

Seawolf Association
Margin Analysis Report

Part Number UM/Line/Vend	Description		Cost Prices	Margin	YTD COGS YTD Sales	True Margin
=====	=====		=====	=====	=====	=====
APPLIQUE-EXT	Seawolf Applique, Exterior		0.94			
each		A	5.00	81.2%	8.46	81.2%
MDSE		B	5.00	81.2%	45.00	
SSS		C	5.00	81.2%		
APPLIQUE-INT	Seawolf Applique, Interior		0.94			
each		A	5.00	81.2%	9.40	81.2%
MDSE		B	5.00	81.2%	50.00	
SSS		C	5.00	81.2%		
BC-1	Seawolf Ball Cap, Blu		6.50			
each		A	15.00	56.7%	117.00	56.7%
MDSE		B	15.00	56.7%	270.00	
		C	15.00	56.7%		
BS-1	Locate a Lost Wolf Bmpr Stkr		2.50			
each		A	4.00	37.5%	5.00	37.5%
MDSE		B	4.00	37.5%	8.00	
SSS		C	4.00	37.5%		
BS-2	Bumper Sticker, SW ASSN		2.50			
each		A	4.00	37.5%	32.50	32.3%
MDSE		B	4.00	37.5%	48.00	
SSS		C	4.00	37.5%		
CC-1	SEAWOLF Challenge Coin		10.9546			
EA		A	25.00	56.2%	98.55	56.2%
MDSE		B	25.00	56.2%	225.00	
		C	25.00	56.2%		
CM-1L	Coffee Mug - Left Handed		4.09			
each		A	8.00	48.9%	8.18	48.9%
MDSE		B	8.00	48.9%	16.00	
SSS		C	8.00	48.9%		
CM-1R	Coffee Mug - Right Handed		4.09			
each		A	8.00	48.9%	122.70	48.9%
MDSE		B	8.00	48.9%	240.00	
SSS		C	8.00	48.9%		
GS-B-L	Golf Shirt, Blu w/o Poc	L	12.45			
each		A	17.00	26.8%	12.45	26.8%
MDSE		B	17.00	26.8%	17.00	
SSS		C	17.00	26.8%		
GS-B-M	Golf Shirt, Blu w/o Poc	M	12.45			
each		A	17.00	26.8%	0.00	0.0%
MDSE		B	17.00	26.8%	0.00	
SSS		C	17.00	26.8%		
=====	=====		=====	=====	=====	=====

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=====	=====	=====	=====	=====	=====	=====
GS-B-S	Golf Shirt, Blu w/o Poc	S	12.45			
each		A	17.00	26.8%	0.00	0.0%
MDSE		B	17.00	26.8%	0.00	
SSS		C	17.00	26.8%		
GS-B-XL	Golf Shirt, Blu w/o Poc	XL	12.45			
each		A	17.00	26.8%	12.45	30.8%
MDSE		B	17.00	26.8%	18.00	
SSS		C	17.00	26.8%		
GS-B-XXL	Golf Shirt, Blu w/o Poc	XXL	13.45			
each		A	18.00	25.3%	13.45	25.3%
MDSE		B	18.00	25.3%	18.00	
SSS		C	18.00	25.3%		
GS-W-L	Golf Shirt, Wh w/o Poc	L	11.30			
each		A	17.00	33.5%	11.30	33.5%
MDSE		B	17.00	33.5%	17.00	
SSS		C	17.00	33.5%		
GS-W-M	Golf Shirt, Wh w/o Poc	M	11.30			
each		A	17.00	33.5%	11.30	33.5%
MDSE		B	17.00	33.5%	17.00	
SSS		C	17.00	33.5%		
GS-W-S	Golf Shirt, Wh w/o Poc	S	11.30			
each		A	17.00	33.5%	0.00	0.0%
MDSE		B	17.00	33.5%	0.00	
SSS		C	17.00	33.5%		
GS-W-XL	Golf Shirt, Wh w/o Poc	XL	12.30			
each		A	17.00	27.6%	12.30	27.6%
MDSE		B	17.00	27.6%	17.00	
SSS		C	17.00	27.6%		
GS-W-XXL	Golf Shirt, Wh w/o Poc	XXL	12.30			
each		A	18.00	31.7%	0.00	0.0%
MDSE		B	18.00	31.7%	0.00	
SSS		C	18.00	31.7%		
GSP-B-L	Golf Shirt, Blu, w/poc	L	13.00			
each		A	18.00	27.8%	0.00	0.0%
MDSE		B	18.00	27.8%	0.00	
SSS		C	18.00	27.8%		
GSP-B-M	Golf Shirt, Blu, w/poc	M	13.00			
each		A	18.00	27.8%	0.00	0.0%
MDSE		B	18.00	27.8%	0.00	
SSS		C	18.00	27.8%		

