



**ALL STATES
YEAR 2003**

**WINE AND VERMOUTH
CASE SALES ANALYSIS**

**NATIONAL ALCOHOL BEVERAGE CONTROL ASSOCIATION, INC.
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NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

ALL STATES-1/1/03 - 12/31/03

PAGE 1

| CLASS & TYPE BRAND | AGE / PROOF | RETAIL PRICE 750ml | CASE SALES | | CASES + or - | % OF + or - | % OF TYPE | |
|----------------------------|----------------|--------------------------|---------------|---------------|-----------------|----------------|-----------|-----------|
| | | | This Year | Last Year | | | This Year | Last Year |
| DOM PORT RED | | | | | | | | |
| TAYLOR | | | 73318 | 68799 | 4519 | 6.57 | 55.59 | 52.45 |
| GALLO FAIRBANKS | | | 25815 | 27678 | -1863 | -6.73 | 19.57 | 21.10 |
| KINGS RUBY | | | 17697 | 18093 | -396 | -2.19 | 13.42 | 13.79 |
| CHRISTAN B RUBY | | | 7765 | 7261 | 504 | 6.94 | 5.89 | 5.54 |
| ISC | | | 5487 | 6416 | -929 | -14.48 | 4.16 | 4.89 |
| WHD VINTGE PORT | | | 1259 | 1181 | 78 | 6.60 | .95 | .90 |
| FICKLIN TINTA | | | 214 | 157 | 57 | 36.31 | .16 | .12 |
| BRNGER CAB SAUV | | | 60 | 53 | 7 | 13.21 | .05 | .04 |
| WHY PORT RED | | | 59 | 55 | 4 | 7.27 | .04 | .04 |
| QUADY ESSENCIA | | | 39 | 17 | 22 | 129.41 | .03 | .01 |
| MISSION MOUNTN | | | 25 | 37 | -12 | -32.43 | .02 | .03 |
| QUADY ELYSIUM | | | 25 | 10 | 15 | 150.00 | .02 | .01 |
| TAYLOR RESERVES | | | 23 | 26 | -3 | -11.54 | .02 | .02 |
| RM WOODBDG PORT | | | 19 | 17 | 2 | 11.76 | .01 | .01 |
| HEITZ GRIGNOLIN | | | 13 | 4 | 9 | 225.00 | .01 | .00 |
| PORTEUS | | | 12 | 6 | 6 | 100.00 | .01 | .00 |
| MONTEVINA ZNFDL | | | 10 | 15 | -5 | -33.33 | .01 | .01 |
| KNIPPRTH PSITRN | | | 9 | 48 | -39 | -81.25 | .01 | .04 |
| MEIERS RUBY | | | 8 | 20 | -12 | -60.00 | .01 | .02 |
| QUADY LATE BTTL | | | 8 | 11 | -3 | -27.27 | .01 | .01 |
| KNIPPRATH CHOC | | | 6 | 51 | -45 | -88.24 | .00 | .04 |
| MEIERS #44 RUBY | | | 6 | 20 | -14 | -70.00 | .00 | .02 |
| FICKLIN VINTAGE | | | 6 | 1 | 5 | 500.00 | .00 | .00 |
| JUSTIN OBTUSE | | | 6 | | 6 | 100.00 | .00 | .00 |
| ZABACO R CABRNT | | | 5 | 15 | -10 | -66.67 | .00 | .01 |
| DECO | | | 3 | 8 | -5 | -62.50 | .00 | .01 |
| WILEN 49 | | | 1 | 819 | -818 | -99.88 | .00 | .62 |
| A A CH LUZERNE | | | 1 | 343 | -342 | -99.71 | .00 | .26 |
| GUENOC VINTAGE | | | 1 | 5 | -4 | -80.00 | .00 | .00 |
| MARIETTA VNTAGE | | | 1 | 2 | -1 | -50.00 | .00 | .00 |
| GIBSON WH PHSNT | | | 1 | 1 | -1 | -100.00 | .00 | .00 |
| TOTAL DOM PORT RED | RED | | 131901 | 131169 | 732 | .56 | | |
| DOM PORT TWNY | | | | | | | | |
| TAYLOR | | | 18129 | 18451 | -322 | -1.75 | 84.89 | 84.01 |
| GALLO LIV SHFLD | | | 3188 | 3463 | -275 | -7.94 | 14.93 | 15.77 |
| CHRISTIAN BROS | | | 29 | 37 | -8 | -21.62 | .14 | .17 |
| FICKLIN 10YR | | | 9 | 9 | | .00 | .04 | .04 |
| PASTENE | | | 1 | 1 | -1 | -100.00 | .00 | .00 |
| WIDMER'S | | | 1 | 1 | -1 | -100.00 | .00 | .00 |
| TOTAL DOM PORT TWNY | TWNY | | 21355 | 21962 | -607 | -2.76 | | |
| DOM PORT WHT | | | | | | | | |
| GALLO FAIRBANKS | | | 6025 | 5896 | 129 | 2.19 | 52.05 | 46.55 |
| KINGS | | | 3567 | 4219 | -652 | -15.45 | 30.81 | 33.31 |
| ISC | | | 1921 | 2503 | -582 | -23.25 | 16.59 | 19.76 |
| HORTON PEAR | | | 35 | 17 | 18 | 105.88 | .30 | .13 |
| KNIPPRATH CLLR | | | 28 | 30 | -2 | -6.67 | .24 | .24 |
| PASTENE WHITE | | | 1 | 1 | -1 | -100.00 | .00 | .01 |
| TOTAL DOM PORT WHT | WHT | | 11576 | 12666 | -1090 | -8.61 | | |
| DOM SHRRY REG | | | | | | | | |
| GALLO FAIRBANKS | | | 12262 | 12554 | -292 | -2.33 | 37.91 | 36.07 |
| TAYLOR GOLDEN | | | 8935 | 9690 | -755 | -7.79 | 27.62 | 27.84 |
| ISC | | | 4003 | 5010 | -1007 | -20.10 | 12.38 | 14.39 |
| KINGS | | | 3745 | 3682 | 63 | 1.71 | 11.58 | 10.58 |
| A A CH LUZERNE | | | 2097 | 2242 | -145 | -6.47 | 6.48 | 6.44 |
| CHRISTAN B GOLD | | | 833 | 1226 | -393 | -32.06 | 2.58 | 3.52 |
| TAYLOR COOKING | | | 157 | 115 | 42 | 36.52 | .49 | .33 |
| P MASSON FINE | | | 148 | 136 | 12 | 8.82 | .46 | .39 |
| CRIBARI COOKING | | | 75 | 91 | -16 | -17.58 | .23 | .26 |
| KEDEM ROYALE | | | 41 | 13 | 28 | 215.38 | .13 | .04 |
| PLEASANT VALLEY | | | 27 | 18 | 9 | 50.00 | .08 | .05 |
| MARIO | | | 20 | | 20 | 100.00 | .06 | .00 |
| CRIBARI | | | 2 | 6 | -4 | -66.67 | .01 | .02 |
| PLSNT VLY COOKG | | | 1 | 22 | -21 | -95.45 | .00 | .06 |
| TOTAL DOM SHRRY REG | REG | | 32346 | 34805 | -2459 | -7.07 | | |
| DOM SHRRY CRM | | | | | | | | |
| TAYLOR | | | 18963 | 18794 | 169 | .90 | 40.31 | 39.18 |
| GALLO LIV SHFLD | | | 12812 | 13294 | -482 | -3.63 | 27.23 | 27.72 |
| CHRISTIAN BROS | | | 8038 | 8006 | 32 | .40 | 17.09 | 16.69 |
| GALLO FAIRBANKS | | | 7070 | 7679 | -609 | -7.93 | 15.03 | 16.01 |
| P MASSON GOLDEN | | | 91 | 101 | -10 | -9.90 | .19 | .21 |
| MEIERS 44 | | | 27 | 32 | -5 | -15.63 | .06 | .07 |
| TAYLOR RESERVES | | | 24 | 33 | -9 | -27.27 | .05 | .07 |
| PLEASANT VALLEY | | | 13 | 20 | -7 | -35.00 | .03 | .04 |
| MARTINI | | | 4 | 3 | 1 | 33.33 | .01 | .01 |
| CRSTN BR MELOSO | | | 1 | 1 | | .00 | .00 | .00 |
| MEIERS | | | 1 | 2 | -2 | -100.00 | .00 | .00 |
| TOTAL DOM SHRRY CRM | CRM | | 47043 | 47965 | -922 | -1.92 | | |
| DOM SHRRY DRY | | | | | | | | |
| TAYLOR COCKTAIL | | | 18233 | 17285 | 948 | 5.48 | 48.45 | 45.72 |
| GALLO FBK CKTL | | | 8690 | 9393 | -703 | -7.48 | 23.09 | 24.84 |
| CHRISTIAN BROS | | | 5244 | 5094 | 150 | 2.94 | 13.93 | 13.47 |

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ALL STATES-1/1/03 - 12/31/03

