

Route Pricing for (Establishment)

| Product                  | Unit                                      | Quantity | Current price | Proposed price | Variance +/- | % Saving |
|--------------------------|---|----------|---------------|----------------|--------------|----------|
| Carling                  | 22 gallon                                 | 8        | 129.00        | 147.79         | -150.32      | -12.7    |
| Guinness                 | 11 gallon                                 | 3        | 91.02         | 96.75          | -17.19       | -5.9     |
| Strongbow                | 11 gallon                                 | 6        | 67.70         | 66.65          | 6.30         | 1.6      |
| Stella                   | 22 gallon                                 | 2        | 184.36        | 164.06         | 40.60        | 12.4     |
| Wardington               | 11 gallon                                 | 5        | 59.02         | 69.08          | -50.30       | -14.6    |
| O&G Reisling             | Echo Falls Chardonnay, California, 2006/7 | 1        | 3.45          | 3.20           | 0.25         | 7.8      |
| O&G Sauvignon Blanc      | Echo Falls Sauvignon, NV                  | 1        | 3.45          | 3.20           | 0.25         | 7.8      |
| O&G Pinot Grigio         | FULL TEXT ON FULL DOC                     | 1        | 3.45          | 3.20           | 0.25         | 7.8      |
| O&G Shiraz               | FULL TEXT ON FULL DOC                     | 1        | 3.45          | 3.20           | 0.25         | 7.8      |
| O&G Merlot               | FULL TEXT ON FULL DOC                     | 1        | 3.34          | 3.20           | 0.14         | 4.4      |
| Navajas Rioja            | FULL TEXT ON FULL DOC                     | 1        | 4.79          | 4.72           | 0.07         | 1.5      |
| O&G Blush                | FULL TEXT ON FULL DOC                     | 1        | 3.45          | 3.20           | 0.25         | 7.8      |
| O&G Cava                 | FULL TEXT ON FULL DOC                     | 1        | 4.75          | 4.70           | 0.05         | 1.1      |
| Grenillet Brut Selection | FULL TEXT ON FULL DOC                     | 1        | 12.34         | 12.30          | 0.04         | 0.3      |
| Stowells Chardonnay      | FULL TEXT ON FULL DOC                     | 2        | 13.83         | 13.40          | 0.86         | 3.2      |
| Stowells Chenin Blanc    | FULL TEXT ON FULL DOC                     | 1        | 16.06         | 14.03          | 2.03         | 14.5     |
| Stowells Liebfraunlich   | FULL TEXT ON FULL DOC                     | 1        | 13.46         | 13.20          | 0.26         | 2.0      |
| Stowells Shiraz          | FULL TEXT ON FULL DOC                     | 1        | 15.17         | 15.00          | 0.17         | 1.1      |
| Stowells Rose            | FULL TEXT ON FULL DOC                     | 2        | 14.27         | 14.00          | 0.54         | 1.9      |
| Corona                   | FULL TEXT ON FULL DOC                     | 1        | 20.86         | 19.60          | 1.26         | 6.4      |
| Budweiser                | FULL TEXT ON FULL DOC                     | 2        | 22.05         | 18.52          | 7.06         | 19.1     |
| Business pear cider      | FULL TEXT ON FULL DOC                     | 1        | 16.52         | 12.99          | 3.53         | 27.2     |
| Business Cider           | FULL TEXT ON FULL DOC                     | 3        | 12.86         | 12.99          | -0.39        | -1.0     |
| Peroni                   | FULL TEXT ON FULL DOC                     | 1        | 17.22         | 17.22          | 0.00         | 0.0      |
| Cobra                    | FULL TEXT ON FULL DOC                     | 1        | 19.07         | 19.00          | 0.07         | 0.4      |
| Becks                    | 24 bottles                                | 1        | 17.22         | 14.97          | 2.25         | 15.0     |
| WKD Blue                 | 24 bottles                                | 2        | 18.72         | 21.17          | -4.90        | -11.6    |
| VK Blue                  | 24 bottles                                | 1        | 18.12         | 17.55          | 0.57         | 3.2      |
| VK Orange                | 24 bottles                                | 1        | 15.34         | 15.10          | 0.24         | 1.6      |
| VK Tropical              | 24 bottles                                | 1        | 15.34         | 15.10          | 0.24         | 1.6      |
| VK Red                   | 24 bottles                                | 1        | 15.34         | 15.10          | 0.24         | 1.6      |
| Jaques                   | 24 bottles                                | 1        | 23.09         | 22.00          | 1.09         | 5.0      |
| Holston                  | 24 bottles                                | 1        | 22.05         | 16.69          | 5.36         | 32.1     |
| Britvic 55               | 24 bottles                                | 1        | 10.40         | 10.40          | 0.00         | 0.0      |
| J20 (all flavours)       | 24 bottles                                | 4        | 11.53         | 11.20          | 1.32         | 2.9      |
| Red Bull                 | 24 bottles                                | 2        | 15.30         | 15.99          | -1.38        | -4.3     |
| Coca Cola BIB            | 10litre box                               | 4        | 37.61         | 33.90          | 14.84        | 10.9     |
| Diet Cola                | 10litre box                               | 1        | 37.61         | 33.90          | 3.71         | 10.9     |