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Part Number UM/Line/Vend	Description		Cost Prices	Margin	YTD COGS YTD Sales	True Margin
GSP-B-S	Golf Shirt, Blu, w/poc	S	13.00			
each		A	18.00	27.8%	0.00	0.0%
MDSE		B	18.00	27.8%	0.00	
SSS		C	18.00	27.8%		
GSP-B-XL	Golf Shirt, Blu, w/poc	XL	13.00			
each		A	18.00	27.8%	26.00	27.8%
MDSE		B	18.00	27.8%	36.00	
SSS		C	18.00	27.8%		
GSP-B-XXL	Golf Shirt, Blu, w/poc	XXL	14.00			
each		A	19.00	26.3%	28.00	26.3%
MDSE		B	19.00	26.3%	38.00	
SSS		C	19.00	26.3%		
GSP-W-L	Golf Shirt, Wh, w/poc	L	12.20			
each		A	18.00	32.2%	12.20	32.2%
MDSE		B	18.00	32.2%	18.00	
SSS		C	18.00	32.2%		
GSP-W-M	Golf Shirt, Wh, w/poc	M	12.20			
each		A	18.00	32.2%	0.00	0.0%
MDSE		B	18.00	32.2%	0.00	
SSS		C	18.00	32.2%		
GSP-W-S	Golf Shirt, Wh, w/poc	S	12.20			
each		A	18.00	32.2%	0.00	0.0%
MDSE		B	18.00	32.2%	0.00	
SSS		C	18.00	32.2%		
GSP-W-XL	Golf Shirt, Wh, w/poc	XL	12.20			
each		A	18.00	32.2%	12.20	32.2%
MDSE		B	18.00	32.2%	18.00	
SSS		C	18.00	32.2%		
GSP-W-XXL	Golf Shirt, Wh, w/poc	XXL	13.20			
each		A	19.00	30.5%	13.20	30.5%
MDSE		B	19.00	30.5%	19.00	
SSS		C	19.00	30.5%		
HIST	Seawolf History-JD Sprinkle		0.7112			
each		A	1.00	28.9%	11.36	29.0%
MDSE		B	1.00	28.9%	16.00	
MASTER PRTG		C	1.00	28.9%		
MUG	Seawolf Beer Mug, 16oz Jar		0.00			
Ea		A	0.00	0.0%	0.00	0.0%
MDSE		B	0.00	0.0%	0.00	
SSS		C	0.00	0.0%		

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Part Number UM/Line/Vend	Description		Cost Prices	Margin	YTD COGS YTD Sales	True Margin
=====	=====		=====	=====	=====	=====
PATCH-12	Seawolf Patch - 12"		5.00			
each		A	12.00	58.3%	25.00	58.3%
MDSE		B	12.00	58.3%	60.00	
		C	12.00	58.3%		
PATCH-4	Seawolf Patch - 4"		1.50			
each		A	4.00	62.5%	9.00	62.5%
MDSE		B	4.00	62.5%	24.00	
		C	4.00	62.5%		
PIN	Seawolf Cloisinet Pin		1.50			
each		A	5.00	70.0%	21.00	75.0%
MDSE		B	5.00	70.0%	84.00	
LAIRD		C	5.00	70.0%		
PLAQUE-CER	Ceramic Plaque, Walnut base		0.00			
Ea		A	0.00	0.0%	0.00	0.0%
MDSE		B	0.00	0.0%	0.00	
SSS		C	0.00	0.0%		
SS-CN-B-L	Crewneck Sweatshirt, Blu	L	11.40			
each		A	16.00	28.7%	11.40	28.7%
MDSE		B	16.00	28.7%	16.00	
SSS		C	16.00	28.7%		
SS-CN-B-M	Crewneck Sweatshirt, Blu	M	11.40			
each		A	16.00	28.7%	0.00	0.0%
MDSE		B	16.00	28.7%	0.00	
SSS		C	16.00	28.7%		
SS-CN-B-S	Crewneck Sweatshirt, Blu	S	11.40			
each		A	16.00	28.7%	11.40	28.7%
MDSE		B	16.00	28.7%	16.00	
SSS		C	16.00	28.7%		
SS-CN-B-XL	Crewneck Sweatshirt, Blu	XL	11.40			
each		A	16.00	28.7%	22.80	28.7%
MDSE		B	16.00	28.7%	32.00	
• SSS		C	16.00	28.7%		
SS-CN-B-XXL	Crewneck Sweatshirt, Blu	XXL	14.40			
each		A	19.00	24.2%	0.00	0.0%
MDSE		B	19.00	24.2%	0.00	
SSS		C	19.00	24.2%		
SS-CN-W-L	Crewneck Sweatshirt, Wh	L	10.40			
each		A	16.00	35.0%	20.80	35.0%
MDSE		B	16.00	35.0%	32.00	
SSS		C	16.00	35.0%		
=====	=====		=====	=====	=====	=====