PAGE 2

| CLASS & TYPE BRAND | AGE / PROOF | RETAIL PRICE 750ml | CASE SALES | | CASES + or - | % OF + or - | % OF TYPE | |
|----------------------------|----------------|--------------------------|---------------|---------------|-----------------|----------------|-----------|-----------|
| | | | This Year | Last Year | | | This Year | Last Year |
| GALLO LIV SHFLD | | | 4207 | 4675 | -468 | -10.01 | 11.18 | 12.37 |
| PAUL MASSON | | | 897 | 970 | -73 | -7.53 | 2.38 | 2.57 |
| CHRISTAN B CKTL | | | 344 | 357 | -13 | -3.64 | .91 | .94 |
| MEIERS CKTL 11 | | | 9 | 9 | | .00 | .02 | .02 |
| PLEASANT VALLEY | | | 5 | 22 | -17 | -77.27 | .01 | .06 |
| MARTINI | | | 3 | 3 | | .00 | .01 | .01 |
| GALLO LIV SHFLD | | | 1 | | 1 | 100.00 | .00 | .00 |
| TOTAL DOM SHRRY DRY | | | 37633 | 37808 | -175 | -.46 | | |
| DOMESTIC PLUM | | | | | | | | |
| KEDEM PLUM ROYL | | | 35 | 27 | 8 | 29.63 | 100.00 | 100.00 |
| TOTAL DOMESTIC PLUM | | | 35 | 27 | 8 | 29.63 | | |
| DOM FRUIT OTH | | | | | | | | |
| M DVD 20/20 ORG | | | 14436 | 19108 | -4672 | -24.45 | 58.04 | 59.22 |
| THUNDRBRD CTRUS | | | 7264 | 9515 | -2251 | -23.66 | 29.20 | 29.49 |
| CISCO PEACH | | | 1147 | 1352 | -205 | -15.16 | 4.61 | 4.19 |
| CISCO RED | | | 880 | 1020 | -140 | -13.73 | 3.54 | 3.16 |
| CISCO BERRY | | | 782 | 836 | -54 | -6.46 | 3.14 | 2.59 |
| CISCO BLK CHRRY | | | 263 | 291 | -28 | -9.62 | 1.06 | .90 |
| CISCO STRAWBRRY | | | 54 | 52 | 2 | 3.85 | .22 | .16 |
| CISCO ORANGE | | | 36 | 32 | 4 | 12.50 | .14 | .10 |
| BNNY DOON RSPBY | | | 11 | 42 | -31 | -73.81 | .04 | .13 |
| RICHARDS PEACH | | | | 16 | -16 | -100.00 | .00 | .05 |
| TOTAL DOM FRUIT OTH | | | 24873 | 32264 | -7391 | -22.91 | | |
| DOM CONCORD | | | | | | | | |
| MANISCHEWITZ | | | 34967 | 32811 | 2156 | 6.57 | 33.78 | 32.27 |
| MOGEN DAVID | | | 28165 | 26253 | 1912 | 7.28 | 27.21 | 25.82 |
| MANICHZ CRM WHT | | | 15837 | 17004 | -1167 | -6.86 | 15.30 | 16.72 |
| MANICHZ CRM RED | | | 11682 | 12214 | -532 | -4.36 | 11.29 | 12.01 |
| KING SOLOMON | | | 5349 | 5929 | -580 | -9.78 | 5.17 | 5.83 |
| MANICHZ CRM BLS | | | 3560 | 4186 | -626 | -14.95 | 3.44 | 4.12 |
| CLOVER HILL GRP | | | 2150 | 1600 | 550 | 34.38 | 2.08 | 1.57 |
| PENN-SHORE SWT | | | 886 | 749 | 137 | 18.29 | .86 | .74 |
| KEDEM GRAPE SUP | | | 212 | 214 | -2 | -.93 | .20 | .21 |
| KESSER | | | 179 | 161 | 18 | 11.18 | .17 | .16 |
| RASHI LT RED | | | 103 | 103 | | .00 | .10 | .10 |
| RASHI LT WHITE | | | 99 | 81 | 18 | 22.22 | .10 | .08 |
| HERITAGE RED | | | 70 | 93 | -23 | -24.73 | .07 | .09 |
| MANISCHEWIT MED | | | 62 | 29 | 33 | 113.79 | .06 | .03 |
| KEDEM NATURAL | | | 43 | 43 | | .00 | .04 | .04 |
| KEDEM CREAM WHT | | | 37 | 23 | 14 | 60.87 | .04 | .02 |
| KEDEM CREAM RED | | | 35 | 40 | -5 | -12.50 | .03 | .04 |
| KEDEM CREAM PNK | | | 26 | 15 | 11 | 73.33 | .03 | .01 |
| RASHI | | | 15 | 25 | -10 | -40.00 | .01 | .02 |
| RASHI LT PINK | | | 14 | 13 | 1 | 7.69 | .01 | .01 |
| KEDEM CREAM RSE | | | 6 | | 6 | 100.00 | .01 | .00 |
| MOGN DVD BLS RD | | | 3 | 68 | -65 | -95.59 | .00 | .07 |
| SCHAPIRO EX HVY | | | 2 | 3 | -1 | -33.33 | .00 | .00 |
| MANISCHEWIT SWT | | | | 21 | -21 | -100.00 | .00 | .02 |
| MAN GR ALMONTTA | | | | 7 | -7 | -100.00 | .00 | .01 |
| KEDEM KAL | | | | 1 | -1 | -100.00 | .00 | .00 |
| TOTAL DOM CONCORD | | | 103502 | 101686 | 1816 | 1.79 | | |
| DOM MADEIRA | | | | | | | | |
| P MASSON MADERA | | | 5600 | 5639 | -39 | -.69 | 92.79 | 93.04 |
| CRIBARI MADEIRA | | | 386 | 390 | -4 | -1.03 | 6.40 | 6.43 |
| NORTHERN VALLEY | | | 49 | 32 | 17 | 53.13 | .81 | .53 |
| TOTAL DOM MADEIRA | | | 6035 | 6061 | -26 | -.43 | | |
| DOM MARSALA | | | | | | | | |
| CRIBARI MARSALA | | | 6453 | 6225 | 228 | 3.66 | 24.47 | 25.15 |
| ISC MARSALA | | | 6207 | 6191 | 16 | .26 | 23.54 | 25.02 |
| C ROYALE MARSLA | | | 6161 | 5963 | 198 | 3.32 | 23.36 | 24.09 |
| G AND D | | | 4346 | 4084 | 262 | 6.42 | 16.48 | 16.50 |
| TAYLOR | | | 2813 | 2099 | 714 | 34.02 | 10.67 | 8.48 |
| MARIO | | | 322 | 110 | 212 | 192.73 | 1.22 | .44 |
| KEDEM | | | 34 | 11 | 23 | 209.09 | .13 | .04 |
| TAYLOR RESERVES | | | 21 | 35 | -14 | -40.00 | .08 | .14 |
| NANDO DRY | | | 8 | 11 | -3 | -27.27 | .03 | .04 |
| CHEF'S P RS DRY | | | 4 | 2 | 2 | 100.00 | .02 | .01 |
| PAUL MASSON | | | 2 | 3 | -1 | -33.33 | .01 | .01 |
| CHEF'S P RS SWT | | | | 11 | -11 | -100.00 | .00 | .04 |
| GIBSON MARSALA | | | | 4 | -4 | -100.00 | .00 | .02 |
| TOTAL DOM MARSALA | | | 26371 | 24749 | 1622 | 6.55 | | |
| DM MSCTL/MSCT | | | | | | | | |
| KINGS | | | 2480 | 2780 | -300 | -10.79 | 60.72 | 63.21 |
| ISC | | | 562 | 541 | 21 | 3.88 | 13.76 | 12.30 |
| HYATT BLCK MSCT | | | 440 | 370 | 70 | 18.92 | 10.77 | 8.41 |
| BNNY DN VN GLCR | | | 151 | 147 | 4 | 2.72 | 3.70 | 3.34 |
| QUADY ESSN MUST | | | 116 | 105 | 11 | 10.48 | 2.84 | 2.39 |
| ST SUPERY MSCTO | | | 112 | 82 | 30 | 36.59 | 2.74 | 1.86 |
| QUADY ELSIUM MS | | | 65 | 68 | -3 | -4.41 | 1.59 | 1.55 |
| BV MSCT DE BEAU | | | 45 | 32 | 13 | 40.63 | 1.10 | .73 |
| QUADY ELECTRA | | | 38 | 90 | -52 | -57.78 | .93 | 2.05 |

