 | 0 | 193 | 0 | 193 | 100.00 |
| 148 | 4-6 CAN WL | 35 | 0 | 35 | 77 | 42- | 54.54- |
| 167 | 24/12 RT HN | 84 | 252 | 294 | 630 | 336- | 53.33- |
| 169 | 4-6 CAN HN | 77 | 308 | 539 | 539 | 0 | .00 |
| 170 | 12/12 CAN HN | 0 | 1,232 | 1,386 | 4,989 | 3,603- | 72.21- |
| | GRAIN BELT FULL BARRELS | 200.00 | 394.00 | 517.00 | 1,040.00 | 523.00- | 50.28- |
| | GRAIN BELT 288 OZ CASES | 11,131.33 | 13,087.00 | 31,011.67 | 44,880.00 | 13,868.33- | 30.90- |
| | WHITE LABEL 288 OZ CASES | 35.00 | .00 | 35.00 | 77.00 | 42.00- | 54.54- |
| | HAUENSTEIN 288 OZ CASES | 161.00 | 1,176.00 | 1,526.00 | 3,663.50 | 2,137.50- | 58.34- |
| | CO CLUB NEAR RINGNES 288OZ | 512.33 | 595.00 | 863.25 | 729.00 | 134.25 | 18.41 |
| | TOTAL FULL BARRELS | 200.00 | 394.00 | 517.00 | 1,040.00 | 523.00- | 50.28- |
| | TOTAL 288 OZ CASES | 11,839.66 | 14,858.00 | 33,435.92 | 49,349.50 | 15,913.58- | 32.24- |
| | TOTAL BARRELAGE | 1,059.32 | 1,472.39 | 2,943.77 | 4,621.78 | 1,678.01- | 36.30- |

REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 03/75

GRAIN BELT BRANDS

SOUTH DAKOTA

| | | MONTHLY | | YEARLY | | | |
|---|---|---|---|---|---|---|---|
| | | CURRENT | LAST YEAR | CURRENT | LAST YEAR | VARIANCE | % |
| 002 | 1/2 BBL GB ST | 208 | 380 | 840 | 934 | 94- | 10.06- |
| 003 | 1/4 BBL GB ST | 48 | 62 | 132 | 156 | 24- | 15.38- |
| 006 | 1/2 BBL GB 3.2 | 362 | 1,116 | 1,596 | 3,044 | 1,448- | 47.56- |
| 007 | 1/4 BBL GB 3.2 | 72 | 102 | 260 | 266 | 6- | 2.25- |
| 027 | 24/12 RT A GB | 2,142 | 2,646 | 5,124 | 6,426 | 1,302- | 20.26- |
| 034 | 24 PK NR GB | 0 | 0 | 56 | 0 | 56 | 100.00 |
| 035 | 4-6 NR GB | 1,736 | 2,156 | 4,424 | 5,223 | 799- | 15.29- |
| 036 | 4-6 BK NR GB | 154 | 147 | 406 | 622 | 216- | 34.72- |
| 037 | 12/32 NR GB | 108 | 231 | 354 | 483 | 129- | 26.70- |
| 041 | 4-6 CAN GB | 1,155 | 2,464 | 4,851 | 6,391 | 1,540- | 24.09- |
| 042 | 12/12 CAN GB | 616 | 770 | 1,694 | 1,848 | 154- | 8.33- |
| 043 | 24/16 CAN GB | 112 | 392 | 558 | 784 | 226- | 28.82- |
| 029 | 24/12 PREM RET | 1,764 | 1,764 | 4,788 | 5,208 | 420- | 8.06- |
| 030 | 36/8 PREM RET | 684 | 936 | 1,692 | 2,706 | 1,014- | 37.47- |
| 033 | 24/12 PREM N R | 0 | 112 | 0 | 112 | 112- | 100.00- |
| 038 | 4-6 PREM CAN | 791 | 1,078 | 1,673 | 2,772 | 1,099- | 39.64- |
| 047 | 24/12 RA GB 32 | 2,730 | 4,326 | 6,720 | 9,744 | 3,024- | 31.03- |
| 050 | 36/8 RT GB 32 | 288 | 1,008 | 1,116 | 2,196 | 1,080- | 49.18- |
| 055 | 4-6 NR GB 32 | 1,232 | 2,912 | 3,360 | 6,748 | 3,388- | 50.20- |
| 056 | 4-6 BKNR GB 32 | 35 | 0 | 133 | 124 | 9 | 7.25 |
| 057 | 12/32 NR GB 32 | 84 | 168 | 210 | 441 | 231- | 52.38- |
| 061 | 4-6 CAN GB 32 | 3,003 | 3,157 | 7,161 | 9,163 | 2,002- | 21.84- |
| 062 | 12/12 C GB 32 | 770 | 154 | 1,232 | 154 | 1,078 | 700.00 |
| 063 | 24/16 C GB 32 | 112 | 56 | 168 | 112 | 56 | 50.00 |
| 064 | 36/8 COCLUB CN | 0 | 160 | 186 | 320 | 134- | 41.87- |
| 065 | 4-6 COCLUB CAN | 455 | 273 | 1,729 | 1,365 | 364 | 26.66 |
| 068 | 24/16 COCLUB C | 140 | 280 | 490 | 630 | 140- | 22.22- |
| 019 | 24/11 RINGNES | 30 | 0 | 45 | 0 | 45 | 100.00 |
| 147 | 24/12 RT WL | 0 | 210 | 210 | 420 | 210- | 50.00- |
| 148 | 4-6 CAN WL | 77 | 101 | 154 | 514 | 360- | 70.03- |
| 152 | 24/12 R WL 32 | 168 | 84 | 294 | 252 | 42 | 16.66 |
| 153 | 4-6 CAN WL 32 | 87 | 169 | 251 | 488 | 237- | 48.56- |
| 167 | 24/12 RT HN | 0 | 0 | 0 | 84 | 84- | 100.00- |
| 169 | 4-6 CAN HN | 77 | 77 | 77 | 231 | 154- | 66.66- |
| 175 | 4-6 CAN HN 32 | 0 | 154 | 154 | 308 | 154- | 50.00- |
| | GRAIN BELT FULL BARRELS | 315.00 | 789.00 | 1,316.00 | 2,094.50 | 778.50- | 37.16- |
| | GRAIN BELT 288 OZ CASES | 16,961.66 | 24,297.34 | 44,687.00 | 60,862.66 | 16,175.66- | 26.57- |
| | WHITE LABEL 288 OZ CASES | 332.00 | 564.00 | 909.00 | 1,674.00 | 765.00- | 45.69- |
| | HAUENSTEIN 288 OZ CASES | 77.00 | 231.00 | 231.00 | 623.00 | 392.00- | 62.92- |
| | CO CLUB NEAR RINGNES 288OZ | 669.17 | 806.33 | 2,609.58 | 2,525.00 | 84.58 | 3.34 |
| | TOTAL FULL BARRELS | 315.00 | 789.00 | 1,316.00 | 2,094.50 | 778.50- | 37.16- |
| | TOTAL 288 OZ CASES | 18,039.83 | 25,898.67 | 48,436.58 | 65,684.66 | 17,248.08- | 26.25- |
| | TOTAL BARRELAGE | 1,624.33 | 2,668.72 | 4,831.52 | 6,861.89 | 2,030.37- | 29.58- |

Data Documents, Inc. 02

REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 03/75

GRAIN BELT BRANDS

WASHINGTON

| | MONTHLY | | YEARLY | | | |
|---|---|---|---|---|---|---|
| | CURRENT | LAST YEAR | CURRENT | LAST YEAR | VARIANCE | % |
| 035 4-6 NR GB | 0 | 2,510 | 0 | 3,742 | 3,742- | 100.00- |
| 041 4-6 CAN GB | 0 | 154 | 0 | 308 | 308- | 100.00- |
| GRAIN BELT FULL BARRELS | .00 | .00 | .00 | .00 | .00 | .00 |
| GRAIN BELT 288 OZ CASES | .00 | 2,664.00 | .00 | 4,050.00 | 4,050.00- | 100.00- |
| WHITE LABEL 288 OZ CASES | .00 | .00 | .00 | .00 | .00 | .00 |
| HAUENSTEIN 288 OZ CASES | .00 | .00 | .00 | .00 | .00 | .00 |
| CO CLUB NEAR R1NGNES 288OZ | .00 | .00 | .00 | .00 | .00 | .00 |
| TOTAL FULL BARRELS | .00 | .00 | .00 | .00 | .00 | .00 |
| TOTAL 288 OZ CASES | .00 | 2,664.00 | .00 | 4,050.00 | 4,050.00- | 100.00- |
| TOTAL BARRELAGE | .00 | 193.35 | .00 | 293.94 | 293.94- | 100.00- |

Data Documents, Inc. 02

REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 03/75

GRAIN BELT BRANDS

WISCONSIN

| | | MONTHLY | | YEARLY | | | |
|---|---|---|---|---|---|---|---|
| | | CURRENT | LAST YEAR | CURRENT | LAST YEAR | VARIANCE | % |
| 002 | 1/2 BBL GB ST | 908 | 948 | 2,256 | 3,117 | 861- | 27.62- |
| 003 | 1/4 BBL GB ST | 98 | 144 | 357 | 463 | 106- | 22.89- |
| 027 | 24/12 RT A GB | 9,198 | 10,710 | 26,999 | 34,860 | 7,861- | 22.55- |
| 028 | 35/7 RT A GB | 1,617 | 2,618 | 4,998 | 8,521 | 3,523- | 41.34- |
| 034 | 24 PK NR GB | 20 | 168 | 244 | 254 | 10- | 3.93- |
| 035 | 4-6 NR GB | 728 | 1,960 | 2,268 | 4,813 | 2,545- | 52.87- |
| 036 | 4-6 BK NR GB | 399 | 497 | 1,897 | 1,311 | 586 | 44.69 |
| 037 | 12/32 NR GB | 278 | 531 | 678 | 897 | 219- | 24.41- |
| 040 | 24 PK CAN GB | 0 | 0 | 0 | 2,156 | 2,156- | 100.00- |
| 041 | 4-6 CAN GB | 1,463 | 1,463 | 3,388 | 5,775 | 2,387- | 41.33- |
| 042 | 12/12 CAN GB | 14,630 | 18,326 | 34,496 | 54,978 | 20,482- | 37.25- |
| 043 | 24/16 CAN GB | 0 | 66 | 0 | 94 | 94- | 100.00- |
| 029 | 24/12 PREM RET | 882 | 2,226 | 3,864 | 6,426 | 2,562- | 39.86- |
| 030 | 36/8 PREM RET | 720 | 1,404 | 1,872 | 2,844 | 972- | 34.17- |
| 033 | 24/12 PREM N R | 0 | 0 | 5 | 140 | 135- | 96.42- |
| 039 | 12/12 PREM CAN | 154 | 462 | 539 | 1,001 | 462- | 46.15- |
| 066 | 4-6 CAN GBX | 0 | 0 | 0 | 77 | 77- | 100.00- |
| 069 | 4-6 GOETZ NEAR | 91 | 91 | 819 | 91 | 728 | 800.00 |
| 147 | 24/12 RT WL | 294 | 798 | 966 | 1,764 | 798- | 45.23- |
| 148 | 4-6 CAN WL | 0 | 77 | 0 | 77 | 77- | 100.00- |
| 167 | 24/12 RT HN | 2,702 | 4,620 | 9,674 | 13,524 | 3,850- | 28.46- |
| 169 | 4-6 CAN HN | 21 | 15 | 98 | 15 | 83 | 553.33 |
| 170 | 12/12 CAN HN | 0 | 154 | 0 | 924 | 924- | 100.00- |
| | GRAIN BELT FULL BARRELS | 478.50 | 510.00 | 1,217.25 | 1,674.25 | 457.00- | 27.29- |
| | GRAIN BELT 288 OZ CASES | 22,548.24 | 30,845.11 | 63,210.25 | 95,215.56 | 32,005.31- | 33.61- |
| | WHITE LABEL 288 OZ CASES | 294.00 | 875.00 | 966.00 | 1,841.00 | 875.00- | 47.52- |
| | HAUENSTEIN 288 OZ CASES | 2,723.00 | 4,712.00 | 9,772.00 | 14,001.00 | 4,229.00- | 30.20- |
| | CO CLUB NEAR RINGNES 288OZ | 91.00 | 91.00 | 819.00 | 91.00 | 728.00 | 800.00 |
| | TOTAL FULL BARRELS | 478.50 | 510.00 | 1,217.25 | 1,674.25 | 457.00- | 27.29- |
| | TOTAL 288 OZ CASES | 25,656.24 | 36,523.11 | 74,767.25 | 111,148.56 | 36,381.31- | 32.73- |
| | TOTAL BARRELAGE | 2,340.62 | 3,160.84 | 6,643.85 | 9,741.41 | 3,097.56- | 31.79- |

REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 03/75

GRAIN BELT BRANDS

WYOMING

| | MONTHLY | | YEARLY | | | |
|---|---|---|---|---|---|---|
| | CURRENT | LAST YEAR | CURRENT | LAST YEAR | VARIANCE | % |
| 041 4-6 CAN GB | 0 | 0 | 616 | 308 | 308 | 100.00 |
| GRAIN BELT FULL BARRELS | .00 | .00 | .00 | .00 | .00 | .00 |
| GRAIN BELT 288 OZ CASES | .00 | .00 | 616.00 | 308.00 | 308.00 | 100.00 |
| WHITE LABEL 288 OZ CASES | .00 | .00 | .00 | .00 | .00 | .00 |
| HAUENSTEIN 288 OZ CASES | .00 | .00 | .00 | .00 | .00 | .00 |
| CO CLUB NEAR RINGNES 288OZ | .00 | .00 | .00 | .00 | .00 | .00 |
| TOTAL FULL BARRELS | .00 | .00 | .00 | .00 | .00 | .00 |
| TOTAL 288 OZ CASES | .00 | .00 | 616.00 | 308.00 | 308.00 | 100.00 |
| TOTAL BARRELAGE | .00 | .00 | 44.70 | 22.35 | 22.35 | 100.00 |

Data Documents, Inc. 02

REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 03/75

STORZ BRANDS

| MN DISTRBTRS | | MONTHLY CURRENT | MONTHLY LAST YEAR | YEARLY CURRENT | YEARLY LAST YEAR | VARIANCE | % |
|---|---|---|---|---|---|---|---|
| 080 | 4-6 CAN TR | 0 | 0 | 1 | 0 | 1 | 100.00 |
| 081 | 12/12 CAN T ST | 1 | 0 | 1 | 0 | 1 | 100.00 |
| 106 | 4-6 CAN PRE | 0 | 0 | 1 | 0 | 1 | 100.00 |
| 107 | 12/12 CAN PRE | 1 | 0 | 1 | 0 | 1 | 100.00 |
| TOTAL FULL BARRELS | | .00 | .00 | .00 | .00 | .00 | .00 |
| TOTAL 288 OZ CASES | | 1.00 | .00 | 3.00 | .00 | 3.00 | 100.00 |
| TOTAL BARRELAGE | | .07 | .00 | .21 | .00 | .21 | 100.00 |

Data Documents, Inc. 02

REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 03/75

STORZ BRANDS

COLORADO

| | MONTHLY | | YEARLY | | | |
|---|---|---|---|---|---|---|
| | CURRENT | LAST YEAR | CURRENT | LAST YEAR | VARIANCE | % |
| 075 4-6 NR IR | 1,792 | 0 | 2,968 | 2,856 | 112 | 3.92 |
| TOTAL FULL BARRELS | .00 | .00 | .00 | .00 | .00 | .00 |
| TOTAL 288 OZ CASES | 1,792.00 | .00 | 2,968.00 | 2,856.00 | 112.00 | 3.92 |
| TOTAL BARRELAGE | 130.06 | .00 | 215.41 | 207.28 | 8.13 | 3.92 |

Data Documents, Inc. 02

REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 03/75

STORZ BRANDS

ILLINOIS

| | | | MONTHLY | | YEARLY | | | |
|---|---|---|---|---|---|---|---|---|
| | | | CURRENT | LAST YEAR | CURRENT | LAST YEAR | VARIANCE | % |
| 070 | 24/12 RT TR | | 0 | 210 | 378 | 924 | 546- | 59.09- |
| 075 | 4-6 NR TR | | 0 | 0 | 0 | 392 | 392- | 100.00- |
| 076 | 12/32 NR TR | | 0 | 84 | 42 | 84 | 42- | 50.00- |
| 080 | 4-6 CAN TR | | 0 | 154 | 77 | 308 | 231- | 75.00- |
| 081 | 12/12 CAN T ST | | 1,694 | 0 | 6,160 | 616 | 5,544 | 900.00 |
| 106 | 4-6 CAN PRE | | 154 | 0 | 154 | 0 | 154 | 100.00 |
| 107 | 12/12 CAN PRE | | 1,001 | 0 | 1,155 | 0 | 1,155 | 100.00 |
| TOTAL FULL BARRELS | | | .00 | .00 | .00 | .00 | .00 | .00 |
| TOTAL 288 OZ CASES | | | 1,501.50 | 476.00 | 4,322.50 | 2,044.00 | 2,278.50 | 111.47 |
| TOTAL BARRELAGE | | | 108.97 | 34.54 | 313.72 | 148.35 | 165.37 | 111.47 |

Data Documents, Inc. 02

REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 03/75

STORZ BRANDS

IOWA

| | | MONTHLY | | YEARLY | | | |
|---|---|---|---|---|---|---|---|
| | | CURRENT | LAST YEAR | CURRENT | LAST YEAR | VARIANCE | % |
| 014 | 1/2 BBL STORZ | 72 | 324 | 264 | 560 | 296- | 52.85- |
| 015 | 1/4 BBL STORZ | 0 | 5 | 5 | 10 | 5- | 50.00- |
| 070 | 24/12 RT TR | 126 | 336 | 420 | 504 | 84- | 16.66- |
| 075 | 4-6 NR TR | 367 | 560 | 1,109 | 1,064 | 45 | 4.22 |
| 076 | 12/32 NR TR | 189 | 217 | 405 | 259 | 146 | 56.37 |
| 080 | 4-6 CAN TR | 154 | 462 | 539 | 770 | 231- | 30.00- |
| 081 | 12/12 CAN T ST | 6,622 | 10,199 | 22,330 | 20,209 | 2,121 | 10.49 |
| 106 | 4-6 CAN PRE | 231 | 924 | 770 | 1,540 | 770- | 50.00- |
| 107 | 12/12 CAN PRE | 1,233 | 7,084 | 8,471 | 14,476 | 6,005- | 41.48- |
| TOTAL FULL BARRELS | | 36.00 | 163.25 | 133.25 | 282.50 | 149.25- | 52.83- |
| TOTAL 288 OZ CASES | | 5,057.50 | 11,212.83 | 18,778.50 | 21,565.83 | 2,787.33- | 12.92- |
| TOTAL BARRELAGE | | 403.07 | 977.07 | 1,496.19 | 1,847.74 | 351.55- | 19.02- |

Data Documents, Inc. 02

REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 03/75

STORZ BRANDS

MISSOURI

| | MONTHLY | | YEARLY | | | |
|---|---|---|---|---|---|---|
| | CURRENT | LAST YEAR | CURRENT | LAST YEAR | VARIANCE | % |
| 080 4-6 CAN TR | 0 | 3,696 | 0 | 3,696 | 3,696- | 100.00- |
| TOTAL FULL BARRELS | .00 | .00 | .00 | .00 | .00 | .00 |
| TOTAL 288 OZ CASES | .00 | 3,696.00 | .00 | 3,696.00 | 3,696.00- | 100.00- |
| TOTAL BARRELAGE | .00 | 268.25 | .00 | 268.25 | 268.25- | 100.00- |

Data Documents, Inc. 02

REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 03/75

STORZ BRANDS

NEBRASKA

| | | | MONTHLY | | YEARLY | | | |
|---|---|---|---|---|---|---|---|---|
| | | | CURRENT | LAST YEAR | CURRENT | LAST YEAR | VARIANCE | % |
| 014 | 1/2 BBL STORZ | | 141 | 270 | 262 | 716 | 454- | 63.40- |
| 015 | 1/4 BBL STORZ | | 3 | 10 | 6 | 34 | 28- | 82.35- |
| 070 | 24/12 RT TR | | 2,730 | 3,780 | 7,426 | 10,452 | 3,026- | 28.95- |
| 075 | 4-6 NR TR | | 336 | 336 | 784 | 1,607 | 823- | 51.21- |
| 076 | 12/32 NR TR | | 588 | 252 | 1,470 | 1,837 | 367- | 19.97- |
| 080 | 4-6 CAN TR | | 539 | 862 | 2,079 | 2,829 | 750- | 26.51- |
| 081 | 12/12 CAN T ST | | 19,404 | 21,668 | 54,054 | 69,791 | 15,737- | 22.54- |
| 106 | 4-6 CAN PRE | | 507 | 1,001 | 2,047 | 3,251 | 1,204- | 37.03- |
| 107 | 12/12 CAN PRE | | 924 | 1,078 | 3,080 | 4,620 | 1,540- | 33.33- |
| TOTAL FULL BARRELS | | | 71.25 | 137.50 | 132.50 | 366.50 | 234.00- | 63.84- |
| TOTAL 288 OZ CASES | | | 15,060.00 | 17,688.00 | 42,863.00 | 57,793.83 | 14,930.83- | 25.83- |
| TOTAL BARRELAGE | | | 1,164.30 | 1,421.29 | 3,243.49 | 4,561.17 | 1,317.68- | 28.88- |

Data Documents, Inc. 02

REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 03/75

STORZ BRANDS

SOUTH DAKOTA

| | | MONTHLY | | YEARLY | | | |
|---|---|---|---|---|---|---|---|
| | | CURRENT | LAST YEAR | CURRENT | LAST YEAR | VARIANCE | % |
| 014 | 1/2 BBL STORZ | 0 | 60 | 0 | 108 | 108- | 100.00- |
| 070 | 24/12 RT TR | 0 | 210 | 42 | 504 | 462- | 91.66- |
| 076 | 12/32 NR TR | 126 | 168 | 252 | 441 | 189- | 42.85- |
| 081 | 12/12 CAN T ST | 0 | 0 | 154 | 0 | 154 | 100.00 |
| 106 | 4-6 CAN PRE | 462 | 1,122 | 1,463 | 2,508 | 1,045- | 41.66- |
| 107 | 12/12 CAN PRE | 1,540 | 3,080 | 4,774 | 6,930 | 2,156- | 31.11- |
| 118 | 4-6 CAN PRE 32 | 1,078 | 877 | 2,541 | 2,725 | 184- | 6.75- |
| 119 | 12/12 CN PR 32 | 1,254 | 3,894 | 3,232 | 7,084 | 3,852- | 54.37- |
| TOTAL FULL BARRELS | | .00 | 30.00 | .00 | 54.00 | 54.00- | 100.00- |
| TOTAL 288 OZ CASES | | 3,105.00 | 5,920.00 | 8,462.00 | 13,332.00 | 4,870.00- | 36.52- |
| TOTAL BARRELAGE | | 225.36 | 459.67 | 614.17 | 1,021.63 | 407.46- | 39.88- |

Data Documents, Inc. 02

REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 03/75

GRAIN BELT BRANDS

GRAND TOTAL

| | | MONTHLY | | YEARLY | | | |
|---|---|---|---|---|---|---|---|
| | | CURRENT | LAST YEAR | CURRENT | LAST YEAR | VARIANCE | % |
| 001 | 1/1 BBL GB ST | 270 | 256 | 707 | 713 | 6- | .84- |
| 002 | 1/2 BBL GB ST | 8,741 | 10,343 | 23,348 | 29,263 | 5,915- | 20.21- |
| 003 | 1/4 BBL GB ST | 3,716 | 4,337 | 9,450 | 11,675 | 2,225- | 19.05- |
| 005 | 1/1 BBL GB 3.2 | 2,122 | 2,551 | 5,999 | 7,379 | 1,380- | 18.70- |
| 006 | 1/2 BBL GB 3.2 | 6,773 | 8,501 | 19,820 | 25,213 | 5,393- | 21.38- |
| 007 | 1/4 BBL GB 3.2 | 292 | 371 | 880 | 1,203 | 323- | 26.84- |
| 009 | 1/1 BBL WB | 2 | 2 | 5 | 6 | 1- | 16.66- |
| 010 | 1/2 BBL WB | 44 | 65 | 132 | 207 | 75- | 36.23- |
| 011 | 1/4 BBL WB | 105 | 179 | 272 | 482 | 210- | 43.56- |
| 027 | 24/12 RT A GB | 97,576 | 119,029 | 276,657 | 341,658 | 65,001- | 19.02- |
| 028 | 35/7 RT A GB | 4,463 | 6,566 | 13,764 | 21,486 | 7,722- | 35.93- |
| 034 | 24 PK NR GB | 7,300 | 12,073 | 21,170 | 36,407 | 15,237- | 41.85- |
| 035 | 4-6 NR GB | 22,932 | 23,599 | 57,104 | 72,706 | 15,602- | 21.45- |
| 036 | 4-6 BK NR GB | 1,641 | 2,491 | 10,186 | 12,044 | 1,858- | 15.42- |
| 037 | 12/32 NR GB | 1,936 | 3,236 | 4,932 | 7,499 | 2,567- | 34.23- |
| 040 | 24 PK CAN GB | 0 | 0 | 1,386 | 7,489 | 6,103- | 81.49- |
| 041 | 4-6 CAN GB | 21,014 | 29,514 | 61,238 | 93,667 | 32,429- | 34.62- |
| 042 | 12/12 CAN GB | 160,727 | 213,753 | 337,421 | 561,436 | 224,015- | 39.90- |
| 043 | 24/16 CAN GB | 4,362 | 7,290 | 13,236 | 21,523 | 8,287- | 38.50- |
| 029 | 24/12 PREM RET | 29,153 | 43,713 | 91,336 | 125,297 | 33,961- | 27.10- |
| 030 | 36/8 PREM RET | 10,083 | 13,510 | 28,561 | 39,130 | 10,569- | 27.00- |
| 033 | 24/12 PREM N R | 1,626 | 1,601 | 4,575 | 5,667 | 1,092- | 19.26- |
| 038 | 4-6 PREM CAN | 4,854 | 7,596 | 15,265 | 24,381 | 9,116- | 37.38- |
| 039 | 12/12 PREM CAN | 26,957 | 23,032 | 61,759 | 59,676 | 2,083 | 3.49 |
| 047 | 24/12 RA GB 32 | 38,834 | 56,152 | 108,405 | 157,347 | 48,942- | 31.10- |
| 048 | 35/7 RA GB 32 | 1,257 | 1,966 | 3,882 | 6,498 | 2,616- | 40.25- |
| 050 | 36/8 RT GB 32 | 940 | 2,007 | 3,347 | 5,468 | 2,121- | 38.78- |
| 055 | 4-6 NR GB 32 | 10,372 | 17,928 | 30,588 | 49,253 | 18,665- | 37.89- |
| 056 | 4-6 BKNR GB 32 | 234 | 164 | 3,156 | 3,864 | 708- | 18.32- |
| 057 | 12/32 NR GB 32 | 2,090 | 1,924 | 4,662 | 5,050 | 388- | 7.68- |
| 061 | 4-6 CAN GB 32 | 20,405 | 26,122 | 55,133 | 79,591 | 24,458- | 30.72- |
| 062 | 12/12 C GB 32 | 43,083 | 50,191 | 72,967 | 87,949 | 14,982- | 17.03- |
| 063 | 24/16 C GB 32 | 2,468 | 4,887 | 12,158 | 15,374 | 3,216- | 20.91- |
| 066 | 4-6 CAN GBX | 0 | 447 | 0 | 1,500 | 1,500- | 100.00- |
| 026 | 36/8 COCLUB 32 | 0 | 320 | 0 | 640 | 640- | 100.00- |
| 064 | 36/8 COCLUB CN | 960 | 1,626 | 2,666 | 3,869 | 1,203- | 31.09- |
| 065 | 4-6 COCLUB CAN | 1,911 | 2,316 | 5,278 | 5,694 | 416- | 7.30- |
| 068 | 24/16 COCLUB C | 1,540 | 2,326 | 3,570 | 5,336 | 1,766- | 33.09- |
| 069 | 4-6 GOETZ NEAR | 448 | 91 | 1,267 | 364 | 903 | 248.07 |
| 019 | 24/11 RINGNES | 373 | 0 | 1,036 | 0 | 1,036 | 100.00 |
| 147 | 24/12 RT WL | 10,538 | 15,498 | 35,545 | 50,666 | 15,121- | 29.84- |
| 148 | 4-6 CAN WL | 1,306 | 7,766 | 3,400 | 14,069 | 10,669- | 75.83- |
| 159 | 12/12 CAN WL | 2,892 | 0 | 14,864 | 0 | 14,864 | 100.00 |
| 149 | 24/16 CAN WL | 0 | 710 | 0 | 1,445 | 1,445- | 100.00- |
| 152 | 24/12 R WL 32 | 1,708 | 1,806 | 4,375 | 9,115 | 4,740- | 52.00- |
| 153 | 4-6 CAN WL 32 | 1,634 | 1,555 | 3,259 | 5,697 | 2,438- | 42.79- |
| 164 | 12/12 CAN WL32 | 924 | 0 | 3,796 | 0 | 3,796 | 100.00 |
| 154 | 24/16 C WL 32 | 0 | 784 | 0 | 1,979 | 1,979- | 100.00- |
| 167 | 24/12 RT HN | 95,900 | 81,480 | 249,705 | 281,075 | 31,370- | 11.16- |
| 169 | 4-6 CAN HN | 7,735 | 4,815 | 17,522 | 15,281 | 2,241 | 14.66 |

Data Documents, Inc. 02

| | | | | | | | |
|---|---|---|---|---|---|---|---|
| 170 | 12/12 CAN HN | 10,875 | 8,734 | 35,973 | 34,121 | 1,852 | 5.42 |
| 173 | 24/12 RT HN 32 | 5,880 | 6,006 | 16,674 | 22,531 | 5,857- | 25.99- |
| 175 | 4-6 CAN HN 32 | 2,597 | 2,667 | 7,553 | 8,021 | 468- | 5.83- |
| 176 | 12/12 C HN 32 | 3,234 | 3,128 | 9,235 | 10,111 | 876- | 8.66- |
| | GRAIN BELT FULL BARRELS | 11,201.25 | 13,485.25 | 31,011.50 | 38,779.50 | 7,768.00- | 20.03- |
| | GRAIN BELT 288 OZ CASES | 401,688.09 | 529,808.04 | 1,065,842.33 | 1,499,733.05 | 433,890.72- | 28.93- |
| | WHITE LABEL 288 OZ CASES | 17,094.00 | 28,616.99 | 55,909.00 | 84,112.32 | 28,203.32- | 33.53- |
| | HAUENSTEIN 288 OZ CASES | 119,166.50 | 100,899.00 | 314,058.00 | 349,024.00 | 34,966.00- | 10.01- |
| | CO CLUB NEAR RINGNES 2880Z | 5,714.25 | 7,454.33 | 14,920.66 | 17,681.65 | 2,760.99- | 15.61- |
| | TOTAL FULL BARRELS | 11,201.25 | 13,485.25 | 31,011.50 | 38,779.50 | 7,768.00- | 20.03- |
| | TOTAL 288 OZ CASES | 543,662.84 | 666,778.36 | 1,450,729.99 | 1,950,551.02 | 499,821.03- | 25.62- |
| | TOTAL BARRELAGE | 50,660.29 | 61,880.02 | 136,305.48 | 180,350.49 | 44,045.01- | 24.42- |

Data Documents, Inc. 02

REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 03/75

STORZ BRANDS

GRAND TOTAL

| | | MONTHLY | | YEARLY | | | |
|---|---|---|---|---|---|---|---|
| | | CURRENT | LAST YEAR | CURRENT | LAST YEAR | VARIANCE | % |
| 014 | 1/2 BBL STORZ | 213 | 654 | 526 | 1,384 | 858- | 61.99- |
| 015 | 1/4 BBL STORZ | 3 | 15 | 11 | 44 | 33- | 75.00- |
| 070 | 24/12 RT TR | 2,856 | 4,536 | 8,266 | 12,384 | 4,118- | 33.25- |
| 075 | 4-6 NR TR | 2,495 | 896 | 4,861 | 5,919 | 1,058- | 17.87- |
| 076 | 12/32 NR TR | 903 | 721 | 2,169 | 2,621 | 452- | 17.24- |
| 080 | 4-6 CAN TR | 693 | 5,174 | 2,696 | 7,603 | 4,907- | 64.54- |
| 081 | 12/12 CAN T ST | 27,721 | 31,867 | 82,699 | 90,616 | 7,917- | 8.73- |
| 106 | 4-6 CAN PRE | 1,354 | 3,047 | 4,435 | 7,299 | 2,864- | 39.23- |
| 107 | 12/12 CAN PRE | 4,699 | 11,242 | 17,481 | 26,026 | 8,545- | 32.83- |
| 118 | 4-6 CAN PRE 32 | 1,078 | 877 | 2,541 | 2,725 | 184- | 6.75- |
| 119 | 12/12 CN PR 32 | 1,254 | 3,894 | 3,232 | 7,084 | 3,852- | 54.37- |
| TOTAL FULL BARRELS | | 107.25 | 330.75 | 265.75 | 703.00 | 437.25- | 62.19- |
| TOTAL 288 OZ CASES | | 26,517.00 | 38,992.83 | 77,396.99 | 101,287.66 | 23,890.67- | 23.58- |
| TOTAL BARRELAGE | | 2,031.85 | 3,160.84 | 5,883.22 | 8,054.45 | 2,171.23- | 26.95- |

Data Documents, Inc. 02

FEBRUARY

SUMMARY OF COSTS BY CLASSIFICATION

| | FEBRUARY 75 AMOUNT | YTD 75 AMOUNT | FEBRUARY 74 AMOUNT | YTD 74 AMOUNT | VARIANCE |
|---|---|---|---|---|---|
| **WAGES AND SALARIES** | | | | | |
| | 287,109.07 | | 304,480.80 | | 17,371.73- |
| PRODUCTION | | 616,151.56 | | 666,329.46 | 50,177.90- |
| | 28,574.73 | | 27,766.90 | | 807.83 |
| ADVERTISING & SELLING | | 59,200.14 | | 57,078.45 | 2,121.69 |
| | 22,893.01 | | 22,778.36 | | 114.65 |
| ADMINSTRATIVE | | 46,233.89 | | 45,160.59 | 1,073.30 |
| | 338,576.81 | | 355,026.06 | | 16,449.25- |
| TOTAL WAGES | | 721,585.59 | | 768,568.50 | 46,982.91- |
| **SUPPLIES** | | | | | |
| | 394,570.03 | | 356,342.58 | | 38,227.45 |
| PRODUCTION | | 895,209.71 | | 763,418.54 | 131,791.17 |
| | 3,898.81 | | 2,856.08 | | 1,042.73 |
| SELLING DELIVERY ADMINSTRATIVE | | 9,637.78 | | 6,234.75 | 3,403.03 |
| | 398,468.84 | | 359,198.66 | | 39,270.18 |
| TOTAL SUPPLIES | | 904,847.49 | | 769,653.29 | 135,194.20 |
| **MAINTENANCE** | | | | | |
| | 9,997.58 | | 11,364.18 | | 1,366.60- |
| PRODUCTION LABOR | | 20,402.72 | | 19,068.37 | 1,334.35 |
| | 20,675.31 | | 33,005.11 | | 12,329.80- |
| CONTRACTOR MAINTENANCE | | 38,160.75 | | 66,975.90 | 28,815.15- |
| | 29,154.76 | | 23,760.60 | | 5,394.16 |
| PRODUCTION MATERIAL | | 54,743.31 | | 52,515.45 | 2,227.86 |
| | 1,416.48 | | 2,440.14 | | 1,023.66- |
| SELLING DELIVERY ADMINSTRATIVE | | 3,484.16 | | 3,615.92 | 131.76- |
| | 61,244.13 | | 70,570.03 | | 9,325.90- |
| TOTAL MAINTENANCE | | 116,790.94 | | 142,175.64 | 25,384.70- |
| **GENERAL** | | | | | |
| | 29,282.88 | | 43,737.24 | | 14,454.36- |
| PRODUCTION | | 58,764.17 | | 84,803.33 | 26,039.16- |

SUMMARY OF COSTS BY CLASSIFICATION

| | FEBRUARY 75 | YTD 75 | FEBRUARY 74 | YTD 74 | VARIANCE |
|---|---|---|---|---|---|
| SELLING DELIVERY ADMINSTRATIVE | 23,541.82 | 47,494.43 | 27,430.74 | 54,596.52 | 3,888.92-<br>7,102.09- |
| TOTAL GENERAL | 52,824.70 | 106,258.60 | 71,167.98 | 139,399.85 | 18,343.28-<br>33,141.25- |
| ADVERTISING | | | | | |
| MEDIA | 84,270.60 | 121,542.87 | 34,332.95 | 72,822.12 | 49,937.65<br>48,720.75 |
| PRODUCTION | 13,679.64 | 46,720.10 | 156.67 | 7,482.96 | 13,522.97<br>39,237.14 |
| SALES PROMOTION | 52,161.47 | 111,361.27 | 17,974.66 | 167,299.51 | 34,186.81<br>55,938.24- |
| SIGN COST & MAINTENANCE | 16,943.83 | 22,470.93 | 11,526.44 | 23,674.87 | 5,417.39<br>1,203.94- |
| TOTAL ADVERTISING | 167,055.54 | 302,095.17 | 63,990.72 | 271,279.46 | 103,064.82<br>30,815.71 |
| FIXED | | | | | |
| PROPERTY TAXES & LICENSES | 11,278.02 | 23,729.31 | 13,776.93 | 26,949.02 | 2,498.91-<br>3,219.71- |
| PAYROLL TAXES | 28,570.00 | 56,630.00 | 29,210.00 | 57,170.00 | 640.00-<br>540.00- |
| INSURANCE GENERAL | 5,621.49 | 11,300.98 | 6,742.66 | 13,047.98 | 1,121.17-<br>1,747.00- |
| INSURANCE - EMPLOYEES GROUP | 45,483.24 | 91,809.79 | 48,307.18 | 97,662.41 | 2,823.94-<br>5,852.62- |
| SALARIED PENSION TRUST | 8,700.00 | 17,400.00 | 7,500.00 | 15,000.00 | 1,200.00<br>2,400.00 |
| RETIREES PENSION | 4,187.77 | 9,467.15 | 4,343.27 | 8,686.54 | 155.50-<br>780.61 |
| RENTALS | 1,120.46 | 1,959.64 | 124.43 | 2,379.87 | 996.03<br>420.23- |
| DEPRECIATION - PLANT & EQUIPMENT | 40,700.99 | 81,359.84 | 43,140.12 | 85,567.26 | 2,439.13-<br>4,207.42- |

SUMMARY OF COSTS BY CLASSIFICATION

| | FEBRUARY 75 | YTD 75 | FEBRUARY 74 | YTD 74 | VARIANCE |
|---|---|---|---|---|---|
| | 27,112.44 | | 30,528.10 | | 3,415.66- |
| DEPRECIATION - RETURNABLE CONT. | | 54,046.90 | | 60,431.69 | 6,384.79- |
| | 172,774.41 | | 183,672.69 | | 10,898.28- |
| TOTAL FIXED | | 347,703.61 | | 366,894.77 | 19,191.16- |

GRAIN BELT BREWERIES, INC. SUMMARY OF COSTS BY CLASSIFICATION

| | | | | | |
|---|---|---|---|---|---|
| | 1,190,944.43 | | 1,103,626.14 | | 87,318.29 |
| TOTAL COSTS | | 2,499,281.40 | | 2,457,971.51 | 41,309.89 |