Part Number			Cost		YTD COGS	True
UM/Line/Vend	Description		Prices	Margin	YTD Sales	Margin
=====	=====		=====	=====	=====	=====
SS-CN-W-M	Crewneck Sweatshirt, Wh	M	10.40			
each		A	16.00	35.0%	0.00	0.0%
MDSE		B	16.00	35.0%	0.00	
SSS		C	16.00	35.0%		
SS-CN-W-S	Crewneck Sweatshirt, Wh	S	10.40			
each		A	16.00	35.0%	10.40	35.0%
MDSE		B	16.00	35.0%	16.00	
SSS		C	16.00	35.0%		
SS-CN-W-XL	Crewneck Sweatshirt, Wh	XL	10.40			
each		A	16.00	35.0%	41.60	32.9%
MDSE		B	16.00	35.0%	62.00	
SSS		C	16.00	35.0%		
SS-CN-W-XXL	Crewneck Sweatshirt, Wh	XXL	13.40			
each		A	19.00	29.5%	0.00	0.0%
MDSE		B	19.00	29.5%	0.00	
SSS		C	19.00	29.5%		
SS-H-B-M	Hooded Sweatshirt, Blu	M	16.70			
each		A	22.00	24.1%	0.00	0.0%
MDSE		B	22.00	24.1%	0.00	
SSS		C	22.00	24.1%		
SS-H-B-S	Hooded Sweatshirt, Blu	S	16.70			
each		A	22.00	24.1%	0.00	0.0%
MDSE		B	22.00	24.1%	0.00	
SSS		C	22.00	24.1%		
SS-H-B-XXL	Hooded Sweatshirt, Blu	XXL	17.70			
each		A	25.00	29.2%	17.70	29.2%
MDSE		B	25.00	29.2%	25.00	
SSS		C	25.00	29.2%		
SS-H-BL-L	Hooded Sweatshirt, Blu	L	16.70			
each		A	22.00	24.1%	0.00	0.0%
MDSE		B	22.00	24.1%	0.00	
SSS		C	22.00	24.1%		
SS-H-BL-XL	Hooded Sweatshirt, Blu	XL	16.70			
each		A	22.00	24.1%	33.40	24.1%
MDSE		B	22.00	24.1%	44.00	
SSS		C	22.00	24.1%		
SS-H-W-L	Hooded Sweatshirt, Wh	L	15.10			
each		A	22.00	31.4%	0.00	0.0%
MDSE		B	22.00	31.4%	0.00	
SSS		C	22.00	31.4%		

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Part Number UM/Line/Vend	Description		Cost Prices	Margin	YTD COGS YTD Sales	True Margin
SS-H-W-M	Hooded Sweatshirt, Wh	M	15.10			
each		A	22.00	31.4%	0.00	0.0%
MDSE		B	22.00	31.4%	0.00	
SSS		C	22.00	31.4%		
SS-H-W-S	Hooded Sweatshirt, Wh	S	15.10			
each		A	22.00	31.4%	0.00	0.0%
MDSE		B	22.00	31.4%	0.00	
SSS		C	22.00	31.4%		
SS-H-W-XL	Hooded Sweatshirt, Wh	XL	15.10			
each		A	22.00	31.4%	15.10	31.4%
MDSE		B	22.00	31.4%	22.00	
SSS		C	22.00	31.4%		
SS-H-W-XXL	Hooded Sweatshirt, Wh	XXL	18.10			
each		A	25.00	27.6%	0.00	0.0%
MDSE		B	25.00	27.6%	0.00	
SSS		C	25.00	27.6%		
SS-HZ-B-L	Hooded Swtshrt W/Zip Blu	L	19.70			
each		A	26.00	24.2%	0.00	0.0%
MDSE		B	26.00	24.2%	0.00	
SSS		C	26.00	24.2%		
SS-HZ-B-M	Hooded Swtshrt W/Zip Blu	M	19.70			
each		A	26.00	24.2%	19.70	24.2%
MDSE		B	26.00	24.2%	26.00	
SSS		C	26.00	24.2%		
SS-HZ-B-S	Hooded Swtshrt W/Zip Blu	S	19.70			
each		A	26.00	24.2%	0.00	0.0%
MDSE		B	26.00	24.2%	0.00	
SSS		C	26.00	24.2%		
SS-HZ-B-XL	Hooded Swtshrt W/Zip Blu	XL	19.70			
each		A	26.00	24.2%	0.00	0.0%
MDSE		B	26.00	24.2%	0.00	
SSS		C	26.00	24.2%		
SS-HZ-B-XXL	Hooded Swtshrt W/Zip Blu	XXL	21.70			
each		A	29.00	25.2%	0.00	0.0%
MDSE		B	29.00	25.2%	0.00	
SSS		C	29.00	25.2%		
SS-HZ-W-L	Hooded Swtshrt W/Zip Wh	L	18.55			
each		A	26.00	28.7%	18.55	28.7%
MDSE		B	26.00	28.7%	26.00	
SSS		C	26.00	28.7%		

