

# CLUBS SA - LIQUOR GUIDE UPDATE FOR PACKAGED BEER

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BEER PACKAGED AUSTRALIAN (from Brewers)	Size ML	No. Per Crtn.	W/SALE Inc Excise & Bot. Dept Excl. GST	Off Premises Including GST		On Premises Bottle Including GST	
				Carton (low margin)	Bottle (low margin)	Low Margin	High Margin
<b>COOPERS BREWERY LTD</b>							
Orders: 8440 1844 Fax: 8440 1999							
<b>Dark Ale</b>							
Bottles	375	24	46.06	59.37	3.49	7.21	8.33
<b>Coopers Dry</b>							
Cans	375	24	43.06	55.50	3.26	6.74	7.79
<b>Pale Ale</b>							
Bottles	375	24	46.06	59.37	3.49	7.21	8.33
Bottles	750	12	44.94	57.93	6.80	14.08	16.23
<b>Sparkling Ale</b>							
Bottles	375	24	50.64	65.27	3.83	7.93	9.16
Bottles	750	12	49.29	63.53	7.46	15.44	17.86
<b>Stout</b>							
Bottles	375	24	53.82	69.37	4.08	8.43	9.73
Bottles	750	12	52.48	67.65	7.94	16.50	19.02
<b>Coopers Premium Lager</b>							
Cans	355	24	43.08	55.53	3.26	6.75	7.79
Bottles	355	24	43.08	55.53	3.26	6.75	7.79
<b>Mild Ale</b>							
Cans	375	24	39.94	51.50	3.24	6.88	8.07
Bottles	375	24	39.94	51.50	3.24	6.88	8.07
<b>Coopers Premium Light</b>							
Cans	355	24	34.34	44.19	2.98	6.57	7.85
Bottles	355	24	34.34	44.19	2.98	6.57	7.85
<b>Coopers Clear</b>							
Cans	355	24	40.77	52.55	3.09	6.39	7.37
Bottles	355	24	40.77	52.55	3.09	6.39	7.37
<b>CARLTON UNITED BREWERIES (Formerly FOSTERS)</b>							
Orders: 13 23 37							
<b>Carlton Draught</b>							
Stubbie	375	24	59.63	76.89	4.51	9.34	10.76
Bottle	750	12	56.69	73.10	8.59	17.80	20.54
Cans	375	24	59.63	76.89	4.51	9.34	10.76
<b>Pure Blonde</b>							
Can	375	24	57.73	74.44	4.36	9.04	10.42
Bottle	355	24	57.73	74.44	4.36	9.04	10.42
<b>Carlton Black</b>							
Bottle	375	24	59.63	76.89	4.51	9.34	10.76
<b>Carlton Light</b>							
Can	375	30	58.03	74.74	3.21	7.07	8.45
<b>Carlton Mid-Strength Bitter</b>							
Bottle	375	24	54.60	70.40	4.42	9.41	11.04
Bottle	750	12	48.58	62.64	7.87	16.75	19.63
Can	375	24	51.27	66.11	4.15	8.83	10.36
Can	375	30	61.56	79.38	3.98	8.47	8.04
<b>Corona Ligera</b>							
Bottle	355	24	57.90	47.27	4.38	9.07	10.45
<b>Carlton Dry Lime</b>							
Bottle	355	24	55.68	71.79	4.21	8.72	10.05
<b>Cascade</b>							
Premium Light - Can	375	24	48.40	62.34	4.20	9.26	11.06
Premium Light - Bottle	375	24	48.40	62.34	4.20	9.26	11.06
Stout - Bottle	375	16	45.68	58.96	5.21	10.81	12.46
<b>Cascade Pale Ale</b>							
Bottle	375	16	45.68	58.96	5.21	10.81	12.46
<b>Crown Lager</b>							
Bottle (Basket Pack)	375	24	70.44	90.85	5.32	11.08	12.77