Data Documents, Inc. 02

| | FEBRUARY 75 | | YTD 75 | | FEBRUARY 74 | | YTD 74 | | VARIANCE |
|---|---|---|---|---|---|---|---|---|---|
| BARRELS BREWED | 43,296 | | 99,464 | | 63,098 | | 132,422 | | 19,802-<br>32,958- |
| WAGES AND SALARIES | AMOUNT | PER BBL | AMOUNT | PER BBL | AMOUNT | PER BBL | AMOUNT | PER BBL | |
| BREWHOUSE | 10,282.17 | .2375 | 22,499.41 | .2262 | 13,144.86 | .2083 | 26,377.87 | .1992 | 2,862.69-<br>3,878.46- |
| FERMENTING | 4,512.29 | .1042 | 9,543.31 | .0959 | 3,986.32 | .0632 | 8,387.04 | .0633 | 525.97<br>1,156.27 |
| CELLARS | 19,327.31 | .4464 | 43,230.52 | .4346 | 19,634.11 | .3112 | 42,283.79 | .3193 | 306.80-<br>946.73 |
| LAB AND CLERICAL | 4,292.94 | .0992 | 8,604.85 | .0865 | 3,937.38 | .0624 | 7,375.46 | .0557 | 355.56<br>1,229.39 |
| SUPERVISION | 8,191.66 | .1892 | 16,383.32 | .1647 | 7,791.66 | .1235 | 15,583.32 | .1177 | 400.00<br>800.00 |
| VACATION | 4,200.00 | .0970 | 8,400.00 | .0845 | 4,560.00 | .0723 | 9,120.00 | .0689 | 360.00-<br>720.00- |
| HOLIDAY | 1,620.00 | .0374 | 3,240.00 | .0326 | 1,800.00 | .0285 | 3,600.00 | .0272 | 180.00-<br>360.00- |
| PENSION | 2,857.00 | .0660 | 5,787.75 | .0582 | 2,780.75 | .0441 | 5,553.25 | .0419 | 76.25<br>234.50 |
| UNCLASSIFIED | 2,014.56 | .0465 | 4,063.94 | .0409 | 2,143.77 | .0340 | 4,336.02 | .0327 | 129.21-<br>272.08- |
| TOTAL WAGES | 57,297.93 | 1.3234 | 121,753.10 | 1.2241 | 59,778.85 | .9474 | 122,616.75 | .9260 | 2,480.92-<br>863.65- |
| MATERIALS AND SUPPLIES | | | | | | | | | |
| MALT | 169,676.86 | 3.9190 | 385,136.00 | 3.8721 | 156,289.10 | 2.4769 | 324,546.75 | 2.4509 | 13,387.76<br>60,589.25 |
| HOPS DOMESTIC | 6,770.05 | .1564 | 15,886.10 | .1597 | 9,658.80 | .1531 | 20,673.90 | .1561 | 2,888.75-<br>4,787.80- |
| HOPS IMPORTED | 6,349.50 | .1467 | 14,506.50 | .1458 | 12,719.00 | .2016 | 27,315.75 | .2063 | 6,369.50-<br>12,809.25- |
| HOPS CASCADE | 388.56 | .0090 | 388.56 | .0039 | .00 | .0000 | .00 | .0000 | 388.56<br>388.56 |
| NU-BRU | 74,045.01 | 1.7102 | 171,839.92 | 1.7277 | 69,481.96 | 1.1012 | 146,991.91 | 1.1100 | 4,563.05<br>24,848.01 |

| | FEBRUARY 75 | | YTD 75 | | FEBRUARY 74 | | YTD 74 | | VARIANCE |
|---|---|---|---|---|---|---|---|---|---|
| GLUCOSE | 10,964.80 | .2533 | 25,414.40 | .2555 | 6,704.00 | .1062 | 16,888.00 | .1275 | 4,260.80<br>8,526.40 |
| TREATING | 15,350.89 | .3546 | 32,471.69 | .3265 | 19,774.55 | .3134 | 45,326.08 | .3423 | 4,423.66-<br>12,854.39- |
| FILTERING | 705.95 | .0163 | 1,654.65 | .0166 | 886.43 | .0140 | 2,202.85 | .0166 | 180.48-<br>548.20- |
| SUNDRY MATERIAL | 2,262.52 | .0523 | 7,047.47 | .0709 | 2,482.52 | .0393 | 7,466.36 | .0564 | 220.00-<br>418.89- |
| BY PRODUCT SALES | 11,718.93- | .2707- | 28,670.24- | .2882- | 26,799.13- | .4247- | 51,334.53- | .3877- | 15,080.20<br>22,664.29 |
| GRAIN DRYING | 6,055.61 | .1399 | 12,214.31 | .1228 | 5,096.53 | .0808 | 12,397.32 | .0936 | 959.08<br>183.01- |
| LAB SUPPLIES | 112.76 | .0026 | 293.62 | .0030 | 228.27 | .0036 | 509.63 | .0038 | 115.51-<br>216.01- |
| UNCLASSIFIED | 10,199.11 | .2356 | 23,996.83 | .2413 | 6,794.95 | .1077 | 15,986.73 | .1207 | 3,404.16<br>8,010.10 |
| TOTAL MATERIALS | 291,162.69 | 6.7249 | 662,179.81 | 6.6575 | 263,316.98 | 4.1731 | 568,970.75 | 4.2966 | 27,845.71<br>93,209.06 |
| MAINTENANCE | | | | | | | | | |
| BUILDING MATERIAL | 92.14 | .0021 | 117.14 | .0012 | 96.14 | .0015 | 159.89 | .0012 | 4.00-<br>42.75- |
| MACHINERY MATERIAL | 1,597.27 | .0369 | 4,219.17 | .0424 | 3,486.08 | .0552 | 7,531.94 | .0569 | 1,888.81-<br>3,312.77- |
| TANKS MATERIAL | .00 | .0000 | .00 | .0000 | 96.00 | .0015 | 280.00 | .0021 | 96.00-<br>280.00- |
| TANKS LABOR | .00 | .0000 | .00 | .0000 | 1,159.12 | .0184 | 4,153.48 | .0314 | 1,159.12-<br>4,153.48- |
| CONTRACTORS | 2,637.42 | .0609 | 6,229.87 | .0626 | 8,132.86 | .1289 | 19,749.38 | .1491 | 5,495.44-<br>13,519.51- |
| TOTAL MAINTENANCE | 4,326.83 | .0999 | 10,566.18 | .1062 | 12,970.20 | .2056 | 31,874.69 | .2407 | 8,643.37-<br>21,308.51- |
| GENERAL | | | | | | | | | |
| BEER CONSUMED | 378.00 | .0087 | 714.25 | .0072 | 284.15 | .0045 | 617.85 | .0047 | 93.85<br>96.40 |

Data Documents, Inc. 02

| | FEBRUARY 75 | | YTD 75 | | FEBRUARY 74 | | YTD 74 | | VARIANCE |
|---|---|---|---|---|---|---|---|---|---|
| UTILITIES DIRECT CHGE. | 7,984.23 | .1844 | 16,284.23 | .1637 | 9,802.53 | .1554 | 18,802.53 | .1420 | 1,818.30-<br>2,518.30- |
| POWER PLANT ALLOCATION | 73,143.14 | 1.6894 | 152,594.24 | 1.5342 | 67,194.87 | 1.0649 | 129,998.72 | .9817 | 5,948.27<br>22,595.52 |
| GENERAL PLANT ALLOC. | 22,513.33 | .5200 | 46,866.81 | .4712 | 22,310.11 | .3536 | 44,263.93 | .3343 | 203.22<br>2,602.88 |
| UNCLASSIFIED | 1,745.45 | .0403 | 1,928.72 | .0194 | 600.99 | .0095 | 3,453.34 | .0261 | 1,144.46<br>1,524.62- |
| TOTAL GENERAL | 105,764.15 | 2.4428 | 218,388.25 | 2.1957 | 100,192.65 | 1.5879 | 197,136.37 | 1.4887 | 5,571.50<br>21,251.88 |
| FIXED | | | | | | | | | |
| TAXES & LICENSES | 4,000.00 | .0924 | 7,050.00 | .0709 | 4,905.00 | .0777 | 8,805.00 | .0665 | 905.00-<br>1,755.00- |
| TAXES PAYROLL | 4,700.00 | .1086 | 9,400.00 | .0945 | 4,800.00 | .0761 | 9,500.00 | .0717 | 100.00-<br>100.00- |
| INSURANCE GENERAL | 1,469.33 | .0339 | 2,938.66 | .0295 | 1,855.19 | .0294 | 3,710.38 | .0280 | 385.86-<br>771.72- |
| INSURANCE EMPLOYEES | 7,928.76 | .1831 | 15,857.52 | .1594 | 8,039.00 | .1274 | 16,278.00 | .1229 | 110.24-<br>420.48- |
| PENSION TRUST | 1,365.00 | .0315 | 2,730.00 | .0274 | 1,030.00 | .0163 | 2,060.00 | .0156 | 335.00<br>670.00 |
| RETIREES PENSION | 501.67 | .0116 | 1,003.34 | .0101 | 501.67 | .0080 | 1,003.34 | .0076 | .00<br>.00 |
| DEPRECIATION BUILDINGS | 3,727.80 | .0861 | 7,455.60 | .0750 | 3,802.83 | .0603 | 7,605.66 | .0574 | 75.03-<br>150.06- |
| DEPRECIATION MACHINERY | 10,061.29 | .2324 | 20,101.66 | .2021 | 10,593.13 | .1679 | 21,186.26 | .1600 | 531.84-<br>1,084.60- |
| DEPRECIATION TANKS | 2,369.95 | .0547 | 4,739.90 | .0477 | 2,710.08 | .0430 | 5,420.16 | .0409 | 340.13-<br>680.26- |
| TOTAL FIXED | 36,123.80 | .8343 | 71,276.68 | .7166 | 38,236.90 | .6060 | 75,568.80 | .5707 | 2,113.10-<br>4,292.12- |
| COST OF BREWING | | | | | | | | | |
| TOTAL COST | 494,675.40 | 11.4254 | 1,084,164.02 | 10.9001 | 474,495.58 | 7.5200 | 996,167.36 | 7.5227 | 20,179.82<br>87,996.66 |

Data Documents Inc. 02

| | FEBRUARY 75 | YTD 75 | FEBRUARY 74 | YTD 74 | VARIANCE |
|---|---|---|---|---|---|

Data Documents, Inc. 02

| | FEBRUARY 75 | | YTD 75 | | FEBRUARY 74 | | YTD 74 | | VARIANCE |
|---|---|---|---|---|---|---|---|---|---|
| BARRELS RACKED | 9,086 | | 19,999 | | 12,383 | | 25,780 | | 3,297-<br>5,781- |
| WAGES AND SALARIES | AMOUNT | PER BBL | AMOUNT | PER BBL | AMOUNT | PER BBL | AMOUNT | PER BBL | |
| KEG FILLING | 1,772.48 | .1951 | 3,825.40 | .1913 | 1,695.56 | .1369 | 3,654.13 | .1417 | 76.92<br>171.27 |
| RACKING FLOORMEN | 3,532.88 | .3888 | 7,550.99 | .3776 | 3,562.27 | .2877 | 7,449.76 | .2890 | 29.39-<br>101.23 |
| KEG WASHING | 3,354.48 | .3692 | 7,281.14 | .3641 | 3,818.26 | .3083 | 7,565.96 | .2935 | 463.78-<br>284.82- |
| WASHHOUSE FLOORMEN | 1,772.48 | .1951 | 4,204.70 | .2102 | 1,695.56 | .1369 | 3,370.89 | .1308 | 76.92<br>833.81 |
| LOAD & UNLOAD | 2,123.44 | .2337 | 4,668.14 | .2334 | 2,421.21 | .1955 | 4,961.08 | .1924 | 297.77-<br>292.94- |
| SUPERVISION | 606.49 | .0667 | 1,223.36 | .0612 | 550.00 | .0444 | 1,117.85 | .0434 | 56.49<br>105.51 |
| HOLIDAY | 600.00 | .0660 | 1,200.00 | .0600 | 600.00 | .0485 | 1,200.00 | .0465 | .00<br>.00 |
| VACATION | 1,500.00 | .1651 | 3,000.00 | .1500 | 1,500.00 | .1211 | 3,000.00 | .1164 | .00<br>.00 |
| PENSION | 798.00 | .0878 | 1,570.00 | .0785 | 841.25 | .0679 | 1,709.00 | .0663 | 43.25-<br>139.00- |
| TOTAL WAGES | 16,060.25 | 1.7676 | 34,523.73 | 1.7263 | 16,684.11 | 1.3473 | 34,028.67 | 1.3200 | 623.86-<br>495.06 |
| MATERIALS AND SUPPLIES | | | | | | | | | |
| BUNGS | 646.69 | .0712 | 1,524.28 | .0762 | 1,069.29 | .0864 | 2,071.65 | .0804 | 422.60-<br>547.37- |
| UNCLASSIFIED | 1,241.33 | .1366 | 4,783.31 | .2392 | 2,691.53 | .2174 | 4,389.27 | .1703 | 1,450.20-<br>394.04 |
| TOTAL MATERIALS | 1,888.02 | .2078 | 6,307.59 | .3154 | 3,760.82 | .3037 | 6,460.92 | .2506 | 1,872.80-<br>153.33- |
| MAINTENANCE | | | | | | | | | |
| BUILDING MATL. | .00 | .0000 | 8.32 | .0004 | .00 | .0000 | 1,780.00 | .0690 | .00<br>1,771.68- |

Data Documents, Inc. 02

| | FEBRUARY 75 | | YTD 75 | | FEBRUARY 74 | | YTD 74 | | VARIANCE |
|---|---|---|---|---|---|---|---|---|---|
| MACHINERY MATL. | 3,143.14 | .3459 | 5,203.65 | .2602 | 480.14 | .0388 | 1,465.10 | .0568 | 2,663.00<br>3,738.55 |
| MACHINERY LABOR | 2,234.60 | .2459 | 7,048.66 | .3525 | .00 | .0000 | .00 | .0000 | 2,234.60<br>7,048.66 |
| KEGS MATERIAL | 1,184.00 | .1303 | 1,184.00 | .0592 | 1,639.75 | .1324 | 1,639.75 | .0636 | 455.75-<br>455.75- |
| CONTRACTORS | 1,564.77 | .1722 | 1,758.07 | .0879 | 1,171.72 | .0946 | 1,619.20 | .0628 | 393.05<br>138.87 |
| TOTAL MAINTENANCE | 8,126.51 | .8944 | 15,202.70 | .7602 | 3,291.61 | .2658 | 6,504.05 | .2523 | 4,834.90<br>8,698.65 |
| GENERAL | | | | | | | | | |
| UTILITIES DIRECT CHGE. | 662.35 | .0729 | 1,262.35 | .0631 | 570.25 | .0461 | 1,120.25 | .0435 | 92.10<br>142.10 |
| POWER PLANT ALLOCATION | 9,680.71 | 1.0655 | 20,196.30 | 1.0099 | 8,893.44 | .7182 | 17,205.71 | .6674 | 787.27<br>2,990.59 |
| MAINTENANCE ETC. | 6,754.00 | .7433 | 14,060.04 | .7030 | 6,693.03 | .5405 | 13,279.18 | .5151 | 60.97<br>780.86 |
| TOTAL GENERAL | 17,097.06 | 1.8817 | 35,518.69 | 1.7760 | 16,156.72 | 1.3048 | 31,605.14 | 1.2260 | 940.34<br>3,913.55 |
| FIXED | | | | | | | | | |
| TAXES & LICENSES | 900.00 | .0991 | 1,800.00 | .0900 | 900.00 | .0727 | 1,800.00 | .0698 | .00<br>.00 |
| TAXES PAYROLL | 1,460.00 | .1607 | 2,870.00 | .1435 | 1,460.00 | .1179 | 2,870.00 | .1113 | .00<br>.00 |
| INSURANCE GENERAL | 380.00 | .0418 | 760.00 | .0380 | 464.13 | .0375 | 928.26 | .0360 | 84.13-<br>168.26- |
| INSURANCE EMPLOYEES | 1,940.70 | .2136 | 3,881.40 | .1941 | 2,110.00 | .1704 | 4,290.00 | .1664 | 169.30-<br>408.60- |
| RETIREES PENSION | 431.40 | .0475 | 862.80 | .0431 | 431.40 | .0348 | 862.80 | .0335 | .00<br>.00 |
| DEPRECIATION BUILDINGS | 729.24 | .0803 | 1,458.47 | .0729 | 729.23 | .0589 | 1,458.46 | .0566 | .01<br>.01 |
| DEPRECIATION MACHINERY | 1,235.77 | .1360 | 2,471.54 | .1236 | 1,173.07 | .0947 | 2,346.14 | .0910 | 62.70<br>125.40 |

Data Documents, Inc. 02

| | FEBRUARY 75 | | YTD 75 | | FEBRUARY 74 | | YTD 74 | | VARIANCE |
|---|---|---|---|---|---|---|---|---|---|
| DEPRECIATION KEGS | 8,809.77 | .9696 | 17,441.56 | .8721 | 9,234.56 | .7457 | 18,344.62 | .7116 | 424.79-<br>903.06- |
| TOTAL FIXED | 15,886.88 | 1.7485 | 31,545.77 | 1.5774 | 16,502.39 | 1.3327 | 32,900.28 | 1.2762 | 615.51-<br>1,354.51- |
| COST OF RACKING | | | | | | | | | |
| TOTAL TOTAL | 59,058.72 | 6.5000 | 123,098.48 | 6.1552 | 56,395.65 | 4.5543 | 111,499.06 | 4.3250 | 2,663.07<br>11,599.42 |
| BEER FROM CELLARS | 101,766.00 | 11.2003 | 213,078.60 | 10.6545 | 91,634.20 | 7.4000 | 190,768.30 | 7.3999 | 10,131.80<br>22,310.30 |
| TOTAL KEG BEER COST | 160,824.72 | 17.7003 | 336,177.08 | 16.8097 | 148,029.85 | 11.9543 | 302,267.36 | 11.7249 | 12,794.87<br>33,909.72 |

Data Documents, Inc. 02

| | FEBRUARY 75 | | YTD 75 | | FEBRUARY 74 | | YTD 74 | | VARIANCE |
|---|---|---|---|---|---|---|---|---|---|
| BARRELS BOTTLED | 31,993 | | 74,178 | | 44,679 | | 108,097 | | 12,686-<br>33,919- |
| CASES BOTTLED | 428,990 | | 988,632 | | 594,501 | | 1,435,069 | | 165,511-<br>446,437- |
| WAGES AND SALARIES | AMOUNT | PER CASE | AMOUNT | PER CASE | AMOUNT | PER CASE | AMOUNT | PER CASE | |
| BOTTLEHOUSE LINES ETC. | 46,722.31 | .1089 | 109,869.74 | .1111 | 58,802.74 | .0989 | 153,073.57 | .1066 | 12,080.43-<br>43,203.83- |
| GOV. CELLAR | 2,707.33 | .0063 | 6,102.94 | .0061 | 2,185.87 | .0036 | 5,083.37 | .0035 | 521.46<br>1,019.57 |
| ASSEMBLING CASES MISC. | 3,918.55 | .0091 | 11,472.67 | .0116 | 5,078.37 | .0085 | 13,375.98 | .0093 | 1,159.82-<br>1,903.31- |
| CLEANUP | 12,327.22 | .0287 | 25,958.81 | .0262 | 13,456.23 | .0226 | 29,530.66 | .0205 | 1,129.01-<br>3,571.85- |
| OILERS | 2,601.10 | .0060 | 5,754.18 | .0058 | 2,913.62 | .0049 | 5,662.72 | .0039 | 312.52-<br>91.46 |
| LOADING | 4,650.55 | .0108 | 9,593.56 | .0097 | 5,206.54 | .0087 | 10,836.60 | .0075 | 555.99-<br>1,243.04- |
| UNLOADING | 4,824.65 | .0112 | 10,518.63 | .0106 | 6,592.64 | .0110 | 14,113.78 | .0098 | 1,767.99-<br>3,595.15- |
| SORTING | 10,229.70 | .0238 | 19,826.43 | .0200 | 8,319.61 | .0140 | 18,956.12 | .0132 | 1,910.09<br>870.31 |
| CLERICAL BOTTLING | 1,391.01 | .0032 | 2,890.88 | .0029 | 1,301.87 | .0021 | 2,622.37 | .0018 | 89.14<br>268.51 |
| CLERICAL WAREHOUSE | 3,791.91 | .0088 | 7,817.17 | .0079 | 3,759.02 | .0063 | 7,708.23 | .0053 | 32.89<br>108.94 |
| FOREMEN BOTTLING | 10,209.18 | .0238 | 20,418.36 | .0206 | 11,034.14 | .0185 | 22,693.28 | .0158 | 824.96-<br>2,274.92- |
| FOREMEN WAREHOUSE | 5,240.02 | .0122 | 10,480.04 | .0106 | 4,939.98 | .0083 | 9,879.96 | .0068 | 300.04<br>600.08 |
| VACATION | 14,100.00 | .0328 | 28,200.00 | .0285 | 16,920.00 | .0284 | 33,840.00 | .0235 | 2,820.00-<br>5,640.00- |
| HOLIDAY | 5,220.00 | .0121 | 10,440.00 | .0105 | 6,120.00 | .0103 | 12,240.00 | .0085 | 900.00-<br>1,800.00- |
| PENSION | 6,556.25 | .0152 | 14,897.75 | .0150 | 8,162.75 | .0137 | 17,231.75 | .0120 | 1,606.50-<br>2,334.00- |

Data Documents, Inc. 02

| | FEBRUARY 75 | | YTD 75 | | FEBRUARY 74 | | YTD 74 | | VARIANCE |
|---|---|---|---|---|---|---|---|---|---|
| TOTAL WAGES | 134,489.78 | .3135 | 294,241.16 | .2976 | 154,793.38 | .2603 | 356,848.39 | .2486 | 20,303.60-<br>62,607.23- |
| MATERIALS AND SUPPLIES | | | | | | | | | |
| CROWNS | 15,176.90 | .0353 | 34,893.09 | .0353 | 11,218.12 | .0188 | 32,749.85 | .0228 | 3,958.78<br>2,143.24 |
| LABELS | 14,874.11 | .0346 | 31,508.42 | .0318 | 14,981.37 | .0252 | 40,968.96 | .0285 | 107.26-<br>9,460.54- |
| CAUSTIC | 3,838.50 | .0089 | 9,342.75 | .0094 | 2,306.26 | .0038 | 5,351.20 | .0037 | 1,532.24<br>3,991.55 |
| PARTITIONS, ETC. | 1,225.55 | .0028 | 2,418.10 | .0024 | 7,814.73 | .0131 | 8,504.57 | .0059 | 6,589.18-<br>6,086.47- |
| BY PRODUCT SALES | 25.66- | .0000- | 286.14- | .0002- | 519.20- | .0008- | 879.38- | .0006- | 493.54<br>593.24 |
| UNCLASSIFIED | 5,613.26 | .0130 | 14,216.02 | .0143 | 10,694.59 | .0179 | 19,565.65 | .0136 | 5,081.33-<br>5,349.63- |
| TOTAL MATERIALS | 40,702.66 | .0948 | 92,092.24 | .0931 | 46,495.87 | .0782 | 106,260.85 | .0740 | 5,793.21-<br>14,168.61- |
| MAINTENANCE | | | | | | | | | |
| BOTTLEHOUSE BLDG MATL. | 379.39 | .0008 | 839.14 | .0008 | 607.59 | .0010 | 850.23 | .0006 | 228.20-<br>11.09- |
| BOTTLEHOUSE MACH MATL. | 19,690.52 | .0459 | 39,096.56 | .0395 | 13,404.72 | .0225 | 25,156.82 | .0175 | 6,285.80<br>13,939.74 |
| BOTTLEHOUSE MACH LABOR | 7,762.98 | .0181 | 13,354.06 | .0135 | 10,205.06 | .0171 | 14,914.89 | .0104 | 2,442.08-<br>1,560.83- |
| WAREHOUSE BLDG MATL. | 222.30 | .0005 | 233.74 | .0002 | 1,142.47 | .0019 | 2,755.02 | .0019 | 920.17-<br>2,521.28- |
| WAREHOUSE MACH MATL. | 164.59 | .0003 | 782.18 | .0008 | 1,701.57 | .0028 | 3,689.34 | .0025 | 1,536.98-<br>2,907.16- |
| CONTRACTORS | 13,453.31 | .0313 | 27,140.37 | .0274 | 20,288.20 | .0341 | 40,125.56 | .0279 | 6,834.89-<br>12,985.19- |
| TOTAL MAINTENANCE | 41,673.09 | .0971 | 81,446.05 | .0823 | 47,349.61 | .0796 | 87,491.86 | .0609 | 5,676.52-<br>6,045.81- |
| GENERAL | | | | | | | | | |

| | FEBRUARY 75 | | YTD 75 | | FEBRUARY 74 | | YTD 74 | | VARIANCE |
|---|---|---|---|---|---|---|---|---|---|
| BEER CONSUMED | 516.00 | .0012 | 1,056.85 | .0010 | 451.95 | .0007 | 1,052.25 | .0007 | 64.05<br>4.60 |
| UTILITIES DIRECT CHGE. | 4,135.93 | .0096 | 8,635.93 | .0087 | 971.59 | .0016 | 11,671.59 | .0081 | 3,164.34<br>3,035.66- |
| POWER PLANT ALLOCATION | 24,739.59 | .0576 | 51,612.76 | .0522 | 22,727.68 | .0382 | 43,970.16 | .0306 | 2,011.91<br>7,642.60 |
| PLANT MAINTENANCE ETC. | 45,777.09 | .1067 | 95,295.84 | .0964 | 45,363.90 | .0763 | 90,003.34 | .0627 | 413.19<br>5,292.50 |
| UNCLASSIFIED | 475.15- | .0011- | 412.71- | .0004- | 158.55 | .0002 | 280.87 | .0002 | 633.70-<br>693.58- |
| TOTAL GENERAL | 74,693.46 | .1741 | 156,188.67 | .1579 | 69,673.67 | .1172 | 146,978.21 | .1024 | 5,019.79<br>9,210.46 |
| FIXED | | | | | | | | | |
| TAXES & LICENSES | 4,700.00 | .0109 | 10,400.00 | .0105 | 5,700.00 | .0095 | 11,400.00 | .0079 | 1,000.00-<br>1,000.00- |
| TAXES PAYROLL | 14,340.00 | .0334 | 28,380.00 | .0287 | 14,940.00 | .0251 | 28,980.00 | .0202 | 600.00-<br>600.00- |
| INSURANCE GENERAL | 1,027.00 | .0024 | 2,054.00 | .0020 | 1,258.49 | .0021 | 2,516.98 | .0017 | 231.49-<br>462.98- |
| INSURANCE EMPLOYEES | 21,946.88 | .0511 | 44,593.76 | .0451 | 25,239.55 | .0424 | 50,998.66 | .0355 | 3,292.67-<br>6,404.90- |
| PENSION TRUST | 2,200.00 | .0051 | 4,400.00 | .0044 | 1,965.00 | .0033 | 3,930.00 | .0027 | 235.00<br>470.00 |
| RETIREES PENSION | 1,764.32 | .0041 | 4,620.25 | .0046 | 1,919.82 | .0032 | 3,839.64 | .0026 | 155.50-<br>780.61 |
| RENTALS | 525.00 | .0012 | 781.00 | .0007 | 297.33 | .0005 | 925.67 | .0006 | 227.67<br>144.67- |
| DEPRECIATION BH BLDG. | 1,766.43 | .0041 | 3,532.86 | .0035 | 1,766.43 | .0029 | 3,532.86 | .0024 | .00<br>.00 |
| DEPRECIATION WH BLDG. | 587.26 | .0013 | 1,174.52 | .0011 | 819.93 | .0013 | 1,639.86 | .0011 | 232.67-<br>465.34- |
| DEPRECIATION BH MACH. | 12,961.60 | .0302 | 25,923.20 | .0262 | 12,437.26 | .0209 | 24,746.47 | .0172 | 524.34<br>1,176.73 |
| DEPRECIATION WH MACH. | 200.53 | .0004 | 401.06 | .0004 | 238.08 | .0004 | 469.40 | .0003 | 37.55-<br>68.34- |

Data Documents Inc. 02

| | FEBRUARY 75 | | YTD 75 | | FEBRUARY 74 | | YTD 74 | | VARIANCE |
|---|---|---|---|---|---|---|---|---|---|
| DEPRECIATION LIFT TRKS | 1,770.14 | .0041 | 3,540.28 | .0035 | 2,158.02 | .0036 | 4,316.04 | .0030 | 387.88-<br>775.76- |
| DEPRECIATION CARTONS | 9,630.40 | .0224 | 19,260.80 | .0194 | 11,607.44 | .0195 | 22,714.88 | .0158 | 1,977.04-<br>3,454.08- |
| DEPRECIATION BOTTLES | 8,672.27 | .0202 | 17,344.54 | .0175 | 9,686.10 | .0163 | 19,372.19 | .0135 | 1,013.83-<br>2,027.65- |
| TOTAL FIXED | 82,091.83 | .1913 | 166,406.27 | .1683 | 90,033.45 | .1514 | 179,382.65 | .1250 | 7,941.62-<br>12,976.38- |
| ---------- | | | | | | | | | |
| TOTAL TOTAL | 373,650.82 | .8710 | 790,374.39 | .7994 | 408,345.98 | .6868 | 876,961.96 | .6111 | 34,695.16-<br>86,587.57- |
| BEER FROM CELLARS | 358,321.60 | .8352 | 788,608.60 | .7976 | 330,624.60 | .5561 | 799,917.80 | .5574 | 27,697.00<br>11,309.20- |
| TOTAL CASE BEER COST | 731,972.42 | 1.7062 | 1,578,982.99 | 1.5971 | 738,970.58 | 1.2430 | 1,676,879.76 | 1.1685 | 6,998.16-<br>97,896.77- |

Data Documents, Inc. 02

POWER PLANT FEBRUARY 75 PAGE 1

| | FEBRUARY 75 AMOUNT | YTD 75 AMOUNT | FEBRUARY 74 AMOUNT | YTD 74 AMOUNT | VARIANCE |
|---|---|---|---|---|---|
| WAGES AND SALARIES | | | | | |
| ENGINEERS | 12,134.68 | 26,837.30 | 11,768.60 | 24,156.36 | 366.08<br>2,680.94 |
| FIREMEN & OILERS | 14,625.54 | 29,438.40 | 13,564.16 | 29,498.49 | 1,061.38<br>60.09- |
| VACATION | 2,160.00 | 4,320.00 | 2,160.00 | 4,320.00 | .00<br>.00 |
| HOLIDAY | 780.00 | 1,560.00 | 780.00 | 1,560.00 | .00<br>.00 |
| PENSION | 987.00 | 2,325.00 | 901.00 | 1,802.00 | 86.00<br>523.00 |
| TOTAL WAGES | 30,687.22 | 64,480.70 | 29,173.76 | 61,336.85 | 1,513.46<br>3,143.85 |
| MATERIALS AND SUPPLIES | | | | | |
| FUEL | 52,098.73 | 113,224.42 | 28,296.00 | 57,064.32 | 23,802.73<br>56,160.10 |
| AMMONIA & WATER | 1,673.25 | 3,198.25 | 2,493.67 | 4,759.87 | 820.42-<br>1,561.62- |
| OIL, GREASE ETC. | .00 | 54.43 | .00 | .00 | .00<br>54.43 |
| UNCLASSIFIED | 14.70 | 45.63 | 33.68 | 120.79 | 18.98-<br>75.16- |
| TOTAL MATERIALS | 53,786.68 | 116,522.73 | 30,823.35 | 61,944.98 | 22,963.33<br>54,577.75 |
| MAINTENANCE | | | | | |
| MACHINERY MATL. | 351.42 | 527.78 | 845.53 | 1,415.09 | 494.11-<br>887.31- |
| ICE MACHINE MATL. | 136.87 | 136.87 | .00 | 34.20 | 136.87<br>102.67 |
| WELLS MATL. | 2,031.07 | 2,196.11 | 243.43 | 5,548.39 | 1,787.64<br>3,352.28- |

| | FEBRUARY 75 | YTD 75 | FEBRUARY 74 | YTD 74 | VARIANCE |
|---|---|---|---|---|---|
| CONTRACTORS | 781.89 | 781.89 | 1,024.71 | 2,257.06 | 242.82-<br>1,475.17- |
| TOTAL MAINTENANCE | 3,301.25 | 3,642.65 | 2,113.67 | 9,254.74 | 1,187.58<br>5,612.09- |
| GENERAL | | | | | |
| UTILITIES DIRECT CHGE. | 5,784.23 | 11,784.23 | 10,202.53 | 10,402.53 | 4,418.30-<br>1,381.70 |
| SEWAGE | 6,000.00 | 12,000.00 | 18,000.00 | 30,500.00 | 12,000.00-<br>18,500.00- |
| UNCLASSIFIED | 89.75 | 122.78 | 84.00- | 744.00 | 173.75<br>621.22- |
| TOTAL GENERAL | 11,873.98 | 23,907.01 | 28,118.53 | 41,646.53 | 16,244.55-<br>17,739.52- |
| FIXED | | | | | |
| TAXES & LICENSES | 240.00 | 505.00 | 240.00 | 480.00 | .00<br>25.00 |
| TAXES PAYROLL | 1,350.00 | 2,700.00 | 1,350.00 | 2,700.00 | .00<br>.00 |
| INSURANCE GENERAL | 880.75 | 1,761.50 | 1,069.09 | 1,866.31 | 188.34-<br>104.81- |
| INSURANCE EMPLOYEES | 2,370.00 | 4,740.00 | 2,200.00 | 4,490.00 | 170.00<br>250.00 |
| RETIREES PENSION | 30.00 | 60.00 | 30.00 | 60.00 | .00<br>.00 |
| DEPRECIATION BUILDING | 340.12 | 680.24 | 349.59 | 699.18 | 9.47-<br>18.94- |
| DEPRECIATION MACHINERY | 1,155.55 | 2,307.69 | 1,338.82 | 2,677.64 | 183.27-<br>369.95- |
| DEPRECIATION ICE MACH. | 588.84 | 1,177.68 | 886.02 | 1,772.04 | 297.18-<br>594.36- |
| DEPRECIATION WELLS | 959.05 | 1,918.10 | 1,123.16 | 2,246.32 | 164.11-<br>328.22- |
| TOTAL FIXED | 7,914.31 | 15,850.21 | 8,586.68 | 16,991.49 | 672.37-<br>1,141.28- |

Data Documents, Inc. 02

| POWER PLANT | FEBRUARY 75 | YTD 75 | FEBRUARY 74 | YTD 74 | VARIANCE |
|---|---|---|---|---|---|
| ALLOCATED TO BREWING RACKING AND BOTTLING | 107,563.44 | 224,403.30 | 98,815.99 | 191,174.59 | 8,747.45<br>33,228.71 |

Data Documents, Inc. 02

| | FEBRUARY 75 AMOUNT | YTD 75 AMOUNT | FEBRUARY 74 AMOUNT | YTD 74 AMOUNT | VARIANCE |
|---|---|---|---|---|---|
| WAGES AND SALARIES | | | | | |
| CARPENTERS | 6,994.32 | 14,662.50 | 1,579.03 | 3,030.14 | 5,415.29<br>11,632.36 |
| MACHINISTS | 12,771.36 | 26,381.73 | 17,470.15 | 36,498.54 | 4,698.79-<br>10,116.81- |
| PLUMBERS | 8,567.87 | 17,769.27 | 5,662.00 | 12,161.35 | 2,905.87<br>5,607.92 |
| ELECTRICIANS | 1,730.81 | 3,869.99 | 1,818.94 | 3,815.39 | 88.13-<br>54.60 |
| JANITORS & WATCHMEN | 4,044.62 | 8,569.07 | 3,995.70 | 8,983.95 | 48.92<br>414.88- |
| LABORERS | 1,236.00 | 3,353.60 | 1,369.19 | 2,445.59 | 133.19-<br>908.01 |
| PAYROLL & CLERICAL | 2,331.61 | 4,964.23 | 2,105.50 | 4,660.47 | 226.11<br>303.76 |
| FOREMEN | 2,566.66 | 5,133.32 | 2,416.66 | 4,833.32 | 150.00<br>300.00 |
| VACATION | 2,460.00 | 4,920.00 | 2,280.00 | 4,560.00 | 180.00<br>360.00 |
| HOLIDAY | 990.00 | 1,980.00 | 990.00 | 1,980.00 | .00<br>.00 |
| PENSION | 2,278.62 | 4,519.24 | 1,802.49 | 3,142.74 | 476.13<br>1,376.50 |
| UNCLASSIFIED | 2,801.99 | 6,186.67 | 2,561.04 | 5,387.31 | 240.95<br>799.36 |
| WAGES CAPITALIZED, ETC | 199.97- | 1,156.75- | .00 | .00 | 199.97-<br>1,156.75- |
| TOTAL WAGES | 48,573.89 | 101,152.87 | 44,050.70 | 91,498.80 | 4,523.19<br>9,654.07 |
| MATERIALS AND SUPPLIES | | | | | |
| CARPENTRY | 1,128.95 | 3,294.76 | 2,136.95 | 2,828.51 | 1,008.00-<br>466.25 |

| | FEBRUARY 75 | YTD 75 | FEBRUARY 74 | YTD 74 | VARIANCE |
|---|---|---|---|---|---|
| AUTOMOTIVE | 192.20 | 473.65 | 92.61 | 210.66 | 99.59<br>262.99 |
| MACHINAL | 1,467.52 | 4,006.78 | 2,876.31 | 3,718.58 | 1,408.79-<br>288.20 |
| PLUMBING | 2,299.26 | 6,258.02 | 4,378.75 | 8,475.10 | 2,079.49-<br>2,217.08- |
| ELECTRICAL | 1,485.80 | 2,538.42 | 2,143.51 | 2,881.41 | 657.71-<br>342.99- |
| UNCLASSIFIED | 456.25 | 1,535.71 | 317.43 | 1,666.78 | 138.82<br>131.07- |
| TOTAL MATERIALS | 7,029.98 | 18,107.34 | 11,945.56 | 19,781.04 | 4,915.58-<br>1,673.70- |
| MAINTENANCE | | | | | |
| MACHINERY | 22.63 | 22.63 | 17.18 | 31.61 | 5.45<br>8.98- |
| AUTOMOTIVE | 139.42 | 176.02 | .00 | 178.07 | 139.42<br>2.05- |
| CONTRACTORS | 2,237.92 | 2,250.55 | 2,387.62 | 3,224.70 | 149.70-<br>974.15- |
| TOTAL MAINTENANCE | 2,399.97 | 2,449.20 | 2,404.80 | 3,434.38 | 4.83-<br>985.18- |
| GENERAL | | | | | |
| BEER CONSUMED | 127.50 | 229.00 | 92.00 | 178.25 | 35.50<br>50.75 |
| A.D.T. SERVICE | .00 | 660.00 | .00 | 379.00 | .00<br>281.00 |
| GUARD SERVICE | 1,589.00 | 3,365.19 | 2,310.20 | 4,858.94 | 721.20-<br>1,493.75- |
| LAWN SERVICE | .00 | .00 | 52.45 | 52.45 | 52.45-<br>52.45- |
| UNCLASSIFIED | 745.59 | 1,133.35 | 324.05 | 689.48 | 421.54<br>443.87 |
| TOTAL GENERAL | 2,462.09 | 5,387.54 | 2,778.70 | 6,158.12 | 316.61-<br>770.58- |