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PAGE 3

| CLASS & TYPE BRAND | AGE / PROOF | RETAIL PRICE 750ml | CASE SALES | | CASES + or - | % OF + or - | % OF TYPE | |
|----------------------------|----------------|--------------------------|---------------|---------------|-----------------|----------------|-----------|-----------|
| | | | This Year | Last Year | | | This Year | Last Year |
| POWERS MSCT CNL | | | 28 | | 28 | 100.00 | .69 | .00 |
| KIONA LT HV MUS | | | 11 | 14 | -3 | -21.43 | .27 | .32 |
| ROSNBLM BLK MUS | | | 11 | 1 | 10 | 100.00 | .27 | .02 |
| PECOTA MUS ANDR | | | 9 | 5 | 4 | 80.00 | .22 | .11 |
| EDS LH MOSCATO | | | 7 | 3 | 4 | 133.33 | .17 | .07 |
| B HERZOG BLACK | | | 7 | | 7 | 100.00 | .17 | .00 |
| WILEN 49 | | | 1 | 149 | -148 | -99.33 | .02 | 3.39 |
| ANTIGUA | | | 1 | 2 | -1 | -50.00 | .02 | .05 |
| SHENANDH BL MUS | | | | 3 | -3 | -100.00 | .00 | .07 |
| BNNY DN MUS ORG | | | | 3 | -3 | -100.00 | .00 | .07 |
| MARKHAM BLANC | | | | 2 | -2 | -100.00 | .00 | .05 |
| WIEDERKEHR MSCT | | | | 1 | -1 | -100.00 | .00 | .02 |
| TOTAL DM MSCTL/MSCT | | | 4084 | 4398 | -314 | -7.14 | | |
| DOMESTIC SAKE | | | | | | | | |
| GEKKEIKAN | | | 10066 | 8739 | 1327 | 15.18 | 52.80 | 49.64 |
| SHO CHKU B SAKE | | | 5215 | 5209 | 6 | .12 | 27.36 | 29.59 |
| OZEKI SAKE | | | 1158 | 1220 | -62 | -5.08 | 6.07 | 6.93 |
| HAKUSAN | | | 521 | 717 | -196 | -27.34 | 2.73 | 4.07 |
| SHO CHKU B NGRI | | | 369 | 322 | 47 | 14.60 | 1.94 | 1.83 |
| MOMOKAWA DIAMND | | | 339 | 258 | 81 | 31.40 | 1.78 | 1.47 |
| MOMOKAWA PEARL | | | 266 | 158 | 108 | 68.35 | 1.40 | .90 |
| GEKKEIKAN HAIKU | | | 239 | 218 | 21 | 9.63 | 1.25 | 1.24 |
| MOMOKAWA SILVER | | | 199 | 160 | 39 | 24.38 | 1.04 | .91 |
| MOMOKAWA RUBY | | | 180 | 152 | 28 | 18.42 | .94 | .86 |
| HAKUSAN PREMIUM | | | 178 | 145 | 33 | 22.76 | .93 | .82 |
| SHO CHKU B GNJO | | | 148 | 79 | 69 | 87.34 | .78 | .45 |
| GEKKN KOKYO SET | | | 133 | 152 | -19 | -12.50 | .70 | .86 |
| GEKKEIKAN DRAFT | | | 19 | 11 | 8 | 72.73 | .10 | .06 |
| MOONSTONE PEAR | | | 10 | | 10 | 100.00 | .05 | .00 |
| MICKEY | | | 7 | | 7 | 100.00 | .04 | .00 |
| OZEKI DRY | | | 5 | 2 | 3 | 150.00 | .03 | .01 |
| OZEKI KARATAMBA | | | 5 | 2 | 3 | 150.00 | .03 | .01 |
| MOONSTONE RSPBY | | | 4 | | 4 | 100.00 | .02 | .00 |
| NAPA SAKI | | | 2 | | 2 | 100.00 | .01 | .00 |
| GEKKN HAIKU SET | | | 1 | 26 | -25 | -96.15 | .01 | .15 |
| GKKN SHIKI SETS | | | | 30 | -30 | -100.00 | .00 | .17 |
| WAN FU | | | | 3 | -3 | -100.00 | .00 | .02 |
| GEKKEIKAN LIGHT | | | | 1 | -1 | -100.00 | .00 | .01 |
| TOTAL DOMESTIC SAKE | | | 19064 | 17604 | 1460 | 8.29 | | |
| DOM TOKAY | | | | | | | | |
| KINGS RED | | | 299 | 668 | -369 | -55.24 | 92.28 | 75.40 |
| KEDEM | | | 19 | 18 | 1 | 5.56 | 5.86 | 2.03 |
| WILEN 49 | | | 6 | 200 | -194 | -97.00 | 1.85 | 22.57 |
| TOTAL DOM TOKAY | | | 324 | 886 | -562 | -63.43 | | |
| DOM DSSRT OTH | | | | | | | | |
| RICH WIR RED | | | 96880 | 90884 | 5996 | 6.60 | 62.97 | 51.02 |
| M DVD 20/20 RED | | | 14580 | 27402 | -12822 | -46.79 | 9.48 | 15.38 |
| RICH WIR WHITE | | | 10235 | 9967 | 268 | 2.69 | 6.65 | 5.60 |
| THUNDERBIRD | | | 8899 | 16422 | -7523 | -45.81 | 5.78 | 9.22 |
| DUBONNET ROUGE | | | 4840 | 4925 | -85 | -1.73 | 3.15 | 2.76 |
| RICH WIR/FRUIT | | | 4559 | 5365 | -806 | -15.02 | 2.96 | 3.01 |
| GALLO N TRN EXP | | | 3862 | 4492 | -630 | -14.02 | 2.51 | 2.52 |
| TIGER ROSE | | | 3173 | 5010 | -1837 | -36.67 | 2.06 | 2.81 |
| CAMPOBASSO RED | | | 2832 | 1838 | 994 | 54.08 | 1.84 | 1.03 |
| RICH WIR GRAPE | | | 2512 | 3063 | -551 | -17.99 | 1.63 | 1.72 |
| DUBONNET BLANC | | | 506 | 547 | -41 | -7.50 | .33 | .31 |
| SKY RV SMI MEAD | | | 238 | 221 | 17 | 7.69 | .15 | .12 |
| GALLO NIGHT TRN | | | 216 | 462 | -246 | -53.25 | .14 | .26 |
| B DOON FRMBOISE | | | 120 | 23 | 97 | 421.74 | .08 | .01 |
| MD 20/20 LT CRK | | | 116 | 665 | -549 | -82.56 | .08 | .37 |
| CAMAS HCKBRY MD | | | 108 | | 108 | 100.00 | .07 | .00 |
| KEDEM MALAGA | | | 66 | 29 | 37 | 127.59 | .04 | .02 |
| LINGANRE STPCHS | | | 62 | 52 | 10 | 19.23 | .04 | .03 |
| FAR NIENRE DOLC | | | 14 | 19 | -5 | -26.32 | .01 | .01 |
| CAMAS RSPBRY MD | | | 9 | | 9 | 100.00 | .01 | .00 |
| LINGANRE SKPJCK | | | 8 | 3 | 5 | 166.67 | .01 | .00 |
| SAMSON FRM RASP | | | 6 | | 6 | 100.00 | .00 | .00 |
| LAROSA DAGGR RD | | | 4 | 6713 | -6709 | -99.94 | .00 | 3.77 |
| PR MCHL TRES BN | | | 4 | | 4 | 100.00 | .00 | .00 |
| BONAIR HNY MEAD | | | 2 | 4 | -2 | -50.00 | .00 | .00 |
| MONT L SLL ANGL | | | 2 | 3 | -1 | -33.33 | .00 | .00 |
| KEDEM 144 WHITE | | | 1 | | 1 | 100.00 | .00 | .00 |
| POST MUSDNE RED | | | | 13 | -13 | -100.00 | .00 | .01 |
| ST GEO FRMB RYL | | | | 1 | -1 | -100.00 | .00 | .00 |
| TOTAL DOM DSSRT OTH | | | 153854 | 178123 | -24269 | -13.62 | | |
| BURGUNDY | | | | | | | | |
| CARLO ROSSI RED | | | 64312 | 66574 | -2262 | -3.40 | 25.92 | 25.05 |
| GALLO LIVINGSTN | | | 38021 | 40876 | -2855 | -6.98 | 15.33 | 15.38 |
| FRAN O WLD CLSC | | | 30552 | 29275 | 1277 | 4.36 | 12.32 | 11.02 |
| ALMDN MNT RD BX | | | 21333 | 28995 | -7662 | -26.43 | 8.60 | 10.91 |
| INGLKN VYD CLSC | | | 16830 | 17928 | -1098 | -6.12 | 6.78 | 6.75 |
| PAUL MASSON RBY | | | 14844 | 15215 | -371 | -2.44 | 5.98 | 5.73 |
| PETER VELLA | | | 12370 | 8533 | 3837 | 44.97 | 4.99 | 3.21 |
| GALLO TV HEARTY | | | 11337 | 11247 | 90 | .80 | 4.57 | 4.23 |
| TAYLOR CAL CLLR | | | 8685 | 9414 | -729 | -7.74 | 3.50 | 3.54 |

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PAGE 4

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|-----------------------|----------------|--------------------------|---------------|---------------|-----------------|----------------|-----------|-----------|
| | | | This Year | Last Year | | | This Year | Last Year |
| ALMADN MNT RED | | | 8674 | 10249 | -1575 | -15.37 | 3.50 | 3.86 |
| CHAT LUZERNE | | | 8000 | 10519 | -2519 | -23.95 | 3.22 | 3.96 |
| KINGS MED SWEET | | | 5046 | 5095 | -49 | -.96 | 2.03 | 1.92 |
| P GARRETT VN CH | | | 2339 | 2802 | -463 | -16.52 | .94 | 1.05 |
| WM WYCLIFF | | | 1958 | 2927 | -969 | -33.11 | .79 | 1.10 |
| SETTLERS CREEK | | | 1694 | 1799 | -105 | -5.84 | .68 | .68 |
| CRIBARI MNT RED | | | 848 | 830 | 18 | 2.17 | .34 | .31 |
| ALMADEN MELLOW | | | 678 | 1021 | -343 | -33.59 | .27 | .38 |
| INGLNOK PS PUMP | | | 356 | 377 | -21 | -5.57 | .14 | .14 |
| PAUL MASSN PUMP | | | 69 | 212 | -143 | -67.45 | .03 | .08 |
| VINO PEDILUVIO | | | 43 | 23 | 20 | 86.96 | .02 | .01 |
| KEDEM | | | 33 | 26 | 7 | 26.92 | .01 | .01 |
| FRANZIA PRMA RD | | | 25 | 39 | -14 | -35.90 | .01 | .01 |
| MEIERS MELLOW | | | 13 | 25 | -12 | -48.00 | .01 | .01 |
| TAYLOR CC EZ SV | | | 12 | 5 | 7 | 140.00 | .00 | .00 |
| GALLO CLASSIC | | | 1 | 3 | -2 | -66.67 | .00 | .00 |
| ROMA ES VN DV R | | | | 1741 | -1741 | -100.00 | .00 | .66 |
| TAYLOR CC BOX | | | | 11 | -11 | -100.00 | .00 | .00 |
| TAYLOR | | | | 1 | -1 | -100.00 | .00 | .00 |
| TOTAL BURGUNDY | | | 248073 | 265762 | -17689 | -6.66 | | |
| CHIANTI | | | | | | | | |
| CRIBARI | | | 28164 | 26461 | 1703 | 6.44 | 36.60 | 41.54 |
| FRANZIA | | | 18929 | 15123 | 3806 | 25.17 | 24.60 | 23.74 |
| CARLO ROSSI LGT | | | 13832 | 5591 | 8241 | 147.40 | 17.97 | 8.78 |
| CH LUZERNE GRBL | | | 11261 | 12305 | -1044 | -8.48 | 14.63 | 19.32 |
| LIVINGSTON | | | 3526 | 3046 | 480 | 15.76 | 4.58 | 4.78 |
| MACARONI GRILL | | | 988 | 1058 | -70 | -6.62 | 1.28 | 1.66 |
| INGLENOOK VNYRD | | | 113 | 15 | 98 | 653.33 | .15 | .02 |
| P GARRETT VN CH | | | 82 | 26 | 56 | 215.38 | .11 | .04 |
| DE ANGELO'S | | | 57 | 72 | -15 | -20.83 | .07 | .11 |
| TOTAL CHIANTI | | | 76952 | 63697 | 13255 | 20.81 | | |
| RED GENRC OTH | | | | | | | | |
| C RSSI PSNO FLV | | | 125071 | 125251 | -180 | -.14 | 43.51 | 46.07 |
| FRANZIA CHLLABL | | | 72488 | 56283 | 16205 | 28.79 | 25.22 | 20.70 |
| TAYLOR LAKE C R | | | 42661 | 44697 | -2036 | -4.56 | 14.84 | 16.44 |
| TAYLOR LK SFT R | | | 6284 | 5647 | 637 | 11.28 | 2.19 | 2.08 |
| RICHARD WIR RED | | | 6215 | 6587 | -372 | -5.65 | 2.16 | 2.42 |
| FRR RED | | | 5392 | 5342 | 50 | .94 | 1.88 | 1.96 |
| ALMADEN ALFRSCO | | | 4636 | 6922 | -2286 | -33.03 | 1.61 | 2.55 |
| BULLY HL GROWER | | | 3310 | 3026 | 284 | 9.39 | 1.15 | 1.11 |
| BLLY HL LV GOAT | | | 2679 | 2225 | 454 | 20.40 | .93 | .82 |
| CH MRRST BL DOG | | | 1415 | 1689 | -274 | -16.22 | .49 | .62 |
| MARIETTA O VN R | | | 1364 | 1344 | 20 | 1.49 | .47 | .49 |
| NIEBM-CPLA CLRT | | | 1340 | 1025 | 315 | 30.73 | .47 | .38 |
| WILCX CLRION RV | | | 1308 | 877 | 431 | 49.14 | .46 | .32 |
| HAZLITT RED CAT | | | 1157 | 481 | 676 | 140.54 | .40 | .18 |
| CH MRRSTT S LRL | | | 1067 | 934 | 133 | 14.24 | .37 | .34 |
| MAZZA CNTRY RED | | | 1007 | 926 | 81 | 8.75 | .05 | .34 |
| PRESQUE ISL CRK | | | 711 | 549 | 162 | 29.51 | .25 | .20 |
| BLLY HL WALTR S | | | 579 | 502 | 77 | 15.34 | .20 | .18 |
| RICHARD WIR GRP | | | 524 | 456 | 68 | 14.91 | .18 | .17 |
| WLLMSBG SCHLLNG | | | 463 | 552 | -89 | -16.12 | .16 | .20 |
| FRAN SMT CHL BX | | | 432 | | 432 | 100.00 | .15 | .00 |
| NTTNY MT TAILGT | | | 422 | 428 | -6 | -1.40 | .15 | .16 |
| HOGUE HARVEST | | | 419 | | 419 | 100.00 | .15 | .00 |
| HORTON NORTON | | | 368 | 420 | -52 | -12.38 | .13 | .15 |
| FRAN CPPLA CLRT | | | 367 | 103 | 264 | 256.31 | .13 | .04 |
| WINE WORKS RSRV | | | 320 | 270 | 50 | 18.52 | .11 | .10 |
| LAUREL GLN REDS | | | 305 | 123 | 182 | 147.97 | .11 | .05 |
| FREY NATURAL | | | 288 | 155 | 133 | 85.81 | .10 | .06 |
| BULLY HL L GOAT | | | 269 | 209 | 60 | 28.71 | .09 | .08 |
| OUR DAILY RED | | | 242 | 33 | 209 | 633.33 | .08 | .01 |
| CLOVR HLL T RCK | | | 232 | 114 | 118 | 103.51 | .08 | .04 |
| HAZLITT CBN FVR | | | 231 | | 231 | 100.00 | .08 | .00 |
| MADSN RDG SW RS | | | 208 | 256 | -48 | -18.75 | .07 | .09 |
| NSSLY NGHTY MRT | | | 192 | 118 | 74 | 62.71 | .07 | .04 |
| ROCKBRIDGE | | | 167 | 152 | 15 | 9.87 | .06 | .06 |
| FERARI-CRNO SNA | | | 164 | 259 | -95 | -36.68 | .06 | .10 |
| CHESPKE BL CRAB | | | 151 | 129 | 22 | 17.05 | .05 | .05 |
| MAZZA VICTORIAN | | | 140 | 98 | 42 | 42.86 | .05 | .04 |
| RABBT RG ALLURE | | | 133 | 159 | -26 | -16.35 | .05 | .06 |
| NEWTON CLARET | | | 126 | 128 | -2 | -1.56 | .04 | .05 |
| RAPIDN RV HRMNY | | | 122 | 160 | -38 | -23.75 | .04 | .06 |
| INGLSD GW COLNL | | | 121 | 147 | -26 | -17.69 | .04 | .05 |
| DUCKHN DCOY MIG | | | 116 | 62 | 54 | 87.10 | .04 | .02 |
| INGLSD PL CLRET | | | 115 | 156 | -41 | -26.28 | .04 | .06 |
| GLEN ELLEN RS R | | | 112 | 388 | -276 | -71.13 | .04 | .14 |
| REDHAWK GRATEFL | | | 102 | 136 | -34 | -25.00 | .04 | .05 |
| RIVER WLD VENSN | | | 99 | | 99 | 100.00 | .03 | .00 |
| CLOVR HLL CHMBC | | | 92 | 47 | 45 | 95.74 | .03 | .02 |
| SUSAN CONSTANT | | | 84 | 71 | 13 | 18.31 | .03 | .03 |
| CHDSFRD HOL SPT | | | 79 | 67 | 12 | 17.91 | .03 | .02 |
| RIVER WLD TURKY | | | 78 | | 78 | 100.00 | .03 | .00 |
| WATERBROOK MLNG | | | 72 | 78 | -6 | -7.69 | .03 | .03 |
| RIVER WLD W FWL | | | 71 | | 71 | 100.00 | .02 | .00 |
| HERITAGE FREDNA | | | 68 | 72 | -4 | -5.56 | .02 | .03 |
| BLLY HL SW WLTR | | | 64 | 36 | 28 | 77.78 | .02 | .01 |
| MPHY-GD WC CLRT | | | 63 | 33 | 30 | 90.91 | .02 | .01 |
| PORTEUS RATTLE | | | 63 | 27 | 36 | 133.33 | .02 | .01 |

