

Maine Spirits Business Activity for
October 2023
Prepared by Pine State Spirits

Sales Data 10/1/2023 - 10/31/2023			Monthly					
			Variance					
	Prior Year	Current Year	Actual	%				
Shipping Days	21	22	1					
					Cs/Day LY	Cs/Day TY	Variance %	
Cases Sold	108,646	111,688	3,042	2.80%	5,174	5,077	-1.87%	
					\$/Day LY	\$/Day TY	Variance %	
Dollar Sales	\$ 18,759,726	\$ 19,651,874	\$ 892,148	4.76%	\$ 893,320	\$ 893,267	-0.01%	
Cost of Goods Sold	\$ 12,738,570	\$ 13,289,423	\$ 550,853	4.32%				
Depletion Allowances	\$ (932,349)	\$ (894,200)						
Total Cost of Good Sold	\$ 11,806,221	\$ 12,395,223	\$ 589,002	4.99%				
Sales Data 7/1/2023 - 10/31/2023			Year to Date					
			Variance					
	Prior Year	Current Year	Actual	%				
Shipping Days	87	87	0					
					Cs/Day LY	Cs/Day TY	Variance %	
Cases Sold	529,555	522,028	(7,527)	-1.42%	6,087	6,000	-1.42%	
					\$/Day LY	\$/Day TY	Variance %	
Dollar Sales	\$ 87,858,627	\$ 89,173,479	\$ 1,314,852	1.50%	\$ 1,009,869	\$ 1,024,983	1.50%	
Cost of Goods Sold	\$ 61,417,204	\$ 62,345,262	\$ 928,059	1.51%				
Depletion Allowances	\$ (5,906,980)	\$ (6,048,099)						
Total Cost of Good Sold	\$ 55,510,224	\$ 56,297,164	\$ 786,940	1.42%				
Other Revenue		Monthly Data			Year to Date Data			
			Variance				Variance	
	Prior Year	Current Year	Actual	%	Prior Year	Current Year	Actual	%
Premium Tax	\$ 236,595	\$ 242,955	\$ 6,361	2.69%	\$ 1,147,034	\$ 1,138,963	\$ (8,070)	-0.70%
Bailment	\$ 263,242	\$ 260,330	\$ (2,913)	-1.11%	\$ 1,050,955	\$ 1,120,452	\$ 69,497	6.61%
Depletion Allowances	\$ 932,349	\$ 894,200	\$ (38,149)	-4.09%	\$ 5,906,980	\$ 6,048,099	\$ 141,119	2.39%