Data Documents, Inc. 02

| | FEBRUARY 75 | YTD 75 | FEBRUARY 74 | YTD 74 | VARIANCE |
|---|---|---|---|---|---|
| FIXED | | | | | |
| TAXES & LICENSES | 740.00 | 1,767.45 | 858.00 | 1,997.05 | 118.00-<br>229.60- |
| TAXES PAYROLL | 3,600.00 | 7,200.00 | 3,500.00 | 7,000.00 | 100.00<br>200.00 |
| INSURANCE GENERAL | 1,481.77 | 2,501.54 | 1,030.42 | 2,060.84 | 451.35<br>440.70 |
| INSURANCE EMPLOYEES | 5,880.13 | 11,903.57 | 4,952.66 | 9,923.81 | 927.47<br>1,979.76 |
| PENSION TRUST | 560.00 | 1,120.00 | 330.00 | 660.00 | 230.00<br>460.00 |
| RETIREES PENSION | 1,310.38 | 2,620.76 | 1,310.38 | 2,620.76 | .00<br>.00 |
| DEPRECIATION BUILDINGS | 387.84 | 775.68 | 336.72 | 673.45 | 51.12<br>102.23 |
| DEPRECIATION MACHINERY | 371.14 | 742.28 | 444.13 | 888.26 | 72.99-<br>145.98- |
| DEPR. YARD IMPROVMENTS | 144.95 | 289.90 | 205.58 | 411.16 | 60.63-<br>121.26- |
| DEPR. AUTOMOTIVE | 102.28 | 204.56 | 219.39 | 438.78 | 117.11-<br>234.22- |
| TOTAL FIXED | 14,578.49 | 29,125.74 | 13,187.28 | 26,674.11 | 1,391.21<br>2,451.63 |
| GENERAL PLANT | | | | | |
| ALLOCATED TO BREWING, RACKING AND BOTTLING | 75,044.42 | 156,222.69 | 74,367.04 | 147,546.45 | 677.38<br>8,676.24 |

ADVERTISING EXPENSE FEBRUARY 75 PAGE 1

| | FEBRUARY 75 | YTD 75 | | FEBRUARY 74 | YTD 74 | | VARIANCE | CURRENT YEAR BUDGET |
|---|---|---|---|---|---|---|---|---|
| BARRELS SOLD | 42,586 | 88,829 | | 55,029 | 122,623 | | 12,443-<br>33,794- | |
| MEDIA | AMOUNT | AMOUNT | PER BBL | AMOUNT | AMOUNT | PER BBL | | |
| POSTERS | .00 | .00 | .0000 | 12,808.00 | 26,009.00 | .2121 | 12,808.00-<br>26,009.00- | 0 |
| PAINTED BULLETINS | 48,716.00 | 67,059.16 | .7549 | 18,459.82 | 41,587.02 | .3391 | 30,256.18<br>25,472.14 | 320,401 |
| TELEVISION | 26,431.00 | 44,147.00 | .4970 | 257.50- | 257.50- | .0021- | 26,688.50<br>44,404.50 | 512,849 |
| RADIO | 8,535.67 | 8,535.67 | .0961 | 2,650.69 | 3,092.18 | .0252 | 5,884.98<br>5,443.49 | 228,950 |
| COLLEGE & NEWSPAPER | 587.93 | 983.28 | .0111 | 409.64 | 913.57 | .0075 | 178.29<br>69.71 | 75,000 |
| MISC PUBLICATIONS | .00 | 817.76 | .0092 | 262.30 | 1,477.85 | .0121 | 262.30-<br>660.09- | 25,000 |
| TOTAL MEDIA | 84,270.60 | 121,542.87 | 1.3683 | 34,332.95 | 72,822.12 | .5939 | 49,937.65<br>48,720.75 | 1,162,200 |
| PRODUCTION | | | | | | | | |
| POSTERS | 42.87 | 42.87 | .0005 | 88.58 | 7,414.87 | .0605 | 45.71-<br>7,372.00- | 0 |
| PAINTED BULLETINS | .00 | .00 | .0000 | .00 | .00 | .0000 | .00<br>.00 | 9,000 |
| TELEVISION | 12,364.26 | 32,816.17 | .3694 | .00 | .00 | .0000 | 12,364.26<br>32,816.17 | 31,000 |
| RADIO | 740.54 | 9,564.29 | .1077 | .00 | .00 | .0000 | 740.54<br>9,564.29 | 22,000 |
| MISCELLANEOUS | 531.97 | 4,296.77 | .0484 | 68.09 | 68.09 | .0006 | 463.88<br>4,228.68 | 27,000 |
| TOTAL PRODUCTION | 13,679.64 | 46,720.10 | .5260 | 156.67 | 7,482.96 | .0610 | 13,522.97<br>39,237.14 | 89,000 |
| SALES PROMOTION | | | | | | | | |
| PERMANENT P O P | 30,394.33 | 71,114.01 | .8006 | 4,575.14 | 123,009.55 | 1.0032 | 25,819.19<br>51,895.54- | 225,000 |

Data Documents, Inc. 02

| | FEBRUARY 75 | YTD 75 | | FEBRUARY 74 | YTD 74 | | VARIANCE | CURRENT |
|---|---|---|---|---|---|---|---|---|
| MERCHANDISING P O P | 156.14 | 5,902.54 | .0664 | 2,592.66 | 21,504.51 | .1754 | 2,436.52-<br>15,601.97- | 50,000 |
| SALES PROMOTION ITEMS | 2,434.36 | 4,515.32 | .0508 | 960.62 | 2,827.00 | .0231 | 1,473.74<br>1,688.32 | 25,000 |
| PRICE CARDS ETC. | 4,553.47 | 4,553.47 | .0513 | 4,581.20 | 6,509.62 | .0531 | 27.73-<br>1,956.15- | 15,000 |
| MISC. PRINTED MATERIAL | 9,923.15 | 12,681.33 | .1428 | 297.44 | 600.08 | .0049 | 9,625.71<br>12,081.25 | 25,000 |
| DIAMOND PUBLICATION | .00 | 379.88 | .0043 | .00 | .00 | .0000 | .00<br>379.88 | 4,000 |
| FILMS | .00 | .00 | .0000 | 43.68 | 63.44 | .0005 | 43.68-<br>63.44- | 1,000 |
| TRUCK PAINTING | 1,654.00 | 1,654.00 | .0186 | 1,742.50 | 1,742.50 | .0142 | 88.50-<br>88.50- | 8,000 |
| UNIFORMS DISTRIBUTORS | 464.31 | 428.96 | .0048 | 1,616.67 | 1,153.32 | .0094 | 1,152.36-<br>724.36- | 6,000 |
| UNIFORMS EMPLOYEES | .00 | .00 | .0000 | 95.62 | 277.59 | .0023 | 95.62-<br>277.59- | 300 |
| WALL SIGNS | .00 | 5,840.00 | .0657 | 445.00 | 6,281.50 | .0512 | 445.00-<br>441.50- | 12,000 |
| SPORT & FLOAT FEES | .00 | 600.00 | .0068 | .00 | 1,200.00 | .0098 | .00<br>600.00- | 13,000 |
| FREIGHT ON SHIPMENTS | 17.06 | 18.38 | .0002 | 25.72 | 38.77 | .0003 | 8.66-<br>20.39- | 200 |
| MISCELLANEOUS | 2,278.45 | 2,974.49 | .0335 | 619.66 | 1,260.99 | .0103 | 1,658.79<br>1,713.50 | 20,000 |
| TOTAL SALES PROMOTION | 51,875.27 | 110,662.38 | 1.2458 | 17,595.91 | 166,468.87 | 1.3576 | 34,279.36<br>55,806.49- | 404,500 |
| SIGN COST & MAINTENANCE | | | | | | | | |
| AMORT. OUTDOOR SIGNS | 2,105.88 | 4,211.76 | .0474 | 2,149.09 | 4,298.18 | .0351 | 43.21-<br>86.42- | 35,000 |
| AMORT. INDOOR SIGNS | 968.06 | 1,936.12 | .0218 | 1,438.43 | 2,876.86 | .0235 | 470.37-<br>940.74- | 35,000 |
| HANG SIGNS - KAUFMAN | 3,533.58 | 4,103.68 | .0462 | 3,372.15 | 7,372.15 | .0601 | 161.43<br>3,268.47- | 50,000 |

Data Documents, Inc. 02

| | FEBRUARY 75 | YTD 75 | | FEBRUARY 74 | YTD 74 | | VARIANCE | CURRENT |
|---|---|---|---|---|---|---|---|---|
| SIGN MAINT - KAUFMAN | 5,181.65 | 7,064.71 | .0795 | 2,896.09 | 6,896.09 | .0562 | 2,285.56<br>168.62 | 60,000 |
| DISTR. SIGN REIMB. | 5,154.66 | 5,154.66 | .0580 | 1,670.68 | 2,231.59 | .0182 | 3,483.98<br>2,923.07 | 20,000 |
| TAXES & LICENSES | 328.02 | 638.36 | .0072 | 703.93 | 974.27 | .0079 | 375.91-<br>335.91- | 5,000 |
| TOTAL SIGN COST | 17,271.85 | 23,109.29 | .2602 | 12,230.37 | 24,649.14 | .2010 | 5,041.48<br>1,539.85- | 205,000 |
| PERSONNEL | | | | | | | | |
| AD MANAGERS | 1,458.34 | 2,916.68 | .0328 | 2,061.66 | 4,123.32 | .0336 | 603.32-<br>1,206.64- | 25,000 |
| STOREROOM AND CLERICAL | 1,762.18 | 3,656.81 | .0412 | 1,737.05 | 3,540.03 | .0289 | 25.13<br>116.78 | 20,000 |
| TRAVEL & ENTERTAINMENT | 286.20 | 698.89 | .0079 | 378.75 | 830.64 | .0068 | 92.55-<br>131.75- | 5,000 |
| PAYROLL TAXES | 200.00 | 440.00 | .0050 | 240.00 | 480.00 | .0039 | 40.00-<br>40.00- | 2,000 |
| EMPLOYEE INSURANCE | 287.51 | 575.02 | .0065 | 491.25 | 982.50 | .0080 | 203.74-<br>407.48- | 3,000 |
| GENERAL INSURANCE | 39.00 | 106.00 | .0012 | 872.09 | 899.87 | .0073 | 833.09-<br>793.87- | 300 |
| PENSION TRUST | 215.00 | 430.00 | .0048 | 225.00 | 450.00 | .0037 | 10.00-<br>20.00- | 4,000 |
| TOTAL PERSONNEL | 4,248.23 | 8,823.40 | .0993 | 6,005.80 | 11,306.36 | .0922 | 1,757.57-<br>2,482.96- | 59,300 |
| ADVERTISING EXPENSE | | | | | | | | |
| TOTAL ADVERTISING | 171,345.59 | 310,858.04 | 3.4995 | 70,321.70 | 282,729.45 | 2.3057 | 101,023.89<br>28,128.59 | 1,920,000 |
| TOTAL PREPAID | 83,000.00- | 123,000.00- | 1.3847- | 18,000.00 | 94,000.00- | .7666- | 101,000.00-<br>29,000.00- | 0 |
| TOTAL INCOME STATEMENT | 88,345.59 | 187,858.04 | 2.1148 | 88,321.70 | 188,729.45 | 1.5391 | 23.89<br>871.41- | 1,920,000 |

Data Documents, Inc. 02

| | FEBRUARY 75 | | YTD 75 | | FEBRUARY 74 | | YTD 74 | | VARIANCE |
|---|---|---|---|---|---|---|---|---|---|
| MAINTENANCE | | | | | | | | | |
| CUSTOMERS EQUIP. LABOR | 733.72 | .0172 | 1,296.10 | .0146 | 968.21 | .0176 | 1,711.79 | .0140 | 234.49-<br>415.69- |
| TOTAL MAINTENANCE | 733.72 | .0172 | 1,296.10 | .0146 | 968.21 | .0176 | 1,711.79 | .0140 | 234.49-<br>415.69- |
| GENERAL | | | | | | | | | |
| BEER CONSUMED | .00 | .0000 | .00 | .0000 | 3.45 | .0001 | 137.40 | .0011 | 3.45-<br>137.40- |
| EXECUTIVE EXPENSES | 450.39 | .0106 | 1,241.61 | .0140 | 488.98 | .0089 | 1,258.44 | .0103 | 38.59-<br>16.83- |
| SALES MANAGERS EXP. | 2,354.01 | .0553 | 4,859.31 | .0547 | 3,016.64 | .0548 | 6,111.88 | .0498 | 662.63-<br>1,252.57- |
| SALESMENS EXP. CITY | 339.27 | .0080 | 686.26 | .0077 | 433.74 | .0079 | 942.49 | .0077 | 94.47-<br>256.23- |
| SALESMENS EXP. COUNTRY | 8,319.63 | .1954 | 16,467.06 | .1854 | 7,445.21 | .1353 | 14,569.75 | .1188 | 874.42<br>1,897.31 |
| TELEPHONE | 754.32 | .0177 | 773.69 | .0087 | 956.61 | .0174 | 973.40 | .0079 | 202.29-<br>199.71- |
| CONVENTIONS, ETC. | 1,809.00 | .0425 | 3,774.80 | .0425 | 1,903.00 | .0346 | 3,264.20 | .0266 | 94.00-<br>510.60 |
| UNCLASSIFIED | 1,431.49 | .0336 | 2,550.81 | .0287 | 2,244.74 | .0408 | 5,277.65 | .0430 | 813.25-<br>2,726.84- |
| TOTAL GENERAL | 15,458.11 | .3630 | 30,353.54 | .3417 | 16,492.37 | .2997 | 32,535.21 | .2653 | 1,034.26-<br>2,181.67- |
| FIXED | | | | | | | | | |
| TAXES PROPERTY | .00 | .0000 | 888.00 | .0100 | 100.00 | .0018 | 822.70 | .0067 | 100.00-<br>65.30 |
| TAXES PAYROLL | 1,600.00 | .0376 | 3,000.00 | .0338 | 1,600.00 | .0291 | 3,000.00 | .0245 | .00<br>.00 |
| INSURANCE EMPLOYEES | 2,676.93 | .0629 | 5,353.86 | .0603 | 2,547.16 | .0463 | 5,244.32 | .0428 | 129.77<br>109.54 |
| PENSION TRUST | 2,295.00 | .0539 | 4,590.00 | .0517 | 1,960.00 | .0356 | 3,920.00 | .0320 | 335.00<br>670.00 |

Data Documents, Inc. 02

| | FEBRUARY 75 | | YTD 75 | | FEBRUARY 74 | | YTD 74 | | VARIANCE |
|---|---|---|---|---|---|---|---|---|---|
| DEPR'N AUTOMOTIVE | 145.08 | .0034 | 290.16 | .0033 | 165.56 | .0030 | 331.12 | .0027 | 20.48-<br>40.96- |
| DEPR'N CUST. EQUIPMENT | 527.63 | .0124 | 1,090.22 | .0123 | 753.37 | .0137 | 1,275.99 | .0104 | 225.74-<br>185.77- |
| TOTAL FIXED | 7,244.64 | .1701 | 15,212.24 | .1713 | 7,126.09 | .1295 | 14,594.13 | .1190 | 118.55<br>618.11 |
| SELLING EXPENSE | | | | | | | | | |
| TOTAL EXPENSE | 51,140.68 | 1.2009 | 105,094.67 | 1.1831 | 49,981.57 | .9083 | 100,493.38 | .8195 | 1,159.11<br>4,601.29 |

Data Documents, Inc. 02

| | FEBRUARY 75 | | YTD 75 | | FEBRUARY 74 | | YTD 74 | | VARIANCE |
|---|---|---|---|---|---|---|---|---|---|
| BARRELS SOLD | 42,586 | | 88,829 | | 55,029 | | 122,623 | | 12,443-<br>33,794- |
| WAGES AND SALARIES | AMOUNT | PER BBL | AMOUNT | PER BBL | AMOUNT | PER BBL | AMOUNT | PER BBL | |
| EXECUTIVES | 9,708.32 | .2280 | 19,416.64 | .2186 | 9,375.02 | .1704 | 18,750.02 | .1529 | 333.30<br>666.62 |
| CREDIT | 1,541.66 | .0362 | 3,083.32 | .0347 | 1,458.34 | .0265 | 2,916.70 | .0238 | 83.32<br>166.62 |
| ACCOUNTING | 2,276.66 | .0535 | 4,553.32 | .0513 | 2,118.34 | .0385 | 4,236.68 | .0346 | 158.32<br>316.64 |
| STENOGRAPHERS | 1,990.00 | .0467 | 3,982.60 | .0448 | 1,940.00 | .0353 | 3,860.00 | .0315 | 50.00<br>122.60 |
| DATA PROCESSING | 1,618.52 | .0380 | 3,676.47 | .0414 | 1,970.34 | .0358 | 4,268.73 | .0348 | 351.82-<br>592.26- |
| CLERICAL | 2,638.47 | .0620 | 5,309.91 | .0598 | 2,517.32 | .0457 | 4,968.36 | .0405 | 121.15<br>341.55 |
| PURCHASING | 2,180.00 | .0512 | 4,360.00 | .0491 | 2,060.00 | .0374 | 4,120.00 | .0336 | 120.00<br>240.00 |
| BUFFET | 329.38 | .0077 | 631.63 | .0071 | 95.15 | .0017 | 157.55 | .0013 | 234.23<br>474.08 |
| UNCLASSIFIED | 610.00 | .0143 | 1,220.00 | .0137 | 1,243.85 | .0226 | 1,882.55 | .0154 | 633.85-<br>662.55- |
| TOTAL WAGES | 22,893.01 | .5376 | 46,233.89 | .5205 | 22,778.36 | .4139 | 45,160.59 | .3683 | 114.65<br>1,073.30 |
| MATERIALS AND SUPPLIES | | | | | | | | | |
| POSTAGE | 531.42 | .0125 | 1,134.04 | .0128 | 599.62 | .0109 | 1,696.56 | .0138 | 68.20-<br>562.52- |
| STATIONERY | 918.05 | .0216 | 2,569.67 | .0289 | 584.29 | .0106 | 1,904.97 | .0155 | 333.76<br>664.70 |
| UNCALSSIFIED | 99.34 | .0023 | 327.93 | .0037 | 245.46 | .0045 | 396.07 | .0032 | 146.12-<br>68.14- |
| TOTAL MATERIALS | 1,548.81 | .0364 | 4,031.64 | .0454 | 1,429.37 | .0260 | 3,997.60 | .0326 | 119.44<br>34.04 |
| MAINTENANCE | | | | | | | | | |

Data Documents, Inc. 02

| | FEBRUARY 75 | | YTD 75 | | FEBRUARY 74 | | YTD 74 | | VARIANCE |
|---|---|---|---|---|---|---|---|---|---|
| OFFICE BUILDING | 351.76 | .0083 | 382.70 | .0043 | 207.33 | .0038 | 330.93 | .0027 | 144.43<br>51.77 |
| OFFICE FURNITURE | .00 | .0000 | 143.00 | .0016 | 20.60 | .0004 | 176.82 | .0014 | 20.60-<br>33.82- |
| OFFICE EQUIPMENT | 331.00 | .0078 | 1,662.36 | .0187 | 1,244.00 | .0226 | 1,396.38 | .0114 | 913.00-<br>265.98 |
| TOTAL MAINTENANCE | 682.76 | .0160 | 2,188.06 | .0246 | 1,471.93 | .0267 | 1,904.13 | .0155 | 789.17-<br>283.93 |
| GENERAL | | | | | | | | | |
| ENTERTAINMENT & BEER | 272.00 | .0064 | 459.50 | .0052 | 110.00 | .0020 | 187.00 | .0015 | 162.00<br>272.50 |
| GENERAL TRAVEL, ETC. | .00 | .0000 | .00 | .0000 | 248.50 | .0045 | 525.78 | .0043 | 248.50-<br>525.78- |
| WATER LIGHT & POWER | 660.19 | .0155 | 1,339.26 | .0151 | 540.09 | .0098 | 1,115.22 | .0091 | 120.10<br>224.04 |
| PROFESSIONAL SERVICE | 600.00 | .0141 | 1,400.00 | .0158 | 630.00 | .0114 | 1,674.25 | .0137 | 30.00-<br>274.25- |
| DIRECTORS FEES | 800.00 | .0188 | 1,600.00 | .0180 | 800.00 | .0145 | 1,600.00 | .0130 | .00<br>.00 |
| STOCK TRANSFER FEES | .00 | .0000 | 250.00 | .0028 | 1,920.28 | .0349 | 1,920.28 | .0157 | 1,920.28-<br>1,670.28- |
| TELEPHONE | 1,618.82 | .0380 | 1,615.69 | .0182 | 1,555.06 | .0283 | 1,549.56 | .0126 | 63.76<br>66.13 |
| DUES AND SUBSCRIPTIONS | 1,761.70 | .0414 | 5,941.73 | .0669 | 2,671.93 | .0486 | 8,844.22 | .0721 | 910.23-<br>2,902.49- |
| DONATIONS | 665.00 | .0156 | 2,032.00 | .0229 | 852.00 | .0155 | 1,831.00 | .0149 | 187.00-<br>201.00 |
| SHORT AND OVER | 20.00 | .0005 | 25.99 | .0003 | .00 | .0000 | .00 | .0000 | 20.00<br>25.99 |
| UNCLASSIFIED | 1,686.00 | .0396 | 2,476.72 | .0279 | 1,610.51 | .0293 | 2,814.00 | .0229 | 75.49<br>337.28- |
| TOTAL GENERAL | 8,083.71 | .1898 | 17,140.89 | .1930 | 10,938.37 | .1988 | 22,061.31 | .1799 | 2,854.66-<br>4,920.42- |
| FIXED | | | | | | | | | |

Data Documents Inc. 02

| | FEBRUARY 75 | | YTD 75 | | FEBRUARY 74 | | YTD 74 | | VARIANCE |
|---|---|---|---|---|---|---|---|---|---|
| TAXES & LICENSES | 370.00 | .0087 | 680.50 | .0077 | 370.00 | .0067 | 670.00 | .0055 | .00<br>10.50 |
| TAXES PAYROLL | 1,320.00 | .0310 | 2,640.00 | .0297 | 1,320.00 | .0240 | 2,640.00 | .0215 | .00<br>.00 |
| INSURANCE GENERAL | 343.64 | .0081 | 1,179.28 | .0133 | 193.25 | .0035 | 1,065.34 | .0087 | 150.39<br>113.94 |
| INSURANCE EMPLOYEES | 2,452.33 | .0576 | 4,904.66 | .0552 | 2,727.56 | .0496 | 5,455.12 | .0445 | 275.23-<br>550.46- |
| PENSION TRUST | 2,065.00 | .0485 | 4,130.00 | .0465 | 1,990.00 | .0362 | 3,980.00 | .0325 | 75.00<br>150.00 |
| RETIREES PENSION | 150.00 | .0035 | 300.00 | .0034 | 150.00 | .0027 | 300.00 | .0024 | .00<br>.00 |
| EQUIPMENT RENTAL | 595.46 | .0140 | 1,178.64 | .0133 | 172.90- | .0031- | 1,454.20 | .0119 | 768.36<br>275.56- |
| DEPR. OFFICE BUILDING | 349.35 | .0082 | 698.70 | .0079 | 608.86 | .0111 | 964.59 | .0079 | 259.51-<br>265.89- |
| DEPR. FURNITURE & EQUP | 219.15 | .0051 | 385.54 | .0043 | 280.86 | .0051 | 467.42 | .0038 | 61.71-<br>81.88- |
| TOTAL FIXED | 7,864.93 | .1847 | 16,097.32 | .1812 | 7,467.63 | .1357 | 16,996.67 | .1386 | 397.30<br>899.35- |
| ADMINSTRATIVE EXPENSE | | | | | | | | | |
| TOTAL EXPENSE | 41,073.22 | .9645 | 85,691.80 | .9647 | 44,085.66 | .8011 | 90,120.30 | .7349 | 3,012.44-<br>4,428.50- |

Data Documents, Inc. 02

SUMMARY OF SALES BY STATES AND BRANDS

| | | | FEBRUARY 75 | YTD 75 | FEBRUARY 74 | YTD 74 | VARIANCE |
|---|---|---|---|---|---|---|---|
| MN DISTRBTRS | GRAIN BELT | | 8,318 | | 10,510 | | 2,192- |
| | | KEGS | | 17,329 | | 21,375 | 4,046- |
| | | | 242,313 | | 342,967 | | 100,654- |
| | | CASES | | 489,495 | | 691,358 | 201,863- |
| | | | 25,905 | | 35,403 | | 9,498- |
| | | BARRELAGE | | 52,857 | | 71,554 | 18,697- |
| | WHITE LABEL | | 17,911 | | 22,412 | | 4,501- |
| | | CASES | | 36,231 | | 51,578 | 15,347- |
| | | | 1,300 | | 1,627 | | 327- |
| | | BARRELAGE | | 2,630 | | 3,744 | 1,114- |
| | HAUENSTEIN | | 89,694 | | 90,555 | | 861- |
| | | CASES | | 184,419 | | 235,915 | 51,496- |
| | | | 6,510 | | 6,572 | | 62- |
| | | BARRELAGE | | 13,385 | | 17,123 | 3,738- |
| | CO CLB RINGNES | | 3,009 | | 5,718 | | 2,709- |
| | | CASES | | 6,096 | | 8,102 | 2,006- |
| | | | 218 | | 415 | | 197- |
| | | BARRELAGE | | 442 | | 588 | 146- |
| | STORZ | | 02 | | 00 | | 02 |
| | | CASES | | 02 | | 00 | 02 |
| | TOTAL | | 8,318 | | 10,510 | | 2,192- |
| | | KEGS | | 17,329 | | 21,375 | 4,046- |
| | | | 352,929 | | 461,652 | | 108,723- |
| | | CASES | | 716,243 | | 986,953 | 270,710- |
| | | | 33,934 | | 44,017 | | 10,083- |
| | | BARRELAGE | | 69,314 | | 93,008 | 23,694- |
| COLORADO | GRAIN BELT | | 4,501 | | 2,408 | | 2,093 |
| | | CASES | | 7,826 | | 4,389 | 3,437 |
| | | | 327 | | 175 | | 152 |
| | | BARRELAGE | | 568 | | 319 | 249 |
| | STORZ | | 00 | | 1,512 | | 1,512- |
| | | CASES | | 1,176 | | 2,856 | 1,680- |
| | | | 00 | | 110 | | 110- |
| | | BARRELAGE | | 85 | | 207 | 122- |
| | TOTAL | | 4,501 | | 3,920 | | 581 |
| | | CASES | | 9,002 | | 7,245 | 1,757 |
| | | | 327 | | 285 | | 42 |
| | | BARRELAGE | | 653 | | 526 | 127 |
| ILLINOIS | GRAIN BELT | | 19 | | 61 | | 42- |
| | | KEGS | | 73 | | 125 | 52- |
| | | | 1,185 | | 5,412 | | 4,227- |
| | | CASES | | 4,120 | | 15,291 | 11,171- |

Data Documents, Inc. 02

SUMMARY OF SALES BY STATES AND BRANDS

| | | | FEBRUARY 75 | YTD 75 | FEBRUARY 74 | YTD 74 | VARIANCE |
|---|---|---|---|---|---|---|---|
| | | BARRELAGE | 105 | 372 | 454 | 1,235 | 349-<br>863- |
| | WHITE LABEL | | 42 | | 00 | | 42 |
| | | CASES | | 63 | | 00 | 63 |
| | | | 03 | | 00 | | 03 |
| | | BARRELAGE | | 05 | | 00 | 05 |
| | HAUENSTEIN | | 77 | | 00 | | 77 |
| | | CASES | | 98 | | 00 | 98 |
| | | | 06 | | 00 | | 06 |
| | | BARRELAGE | | 07 | | 00 | 07 |
| | STORZ | | 1,967 | | 238 | | 1,729 |
| | | CASES | | 2,821 | | 1,568 | 1,253 |
| | | | 143 | | 17 | | 126 |
| | | BARRELAGE | | 205 | | 114 | 91 |
| | TOTAL | | 19 | | 61 | | 42- |
| | | KEGS | | 73 | | 125 | 52- |
| | | | 3,271 | | 5,650 | | 2,379- |
| | | CASES | | 7,102 | | 16,859 | 9,757- |
| | | | 256 | | 471 | | 215- |
| | | BARRELAGE | | 588 | | 1,349 | 761- |
| IOWA | GRAIN BELT | | 188 | | 334 | | 146- |
| | | KEGS | | 317 | | 578 | 261- |
| | | | 34,330 | | 41,326 | | 6,996- |
| | | CASES | | 69,948 | | 116,050 | 46,102- |
| | | | 2,680 | | 3,333 | | 653- |
| | | BARRELAGE | | 5,394 | | 9,001 | 3,607- |
| | WHITE LABEL | | 00 | | 917 | | 917- |
| | | CASES | | 1,272 | | 1,764 | 492- |
| | | | 00 | | 67 | | 67- |
| | | BARRELAGE | | 92 | | 128 | 36- |
| | HAUENSTEIN | | 00 | | 42 | | 42- |
| | | CASES | | 1,807 | | 42 | 1,765 |
| | | | 00 | | 03 | | 03- |
| | | BARRELAGE | | 131 | | 03 | 128 |
| | CO CLB RINGNES | | 00 | | 00 | | 00 |
| | | CASES | | 91 | | 273 | 182- |
| | | | 00 | | 00 | | 00 |
| | | BARRELAGE | | 07 | | 20 | 13- |
| | STORZ | | 24 | | 77 | | 53- |
| | | KEGS | | 97 | | 119 | 22- |
| | | | 5,895 | | 5,754 | | 141 |

Data Documents, Inc. 02

SUMMARY OF SALES BY STATES AND BRANDS

| | | | FEBRUARY 75 | YTD 75 | FEBRUARY 74 | YTD 74 | VARIANCE |
|---|---|---|---|---|---|---|---|
| | | CASES | 452 | 1,093 | 495 | 870 | 43-<br>223 |
| | TOTAL | | 212 | 414 | 411 | 697 | 199-<br>283- |
| | | CASES | 40,225 | 86,839 | 48,039 | 128,482 | 7,814-<br>41,643- |
| | | BARRELAGE | 3,132 | 6,717 | 3,898 | 10,022 | 766-<br>3,305- |
| KANSAS | GRAIN BELT | | 00 | 00 | 00 | | 00 |
| | | CASES | 00 | 00 | 00 | 2,002 | 2,002- |
| | | BARRELAGE | 00 | 00 | 00 | 145 | 00<br>145- |
| | TOTAL | | 00 | 00 | 00 | | 00 |
| | | CASES | 00 | 00 | 00 | 2,002 | 2,002- |
| | | BARRELAGE | 00 | 00 | 00 | 145 | 00<br>145- |
| MICHIGAN | GRAIN BELT | | 84 | 84 | 00 | 308 | 84<br>224- |
| | | CASES | 06 | 06 | 00 | 22 | 06<br>16- |
| | | BARRELAGE | 84 | 84 | 00 | 308 | 84<br>224- |
| | TOTAL | | 06 | 06 | 00 | 22 | 06<br>16- |
| | | CASES | 00 | 784 | 1,813 | 2,758 | 1,813-<br>1,974- |
| | | BARRELAGE | 00 | 57 | 132 | 200 | 132-<br>143- |
| MONTANA | GRAIN BELT | | 00 | 784 | 1,813 | 2,758 | 1,813-<br>1,974- |
| | | CASES | 00 | 57 | 132 | 200 | 132-<br>143- |
| | | BARRELAGE | 06 | 36 | 46 | 102 | 40-<br>66- |
| | TOTAL | | 581 | 3,013 | 976 | 3,347 | 395-<br>334- |
| | | CASES | 48 | 255 | 117 | 345 | 69-<br>90- |
| | | BARRELAGE | 24 | 62 | 144 | 229 | 120-<br>167- |
| NEBRASKA | GRAIN BELT | | | | | | |
| | | KEGS | | | | | |
| | | CASES | | | | | |
| | | BARRELAGE | | | | | |
| | STORZ | | | | | | |
| | | KEGS | | | | | |

Data Documents, Inc. 02

SUMMARY OF SALES BY STATES AND BRANDS

| | | | FEBRUARY 75 | YTD 75 | FEBRUARY 74 | YTD 74 | VARIANCE |
|---|---|---|---|---|---|---|---|
| | | | 11,060 | 27,803 | 14,241 | 40,106 | 3,181- |
| | | CASES | | | | | 12,303- |
| | | | 827 | 2,080 | 1,178 | 3,140 | 351- |
| | | BARRELAGE | | | | | 1,060- |
| | | | 30 | 98 | 190 | 331 | 160- |
| | TOTAL | KEGS | | | | | 233- |
| | | | 11,641 | 30,816 | 15,217 | 43,453 | 3,576- |
| | | CASES | | | | | 12,637- |
| | | | 875 | 2,335 | 1,294 | 3,485 | 419- |
| | | BARRELAGE | | | | | 1,150- |
| | | | 112 | 317 | 286 | 646 | 174- |
| NORTH DAKOTA | GRAIN BELT | KEGS | | | | | 329- |
| | | | 7,465 | 19,881 | 9,230 | 31,793 | 1,765- |
| | | CASES | | | | | 11,912- |
| | | | 654 | 1,760 | 956 | 2,954 | 302- |
| | | BARRELAGE | | | | | 1,194- |
| | | | 00 | 00 | 00 | 77 | 00 |
| | WHITE LABEL | CASES | | | | | 77- |
| | | | 00 | 00 | 00 | 06 | 00 |
| | | BARRELAGE | | | | | 06- |
| | | | 385 | 1,365 | 280 | 2,488 | 105 |
| | HAUENSTEIN | CASES | | | | | 1,123- |
| | | | 28 | 99 | 20 | 181 | 08 |
| | | BARRELAGE | | | | | 82- |
| | | | 91 | 351 | 54 | 134 | 37 |
| | CO CLB RINGNES | CASES | | | | | 217 |
| | | | 07 | 25 | 04 | 10 | 03 |
| | | BARRELAGE | | | | | 15 |
| | | | 112 | 317 | 286 | 646 | 174- |
| | TOTAL | KEGS | | | | | 329- |
| | | | 7,941 | 21,597 | 9,564 | 34,492 | 1,623- |
| | | CASES | | | | | 12,895- |
| | | | 688 | 1,885 | 980 | 3,149 | 292- |
| | | BARRELAGE | | | | | 1,264- |
| | | | 546 | 1,001 | 598 | 1,306 | 52- |
| SOUTH DAKOTA | GRAIN BELT | KEGS | | | | | 305- |
| | | | 11,175 | 27,726 | 13,121 | 36,566 | 1,946- |
| | | CASES | | | | | 8,840- |
| | | | 1,357 | 3,013 | 1,550 | 3,960 | 193- |
| | | BARRELAGE | | | | | 947- |
| | | | 325 | 577 | 392 | 1,110 | 67- |
| | WHITE LABEL | CASES | | | | | 533- |

Data Documents, Inc. 02

SUMMARY OF SALES BY STATES AND BRANDS

| | | | FEBRUARY 75 | YTD 75 | FEBRUARY 74 | YTD 74 | VARIANCE |
|---|---|---|---|---|---|---|---|
| | | | 24 | | 28 | | 04- |
| | | BARRELAGE | | 42 | | 81 | 39- |
| | HAUENSTEIN | | 77 | | 77 | | 00 |
| | | CASES | | 154 | | 392 | 238- |
| | | | 06 | | 06 | | 00 |
| | | BARRELAGE | | 11 | | 28 | 17- |
| | CO CLB RINGNES | | 1,654 | | 735 | | 919 |
| | | CASES | | 1,941 | | 1,719 | 222 |
| | | | 120 | | 53 | | 67 |
| | | BARRELAGE | | 141 | | 125 | 16 |
| | STORZ | | 00 | | 00 | | 00 |
| | | KEGS | | 00 | | 24 | 24- |
| | | | 2,639 | | 3,654 | | 1,015- |
| | | CASES | | 5,357 | | 7,412 | 2,055- |
| | | | 192 | | 265 | | 73- |
| | | BARRELAGE | | 389 | | 562 | 173- |
| | TOTAL | | 546 | | 598 | | 52- |
| | | KEGS | | 1,001 | | 1,330 | 329- |
| | | | 15,870 | | 17,979 | | 2,109- |
| | | CASES | | 35,755 | | 47,199 | 11,444- |
| | | | 1,698 | | 1,903 | | 205- |
| | | BARRELAGE | | 3,596 | | 4,756 | 1,160- |
| WASHINGTON | GRAIN BELT | | 00 | | 00 | | 00 |
| | | CASES | | 00 | | 1,386 | 1,386- |
| | | | 00 | | 00 | | 00 |
| | | BARRELAGE | | 00 | | 101 | 101- |
| | TOTAL | | 00 | | 00 | | 00 |
| | | CASES | | 00 | | 1,386 | 1,386- |
| | | | 00 | | 00 | | 00 |
| | | BARRELAGE | | 00 | | 101 | 101- |
| WISCONSIN | GRAIN BELT | | 300 | | 515 | | 215- |
| | | KEGS | | 739 | | 1,165 | 426- |
| | | | 19,333 | | 24,292 | | 4,959- |
| | | CASES | | 40,662 | | 64,371 | 23,709- |
| | | | 1,703 | | 2,278 | | 575- |
| | | BARRELAGE | | 3,690 | | 5,837 | 2,147- |
| | WHITE LABEL | | 294 | | 462 | | 168- |
| | | CASES | | 672 | | 966 | 294- |
| | | | 21 | | 34 | | 13- |
| | | BARRELAGE | | 49 | | 70 | 21- |
| | HAUENSTEIN | | 3,654 | | 2,947 | | 707 |
| | | CASES | | 7,049 | | 9,289 | 2,240- |

Data Documents Inc. 02

SUMMARY OF SALES BY STATES AND BRANDS

| | | | FEBRUARY 75 | YTD 75 | FEBRUARY 74 | YTD 74 | VARIANCE |
|---|---|---|---|---|---|---|---|
| | | BARRELAGE | 265 | 512 | 214 | 674 | 51<br>162- |
| | CO CLB RINGNES | | 637 | | 00 | | 637 |
| | | CASES | | 728 | | 00 | 728 |
| | | BARRELAGE | 46 | 53 | 00 | 00 | 46<br>53 |
| | TOTAL | | 300 | | 515 | | 215- |
| | | KEGS | | 739 | | 1,165 | 426- |
| | | CASES | 23,918 | 49,111 | 27,701 | 74,626 | 3,783-<br>25,515- |
| | | BARRELAGE | 2,036 | 4,303 | 2,526 | 6,581 | 490-<br>2,278- |
| WYOMING | GRAIN BELT | | 308 | | 00 | | 308 |
| | | CASES | | 616 | | 308 | 308 |
| | | BARRELAGE | 22 | 45 | 00 | 22 | 22<br>23 |
| | TOTAL | | 308 | | 00 | | 308 |
| | | CASES | | 616 | | 308 | 308 |
| | | BARRELAGE | 22 | 45 | 00 | 22 | 22<br>23 |
| GRAND TOTAL | GRAIN BELT | | 9,489 | | 12,350 | | 2,861- |
| | | KEGS | | 19,812 | | 25,297 | 5,485- |
| | | CASES | 321,275 | 664,155 | 441,545 | 969,927 | 120,270-<br>305,772- |
| | | BARRELAGE | 32,807 | 68,016 | 44,397 | 95,694 | 11,590-<br>27,678- |
| | WHITE LABEL | | 18,572 | | 24,183 | | 5,611- |
| | | CASES | | 38,815 | | 55,495 | 16,680- |
| | | BARRELAGE | 1,348 | 2,817 | 1,755 | 4,028 | 407-<br>1,211- |
| | HAUENSTEIN | | 93,887 | | 93,901 | | 14- |
| | | CASES | | 194,892 | | 248,126 | 53,234- |
| | | BARRELAGE | 6,814 | 14,145 | 6,815 | 18,009 | 01-<br>3,864- |
| | CO CLB RINGNES | | 5,391 | | 6,507 | | 1,116- |
| | | CASES | | 9,207 | | 10,228 | 1,021- |
| | | BARRELAGE | 391 | 668 | 472 | 742 | 81-<br>74- |
| | STORZ | | 48 | | 221 | | 173- |
| | | KEGS | | 159 | | 372 | 213- |
| | | | 21,563 | | 25,399 | | 3,836- |