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

ALL STATES-1/1/03 - 12/31/03

PAGE 5

| CLASS & TYPE BRAND | AGE / PROOF | RETAIL PRICE 750ml | CASE SALES | | CASES + or - | % OF + or - | % OF TYPE | |
|----------------------------|----------------|--------------------------|---------------|---------------|-----------------|----------------|-----------|-----------|
| | | | This Year | Last Year | | | This Year | Last Year |
| HGUE GNSIS B FR | | | 57 | 259 | -202 | -77.99 | .02 | .10 |
| CLINE CTE D/OAK | | | 57 | 167 | -110 | -65.87 | .02 | .06 |
| HERITAGE ISABLA | | | 55 | 81 | -26 | -32.10 | .02 | .03 |
| ROCKBRDG TUSCRA | | | 52 | 82 | -30 | -36.59 | .02 | .03 |
| WLLMSBG G ARCHR | | | 47 | 45 | 2 | 4.44 | .02 | .02 |
| QUINTESSA RTHFD | | | 46 | 54 | -8 | -14.81 | .02 | .02 |
| MARIETA ANGL CV | | | 45 | 55 | -10 | -18.18 | .02 | .02 |
| DUCKHORN PARADX | | | 45 | 21 | 24 | 114.29 | .02 | .01 |
| KENWOOD RED | | | 38 | 16 | 22 | 137.50 | .01 | .01 |
| RIDGE 3 VALLEYS | | | 38 | | 38 | 100.00 | .01 | .00 |
| KESSER SEVEN 70 | | | 33 | 18 | 15 | 83.33 | .01 | .01 |
| JEST RED N COST | | | 33 | | 33 | 100.00 | .01 | .00 |
| PEBBLE CREEK RD | | | 32 | 37 | -5 | -13.51 | .01 | .01 |
| LINGANORE RAVEN | | | 31 | 19 | 12 | 63.16 | .01 | .01 |
| R STRNG SYMMTRY | | | 27 | 36 | -9 | -25.00 | .01 | .01 |
| JAMES RVR HNOVR | | | 25 | | 25 | 100.00 | .01 | .00 |
| SPRING MTN RED | | | 23 | 29 | -6 | -20.69 | .01 | .01 |
| HIDDEN CLLR HIL | | | 22 | 17 | 5 | 29.41 | .01 | .01 |
| STONESTR LEGCY | | | 20 | 35 | -15 | -42.86 | .01 | .01 |
| BOORDY WASSAIL | | | 20 | 34 | -14 | -41.18 | .01 | .01 |
| WIEDRKR SW ALPN | | | 20 | 4 | 16 | 400.00 | .01 | .00 |
| TWN BRK CNSGLRI | | | 19 | 20 | -1 | -5.00 | .01 | .01 |
| KEDEM CLSSC RED | | | 17 | 11 | 6 | 54.55 | .01 | .00 |
| CANOE RIDGE | | | 17 | 2 | 15 | 750.00 | .01 | .00 |
| JAMES RVR MNTPL | | | 17 | | 17 | 100.00 | .01 | .00 |
| NAYLR PRD KYSTN | | | 16 | 14 | 2 | 14.29 | .01 | .01 |
| B HERZOG DRY | | | 15 | 4 | 11 | 275.00 | .01 | .00 |
| BOIS MRLST CLRT | | | 13 | 15 | -2 | -13.33 | .00 | .01 |
| FERARI-CRNO RSV | | | 12 | 7 | 5 | 71.43 | .00 | .00 |
| JEKEL SANCTUARY | | | 12 | 7 | 5 | 71.43 | .00 | .00 |
| STLTZNER CLARET | | | 12 | | 12 | 100.00 | .00 | .00 |
| SYCAMORE LANE | | | 12 | | 12 | 100.00 | .00 | .00 |
| P THOMAS RATTLR | | | 10 | 308 | -298 | -96.75 | .00 | .11 |
| TABLAS ROUGE | | | 10 | 23 | -13 | -56.52 | .00 | .01 |
| PROSPERITY MDZA | | | 10 | 15 | -5 | -33.33 | .00 | .01 |
| LA FMGLA COLMRA | | | 9 | 20 | -11 | -55.00 | .00 | .01 |
| PAHLMAYER NP RD | | | 9 | 17 | -8 | -47.06 | .00 | .01 |
| BOIS BRCST CLRT | | | 9 | 10 | -1 | -10.00 | .00 | .00 |
| BILTMORE CARDNL | | | 9 | | 9 | 100.00 | .00 | .00 |
| PARDUCCI RED | | | 8 | 17 | -9 | -52.94 | .00 | .01 |
| MATTHEWS RED | | | 7 | 18 | -11 | -61.11 | .00 | .01 |
| C KRUG GENERATN | | | 7 | 10 | -3 | -30.00 | .00 | .00 |
| MT VEEDER RESRV | | | 7 | 9 | -2 | -22.22 | .00 | .00 |
| COOPER V NORTON | | | 7 | | 7 | 100.00 | .00 | .00 |
| PALIO VECCHIO | | | 7 | | 7 | 100.00 | .00 | .00 |
| VIADER PROP RED | | | 6 | 21 | -15 | -71.43 | .00 | .01 |
| BABCOK TOC CLRT | | | 6 | 11 | -5 | -45.45 | .00 | .00 |
| EMILES PREM RED | | | 6 | 2 | 4 | 200.00 | .00 | .00 |
| EAGLE ROOST RED | | | 6 | | 6 | 100.00 | .00 | .00 |
| NOSTALGIA LIDIA | | | 5 | 2 | 3 | 150.00 | .00 | .00 |
| HARRISON CLARET | | | 5 | | 5 | 100.00 | .00 | .00 |
| RHP TOASTD HEAD | | | 4 | 60 | -56 | -93.33 | .00 | .02 |
| BOORDY CST CLRT | | | 4 | 13 | -9 | -69.23 | .00 | .00 |
| BULLY HL FUSTON | | | 4 | 5 | -1 | -20.00 | .00 | .00 |
| POST TRDTNL RED | | | 4 | 1 | 3 | 300.00 | .00 | .00 |
| BULLY HL GARNET | | | 3 | 6 | -3 | -50.00 | .00 | .00 |
| ULUPALAKUA RED | | | 3 | 2 | 1 | 50.00 | .00 | .00 |
| BULLY HL O BARN | | | 3 | | 3 | 100.00 | .00 | .00 |
| BULLY HLL EQNOX | | | 2 | 169 | -167 | -98.82 | .00 | .06 |
| POST WINERY RED | | | 1 | 10 | -9 | -90.00 | .00 | .00 |
| SAKONNT AMR CUP | | | 1 | 3 | -2 | -66.67 | .00 | .00 |
| OASIS DOGWOOD | | | 1 | 1 | | .00 | .00 | .00 |
| LATAH CRK LMBGR | | | 1 | 1 | | .00 | .00 | .00 |
| MURRTA WLL VNDM | | | 1 | | 1 | 100.00 | .00 | .00 |
| WIDMER LK NGARA | | | 1 | | 1 | 100.00 | .00 | .00 |
| DEER VL CLS RED | | | | 40 | -40 | -100.00 | .00 | .01 |
| MEIERS RED SEED | | | | 9 | -9 | -100.00 | .00 | .00 |
| STERLNG 3 PALMS | | | | 8 | -8 | -100.00 | .00 | .00 |
| WLLMSBG F MZ RS | | | | 5 | -5 | -100.00 | .00 | .00 |
| HOP KILN MARTY | | | | 5 | -5 | -100.00 | .00 | .00 |
| WLLMSBG L H VDL | | | | 4 | -4 | -100.00 | .00 | .00 |
| MEIER LKSD RBIO | | | | 4 | -4 | -100.00 | .00 | .00 |
| BLACK MONK | | | | 4 | -4 | -100.00 | .00 | .00 |
| RIDGE GEYSRVLLE | | | | 2 | -2 | -100.00 | .00 | .00 |
| COLONY CHILL BX | | | | 2 | -2 | -100.00 | .00 | .00 |
| BOORDY | | | | 2 | -2 | -100.00 | .00 | .00 |
| ARCIERO EST CLS | | | | 1 | -1 | -100.00 | .00 | .00 |
| DUCKHORN HWL MT | | | | 1 | -1 | -100.00 | .00 | .00 |
| WIDMER HRV NGRA | | | | 1 | -1 | -100.00 | .00 | .00 |
| BULLY HL MT MKT | | | | 1 | -1 | -100.00 | .00 | .00 |
| STERLING RESRVE | | | | 1 | -1 | -100.00 | .00 | .00 |
| TOTAL RED GENRC OTH | | | 287472 | 271882 | 15590 | 5.73 | | |
| CABERNET SAUV | | | | | | | | |
| RM WOODBRIDGE | | | 87999 | 85325 | 2674 | 3.13 | 13.14 | 13.17 |
| SUTTER HM CB SV | | | 25547 | 28787 | -3240 | -11.26 | 3.82 | 4.44 |
| R MNDVI COASTAL | | | 22790 | 20766 | 2024 | 9.75 | 3.40 | 3.21 |
| VENDANGE | | | 20700 | 23669 | -2969 | -12.54 | 3.09 | 3.65 |
| BERNGR FNDR EST | | | 19935 | 18164 | 1771 | 9.75 | 2.98 | 2.80 |
| GALLO COPPERDGE | | | 19698 | 21141 | -1443 | -6.83 | 2.94 | 3.26 |
| REDWOOD CREEK | | | 17742 | 13326 | 4416 | 33.14 | 2.65 | 2.06 |
| FRANZIA BOX | | | 16444 | 13441 | 3003 | 22.34 | 2.46 | 2.08 |