| R Whites BIB             | 10litre box                               | 1        | 32.55         | 30.00          | 2.55         | 8.5      |
| Cordials                 | 6 bottles                                 | 1        | 11.35         | 5.60           | 5.75         | 102.7    |
| Canada Dry Ginger Ale    | 24 bottles                                | 1        | 7.87          | 4.98           | 2.89         | 58.0     |
| Britvic Orange Juice     | 24 bottles                                | 1        | 6.00          | 4.85           | 1.15         | 23.7     |
| Britvic Pineapple        | 24 bottles                                | 1        | 4.85          | 4.85           | 0.00         | 0.0      |
| Britvic Bitter lemon     | 24 bottles                                | 1        | 4.85          | 4.85           | 0.00         | 0.0      |
| Britvic Tonic            | 24 bottles                                | 2        | 4.98          | 4.85           | 0.26         | 2.7      |
| Britvic Stillmate        | 24 bottles                                | 1        | 4.98          | 4.85           | 0.13         | 2.7      |
| Abbeywell Sparkling      | 24 bottles                                | 2        | 5.09          | 6.00           | -1.82        | -15.2    |
| Abbeywell Still          | 24 bottles                                | 2        | 5.09          | 6.00           | -1.82        | -15.2    |
| Archers Schnapps         | 1.5 litre                                 | 1        | 17.73         | 17.60          | 0.13         | 0.7      |
| Bacardi                  | 1.5 litre                                 | 1        | 25.39         | 24.73          | 0.66         | 2.7      |
| Baileys                  | 1.5 litre                                 | 1        | 19.98         | 18.39          | 1.59         | 8.6      |
| Bells Whisky             | 1.5 litre                                 | 1.5      | 21.78         | 21.78          | 0.00         | 0.0      |
| Cinzano                  | 1.5 litre                                 | 1        | 11.24         | 9.48           | 1.76         | 18.6     |
| Courvoisier              | 1.5 litre change to martell               | 1        | 32.79         | 29.62          | 3.17         | 10.7     |
| Dry Martin               | 1.5 litre                                 | 1        | 10.22         | 9.95           | 0.27         | 2.7      |
| Gordons Gin              | 1.5 litre                                 | 1        | 20.31         | 19.79          | 0.52         | 2.6      |
| Expedition Rum           | 1.5 litre                                 | 1        | 15.60         | 15.67          | -0.07        | -0.4     |
| Jack Daniels             | 1.5 litre                                 | 1        | 31.59         | 29.61          | 1.98         | 6.7      |
| Jamesons                 | 1.5 litre                                 | 1        | 27.86         | 27.17          | 0.69         | 2.5      |
| FULL TEXT ON FULL DOC    | FULL TEXT ON FULL DOC                     | 1        | 22.58         | 22.50          | 0.08         | 0.4      |
| FULL TEXT ON FULL DOC    | FULL TEXT ON FULL DOC                     | 1        | 19.62         | 19.60          | 0.02         | 0.1      |
| FULL TEXT ON FULL DOC    | FULL TEXT ON FULL DOC                     | 1        | 11.24         | 9.94           | 1.30         | 13.1     |
| FULL TEXT ON FULL DOC    | FULL TEXT ON FULL DOC                     | 1        | 24.21         | 24.00          | 0.21         | 0.9      |
| FULL TEXT ON FULL DOC    | FULL TEXT ON FULL DOC                     | 1        | 25.31         | 22.17          | 3.14         | 14.2     |
| FULL TEXT ON FULL DOC    | FULL TEXT ON FULL DOC                     | 2        | 19.63         | 19.20          | 0.86         | 2.2      |
| FULL TEXT ON FULL DOC    | FULL TEXT ON FULL DOC                     | 1        | 28.95         | 26.03          | 2.92         | 11.2     |
| FULL TEXT ON FULL DOC    | FULL TEXT ON FULL DOC                     | 1        | 13.13         | 13.00          | 0.13         | 1.0      |
| FULL TEXT ON FULL DOC    | FULL TEXT ON FULL DOC                     | 1        | 24.83         | 24.20          | 0.63         | 2.6      |
| FULL TEXT ON FULL DOC    | FULL TEXT ON FULL DOC                     | 1        | 7.33          | 7.20           | 0.13         | 1.8      |
| FULL TEXT ON FULL DOC    | FULL TEXT ON FULL DOC                     | 1        | 15.54         | 14.57          | 0.97         | 6.7      |
| FULL TEXT ON FULL DOC    | FULL TEXT ON FULL DOC                     | 1        | 6.99          | 7.08           | -0.09        | -1.3     |
| FULL TEXT ON FULL DOC    | FULL TEXT ON FULL DOC                     | 1        | 12.85         | 12.56          | 0.29         | 2.3      |
| FULL TEXT ON FULL DOC    | FULL TEXT ON FULL DOC                     | 1        | 20.29         | 20.99          | -5.70        | -21.9    |
| FULL TEXT ON FULL DOC    | FULL TEXT ON FULL DOC                     | 1        | 8.00          | 6.09           | 1.91         | 31.4     |
| FULL TEXT ON FULL DOC    | FULL TEXT ON FULL DOC                     | 1        | 7.97          | 7.27           | 0.70         | 9.6      |
| FULL TEXT ON FULL DOC    | FULL TEXT ON FULL DOC                     | 1        | 8.34          | 7.11           | 1.23         | 17.3     |
| FULL TEXT ON FULL DOC    | FULL TEXT ON FULL DOC                     | 1        | 13.64         | 12.74          | 0.90         | 7.1      |

|         |          |
|---------|----------|
| -119.20 | -3.63    |
|         | % saving |

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