Data Documents, Inc. 02

SUMMARY OF SALES BY STATES AND BRANDS

| | | FEBRUARY 75 | YTD 75 | FEBRUARY 74 | YTD 74 | VARIANCE |
|---|---|---|---|---|---|---|
| | CASES | | 50,880 | | 62,295 | 11,415- |
| | | 1,613 | | 2,064 | | 451- |
| | BARRELAGE | | 3,852 | | 4,893 | 1,041- |
| TOTAL | | 9,537 | | 12,571 | | 3,034- |
| | KEGS | | 19,971 | | 25,669 | 5,698- |
| | | 460,688 | | 591,535 | | 130,847- |
| | CASES | | 957,949 | | 1,346,071 | 388,122- |
| | | 42,974 | | 55,505 | | 12,531- |
| | BARRELAGE | | 89,499 | | 123,367 | 33,868- |

Data Documents, Inc. 02

REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 02/75

GRAIN BELT BRANDS

| MN DISTRBTRS | | MONTHLY | | YEARLY | | | |
|---|---|---|---|---|---|---|---|
| | | CURRENT | LAST YEAR | CURRENT | LAST YEAR | VARIANCE | % |
| 001 | 1/1 BBL GB ST | 213 | 241 | 421 | 441 | 20- | 4.53- |
| 002 | 1/2 BBL GB ST | 5,473 | 6,843 | 11,343 | 13,589 | 2,246- | 16.52- |
| 003 | 1/4 BBL GB ST | 2,277 | 3,196 | 5,099 | 6,445 | 1,346- | 20.88- |
| 005 | 1/1 BBL GB 3.2 | 1,886 | 2,382 | 3,877 | 4,828 | 951- | 19.69- |
| 006 | 1/2 BBL GB 3.2 | 5,629 | 6,991 | 11,813 | 14,784 | 2,971- | 20.09- |
| 007 | 1/4 BBL GB 3.2 | 242 | 369 | 400 | 668 | 268- | 40.11- |
| 009 | 1/1 BBL WB | 2 | 2 | 3 | 4 | 1- | 25.00- |
| 010 | 1/2 BBL WB | 34 | 73 | 64 | 122 | 58- | 47.54- |
| 011 | 1/4 BBL WB | 70 | 155 | 167 | 303 | 136- | 44.88- |
| 027 | 24/12 RT A GB | 78,036 | 90,478 | 154,644 | 189,434 | 34,790- | 18.36- |
| 028 | 35/7 RT A GB | 2,869 | 4,142 | 5,920 | 8,968 | 3,048- | 33.98- |
| 034 | 24 PK NR GB | 7,756 | 9,912 | 13,246 | 18,144 | 4,898- | 26.99- |
| 035 | 4-6 NR GB | 6,778 | 12,608 | 17,394 | 25,995 | 8,601- | 33.08- |
| 036 | 4-6 BK NR GB | 1,630 | 2,776 | 4,961 | 5,583 | 622- | 11.14- |
| 037 | 12/32 NR GB | 444 | 1,213 | 1,303 | 2,230 | 927- | 41.56- |
| 040 | 24 PK CAN GB | 1,386 | 20 | 1,386 | 1,329 | 57 | 4.28 |
| 041 | 4-6 CAN GB | 8,794 | 14,403 | 19,742 | 29,727 | 9,985- | 33.58- |
| 042 | 12/12 CAN GB | 37,292 | 84,854 | 66,276 | 141,015 | 74,739- | 53.00- |
| 043 | 24/16 CAN GB | 4,095 | 7,046 | 8,148 | 13,039 | 4,891- | 37.51- |
| 029 | 24/12 PREM RET | 22,596 | 30,495 | 48,390 | 62,165 | 13,775- | 22.15- |
| 030 | 36/8 PREM RET | 6,562 | 8,580 | 14,950 | 20,070 | 5,120- | 25.51- |
| 033 | 24/12 PREM N R | 1,234 | 1,570 | 2,741 | 3,014 | 273- | 9.05- |
| 038 | 4-6 PREM CAN | 1,289 | 2,475 | 2,179 | 6,256 | 4,077- | 65.16- |
| 039 | 12/12 PREM CAN | 6,970 | 13,965 | 14,789 | 28,097 | 13,308- | 47.36- |
| 047 | 24/12 RA GB 32 | 33,927 | 44,982 | 65,581 | 95,777 | 30,196- | 31.52- |
| 048 | 35/7 RA GB 32 | 1,292 | 2,423 | 2,625 | 4,532 | 1,907- | 42.07- |
| 050 | 36/8 RT GB 32 | 691 | 1,046 | 1,579 | 2,273 | 694- | 30.53- |
| 055 | 4-6 NR GB 32 | 8,776 | 13,721 | 18,088 | 27,377 | 9,289- | 33.92- |
| 056 | 4-6 BKNR GB 32 | 822 | 1,397 | 2,824 | 3,576 | 752- | 21.02- |
| 057 | 12/32 NR GB 32 | 1,371 | 1,620 | 2,446 | 2,853 | 407- | 14.26- |
| 061 | 4-6 CAN GB 32 | 14,302 | 22,015 | 30,570 | 46,693 | 16,123- | 34.52- |
| 062 | 12/12 C GB 32 | 17,096 | 21,868 | 29,422 | 37,758 | 8,336- | 22.07- |
| 063 | 24/16 C GB 32 | 4,226 | 5,087 | 9,634 | 10,431 | 797- | 7.64- |
| 066 | 4-6 CAN GBX | 0 | 605 | 0 | 955 | 955- | 100.00- |
| 026 | 36/8 COCLUB 32 | 0 | 320 | 0 | 320 | 320- | 100.00- |
| 064 | 36/8 COCLUB CN | 560 | 1,149 | 1,360 | 1,949 | 589- | 30.22- |
| 065 | 4-6 COCLUB CAN | 1,092 | 1,729 | 2,002 | 2,286 | 284- | 12.42- |
| 068 | 24/16 COCLUB C | 840 | 1,890 | 1,680 | 2,660 | 980- | 36.84- |
| 019 | 24/11 RINGNES | 259 | 0 | 539 | 0 | 539 | 100.00 |
| 147 | 24/12 RT WL | 11,634 | 15,092 | 24,125 | 33,992 | 9,867- | 29.02- |
| 148 | 4-6 CAN WL | 1,037 | 1,939 | 1,961 | 4,049 | 2,088- | 51.56- |
| 159 | 12/12 CAN WL | 5,205 | 0 | 9,414 | 0 | 9,414 | 100.00 |
| 149 | 24/16 CAN WL | 0 | 526 | 0 | 735 | 735- | 100.00- |
| 152 | 24/12 R WL 32 | 777 | 2,736 | 2,541 | 7,141 | 4,600- | 64.41- |
| 153 | 4-6 CAN WL 32 | 1,055 | 1,421 | 1,461 | 3,823 | 2,362- | 61.78- |
| 164 | 12/12 CAN WL32 | 1,610 | 0 | 2,872 | 0 | 2,872 | 100.00 |
| 154 | 24/16 C WL 32 | 0 | 392 | 0 | 1,195 | 1,195- | 100.00- |
| 167 | 24/12 RT HN | 70,098 | 71,453 | 146,623 | 190,187 | 43,564- | 22.90- |
| 169 | 4-6 CAN HN | 5,559 | 4,453 | 9,227 | 10,081 | 854- | 8.47- |
| 170 | 12/12 CAN HN | 9,009 | 7,588 | 19,944 | 20,860 | 916- | 4.39- |

Data Documents, Inc. 02

| | | | | | | | |
|---|---|---|---|---|---|---|---|
| 173 | 24/12 RT HN 32 | 4,746 | 7,537 | 10,794 | 16,525 | 5,731- | 34.68- |
| 175 | 4-6 CAN HN 32 | 3,248 | 2,386 | 4,802 | 5,200 | 398- | 7.65- |
| 176 | 12/12 C HN 32 | 3,075 | 1,863 | 6,001 | 6,983 | 982- | 14.06- |
| | GRAIN BELT FULL BARRELS | 8,316.25 | 10,508.50 | 17,327.50 | 21,374.50 | 4,047.00- | 18.93- |
| | GRAIN BELT 288 OZ CASES | 242,312.36 | 342,965.89 | 489,495.57 | 691,357.90 | 201,862.33- | 29.19- |
| | WHITE LABEL 288 OZ CASES | 17,910.50 | 22,412.00 | 36,231.00 | 51,578.33 | 15,347.33- | 29.75- |
| | HAUENSTEIN 288 OZ CASES | 89,693.00 | 90,554.50 | 184,418.50 | 235,914.50 | 51,496.00- | 21.82- |
| | CO CLUB NEAR R1NGNES 288OZ | 3,009.42 | 5,717.99 | 6,096.08 | 8,101.66 | 2,005.58- | 24.75- |
| | TOTAL FULL BARRELS | 8,316.25 | 10,508.50 | 17,327.50 | 21,374.50 | 4,047.00- | 18.93- |
| | TOTAL 288 OZ CASES | 352,925.28 | 461,650.38 | 716,241.15 | 986,952.39 | 270,711.24- | 27.42- |
| | TOTAL BARRELAGE | 33,931.56 | 44,015.08 | 69,312.28 | 93,007.50 | 23,695.22- | 25.47- |

Data Documents, Inc. 02

REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 02/75

GRAIN BELT BRANDS

COLORADO

| | | MONTHLY | | YEARLY | | | |
|---|---|---|---|---|---|---|---|
| | | CURRENT | LAST YEAR | CURRENT | LAST YEAR | VARIANCE | % |
| 035 | 4-6 NR GB | 2,576 | 448 | 3,976 | 448 | 3,528 | 787.50 |
| 036 | 4-6 BK NR GB | 0 | 0 | 539 | 0 | 539 | 100.00 |
| 037 | 12/32 NR GB | 0 | 42 | 0 | 42 | 42- | 100.00- |
| 041 | 4-6 CAN GB | 1,925 | 1,848 | 3,311 | 3,773 | 462- | 12.24- |
| 055 | 4-6 NR GB 32 | 0 | 56 | 0 | 112 | 112- | 100.00- |
| GRAIN BELT FULL BARRELS | | .00 | .00 | .00 | .00 | .00 | .00 |
| GRAIN BELT 288 OZ CASES | | 4,501.00 | 2,408.00 | 7,826.00 | 4,389.00 | 3,437.00 | 78.30 |
| WHITE LABEL 288 OZ CASES | | .00 | .00 | .00 | .00 | .00 | .00 |
| HAUENSTEIN 288 OZ CASES | | .00 | .00 | .00 | .00 | .00 | .00 |
| CO CLUB NEAR RINGNES 288OZ | | .00 | .00 | .00 | .00 | .00 | .00 |
| TOTAL FULL BARRELS | | .00 | .00 | .00 | .00 | .00 | .00 |
| TOTAL 288 OZ CASES | | 4,501.00 | 2,408.00 | 7,826.00 | 4,389.00 | 3,437.00 | 78.30 |
| TOTAL BARRELAGE | | 326.68 | 174.77 | 568.01 | 318.55 | 249.46 | 78.31 |

Data Documents, Inc. 02

REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 02/75

GRAIN BELT BRANDS

ILLINOIS

| | | MONTHLY | | YEARLY | | | |
|---|---|---|---|---|---|---|---|
| | | CURRENT | LAST YEAR | CURRENT | LAST YEAR | VARIANCE | % |
| 001 | 1/1 BBL GB ST | 6 | 8 | 16 | 16 | 0 | .00 |
| 002 | 1/2 BBL GB ST | 16 | 76 | 76 | 140 | 64- | 45.71- |
| 003 | 1/4 BBL GB ST | 20 | 58 | 76 | 154 | 78- | 50.64- |
| 027 | 24/12 RT A GB | 42 | 0 | 42 | 141 | 99- | 70.21- |
| 035 | 4-6 NR GB | 0 | 0 | 0 | 56 | 56- | 100.00- |
| 036 | 4-6 BK NR GB | 63 | 847 | 602 | 924 | 322- | 34.84- |
| 037 | 12/32 NR GB | 0 | 84 | 42 | 84 | 42- | 50.00- |
| 040 | 24 PK CAN GB | 0 | 0 | 0 | 4,004 | 4,004- | 100.00- |
| 041 | 4-6 CAN GB | 462 | 693 | 1,001 | 1,617 | 616- | 38.09- |
| 042 | 12/12 CAN GB | 770 | 4,928 | 3,388 | 11,242 | 7,854- | 69.86- |
| 043 | 24/16 CAN GB | 0 | 0 | 0 | 56 | 56- | 100.00- |
| 029 | 24/12 PREM RET | 126 | 1,260 | 546 | 2,520 | 1,974- | 78.33- |
| 030 | 36/8 PREM RET | 72 | 36 | 144 | 144 | 0 | .00 |
| 038 | 4-6 PREM CAN | 0 | 0 | 0 | 77 | 77- | 100.00- |
| 039 | 12/12 PREM CAN | 70 | 0 | 70 | 0 | 70 | 100.00 |
| 148 | 4-6 CAN WL | 0 | 0 | 21 | 0 | 21 | 100.00 |
| 159 | 12/12 CAN WL | 84 | 0 | 84 | 0 | 84 | 100.00 |
| 169 | 4-6 CAN HN | 0 | 0 | 21 | 0 | 21 | 100.00 |
| 170 | 12/12 CAN HN | 154 | 0 | 154 | 0 | 154 | 100.00 |
| | GRAIN BELT FULL BARRELS | 19.00 | 60.50 | 73.00 | 124.50 | 51.50- | 41.36- |
| | GRAIN BELT 288 OZ CASES | 1,185.00 | 5,412.00 | 4,120.00 | 15,290.67 | 11,170.67- | 73.05- |
| | WHITE LABEL 288 OZ CASES | 42.00 | .00 | 63.00 | .00 | 63.00 | 100.00 |
| | HAUENSTEIN 288 OZ CASES | 77.00 | .00 | 98.00 | .00 | 98.00 | 100.00 |
| | CO CLUB NEAR RINGNES 288OZ | .00 | .00 | .00 | .00 | .00 | .00 |
| | TOTAL FULL BARRELS | 19.00 | 60.50 | 73.00 | 124.50 | 51.50- | 41.36- |
| | TOTAL 288 OZ CASES | 1,304.00 | 5,412.00 | 4,281.00 | 15,290.67 | 11,009.67- | 72.00- |
| | TOTAL BARRELAGE | 113.64 | 453.30 | 383.71 | 1,234.29 | 850.58- | 68.91- |

REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 02/75

GRAIN BELT BRANDS

IOWA

| | | MONTHLY | | YEARLY | | | |
|---|---|---|---|---|---|---|---|
| | | CURRENT | LAST YEAR | CURRENT | LAST YEAR | VARIANCE | % |
| 002 | 1/2 BBL GB ST | 372 | 656 | 628 | 1,136 | 508- | 44.71- |
| 003 | 1/4 BBL GB ST | 8 | 22 | 12 | 38 | 26- | 68.42- |
| 027 | 24/12 RT A GB | 756 | 840 | 1,302 | 2,310 | 1,008- | 43.63- |
| 034 | 24 PK NR GB | 176 | 1,960 | 176 | 5,936 | 5,760- | 97.03- |
| 035 | 4-6 NR GB | 5,600 | 1,680 | 6,272 | 11,144 | 4,872- | 43.71- |
| 036 | 4-6 BK NR GB | 77 | 525 | 77 | 910 | 833- | 91.53- |
| 037 | 12/32 NR GB | 504 | 483 | 910 | 925 | 15- | 1.62- |
| 041 | 4-6 CAN GB | 2,695 | 6,923 | 7,238 | 15,715 | 8,477- | 53.94- |
| 042 | 12/12 CAN GB | 36,344 | 54,670 | 78,078 | 150,766 | 72,688- | 48.21- |
| 043 | 24/16 CAN GB | 84 | 196 | 224 | 392 | 168- | 42.85- |
| 029 | 24/12 PREM RET | 798 | 882 | 1,134 | 2,100 | 966- | 46.00- |
| 030 | 36/8 PREM RET | 36 | 108 | 108 | 180 | 72- | 40.00- |
| 033 | 24/12 PREM N R | 0 | 168 | 0 | 616 | 616- | 100.00- |
| 038 | 4-6 PREM CAN | 2,156 | 0 | 4,158 | 0 | 4,158 | 100.00 |
| 039 | 12/12 PREM CAN | 6,160 | 0 | 17,864 | 0 | 17,864 | 100.00 |
| 069 | 4-6 GOETZ NEAR | 0 | 0 | 91 | 273 | 182- | 66.66- |
| 148 | 4-6 CAN WL | 0 | 917 | 35 | 1,764 | 1,729- | 98.01- |
| 159 | 12/12 CAN WL | 0 | 0 | 2,474 | 0 | 2,474 | 100.00 |
| 167 | 24/12 RT HN | 0 | 42 | 0 | 42 | 42- | 100.00- |
| 170 | 12/12 CAN HN | 0 | 0 | 3,614 | 0 | 3,614 | 100.00 |
| GRAIN BELT FULL BARRELS | | 188.00 | 333.50 | 317.00 | 577.50 | 260.50- | 45.10- |
| GRAIN BELT 288 OZ CASES | | 34,330.00 | 41,326.33 | 69,948.00 | 116,050.00 | 46,102.00- | 39.72- |
| WHITE LABEL 288 OZ CASES | | .00 | 917.00 | 1,272.00 | 1,764.00 | 492.00- | 27.89- |
| HAUENSTEIN 288 OZ CASES | | .00 | 42.00 | 1,807.00 | 42.00 | 1,765.00 | 4202.38 |
| CO CLUB NEAR RINGNES 288OZ | | .00 | .00 | 91.00 | 273.00 | 182.00- | 66.66- |
| TOTAL FULL BARRELS | | 188.00 | 333.50 | 317.00 | 577.50 | 260.50- | 45.10- |
| TOTAL 288 OZ CASES | | 34,330.00 | 42,285.33 | 73,118.00 | 118,129.00 | 45,011.00- | 38.10- |
| TOTAL BARRELAGE | | 2,679.67 | 3,402.56 | 5,623.90 | 9,151.30 | 3,527.40- | 38.54- |

Data Documents, Inc. 02

REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 02/75

GRAIN BELT BRANDS

KANSAS

| | | MONTHLY | | YEARLY | | | |
|---|---|---|---|---|---|---|---|
| | | CURRENT | LAST YEAR | CURRENT | LAST YEAR | VARIANCE | % |
| 041 | 4-6 CAN GB | 0 | 0 | 0 | 616 | 616- | 100.00- |
| 042 | 12/12 CAN GB | 0 | 0 | 0 | 1,232 | 1,232- | 100.00- |
| 061 | 4-6 CAN GB 32 | 0 | 0 | 0 | 770 | 770- | 100.00- |
| GRAIN BELT FULL BARRELS | | .00 | .00 | .00 | .00 | .00 | .00 |
| GRAIN BELT 288 OZ CASES | | .00 | .00 | .00 | 2,002.00 | 2,002.00- | 100.00- |
| WHITE LABEL 288 OZ CASES | | .00 | .00 | .00 | .00 | .00 | .00 |
| HAUENSTEIN 288 OZ CASES | | .00 | .00 | .00 | .00 | .00 | .00 |
| CO CLUB NEAR R1NGNES 288OZ | | .00 | .00 | .00 | .00 | .00 | .00 |
| TOTAL FULL BARRELS | | .00 | .00 | .00 | .00 | .00 | .00 |
| TOTAL 288 OZ CASES | | .00 | .00 | .00 | 2,002.00 | 2,002.00- | 100.00- |
| TOTAL BARRELAGE | | .00 | .00 | .00 | 145.30 | 145.30- | 100.00- |

Data Documents, Inc. 02

REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 02/75

GRAIN BELT BRANDS

MICHIGAN

| | | MONTHLY | | YEARLY | | | |
|---|---|---|---|---|---|---|---|
| | | CURRENT | LAST YEAR | CURRENT | LAST YEAR | VARIANCE | % |
| 027 | 24/12 RT A GB | 84 | 0 | 84 | 210 | 126- | 60.00- |
| 028 | 35/7 RT A GB | 0 | 0 | 0 | 49 | 49- | 100.00- |
| 035 | 4-6 NR GB | 0 | 0 | 0 | 56 | 56- | 100.00- |
| GRAIN BELT FULL BARRELS | | .00 | .00 | .00 | .00 | .00 | .00 |
| GRAIN BELT 288 OZ CASES | | 84.00 | .00 | 84.00 | 307.68 | 223.68- | 72.69- |
| WHITE LABEL 288 OZ CASES | | .00 | .00 | .00 | .00 | .00 | .00 |
| HAUENSTEIN 288 OZ CASES | | .00 | .00 | .00 | .00 | .00 | .00 |
| CO CLUB NEAR R1NGNES 288OZ | | .00 | .00 | .00 | .00 | .00 | .00 |
| TOTAL FULL BARRELS | | .00 | .00 | .00 | .00 | .00 | .00 |
| TOTAL 288 OZ CASES | | 84.00 | .00 | 84.00 | 307.68 | 223.68- | 72.69- |
| TOTAL BARRELAGE | | 6.09 | .00 | 6.09 | 22.33 | 16.24- | 72.72- |

Data Documents, Inc. 02

REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 02/75

GRAIN BELT BRANDS

MONTANA

| | | MONTHLY | | YEARLY | | | |
|---|---|---|---|---|---|---|---|
| | | CURRENT | LAST YEAR | CURRENT | LAST YEAR | VARIANCE | % |
| 035 | 4-6 NR GB | 0 | 504 | 336 | 1,064 | 728- | 68.42- |
| 036 | 4-6 BK NR GB | 0 | 154 | 0 | 154 | 154- | 100.00- |
| 041 | 4-6 CAN GB | 0 | 1,155 | 154 | 1,540 | 1,386- | 90.00- |
| 029 | 24/12 PREM RET | 0 | 0 | 294 | 0 | 294 | 100.00 |
| GRAIN BELT FULL BARRELS | | .00 | .00 | .00 | .00 | .00 | .00 |
| GRAIN BELT 288 OZ CASES | | .00 | 1,813.00 | 784.00 | 2,758.00 | 1,974.00- | 71.57- |
| WHITE LABEL 288 OZ CASES | | .00 | .00 | .00 | .00 | .00 | .00 |
| HAUENSTEIN 288 OZ CASES | | .00 | .00 | .00 | .00 | .00 | .00 |
| CO CLUB NEAR RINGNES 288OZ | | .00 | .00 | .00 | .00 | .00 | .00 |
| TOTAL FULL BARRELS | | .00 | .00 | .00 | .00 | .00 | .00 |
| TOTAL 288 OZ CASES | | .00 | 1,813.00 | 784.00 | 2,758.00 | 1,974.00- | 71.57- |
| TOTAL BARRELAGE | | .00 | 131.58 | 56.90 | 200.17 | 143.27- | 71.57- |

Data Documents, Inc. 02

REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 02/75

GRAIN BELT BRANDS

NEBRASKA

| | | MONTHLY | | YEARLY | | | |
|---|---|---|---|---|---|---|---|
| | | CURRENT | LAST YEAR | CURRENT | LAST YEAR | VARIANCE | % |
| 002 | 1/2 BBL GB ST | 0 | 72 | 48 | 168 | 120- | 71.42- |
| 003 | 1/4 BBL GB ST | 0 | 0 | 0 | 32 | 32- | 100.00- |
| 010 | 1/2 BBL WB | 12 | 20 | 24 | 20 | 4 | 20.00 |
| 027 | 24/12 RT A GB | 42 | 42 | 630 | 546 | 84 | 15.38 |
| 035 | 4-6 NR GB | 0 | 0 | 56 | 56 | 0 | .00 |
| 036 | 4-6 BK NR GB | 0 | 154 | 231 | 154 | 77 | 50.00 |
| 041 | 4-6 CAN GB | 0 | 77 | 231 | 385 | 154- | 40.00- |
| 042 | 12/12 CAN GB | 1,078 | 1,078 | 3,696 | 3,850 | 154- | 4.00- |
| 043 | 24/16 CAN GB | 0 | 112 | 0 | 168 | 168- | 100.00- |
| 029 | 24/12 PREM RET | 0 | 15 | 17 | 57 | 40- | 70.17- |
| | GRAIN BELT FULL BARRELS | 6.00 | 46.00 | 36.00 | 102.00 | 66.00- | 64.70- |
| | GRAIN BELT 288 OZ CASES | 581.00 | 976.33 | 3,013.00 | 3,347.00 | 334.00- | 9.97- |
| | WHITE LABEL 288 OZ CASES | .00 | .00 | .00 | .00 | .00 | .00 |
| | HAUENSTEIN 288 OZ CASES | .00 | .00 | .00 | .00 | .00 | .00 |
| | CO CLUB NEAR RINGNES 288OZ | .00 | .00 | .00 | .00 | .00 | .00 |
| | TOTAL FULL BARRELS | 6.00 | 46.00 | 36.00 | 102.00 | 66.00- | 64.70- |
| | TOTAL 288 OZ CASES | 581.00 | 976.33 | 3,013.00 | 3,347.00 | 334.00- | 9.97- |
| | TOTAL BARRELAGE | 48.16 | 116.86 | 254.68 | 344.92 | 90.24- | 26.16- |

Data Documents, Inc. 02

REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 02/75

GRAIN BELT BRANDS

NORTH DAKOTA

| | | MONTHLY | | YEARLY | | | |
|---|---|---|---|---|---|---|---|
| | | CURRENT | LAST YEAR | CURRENT | LAST YEAR | VARIANCE | % |
| 002 | 1/2 BBL GB ST | 176 | 496 | 532 | 1,164 | 632- | 54.29- |
| 003 | 1/4 BBL GB ST | 96 | 152 | 204 | 256 | 52- | 20.31- |
| 027 | 24/12 RT A GB | 546 | 840 | 1,596 | 2,058 | 462- | 22.44- |
| 034 | 24 PK NR GB | 56 | 56 | 168 | 168 | 0 | .00 |
| 035 | 4-6 NR GB | 448 | 1,064 | 1,910 | 3,136 | 1,226- | 39.09- |
| 036 | 4-6 BK NR GB | 0 | 231 | 385 | 539 | 154- | 28.57- |
| 037 | 12/32 NR GB | 53 | 126 | 95 | 364 | 269- | 73.90- |
| 041 | 4-6 CAN GB | 1,540 | 770 | 2,310 | 2,079 | 231 | 11.11 |
| 042 | 12/12 CAN GB | 924 | 1,078 | 4,312 | 1,848 | 2,464 | 133.33 |
| 043 | 24/16 CAN GB | 56 | 112 | 56 | 158 | 102- | 64.55- |
| 029 | 24/12 PREM RET | 2,100 | 2,268 | 5,796 | 7,098 | 1,302- | 18.34- |
| 030 | 36/8 PREM RET | 396 | 576 | 1,116 | 2,016 | 900- | 44.64- |
| 033 | 24/12 PREM N R | 0 | 84 | 203 | 296 | 93- | 31.41- |
| 038 | 4-6 PREM CAN | 1,386 | 1,771 | 3,192 | 8,758 | 5,566- | 63.55- |
| 039 | 12/12 PREM CAN | 770 | 1,386 | 1,694 | 8,008 | 6,314- | 78.84- |
| 066 | 4-6 CAN GBX | 0 | 21 | 0 | 21 | 21- | 100.00- |
| 064 | 36/8 COCLUB CN | 0 | 54 | 160 | 134 | 26 | 19.40 |
| 065 | 4-6 COCLUB CAN | 91 | 0 | 91 | 0 | 91 | 100.00 |
| 019 | 24/11 RINGNES | 0 | 0 | 109 | 0 | 109 | 100.00 |
| 148 | 4-6 CAN WL | 0 | 0 | 0 | 77 | 77- | 100.00- |
| 167 | 24/12 RT HN | 0 | 126 | 210 | 378 | 168- | 44.44- |
| 169 | 4-6 CAN HN | 77 | 0 | 462 | 231 | 231 | 100.00 |
| 170 | 12/12 CAN HN | 616 | 308 | 1,386 | 3,757 | 2,371- | 63.10- |
| GRAIN BELT FULL BARRELS | | 112.00 | 286.00 | 317.00 | 646.00 | 329.00- | 50.92- |
| GRAIN BELT 288 OZ CASES | | 7,464.34 | 9,230.33 | 19,880.34 | 31,793.00 | 11,912.66- | 37.46- |
| WHITE LABEL 288 OZ CASES | | .00 | .00 | .00 | 77.00 | 77.00- | 100.00- |
| HAUENSTEIN 288 OZ CASES | | 385.00 | 280.00 | 1,365.00 | 2,487.50 | 1,122.50- | 45.12- |
| CO CLUB NEAR RINGNES 2880Z | | 91.00 | 54.00 | 350.92 | 134.00 | 216.92 | 161.88 |
| TOTAL FULL BARRELS | | 112.00 | 286.00 | 317.00 | 646.00 | 329.00- | 50.92- |
| TOTAL 288 OZ CASES | | 7,940.34 | 9,564.33 | 21,596.26 | 34,491.50 | 12,895.24- | 37.38- |
| TOTAL BARRELAGE | | 688.30 | 980.17 | 1,884.45 | 3,149.39 | 1,264.94- | 40.16- |

Data Documents, Inc. 02

REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 02/75

GRAIN BELT BRANDS

SOUTH DAKOTA

| | | MONTHLY | | YEARLY | | | |
|---|---|---|---|---|---|---|---|
| | | CURRENT | LAST YEAR | CURRENT | LAST YEAR | VARIANCE | % |
| 002 | 1/2 BBL GB ST | 336 | 254 | 632 | 554 | 78 | 14.07 |
| 003 | 1/4 BBL GB ST | 52 | 42 | 84 | 94 | 10- | 10.63- |
| 006 | 1/2 BBL GB 3.2 | 676 | 888 | 1,234 | 1,928 | 694- | 35.99- |
| 007 | 1/4 BBL GB 3.2 | 108 | 64 | 188 | 164 | 24 | 14.63 |
| 027 | 24/12 RT A GB | 1,344 | 1,722 | 2,982 | 3,780 | 798- | 21.11- |
| 034 | 24 PK NR GB | 56 | 0 | 56 | 0 | 56 | 100.00 |
| 035 | 4-6 NR GB | 1,148 | 1,008 | 2,688 | 3,067 | 379- | 12.35- |
| 036 | 4-6 BK NR GB | 175 | 343 | 252 | 475 | 223- | 46.94- |
| 037 | 12/32 NR GB | 120 | 42 | 246 | 252 | 6- | 2.38- |
| 041 | 4-6 CAN GB | 1,386 | 1,694 | 3,696 | 3,927 | 231- | 5.88- |
| 042 | 12/12 CAN GB | 462 | 462 | 1,078 | 1,078 | 0 | .00 |
| 043 | 24/16 CAN GB | 224 | 224 | 446 | 392 | 54 | 13.77 |
| 029 | 24/12 PREM RET | 1,260 | 1,344 | 3,024 | 3,444 | 420- | 12.19- |
| 030 | 36/8 PREM RET | 396 | 906 | 1,008 | 1,770 | 762- | 43.05- |
| 038 | 4-6 PREM CAN | 539 | 462 | 882 | 1,694 | 812- | 47.93- |
| 047 | 24/12 RA GB 32 | 1,470 | 1,764 | 3,990 | 5,418 | 1,428- | 26.35- |
| 050 | 36/8 RT GB 32 | 72 | 288 | 828 | 1,188 | 360- | 30.30- |
| 055 | 4-6 NR GB 32 | 896 | 812 | 2,128 | 3,836 | 1,708- | 44.52- |
| 056 | 4-6 BKNR GB 32 | 98 | 87 | 98 | 124 | 26- | 20.96- |
| 057 | 12/32 NR GB 32 | 21 | 21 | 126 | 273 | 147- | 53.84- |
| 061 | 4-6 CAN GB 32 | 1,463 | 2,002 | 4,158 | 6,006 | 1,848- | 30.76- |
| 062 | 12/12 C GB 32 | 308 | 0 | 462 | 0 | 462 | 100.00 |
| 063 | 24/16 C GB 32 | 0 | 56 | 56 | 56 | 0 | .00 |
| 064 | 36/8 COCLUB CN | 186 | 0 | 186 | 160 | 26 | 16.25 |
| 065 | 4-6 COCLUB CAN | 1,001 | 455 | 1,274 | 1,092 | 182 | 16.66 |
| 068 | 24/16 COCLUB C | 350 | 210 | 350 | 350 | 0 | .00 |
| 019 | 24/11 RINGNES | 0 | 0 | 15 | 0 | 15 | 100.00 |
| 147 | 24/12 RT WL | 0 | 84 | 210 | 210 | 0 | .00 |
| 148 | 4-6 CAN WL | 77 | 154 | 77 | 413 | 336- | 81.35- |
| 152 | 24/12 R WL 32 | 84 | 0 | 126 | 168 | 42- | 25.00- |
| 153 | 4-6 CAN WL 32 | 164 | 154 | 164 | 319 | 155- | 48.58- |
| 167 | 24/12 RT HN | 0 | 0 | 0 | 84 | 84- | 100.00- |
| 169 | 4-6 CAN HN | 0 | 77 | 0 | 154 | 154- | 100.00- |
| 175 | 4-6 CAN HN 32 | 77 | 0 | 154 | 154 | 0 | .00 |
| | GRAIN BELT FULL BARRELS | 546.00 | 597.50 | 1,001.00 | 1,305.50 | 304.50- | 23.32- |
| | GRAIN BELT 288 OZ CASES | 11,174.67 | 13,120.34 | 27,725.34 | 36,565.34 | 8,840.00- | 24.17- |
| | WHITE LABEL 288 OZ CASES | 325.00 | 392.00 | 577.00 | 1,110.00 | 533.00- | 48.01- |
| | HAUENSTEIN 288 OZ CASES | 77.00 | 77.00 | 154.00 | 392.00 | 238.00- | 60.71- |
| | CO CLUB NEAR RINGNES 288OZ | 1,653.67 | 735.00 | 1,940.42 | 1,718.67 | 221.75 | 12.90 |
| | TOTAL FULL BARRELS | 546.00 | 597.50 | 1,001.00 | 1,305.50 | 304.50- | 23.32- |
| | TOTAL 288 OZ CASES | 13,230.34 | 14,324.34 | 30,396.76 | 39,786.01 | 9,389.25- | 23.59- |
| | TOTAL BARRELAGE | 1,506.25 | 1,637.16 | 3,207.19 | 4,193.16 | 985.97- | 23.51- |

Data Documents, Inc. 02

REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES MONTH: 02/75

Data Documents, Inc. 2

GRAIN BELT BRANDS

| WASHINGTON | MONTHLY CURRENT | MONTHLY LAST YEAR | YEARLY CURRENT | YEARLY LAST YEAR | VARIANCE | % |
|---|---|---|---|---|---|---|
| 035 4-6 NR GB | 0 | 0 | 0 | 1,232 | 1,232- | 100.00- |
| 041 4-6 CAN GB | 0 | 0 | 0 | 154 | 154- | 100.00- |
| GRAIN BELT FULL BARRELS | .00 | .00 | .00 | .00 | .00 | .00 |
| GRAIN BELT 288 OZ CASES | .00 | .00 | .00 | 1,386.00 | 1,386.00- | 100.00- |
| WHITE LABEL 288 OZ CASES | .00 | .00 | .00 | .00 | .00 | .00 |
| HAUENSTEIN 288 OZ CASES | .00 | .00 | .00 | .00 | .00 | .00 |
| CO CLUB NEAR RINGNES 288OZ | .00 | .00 | .00 | .00 | .00 | .00 |
| TOTAL FULL BARRELS | .00 | .00 | .00 | .00 | .00 | .00 |
| TOTAL 288 OZ CASES | .00 | .00 | .00 | 1,386.00 | 1,386.00- | 100.00- |
| TOTAL BARRELAGE | .00 | .00 | .00 | 100.59 | 100.59- | 100.00- |

Data Documents, Inc. 02

REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 02/75

GRAIN BELT BRANDS

WISCONSIN

| | | MONTHLY | | YEARLY | | | |
|---|---|---|---|---|---|---|---|
| | | CURRENT | LAST YEAR | CURRENT | LAST YEAR | VARIANCE | % |
| 002 | 1/2 BBL GB ST | 536 | 949 | 1,348 | 2,169 | 821- | 37.85- |
| 003 | 1/4 BBL GB ST | 128 | 159 | 259 | 319 | 60- | 18.80- |
| 027 | 24/12 RT A GB | 8,232 | 7,728 | 17,801 | 24,150 | 6,349- | 26.28- |
| 028 | 35/7 RT A GB | 1,813 | 2,303 | 3,381 | 5,903 | 2,522- | 42.72- |
| 034 | 24 PK NR GB | 112 | 30 | 224 | 86 | 138 | 160.46 |
| 035 | 4-6 NR GB | 756 | 1,624 | 1,540 | 2,853 | 1,313- | 46.02- |
| 036 | 4-6 BK NR GB | 343 | 506 | 1,498 | 814 | 684 | 84.02 |
| 037 | 12/32 NR GB | 17 | 20 | 400 | 366 | 34 | 9.28 |
| 040 | 24 PK CAN GB | 0 | 0 | 0 | 2,156 | 2,156- | 100.00- |
| 041 | 4-6 CAN GB | 770 | 2,079 | 1,925 | 4,312 | 2,387- | 55.35- |
| 042 | 12/12 CAN GB | 11,088 | 14,938 | 19,866 | 36,652 | 16,786- | 45.79- |
| 043 | 24/16 CAN GB | 0 | 28 | 0 | 28 | 28- | 100.00- |
| 029 | 24/12 PREM RET | 1,134 | 2,058 | 2,982 | 4,200 | 1,218- | 29.00- |
| 030 | 36/8 PREM RET | 684 | 432 | 1,152 | 1,440 | 288- | 20.00- |
| 033 | 24/12 PREM N R | 0 | 112 | 5 | 140 | 135- | 96.42- |
| 039 | 12/12 PREM CAN | 385 | 462 | 385 | 539 | 154- | 28.57- |
| 066 | 4-6 CAN GBX | 0 | 0 | 0 | 77 | 77- | 100.00- |
| 069 | 4-6 GOETZ NEAR | 637 | 0 | 728 | 0 | 728 | 100.00 |
| 147 | 24/12 RT WL | 294 | 462 | 672 | 966 | 294- | 30.43- |
| 167 | 24/12 RT HN | 3,654 | 2,562 | 6,972 | 8,904 | 1,932- | 21.69- |
| 169 | 4-6 CAN HN | 0 | 0 | 77 | 0 | 77 | 100.00 |
| 170 | 12/12 CAN HN | 0 | 770 | 0 | 770 | 770- | 100.00- |
| | GRAIN BELT FULL BARRELS | 300.00 | 514.25 | 738.75 | 1,164.25 | 425.50- | 36.54- |
| | GRAIN BELT 288 OZ CASES | 19,332.47 | 24,292.14 | 40,662.01 | 64,370.45 | 23,708.44- | 36.83- |
| | WHITE LABEL 288 OZ CASES | 294.00 | 462.00 | 672.00 | 966.00 | 294.00- | 30.43- |
| | HAUENSTEIN 288 OZ CASES | 3,654.00 | 2,947.00 | 7,049.00 | 9,289.00 | 2,240.00- | 24.11- |
| | CO CLUB NEAR RINGNES 288OZ | 637.00 | .00 | 728.00 | .00 | 728.00 | 100.00 |
| | TOTAL FULL BARRELS | 300.00 | 514.25 | 738.75 | 1,164.25 | 425.50- | 36.54- |
| | TOTAL 288 OZ CASES | 23,917.47 | 27,701.14 | 49,111.01 | 74,625.45 | 25,514.44- | 34.18- |
| | TOTAL BARRELAGE | 2,035.93 | 2,524.79 | 4,303.22 | 6,580.56 | 2,277.34- | 34.60- |