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

ALL STATES-1/1/03 - 12/31/03

PAGE 6

| CLASS & TYPE BRAND | AGE / PROOF | RETAIL PRICE 750ml | CASE SALES | | CASES + or - | % OF + or - | % OF TYPE | |
|-----------------------|----------------|--------------------------|------------|-----------|-----------------|----------------|-----------|-----------|
| | | | This Year | Last Year | | | This Year | Last Year |
| GALLO CAL TV NV | | | 14702 | 13861 | 841 | 6.07 | 2.20 | 2.14 |
| TURNING LEAF | | | 14661 | 13616 | 1045 | 7.67 | 2.19 | 2.10 |
| CORBETT CANYON | | | 14568 | 15150 | -582 | -3.84 | 2.18 | 2.34 |
| ALMADEN CAL BOX | | | 14121 | 12226 | 1895 | 15.50 | 2.11 | 1.89 |
| KDL-JKS V RS CB | | | 13055 | 12713 | 342 | 2.69 | 1.95 | 1.96 |
| STONE CELLARS | | | 13013 | 11136 | 1877 | 16.86 | 1.94 | 1.72 |
| GLEN ELLEN RESV | | | 12995 | 9211 | 3784 | 41.08 | 1.94 | 1.42 |
| FETZER VO CAB | | | 12204 | 12933 | -729 | -5.64 | 1.82 | 2.00 |
| GALLO LIV CELLR | | | 12204 | 12109 | 95 | 1.78 | 1.82 | 1.87 |
| FOXHORN | | | 11551 | 9791 | 1760 | 17.98 | 1.73 | 1.51 |
| MNDVI CK CAB SV | | | 10424 | 9140 | 1284 | 14.05 | 1.56 | 1.41 |
| FOREST GLEN BS | | | 9884 | 7299 | 2585 | 35.42 | 1.48 | 1.13 |
| C D BOIS CAB SV | | | 9170 | 8144 | 1026 | 12.60 | 1.37 | 1.26 |
| NATHANSON CREEK | | | 9102 | 7018 | 2084 | 29.70 | 1.36 | 1.08 |
| BV COASTAL CB S | | | 8531 | 9711 | -1180 | -12.15 | 1.27 | 1.50 |
| COL GRAND EST | | | 8175 | 8797 | -622 | -7.07 | 1.22 | 1.36 |
| GALLO OF SONOMA | | | 7698 | 6678 | 1020 | 15.27 | 1.15 | 1.03 |
| J LHR EST 7 OAK | | | 7275 | 6593 | 682 | 10.34 | 1.09 | 1.02 |
| ALMADEN CALIF | | | 7170 | 8468 | -1298 | -15.33 | 1.07 | 1.31 |
| CSM | | | 7099 | 8328 | -1229 | -14.76 | 1.06 | 1.29 |
| HERITAGE | | | 7090 | 8363 | -1273 | -15.22 | 1.06 | 1.29 |
| INGLNOOK VINEYD | | | 6829 | 8597 | -1768 | -20.57 | 1.02 | 1.33 |
| STERLING VNT COL | | | 6757 | 5703 | 1054 | 18.48 | 1.01 | .88 |
| MERIDIAN CLFRNA | | | 6267 | 5654 | 613 | 10.84 | .94 | .87 |
| R MNDVI CAB SAV | | | 5074 | 4672 | 402 | 8.60 | .76 | .72 |
| DELICATO CAB SV | | | 4952 | 4811 | 141 | 2.93 | .74 | .74 |
| GOSSAMER BAY | | | 4763 | 4421 | 342 | 7.74 | .71 | .68 |
| TALUS | | | 4586 | 4501 | 85 | 1.89 | .69 | .69 |
| RDNY STRNG C SV | | | 4394 | 4194 | 200 | 4.77 | .66 | .65 |
| NAPA RIDGE | | | 4257 | 3770 | 487 | 12.92 | .64 | .58 |
| STERLING CAB SV | | | 4242 | 4285 | -43 | -1.00 | .63 | .66 |
| HESS SELECT | | | 4038 | 2384 | 1654 | 69.38 | .60 | .37 |
| BLACKSTONE | | | 3962 | 1704 | 2258 | 132.51 | .59 | .26 |
| PETER VELLA | | | 3892 | 3457 | 435 | 12.58 | .58 | .53 |
| ESTANCIA CABRNT | | | 3580 | 3939 | -359 | -9.11 | .53 | .61 |
| TURNING LEAF RS | | | 3503 | 3905 | -402 | -10.29 | .52 | .60 |
| SIMI CABNT SAUV | | | 3271 | 2726 | 545 | 19.99 | .49 | .42 |
| BERNGR KNGT VLY | | | 3247 | 3354 | -107 | -3.19 | .49 | .52 |
| SEBASTIANI SC | | | 2942 | 1898 | 1044 | 55.01 | .44 | .29 |
| PEPPERWOOD GRVE | | | 2778 | 2648 | 130 | 4.91 | .41 | .41 |
| COL CLMBIA VLLY | | | 2754 | 3333 | -579 | -17.37 | .41 | .51 |
| J LOHR CYPRESS | | | 2649 | 2513 | 136 | 5.41 | .40 | .39 |
| BV RUTH CAB SAV | | | 2482 | 2234 | 248 | 11.10 | .37 | .34 |
| SMOKING LOON | | | 2203 | 1232 | 971 | 78.81 | .33 | .19 |
| LIBERTY SCHOOL | | | 2149 | 1682 | 467 | 27.76 | .32 | .26 |
| GEYSER PK SONMA | | | 2100 | 2275 | -175 | -7.69 | .31 | .35 |
| WLLM HILL NP VL | | | 2025 | 2102 | -77 | -3.66 | .30 | .32 |
| HAWK CRST CALIF | | | 1989 | 1522 | 467 | 30.68 | .30 | .23 |
| FETZER FIVE RVR | | | 1986 | 1186 | 800 | 67.45 | .30 | .18 |
| CORBETT CANYON | | | 1947 | 1828 | 119 | 6.51 | .29 | .28 |
| KENWOOD SNMA CO | | | 1906 | 1914 | -8 | -.42 | .28 | .30 |
| CH SOVERAIN CSV | | | 1855 | 1391 | 464 | 33.36 | .28 | .21 |
| C KRUG CAB SAUV | | | 1836 | 2466 | -630 | -25.55 | .27 | .38 |
| TRINITY OAKS | | | 1800 | 1225 | 575 | 46.94 | .27 | .19 |
| RND HILL CAB SV | | | 1793 | 1901 | -108 | -5.68 | .27 | .29 |
| BURLWOOD CELLRS | | | 1740 | 2852 | -1112 | -38.99 | .26 | .44 |
| BONTERRA | | | 1706 | 1870 | -164 | -8.77 | .25 | .29 |
| TRINCHERO CSTAL | | | 1692 | 1653 | 39 | 2.36 | .25 | .26 |
| GUENOC CAB SAUV | | | 1662 | 1312 | 350 | 26.68 | .25 | .20 |
| BUENA VISTA CRN | | | 1596 | 1375 | 221 | 16.07 | .24 | .21 |
| FRNCISCN CAB SV | | | 1510 | 1128 | 382 | 33.87 | .23 | .17 |
| BV CABERNT NP V | | | 1422 | 962 | 460 | 47.82 | .21 | .15 |
| BAREFOOT | | | 1371 | 1358 | 13 | .96 | .20 | .21 |
| HYATT | | | 1370 | 666 | 704 | 105.71 | .20 | .10 |
| RABBIT RDG BRRL | | | 1294 | 1269 | 25 | 1.97 | .19 | .20 |
| DUNNEWOOD CB SV | | | 1289 | 1611 | -322 | -19.99 | .19 | .25 |
| FETZER CAB SAUV | | | 1268 | 1609 | -341 | -21.19 | .19 | .25 |
| ST FRANCIS SNMA | | | 1265 | 1113 | 152 | 13.66 | .19 | .17 |
| CLOS DU VAL | | | 1243 | 1312 | -69 | -5.26 | .19 | .20 |
| JEKEL CAB SAUV | | | 1232 | 1605 | -373 | -23.24 | .19 | .25 |
| SEC | | | 1187 | 178 | 1009 | 566.85 | .18 | .03 |
| STGS L CB S NAP | | | 1176 | 384 | 792 | 206.25 | .18 | .06 |
| SYCAMORE LANE | | | 1165 | 1203 | -38 | -3.16 | .17 | .19 |
| HOGUE GENESIS | | | 1093 | 1057 | 36 | 3.41 | .16 | .16 |
| COVEY RUN | | | 1074 | 216 | 858 | 397.22 | .16 | .03 |
| BARNARD GRIFFIN | | | 1068 | 811 | 257 | 31.69 | .16 | .13 |
| CALLAWAY | | | 1052 | 1258 | -206 | -16.38 | .16 | .19 |
| FORESTVILLE CAL | | | 1033 | 836 | 197 | 23.56 | .15 | .13 |
| DYNAMITE NORTH | | | 1023 | 1224 | -201 | -16.42 | .15 | .19 |
| RABBIT RIDGE CV | | | 1009 | 724 | 285 | 39.36 | .15 | .11 |
| PARDUCCI CB SVS | | | 939 | 1324 | -385 | -29.08 | .14 | .20 |
| SUTTER CLS CB S | | | 918 | 860 | 58 | 6.74 | .14 | .13 |
| MONT CLS CAB SV | | | 853 | 1159 | -306 | -26.40 | .13 | .18 |
| SILVER RIDGE BS | | | 829 | 864 | -35 | -4.05 | .12 | .13 |
| ESTATE CELLARS | | | 828 | 2339 | -1511 | -64.60 | .12 | .36 |
| BLOSSOM HILL | | | 822 | 1780 | -958 | -53.82 | .12 | .27 |
| H CREST CAB SAV | | | 818 | 767 | 51 | 6.65 | .12 | .12 |
| JORDAN CAB SAUV | | | 796 | 747 | 49 | 6.56 | .12 | .12 |
| ST SUPERY | | | 781 | 677 | 104 | 15.36 | .12 | .10 |
| BOGLE CAB SAUV | | | 763 | 722 | 41 | 5.68 | .11 | .11 |
| FTZR BARRL SLCT | | | 755 | 1214 | -459 | -37.81 | .11 | .19 |
| SILVERADO | | | 755 | 673 | 82 | 12.18 | .11 | .10 |
| FREY ORGANIC | | | 694 | 486 | 208 | 42.80 | .10 | .08 |

