

| TEC DISTRIBUTING | | RETAIL | PREVIOUS | RETAIL | PKG SIZE | | RETAIL @ | | 15% | RETAIL @ | 20% | RETAIL @ | 25% | RETAIL @ | 30% |
|---------------------|-------------------------------|----------|-----------|----------|-----------------|------|----------|----------|--------|----------|--------|----------|--------|----------|--------|
| PROD. | PRICES - TWIN FALLS | CASE | RETAIL | UNIT | UPC | PER | UNIT | SINGLES | UNIT | SINGLES | UNIT | SINGLES | UNIT | SINGLES | UNIT |
| # | Sep-20 | COST | CASE COST | COST | CODES | CASE | | | | | | | | | |
| WILD RIDE | | | | | | | | | | | | | | | |
| 87061 | BIG BOOTY 1/2 BBL | \$160.00 | | \$160.00 | | 1 | | \$188.24 | | \$200.00 | | \$213.33 | | \$228.57 | |
| 87048 | COLD CHILLIN VANILLA 6PK CAN | \$30.77 | | \$7.69 | 8 60001 34781 4 | 4 | | \$9.05 | \$1.51 | \$9.62 | \$1.60 | \$10.26 | \$1.71 | \$10.99 | \$1.83 |
| 87097 | HIPPY HAZE 6PK CAN | \$33.57 | | \$8.39 | 8 60001 34780 7 | 4 | | \$9.87 | \$1.65 | \$10.49 | \$1.75 | \$11.19 | \$1.87 | \$11.99 | \$2.00 |
| 87000 | HOPPERHEAD IPA 1/2 BBL | \$160.00 | | \$160.00 | | 1 | | \$188.24 | | \$200.00 | | \$213.33 | | \$228.57 | |
| 87001 | HOPPERHEAD IPA 1/6 BBL | \$75.00 | | \$75.00 | | 1 | | \$88.24 | | \$93.75 | | \$100.00 | | \$107.14 | |
| 87002 | HOPPERHEAD IPA 22 OZ. BTL | \$46.50 | | \$3.88 | 8 61741 00010 6 | 12 | | \$4.56 | | \$4.84 | | \$5.17 | | \$5.54 | |
| 87010 | ELECTRI-FLY IPA 1/2 BBL | \$160.00 | | \$160.00 | | 1 | | \$188.24 | | \$200.00 | | \$213.33 | | \$228.57 | |
| 87011 | ELECTRI-FLY IPA 1/6 BBL | \$75.00 | | \$75.00 | | 1 | | \$88.24 | | \$93.75 | | \$100.00 | | \$107.14 | |
| 87013 | ELECTRI-FLY 6PK BTL | \$30.00 | | \$7.50 | | 4 | | \$8.82 | \$1.47 | \$9.38 | \$1.56 | \$10.00 | \$1.67 | \$10.71 | \$1.79 |
| 87014 | HIDDEN TRAIL 6PK | \$30.00 | | \$7.50 | | 4 | | \$8.82 | \$1.47 | \$9.38 | \$1.56 | \$10.00 | \$1.67 | \$10.71 | \$1.79 |
| 87016 | HIDDEN TRAIL 1/2 BBL | \$160.00 | | \$160.00 | | 1 | | \$188.24 | | \$200.00 | | \$213.33 | | \$228.57 | |
| 87017 | HIDDEN TRAIL 1/6 BBL | \$75.00 | | \$75.00 | | 1 | | \$88.24 | | \$93.75 | | \$100.00 | | \$107.14 | |
| 87020 | WHOOPTY WHOOP WHEAT 1/2 BB | \$160.00 | | \$160.00 | | 1 | | \$188.24 | | \$200.00 | | \$213.33 | | \$228.57 | |
| 87021 | WHOOPTY WHOOP WHEAT 1/6 BB | \$75.00 | | \$75.00 | | 1 | | \$88.24 | | \$93.75 | | \$100.00 | | \$107.14 | |
| 87023 | WHOOPTY WHOOP WHEAT 6PK C. | \$30.77 | | \$7.69 | 8 60001 34782 1 | 4 | | \$9.05 | \$1.51 | \$9.62 | \$1.60 | \$10.26 | \$1.71 | \$10.99 | \$1.83 |
| 87030 | STAND UP & SHOUT STOUT 1/2 BB | \$183.00 | | \$183.00 | | 1 | | \$215.29 | | \$228.75 | | \$244.00 | | \$261.43 | |
| 87031 | STAND UP & SHOUT STOUT 1/6 BB | \$90.00 | | \$90.00 | | 1 | | \$105.88 | | \$112.50 | | \$120.00 | | \$128.57 | |