Data Documents, Inc. 02

REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 02/75

GRAIN BELT BRANDS

WYOMING

| | MONTHLY | | YEARLY | | | |
|---|---|---|---|---|---|---|
| | CURRENT | LAST YEAR | CURRENT | LAST YEAR | VARIANCE | % |
| 041 4-6 CAN GB | 308 | 0 | 616 | 308 | 308 | 100.00 |
| GRAIN BELT FULL BARRELS | .00 | .00 | .00 | .00 | .00 | .00 |
| GRAIN BELT 288 OZ CASES | 308.00 | .00 | 616.00 | 308.00 | 308.00 | 100.00 |
| WHITE LABEL 288 OZ CASES | .00 | .00 | .00 | .00 | .00 | .00 |
| HAUENSTEIN 288 OZ CASES | .00 | .00 | .00 | .00 | .00 | .00 |
| CO CLUB NEAR RINGNES 288OZ | .00 | .00 | .00 | .00 | .00 | .00 |
| TOTAL FULL BARRELS | .00 | .00 | .00 | .00 | .00 | .00 |
| TOTAL 288 OZ CASES | 308.00 | .00 | 616.00 | 308.00 | 308.00 | 100.00 |
| TOTAL BARRELAGE | 22.35 | .00 | 44.70 | 22.35 | 22.35 | 100.00 |

Data Documents, Inc. 02

REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 02/75

STORZ BRANDS

MN DISTRBTRS

| | MONTHLY | | YEARLY | | | |
|---|---|---|---|---|---|---|
| | CURRENT | LAST YEAR | CURRENT | LAST YEAR | VARIANCE | % |
| 080 4-6 CAN TR | 1 | 0 | 1 | 0 | 1 | 100.00 |
| 106 4-6 CAN PRE | 1 | 0 | 1 | 0 | 1 | 100.00 |
| TOTAL FULL BARRELS | .00 | .00 | .00 | .00 | .00 | .00 |
| TOTAL 288 OZ CASES | 2.00 | .00 | 2.00 | .00 | 2.00 | 100.00 |
| TOTAL BARRELAGE | .14 | .00 | .14 | .00 | .14 | 100.00 |

Data Documents, Inc. 02

REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 02/75

STORZ BRANDS

COLORADO

| | MONTHLY | | YEARLY | | | |
|---|---|---|---|---|---|---|
| | CURRENT | LAST YEAR | CURRENT | LAST YEAR | VARIANCE | % |
| 075 4-6 NR TR | 0 | 1,512 | 1,176 | 2,856 | 1,680- | 58.82- |
| TOTAL FULL BARRELS | .00 | .00 | .00 | .00 | .00 | .00 |
| TOTAL 288 OZ CASES | .00 | 1,512.00 | 1,176.00 | 2,856.00 | 1,680.00- | 58.82- |
| TOTAL BARRELAGE | .00 | 109.74 | 85.35 | 207.28 | 121.93- | 58.82- |

Data Documents, Inc. 02

REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 02/75

STORZ BRANDS

ILLINOIS

| | | MONTHLY | | YEARLY | | | |
|---|---|---|---|---|---|---|---|
| | | CURRENT | LAST YEAR | CURRENT | LAST YEAR | VARIANCE | % |
| 070 | 24/12 RT TR | 294 | 84 | 378 | 714 | 336- | 47.05- |
| 075 | 4-6 NR TR | 0 | 0 | 0 | 392 | 392- | 100.00- |
| 076 | 12/32 NR TR | 42 | 0 | 42 | 0 | 42 | 100.00 |
| 080 | 4-6 CAN TR | 77 | 0 | 77 | 154 | 77- | 50.00- |
| 081 | 12/12 CAN T ST | 2,926 | 308 | 4,466 | 616 | 3,850 | 625.00 |
| 107 | 12/12 CAN PRE | 154 | 0 | 154 | 0 | 154 | 100.00 |
| TOTAL FULL BARRELS | | .00 | .00 | .00 | .00 | .00 | .00 |
| TOTAL 288 OZ CASES | | 1,967.00 | 238.00 | 2,821.00 | 1,568.00 | 1,253.00 | 79.91 |
| TOTAL BARRELAGE | | 142.76 | 17.27 | 204.74 | 113.80 | 90.94 | 79.91 |

Data Documents, Inc. 02

REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 02/75

STORZ BRANDS

IOWA

| | | MONTHLY | | YEARLY | | | |
|---|---|---|---|---|---|---|---|
| | | CURRENT | LAST YEAR | CURRENT | LAST YEAR | VARIANCE | % |
| 014 | 1/2 BBL STORZ | 48 | 152 | 192 | 236 | 44- | 18.64- |
| 015 | 1/4 BBL STORZ | 0 | 5 | 5 | 5 | 0 | .00 |
| 070 | 24/12 RT TR | 84 | 84 | 294 | 168 | 126 | 75.00 |
| 075 | 4-6 NR TR | 336 | 224 | 742 | 504 | 238 | 47.22 |
| 076 | 12/32 NR TR | 6 | 42 | 216 | 42 | 174 | 414.28 |
| 080 | 4-6 CAN TR | 77 | 154 | 385 | 308 | 77 | 25.00 |
| 081 | 12/12 CAN T ST | 7,392 | 4,466 | 15,708 | 10,010 | 5,698 | 56.92 |
| 106 | 4-6 CAN PRE | 77 | 385 | 539 | 616 | 77- | 12.50- |
| 107 | 12/12 CAN PRE | 3,234 | 5,236 | 7,238 | 7,392 | 154- | 2.08- |
| TOTAL FULL BARRELS | | 24.00 | 77.25 | 97.25 | 119.25 | 22.00- | 18.44- |
| TOTAL 288 OZ CASES | | 5,895.00 | 5,754.00 | 13,721.00 | 10,353.00 | 3,368.00 | 32.53 |
| TOTAL BARRELAGE | | 451.85 | 494.87 | 1,093.12 | 870.67 | 222.45 | 25.54 |

Data Documents, Inc. 02

REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 02/75

STORZ BRANDS

NEBRASKA

| | | MONTHLY | | YEARLY | | | |
|---|---|---|---|---|---|---|---|
| | | CURRENT | LAST YEAR | CURRENT | LAST YEAR | VARIANCE | % |
| 014 | 1/2 BBL STORZ | 48 | 280 | 121 | 446 | 325- | 72.86- |
| 015 | 1/4 BBL STORZ | 0 | 14 | 3 | 24 | 21- | 87.50- |
| 070 | 24/12 RT TR | 1,764 | 2,478 | 4,696 | 6,672 | 1,976- | 29.61- |
| 075 | 4-6 NR TR | 280 | 56 | 448 | 1,271 | 823- | 64.75- |
| 076 | 12/32 NR TR | 294 | 882 | 882 | 1,585 | 703- | 44.35- |
| 080 | 4-6 CAN TR | 616 | 308 | 1,540 | 1,967 | 427- | 21.70- |
| 081 | 12/12 CAN T ST | 13,706 | 17,248 | 34,650 | 48,123 | 13,473- | 27.99- |
| 106 | 4-6 CAN PRE | 770 | 906 | 1,540 | 2,250 | 710- | 31.55- |
| 107 | 12/12 CAN PRE | 770 | 1,386 | 2,156 | 3,542 | 1,386- | 39.13- |
| TOTAL FULL BARRELS | | 24.00 | 143.50 | 61.25 | 229.00 | 167.75- | 73.25- |
| TOTAL 288 OZ CASES | | 11,060.00 | 14,241.00 | 27,803.00 | 40,105.83 | 12,302.83- | 30.67- |
| TOTAL BARRELAGE | | 826.73 | 1,177.11 | 2,079.19 | 3,139.88 | 1,060.69- | 33.78- |

Data Documents, Inc. 02

REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 02/75

STORZ BRANDS

SOUTH DAKOTA

| | | MONTHLY | | YEARLY | | | |
|---|---|---|---|---|---|---|---|
| | | CURRENT | LAST YEAR | CURRENT | LAST YEAR | VARIANCE | % |
| 014 | 1/2 BBL STORZ | 0 | 0 | 0 | 48 | 48- | 100.00- |
| 070 | 24/12 RT TR | 42 | 252 | 42 | 294 | 252- | 85.71- |
| 076 | 12/32 NR TR | 42 | 126 | 126 | 273 | 147- | 53.84- |
| 081 | 12/12 CAN T ST | 0 | 0 | 154 | 0 | 154 | 100.00 |
| 106 | 4-6 CAN PRE | 462 | 770 | 1,001 | 1,386 | 385- | 27.77- |
| 107 | 12/12 CAN PRE | 616 | 2,310 | 3,234 | 3,850 | 616- | 16.00- |
| 118 | 4-6 CAN PRE 32 | 1,001 | 770 | 1,463 | 1,848 | 385- | 20.83- |
| 119 | 12/12 CN PR 32 | 1,540 | 1,078 | 1,978 | 3,190 | 1,212- | 37.99- |
| TOTAL FULL BARRELS | | .00 | .00 | .00 | 24.00 | 24.00- | 100.00- |
| TOTAL 288 OZ CASES | | 2,639.00 | 3,654.00 | 5,357.00 | 7,412.00 | 2,055.00- | 27.72- |
| TOTAL BARRELAGE | | 191.53 | 265.20 | 388.81 | 561.96 | 173.15- | 30.81- |

Data Documents, Inc. 02

REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 02/75

GRAIN BELT BRANDS

GRAND TOTAL

| | | MONTHLY | | YEARLY | | | |
|---|---|---|---|---|---|---|---|
| | | CURRENT | LAST YEAR | CURRENT | LAST YEAR | VARIANCE | % |
| 001 | 1/1 BBL GB ST | 219 | 249 | 437 | 457 | 20- | 4.37- |
| 002 | 1/2 BBL GB ST | 6,909 | 9,346 | 14,607 | 18,920 | 4,313- | 22.79- |
| 003 | 1/4 BBL GB ST | 2,581 | 3,629 | 5,734 | 7,338 | 1,604- | 21.85- |
| 005 | 1/1 BBL GB 3.2 | 1,886 | 2,382 | 3,877 | 4,828 | 951- | 19.69- |
| 006 | 1/2 BBL GB 3.2 | 6,305 | 7,879 | 13,047 | 16,712 | 3,665- | 21.93- |
| 007 | 1/4 BBL GB 3.2 | 350 | 433 | 588 | 832 | 244- | 29.32- |
| 009 | 1/1 BBL WB | 2 | 2 | 3 | 4 | 1- | 25.00- |
| 010 | 1/2 BBL WB | 46 | 93 | 88 | 142 | 54- | 38.02- |
| 011 | 1/4 BBL WB | 70 | 155 | 167 | 303 | 136- | 44.88- |
| 027 | 24/12 RT A GB | 89,082 | 101,650 | 179,081 | 222,629 | 43,548- | 19.56- |
| 028 | 35/7 RT A GB | 4,682 | 6,445 | 9,301 | 14,920 | 5,619- | 37.66- |
| 034 | 24 PK NR GB | 8,156 | 11,958 | 13,870 | 24,334 | 10,464- | 43.00- |
| 035 | 4-6 NR GB | 17,306 | 18,936 | 34,172 | 49,107 | 14,935- | 30.41- |
| 036 | 4-6 BK NR GB | 2,288 | 5,536 | 8,545 | 9,553 | 1,008- | 10.55- |
| 037 | 12/32 NR GB | 1,138 | 2,010 | 2,996 | 4,263 | 1,267- | 29.72- |
| 040 | 24 PK CAN GB | 1,386 | 20 | 1,386 | 7,489 | 6,103- | 81.49- |
| 041 | 4-6 CAN GB | 17,880 | 29,642 | 40,224 | 64,153 | 23,929- | 37.29- |
| 042 | 12/12 CAN GB | 87,958 | 162,008 | 176,694 | 347,683 | 170,989- | 49.17- |
| 043 | 24/16 CAN GB | 4,459 | 7,718 | 8,874 | 14,233 | 5,359- | 37.65- |
| 029 | 24/12 PREM RET | 28,014 | 38,322 | 62,183 | 81,584 | 19,401- | 23.78- |
| 030 | 36/8 PREM RET | 8,146 | 10,638 | 18,478 | 25,620 | 7,142- | 27.87- |
| 033 | 24/12 PREM N R | 1,234 | 1,934 | 2,949 | 4,066 | 1,117- | 27.47- |
| 038 | 4-6 PREM CAN | 5,370 | 4,708 | 10,411 | 16,785 | 6,374- | 37.97- |
| 039 | 12/12 PREM CAN | 14,355 | 15,813 | 34,802 | 36,644 | 1,842- | 5.02- |
| 047 | 24/12 RA GB 32 | 35,397 | 46,746 | 69,571 | 101,195 | 31,624- | 31.25- |
| 048 | 35/7 RA GB 32 | 1,292 | 2,423 | 2,625 | 4,532 | 1,907- | 42.07- |
| 050 | 36/8 RT GB 32 | 763 | 1,334 | 2,407 | 3,461 | 1,054- | 30.45- |
| 055 | 4-6 NR GB 32 | 9,672 | 14,589 | 20,216 | 31,325 | 11,109- | 35.46- |
| 056 | 4-6 BKNR GB 32 | 920 | 1,484 | 2,922 | 3,700 | 778- | 21.02- |
| 057 | 12/32 NR GB 32 | 1,392 | 1,641 | 2,572 | 3,126 | 554- | 17.72- |
| 061 | 4-6 CAN GB 32 | 15,765 | 24,017 | 34,728 | 53,469 | 18,741- | 35.05- |
| 062 | 12/12 C GB 32 | 17,404 | 21,868 | 29,884 | 37,758 | 7,874- | 20.85- |
| 063 | 24/16 C GB 32 | 4,226 | 5,143 | 9,690 | 10,487 | 797- | 7.59- |
| 066 | 4-6 CAN GBX | 0 | 626 | 0 | 1,053 | 1,053- | 100.00- |
| 026 | 36/8 COCLUB 32 | 0 | 320 | 0 | 320 | 320- | 100.00- |
| 064 | 36/8 COCLUB CN | 746 | 1,203 | 1,706 | 2,243 | 537- | 23.94- |
| 065 | 4-6 COCLUB CAN | 2,184 | 2,184 | 3,367 | 3,378 | 11- | .32- |
| 068 | 24/16 COCLUB C | 1,190 | 2,100 | 2,030 | 3,010 | 980- | 32.55- |
| 069 | 4-6 GOETZ NEAR | 637 | 0 | 819 | 273 | 546 | 200.00 |
| 019 | 24/11 RINGNES | 259 | 0 | 663 | 0 | 663 | 100.00 |
| 147 | 24/12 RT WL | 11,928 | 15,638 | 25,007 | 35,168 | 10,161- | 28.89- |
| 148 | 4-6 CAN WL | 1,114 | 3,010 | 2,094 | 6,303 | 4,209- | 66.77- |
| 159 | 12/12 CAN WL | 5,289 | 0 | 11,972 | 0 | 11,972 | 100.00 |
| 149 | 24/16 CAN WL | 0 | 526 | 0 | 735 | 735- | 100.00- |
| 152 | 24/12 R WL 32 | 861 | 2,736 | 2,667 | 7,309 | 4,642- | 63.51- |
| 153 | 4-6 CAN WL 32 | 1,219 | 1,575 | 1,625 | 4,142 | 2,517- | 60.76- |
| 164 | 12/12 CAN WL32 | 1,610 | 0 | 2,872 | 0 | 2,872 | 100.00 |
| 154 | 24/16 C WL 32 | 0 | 392 | 0 | 1,195 | 1,195- | 100.00- |
| 167 | 24/12 RT HN | 73,752 | 74,183 | 153,805 | 199,595 | 45,790- | 22.94- |
| 169 | 4-6 CAN HN | 5,636 | 4,530 | 9,787 | 10,466 | 679- | 6.48- |

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| | | | | | | | |
|---|---|---|---|---|---|---|---|
| 170 | 12/12 CAN HN | 9,779 | 8,666 | 25,098 | 25,387 | 289- | 1.13- |
| 173 | 24/12 RT HN 32 | 4,746 | 7,537 | 10,794 | 16,525 | 5,731- | 34.68- |
| 175 | 4-6 CAN HN 32 | 3,325 | 2,386 | 4,956 | 5,354 | 398- | 7.43- |
| 176 | 12/12 C HN 32 | 3,075 | 1,863 | 6,001 | 6,983 | 982- | 14.06- |
| | GRAIN BELT FULL BARRELS | 9,487.25 | 12,346.25 | 19,810.25 | 25,294.25 | 5,484.00- | 21.68- |
| | GRAIN BELT 288 OZ CASES | 321,272.82 | 441,544.36 | 664,154.25 | 969,925.02 | 305,770.77- | 31.52- |
| | WHITE LABEL 288 OZ CASES | 18,571.50 | 24,183.00 | 38,815.00 | 55,495.33 | 16,680.33- | 30.05- |
| | HAUENSTEIN 288 OZ CASES | 93,886.00 | 93,900.50 | 194,891.50 | 248,125.00 | 53,233.50- | 21.45- |
| | CO CLUB NEAR R1NGNES 288OZ | 5,391.08 | 6,506.99 | 9,206.41 | 10,227.32 | 1,020.91- | 9.98- |
| | TOTAL FULL BARRELS | 9,487.25 | 12,346.25 | 19,810.25 | 25,294.25 | 5,484.00- | 21.68- |
| | TOTAL 288 OZ CASES | 439,121.40 | 566,134.85 | 907,067.16 | 1,283,772.67 | 376,705.51- | 29.34- |
| | TOTAL BARRELAGE | 41,358.68 | 53,436.31 | 85,645.18 | 118,470.47 | 32,825.29- | 27.70- |

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REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 02/75

STORZ BRANDS

| GR ND TOTAL | | MONTHLY | | YEARLY | | | |
|---|---|---|---|---|---|---|---|
| | | CURRENT | LAST YEAR | CURRENT | LAST YEAR | VARIANCE | % |
| 014 | 1/2 BBL STORZ | 96 | 432 | 313 | 730 | 417- | 57.12- |
| 015 | 1/4 BBL STORZ | 0 | 19 | 8 | 29 | 21- | 72.41- |
| 070 | 24/12 RT TR | 2,184 | 2,898 | 5,410 | 7,848 | 2,438- | 31.06- |
| 075 | 4-6 NR TR | 616 | 1,792 | 2,366 | 5,023 | 2,657- | 52.89- |
| 076 | 12/32 NR TR | 384 | 1,050 | 1,266 | 1,900 | 634- | 33.36- |
| 080 | 4-6 CAN TR | 771 | 462 | 2,003 | 2,429 | 426- | 17.53- |
| 081 | 12/12 CAN T ST | 24,024 | 22,022 | 54,978 | 58,749 | 3,771- | 6.41- |
| 106 | 4-6 CAN PRE | 1,310 | 2,061 | 3,081 | 4,252 | 1,171- | 27.53- |
| 107 | 12/12 CAN PRE | 4,774 | 8,932 | 12,782 | 14,784 | 2,002- | 13.54- |
| 118 | 4-6 CAN PRE 32 | 1,001 | 770 | 1,463 | 1,848 | 385- | 20.83- |
| 119 | 12/12 CN PR 32 | 1,540 | 1,078 | 1,978 | 3,190 | 1,212- | 37.99- |
| TOTAL FULL BARRELS | | 48.00 | 220.75 | 158.50 | 372.25 | 213.75- | 57.42- |
| TOTAL 288 OZ CASES | | 21,563.00 | 25,399.00 | 50,880.00 | 62,294.83 | 11,414.83- | 18.32- |
| TOTAL BARRELAGE | | 1,613.04 | 2,064.20 | 3,851.37 | 4,893.60 | 1,042.23- | 21.29- |

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JANUARY

SUMMARY OF COSTS BY CLASSIFICATION

| | JANUARY 75 AMOUNT | YTD 75 AMOUNT | JANUARY 74 AMOUNT | YTD 74 AMOUNT | VARIANCE |
|---|---|---|---|---|---|
| WAGES AND SALARIES | | | | | |
| | 329,042.49 | | 361,848.66 | | 32,806.17- |
| PRODUCTION | | 329,042.49 | | 361,848.66 | 32,806.17- |
| | 30,625.41 | | 29,311.55 | | 1,313.86 |
| ADVERTISING & SELLING | | 30,625.41 | | 29,311.55 | 1,313.86 |
| | 23,340.88 | | 22,382.23 | | 958.65 |
| ADMINSTRATIVE | | 23,340.88 | | 22,382.23 | 958.65 |
| | 383,008.78 | | 413,542.44 | | 30,533.66- |
| TOTAL WAGES | | 383,008.78 | | 413,542.44 | 30,533.66- |
| SUPPLIES | | | | | |
| | 500,639.68 | | 407,075.96 | | 93,563.72 |
| PRODUCTION | | 500,639.68 | | 407,075.96 | 93,563.72 |
| | 5,738.97 | | 3,378.67 | | 2,360.30 |
| SELLING DELIVERY ADMINSTRATIVE | | 5,738.97 | | 3,378.67 | 2,360.30 |
| | 506,378.65 | | 410,454.63 | | 95,924.02 |
| TOTAL SUPPLIES | | 506,378.65 | | 410,454.63 | 95,924.02 |
| MAINTENANCE | | | | | |
| | 10,405.14 | | 7,704.19 | | 2,700.95 |
| PRODUCTION LABOR | | 10,405.14 | | 7,704.19 | 2,700.95 |
| | 17,485.44 | | 33,970.79 | | 16,485.35- |
| CONTRACTOR MAINTENANCE | | 17,485.44 | | 33,970.79 | 16,485.35- |
| | 25,588.55 | | 28,754.85 | | 3,166.30- |
| PRODUCTION MATERIAL | | 25,588.55 | | 28,754.85 | 3,166.30- |
| | 2,067.68 | | 1,175.78 | | 891.90 |
| SELLING DELIVERY ADMINSTRATIVE | | 2,067.68 | | 1,175.78 | 891.90 |
| | 55,546.81 | | 71,605.61 | | 16,058.80- |
| TOTAL MAINTENANCE | | 55,546.81 | | 71,605.61 | 16,058.80- |
| GENERAL | | | | | |
| | 29,481.29 | | 41,066.09 | | 11,584.80- |
| PRODUCTION | | 29,481.29 | | 41,066.09 | 11,584.80- |

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SUMMARY OF COSTS BY CLASSIFICATION

| | JANUARY 75 | YTD 75 | JANUARY 74 | YTD 74 | VARIANCE |
|---|---|---|---|---|---|
| SELLING DELIVERY ADMINSTRATIVE | 23,952.61 | 23,952.61 | 27,165.78 | 27,165.78 | 3,213.17- |
| TOTAL GENERAL | 53,433.90 | 53,433.90 | 68,231.87 | 68,231.87 | 14,797.97- |
| ADVERTISING | | | | | |
| MEDIA | 37,272.27 | 37,272.27 | 38,489.17 | 38,489.17 | 1,216.90- |
| PRODUCTION | 33,040.46 | 33,040.46 | 7,326.29 | 7,326.29 | 25,714.17 |
| SALES PROMOTION | 59,199.80 | 59,199.80 | 149,324.85 | 149,324.85 | 90,125.05- |
| SIGN COST & MAINTENANCE | 5,527.10 | 5,527.10 | 12,148.43 | 12,148.43 | 6,621.33- |
| TOTAL ADVERTISING | 135,039.63 | 135,039.63 | 207,288.74 | 207,288.74 | 72,249.11- |
| FIXED | | | | | |
| PROPERTY TAXES & LICENSES | 12,451.29 | 12,451.29 | 13,172.09 | 13,172.09 | 720.80- |
| PAYROLL TAXES | 28,060.00 | 28,060.00 | 27,960.00 | 27,960.00 | 100.00 |
| INSURANCE GENERAL | 5,679.49 | 5,679.49 | 6,305.32 | 6,305.32 | 625.83- |
| INSURANCE - EMPLOYEES GROUP | 46,326.55 | 46,326.55 | 49,355.23 | 49,355.23 | 3,028.68- |
| SALARIED PENSION TRUST | 8,700.00 | 8,700.00 | 7,500.00 | 7,500.00 | 1,200.00 |
| RETIREES PENSION | 5,279.38 | 5,279.38 | 4,343.27 | 4,343.27 | 936.11 |
| RENTALS | 839.18 | 839.18 | 2,255.44 | 2,255.44 | 1,416.26- |
| DEPRECIATION - PLANT & EQUIPMENT | 40,658.85 | 40,658.85 | 42,427.14 | 42,427.14 | 1,768.29- |

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SUMMARY OF COSTS BY CLASSIFICATION

| | JANUARY 75 | YTD 75 | JANUARY 74 | YTD 74 | VARIANCE |
|---|---|---|---|---|---|
| | 26,934.46 | | 29,903.59 | | 2,969.13- |
| DEPRECIATION - RETURNABLE CONT. | | 26,934.46 | | 29,903.59 | 2,969.13- |
| | 174,929.20 | | 183,222.08 | | 8,292.88- |
| TOTAL FIXED | | 174,929.20 | | 183,222.08 | 8,292.88- |

GRAIN BELT BREWERIES, INC. SUMMARY OF COSTS BY CLASSIFICATION

| | | | | | |
|---|---|---|---|---|---|
| | 1,308,336.97 | | 1,354,345.37 | | 46,008.40- |
| TOTAL COSTS | | 1,308,336.97 | | 1,354,345.37 | 46,008.40- |

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| | JANUARY 75 | | YTD 75 | | JANUARY 74 | | YTD 74 | | VARIANCE |
|---|---|---|---|---|---|---|---|---|---|
| BARRELS BREWED | 56,168 | | 56,168 | | 69,324 | | 69,324 | | 13,156-<br>13,156- |
| WAGES AND SALARIES | AMOUNT | PER BBL | AMOUNT | PER BBL | AMOUNT | PER BBL | AMOUNT | PER BBL | |
| BREWHOUSE | 12,217.24 | .2175 | 12,217.24 | .2175 | 13,233.01 | .1909 | 13,233.01 | .1909 | 1,015.77-<br>1,015.77- |
| FERMENTING | 5,031.02 | .0896 | 5,031.02 | .0896 | 4,400.72 | .0635 | 4,400.72 | .0635 | 630.30<br>630.30 |
| CELLARS | 23,903.21 | .4256 | 23,903.21 | .4256 | 22,649.68 | .3267 | 22,649.68 | .3267 | 1,253.53<br>1,253.53 |
| LAB AND CLERICAL | 4,311.91 | .0768 | 4,311.91 | .0768 | 3,438.08 | .0496 | 3,438.08 | .0496 | 873.83<br>873.83 |
| SUPERVISION | 8,191.66 | .1458 | 8,191.66 | .1458 | 7,791.66 | .1124 | 7,791.66 | .1124 | 400.00<br>400.00 |
| VACATION | 4,200.00 | .0748 | 4,200.00 | .0748 | 4,560.00 | .0658 | 4,560.00 | .0658 | 360.00-<br>360.00- |
| HOLIDAY | 1,620.00 | .0288 | 1,620.00 | .0288 | 1,800.00 | .0260 | 1,800.00 | .0260 | 180.00-<br>180.00- |
| PENSION | 2,930.75 | .0522 | 2,930.75 | .0522 | 2,772.50 | .0400 | 2,772.50 | .0400 | 158.25<br>158.25 |
| UNCLASSIFIED | 2,049.38 | .0365 | 2,049.38 | .0365 | 2,192.25 | .0316 | 2,192.25 | .0316 | 142.87-<br>142.87- |
| TOTAL WAGES | 64,455.17 | 1.1475 | 64,455.17 | 1.1475 | 62,837.90 | .9064 | 62,837.90 | .9064 | 1,617.27<br>1,617.27 |
| MATERIALS AND SUPPLIES | | | | | | | | | |
| MALT | 215,459.14 | 3.8360 | 215,459.14 | 3.8360 | 168,257.65 | 2.4271 | 168,257.65 | 2.4271 | 47,201.49<br>47,201.49 |
| HOPS DOMESTIC | 9,116.05 | .1623 | 9,116.05 | .1623 | 11,015.10 | .1589 | 11,015.10 | .1589 | 1,899.05-<br>1,899.05- |
| HOPS IMPORTED | 8,157.00 | .1452 | 8,157.00 | .1452 | 14,596.75 | .2106 | 14,596.75 | .2106 | 6,439.75-<br>6,439.75- |
| NU-BRU | 97,794.91 | 1.7411 | 97,794.91 | 1.7411 | 77,509.95 | 1.1181 | 77,509.95 | 1.1181 | 20,284.96<br>20,284.96 |
| GLUCOSE | 14,449.60 | .2573 | 14,449.60 | .2573 | 10,184.00 | .1469 | 10,184.00 | .1469 | 4,265.60<br>4,265.60 |

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| | JANUARY 75 | | YTD 75 | | JANUARY 74 | | YTD 74 | | VARIANCE |
|---|---|---|---|---|---|---|---|---|---|
| TREATING | 17,120.80 | .3048 | 17,120.80 | .3048 | 25,551.53 | .3686 | 25,551.53 | .3686 | 8,430.73-<br>8,430.73- |
| FILTERING | 948.70 | .0169 | 948.70 | .0169 | 1,316.42 | .0190 | 1,316.42 | .0190 | 367.72-<br>367.72- |
| SUNDRY MATERIAL | 4,784.95 | .0852 | 4,784.95 | .0852 | 4,983.84 | .0719 | 4,983.84 | .0719 | 198.89-<br>198.89- |
| BY PRODUCT SALES | 16,951.31- | .3018- | 16,951.31- | .3018- | 24,535.40- | .3539- | 24,535.40- | .3539- | 7,584.09<br>7,584.09 |
| GRAIN DRYING | 6,158.70 | .1096 | 6,158.70 | .1096 | 7,300.79 | .1053 | 7,300.79 | .1053 | 1,142.09-<br>1,142.09- |
| LAB SUPPLIES | 180.86 | .0032 | 180.86 | .0032 | 281.36 | .0041 | 281.36 | .0041 | 100.50-<br>100.50- |
| UNCLASSIFIED | 13,797.72 | .2457 | 13,797.72 | .2457 | 9,191.78 | .1326 | 9,191.78 | .1326 | 4,605.94<br>4,605.94 |
| TOTAL MATERIALS | 371,017.12 | 6.6055 | 371,017.12 | 6.6055 | 305,653.77 | 4.4091 | 305,653.77 | 4.4091 | 65,363.35<br>65,363.35 |
| MAINTENANCE | | | | | | | | | |
| BUILDING MATERIAL | 25.00 | .0004 | 25.00 | .0004 | 63.75 | .0009 | 63.75 | .0009 | 38.75-<br>38.75- |
| MACHINERY MATERIAL | 2,621.90 | .0467 | 2,621.90 | .0467 | 4,045.86 | .0584 | 4,045.86 | .0584 | 1,423.96-<br>1,423.96- |
| TANKS MATERIAL | .00 | .0000 | .00 | .0000 | 184.00 | .0027 | 184.00 | .0027 | 184.00-<br>184.00- |
| TANKS LABOR | .00 | .0000 | .00 | .0000 | 2,994.36 | .0432 | 2,994.36 | .0432 | 2,994.36-<br>2,994.36- |
| CONTRACTORS | 3,592.45 | .0640 | 3,592.45 | .0640 | 11,616.52 | .1676 | 11,616.52 | .1676 | 8,024.07-<br>8,024.07- |
| TOTAL MAINTENANCE | 6,239.35 | .1111 | 6,239.35 | .1111 | 18,904.49 | .2727 | 18,904.49 | .2727 | 12,665.14-<br>12,665.14- |
| GENERAL | | | | | | | | | |
| BEER CONSUMED | 336.25 | .0060 | 336.25 | .0060 | 333.70 | .0048 | 333.70 | .0048 | 2.55<br>2.55 |
| UTILITIES DIRECT CHGE. | 8,300.00 | .1478 | 8,300.00 | .1478 | 9,000.00 | .1298 | 9,000.00 | .1298 | 700.00-<br>700.00- |

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| | JANUARY 75 | | YTD 75 | | JANUARY 74 | | YTD 74 | | VARIANCE |
|---|---|---|---|---|---|---|---|---|---|
| POWER PLANT ALLOCATION | 79,451.10 | 1.4145 | 79,451.10 | 1.4145 | 62,803.85 | .9059 | 62,803.85 | .9059 | 16,647.25<br>16,647.25 |
| GENERAL PLANT ALLOC. | 24,353.48 | .4336 | 24,353.48 | .4336 | 21,953.82 | .3167 | 21,953.82 | .3167 | 2,399.66<br>2,399.66 |
| UNCLASSIFIED | 183.27 | .0033 | 183.27 | .0033 | 2,852.35 | .0411 | 2,852.35 | .0411 | 2,669.08-<br>2,669.08- |
| TOTAL GENERAL | 112,624.10 | 2.0051 | 112,624.10 | 2.0051 | 96,943.72 | 1.3984 | 96,943.72 | 1.3984 | 15,680.38<br>15,680.38 |
| FIXED | | | | | | | | | |
| TAXES & LICENSES | 3,050.00 | .0543 | 3,050.00 | .0543 | 3,900.00 | .0563 | 3,900.00 | .0563 | 850.00-<br>850.00- |
| TAXES PAYROLL | 4,700.00 | .0837 | 4,700.00 | .0837 | 4,700.00 | .0678 | 4,700.00 | .0678 | .00<br>.00 |
| INSURANCE GENERAL | 1,469.33 | .0262 | 1,469.33 | .0262 | 1,855.19 | .0268 | 1,855.19 | .0268 | 385.86-<br>385.86- |
| INSURANCE EMPLOYEES | 7,928.76 | .1412 | 7,928.76 | .1412 | 8,239.00 | .1188 | 8,239.00 | .1188 | 310.24-<br>310.24- |
| PENSION TRUST | 1,365.00 | .0243 | 1,365.00 | .0243 | 1,030.00 | .0149 | 1,030.00 | .0149 | 335.00<br>335.00 |
| RETIREES PENSION | 501.67 | .0089 | 501.67 | .0089 | 501.67 | .0072 | 501.67 | .0072 | .00<br>.00 |
| DEPRECIATION BUILDINGS | 3,727.80 | .0664 | 3,727.80 | .0664 | 3,802.83 | .0549 | 3,802.83 | .0549 | 75.03-<br>75.03- |
| DEPRECIATION MACHINERY | 10,040.37 | .1788 | 10,040.37 | .1788 | 10,593.13 | .1528 | 10,593.13 | .1528 | 552.76-<br>552.76- |
| DEPRECIATION TANKS | 2,369.95 | .0422 | 2,369.95 | .0422 | 2,710.08 | .0391 | 2,710.08 | .0391 | 340.13-<br>340.13- |
| TOTAL FIXED | 35,152.88 | .6259 | 35,152.88 | .6259 | 37,331.90 | .5385 | 37,331.90 | .5385 | 2,179.02-<br>2,179.02- |
| COST OF BREWING | | | | | | | | | |
| TOTAL COST | 589,488.62 | 10.4951 | 589,488.62 | 10.4951 | 521,671.78 | 7.5251 | 521,671.78 | 7.5251 | 67,816.84<br>67,816.84 |

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| | JANUARY 75 | | YTD 75 | | JANUARY 74 | | YTD 74 | | VARIANCE |
|---|---|---|---|---|---|---|---|---|---|
| BARRELS RACKED | 10,913 | | 10,913 | | 13,397 | | 13,397 | | 2,484-<br>2,484- |
| WAGES AND SALARIES | AMOUNT | PER BBL | AMOUNT | PER BBL | AMOUNT | PER BBL | AMOUNT | PER BBL | |
| KEG FILLING | 2,052.92 | .1881 | 2,052.92 | .1881 | 1,958.57 | .1462 | 1,958.57 | .1462 | 94.35<br>94.35 |
| RACKING FLOORMEN | 4,018.11 | .3682 | 4,018.11 | .3682 | 3,887.49 | .2902 | 3,887.49 | .2902 | 130.62<br>130.62 |
| KEG WASHING | 3,926.66 | .3598 | 3,926.66 | .3598 | 3,747.70 | .2797 | 3,747.70 | .2797 | 178.96<br>178.96 |
| WASHHOUSE FLOORMEN | 2,432.22 | .2229 | 2,432.22 | .2229 | 1,675.33 | .1251 | 1,675.33 | .1251 | 756.89<br>756.89 |
| LOAD & UNLOAD | 2,544.70 | .2332 | 2,544.70 | .2332 | 2,539.87 | .1896 | 2,539.87 | .1896 | 4.83<br>4.83 |
| SUPERVISION | 616.87 | .0565 | 616.87 | .0565 | 567.85 | .0424 | 567.85 | .0424 | 49.02<br>49.02 |
| HOLIDAY | 600.00 | .0550 | 600.00 | .0550 | 600.00 | .0448 | 600.00 | .0448 | .00<br>.00 |
| VACATION | 1,500.00 | .1375 | 1,500.00 | .1375 | 1,500.00 | .1120 | 1,500.00 | .1120 | .00<br>.00 |
| PENSION | 772.00 | .0707 | 772.00 | .0707 | 867.75 | .0648 | 867.75 | .0648 | 95.75-<br>95.75- |
| TOTAL WAGES | 18,463.48 | 1.6919 | 18,463.48 | 1.6919 | 17,344.56 | 1.2947 | 17,344.56 | 1.2947 | 1,118.92<br>1,118.92 |
| MATERIALS AND SUPPLIES | | | | | | | | | |
| BUNGS | 877.59 | .0804 | 877.59 | .0804 | 1,002.36 | .0748 | 1,002.36 | .0748 | 124.77-<br>124.77- |
| UNCLASSIFIED | 3,541.98 | .3246 | 3,541.98 | .3246 | 1,697.74 | .1267 | 1,697.74 | .1267 | 1,844.24<br>1,844.24 |
| TOTAL MATERIALS | 4,419.57 | .4050 | 4,419.57 | .4050 | 2,700.10 | .2015 | 2,700.10 | .2015 | 1,719.47<br>1,719.47 |
| MAINTENANCE | | | | | | | | | |
| BUILDING MATL. | 8.32 | .0008 | 8.32 | .0008 | 1,780.00 | .1329 | 1,780.00 | .1329 | 1,771.68-<br>1,771.68- |

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| | JANUARY 75 | | YTD 75 | | JANUARY 74 | | YTD 74 | | VARIANCE |
|---|---|---|---|---|---|---|---|---|---|
| MACHINERY MATL. | 2,060.51 | .1888 | 2,060.51 | .1888 | 984.96 | .0735 | 984.96 | .0735 | 1,075.55<br>1,075.55 |
| MACHINERY LABOR | 4,814.06 | .4411 | 4,814.06 | .4411 | .00 | .0000 | .00 | .0000 | 4,814.06<br>4,814.06 |
| CONTRACTORS | 193.30 | .0177 | 193.30 | .0177 | 447.48 | .0334 | 447.48 | .0334 | 254.18-<br>254.18- |
| TOTAL MAINTENANCE | 7,076.19 | .6484 | 7,076.19 | .6484 | 3,212.44 | .2398 | 3,212.44 | .2398 | 3,863.75<br>3,863.75 |
| GENERAL | | | | | | | | | |
| UTILITIES DIRECT CHGE. | 600.00 | .0550 | 600.00 | .0550 | 550.00 | .0411 | 550.00 | .0411 | 50.00<br>50.00 |
| POWER PLANT ALLOCATION | 10,515.59 | .9636 | 10,515.59 | .9636 | 8,312.27 | .6205 | 8,312.27 | .6205 | 2,203.32<br>2,203.32 |
| MAINTENANCE ETC. | 7,306.04 | .6695 | 7,306.04 | .6695 | 6,586.15 | .4916 | 6,586.15 | .4916 | 719.89<br>719.89 |
| TOTAL GENERAL | 18,421.63 | 1.6880 | 18,421.63 | 1.6880 | 15,448.42 | 1.1531 | 15,448.42 | 1.1531 | 2,973.21<br>2,973.21 |
| FIXED | | | | | | | | | |
| TAXES & LICENSES | 900.00 | .0825 | 900.00 | .0825 | 900.00 | .0672 | 900.00 | .0672 | .00<br>.00 |
| TAXES PAYROLL | 1,410.00 | .1292 | 1,410.00 | .1292 | 1,410.00 | .1052 | 1,410.00 | .1052 | .00<br>.00 |
| INSURANCE GENERAL | 380.00 | .0348 | 380.00 | .0348 | 464.13 | .0346 | 464.13 | .0346 | 84.13-<br>84.13- |
| INSURANCE EMPLOYEES | 1,940.70 | .1778 | 1,940.70 | .1778 | 2,180.00 | .1627 | 2,180.00 | .1627 | 239.30-<br>239.30- |
| RETIREES PENSION | 431.40 | .0395 | 431.40 | .0395 | 431.40 | .0322 | 431.40 | .0322 | .00<br>.00 |
| DEPRECIATION BUILDINGS | 729.23 | .0668 | 729.23 | .0668 | 729.23 | .0544 | 729.23 | .0544 | .00<br>.00 |
| DEPRECIATION MACHINERY | 1,235.77 | .1132 | 1,235.77 | .1132 | 1,173.07 | .0876 | 1,173.07 | .0876 | 62.70<br>62.70 |
| DEPRECIATION KEGS | 8,631.79 | .7910 | 8,631.79 | .7910 | 9,110.06 | .6800 | 9,110.06 | .6800 | 478.27-<br>478.27- |