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

ALL STATES-1/1/03 - 12/31/03

PAGE 7

| CLASS & TYPE BRAND | AGE / PROOF | RETAIL PRICE 750ml | CASE SALES | | CASES + or - | % OF + or - | % OF TYPE | |
|-----------------------|----------------|--------------------------|------------|-----------|-----------------|----------------|-----------|-----------|
| | | | This Year | Last Year | | | This Year | Last Year |
| RH PHILLIPS | | | 683 | 1035 | -352 | -34.01 | .10 | .16 |
| WILD HORSE | | | 675 | 628 | 47 | 7.48 | .10 | .10 |
| R STRNG ALX CRN | | | 674 | 726 | -52 | -7.16 | .10 | .11 |
| INDIGO HILLS | | | 671 | 626 | 45 | 7.19 | .10 | .10 |
| SEQUOIA CAB SAV | | | 661 | 602 | 59 | 9.80 | .10 | .09 |
| CANYON ROAD | | | 655 | 1091 | -436 | -39.96 | .10 | .17 |
| BENZGR SC CB SV | | | 646 | 621 | 25 | 4.03 | .10 | .10 |
| ESHCOL RANCH | | | 635 | 275 | 360 | 130.91 | .09 | .04 |
| MERRYVALE NAPA | | | 633 | 613 | 20 | 3.26 | .09 | .09 |
| COASTAL RIDGE | | | 632 | 801 | -169 | -21.10 | .09 | .12 |
| PAUL THOMAS | | | 627 | 2151 | -1524 | -70.85 | .09 | .33 |
| MURPHY-GOODE | | | 609 | 394 | 215 | 54.57 | .09 | .06 |
| RUTHERFORD RNCH | | | 601 | 646 | -45 | -6.97 | .09 | .10 |
| VME VINT SELECT | | | 588 | 698 | -110 | -15.76 | .09 | .11 |
| CASTLE ROCK CAB | | | 577 | 68 | 509 | 748.53 | .09 | .01 |
| BARBRSVLL CB SV | | | 554 | 543 | 11 | 2.03 | .08 | .08 |
| EMERILS CLS RED | | | 538 | 52 | 486 | 934.62 | .08 | .01 |
| BAREFOOT SC RSV | | | 537 | 446 | 91 | 20.40 | .08 | .07 |
| HAWK CREST CAL | | | 534 | 407 | 127 | 31.20 | .08 | .06 |
| MARTINI | | | 506 | 1519 | -1013 | -66.69 | .08 | .23 |
| KDL-JKS PR G RS | | | 506 | 236 | 270 | 114.41 | .08 | .04 |
| ARROWD GR ARCHR | | | 504 | 80 | 424 | 530.00 | .08 | .01 |
| TRINCHRO FAM SL | | | 497 | 391 | 106 | 27.11 | .07 | .06 |
| MANZANITA CNYON | | | 492 | 52 | 440 | 846.15 | .07 | .01 |
| CARTLDGE&BROWNE | | | 486 | 345 | 141 | 40.87 | .07 | .05 |
| WENTE CAB SAUV | | | 472 | 660 | -188 | -28.48 | .07 | .10 |
| HESS EST NP VLY | | | 471 | 249 | 222 | 89.16 | .07 | .04 |
| CAYMUS NAPA VLY | | | 453 | 529 | -76 | -14.37 | .07 | .08 |
| ALX VLY CAB SAV | | | 453 | 277 | 176 | 63.54 | .07 | .04 |
| MYSTIC CLIFFS | | | 449 | 1446 | -997 | -68.95 | .07 | .22 |
| HEALDSBRG VCULT | | | 449 | 449 | 449 | 100.00 | .07 | .00 |
| BLACK OAK CB SV | | | 447 | 348 | 99 | 28.45 | .07 | .05 |
| PRNC MCH D RPDN | | | 436 | 485 | -49 | -10.10 | .07 | .07 |
| LA TERRE | | | 429 | 244 | 185 | 75.82 | .06 | .04 |
| C D BOIS AV RSV | | | 423 | 176 | 247 | 140.34 | .06 | .03 |
| FROGS LEAP CB S | | | 422 | 329 | 93 | 28.27 | .06 | .05 |
| ST CHAP CAB SAV | | | 421 | 604 | -183 | -30.30 | .06 | .09 |
| KNDL-JKSN GR RS | | | 410 | 45 | 365 | 811.11 | .06 | .01 |
| HAYWOOD VNT SEL | | | 408 | 24 | 384 | 1600.00 | .06 | .00 |
| SAGELANDS | | | 400 | 452 | -52 | -11.50 | .06 | .07 |
| CH ST JEAN CB S | | | 397 | 55 | 342 | 621.82 | .06 | .01 |
| RAVENSWD VNT BL | | | 386 | 386 | 386 | 100.00 | .06 | .00 |
| MADISON RIDGE | | | 384 | 495 | -111 | -22.42 | .06 | .08 |
| SILVER LAKE | | | 380 | 967 | -587 | -60.70 | .06 | .15 |
| STONEHEDGE RSV | | | 380 | 339 | 41 | 12.09 | .06 | .05 |
| KENWOOD YULUPA | | | 372 | 495 | -123 | -24.85 | .06 | .08 |
| DRY CRK CAB SAV | | | 370 | 327 | 43 | 13.15 | .06 | .05 |
| CLYDES | | | 367 | 194 | 173 | 89.18 | .05 | .03 |
| PHELPS CAB SAUV | | | 366 | 691 | -325 | -47.03 | .05 | .11 |
| CAKEBRD CAB SAV | | | 359 | 433 | -74 | -17.09 | .05 | .07 |
| RM WOODBRG R DR | | | 357 | 357 | 357 | 100.00 | .05 | .00 |
| DEER VLY CAB SV | | | 355 | 1801 | -1446 | -80.29 | .05 | .28 |
| STONE CREEK CAL | | | 351 | 828 | -477 | -57.61 | .05 | .13 |
| LAURL GLN T RSA | | | 350 | 414 | -64 | -15.46 | .05 | .06 |
| GLASS MOUNTAIN | | | 346 | 341 | 5 | 1.47 | .05 | .05 |
| RAVNSWOOD CB SV | | | 330 | 502 | -172 | -34.26 | .05 | .08 |
| DE LOACH SNM CV | | | 324 | 535 | -211 | -39.44 | .05 | .08 |
| COMMON MAN | | | 322 | 379 | -57 | -15.04 | .05 | .06 |
| WASHINGTON HLLS | | | 321 | 405 | -84 | -20.74 | .05 | .06 |
| SILVER OAK ALEX | | | 318 | 456 | -138 | -30.26 | .05 | .07 |
| SEVEN PEAKS | | | 316 | 354 | -38 | -10.73 | .05 | .05 |
| LOCKWOOD | | | 311 | 316 | -5 | -1.58 | .05 | .05 |
| FARALLON NO CST | | | 310 | 349 | -39 | -11.17 | .05 | .05 |
| CSTL TIMBER RDG | | | 306 | 710 | -404 | -56.90 | .05 | .11 |
| KUNDE SONOMA | | | 305 | 255 | 50 | 19.61 | .05 | .04 |
| PDRNCLLI 3 VYND | | | 302 | 121 | 181 | 149.59 | .05 | .02 |
| R MNDVI OAKVILLE | | | 297 | 227 | 70 | 30.84 | .04 | .04 |
| B HERZOG CAB SV | | | 294 | 297 | -3 | -1.01 | .04 | .05 |
| PINE RIDGE RFRD | | | 289 | 505 | -216 | -42.77 | .04 | .08 |
| CAMELOT CALFRNA | | | 285 | 175 | 110 | 62.86 | .04 | .03 |
| COVEY RUN BS | | | 279 | 72 | 207 | 287.50 | .04 | .01 |
| YAKIMA CAB SAV | | | 274 | 291 | -17 | -5.84 | .04 | .04 |
| GUENOC EST SEL | | | 262 | 226 | 36 | 15.93 | .04 | .03 |
| RH PHLPS BRL CV | | | 260 | 229 | 31 | 13.54 | .04 | .04 |
| HESS COLLECTION | | | 246 | 224 | 22 | 9.82 | .04 | .03 |
| RAYMOND ESTATES | | | 242 | 237 | 5 | 2.11 | .04 | .04 |
| MT VDR CAB SAUV | | | 239 | 252 | -13 | -5.16 | .04 | .04 |
| NAPA RDG CV LDI | | | 239 | 247 | -8 | -3.24 | .04 | .04 |
| VME | | | 236 | 243 | -7 | -2.88 | .04 | .04 |
| VME CAL COASTAL | | | 230 | 324 | -94 | -29.01 | .03 | .05 |
| PLUMPJACK OAKVL | | | 229 | 228 | 1 | .44 | .03 | .04 |
| RHP TOASTD HEAD | | | 221 | 11 | 210 | 1909.09 | .03 | .00 |
| LIPARITA | | | 216 | 205 | 11 | 5.37 | .03 | .03 |
| RIVERCREST | | | 216 | 15 | 201 | 1340.00 | .03 | .00 |
| MT WASHINGTON | | | 215 | 256 | -41 | -16.02 | .03 | .04 |
| RAYMOND AMBRHLL | | | 210 | 109 | 101 | 92.66 | .03 | .02 |
| PRESTON (WASH) | | | 203 | 366 | -163 | -44.54 | .03 | .06 |
| MARKHAM CAB SAV | | | 200 | 227 | -27 | -11.89 | .03 | .04 |
| BURGESS CAB SAV | | | 195 | 141 | 54 | 38.30 | .03 | .02 |
| BEL ARBOR | | | 193 | 279 | -86 | -30.82 | .03 | .04 |
| TREFETHN ESHCOL | | | 193 | 270 | -77 | -28.52 | .03 | .04 |
| CLS PEGASE CB S | | | 193 | 214 | -21 | -9.81 | .03 | .03 |
| MG VALLEJO CB S | | | 191 | 777 | -586 | -75.42 | .03 | .12 |