| 87032 | STAND UP & SHOUT 22 OZ. BLT | \$46.50 | | \$3.88 | 8 61741 00011 3 | 12 | | \$4.56 | | \$4.84 | | \$5.17 | | \$5.54 | |
| 87064 | TARTY 2 THE PARTY 1/6 BBL | \$75.00 | | \$75.00 | | 1 | | \$88.24 | | \$93.75 | | \$100.00 | | \$107.14 | |
| 87063 | TARTY 2 THE PARTY 1/2 BBL | \$160.00 | | \$160.00 | | 1 | | \$188.24 | | \$200.00 | | \$213.33 | | \$228.57 | |
| 87089 | NW HAZY 1/6 BBL | \$75.00 | | \$75.00 | | 1 | | \$88.24 | | \$93.75 | | \$100.00 | | \$107.14 | |
| 87088 | NW HAZY 1/2 BBL | \$160.00 | | \$160.00 | | 1 | | \$188.24 | | \$200.00 | | \$213.33 | | \$228.57 | |
| 87041 | 3 SISTERS AMERICAN RED 1/6BBL | \$75.00 | | \$75.00 | | 1 | | \$88.24 | | \$93.75 | | \$100.00 | | \$107.14 | |
| 87049 | NUT CRUSHER 6PK BTL | \$30.00 | | \$7.50 | | 4 | | \$8.82 | \$1.47 | \$9.38 | \$1.56 | \$10.00 | \$1.67 | \$10.71 | \$1.79 |
| 87052 | NUT CRUSHER 22 OZ. | \$46.50 | | \$3.88 | | 12 | | \$4.56 | | \$4.84 | | \$5.17 | | \$5.54 | |
| 87039 | BRENN A AMBER 22 OZ. | \$46.50 | | \$3.88 | 8 64697 00041 1 | 12 | | \$4.56 | | \$4.84 | | \$5.17 | | \$5.54 | |
| 87068 | KEEPIN IT KOLSCH 12/500 ML | \$35.00 | | \$2.92 | 8 64697 00049 7 | 12 | | \$3.43 | | \$3.65 | | \$3.89 | | \$4.17 | |
| 87090 | HOTEL HAZY 1/2 BBL | \$160.00 | | \$160.00 | | 1 | | \$188.24 | | \$200.00 | | \$213.33 | | \$228.57 | |
| SODAS | | | | | | | | | | | | | | | |
| HENRY'S SODA | | | | | | | | | | | | | | | |
| 76220 | ROOT BEER 6/PK LN NR | \$17.99 | | \$4.50 | 0 34100 66805 1 | 4 | | \$5.29 | \$0.88 | \$5.62 | \$0.94 | \$6.00 | \$1.00 | \$6.43 | \$1.07 |
| 76320 | ORANGE CREAM6/PK LN NR | \$17.99 | | \$4.50 | 0 34100 61805 6 | 4 | | \$5.29 | \$0.88 | \$5.62 | \$0.94 | \$6.00 | \$1.00 | \$6.43 | \$1.07 |
| 76420 | VANILLA CREAM 6/PK LN NR | \$17.99 | | \$4.50 | 0 34100 63805 4 | 4 | | \$5.29 | \$0.88 | \$5.62 | \$0.94 | \$6.00 | \$1.00 | \$6.43 | \$1.07 |
| 76520 | BLACK CHERRY 6/PK LN NR | \$17.99 | | \$4.50 | 0 34100 65805 2 | 4 | | \$5.29 | \$0.88 | \$5.62 | \$0.94 | \$6.00 | \$1.00 | \$6.43 | \$1.07 |
| KOMBUCHA | | | | | | | | | | | | | | | |
| 97000 | STRAWBERRY HIBISCUS | \$29.40 | | \$2.45 | 8 55904 00221 2 | 12 | | \$2.88 | | \$3.06 | | \$3.27 | | \$3.50 | |
| 97001 | RASPBERRY GINGER | \$29.40 | | \$2.45 | 8 55904 00222 9 | 12 | | \$2.88 | | \$3.06 | | \$3.27 | | \$3.50 | |
| 97002 | ASIAN PEAR | \$29.40 | | \$2.45 | 8 55904 00223 6 | 12 | | \$2.88 | | \$3.06 | | \$3.27 | | \$3.50 | |
| 97003 | BLACK CURRANT | \$29.40 | | \$2.45 | 8 55904 00224 3 | 12 | | \$2.88 | | \$3.06 | | \$3.27 | | \$3.50 | |
| 97004 | RASPBERRY LEMONADE | \$29.40 | | \$2.45 | 8 55904 00228 1 | 12 | | \$2.88 | | \$3.06 | | \$3.27 | | \$3.50 | |
| 97005 | GINGER MINT LEMONADE | \$29.40 | | \$2.45 | 8 55904 00227 4 | 12 | | \$2.88 | | \$3.06 | | \$3.27 | | \$3.50 | |