Part Number UM/Line/Vend	Description		Cost Prices	Margin	YTD COGS YTD Sales	True Margin
=====	=====		=====	=====	=====	=====
SS-HZ-W-M	Hooded Swtshrt W/Zip Wh	M	18.55			
each		A	26.00	28.7%	0.00	0.0%
MDSE		B	26.00	28.7%	0.00	
SSS		C	26.00	28.7%		
SS-HZ-W-S	Hooded Swtshrt W/Zip Wh	S	18.55			
each		A	26.00	28.7%	0.00	0.0%
MDSE		B	26.00	28.7%	0.00	
SSS		C	26.00	28.7%		
SS-HZ-W-XL	Hooded Swtshrt W/Zip Wh	XL	18.55			
each		A	26.00	28.7%	0.00	0.0%
MDSE		B	26.00	28.7%	0.00	
SSS		C	26.00	28.7%		
SS-HZ-W-XXL	Hooded Swtshrt W/Zip Wh	XXL	20.55			
each		A	29.00	29.1%	0.00	0.0%
MDSE		B	29.00	29.1%	0.00	
SSS		C	29.00	29.1%		
TS-LS-B-L	T-Shirt, LS, Blu	L	10.20			
each		A	16.00	36.3%	10.20	15.0%
MDSE		B	16.00	36.3%	12.00	
SSS		C	16.00	36.3%		
TS-LS-B-M	T-Shirt, LS, Blu	M	10.20			
each		A	16.00	36.3%	0.00	0.0%
MDSE		B	16.00	36.3%	0.00	
SSS		C	16.00	36.3%		
TS-LS-B-S	T-Shirt, LS, Blu	S	10.20			
each		A	16.00	36.3%	0.00	0.0%
MDSE		B	16.00	36.3%	0.00	
SSS		C	16.00	36.3%		
TS-LS-B-XL	T-Shirt, LS, Blu	XL	10.20			
each		A	16.00	36.3%	0.00	0.0%
MDSE		B	16.00	36.3%	0.00	
SSS		C	16.00	36.3%		
TS-LS-B-XXL	T-Shirt, LS, Blu	XXL	11.20			
each		A	17.00	34.1%	0.00	0.0%
MDSE		B	17.00	34.1%	0.00	
SSS		C	17.00	34.1%		
TS-LS-W-L	T-Shirt, LS, Wh	L	9.10			
each		A	16.00	43.1%	9.10	43.1%
MDSE		B	16.00	43.1%	16.00	
SSS		C	16.00	43.1%		