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| | JANUARY 75 | | YTD 75 | | JANUARY 74 | | YTD 74 | | VARIANCE |
|---|---|---|---|---|---|---|---|---|---|
| TOTAL FIXED | 15,658.89 | 1.4349 | 15,658.89 | 1.4349 | 16,397.89 | 1.2240 | 16,397.89 | 1.2240 | 739.00-<br>739.00- |
| COST OF RACKING | | | | | | | | | |
| TOTAL TOTAL | 64,039.76 | 5.8682 | 64,039.76 | 5.8682 | 55,103.41 | 4.1131 | 55,103.41 | 4.1131 | 8,936.35<br>8,936.35 |
| BEER FROM CELLARS | 111,312.60 | 10.2000 | 111,312.60 | 10.2000 | 99,134.10 | 7.3997 | 99,134.10 | 7.3997 | 12,178.50<br>12,178.50 |
| TOTAL KEG BEER COST | 175,352.36 | 16.0682 | 175,352.36 | 16.0682 | 154,237.51 | 11.5128 | 154,237.51 | 11.5128 | 21,114.85<br>21,114.85 |

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| | JANUARY 75 | | YTD 75 | | JANUARY 74 | | YTD 74 | | VARIANCE |
|---|---|---|---|---|---|---|---|---|---|
| BARRELS BOTTLED | 42,185 | | 42,185 | | 63,418 | | 63,418 | | 21,233-<br>21,233- |
| CASES BOTTLED | 559,642 | | 559,642 | | 840,568 | | 840,568 | | 280,926-<br>280,926- |
| WAGES AND SALARIES | AMOUNT | PER CASE | AMOUNT | PER CASE | AMOUNT | PER CASE | AMOUNT | PER CASE | |
| BOTTLEHOUSE LINES ETC. | 63,147.43 | .1128 | 63,147.43 | .1128 | 94,270.83 | .1121 | 94,270.83 | .1121 | 31,123.40-<br>31,123.40- |
| GOV. CELLAR | 3,395.61 | .0060 | 3,395.61 | .0060 | 2,897.50 | .0034 | 2,897.50 | .0034 | 498.11<br>498.11 |
| ASSEMBLING CASES MISC. | 7,554.12 | .0135 | 7,554.12 | .0135 | 8,297.61 | .0098 | 8,297.61 | .0098 | 743.49-<br>743.49- |
| CLEANUP | 13,631.59 | .0243 | 13,631.59 | .0243 | 16,074.43 | .0191 | 16,074.43 | .0191 | 2,442.84-<br>2,442.84- |
| OILERS | 3,153.08 | .0056 | 3,153.08 | .0056 | 2,749.10 | .0032 | 2,749.10 | .0032 | 403.98<br>403.98 |
| LOADING | 4,943.01 | .0088 | 4,943.01 | .0088 | 5,630.06 | .0067 | 5,630.06 | .0067 | 687.05-<br>687.05- |
| UNLOADING | 5,693.98 | .0101 | 5,693.98 | .0101 | 7,521.14 | .0089 | 7,521.14 | .0089 | 1,827.16-<br>1,827.16- |
| SORTING | 9,596.73 | .0171 | 9,596.73 | .0171 | 10,636.51 | .0126 | 10,636.51 | .0126 | 1,039.78-<br>1,039.78- |
| CLERICAL BOTTLING | 1,499.87 | .0026 | 1,499.87 | .0026 | 1,320.50 | .0015 | 1,320.50 | .0015 | 179.37<br>179.37 |
| CLERICAL WAREHOUSE | 4,025.26 | .0072 | 4,025.26 | .0072 | 3,949.21 | .0047 | 3,949.21 | .0047 | 76.05<br>76.05 |
| FOREMEN BOTTLING | 10,209.18 | .0182 | 10,209.18 | .0182 | 11,659.14 | .0138 | 11,659.14 | .0138 | 1,449.96-<br>1,449.96- |
| FOREMEN WAREHOUSE | 5,240.02 | .0093 | 5,240.02 | .0093 | 4,939.98 | .0058 | 4,939.98 | .0058 | 300.04<br>300.04 |
| VACATION | 14,100.00 | .0252 | 14,100.00 | .0252 | 16,920.00 | .0201 | 16,920.00 | .0201 | 2,820.00-<br>2,820.00- |
| HOLIDAY | 5,220.00 | .0093 | 5,220.00 | .0093 | 6,120.00 | .0072 | 6,120.00 | .0072 | 900.00-<br>900.00- |
| PENSION | 8,341.50 | .0149 | 8,341.50 | .0149 | 9,069.00 | .0107 | 9,069.00 | .0107 | 727.50-<br>727.50- |

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| | JANUARY 75 | | YTD 75 | | JANUARY 74 | | YTD 74 | | VARIANCE |
|---|---|---|---|---|---|---|---|---|---|
| TOTAL WAGES | 159,751.38 | .2854 | 159,751.38 | .2854 | 202,055.01 | .2403 | 202,055.01 | .2403 | 42,303.63-<br>42,303.63- |
| MATERIALS AND SUPPLIES | | | | | | | | | |
| CROWNS | 19,716.19 | .0352 | 19,716.19 | .0352 | 21,531.73 | .0256 | 21,531.73 | .0256 | 1,815.54-<br>1,815.54- |
| LABELS | 16,634.31 | .0297 | 16,634.31 | .0297 | 25,987.59 | .0309 | 25,987.59 | .0309 | 9,353.28-<br>9,353.28- |
| CAUSTIC | 5,504.25 | .0098 | 5,504.25 | .0098 | 3,044.94 | .0036 | 3,044.94 | .0036 | 2,459.31<br>2,459.31 |
| PARTITIONS, ETC. | 1,192.55 | .0021 | 1,192.55 | .0021 | 689.84 | .0008 | 689.84 | .0008 | 502.71<br>502.71 |
| BY PRODUCT SALES | 260.48- | .0004- | 260.48- | .0004- | 360.18- | .0004- | 360.18- | .0004- | 99.70<br>99.70 |
| UNCLASSIFIED | 8,602.76 | .0153 | 8,602.76 | .0153 | 8,871.06 | .0105 | 8,871.06 | .0105 | 268.30-<br>268.30- |
| TOTAL MATERIALS | 51,389.58 | .0918 | 51,389.58 | .0918 | 59,764.98 | .0711 | 59,764.98 | .0711 | 8,375.40-<br>8,375.40- |
| MAINTENANCE | | | | | | | | | |
| BOTTLEHOUSE BLDG MATL. | 459.75 | .0008 | 459.75 | .0008 | 242.64 | .0002 | 242.64 | .0002 | 217.11<br>217.11 |
| BOTTLEHOUSE MACH MATL. | 19,406.04 | .0346 | 19,406.04 | .0346 | 11,752.10 | .0139 | 11,752.10 | .0139 | 7,653.94<br>7,653.94 |
| BOTTLEHOUSE MACH LABOR | 5,591.08 | .0100 | 5,591.08 | .0100 | 4,709.83 | .0056 | 4,709.83 | .0056 | 881.25<br>881.25 |
| WAREHOUSE BLDG MATL. | 11.44 | .0000 | 11.44 | .0000 | 1,612.55 | .0019 | 1,612.55 | .0019 | 1,601.11-<br>1,601.11- |
| WAREHOUSE MACH MATL. | 617.59 | .0011 | 617.59 | .0011 | 1,987.77 | .0023 | 1,987.77 | .0023 | 1,370.18-<br>1,370.18- |
| CONTRACTORS | 13,687.06 | .0244 | 13,687.06 | .0244 | 19,837.36 | .0236 | 19,837.36 | .0236 | 6,150.30-<br>6,150.30- |
| TOTAL MAINTENANCE | 39,772.96 | .0710 | 39,772.96 | .0710 | 40,142.25 | .0477 | 40,142.25 | .0477 | 369.29-<br>369.29- |
| GENERAL | | | | | | | | | |

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| | JANUARY 75 | | YTD 75 | | JANUARY 74 | | YTD 74 | | VARIANCE |
|---|---|---|---|---|---|---|---|---|---|
| BEER CONSUMED | 540.85 | .0009 | 540.85 | .0009 | 600.30 | .0007 | 600.30 | .0007 | 59.45-<br>59.45- |
| UTILITIES DIRECT CHGE. | 4,500.00 | .0080 | 4,500.00 | .0080 | 10,700.00 | .0127 | 10,700.00 | .0127 | 6,200.00-<br>6,200.00- |
| POWER PLANT ALLOCATION | 26,873.17 | .0480 | 26,873.17 | .0480 | 21,242.48 | .0252 | 21,242.48 | .0252 | 5,630.69<br>5,630.69 |
| PLANT MAINTENANCE ETC. | 49,518.75 | .0884 | 49,518.75 | .0884 | 44,639.44 | .0531 | 44,639.44 | .0531 | 4,879.31<br>4,879.31 |
| UNCLASSIFIED | 62.44 | .0001 | 62.44 | .0001 | 122.32 | .0001 | 122.32 | .0001 | 59.88-<br>59.88- |
| TOTAL GENERAL | 81,495.21 | .1456 | 81,495.21 | .1456 | 77,304.54 | .0919 | 77,304.54 | .0919 | 4,190.67<br>4,190.67 |
| FIXED | | | | | | | | | |
| TAXES & LICENSES | 5,700.00 | .0101 | 5,700.00 | .0101 | 5,700.00 | .0067 | 5,700.00 | .0067 | .00<br>.00 |
| TAXES PAYROLL | 14,040.00 | .0250 | 14,040.00 | .0250 | 14,040.00 | .0167 | 14,040.00 | .0167 | .00<br>.00 |
| INSURANCE GENERAL | 1,027.00 | .0018 | 1,027.00 | .0018 | 1,258.49 | .0015 | 1,258.49 | .0015 | 231.49-<br>231.49- |
| INSURANCE EMPLOYEES | 22,646.88 | .0404 | 22,646.88 | .0404 | 25,759.11 | .0306 | 25,759.11 | .0306 | 3,112.23-<br>3,112.23- |
| PENSION TRUST | 2,200.00 | .0039 | 2,200.00 | .0039 | 1,965.00 | .0023 | 1,965.00 | .0023 | 235.00<br>235.00 |
| RETIREES PENSION | 2,855.93 | .0051 | 2,855.93 | .0051 | 1,919.82 | .0022 | 1,919.82 | .0022 | 936.11<br>936.11 |
| RENTALS | 256.00 | .0004 | 256.00 | .0004 | 628.34 | .0007 | 628.34 | .0007 | 372.34-<br>372.34- |
| DEPRECIATION BH BLDG. | 1,766.43 | .0031 | 1,766.43 | .0031 | 1,766.43 | .0021 | 1,766.43 | .0021 | .00<br>.00 |
| DEPRECIATION WH BLDG. | 587.26 | .0010 | 587.26 | .0010 | 819.93 | .0009 | 819.93 | .0009 | 232.67-<br>232.67- |
| DEPRECIATION BH MACH. | 12,961.60 | .0231 | 12,961.60 | .0231 | 12,309.21 | .0146 | 12,309.21 | .0146 | 652.39<br>652.39 |
| DEPRECIATION WH MACH. | 200.53 | .0003 | 200.53 | .0003 | 231.32 | .0002 | 231.32 | .0002 | 30.79-<br>30.79- |

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| | JANUARY 75 | | YTD 75 | | JANUARY 74 | | YTD 74 | | VARIANCE |
|---|---|---|---|---|---|---|---|---|---|
| DEPRECIATION LIFT TRKS | 1,770.14 | .0031 | 1,770.14 | .0031 | 2,158.02 | .0025 | 2,158.02 | .0025 | 387.88-<br>387.88- |
| DEPRECIATION CARTONS | 9,630.40 | .0172 | 9,630.40 | .0172 | 11,107.44 | .0132 | 11,107.44 | .0132 | 1,477.04-<br>1,477.04- |
| DEPRECIATION BOTTLES | 8,672.27 | .0155 | 8,672.27 | .0155 | 9,686.09 | .0115 | 9,686.09 | .0115 | 1,013.82-<br>1,013.82- |
| TOTAL FIXED | 84,314.44 | .1506 | 84,314.44 | .1506 | 89,349.20 | .1063 | 89,349.20 | .1063 | 5,034.76-<br>5,034.76- |
| ---------- | | | | | | | | | |
| TOTAL TOTAL | 416,723.57 | .7446 | 416,723.57 | .7446 | 468,615.98 | .5575 | 468,615.98 | .5575 | 51,892.41-<br>51,892.41- |
| BEER FROM CELLARS | 430,287.00 | .7688 | 430,287.00 | .7688 | 469,293.20 | .5583 | 469,293.20 | .5583 | 39,006.20-<br>39,006.20- |
| TOTAL CASE BEER COST | 847,010.57 | 1.5134 | 847,010.57 | 1.5134 | 937,909.18 | 1.1158 | 937,909.18 | 1.1158 | 90,898.61-<br>90,898.61- |

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| | JANUARY 75 | YTD 75 | JANUARY 74 | YTD 74 | VARIANCE |
|---|---|---|---|---|---|
| WAGES AND SALARIES | AMOUNT | AMOUNT | AMOUNT | AMOUNT | |
| | 14,702.62 | | 12,387.76 | | 2,314.86 |
| ENGINEERS | | 14,702.62 | | 12,387.76 | 2,314.86 |
| | 14,812.86 | | 15,934.33 | | 1,121.47- |
| FIREMEN & OILERS | | 14,812.86 | | 15,934.33 | 1,121.47- |
| | 2,160.00 | | 2,160.00 | | .00 |
| VACATION | | 2,160.00 | | 2,160.00 | .00 |
| | 780.00 | | 780.00 | | .00 |
| HOLIDAY | | 780.00 | | 780.00 | .00 |
| | 1,338.00 | | 901.00 | | 437.00 |
| PENSION | | 1,338.00 | | 901.00 | 437.00 |
| | 33,793.48 | | 32,163.09 | | 1,630.39 |
| TOTAL WAGES | | 33,793.48 | | 32,163.09 | 1,630.39 |
| MATERIALS AND SUPPLIES | | | | | |
| | 61,125.69 | | 28,768.32 | | 32,357.37 |
| FUEL | | 61,125.69 | | 28,768.32 | 32,357.37 |
| | 1,525.00 | | 2,266.20 | | 741.20- |
| AMMONIA & WATER | | 1,525.00 | | 2,266.20 | 741.20- |
| | 54.43 | | .00 | | 54.43 |
| OIL, GREASE ETC. | | 54.43 | | .00 | 54.43 |
| | 30.93 | | 87.11 | | 56.18- |
| UNCLASSIFIED | | 30.93 | | 87.11 | 56.18- |
| | 62,736.05 | | 31,121.63 | | 31,614.42 |
| TOTAL MATERIALS | | 62,736.05 | | 31,121.63 | 31,614.42 |
| MAINTENANCE | | | | | |
| | 176.36 | | 569.56 | | 393.20- |
| MACHINERY MATL. | | 176.36 | | 569.56 | 393.20- |
| | .00 | | 34.20 | | 34.20- |
| ICE MACHINE MATL. | | .00 | | 34.20 | 34.20- |
| | 165.04 | | 5,304.96 | | 5,139.92- |
| WELLS MATL. | | 165.04 | | 5,304.96 | 5,139.92- |

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| | JANUARY 75 | YTD 75 | JANUARY 74 | YTD 74 | VARIANCE |
|---|---|---|---|---|---|
| CONTRACTORS | .00 | .00 | 1,232.35 | 1,232.35 | 1,232.35-<br>1,232.35- |
| TOTAL MAINTENANCE | 341.40 | 341.40 | 7,141.07 | 7,141.07 | 6,799.67-<br>6,799.67- |
| GENERAL | | | | | |
| UTILITIES DIRECT CHGE. | 6,000.00 | 6,000.00 | 200.00 | 200.00 | 5,800.00<br>5,800.00 |
| SEWAGE | 6,000.00 | 6,000.00 | 12,500.00 | 12,500.00 | 6,500.00-<br>6,500.00- |
| UNCLASSIFIED | 33.03 | 33.03 | 828.00 | 828.00 | 794.97-<br>794.97- |
| TOTAL GENERAL | 12,033.03 | 12,033.03 | 13,528.00 | 13,528.00 | 1,494.97-<br>1,494.97- |
| FIXED | | | | | |
| TAXES & LICENSES | 265.00 | 265.00 | 240.00 | 240.00 | 25.00<br>25.00 |
| TAXES PAYROLL | 1,350.00 | 1,350.00 | 1,350.00 | 1,350.00 | .00<br>.00 |
| INSURANCE GENERAL | 880.75 | 880.75 | 797.22 | 797.22 | 83.53<br>83.53 |
| INSURANCE EMPLOYEES | 2,370.00 | 2,370.00 | 2,290.00 | 2,290.00 | 80.00<br>80.00 |
| RETIREES PENSION | 30.00 | 30.00 | 30.00 | 30.00 | .00<br>.00 |
| DEPRECIATION BUILDING | 340.12 | 340.12 | 349.59 | 349.59 | 9.47-<br>9.47- |
| DEPRECIATION MACHINERY | 1,152.14 | 1,152.14 | 1,338.82 | 1,338.82 | 186.68-<br>186.68- |
| DEPRECIATION ICE MACH. | 588.84 | 588.84 | 886.02 | 886.02 | 297.18-<br>297.18- |
| DEPRECIATION WELLS | 959.05 | 959.05 | 1,123.16 | 1,123.16 | 164.11-<br>164.11- |
| TOTAL FIXED | 7,935.90 | 7,935.90 | 8,404.81 | 8,404.81 | 468.91-<br>468.91- |

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| | JANUARY 75 | YTD 75 | JANUARY 74 | YTD 74 | VARIANCE |
|---|---|---|---|---|---|
| POWER PLANT | | | | | |
| | 116,839.86 | | 92,358.60 | | 24,481.26 |
| ALLOCATED TO BREWING RACKING AND BOTTLING | | 116,839.86 | | 92,358.60 | 24,481.26 |

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| | JANUARY 75 | YTD 75 | JANUARY 74 | YTD 74 | VARIANCE |
|---|---|---|---|---|---|
| WAGES AND SALARIES | AMOUNT | AMOUNT | AMOUNT | AMOUNT | |
| | 7,668.18 | | 1,451.11 | | 6,217.07 |
| CARPENTERS | | 7,668.18 | | 1,451.11 | 6,217.07 |
| | 13,610.37 | | 19,028.39 | | 5,418.02- |
| MACHINISTS | | 13,610.37 | | 19,028.39 | 5,418.02- |
| | 9,201.40 | | 6,499.35 | | 2,702.05 |
| PLUMBERS | | 9,201.40 | | 6,499.35 | 2,702.05 |
| | 2,139.18 | | 1,996.45 | | 142.73 |
| ELECTRICIANS | | 2,139.18 | | 1,996.45 | 142.73 |
| | 4,524.45 | | 4,988.25 | | 463.80- |
| JANITORS & WATCHMEN | | 4,524.45 | | 4,988.25 | 463.80- |
| | 2,117.60 | | 1,076.40 | | 1,041.20 |
| LABORERS | | 2,117.60 | | 1,076.40 | 1,041.20 |
| | 2,632.62 | | 2,554.97 | | 77.65 |
| PAYROLL & CLERICAL | | 2,632.62 | | 2,554.97 | 77.65 |
| | 2,566.66 | | 2,416.66 | | 150.00 |
| FOREMEN | | 2,566.66 | | 2,416.66 | 150.00 |
| | 2,460.00 | | 2,280.00 | | 180.00 |
| VACATION | | 2,460.00 | | 2,280.00 | 180.00 |
| | 990.00 | | 990.00 | | .00 |
| HOLIDAY | | 990.00 | | 990.00 | .00 |
| | 2,240.62 | | 1,340.25 | | 900.37 |
| PENSION | | 2,240.62 | | 1,340.25 | 900.37 |
| | 3,384.68 | | 2,826.27 | | 558.41 |
| UNCLASSIFIED | | 3,384.68 | | 2,826.27 | 558.41 |
| | 956.78- | | .00 | | 956.78- |
| WAGES CAPITALIZED, ETC | | 956.78- | | .00 | 956.78- |
| | 52,578.98 | | 47,448.10 | | 5,130.88 |
| TOTAL WAGES | | 52,578.98 | | 47,448.10 | 5,130.88 |
| MATERIALS AND SUPPLIES | | | | | |
| | 2,165.81 | | 691.56 | | 1,474.25 |
| CARPENTRY | | 2,165.81 | | 691.56 | 1,474.25 |

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| | JANUARY 75 | YTD 75 | JANUARY 74 | YTD 74 | VARIANCE |
|---|---|---|---|---|---|
| AUTOMOTIVE | 281.45 | 281.45 | 118.05 | 118.05 | 163.40<br>163.40 |
| MACHINAL | 2,539.26 | 2,539.26 | 842.27 | 842.27 | 1,696.99<br>1,696.99 |
| PLUMBING | 3,958.76 | 3,958.76 | 4,096.35 | 4,096.35 | 137.59-<br>137.59- |
| ELECTRICAL | 1,052.62 | 1,052.62 | 737.90 | 737.90 | 314.72<br>314.72 |
| UNCLASSIFIED | 1,079.46 | 1,079.46 | 1,349.35 | 1,349.35 | 269.89-<br>269.89- |
| TOTAL MATERIALS | 11,077.36 | 11,077.36 | 7,835.48 | 7,835.48 | 3,241.88<br>3,241.88 |
| MAINTENANCE | | | | | |
| MACHINERY | .00 | .00 | 14.43 | 14.43 | 14.43-<br>14.43- |
| AUTOMOTIVE | 36.60 | 36.60 | 178.07 | 178.07 | 141.47-<br>141.47- |
| CONTRACTORS | 12.63 | 12.63 | 837.08 | 837.08 | 824.45-<br>824.45- |
| TOTAL MAINTENANCE | 49.23 | 49.23 | 1,029.58 | 1,029.58 | 980.35-<br>980.35- |
| GENERAL | | | | | |
| BEER CONSUMED | 101.50 | 101.50 | 86.25 | 86.25 | 15.25<br>15.25 |
| A.D.T. SERVICE | 660.00 | 660.00 | 379.00 | 379.00 | 281.00<br>281.00 |
| GUARD SERVICE | 1,776.19 | 1,776.19 | 2,548.74 | 2,548.74 | 772.55-<br>772.55- |
| UNCLASSIFIED | 387.76 | 387.76 | 365.43 | 365.43 | 22.33<br>22.33 |
| TOTAL GENERAL | 2,925.45 | 2,925.45 | 3,379.42 | 3,379.42 | 453.97-<br>453.97- |
| FIXED | | | | | |

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| | JANUARY 75 | YTD 75 | JANUARY 74 | YTD 74 | VARIANCE |
|---|---|---|---|---|---|
| TAXES & LICENSES | 1,027.45 | 1,027.45 | 1,139.05 | 1,139.05 | 111.60-<br>111.60- |
| TAXES PAYROLL | 3,600.00 | 3,600.00 | 3,500.00 | 3,500.00 | 100.00<br>100.00 |
| INSURANCE GENERAL | 1,019.77 | 1,019.77 | 1,030.42 | 1,030.42 | 10.65-<br>10.65- |
| INSURANCE EMPLOYEES | 6,023.44 | 6,023.44 | 4,971.15 | 4,971.15 | 1,052.29<br>1,052.29 |
| PENSION TRUST | 560.00 | 560.00 | 330.00 | 330.00 | 230.00<br>230.00 |
| RETIREES PENSION | 1,310.38 | 1,310.38 | 1,310.38 | 1,310.38 | .00<br>.00 |
| DEPRECIATION BUILDINGS | 387.84 | 387.84 | 336.73 | 336.73 | 51.11<br>51.11 |
| DEPRECIATION MACHINERY | 371.14 | 371.14 | 444.13 | 444.13 | 72.99-<br>72.99- |
| DEPR. YARD IMPROVMENTS | 144.95 | 144.95 | 205.58 | 205.58 | 60.63-<br>60.63- |
| DEPR. AUTOMOTIVE | 102.28 | 102.28 | 219.39 | 219.39 | 117.11-<br>117.11- |
| TOTAL FIXED | 14,547.25 | 14,547.25 | 13,486.83 | 13,486.83 | 1,060.42<br>1,060.42 |
| GENERAL PLANT<br>---------- | | | | | |
| ALLOCATED TO BREWING, RACKING AND BOTTLING | 81,178.27 | 81,178.27 | 73,179.41 | 73,179.41 | 7,998.86<br>7,998.86 |

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| | JANUARY 75 | YTD 75 | | JANUARY 74 | YTD 74 | | VARIANCE | CURRENT |
|---|---|---|---|---|---|---|---|---|
| BARRELS SOLD | 46,243 | 46,243 | | 67,594 | 67,594 | | 21,351-<br>21,351- | YEAR BUDGET |
| MEDIA | AMOUNT | AMOUNT | PER BBL | AMOUNT | AMOUNT | PER BBL | | |
| POSTERS | .00 | .00 | .0000 | 13,201.00 | 13,201.00 | .1953 | 13,201.00-<br>13,201.00- | 0 |
| PAINTED BULLETINS | 18,343.16 | 18,343.16 | .3967 | 23,127.20 | 23,127.20 | .3421 | 4,784.04-<br>4,784.04- | 320,401 |
| TELEVISION | 17,716.00 | 17,716.00 | .3831 | .00 | .00 | .0000 | 17,716.00<br>17,716.00 | 512,849 |
| RADIO | .00 | .00 | .0000 | 441.49 | 441.49 | .0065 | 441.49-<br>441.49- | 230,784 |
| NEWSPAPER | 395.35 | 395.35 | .0085 | 503.93 | 503.93 | .0075 | 108.58-<br>108.58- | 75,000 |
| MISC PUBLICATIONS | 817.76 | 817.76 | .0177 | 1,215.55 | 1,215.55 | .0180 | 397.79-<br>397.79- | 25,000 |
| TOTAL MEDIA | 37,272.27 | 37,272.27 | .8060 | 38,489.17 | 38,489.17 | .5694 | 1,216.90-<br>1,216.90- | 1,164,034 |
| PRODUCTION | | | | | | | | |
| POSTERS | .00 | .00 | .0000 | 7,326.29 | 7,326.29 | .1084 | 7,326.29-<br>7,326.29- | 0 |
| PAINTED BULLETINS | .00 | .00 | .0000 | .00 | .00 | .0000 | .00<br>.00 | 9,000 |
| TELEVISION | 20,451.91 | 20,451.91 | .4423 | .00 | .00 | .0000 | 20,451.91<br>20,451.91 | 31,000 |
| RADIO | 8,823.75 | 8,823.75 | .1908 | .00 | .00 | .0000 | 8,823.75<br>8,823.75 | 22,000 |
| MISCELLANEOUS | 3,764.80 | 3,764.80 | .0814 | .00 | .00 | .0000 | 3,764.80<br>3,764.80 | 27,000 |
| TOTAL PRODUCTION | 33,040.46 | 33,040.46 | .7145 | 7,326.29 | 7,326.29 | .1084 | 25,714.17<br>25,714.17 | 89,000 |
| SALES PROMOTION | | | | | | | | |
| PERMANENT P O P | 40,719.68 | 40,719.68 | .8806 | 118,434.41 | 118,434.41 | 1.7521 | 77,714.73-<br>77,714.73- | 225,000 |

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| | JANUARY 75 | YTD 75 | | JANUARY 74 | YTD 74 | | VARIANCE | CURRENT |
|---|---|---|---|---|---|---|---|---|
| MERCHANDISING P O P | 5,746.40 | 5,746.40 | .1243 | 18,911.85 | 18,911.85 | .2798 | 13,165.45-<br>13,165.45- | 50,000 |
| SALES PROMOTION ITEMS | 2,080.96 | 2,080.96 | .0450 | 1,866.38 | 1,866.38 | .0276 | 214.58<br>214.58 | 25,000 |
| PRICE CARDS ETC. | .00 | .00 | .0000 | 1,928.42 | 1,928.42 | .0285 | 1,928.42-<br>1,928.42- | 15,000 |
| MISC. PRINTED MATERIAL | 2,758.18 | 2,758.18 | .0596 | 302.64 | 302.64 | .0045 | 2,455.54<br>2,455.54 | 25,000 |
| DIAMOND PUBLICATION | 379.88 | 379.88 | .0082 | .00 | .00 | .0000 | 379.88<br>379.88 | 4,000 |
| FILMS | .00 | .00 | .0000 | 19.76 | 19.76 | .0003 | 19.76-<br>19.76- | 1,000 |
| TRUCK PAINTING | .00 | .00 | .0000 | .00 | .00 | .0000 | .00<br>.00 | 8,000 |
| UNIFORMS DISTRIBUTORS | 35.35- | 35.35- | .0008- | 463.35- | 463.35- | .0069- | 428.00<br>428.00 | 6,000 |
| UNIFORMS EMPLOYEES | .00 | .00 | .0000 | 181.97 | 181.97 | .0027 | 181.97-<br>181.97- | 300 |
| WALL SIGNS | 5,840.00 | 5,840.00 | .1263 | 5,836.50 | 5,836.50 | .0863 | 3.50<br>3.50 | 12,000 |
| SPORT & FLOAT FEES | 600.00 | 600.00 | .0130 | 1,200.00 | 1,200.00 | .0178 | 600.00-<br>600.00- | 13,000 |
| FREIGHT ON SHIPMENTS | 1.32 | 1.32 | .0000 | 13.05 | 13.05 | .0002 | 11.73-<br>11.73- | 200 |
| MISCELLANEOUS | 696.04 | 696.04 | .0151 | 641.33 | 641.33 | .0095 | 54.71<br>54.71 | 20,000 |
| TOTAL SALES PROMOTION | 58,787.11 | 58,787.11 | 1.2713 | 148,872.96 | 148,872.96 | 2.2025 | 90,085.85-<br>90,085.85- | 404,500 |
| SIGN COST & MAINTENANCE | | | | | | | | |
| AMORT. OUTDOOR SIGNS | 2,105.88 | 2,105.88 | .0455 | 2,149.09 | 2,149.09 | .0318 | 43.21-<br>43.21- | 35,000 |
| AMORT. INDOOR SIGNS | 968.06 | 968.06 | .0209 | 1,438.43 | 1,438.43 | .0213 | 470.37-<br>470.37- | 35,000 |
| HANG SIGNS - KAUFMAN | 570.10 | 570.10 | .0123 | 4,000.00 | 4,000.00 | .0592 | 3,429.90-<br>3,429.90- | 50,000 |

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| | JANUARY 75 | YTD 75 | | JANUARY 74 | YTD 74 | | VARIANCE | CURRENT |
|---|---|---|---|---|---|---|---|---|
| SIGN MAINT - KAUFMAN | 1,883.06 | 1,883.06 | .0407 | 4,000.00 | 4,000.00 | .0592 | 2,116.94-<br>2,116.94- | 60,000 |
| DISTR. SIGN REIMB. | .00 | .00 | .0000 | 560.91 | 560.91 | .0083 | 560.91-<br>560.91- | 20,000 |
| TAXES & LICENSES | 310.34 | 310.34 | .0067 | 270.34 | 270.34 | .0040 | 40.00<br>40.00 | 5,000 |
| TOTAL SIGN COST | 5,837.44 | 5,837.44 | .1262 | 12,418.77 | 12,418.77 | .1837 | 6,581.33-<br>6,581.33- | 205,000 |
| PERSONNEL | | | | | | | | |
| AD MANAGERS | 1,458.34 | 1,458.34 | .0315 | 2,061.66 | 2,061.66 | .0305 | 603.32-<br>603.32- | 25,000 |
| STOREROOM AND CLERICAL | 1,894.63 | 1,894.63 | .0410 | 1,802.98 | 1,802.98 | .0267 | 91.65<br>91.65 | 20,000 |
| TRAVEL & ENTERTAINMENT | 412.69 | 412.69 | .0089 | 451.89 | 451.89 | .0067 | 39.20-<br>39.20- | 5,000 |
| PAYROLL TAXES | 240.00 | 240.00 | .0052 | 240.00 | 240.00 | .0036 | .00<br>.00 | 2,000 |
| EMPLOYEE INSURANCE | 287.51 | 287.51 | .0062 | 491.25 | 491.25 | .0073 | 203.74-<br>203.74- | 3,000 |
| GENERAL INSURANCE | 67.00 | 67.00 | .0014 | 27.78 | 27.78 | .0004 | 39.22<br>39.22 | 300 |
| PENSION TRUST | 215.00 | 215.00 | .0046 | 225.00 | 225.00 | .0033 | 10.00-<br>10.00- | 4,000 |
| TOTAL PERSONNEL | 4,575.17 | 4,575.17 | .0989 | 5,300.56 | 5,300.56 | .0784 | 725.39-<br>725.39- | 59,300 |
| ADVERTISING EXPENSE | | | | | | | | |
| TOTAL ADVERTISING | 139,512.45 | 139,512.45 | 3.0169 | 212,407.75 | 212,407.75 | 3.1424 | 72,895.30-<br>72,895.30- | 1,921,834 |
| TOTAL PREPAID | 40,000.00- | 40,000.00- | .8650- | 112,000.00- | 112,000.00- | 1.6570- | 72,000.00<br>72,000.00 | 50,000- |
| TOTAL INCOME STATEMENT | 99,512.45 | 99,512.45 | 2.1519 | 100,407.75 | 100,407.75 | 1.4855 | 895.30-<br>895.30- | 1,871,834 |

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| | JANUARY 75 | | YTD 75 | | JANUARY 74 | | YTD 74 | | VARIANCE |
|---|---|---|---|---|---|---|---|---|---|
| MAINTENANCE | | | | | | | | | |
| CUSTOMERS EQUIP. LABOR | 562.38 | .0122 | 562.38 | .0122 | 743.58 | .0110 | 743.58 | .0110 | 181.20-<br>181.20- |
| TOTAL MAINTENANCE | 562.38 | .0122 | 562.38 | .0122 | 743.58 | .0110 | 743.58 | .0110 | 181.20-<br>181.20- |
| GENERAL | | | | | | | | | |
| BEER CONSUMED | .00 | .0000 | .00 | .0000 | 133.95 | .0020 | 133.95 | .0020 | 133.95-<br>133.95- |
| EXECUTIVE EXPENSES | 791.22 | .0171 | 791.22 | .0171 | 769.46 | .0114 | 769.46 | .0114 | 21.76<br>21.76 |
| SALES MANAGERS EXP. | 2,505.30 | .0542 | 2,505.30 | .0542 | 3,095.24 | .0458 | 3,095.24 | .0458 | 589.94-<br>589.94- |
| SALESMENS EXP. CITY | 346.99 | .0075 | 346.99 | .0075 | 508.75 | .0075 | 508.75 | .0075 | 161.76-<br>161.76- |
| SALESMENS EXP. COUNTRY | 8,147.43 | .1762 | 8,147.43 | .1762 | 7,124.54 | .1054 | 7,124.54 | .1054 | 1,022.89<br>1,022.89 |
| TELEPHONE | 19.37 | .0004 | 19.37 | .0004 | 16.79 | .0002 | 16.79 | .0002 | 2.58<br>2.58 |
| CONVENTIONS, ETC. | 1,965.80 | .0425 | 1,965.80 | .0425 | 1,361.20 | .0201 | 1,361.20 | .0201 | 604.60<br>604.60 |
| UNCLASSIFIED | 1,119.32 | .0242 | 1,119.32 | .0242 | 3,032.91 | .0449 | 3,032.91 | .0449 | 1,913.59-<br>1,913.59- |
| TOTAL GENERAL | 14,895.43 | .3221 | 14,895.43 | .3221 | 16,042.84 | .2373 | 16,042.84 | .2373 | 1,147.41-<br>1,147.41- |
| FIXED | | | | | | | | | |
| TAXES PROPERTY | 888.00 | .0192 | 888.00 | .0192 | 722.70 | .0107 | 722.70 | .0107 | 165.30<br>165.30 |
| TAXES PAYROLL | 1,400.00 | .0303 | 1,400.00 | .0303 | 1,400.00 | .0207 | 1,400.00 | .0207 | .00<br>.00 |
| INSURANCE EMPLOYEES | 2,676.93 | .0579 | 2,676.93 | .0579 | 2,697.16 | .0399 | 2,697.16 | .0399 | 20.23-<br>20.23- |
| PENSION TRUST | 2,295.00 | .0496 | 2,295.00 | .0496 | 1,960.00 | .0290 | 1,960.00 | .0290 | 335.00<br>335.00 |

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| | JANUARY 75 | | YTD 75 | | JANUARY 74 | | YTD 74 | | VARIANCE |
|---|---|---|---|---|---|---|---|---|---|
| DEPR'N AUTOMOTIVE | 145.08 | .0031 | 145.08 | .0031 | 165.56 | .0024 | 165.56 | .0024 | 20.48-<br>20.48- |
| DEPR'N CUST. EQUIPMENT | 562.59 | .0122 | 562.59 | .0122 | 522.62 | .0077 | 522.62 | .0077 | 39.97<br>39.97 |
| TOTAL FIXED | 7,967.60 | .1723 | 7,967.60 | .1723 | 7,468.04 | .1105 | 7,468.04 | .1105 | 499.56<br>499.56 |
| SELLING EXPENSE | | | | | | | | | |
| TOTAL EXPENSE | 53,953.99 | 1.1667 | 53,953.99 | 1.1667 | 50,511.81 | .7473 | 50,511.81 | .7473 | 3,442.18<br>3,442.18 |

