



TRADE ONLY

Valid from 01/03/20

Trade Prices	RETAILERS MARGIN				TRADE case cash margin	Shop margin %	Minimum RRP shop take away sales
	TRADE SINGLE Bottle cost	Single bottle Cash margin	Bottles per trade case	TRADE case cost			
Traditional Mini Brik 200ml	£0.58	£0.27	24	£13.92	£6.48	32%	£0.85
Traditional 200ml	£0.62	£0.38	24	£14.88	£9.12	38%	£1.00
Sugar & Lactose FREE 200ml	£0.62	£0.38	24	£14.88	£9.12	38%	£1.00
Mocca 200ml	£0.75	£0.35	12	£9.00	£4.20	32%	£1.10
Dark Noir 200ml	£0.75	£0.35	12	£9.00	£4.20	32%	£1.10
Traditional GLASS 200ml	£0.74	£0.36	24	£17.76	£8.64	33%	£1.10
Traditional 1 Litre	£1.99	£0.86	6	£11.94	£5.16	30%	£2.85
Sugar & Lactose FREE 1 Litre	£1.99	£0.86	6	£11.94	£5.16	30%	£2.85

COFFEE SHOP MARGINS				
TABLE SERVICE				
Heated or cold, 200ml service (increase margins by using 1 Litre bottles)				
	MIMIMUM Coffee Shop Selling price for cold or hot 200ml serving	Cost using 200ml bottle or taken from 1 Litre	Cash Margin	Margin %
Traditional 200ml	£2.50	£0.80	£1.70	68.0%
Sugar & Lactose FREE 200ml	£2.50	£0.80	£1.70	68.0%
Mocca 200ml	£2.50	£0.87	£1.63	65.2%
Dark Noir 200ml	£2.50	£0.87	£1.63	65.2%
Traditional GLASS 200ml	£2.50	£0.92	£1.58	63.2%
Traditional 1 Litre	£2.50	£0.43	£2.07	82.8%
Sugar & Lactose FREE 1 Litre	£2.50	£0.43	£2.07	82.8%

Trade order – minimum 10 cases mixed

Delivery charge is a fixed price of £20 to most UK Mainland post codes and FREE DELIVERY on orders over 30 cases to most UK Mainland post codes. (English Islands and Scottish Highlands have an additional charge of £20, Northern Ireland a £25 additional fee and Scottish Islands a fixed fee of £120. Payment of additional delivery costs by electronic invoice)