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				Carton <i>(low margin)</i>	Bottle <i>(low margin)</i>	Low Margin	High Margin
<b><u>Fosters Lightice</u></b>							
Bottle	375	24	43.88	56.52	3.81	8.39	10.03
Cans	375	24	43.88	56.52	3.81	8.39	10.03
<b><u>Fosters Lager</u></b>							
Bottle	355	24	58.48	75.40	4.42	9.16	10.62
Cans	375	24	61.13	78.82	4.62	9.57	11.03
<b><u>Melbourne Bitter</u></b>							
Bottle	375	24	59.63	76.89	4.51	9.34	10.76
Bottle	750	12	56.60	72.99	8.57	17.78	20.51
Cans	375	24	59.63	76.89	4.51	9.34	10.76
<b><u>Victoria Bitter</u></b>							
Bottle	250	24	43.75	56.41	3.31	6.85	7.89
Bottle	375	24	58.83	75.86	4.45	9.21	10.62
Bottle (3x4)	750	12	55.89	72.06	8.47	17.55	20.25
Can	375	24	58.83	75.86	4.45	9.21	10.62
Can	375	30	66.43	85.66	4.03	8.34	9.60
<b>SOUTH AUSTRALIAN BREWING CO</b>							
<b>Orders: 8352 2999</b>							
<b><u>Hahn Super Dry</u></b>							
Stubbie	330	24	51.41	66.29	3.89	8.05	9.28
<b><u>Hahn Premium Light</u></b>							
Stubbie	375	24	44.68	57.55	3.88	8.55	10.21
Cans	375	24	44.68	57.55	3.88	8.55	10.21
Cans	375	30	45.78	58.94	3.18	6.98	8.34
<b><u>James Squire 'Nine Tales' Amber Ale</u></b>							
Stubbie	345	24	53.20	68.60	4.02	8.33	9.65
<b><u>James Squire 'Four Wives' Pilsner</u></b>							
Stubbie	345	24	53.20	68.60	4.04	8.38	9.66
<b><u>Southwark Bitter</u></b>							
Stubbie	375	24	55.29	71.29	4.18	8.66	9.98
<b><u>Southwark Stout</u></b>							
Stubbie	375	24	66.51	85.80	5.05	10.48	12.08
<b><u>Tooheys Extra Dry</u></b>							
Stubbie	345	24	48.43	62.45	3.66	7.58	8.74
<b><u>Tooheys New</u></b>							
Bottles	750	12	56.73	73.15	8.59	17.82	20.56
Cans	375	30	57.91	74.67	3.51	7.27	8.37
Stubbie	375	24	52.70	67.96	4.00	8.29	9.56
<b><u>Tooheys Old</u></b>							
Stubbie	375	24	53.75	69.31	4.06	8.42	9.70
<b><u>West End Draught</u></b>							
Bottles	750	12	56.55	72.92	8.57	17.76	20.49
Cans	375	24	51.80	66.79	3.91	8.11	9.35
Cans	375	30	54.64	70.46	3.31	6.86	7.90
Stubbie	375	24	51.80	66.79	3.91	8.11	9.35
<b><u>Iron Jack Crisp Lager</u></b>							
Stubbie	330	24	45.10	58.15	3.41	7.06	8.14
<b><u>XXXX Gold</u></b>							
Bottles	750	12	52.42	67.54	8.49	18.07	21.16
Cans	375	24	46.43	59.87	3.76	8.00	9.38
Cans	375	30	50.24	64.78	3.25	6.91	8.10
Stubbie	375	24	46.43	59.87	3.76	8.00	9.38
<b>CARLTON UNITED BREWERIES (Formerly FOSTERS)</b>							
<b>Orders: 13 23 37</b>							
				<b>6 pack</b>			
<b><u>Negra Modelo</u></b>							
Bottle	355	24	68.24	26.00	5.16	10.75	12.39
<b><u>Becks</u></b>							
Bottles	330	24	45.34	17.27	3.43	7.14	8.23
<b>SOUTH AUSTRALIAN BREWING CO</b>							
<b>Orders: 8352 2999</b>							
<b><u>Heinekin</u></b>							
Bottle	330	24	50.88	19.38	3.85	8.01	9.24