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| | JANUARY 75 | | YTD 75 | | JANUARY 74 | | YTD 74 | | VARIANCE |
|---|---|---|---|---|---|---|---|---|---|
| BARRELS SOLD | 46,243 | | 46,243 | | 67,594 | | 67,594 | | 21,351-<br>21,351- |
| WAGES AND SALARIES | AMOUNT | PER BBL | AMOUNT | PER BBL | AMOUNT | PER BBL | AMOUNT | PER BBL | |
| EXECUTIVES | 9,708.32 | .2099 | 9,708.32 | .2099 | 9,375.00 | .1387 | 9,375.00 | .1387 | 333.32<br>333.32 |
| CREDIT | 1,541.66 | .0333 | 1,541.66 | .0333 | 1,458.36 | .0216 | 1,458.36 | .0216 | 83.30<br>83.30 |
| ACCOUNTING | 2,276.66 | .0492 | 2,276.66 | .0492 | 2,118.34 | .0313 | 2,118.34 | .0313 | 158.32<br>158.32 |
| STENOGRAPHERS | 1,992.60 | .0431 | 1,992.60 | .0431 | 1,920.00 | .0284 | 1,920.00 | .0284 | 72.60<br>72.60 |
| DATA PROCESSING | 2,057.95 | .0445 | 2,057.95 | .0445 | 2,298.39 | .0340 | 2,298.39 | .0340 | 240.44-<br>240.44- |
| CLERICAL | 2,671.44 | .0578 | 2,671.44 | .0578 | 2,451.04 | .0363 | 2,451.04 | .0363 | 220.40<br>220.40 |
| PURCHASING | 2,180.00 | .0471 | 2,180.00 | .0471 | 2,060.00 | .0305 | 2,060.00 | .0305 | 120.00<br>120.00 |
| BUFFET | 302.25 | .0065 | 302.25 | .0065 | 62.40 | .0009 | 62.40 | .0009 | 239.85<br>239.85 |
| UNCLASSIFIED | 610.00 | .0132 | 610.00 | .0132 | 638.70 | .0094 | 638.70 | .0094 | 28.70-<br>28.70- |
| TOTAL WAGES | 23,340.88 | .5047 | 23,340.88 | .5047 | 22,382.23 | .3311 | 22,382.23 | .3311 | 958.65<br>958.65 |
| MATERIALS AND SUPPLIES | | | | | | | | | |
| POSTAGE | 602.62 | .0130 | 602.62 | .0130 | 1,096.94 | .0162 | 1,096.94 | .0162 | 494.32-<br>494.32- |
| STATIONERY | 1,651.62 | .0357 | 1,651.62 | .0357 | 1,320.68 | .0195 | 1,320.68 | .0195 | 330.94<br>330.94 |
| UNCALSSIFIED | 228.59 | .0049 | 228.59 | .0049 | 150.61 | .0022 | 150.61 | .0022 | 77.98<br>77.98 |
| TOTAL MATERIALS | 2,482.83 | .0537 | 2,482.83 | .0537 | 2,568.23 | .0380 | 2,568.23 | .0380 | 85.40-<br>85.40- |
| MAINTENANCE | | | | | | | | | |

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| | JANUARY 75 | | YTD 75 | | JANUARY 74 | | YTD 74 | | VARIANCE |
|---|---|---|---|---|---|---|---|---|---|
| OFFICE BUILDING | 30.94 | .0007 | 30.94 | .0007 | 123.60 | .0018 | 123.60 | .0018 | 92.66-<br>92.66- |
| OFFICE FURNITURE | 143.00 | .0031 | 143.00 | .0031 | 156.22 | .0023 | 156.22 | .0023 | 13.22-<br>13.22- |
| OFFICE EQUIPMENT | 1,331.36 | .0288 | 1,331.36 | .0288 | 152.38 | .0023 | 152.38 | .0023 | 1,178.98<br>1,178.98 |
| TOTAL MAINTENANCE | 1,505.30 | .0326 | 1,505.30 | .0326 | 432.20 | .0064 | 432.20 | .0064 | 1,073.10<br>1,073.10 |
| GENERAL | | | | | | | | | |
| ENTERTAINMENT & BEER | 187.50 | .0041 | 187.50 | .0041 | 77.00 | .0011 | 77.00 | .0011 | 110.50<br>110.50 |
| GENERAL TRAVEL, ETC. | .00 | .0000 | .00 | .0000 | 277.28 | .0041 | 277.28 | .0041 | 277.28-<br>277.28- |
| WATER LIGHT & POWER | 679.07 | .0147 | 679.07 | .0147 | 575.13 | .0085 | 575.13 | .0085 | 103.94<br>103.94 |
| PROFESSIONAL SERVICE | 800.00 | .0173 | 800.00 | .0173 | 1,044.25 | .0154 | 1,044.25 | .0154 | 244.25-<br>244.25- |
| DIRECTORS FEES | 800.00 | .0173 | 800.00 | .0173 | 800.00 | .0118 | 800.00 | .0118 | .00<br>.00 |
| STOCK TRANSFER FEES | 250.00 | .0054 | 250.00 | .0054 | .00 | .0000 | .00 | .0000 | 250.00<br>250.00 |
| TELEPHONE | 3.13- | .0001- | 3.13- | .0001- | 5.50- | .0001- | 5.50- | .0001- | 2.37<br>2.37 |
| DUES AND SUBSCRIPTIONS | 4,180.03 | .0904 | 4,180.03 | .0904 | 6,172.29 | .0913 | 6,172.29 | .0913 | 1,992.26-<br>1,992.26- |
| DONATIONS | 1,367.00 | .0296 | 1,367.00 | .0296 | 979.00 | .0145 | 979.00 | .0145 | 388.00<br>388.00 |
| SHORT AND OVER | 5.99 | .0001 | 5.99 | .0001 | .00 | .0000 | .00 | .0000 | 5.99<br>5.99 |
| UNCLASSIFIED | 790.72 | .0171 | 790.72 | .0171 | 1,203.49 | .0178 | 1,203.49 | .0178 | 412.77-<br>412.77- |
| TOTAL GENERAL | 9,057.18 | .1959 | 9,057.18 | .1959 | 11,122.94 | .1646 | 11,122.94 | .1646 | 2,065.76-<br>2,065.76- |
| FIXED | | | | | | | | | |

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| | JANUARY 75 | | YTD 75 | | JANUARY 74 | | YTD 74 | | VARIANCE |
|---|---|---|---|---|---|---|---|---|---|
| TAXES & LICENSES | 310.50 | .0067 | 310.50 | .0067 | 300.00 | .0044 | 300.00 | .0044 | 10.50<br>10.50 |
| TAXES PAYROLL | 1,320.00 | .0285 | 1,320.00 | .0285 | 1,320.00 | .0195 | 1,320.00 | .0195 | .00<br>.00 |
| INSURANCE GENERAL | 835.64 | .0181 | 835.64 | .0181 | 872.09 | .0129 | 872.09 | .0129 | 36.45-<br>36.45- |
| INSURANCE EMPLOYEES | 2,452.33 | .0530 | 2,452.33 | .0530 | 2,727.56 | .0404 | 2,727.56 | .0404 | 275.23-<br>275.23- |
| PENSION TRUST | 2,065.00 | .0447 | 2,065.00 | .0447 | 1,990.00 | .0294 | 1,990.00 | .0294 | 75.00<br>75.00 |
| RETIREES PENSION | 150.00 | .0032 | 150.00 | .0032 | 150.00 | .0022 | 150.00 | .0022 | .00<br>.00 |
| EQUIPMENT RENTAL | 583.18 | .0126 | 583.18 | .0126 | 1,627.10 | .0241 | 1,627.10 | .0241 | 1,043.92-<br>1,043.92- |
| DEPR. OFFICE BUILDING | 349.35 | .0076 | 349.35 | .0076 | 355.73 | .0053 | 355.73 | .0053 | 6.38-<br>6.38- |
| DEPR. FURNITURE & EQUP | 166.39 | .0036 | 166.39 | .0036 | 186.56 | .0028 | 186.56 | .0028 | 20.17-<br>20.17- |
| TOTAL FIXED | 8,232.39 | .1780 | 8,232.39 | .1780 | 9,529.04 | .1410 | 9,529.04 | .1410 | 1,296.65-<br>1,296.65- |
| ADMINSTRATIVE EXPENSE<br>---------- | | | | | | | | | |
| TOTAL EXPENSE | 44,618.58 | .9649 | 44,618.58 | .9649 | 46,034.64 | .6810 | 46,034.64 | .6810 | 1,416.06-<br>1,416.06- |

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## SUMMARY OF SALES BY STATES AND BRANDS

| | | | JANUARY 75 | YTD 75 | JANUARY 74 | YTD 74 | VARIANCE |
|---|---|---|---|---|---|---|---|
| MN DISTRBTRS | GRAIN BELT | | 9,012 | | 10,867 | | 1,855- |
| | | KEGS | | 9,012 | | 10,867 | 1,855- |
| | | | 247,183 | | 348,392 | | 101,209- |
| | | CASES | | 247,183 | | 348,392 | 101,209- |
| | | | 26,953 | | 36,153 | | 9,200- |
| | | BARRELAGE | | 26,953 | | 36,153 | 9,200- |
| | WHITE LABEL | | 18,321 | | 29,167 | | 10,846- |
| | | CASES | | 18,321 | | 29,167 | 10,846- |
| | | | 1,330 | | 2,117 | | 787- |
| | | BARRELAGE | | 1,330 | | 2,117 | 787- |
| | HAUENSTEIN | | 94,726 | | 145,360 | | 50,634- |
| | | CASES | | 94,726 | | 145,360 | 50,634- |
| | | | 6,875 | | 10,550 | | 3,675- |
| | | BARRELAGE | | 6,875 | | 10,550 | 3,675- |
| | CO CLB RINGNES | | 3,087 | | 2,384 | | 703 |
| | | CASES | | 3,087 | | 2,384 | 703 |
| | | | 224 | | 173 | | 51 |
| | | BARRELAGE | | 224 | | 173 | 51 |
| | TOTAL | | 9,012 | | 10,867 | | 1,855- |
| | | KEGS | | 9,012 | | 10,867 | 1,855- |
| | | | 363,317 | | 525,303 | | 161,986- |
| | | CASES | | 363,317 | | 525,303 | 161,986- |
| | | | 35,382 | | 48,993 | | 13,611- |
| | | BARRELAGE | | 35,382 | | 48,993 | 13,611- |
| COLORADO | GRAIN BELT | | 3,325 | | 1,981 | | 1,344 |
| | | CASES | | 3,325 | | 1,981 | 1,344 |
| | | | 241 | | 144 | | 97 |
| | | BARRELAGE | | 241 | | 144 | 97 |
| | STORZ | | 1,176 | | 1,344 | | 168- |
| | | CASES | | 1,176 | | 1,344 | 168- |
| | | | 85 | | 98 | | 13- |
| | | BARRELAGE | | 85 | | 98 | 13- |
| | TOTAL | | 4,501 | | 3,325 | | 1,176 |
| | | CASES | | 4,501 | | 3,325 | 1,176 |
| | | | 327 | | 241 | | 86 |
| | | BARRELAGE | | 327 | | 241 | 86 |
| ILLINOIS | GRAIN BELT | | 54 | | 64 | | 10- |
| | | KEGS | | 54 | | 64 | 10- |
| | | | 2,935 | | 9,879 | | 6,944- |
| | | CASES | | 2,935 | | 9,879 | 6,944- |
| | | | 267 | | 781 | | 514- |
| | | BARRELAGE | | 267 | | 781 | 514- |

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## SUMMARY OF SALES BY STATES AND BRANDS

| | | | JANUARY 75 | YTD 75 | JANUARY 74 | YTD 74 | VARIANCE |
|---|---|---|---|---|---|---|---|
| | WHITE LABEL | | 21 | | 00 | | 21 |
| | | CASES | | 21 | | 00 | 21 |
| | | | 02 | | 00 | | 02 |
| | | BARRELAGE | | 02 | | 00 | 02 |
| | HAUENSTEIN | | 21 | | 00 | | 21 |
| | | CASES | | 21 | | 00 | 21 |
| | | | 02 | | 00 | | 02 |
| | | BARRELAGE | | 02 | | 00 | 02 |
| | STORZ | | 854 | | 1,330 | | 476- |
| | | CASES | | 854 | | 1,330 | 476- |
| | | | 62 | | 97 | | 35- |
| | | BARRELAGE | | 62 | | 97 | 35- |
| | TOTAL | | 54 | | 64 | | 10- |
| | | KEGS | | 54 | | 64 | 10- |
| | | | 3,831 | | 11,209 | | 7,378- |
| | | CASES | | 3,831 | | 11,209 | 7,378- |
| | | | 332 | | 878 | | 546- |
| | | BARRELAGE | | 332 | | 878 | 546- |
| IOWA | GRAIN BELT | | 129 | | 244 | | 115- |
| | | KEGS | | 129 | | 244 | 115- |
| | | | 35,618 | | 74,723 | | 39,105- |
| | | CASES | | 35,618 | | 74,723 | 39,105- |
| | | | 2,714 | | 5,667 | | 2,953- |
| | | BARRELAGE | | 2,714 | | 5,667 | 2,953- |
| | WHITE LABEL | | 1,272 | | 847 | | 425 |
| | | CASES | | 1,272 | | 847 | 425 |
| | | | 92 | | 61 | | 31 |
| | | BARRELAGE | | 92 | | 61 | 31 |
| | HAUENSTEIN | | 1,807 | | 00 | | 1,807 |
| | | CASES | | 1,807 | | 00 | 1,807 |
| | | | 131 | | 00 | | 131 |
| | | BARRELAGE | | 131 | | 00 | 131 |
| | CO CLB RINGNES | | 91 | | 273 | | 182- |
| | | CASES | | 91 | | 273 | 182- |
| | | | 07 | | 20 | | 13- |
| | | BARRELAGE | | 07 | | 20 | 13- |
| | STORZ | | 73 | | 42 | | 31 |
| | | KEGS | | 73 | | 42 | 31 |
| | | | 7,826 | | 4,599 | | 3,227 |
| | | CASES | | 7,826 | | 4,599 | 3,227 |
| | | | 641 | | 376 | | 265 |
| | | BARRELAGE | | 641 | | 376 | 265 |

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## SUMMARY OF SALES BY STATES AND BRANDS

| | | | JANUARY 75 | YTD 75 | JANUARY 74 | YTD 74 | VARIANCE |
|---|---|---|---|---|---|---|---|
| | TOTAL | | 202 | 202 | 286 | 286 | 84- |
| | | KEGS | 46,614 | 46,614 | 80,442 | 80,442 | 33,828- |
| | | CASES | 3,585 | 3,585 | 6,124 | 6,124 | 2,539- |
| | | BARRELAGE | | | | | |
| KANSAS | GRAIN BELT | | 00 | 00 | 2,002 | 2,002 | 2,002- |
| | | CASES | 00 | 00 | 145 | 145 | 145- |
| | | BARRELAGE | | | | | |
| | TOTAL | | 00 | 00 | 2,002 | 2,002 | 2,002- |
| | | CASES | 00 | 00 | 145 | 145 | 145- |
| | | BARRELAGE | | | | | |
| MICHIGAN | GRAIN BELT | | 00 | 00 | 308 | 308 | 308- |
| | | CASES | 00 | 00 | 22 | 22 | 22- |
| | | BARRELAGE | | | | | |
| | TOTAL | | 00 | 00 | 308 | 308 | 308- |
| | | CASES | 00 | 00 | 22 | 22 | 22- |
| | | BARRELAGE | | | | | |
| MONTANA | GRAIN BELT | | 784 | 784 | 945 | 945 | 161- |
| | | CASES | 57 | 57 | 69 | 69 | 12- |
| | | BARRELAGE | | | | | |
| | TOTAL | | 784 | 784 | 945 | 945 | 161- |
| | | CASES | 57 | 57 | 69 | 69 | 12- |
| | | BARRELAGE | | | | | |
| NEBRASKA | GRAIN BELT | | 30 | 30 | 56 | 56 | 26- |
| | | KEGS | 2,432 | 2,432 | 2,371 | 2,371 | 61 |
| | | CASES | 207 | 207 | 228 | 228 | 21- |
| | | BARRELAGE | | | | | |
| | STORZ | | 38 | 38 | 86 | 86 | 48- |
| | | KEGS | 16,743 | 16,743 | 25,865 | 25,865 | 9,122- |
| | | CASES | 1,253 | 1,253 | 1,963 | 1,963 | 710- |
| | | BARRELAGE | | | | | |

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## SUMMARY OF SALES BY STATES AND BRANDS

| | | | JANUARY 75 | YTD 75 | JANUARY 74 | YTD 74 | VARIANCE |
|---|---|---|---|---|---|---|---|
| | TOTAL | | 68 | | 142 | | 74- |
| | | KEGS | | 68 | | 142 | 74- |
| | | | 19,175 | | 28,236 | | 9,061- |
| | | CASES | | 19,175 | | 28,236 | 9,061- |
| | | | 1,460 | | 2,191 | | 731- |
| | | BARRELAGE | | 1,460 | | 2,191 | 731- |
| NORTH DAKOTA | GRAIN BELT | | 205 | | 360 | | 155- |
| | | KEGS | | 205 | | 360 | 155- |
| | | | 12,416 | | 22,562 | | 10,146- |
| | | CASES | | 12,416 | | 22,562 | 10,146- |
| | | | 1,106 | | 1,998 | | 892- |
| | | BARRELAGE | | 1,106 | | 1,998 | 892- |
| | WHITE LABEL | | 00 | | 77 | | 77- |
| | | CASES | | 00 | | 77 | 77- |
| | | | 00 | | 06 | | 06- |
| | | BARRELAGE | | 00 | | 06 | 06- |
| | HAUENSTEIN | | 980 | | 2,208 | | 1,228- |
| | | CASES | | 980 | | 2,208 | 1,228- |
| | | | 71 | | 160 | | 89- |
| | | BARRELAGE | | 71 | | 160 | 89- |
| | CO CLB RINGNES | | 260 | | 80 | | 180 |
| | | CASES | | 260 | | 80 | 180 |
| | | | 19 | | 06 | | 13 |
| | | BARRELAGE | | 19 | | 06 | 13 |
| | TOTAL | | 205 | | 360 | | 155- |
| | | KEGS | | 205 | | 360 | 155- |
| | | | 13,656 | | 24,927 | | 11,271- |
| | | CASES | | 13,656 | | 24,927 | 11,271- |
| | | | 1,196 | | 2,169 | | 973- |
| | | BARRELAGE | | 1,196 | | 2,169 | 973- |
| SOUTH DAKOTA | GRAIN BELT | | 455 | | 708 | | 253- |
| | | KEGS | | 455 | | 708 | 253- |
| | | | 16,551 | | 23,445 | | 6,894- |
| | | CASES | | 16,551 | | 23,445 | 6,894- |
| | | | 1,656 | | 2,410 | | 754- |
| | | BARRELAGE | | 1,656 | | 2,410 | 754- |
| | WHITE LABEL | | 252 | | 718 | | 466- |
| | | CASES | | 252 | | 718 | 466- |
| | | | 18 | | 52 | | 34- |
| | | BARRELAGE | | 18 | | 52 | 34- |
| | HAUENSTEIN | | 77 | | 315 | | 238- |
| | | CASES | | 77 | | 315 | 238- |

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## SUMMARY OF SALES BY STATES AND BRANDS

| | | | JANUARY 75 | YTD 75 | JANUARY 74 | YTD 74 | VARIANCE |
|---|---|---|---|---|---|---|---|
| | | | 06 | | 23 | | 17- |
| | | BARRELAGE | | 06 | | 23 | 17- |
| | CO CLB RINGNES | | 287 | | 984 | | 697- |
| | | CASES | | 287 | | 984 | 697- |
| | | | 21 | | 71 | | 50- |
| | | BARRELAGE | | 21 | | 71 | 50- |
| | STORZ | | 00 | | 24 | | 24- |
| | | KEGS | | 00 | | 24 | 24- |
| | | | 2,718 | | 3,758 | | 1,040- |
| | | CASES | | 2,718 | | 3,758 | 1,040- |
| | | | 197 | | 297 | | 100- |
| | | BARRELAGE | | 197 | | 297 | 100- |
| | TOTAL | | 455 | | 732 | | 277- |
| | | KEGS | | 455 | | 732 | 277- |
| | | | 19,885 | | 29,220 | | 9,335- |
| | | CASES | | 19,885 | | 29,220 | 9,335- |
| | | | 1,898 | | 2,853 | | 955- |
| | | BARRELAGE | | 1,898 | | 2,853 | 955- |
| WASHINGTON | GRAIN BELT | | 00 | | 1,386 | | 1,386- |
| | | CASES | | 00 | | 1,386 | 1,386- |
| | | | 00 | | 101 | | 101- |
| | | BARRELAGE | | 00 | | 101 | 101- |
| | TOTAL | | 00 | | 1,386 | | 1,386- |
| | | CASES | | 00 | | 1,386 | 1,386- |
| | | | 00 | | 101 | | 101- |
| | | BARRELAGE | | 00 | | 101 | 101- |
| WISCONSIN | GRAIN BELT | | 439 | | 650 | | 211- |
| | | KEGS | | 439 | | 650 | 211- |
| | | | 21,330 | | 40,078 | | 18,748- |
| | | CASES | | 21,330 | | 40,078 | 18,748- |
| | | | 1,987 | | 3,559 | | 1,572- |
| | | BARRELAGE | | 1,987 | | 3,559 | 1,572- |
| | WHITE LABEL | | 378 | | 504 | | 126- |
| | | CASES | | 378 | | 504 | 126- |
| | | | 27 | | 37 | | 10- |
| | | BARRELAGE | | 27 | | 37 | 10- |
| | HAUENSTEIN | | 3,395 | | 6,342 | | 2,947- |
| | | CASES | | 3,395 | | 6,342 | 2,947- |
| | | | 246 | | 460 | | 214- |
| | | BARRELAGE | | 246 | | 460 | 214- |
| | CO CLB RINGNES | | 91 | | 00 | | 91 |
| | | CASES | | 91 | | 00 | 91 |

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## SUMMARY OF SALES BY STATES AND BRANDS

| | | | JANUARY 75 | YTD 75 | JANUARY 74 | YTD 74 | VARIANCE |
|---|---|---|---|---|---|---|---|
| | | BARRELAGE | 07 | 07 | 00 | 00 | 07 |
| | TOTAL | | 439 | | 650 | | 211- |
| | | KEGS | | 439 | | 650 | 211- |
| | | | 25,194 | | 46,924 | | 21,730- |
| | | CASES | | 25,194 | | 46,924 | 21,730- |
| | | | 2,268 | | 4,056 | | 1,788- |
| | | BARRELAGE | | 2,268 | | 4,056 | 1,788- |
| WYOMING | GRAIN BELT | | 308 | | 308 | | 00 |
| | | CASES | | 308 | | 308 | 00 |
| | | | 22 | | 22 | | 00 |
| | | BARRELAGE | | 22 | | 22 | 00 |
| | TOTAL | | 308 | | 308 | | 00 |
| | | CASES | | 308 | | 308 | 00 |
| | | | 22 | | 22 | | 00 |
| | | BARRELAGE | | 22 | | 22 | 00 |
| GRAND TOTAL | GRAIN BELT | | 10,324 | | 12,949 | | 2,625- |
| | | KEGS | | 10,324 | | 12,949 | 2,625- |
| | | | 342,882 | | 528,380 | | 185,498- |
| | | CASES | | 342,882 | | 528,380 | 185,498- |
| | | | 35,210 | | 51,299 | | 16,089- |
| | | BARRELAGE | | 35,210 | | 51,299 | 16,089- |
| | WHITE LABEL | | 20,244 | | 31,313 | | 11,069- |
| | | CASES | | 20,244 | | 31,313 | 11,069- |
| | | | 1,469 | | 2,273 | | 804- |
| | | BARRELAGE | | 1,469 | | 2,273 | 804- |
| | HAUENSTEIN | | 101,006 | | 154,225 | | 53,219- |
| | | CASES | | 101,006 | | 154,225 | 53,219- |
| | | | 7,331 | | 11,194 | | 3,863- |
| | | BARRELAGE | | 7,331 | | 11,194 | 3,863- |
| | CO CLB RINGNES | | 3,816 | | 3,721 | | 95 |
| | | CASES | | 3,816 | | 3,721 | 95 |
| | | | 277 | | 270 | | 07 |
| | | BARRELAGE | | 277 | | 270 | 07 |
| | STORZ | | 111 | | 152 | | 41- |
| | | KEGS | | 111 | | 152 | 41- |
| | | | 29,317 | | 36,896 | | 7,579- |
| | | CASES | | 29,317 | | 36,896 | 7,579- |
| | | | 2,239 | | 2,830 | | 591- |
| | | BARRELAGE | | 2,239 | | 2,830 | 591- |
| | TOTAL | | 10,435 | | 13,101 | | 2,666- |
| | | KEGS | | 10,435 | | 13,101 | 2,666- |

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SUMMARY OF SALES BY STATES AND BRANDS

| | JANUARY 75 | YTD 75 | JANUARY 74 | YTD 74 | VARIANCE |
|---|---|---|---|---|---|
| CASES | 497,265 | 497,265 | 754,535 | 754,535 | 257,270- |
| BARRELAGE | 46,526 | 46,526 | 67,865 | 67,865 | 21,339- |

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REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 01/75

GRAIN BELT BRANDS

| MN DISTRBTRS | | MONTHLY | | YEARLY | | | |
|---|---|---|---|---|---|---|---|
| | | CURRENT | LAST YEAR | CURRENT | LAST YEAR | VARIANCE | % |
| 001 | 1/1 BBL GB ST | 208 | 200 | 208 | 200 | 8 | 4.00 |
| 002 | 1/2 BBL GB ST | 5,870 | 6,746 | 5,870 | 6,746 | 876- | 12.98- |
| 003 | 1/4 BBL GB ST | 2,822 | 3,249 | 2,822 | 3,249 | 427- | 13.14- |
| 005 | 1/1 BBL GB 3.2 | 1,991 | 2,446 | 1,991 | 2,446 | 455- | 18.60- |
| 006 | 1/2 BBL GB 3.2 | 6,184 | 7,793 | 6,184 | 7,793 | 1,609- | 20.64- |
| 007 | 1/4 BBL GB 3.2 | 158 | 299 | 158 | 299 | 141- | 47.15- |
| 009 | 1/1 BBL WB | 1 | 2 | 1 | 2 | 1- | 50.00- |
| 010 | 1/2 BBL WB | 30 | 49 | 30 | 49 | 19- | 38.77- |
| 011 | 1/4 BBL WB | 97 | 148 | 97 | 148 | 51- | 34.45- |
| 027 | 24/12 RT A GB | 76,608 | 98,956 | 76,608 | 98,956 | 22,348- | 22.58- |
| 028 | 35/7 RT A GB | 3,051 | 4,826 | 3,051 | 4,826 | 1,775- | 36.77- |
| 034 | 24 PK NR GB | 5,490 | 8,232 | 5,490 | 8,232 | 2,742- | 33.30- |
| 035 | 4-6 NR GB | 10,616 | 13,387 | 10,616 | 13,387 | 2,771- | 20.69- |
| 036 | 4-6 BK NR GB | 3,331 | 2,807 | 3,331 | 2,807 | 524 | 18.66 |
| 037 | 12/32 NR GB | 859 | 1,017 | 859 | 1,017 | 158- | 15.53- |
| 040 | 24 PK CAN GB | 0 | 1,309 | 0 | 1,309 | 1,309- | 100.00- |
| 041 | 4-6 CAN GB | 10,948 | 15,324 | 10,948 | 15,324 | 4,376- | 28.55- |
| 042 | 12/12 CAN GB | 28,984 | 56,161 | 28,984 | 56,161 | 27,177- | 48.39- |
| 043 | 24/16 CAN GB | 4,053 | 5,993 | 4,053 | 5,993 | 1,940- | 32.37- |
| 029 | 24/12 PREM RET | 25,794 | 31,670 | 25,794 | 31,670 | 5,876- | 18.55- |
| 030 | 36/8 PREM RET | 8,388 | 11,490 | 8,388 | 11,490 | 3,102- | 26.99- |
| 033 | 24/12 PREM N R | 1,507 | 1,444 | 1,507 | 1,444 | 63 | 4.36 |
| 038 | 4-6 PREM CAN | 890 | 3,781 | 890 | 3,781 | 2,891- | 76.46- |
| 039 | 12/12 PREM CAN | 7,819 | 14,132 | 7,819 | 14,132 | 6,313- | 44.67- |
| 047 | 24/12 RA GB 32 | 31,654 | 50,795 | 31,654 | 50,795 | 19,141- | 37.68- |
| 048 | 35/7 RA GB 32 | 1,333 | 2,109 | 1,333 | 2,109 | 776- | 36.79- |
| 050 | 36/8 RT GB 32 | 888 | 1,227 | 888 | 1,227 | 339- | 27.62- |
| 055 | 4-6 NR GB 32 | 9,312 | 13,656 | 9,312 | 13,656 | 4,344- | 31.81- |
| 056 | 4-6 BKNR GB 32 | 2,002 | 2,179 | 2,002 | 2,179 | 177- | 8.12- |
| 057 | 12/32 NR GB 32 | 1,075 | 1,233 | 1,075 | 1,233 | 158- | 12.81- |
| 061 | 4-6 CAN GB 32 | 16,268 | 24,678 | 16,268 | 24,678 | 8,410- | 34.07- |
| 062 | 12/12 C GB 32 | 12,326 | 15,890 | 12,326 | 15,890 | 3,564- | 22.42- |
| 063 | 24/16 C GB 32 | 5,408 | 5,344 | 5,408 | 5,344 | 64 | 1.19 |
| 066 | 4-6 CAN GBX | 0 | 350 | 0 | 350 | 350- | 100.00- |
| 064 | 36/8 COCLUB CN | 800 | 800 | 800 | 800 | 0 | .00 |
| 065 | 4-6 COCLUB CAN | 910 | 557 | 910 | 557 | 353 | 63.37 |
| 068 | 24/16 COCLUB C | 840 | 770 | 840 | 770 | 70 | 9.09 |
| 019 | 24/11 RINGNES | 280 | 0 | 280 | 0 | 280 | 100.00 |
| 147 | 24/12 RT WL | 12,491 | 18,900 | 12,491 | 18,900 | 6,409- | 33.91- |
| 148 | 4-6 CAN WL | 924 | 2,110 | 924 | 2,110 | 1,186- | 56.20- |
| 159 | 12/12 CAN WL | 4,209 | 0 | 4,209 | 0 | 4,209 | 100.00 |
| 149 | 24/16 CAN WL | 0 | 209 | 0 | 209 | 209- | 100.00- |
| 152 | 24/12 R WL 32 | 1,764 | 4,405 | 1,764 | 4,405 | 2,641- | 59.95- |
| 153 | 4-6 CAN WL 32 | 406 | 2,402 | 406 | 2,402 | 1,996- | 83.09- |
| 164 | 12/12 CAN WL32 | 1,262 | 0 | 1,262 | 0 | 1,262 | 100.00 |
| 154 | 24/16 C WL 32 | 0 | 803 | 0 | 803 | 803- | 100.00- |
| 167 | 24/12 RT HN | 76,525 | 118,734 | 76,525 | 118,734 | 42,209- | 35.54- |
| 169 | 4-6 CAN HN | 3,668 | 5,628 | 3,668 | 5,628 | 1,960- | 34.82- |
| 170 | 12/12 CAN HN | 10,935 | 13,272 | 10,935 | 13,272 | 2,337- | 17.60- |
| 173 | 24/12 RT HN 32 | 6,048 | 8,988 | 6,048 | 8,988 | 2,940- | 32.71- |

FORM 1411-1/2GB
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| | | | | | | | |
|---|---|---|---|---|---|---|---|
| 175 | 4-6 CAN HN 32 | 1,554 | 2,814 | 1,554 | 2,814 | 1,260- | 44.77- |
| 176 | 12/12 C HN 32 | 2,926 | 5,120 | 2,926 | 5,120 | 2,194- | 42.85- |
| | GRAIN BELT FULL BARRELS | 9,011.25 | 10,866.00 | 9,011.25 | 10,866.00 | 1,854.75- | 17.06- |
| | GRAIN BELT 288 OZ CASES | 247,183.23 | 348,392.01 | 247,183.23 | 348,392.01 | 101,208.78- | 29.05- |
| | WHITE LABEL 288 OZ CASES | 18,320.50 | 29,166.33 | 18,320.50 | 29,166.33 | 10,845.83- | 37.18- |
| | HAUENSTEIN 288 OZ CASES | 94,725.50 | 145,360.00 | 94,725.50 | 145,360.00 | 50,634.50- | 34.83- |
| | CO CLUB NEAR RINGNES 288OZ | 3,086.67 | 2,383.66 | 3,086.67 | 2,383.66 | 703.01 | 29.49 |
| | TOTAL FULL BARRELS | 9,011.25 | 10,866.00 | 9,011.25 | 10,866.00 | 1,854.75- | 17.06- |
| | TOTAL 288 OZ CASES | 363,315.90 | 525,302.00 | 363,315.90 | 525,302.00 | 161,986.10- | 30.83- |
| | TOTAL BARRELAGE | 35,380.71 | 48,992.41 | 35,380.71 | 48,992.41 | 13,611.70- | 27.78- |

FORM 1411-1/2GB
PRINTED IN U.S.A.

REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 01/75

GRAIN BELT BRANDS

COLORADO

| | | MONTHLY | | YEARLY | | | |
|---|---|---|---|---|---|---|---|
| | | CURRENT | LAST YEAR | CURRENT | LAST YEAR | VARIANCE | % |
| 035 | 4-6 NR GB | 1,400 | 0 | 1,400 | 0 | 1,400 | 100.00 |
| 036 | 4-6 BK NR GB | 539 | 0 | 539 | 0 | 539 | 100.00 |
| 041 | 4-6 CAN GB | 1,386 | 1,925 | 1,386 | 1,925 | 539- | 28.00- |
| 055 | 4-6 NR GB 32 | 0 | 56 | 0 | 56 | 56- | 100.00- |
| GRAIN BELT FULL BARRELS | | .00 | .00 | .00 | .00 | .00 | .00 |
| GRAIN BELT 288 OZ CASES | | 3,325.00 | 1,981.00 | 3,325.00 | 1,981.00 | 1,344.00 | 67.84 |
| WHITE LABEL 288 OZ CASES | | .00 | .00 | .00 | .00 | .00 | .00 |
| HAUENSTEIN 288 OZ CASES | | .00 | .00 | .00 | .00 | .00 | .00 |
| CO CLUB NEAR RINGNES 288OZ | | .00 | .00 | .00 | .00 | .00 | .00 |
| TOTAL FULL BARRELS | | .00 | .00 | .00 | .00 | .00 | .00 |
| TOTAL 288 OZ CASES | | 3,325.00 | 1,981.00 | 3,325.00 | 1,981.00 | 1,344.00 | 67.84 |
| TOTAL BARRELAGE | | 241.32 | 143.78 | 241.32 | 143.78 | 97.54 | 67.83 |

FORM 1411-J/2GB
PRINTED IN U.S.A.

REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 01/75

GRAIN BELT BRANDS

ILLINOIS

| | | MONTHLY | | YEARLY | | | |
|---|---|---|---|---|---|---|---|
| | | CURRENT | LAST YEAR | CURRENT | LAST YEAR | VARIANCE | % |
| 001 | 1/1 BBL GB ST | 10 | 8 | 10 | 8 | 2 | 25.00 |
| 002 | 1/2 BBL GB ST | 60 | 64 | 60 | 64 | 4- | 6.25- |
| 003 | 1/4 BBL GB ST | 56 | 96 | 56 | 96 | 40- | 41.66- |
| 027 | 24/12 RT A GB | 0 | 141 | 0 | 141 | 141- | 100.00- |
| 035 | 4-6 NR GB | 0 | 56 | 0 | 56 | 56- | 100.00- |
| 036 | 4-6 BK NR GB | 539 | 77 | 539 | 77 | 462 | 600.00 |
| 037 | 12/32 NR GB | 42 | 0 | 42 | 0 | 42 | 100.00 |
| 040 | 24 PK CAN GB | 0 | 4,004 | 0 | 4,004 | 4,004- | 100.00- |
| 041 | 4-6 CAN GB | 539 | 924 | 539 | 924 | 385- | 41.66- |
| 042 | 12/12 CAN GB | 2,618 | 6,314 | 2,618 | 6,314 | 3,696- | 58.53- |
| 043 | 24/16 CAN GB | 0 | 56 | 0 | 56 | 56- | 100.00- |
| 029 | 24/12 PREM RET | 420 | 1,260 | 420 | 1,260 | 840- | 66.66- |
| 030 | 36/8 PREM RET | 72 | 108 | 72 | 108 | 36- | 33.33- |
| 038 | 4-6 PREM CAN | 0 | 77 | 0 | 77 | 77- | 100.00- |
| 148 | 4-6 CAN WL | 21 | 0 | 21 | 0 | 21 | 100.00 |
| 169 | 4-6 CAN HN | 21 | 0 | 21 | 0 | 21 | 100.00 |
| | GRAIN BELT FULL BARRELS | 54.00 | 64.00 | 54.00 | 64.00 | 10.00- | 15.62- |
| | GRAIN BELT 288 OZ CASES | 2,935.00 | 9,878.67 | 2,935.00 | 9,878.67 | 6,943.67- | 70.28- |
| | WHITE LABEL 288 OZ CASES | 21.00 | .00 | 21.00 | .00 | 21.00 | 100.00 |
| | HAUENSTEIN 288 OZ CASES | 21.00 | .00 | 21.00 | .00 | 21.00 | 100.00 |
| | CO CLUB NEAR RINGNES 288OZ | .00 | .00 | .00 | .00 | .00 | .00 |
| | TOTAL FULL BARRELS | 54.00 | 64.00 | 54.00 | 64.00 | 10.00- | 15.62- |
| | TOTAL 288 OZ CASES | 2,977.00 | 9,878.67 | 2,977.00 | 9,878.67 | 6,901.67- | 69.86- |
| | TOTAL BARRELAGE | 270.07 | 780.99 | 270.07 | 780.99 | 510.92- | 65.41- |

FORM 1411-1/2GB
PRINTED IN U.S.A.

REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 01/75

GRAIN BELT BRANDS

IOWA

| | | MONTHLY | | YEARLY | | | |
|---|---|---|---|---|---|---|---|
| | | CURRENT | LAST YEAR | CURRENT | LAST YEAR | VARIANCE | % |
| 002 | 1/2 BBL GB ST | 256 | 480 | 256 | 480 | 224- | 46.66- |
| 003 | 1/4 BBL GB ST | 4 | 16 | 4 | 16 | 12- | 75.00- |
| 027 | 24/12 RT A GB | 546 | 1,470 | 546 | 1,470 | 924- | 62.85- |
| 034 | 24 PK NR GB | 0 | 3,976 | 0 | 3,976 | 3,976- | 100.00- |
| 035 | 4-6 NR GB | 672 | 9,464 | 672 | 9,464 | 8,792- | 92.89- |
| 036 | 4-6 BK NR GB | 0 | 385 | 0 | 385 | 385- | 100.00- |
| 037 | 12/32 NR GB | 406 | 442 | 406 | 442 | 36- | 8.14- |
| 041 | 4-6 CAN GB | 4,543 | 8,792 | 4,543 | 8,792 | 4,249- | 48.32- |
| 042 | 12/12 CAN GB | 41,734 | 96,096 | 41,734 | 96,096 | 54,362- | 56.57- |
| 043 | 24/16 CAN GB | 140 | 196 | 140 | 196 | 56- | 28.57- |
| 029 | 24/12 PREM RET | 336 | 1,218 | 336 | 1,218 | 882- | 72.41- |
| 030 | 36/8 PREM RET | 72 | 72 | 72 | 72 | 0 | .00 |
| 033 | 24/12 PREM N R | 0 | 448 | 0 | 448 | 448- | 100.00- |
| 038 | 4-6 PREM CAN | 2,002 | 0 | 2,002 | 0 | 2,002 | 100.00 |
| 039 | 12/12 PREM CAN | 11,704 | 0 | 11,704 | 0 | 11,704 | 100.00 |
| 069 | 4-6 GOETZ NEAR | 91 | 273 | 91 | 273 | 182- | 66.66- |
| 148 | 4-6 CAN WL | 35 | 847 | 35 | 847 | 812- | 95.86- |
| 159 | 12/12 CAN WL | 2,474 | 0 | 2,474 | 0 | 2,474 | 100.00 |
| 170 | 12/12 CAN HN | 3,614 | 0 | 3,614 | 0 | 3,614 | 100.00 |
| | GRAIN BELT FULL BARRELS | 129.00 | 244.00 | 129.00 | 244.00 | 115.00- | 47.13- |
| | GRAIN BELT 288 OZ CASES | 35,618.00 | 74,723.66 | 35,618.00 | 74,723.66 | 39,105.66- | 52.33- |
| | WHITE LABEL 288 OZ CASES | 1,272.00 | 847.00 | 1,272.00 | 847.00 | 425.00 | 50.17 |
| | HAUENSTEIN 288 OZ CASES | 1,807.00 | .00 | 1,807.00 | .00 | 1,807.00 | 100.00 |
| | CO CLUB NEAR RINGNES 288OZ | 91.00 | 273.00 | 91.00 | 273.00 | 182.00- | 66.66- |
| | TOTAL FULL BARRELS | 129.00 | 244.00 | 129.00 | 244.00 | 115.00- | 47.13- |
| | TOTAL 288 OZ CASES | 38,788.00 | 75,843.66 | 38,788.00 | 75,843.66 | 37,055.66- | 48.85- |
| | TOTAL BARRELAGE | 2,944.23 | 5,748.73 | 2,944.23 | 5,748.73 | 2,804.50- | 48.78- |

FORM 1411-1/2GB
PRINTED IN U.S.A.

REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 01/75

GRAIN BELT BRANDS

KANSAS

| | | MONTHLY | | YEARLY | | | |
|---|---|---|---|---|---|---|---|
| | | CURRENT | LAST YEAR | CURRENT | LAST YEAR | VARIANCE | % |
| 041 | 4-6 CAN GB | 0 | 616 | 0 | 616 | 616- | 100.00- |
| 042 | 12/12 CAN GB | 0 | 1,232 | 0 | 1,232 | 1,232- | 100.00- |
| 061 | 4-6 CAN GB 32 | 0 | 770 | 0 | 770 | 770- | 100.00- |
| GRAIN BELT FULL BARRELS | | .00 | .00 | .00 | .00 | .00 | .00 |
| GRAIN BELT 288 OZ CASES | | .00 | 2,002.00 | .00 | 2,002.00 | 2,002.00- | 100.00- |
| WHITE LABEL 288 OZ CASES | | .00 | .00 | .00 | .00 | .00 | .00 |
| HAUENSTEIN 288 OZ CASES | | .00 | .00 | .00 | .00 | .00 | .00 |
| CO CLUB NEAR R1NGNES 2880Z | | .00 | .00 | .00 | .00 | .00 | .00 |
| TOTAL FULL BARRELS | | .00 | .00 | .00 | .00 | .00 | .00 |
| TOTAL 288 OZ CASES | | .00 | 2,002.00 | .00 | 2,002.00 | 2,002.00- | 100.00- |
| TOTAL BARRELAGE | | .00 | 145.30 | .00 | 145.30 | 145.30- | 100.00- |

FORM 1411-1/2GB
PRINTED IN U.S.A.

REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 01/75

GRAIN BELT BRANDS

| MICHIGAN | MONTHLY | | YEARLY | | | |
|---|---|---|---|---|---|---|
| | CURRENT | LAST YEAR | CURRENT | LAST YEAR | VARIANCE | % |
| 027 24/12 RT A GB | 0 | 210 | 0 | 210 | 210- | 100.00- |
| 028 35/7 RT A GB | 0 | 49 | 0 | 49 | 49- | 100.00- |
| 035 4-6 NR GB | 0 | 56 | 0 | 56 | 56- | 100.00- |
| GRAIN BELT FULL BARRELS | .00 | .00 | .00 | .00 | .00 | .00 |
| GRAIN BELT 288 OZ CASES | .00 | 307.68 | .00 | 307.68 | 307.68- | 100.00- |
| WHITE LABEL 288 OZ CASES | .00 | .00 | .00 | .00 | .00 | .00 |
| HAUENSTEIN 288 OZ CASES | .00 | .00 | .00 | .00 | .00 | .00 |
| CO CLUB NEAR R1NGNES 288OZ | .00 | .00 | .00 | .00 | .00 | .00 |
| TOTAL FULL BARRELS | .00 | .00 | .00 | .00 | .00 | .00 |
| TOTAL 288 OZ CASES | .00 | 307.68 | .00 | 307.68 | 307.68- | 100.00- |
| TOTAL BARRELAGE | .00 | 22.33 | .00 | 22.33 | 22.33- | 100.00- |

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PRINTED IN U.S.A.

REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 01/75

GRAIN BELT BRANDS

MONTANA

| | | MONTHLY | | YEARLY | | | |
|---|---|---|---|---|---|---|---|
| | | CURRENT | LAST YEAR | CURRENT | LAST YEAR | VARIANCE | % |
| 035 | 4-6 NR GB | 336 | 560 | 336 | 560 | 224- | 40.00- |
| 041 | 4-6 CAN GB | 154 | 385 | 154 | 385 | 231- | 60.00- |
| 029 | 24/12 PREM RET | 294 | 0 | 294 | 0 | 294 | 100.00 |
| GRAIN BELT FULL BARRELS | | .00 | .00 | .00 | .00 | .00 | .00 |
| GRAIN BELT 288 OZ CASES | | 784.00 | 945.00 | 784.00 | 945.00 | 161.00- | 17.03- |
| WHITE LABEL 288 OZ CASES | | .00 | .00 | .00 | .00 | .00 | .00 |
| HAUENSTEIN 288 OZ CASES | | .00 | .00 | .00 | .00 | .00 | .00 |
| CO CLUB NEAR R1NGNES 288OZ | | .00 | .00 | .00 | .00 | .00 | .00 |
| TOTAL FULL BARRELS | | .00 | .00 | .00 | .00 | .00 | .00 |
| TOTAL 288 OZ CASES | | 784.00 | 945.00 | 784.00 | 945.00 | 161.00- | 17.03- |
| TOTAL BARRELAGE | | 56.90 | 68.58 | 56.90 | 68.58 | 11.68- | 17.03- |

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REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 01/75

GRAIN BELT BRANDS

NEBRASKA

| | | MONTHLY | | YEARLY | | | |
|---|---|---|---|---|---|---|---|
| | | CURRENT | LAST YEAR | CURRENT | LAST YEAR | VARIANCE | % |
| 002 | 1/2 BBL GB ST | 48 | 96 | 48 | 96 | 48- | 50.00- |
| 003 | 1/4 BBL GB ST | 0 | 32 | 0 | 32 | 32- | 100.00- |
| 010 | 1/2 BBL WB | 12 | 0 | 12 | 0 | 12 | 100.00 |
| 027 | 24/12 RT A GB | 588 | 504 | 588 | 504 | 84 | 16.66 |
| 035 | 4-6 NR GB | 56 | 56 | 56 | 56 | 0 | .00 |
| 036 | 4-6 BK NR GB | 231 | 0 | 231 | 0 | 231 | 100.00 |
| 041 | 4-6 CAN GB | 231 | 308 | 231 | 308 | 77- | 25.00- |
| 042 | 12/12 CAN GB | 2,618 | 2,772 | 2,618 | 2,772 | 154- | 5.55- |
| 043 | 24/16 CAN GB | 0 | 56 | 0 | 56 | 56- | 100.00- |
| 029 | 24/12 PREM RET | 17 | 42 | 17 | 42 | 25- | 59.52- |
| GRAIN BELT FULL BARRELS | | 30.00 | 56.00 | 30.00 | 56.00 | 26.00- | 46.42- |
| GRAIN BELT 288 OZ CASES | | 2,432.00 | 2,370.67 | 2,432.00 | 2,370.67 | 61.33 | 2.58 |
| WHITE LABEL 288 OZ CASES | | .00 | .00 | .00 | .00 | .00 | .00 |
| HAUENSTEIN 288 OZ CASES | | .00 | .00 | .00 | .00 | .00 | .00 |
| CO CLUB NEAR RINGNES 288OZ | | .00 | .00 | .00 | .00 | .00 | .00 |
| TOTAL FULL BARRELS | | 30.00 | 56.00 | 30.00 | 56.00 | 26.00- | 46.42- |
| TOTAL 288 OZ CASES | | 2,432.00 | 2,370.67 | 2,432.00 | 2,370.67 | 61.33 | 2.58 |
| TOTAL BARRELAGE | | 206.51 | 228.06 | 206.51 | 228.06 | 21.55- | 9.44- |

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PRINTED IN U.S.A.

REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 01/75

GRAIN BELT BRANDS

NORTH DAKOTA

| | | MONTHLY | | YEARLY | | | |
|---|---|---|---|---|---|---|---|
| | | CURRENT | LAST YEAR | CURRENT | LAST YEAR | VARIANCE | % |
| 002 | 1/2 BBL GB ST | 356 | 668 | 356 | 668 | 312- | 46.70- |
| 003 | 1/4 BBL GB ST | 108 | 104 | 108 | 104 | 4 | 3.84 |
| 027 | 24/12 RT A GB | 1,050 | 1,218 | 1,050 | 1,218 | 168- | 13.79- |
| 034 | 24 PK NR GB | 112 | 112 | 112 | 112 | 0 | .00 |
| 035 | 4-6 NR GB | 1,462 | 2,072 | 1,462 | 2,072 | 610- | 29.44- |
| 036 | 4-6 BK NR GB | 385 | 308 | 385 | 308 | 77 | 25.00 |
| 037 | 12/32 NR GB | 42 | 238 | 42 | 238 | 196- | 82.35- |
| 041 | 4-6 CAN GB | 770 | 1,309 | 770 | 1,309 | 539- | 41.17- |
| 042 | 12/12 CAN GB | 3,388 | 770 | 3,388 | 770 | 2,618 | 340.00 |
| 043 | 24/16 CAN GB | 0 | 46 | 0 | 46 | 46- | 100.00- |
| 029 | 24/12 PREM RET | 3,696 | 4,830 | 3,696 | 4,830 | 1,134- | 23.47- |
| 030 | 36/8 PREM RET | 720 | 1,440 | 720 | 1,440 | 720- | 50.00- |
| 033 | 24/12 PREM N R | 203 | 212 | 203 | 212 | 9- | 4.24- |
| 038 | 4-6 PREM CAN | 1,806 | 6,987 | 1,806 | 6,987 | 5,181- | 74.15- |
| 039 | 12/12 PREM CAN | 924 | 6,622 | 924 | 6,622 | 5,698- | 86.04- |
| 064 | 36/8 COCLUB CN | 160 | 80 | 160 | 80 | 80 | 100.00 |
| 019 | 24/11 RINGNES | 109 | 0 | 109 | 0 | 109 | 100.00 |
| 148 | 4-6 CAN WL | 0 | 77 | 0 | 77 | 77- | 100.00- |
| 167 | 24/12 RT HN | 210 | 252 | 210 | 252 | 42- | 16.66- |
| 169 | 4-6 CAN HN | 385 | 231 | 385 | 231 | 154 | 66.66 |
| 170 | 12/12 CAN HN | 770 | 3,449 | 770 | 3,449 | 2,679- | 77.67- |
| | GRAIN BELT FULL BARRELS | 205.00 | 360.00 | 205.00 | 360.00 | 155.00- | 43.05- |
| | GRAIN BELT 288 OZ CASES | 12,416.00 | 22,562.66 | 12,416.00 | 22,562.66 | 10,146.66- | 44.97- |
| | WHITE LABEL 288 OZ CASES | .00 | 77.00 | .00 | 77.00 | 77.00- | 100.00- |
| | HAUENSTEIN 288 OZ CASES | 980.00 | 2,207.50 | 980.00 | 2,207.50 | 1,227.50- | 55.60- |
| | CO CLUB NEAR RINGNES 2880Z | 259.92 | 80.00 | 259.92 | 80.00 | 179.92 | 224.90 |
| | TOTAL FULL BARRELS | 205.00 | 360.00 | 205.00 | 360.00 | 155.00- | 43.05- |
| | TOTAL 288 OZ CASES | 13,655.92 | 24,927.16 | 13,655.92 | 24,927.16 | 11,271.24- | 45.21- |
| | TOTAL BARRELAGE | 1,196.14 | 2,169.21 | 1,196.14 | 2,169.21 | 973.07- | 44.85- |

FORM 1411-1/2GB
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REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 01/75

GRAIN BELT BRANDS

SOUTH DAKOTA

| | | MONTHLY | | YEARLY | | | |
|---|---|---|---|---|---|---|---|
| | | CURRENT | LAST YEAR | CURRENT | LAST YEAR | VARIANCE | % |
| 002 | 1/2 BBL GB ST | 296 | 300 | 296 | 300 | 4- | 1.33- |
| 003 | 1/4 BBL GB ST | 32 | 52 | 32 | 52 | 20- | 38.46- |
| 006 | 1/2 BBL GB 3.2 | 558 | 1,040 | 558 | 1,040 | 482- | 46.34- |
| 007 | 1/4 BBL GB 3.2 | 80 | 100 | 80 | 100 | 20- | 20.00- |
| 027 | 24/12 RT A GB | 1,638 | 2,058 | 1,638 | 2,058 | 420- | 20.40- |
| 035 | 4-6 NR GB | 1,540 | 2,059 | 1,540 | 2,059 | 519- | 25.20- |
| 036 | 4-6 BK NR GB | 77 | 132 | 77 | 132 | 55- | 41.66- |
| 037 | 12/32 NR GB | 126 | 210 | 126 | 210 | 84- | 40.00- |
| 041 | 4-6 CAN GB | 2,310 | 2,233 | 2,310 | 2,233 | 77 | 3.44 |
| 042 | 12/12 CAN GB | 616 | 616 | 616 | 616 | 0 | .00 |
| 043 | 24/16 CAN GB | 222 | 168 | 222 | 168 | 54 | 32.14 |
| 029 | 24/12 PREM RET | 1,764 | 2,100 | 1,764 | 2,100 | 336- | 16.00- |
| 030 | 36/8 PREM RET | 612 | 864 | 612 | 864 | 252- | 29.16- |
| 038 | 4-6 PREM CAN | 343 | 1,232 | 343 | 1,232 | 889- | 72.15- |
| 047 | 24/12 RA GB 32 | 2,520 | 3,654 | 2,520 | 3,654 | 1,134- | 31.03- |
| 050 | 36/8 RT GB 32 | 756 | 900 | 756 | 900 | 144- | 16.00- |
| 055 | 4-6 NR GB 32 | 1,232 | 3,024 | 1,232 | 3,024 | 1,792- | 59.25- |
| 056 | 4-6 BKNR GB 32 | 0 | 37 | 0 | 37 | 37- | 100.00- |
| 057 | 12/32 NR GB 32 | 105 | 252 | 105 | 252 | 147- | 58.33- |
| 061 | 4-6 CAN GB 32 | 2,695 | 4,004 | 2,695 | 4,004 | 1,309- | 32.69- |
| 062 | 12/12 C GB 32 | 154 | 0 | 154 | 0 | 154 | 100.00 |
| 063 | 24/16 C GB 32 | 56 | 0 | 56 | 0 | 56 | 100.00 |
| 064 | 36/8 COCLUB CN | 0 | 160 | 0 | 160 | 160- | 100.00- |
| 065 | 4-6 COCLUB CAN | 273 | 637 | 273 | 637 | 364- | 57.14- |
| 068 | 24/16 COCLUB C | 0 | 140 | 0 | 140 | 140- | 100.00- |
| 019 | 24/11 RINGNES | 15 | 0 | 15 | 0 | 15 | 100.00 |
| 147 | 24/12 RT WL | 210 | 126 | 210 | 126 | 84 | 66.66 |
| 148 | 4-6 CAN WL | 0 | 259 | 0 | 259 | 259- | 100.00- |
| 152 | 24/12 R WL 32 | 42 | 168 | 42 | 168 | 126- | 75.00- |
| 153 | 4-6 CAN WL 32 | 0 | 165 | 0 | 165 | 165- | 100.00- |
| 167 | 24/12 RT HN | 0 | 84 | 0 | 84 | 84- | 100.00- |
| 169 | 4-6 CAN HN | 0 | 77 | 0 | 77 | 77- | 100.00- |
| 175 | 4-6 CAN HN 32 | 77 | 154 | 77 | 154 | 77- | 50.00- |
| | GRAIN BELT FULL BARRELS | 455.00 | 708.00 | 455.00 | 708.00 | 253.00- | 35.73- |
| | GRAIN BELT 288 OZ CASES | 16,550.67 | 23,445.00 | 16,550.67 | 23,445.00 | 6,894.33- | 29.40- |
| | WHITE LABEL 288 OZ CASES | 252.00 | 718.00 | 252.00 | 718.00 | 466.00- | 64.90- |
| | HAUENSTEIN 288 OZ CASES | 77.00 | 315.00 | 77.00 | 315.00 | 238.00- | 75.55- |
| | CO CLUB NEAR RINGNES 288OZ | 286.75 | 983.67 | 286.75 | 983.67 | 696.92- | 70.84- |
| | TOTAL FULL BARRELS | 455.00 | 708.00 | 455.00 | 708.00 | 253.00- | 35.73- |
| | TOTAL 288 OZ CASES | 17,166.42 | 25,461.67 | 17,166.42 | 25,461.67 | 8,295.25- | 32.57- |
| | TOTAL BARRELAGE | 1,700.93 | 2,556.00 | 1,700.93 | 2,556.00 | 855.07- | 33.45- |

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REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 01/75

GRAIN BELT BRANDS

WASHINGTON

| | MONTHLY | | YEARLY | | | |
|---|---|---|---|---|---|---|
| | CURRENT | LAST YEAR | CURRENT | LAST YEAR | VARIANCE | % |
| 035 4-6 NR GB | 0 | 1,232 | 0 | 1,232 | 1,232- | 100.00- |
| 041 4-6 CAN GB | 0 | 154 | 0 | 154 | 154- | 100.00- |
| GRAIN BELT FULL BARRELS | .00 | .00 | .00 | .00 | .00 | .00 |
| GRAIN BELT 288 OZ CASES | .00 | 1,386.00 | .00 | 1,386.00 | 1,386.00- | 100.00- |
| WHITE LABEL 288 OZ CASES | .00 | .00 | .00 | .00 | .00 | .00 |
| HAUENSTEIN 288 OZ CASES | .00 | .00 | .00 | .00 | .00 | .00 |
| CO CLUB NEAR R1NGNES 288OZ | .00 | .00 | .00 | .00 | .00 | .00 |
| TOTAL FULL BARRELS | .00 | .00 | .00 | .00 | .00 | .00 |
| TOTAL 288 OZ CASES | .00 | 1,386.00 | .00 | 1,386.00 | 1,386.00- | 100.00- |
| TOTAL BARRELAGE | .00 | 100.59 | .00 | 100.59 | 100.59- | 100.00- |

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REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 01/75

GRAIN BELT BRANDS

WISCONSIN

| | | MONTHLY | | YEARLY | | | |
|---|---|---|---|---|---|---|---|
| | | CURRENT | LAST YEAR | CURRENT | LAST YEAR | VARIANCE | % |
| 002 | 1/2 BBL GB ST | 812 | 1,220 | 812 | 1,220 | 408- | 33.44- |
| 003 | 1/4 BBL GB ST | 131 | 160 | 131 | 160 | 29- | 18.12- |
| 027 | 24/12 RT A GB | 9,569 | 16,422 | 9,569 | 16,422 | 6,853- | 41.73- |
| 028 | 35/7 RT A GB | 1,568 | 3,600 | 1,568 | 3,600 | 2,032- | 56.44- |
| 034 | 24 PK NR GB | 112 | 56 | 112 | 56 | 56 | 100.00 |
| 035 | 4-6 NR GB | 784 | 1,229 | 784 | 1,229 | 445- | 36.20- |
| 036 | 4-6 BK NR GB | 1,155 | 308 | 1,155 | 308 | 847 | 275.00 |
| 037 | 12/32 NR GB | 383 | 346 | 383 | 346 | 37 | 10.69 |
| 040 | 24 PK CAN GB | 0 | 2,156 | 0 | 2,156 | 2,156- | 100.00- |
| 041 | 4-6 CAN GB | 1,155 | 2,233 | 1,155 | 2,233 | 1,078- | 48.27- |
| 042 | 12/12 CAN GB | 8,778 | 21,714 | 8,778 | 21,714 | 12,936- | 59.57- |
| 029 | 24/12 PREM RET | 1,848 | 2,142 | 1,848 | 2,142 | 294- | 13.72- |
| 030 | 36/8 PREM RET | 468 | 1,008 | 468 | 1,008 | 540- | 53.57- |
| 033 | 24/12 PREM N R | 5 | 28 | 5 | 28 | 23- | 82.14- |
| 039 | 12/12 PREM CAN | 0 | 77 | 0 | 77 | 77- | 100.00- |
| 066 | 4-6 CAN GBX | 0 | 77 | 0 | 77 | 77- | 100.00- |
| 069 | 4-6 GOETZ NEAR | 91 | 0 | 91 | 0 | 91 | 100.00 |
| 147 | 24/12 RT WL | 378 | 504 | 378 | 504 | 126- | 25.00- |
| 167 | 24/12 RT HN | 3,318 | 6,342 | 3,318 | 6,342 | 3,024- | 47.68- |
| 169 | 4-6 CAN HN | 77 | 0 | 77 | 0 | 77 | 100.00 |
| | GRAIN BELT FULL BARRELS | 438.75 | 650.00 | 438.75 | 650.00 | 211.25- | 32.50- |
| | GRAIN BELT 288 OZ CASES | 21,329.55 | 40,078.31 | 21,329.55 | 40,078.31 | 18,748.76- | 46.78- |
| | WHITE LABEL 288 OZ CASES | 378.00 | 504.00 | 378.00 | 504.00 | 126.00- | 25.00- |
| | HAUENSTEIN 288 OZ CASES | 3,395.00 | 6,342.00 | 3,395.00 | 6,342.00 | 2,947.00- | 46.46- |
| | CO CLUB NEAR RINGNES 288OZ | 91.00 | .00 | 91.00 | .00 | 91.00 | 100.00 |
| | TOTAL FULL BARRELS | 438.75 | 650.00 | 438.75 | 650.00 | 211.25- | 32.50- |
| | TOTAL 288 OZ CASES | 25,193.55 | 46,924.31 | 25,193.55 | 46,924.31 | 21,730.76- | 46.31- |
| | TOTAL BARRELAGE | 2,267.29 | 4,055.76 | 2,267.29 | 4,055.76 | 1,788.47- | 44.09- |

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GRAIN BELT BRANDS

WYOMING

| | MONTHLY | | YEARLY | | | |
|---|---|---|---|---|---|---|
| | CURRENT | LAST YEAR | CURRENT | LAST YEAR | VARIANCE | % |
| 041 4-6 CAN GB | 308 | 308 | 308 | 308 | 0 | .00 |
| GRAIN BELT FULL BARRELS | .00 | .00 | .00 | .00 | .00 | .00 |
| GRAIN BELT 288 OZ CASES | 308.00 | 308.00 | 308.00 | 308.00 | .00 | .00 |
| WHITE LABEL 288 OZ CASES | .00 | .00 | .00 | .00 | .00 | .00 |
| HAUENSTEIN 288 OZ CASES | .00 | .00 | .00 | .00 | .00 | .00 |
| CO CLUB NEAR R1NGNES 2880Z | .00 | .00 | .00 | .00 | .00 | .00 |
| TOTAL FULL BARRELS | .00 | .00 | .00 | .00 | .00 | .00 |
| TOTAL 288 OZ CASES | 308.00 | 308.00 | 308.00 | 308.00 | .00 | .00 |
| TOTAL BARRELAGE | 22.35 | 22.35 | 22.35 | 22.35 | .00 | .00 |

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REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 01/75

STORZ BRANDS

COLORADO

| | MONTHLY | | YEARLY | | | |
|---|---|---|---|---|---|---|
| | CURRENT | LAST YEAR | CURRENT | LAST YEAR | VARIANCE | % |
| 075 4-6 NR TR | 1,176 | 1,344 | 1,176 | 1,344 | 168- | 12.50- |
| TOTAL FULL BARRELS | .00 | .00 | .00 | .00 | .00 | .00 |
| TOTAL 288 OZ CASES | 1,176.00 | 1,344.00 | 1,176.00 | 1,344.00 | 168.00- | 12.50- |
| TOTAL BARRELAGE | 85.35 | 97.54 | 85.35 | 97.54 | 12.19- | 12.49- |

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REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 01/75

STORZ BRANDS

ILLINOIS

| | | MONTHLY | | YEARLY | | | |
|---|---|---|---|---|---|---|---|
| | | CURRENT | LAST YEAR | CURRENT | LAST YEAR | VARIANCE | % |
| 070 | 24/12 RT TR | 84 | 630 | 84 | 630 | 546- | 86.66- |
| 075 | 4-6 NR TR | 0 | 392 | 0 | 392 | 392- | 100.00- |
| 080 | 4-6 CAN TR | 0 | 154 | 0 | 154 | 154- | 100.00- |
| 081 | 12/12 CAN T ST | 1,540 | 308 | 1,540 | 308 | 1,232 | 400.00 |
| TOTAL FULL BARRELS | | .00 | .00 | .00 | .00 | .00 | .00 |
| TOTAL 288 OZ CASES | | 854.00 | 1,330.00 | 854.00 | 1,330.00 | 476.00- | 35.78- |
| TOTAL BARRELAGE | | 61.98 | 96.53 | 61.98 | 96.53 | 34.55- | 35.79- |

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REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 01/75

STORZ BRANDS

IOWA

| | | MONTHLY | | YEARLY | | | |
|---|---|---|---|---|---|---|---|
| | | CURRENT | LAST YEAR | CURRENT | LAST YEAR | VARIANCE | % |
| 014 | 1/2 BBL STORZ | 144 | 84 | 144 | 84 | 60 | 71.42 |
| 015 | 1/4 BBL STORZ | 5 | 0 | 5 | 0 | 5 | 100.00 |
| 070 | 24/12 RT TR | 210 | 84 | 210 | 84 | 126 | 150.00 |
| 075 | 4-6 NR TR | 406 | 280 | 406 | 280 | 126 | 45.00 |
| 076 | 12/32 NR TR | 210 | 0 | 210 | 0 | 210 | 100.00 |
| 080 | 4-6 CAN TR | 308 | 154 | 308 | 154 | 154 | 100.00 |
| 081 | 12/12 CAN T ST | 8,316 | 5,544 | 8,316 | 5,544 | 2,772 | 50.00 |
| 106 | 4-6 CAN PRE | 462 | 231 | 462 | 231 | 231 | 100.00 |
| 107 | 12/12 CAN PRE | 4,004 | 2,156 | 4,004 | 2,156 | 1,848 | 85.71 |
| TOTAL FULL BARRELS | | 73.25 | 42.00 | 73.25 | 42.00 | 31.25 | 74.40 |
| TOTAL 288 OZ CASES | | 7,826.00 | 4,599.00 | 7,826.00 | 4,599.00 | 3,227.00 | 70.16 |
| TOTAL BARRELAGE | | 641.26 | 375.79 | 641.26 | 375.79 | 265.47 | 70.64 |

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REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 01/75

STORZ BRANDS

NEBRASKA

| | | MONTHLY | | YEARLY | | | |
|---|---|---|---|---|---|---|---|
| | | CURRENT | LAST YEAR | CURRENT | LAST YEAR | VARIANCE | % |
| 014 | 1/2 BBL STORZ | 73 | 166 | 73 | 166 | 93- | 56.02- |
| 015 | 1/4 BBL STORZ | 3 | 10 | 3 | 10 | 7- | 70.00- |
| 070 | 24/12 RT TR | 2,932 | 4,194 | 2,932 | 4,194 | 1,262- | 30.09- |
| 075 | 4-6 NR TR | 168 | 1,215 | 168 | 1,215 | 1,047- | 86.17- |
| 076 | 12/32 NR TR | 588 | 703 | 588 | 703 | 115- | 16.35- |
| 080 | 4-6 CAN TR | 924 | 1,659 | 924 | 1,659 | 735- | 44.30- |
| 081 | 12/12 CAN T ST | 20,944 | 30,875 | 20,944 | 30,875 | 9,931- | 32.16- |
| 106 | 4-6 CAN PRE | 770 | 1,344 | 770 | 1,344 | 574- | 42.70- |
| 107 | 12/12 CAN PRE | 1,386 | 2,156 | 1,386 | 2,156 | 770- | 35.71- |
| TOTAL FULL BARRELS | | 37.25 | 85.50 | 37.25 | 85.50 | 48.25- | 56.43- |
| TOTAL 288 OZ CASES | | 16,743.00 | 25,864.83 | 16,743.00 | 25,864.83 | 9,121.83- | 35.26- |
| TOTAL BARRELAGE | | 1,252.45 | 1,962.76 | 1,252.45 | 1,962.76 | 710.31- | 36.18- |

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REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 01/75

STORZ BRANDS

| SOUTH DAKOTA | | MONTHLY | | YEARLY | | | |
|---|---|---|---|---|---|---|---|
| | | CURRENT | LAST YEAR | CURRENT | LAST YEAR | VARIANCE | % |
| 014 | 1/2 BBL STORZ | 0 | 48 | 0 | 48 | 48- | 100.00- |
| 070 | 24/12 RT TR | 0 | 42 | 0 | 42 | 42- | 100.00- |
| 076 | 12/32 NR TR | 84 | 147 | 84 | 147 | 63- | 42.85- |
| 081 | 12/12 CAN T ST | 154 | 0 | 154 | 0 | 154 | 100.00 |
| 106 | 4-6 CAN PRE | 539 | 616 | 539 | 616 | 77- | 12.50- |
| 107 | 12/12 CAN PRE | 2,618 | 1,540 | 2,618 | 1,540 | 1,078 | 70.00 |
| 118 | 4-6 CAN PRE 32 | 462 | 1,078 | 462 | 1,078 | 616- | 57.14- |
| 119 | 12/12 CN PR 32 | 438 | 2,112 | 438 | 2,112 | 1,674- | 79.26- |
| TOTAL FULL BARRELS | | .00 | 24.00 | .00 | 24.00 | 24.00- | 100.00- |
| TOTAL 288 OZ CASES | | 2,718.00 | 3,758.00 | 2,718.00 | 3,758.00 | 1,040.00- | 27.67- |
| TOTAL BARRELAGE | | 197.27 | 296.75 | 197.27 | 296.75 | 99.48- | 33.52- |

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REGIONAL SALES REPORT BY BRANDS, UNITS AND STATES — MONTH: 01/75

GRAIN BELT BRANDS

GRAND TOTAL

| | | MONTHLY | | YEARLY | | | |
|---|---|---|---|---|---|---|---|
| | | CURRENT | LAST YEAR | CURRENT | LAST YEAR | VARIANCE | % |
| 001 | 1/1 BBL GB ST | 218 | 208 | 218 | 208 | 10 | 4.80 |
| 002 | 1/2 BBL GB ST | 7,698 | 9,574 | 7,698 | 9,574 | 1,876- | 19.59- |
| 003 | 1/4 BBL GB ST | 3,153 | 3,709 | 3,153 | 3,709 | 556- | 14.99- |
| 005 | 1/1 BBL GB 3.2 | 1,991 | 2,446 | 1,991 | 2,446 | 455- | 18.60- |
| 006 | 1/2 BBL GB 3.2 | 6,742 | 8,833 | 6,742 | 8,833 | 2,091- | 23.67- |
| 007 | 1/4 BBL GB 3.2 | 238 | 399 | 238 | 399 | 161- | 40.35- |
| 009 | 1/1 BBL WB | 1 | 2 | 1 | 2 | 1- | 50.00- |
| 010 | 1/2 BBL WB | 42 | 49 | 42 | 49 | 7- | 14.28- |
| 011 | 1/4 BBL WB | 97 | 148 | 97 | 148 | 51- | 34.45- |
| 027 | 24/12 RT A GB | 89,999 | 120,979 | 89,999 | 120,979 | 30,980- | 25.60- |
| 028 | 35/7 RT A GB | 4,619 | 8,475 | 4,619 | 8,475 | 3,856- | 45.49- |
| 034 | 24 PK NR GB | 5,714 | 12,376 | 5,714 | 12,376 | 6,662- | 53.82- |
| 035 | 4-6 NR GB | 16,866 | 30,171 | 16,866 | 30,171 | 13,305- | 44.09- |
| 036 | 4-6 BK NR GB | 6,257 | 4,017 | 6,257 | 4,017 | 2,240 | 55.76 |
| 037 | 12/32 NR GB | 1,858 | 2,253 | 1,858 | 2,253 | 395- | 17.53- |
| 040 | 24 PK CAN GB | 0 | 7,469 | 0 | 7,469 | 7,469- | 100.00- |
| 041 | 4-6 CAN GB | 22,344 | 34,511 | 22,344 | 34,511 | 12,167- | 35.25- |
| 042 | 12/12 CAN GB | 88,736 | 185,675 | 88,736 | 185,675 | 96,939- | 52.20- |
| 043 | 24/16 CAN GB | 4,415 | 6,515 | 4,415 | 6,515 | 2,100- | 32.23- |
| 029 | 24/12 PREM RET | 34,169 | 43,262 | 34,169 | 43,262 | 9,093- | 21.01- |
| 030 | 36/8 PREM RET | 10,332 | 14,982 | 10,332 | 14,982 | 4,650- | 31.03- |
| 033 | 24/12 PREM N R | 1,715 | 2,132 | 1,715 | 2,132 | 417- | 19.55- |
| 038 | 4-6 PREM CAN | 5,041 | 12,077 | 5,041 | 12,077 | 7,036- | 58.25- |
| 039 | 12/12 PREM CAN | 20,447 | 20,831 | 20,447 | 20,831 | 384- | 1.84- |
| 047 | 24/12 RA GB 32 | 34,174 | 54,449 | 34,174 | 54,449 | 20,275- | 37.23- |
| 048 | 35/7 RA GB 32 | 1,333 | 2,109 | 1,333 | 2,109 | 776- | 36.79- |
| 050 | 36/8 RT GB 32 | 1,644 | 2,127 | 1,644 | 2,127 | 483- | 22.70- |
| 055 | 4-6 NR GB 32 | 10,544 | 16,736 | 10,544 | 16,736 | 6,192- | 36.99- |
| 056 | 4-6 BKNR GB 32 | 2,002 | 2,216 | 2,002 | 2,216 | 214- | 9.65- |
| 057 | 12/32 NR GB 32 | 1,180 | 1,485 | 1,180 | 1,485 | 305- | 20.53- |
| 061 | 4-6 CAN GB 32 | 18,963 | 29,452 | 18,963 | 29,452 | 10,489- | 35.61- |
| 062 | 12/12 C GB 32 | 12,480 | 15,890 | 12,480 | 15,890 | 3,410- | 21.46- |
| 063 | 24/16 C GB 32 | 5,464 | 5,344 | 5,464 | 5,344 | 120 | 2.24 |
| 066 | 4-6 CAN GBX | 0 | 427 | 0 | 427 | 427- | 100.00- |
| 064 | 36/8 COCLUB CN | 960 | 1,040 | 960 | 1,040 | 80- | 7.69- |
| 065 | 4-6 COCLUB CAN | 1,183 | 1,194 | 1,183 | 1,194 | 11- | .92- |
| 068 | 24/16 COCLUB C | 840 | 910 | 840 | 910 | 70- | 7.69- |
| 069 | 4-6 GOETZ NEAR | 182 | 273 | 182 | 273 | 91- | 33.33- |
| 019 | 24/11 RINGNES | 404 | 0 | 404 | 0 | 404 | 100.00 |
| 147 | 24/12 RT WL | 13,079 | 19,530 | 13,079 | 19,530 | 6,451- | 33.03- |
| 148 | 4-6 CAN WL | 980 | 3,293 | 980 | 3,293 | 2,313- | 70.23- |
| 159 | 12/12 CAN WL | 6,683 | 0 | 6,683 | 0 | 6,683 | 100.00 |
| 149 | 24/16 CAN WL | 0 | 209 | 0 | 209 | 209- | 100.00- |
| 152 | 24/12 R WL 32 | 1,806 | 4,573 | 1,806 | 4,573 | 2,767- | 60.50- |
| 153 | 4-6 CAN WL 32 | 406 | 2,567 | 406 | 2,567 | 2,161- | 84.18- |
| 164 | 12/12 CAN WL32 | 1,262 | 0 | 1,262 | 0 | 1,262 | 100.00 |
| 154 | 24/16 C WL 32 | 0 | 803 | 0 | 803 | 803- | 100.00- |
| 167 | 24/12 RT HN | 80,053 | 125,412 | 80,053 | 125,412 | 45,359- | 36.16- |
| 169 | 4-6 CAN HN | 4,151 | 5,936 | 4,151 | 5,936 | 1,785- | 30.07- |
| 170 | 12/12 CAN HN | 15,319 | 16,721 | 15,319 | 16,721 | 1,402- | 8.38- |

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| | | | | | | | |
|---|---|---|---|---|---|---|---|
| 173 | 24/12 RT HN 32 | 6,048 | 8,988 | 6,048 | 8,988 | 2,940- | 32.71- |
| 175 | 4-6 CAN HN 32 | 1,631 | 2,968 | 1,631 | 2,968 | 1,337- | 45.04- |
| 176 | 12/12 C HN 32 | 2,926 | 5,120 | 2,926 | 5,120 | 2,194- | 42.85- |
| GRAIN BELT FULL BARRELS | | 10,323.00 | 12,948.00 | 10,323.00 | 12,948.00 | 2,625.00- | 20.27- |
| GRAIN BELT 288 OZ CASES | | 342,881.44 | 528,380.66 | 342,881.44 | 528,380.66 | 185,499.22- | 35.10- |
| WHITE LABEL 288 OZ CASES | | 20,243.50 | 31,312.33 | 20,243.50 | 31,312.33 | 11,068.83- | 35.34- |
| HAUENSTEIN 288 OZ CASES | | 101,005.50 | 154,224.50 | 101,005.50 | 154,224.50 | 53,219.00- | 34.50- |
| CO CLUB NEAR R1NGNES 2880Z | | 3,815.33 | 3,720.33 | 3,815.33 | 3,720.33 | 95.00 | 2.55 |
| TOTAL FULL BARRELS | | 10,323.00 | 12,948.00 | 10,323.00 | 12,948.00 | 2,625.00- | 20.27- |
| TOTAL 288 OZ CASES | | 467,945.77 | 717,637.82 | 467,945.77 | 717,637.82 | 249,692.05- | 34.79- |
| TOTAL BARRELAGE | | 44,286.50 | 65,034.15 | 44,286.50 | 65,034.15 | 20,747.65- | 31.90- |

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STORZ BRANDS

GRAND TOTAL

| | | MONTHLY | | YEARLY | | | |
|---|---|---|---|---|---|---|---|
| | | CURRENT | LAST YEAR | CURRENT | LAST YEAR | VARIANCE | % |
| 014 | 1/2 BBL STORZ | 217 | 298 | 217 | 298 | 81- | 27.18- |
| 015 | 1/4 BBL STORZ | 8 | 10 | 8 | 10 | 2- | 20.00- |
| 070 | 24/12 RT TR | 3,226 | 4,950 | 3,226 | 4,950 | 1,724- | 34.82- |
| 075 | 4-6 NR TR | 1,750 | 3,231 | 1,750 | 3,231 | 1,481- | 45.83- |
| 076 | 12/32 NR TR | 882 | 850 | 882 | 850 | 32 | 3.76 |
| 080 | 4-6 CAN TR | 1,232 | 1,967 | 1,232 | 1,967 | 735- | 37.36- |
| 081 | 12/12 CAN T ST | 30,954 | 36,727 | 30,954 | 36,727 | 5,773- | 15.71- |
| 106 | 4-6 CAN PRE | 1,771 | 2,191 | 1,771 | 2,191 | 420- | 19.16- |
| 107 | 12/12 CAN PRE | 8,008 | 5,852 | 8,008 | 5,852 | 2,156 | 36.84 |
| 118 | 4-6 CAN PRE 32 | 462 | 1,078 | 462 | 1,078 | 616- | 57.14- |
| 119 | 12/12 CN PR 32 | 438 | 2,112 | 438 | 2,112 | 1,674- | 79.26- |
| TOTAL FULL BARRELS | | 110.50 | 151.50 | 110.50 | 151.50 | 41.00- | 27.06- |
| TOTAL 288 OZ CASES | | 29,317.00 | 36,895.83 | 29,317.00 | 36,895.83 | 7,578.83- | 20.54- |
| TOTAL BARRELAGE | | 2,238.32 | 2,829.39 | 2,238.32 | 2,829.39 | 591.07- | 20.89- |

FORM 1411-1/2GB
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