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

ALL STATES-1/1/03 - 12/31/03

PAGE 8

| CLASS & TYPE BRAND | AGE / PROOF | RETAIL PRICE 750ml | CASE SALES | | CASES + or - | % OF + or - | % OF TYPE | |
|-----------------------|----------------|--------------------------|------------|-----------|-----------------|----------------|-----------|-----------|
| | | | This Year | Last Year | | | This Year | Last Year |
| RAYMOND CAB RES | | | 191 | 206 | -15 | -7.28 | .03 | .03 |
| CLMBIA OTIS VYD | | | 189 | 111 | 78 | 70.27 | .03 | .02 |
| TREFETHEN | | | 185 | 281 | -96 | -34.16 | .03 | .04 |
| COLUMBIA | | | 184 | 219 | -35 | -15.98 | .03 | .03 |
| ANDRETTI | | | 182 | 194 | -12 | -6.19 | .03 | .03 |
| GROTH CAB SAUV | | | 182 | 151 | 31 | 20.53 | .03 | .02 |
| PACIFIC PEAK | | | 181 | | 181 | 100.00 | .03 | .00 |
| SNQ CAB SAUV | | | 179 | 219 | -40 | -18.26 | .03 | .03 |
| BV TAPESTRY RSV | | | 179 | 136 | 43 | 31.62 | .03 | .02 |
| HEITZ NAPA CB S | | | 178 | 119 | 59 | 49.58 | .03 | .02 |
| HEALDSBURG | | | 174 | 1 | 173 | ***** | .03 | .00 |
| BRNGR C SV RSRV | | | 173 | 161 | 12 | 7.45 | .03 | .02 |
| IRONSTONE | | | 171 | 88 | 83 | 94.32 | .03 | .01 |
| JOLTESSE RESRVE | | | 169 | 126 | 43 | 34.13 | .03 | .02 |
| KEENAN NAPA VLY | | | 167 | 42 | 125 | 297.62 | .02 | .01 |
| CLMBIA SAGEMOOR | | | 165 | 1 | 164 | ***** | .02 | .00 |
| CSM COLD CREEK | | | 164 | 237 | -73 | -30.80 | .02 | .04 |
| CARMENET CLR SL | | | 164 | | 164 | 100.00 | .02 | .00 |
| CSM CANOE RIDGE | | | 162 | 110 | 52 | 47.27 | .02 | .02 |
| FREI BROTHERS | | | 158 | 136 | 22 | 16.18 | .02 | .02 |
| STGS LP FAY NAP | | | 157 | 234 | -77 | -32.91 | .02 | .04 |
| BAREFOOT | | | 156 | 132 | 24 | 18.18 | .02 | .02 |
| BUEHLER NPA VLY | | | 156 | 88 | 68 | 77.27 | .02 | .01 |
| SARAH LANE | | | 153 | | 153 | 100.00 | .02 | .00 |
| CSM RESERVE | | | 150 | 534 | -384 | -71.91 | .02 | .08 |
| LATAH CREEK CAB | | | 150 | 177 | -27 | -15.25 | .02 | .03 |
| MONTEIRA | | | 150 | 175 | -25 | -14.29 | .02 | .03 |
| WHISPERING PEAK | | | 148 | 167 | -19 | -11.38 | .02 | .03 |
| CHADSFORD | | | 146 | 117 | 29 | 24.79 | .02 | .02 |
| CLOS DU VAL RSV | | | 141 | 238 | -97 | -40.76 | .02 | .04 |
| CH S JEAN CERGE | | | 140 | 78 | 62 | 79.49 | .02 | .01 |
| KENWOOD JK LNDN | | | 139 | 134 | 5 | 3.73 | .02 | .02 |
| CHIMNEY ROCK | | | 139 | 105 | 34 | 32.38 | .02 | .02 |
| FREEMARK ABBEY | | | 139 | 71 | 68 | 95.77 | .02 | .01 |
| JUSTIN P ROBLES | | | 138 | 84 | 54 | 64.29 | .02 | .01 |
| SILVER OAK NAPA | | | 136 | 154 | -18 | -11.69 | .02 | .02 |
| STAGS LEAP NP V | | | 136 | 110 | 26 | 23.64 | .02 | .02 |
| R MONDAVI RESRV | | | 135 | 221 | -86 | -38.91 | .02 | .03 |
| MARCELINA | | | 135 | 149 | -14 | -9.40 | .02 | .02 |
| GEYSR PK RSV SC | | | 133 | 121 | 12 | 9.92 | .02 | .02 |
| BADGER MNT NSA | | | 133 | | 133 | 100.00 | .02 | .00 |
| MIRASSOU MONTRY | | | 131 | 925 | -794 | -85.84 | .02 | .14 |
| DUCKHORN NAPA | | | 131 | 84 | 47 | 55.95 | .02 | .01 |
| FLORA SPRNG RSV | | | 130 | 143 | -13 | -9.09 | .02 | .02 |
| HAHN ESTATES | | | 128 | 152 | -24 | -15.79 | .02 | .02 |
| MERRYVALE RESRV | | | 126 | 87 | 39 | 44.83 | .02 | .01 |
| CASTLE CREEK | | | 125 | 101 | 24 | 23.76 | .02 | .02 |
| WILLIAMSBURG | | | 122 | 60 | 62 | 103.33 | .02 | .01 |
| LEAPING HORSE | | | 122 | | 122 | 100.00 | .02 | .00 |
| WTHALL LN CBNT | | | 120 | 254 | -134 | -52.76 | .02 | .04 |
| RM WOODBRIDGE TO | | | 120 | 60 | 60 | 100.00 | .02 | .01 |
| WILLM HILL RSRV | | | 119 | 201 | -82 | -40.80 | .02 | .03 |
| GRGICH HILLS | | | 118 | 170 | -52 | -30.59 | .02 | .03 |
| RDNY STRNG RSRV | | | 117 | 182 | -65 | -35.71 | .02 | .03 |
| ZD CAB SAUV | | | 115 | 91 | 24 | 26.37 | .02 | .01 |
| FIRESTONE S YNEZ | | | 114 | 161 | -47 | -29.19 | .02 | .02 |
| VME TALL TREES | | | 114 | 43 | 71 | 165.12 | .02 | .01 |
| ECHOLON | | | 112 | 132 | -20 | -15.15 | .02 | .02 |
| RIDGE CST RANGE | | | 112 | 79 | 33 | 41.77 | .02 | .01 |
| J LOHR HILLTOP | | | 111 | 122 | -11 | -9.02 | .02 | .02 |
| MONTCLLO JFF CV | | | 106 | 16 | 90 | 562.50 | .02 | .00 |
| HRM REX-GOLIATH | | | 106 | | 106 | 100.00 | .02 | .00 |
| BEL ARBORS F S | | | 105 | 732 | -627 | -85.66 | .02 | .11 |
| SEB SONOMA CASK | | | 103 | 63 | 40 | 63.49 | .02 | .01 |
| HYATT RESERVE | | | 97 | 280 | -183 | -65.36 | .01 | .04 |
| STONESTREET AV | | | 96 | 138 | -42 | -30.43 | .01 | .02 |
| LIBERTY CREEK | | | 96 | | 96 | 100.00 | .01 | .00 |
| FOPPIANO CB SAV | | | 95 | 51 | 44 | 86.27 | .01 | .01 |
| CANOE RIDGE | | | 94 | 89 | 5 | 5.62 | .01 | .01 |
| ARROWOOD CAB SV | | | 92 | 114 | -22 | -19.30 | .01 | .02 |
| CROSSPOINT | | | 91 | | 91 | 100.00 | .01 | .00 |
| STERLNG MT RNCH | | | 86 | 117 | -31 | -26.50 | .01 | .02 |
| FREY REDWOOD VL | | | 86 | 98 | -12 | -12.24 | .01 | .02 |
| CH SOUVRN ALX V | | | 86 | 97 | -11 | -11.34 | .01 | .01 |
| SONOMA CREEK | | | 84 | 114 | -30 | -26.32 | .01 | .02 |
| D BRUCE CAB SAV | | | 84 | 23 | 61 | 265.22 | .01 | .00 |
| GALLO E&J VNYDS | | | 83 | 81 | 2 | 2.47 | .01 | .01 |
| SHALE RIDGE | | | 83 | 8 | 75 | 937.50 | .01 | .00 |
| CAYMUS SPCL SEL | | | 81 | 130 | -49 | -37.69 | .01 | .02 |
| BEAUCANON | | | 81 | 86 | -5 | -5.81 | .01 | .01 |
| SIERRA VISTA | | | 80 | 105 | -25 | -23.81 | .01 | .02 |
| AUTUMN HILL | | | 80 | 101 | -21 | -20.79 | .01 | .02 |
| INGLSDE PLNTATN | | | 80 | 96 | -16 | -16.67 | .01 | .01 |
| CELLAR NO 8 | | | 80 | | 80 | 100.00 | .01 | .00 |
| FAR NIENTE CB S | | | 79 | 156 | -77 | -49.36 | .01 | .02 |
| RAYMOND CAB SAV | | | 77 | 104 | -27 | -25.96 | .01 | .02 |
| R MNDVI TWN OAK | | | 76 | 152 | -76 | -50.00 | .01 | .02 |
| CH MNTLNA CLSTG | | | 76 | 137 | -61 | -44.53 | .01 | .02 |
| FREEMK ABBY BSH | | | 75 | 44 | 31 | 70.45 | .01 | .01 |
| MAZZOCCO SONOMA | | | 74 | 65 | 9 | 13.85 | .01 | .01 |
| HACIENDA | | | 74 | 49 | 25 | 51.02 | .01 | .01 |
| EAGLE CANYON | | | 73 | | 73 | 100.00 | .01 | .00 |
| ESTRELLA CAB SV | | | 72 | 97 | -25 | -25.77 | .01 | .01 |