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=====	=====		=====	=====	=====	=====
TS-LS-W-M	T-Shirt, LS, Wh	M	9.10			
each		A	16.00	43.1%	0.00	0.0%
MDSE		B	16.00	43.1%	0.00	
SSS		C	16.00	43.1%		
TS-LS-W-S	T-Shirt, LS, Wh	S	9.10			
each		A	16.00	43.1%	0.00	0.0%
MDSE		B	16.00	43.1%	0.00	
SSS		C	16.00	43.1%		
TS-LS-W-XL	T-Shirt, LS, Wh	XL	9.10			
each		A	16.00	43.1%	9.10	43.1%
MDSE		B	16.00	43.1%	16.00	
SSS		C	16.00	43.1%		
TS-LS-W-XXL	T-Shirt, LS, Wh	XXL	10.10			
each		A	17.00	40.6%	0.00	0.0%
MDSE		B	17.00	40.6%	0.00	
SSS		C	17.00	40.6%		
TS-SD-L	T-Shirt, SS, SD Reunion	L	6.00			
each		A	15.00	60.0%	0.00	0.0%
MDSE		B	15.00	60.0%	0.00	
		C	15.00	60.0%		
TS-SD-M	T-Shirt, SS, SD Reunion	M	6.00			
each		A	15.00	60.0%	0.00	0.0%
MDSE		B	15.00	60.0%	0.00	
		C	15.00	60.0%		
TS-SD-S	T-Shirt, SS, SD Reunion	S	6.00			
each		A	15.00	60.0%	0.00	0.0%
MDSE		B	15.00	60.0%	0.00	
		C	15.00	60.0%		
TS-SD-XL	T-Shirt, SS, SD Reunion	XL	6.00			
each		A	15.00	60.0%	6.00	25.0%
MDSE		B	15.00	60.0%	8.00	
		C	15.00	60.0%		
TS-SS-BL-L	T-Shirt, SS, Blu	L	7.15			
each		A	12.00	40.4%	14.30	40.4%
MDSE		B	12.00	40.4%	24.00	
SSS		C	12.00	40.4%		
TS-SS-BL-M	T-Shirt, SS, Blu	M	7.15			
each		A	12.00	40.4%	7.15	40.4%
MDSE		B	12.00	40.4%	12.00	
SSS		C	12.00	40.4%		
=====	=====		=====	=====	=====	=====

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=====	=====	=====	=====	=====	=====	=====
TS-SS-BL-S	T-Shirt, SS, Blu	S	7.15			
each		A	12.00	40.4%	0.00	0.0%
MDSE		B	12.00	40.4%	0.00	
SSS		C	12.00	40.4%		
TS-SS-BL-XL	T-Shirt, SS, Blu	XL	7.15			
each		A	12.00	40.4%	14.30	40.4%
MDSE		B	12.00	40.4%	24.00	
SSS		C	12.00	40.4%		
TS-SS-BL-XXL	T-Shirt, SS, Blu	XXL	8.60			
each		A	13.00	33.8%	17.20	33.8%
MDSE		B	13.00	33.8%	26.00	
SSS		C	13.00	33.8%		
TS-SS-WH-L	T-Shirt, SS, Wh	L	5.95			
each		A	12.00	50.4%	5.95	50.4%
MDSE		B	12.00	50.4%	12.00	
SSS		C	12.00	50.4%		
TS-SS-WH-M	T-Shirt, SS, Wh	M	5.95			
each		A	12.00	50.4%	0.00	0.0%
MDSE		B	12.00	50.4%	0.00	
SSS		C	12.00	50.4%		
TS-SS-WH-S	T-Shirt, SS, Wh	S	5.95			
each		A	12.00	50.4%	0.00	0.0%
MDSE		B	12.00	50.4%	0.00	
SSS		C	12.00	50.4%		
TS-SS-WH-XL	T-Shirt, SS, Wh	XL	5.95			
each		A	12.00	50.4%	23.80	50.4%
MDSE		B	12.00	50.4%	48.00	
SSS		C	12.00	50.4%		
TS-SS-WH-XXL	T-Shirt, SS, Wh	XXL	7.40			
each		A	13.00	43.1%	0.00	0.0%
MDSE		B	13.00	43.1%	0.00	
SSS		C	13.00	43.1%		
WB-BLUE	L Windbreaker, Blu U/L	L	17.20			
each		A	22.00	21.8%	51.60	21.8%
MDSE		B	22.00	21.8%	66.00	
SSS		C	22.00	21.8%		
WB-BLUE	M Windbreaker, Blu U/L	M	17.20			
Ea		A	22.00	21.8%	0.00	100.0%
MDSE		B	22.00	21.8%	22.00	
SSS		C	22.00	21.8%		

Part Number UM/Line/Vend	Description		Cost Prices	Margin	YTD COGS YTD Sales	True Margin
=====	=====		=====	=====	=====	=====
WB-BLUE XL	Windbreaker, Blu U/L	XL	17.20			
Ea		A	22.00	21.8%	51.60	21.8%
MDSE		B	22.00	21.8%	66.00	
SSS		C	22.00	21.8%		
Z	MODEL PART		0.0000			
Ea		A	0.00	0.0%	0.00	0.0%
MDSE		B	0.00	0.0%	0.00	
SSS		C	0.00	0.0%		
			=====	=====	=====	=====
	Average Margins	A	7.21	60.7%	1,076.15	45.9%
		B	7.21	60.7%	1,988.00	
		C	7.21	60.7%		
=====	=====		=====	=====	=====	=====