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

ALL STATES-1/1/03 - 12/31/03

PAGE 9

| CLASS & TYPE BRAND | AGE / PROOF | RETAIL PRICE 750ml | CASE SALES | | CASES + or - | % OF + or - | % OF TYPE | |
|-----------------------|----------------|--------------------------|------------|-----------|-----------------|----------------|-----------|-----------|
| | | | This Year | Last Year | | | This Year | Last Year |
| POWERS | | | 72 | 15 | 57 | 380.00 | .01 | .00 |
| WLLM HILL CB SL | | | 70 | 99 | -29 | -29.29 | .01 | .02 |
| MCMANIS FAMILY | | | 70 | 2 | 68 | 3400.00 | .01 | .00 |
| GAN EDEN | | | 69 | 83 | -14 | -16.87 | .01 | .01 |
| VME RESERVE | | | 69 | 18 | 51 | 283.33 | .01 | .00 |
| BOOKWALTER | | | 67 | 33 | 34 | 103.03 | .01 | .01 |
| BERNARDUS | | | 67 | 12 | 55 | 458.33 | .01 | .00 |
| PHILPPE LORRANE | | | 66 | 132 | -66 | -50.00 | .01 | .02 |
| WINE WORKS ORGC | | | 66 | 81 | -15 | -18.52 | .01 | .01 |
| PAUL MASSON | | | 64 | 341 | -277 | -81.23 | .01 | .05 |
| FRMK ABBY SYCMR | | | 64 | 49 | 15 | 30.61 | .01 | .01 |
| EBERLE CABERNET | | | 64 | 22 | 42 | 190.91 | .01 | .00 |
| R MONDAVI SLD | | | 63 | 56 | 7 | 12.50 | .01 | .01 |
| CH ST JEAN SNMA | | | 63 | 47 | 16 | 34.04 | .01 | .01 |
| SILVER LAKE RSV | | | 62 | 44 | 18 | 40.91 | .01 | .01 |
| CCK | | | 62 | | 62 | 100.00 | .01 | .00 |
| HONIG | | | 61 | 74 | -13 | -17.57 | .01 | .01 |
| ROCKBRIDGE | | | 60 | 67 | -7 | -10.45 | .01 | .01 |
| SADDLEBACK CB S | | | 60 | 49 | 11 | 22.45 | .01 | .01 |
| RM WOODBRG R DR | | | 60 | | 60 | 100.00 | .01 | .00 |
| REINDEER RANCH | | | 59 | 124 | -65 | -52.42 | .01 | .02 |
| CLOVR HLL CB SV | | | 59 | 36 | 23 | 63.89 | .01 | .01 |
| CORBTT CNYN DEC | | | 59 | 29 | 30 | 103.45 | .01 | .00 |
| GUENOC BCKSTFFR | | | 57 | 62 | -5 | -8.06 | .01 | .01 |
| GALLO SNM BRLLI | | | 56 | 191 | -135 | -70.68 | .01 | .03 |
| BALSAMS | | | 56 | 56 | | .00 | .01 | .01 |
| BARKAN CLASSIC | | | 56 | 23 | 33 | 143.48 | .01 | .00 |
| WOODWD CNYN ART | | | 56 | 1 | 55 | 5500.00 | .01 | .00 |
| TURNBULL | | | 55 | 126 | -71 | -56.35 | .01 | .02 |
| OPTIMA | | | 55 | 65 | -10 | -15.38 | .01 | .01 |
| IVAN TAMAS | | | 54 | 51 | 3 | 5.88 | .01 | .01 |
| CAKEBRD BNCHLND | | | 53 | 38 | 15 | 39.47 | .01 | .01 |
| GUENOC BLLA VST | | | 52 | 66 | -14 | -21.21 | .01 | .01 |
| DE LOACH L AMGS | | | 52 | 56 | -4 | -7.14 | .01 | .01 |
| EOS | | | 52 | 53 | -1 | -1.89 | .01 | .01 |
| CUVAISON NP VLY | | | 52 | 25 | 27 | 108.00 | .01 | .00 |
| MARIETTA CAB SV | | | 51 | 68 | -17 | -25.00 | .01 | .01 |
| PINE RDG STG LP | | | 50 | 136 | -86 | -63.24 | .01 | .02 |
| SPOTTSWOODE | | | 50 | 20 | 30 | 150.00 | .01 | .00 |
| CH MONTLENA EST | | | 50 | 7 | 43 | 614.29 | .01 | .00 |
| CH DIANA CAB SV | | | 49 | 88 | -39 | -44.32 | .01 | .01 |
| WILLIAMSBURG RS | | | 49 | 47 | 2 | 4.26 | .01 | .01 |
| SHAFER CB NAPA | | | 49 | 46 | 3 | 6.52 | .01 | .01 |
| OASIS CAB SAUV | | | 49 | 23 | 26 | 113.04 | .01 | .00 |
| DELICATO PR SEL | | | 49 | 13 | 36 | 276.92 | .01 | .00 |
| AVALON NAPA VLY | | | 48 | | 48 | 100.00 | .01 | .00 |
| STGS L CB S SLV | | | 47 | 126 | -79 | -62.70 | .01 | .02 |
| WOODWARD CANYON | | | 47 | 63 | -16 | -25.40 | .01 | .01 |
| PAUL HOBBS NP V | | | 47 | 41 | 6 | 14.63 | .01 | .01 |
| STG L CB CSK 23 | | | 47 | 41 | 6 | 14.63 | .01 | .01 |
| PRESQUE ISLE | | | 47 | 31 | 16 | 51.61 | .01 | .00 |
| TAFT STREET CC | | | 47 | 27 | 20 | 74.07 | .01 | .00 |
| SNQ RESERVE | | | 47 | 3 | 44 | 1466.67 | .01 | .00 |
| AZURE BAY | | | 47 | | 47 | 100.00 | .01 | .00 |
| FOLIE A'DEUX | | | 46 | 37 | 9 | 24.32 | .01 | .01 |
| FREY BIODYNAMIC | | | 45 | 40 | 5 | 12.50 | .01 | .01 |
| ARBOR CREST C S | | | 45 | 38 | 7 | 18.42 | .01 | .01 |
| CANYON WIND COL | | | 45 | 36 | 9 | 25.00 | .01 | .01 |
| STAGLIN FAMILY | | | 45 | 29 | 16 | 55.17 | .01 | .00 |
| LEWIS CB SV RES | | | 45 | 24 | 21 | 87.50 | .01 | .00 |
| DOUGLASS HILL | | | 44 | 45 | -1 | -2.22 | .01 | .01 |
| BUENA VISTA CAL | | | 44 | 42 | 2 | 4.76 | .01 | .01 |
| C D BOIS BRCRST | | | 44 | 26 | 18 | 69.23 | .01 | .00 |
| CAYMUS CAB SAUV | | | 44 | 22 | 22 | 100.00 | .01 | .00 |
| HERON | | | 43 | 13 | 30 | 230.77 | .01 | .00 |
| RFRD CABNT SAUV | | | 42 | 64 | -22 | -34.38 | .01 | .01 |
| MARTIN ETRUSCO | | | 42 | 56 | -14 | -25.00 | .01 | .01 |
| J LOHR ESTATES | | | 42 | 21 | 21 | 100.00 | .01 | .00 |
| SAWTOOTH | | | 42 | 10 | 32 | 320.00 | .01 | .00 |
| BONTERRA SUNDNC | | | 42 | 6 | 36 | 600.00 | .01 | .00 |
| DOMAINE NAPA | | | 42 | 1 | 41 | 4100.00 | .01 | .00 |
| ST CLEMENT | | | 41 | 32 | 9 | 28.13 | .01 | .00 |
| TESSERA | | | 40 | 126 | -86 | -68.25 | .01 | .02 |
| GALLO STEFANI | | | 40 | 87 | -47 | -54.02 | .01 | .01 |
| RUTHERFRD GROVE | | | 40 | 35 | 5 | 14.29 | .01 | .01 |
| BV PVT RESV CAB | | | 39 | 106 | -67 | -63.21 | .01 | .02 |
| USM BY EOS | | | 39 | 73 | -34 | -46.58 | .01 | .01 |
| C KRUG VNTG SEL | | | 39 | 6 | 33 | 550.00 | .01 | .00 |
| BENZIGER RESRVE | | | 39 | | 39 | 100.00 | .01 | .00 |
| ROMBAUER CABRNT | | | 38 | 42 | -4 | -9.52 | .01 | .01 |
| PEND D'OREILLE | | | 38 | | 38 | 100.00 | .01 | .00 |
| ELK RUN | | | 37 | 13 | 24 | 184.62 | .01 | .00 |
| TAFT STREET SNM | | | 36 | 141 | -105 | -74.47 | .01 | .02 |
| STERLING CAB RS | | | 36 | 37 | -1 | -2.70 | .01 | .01 |
| SHAFER CAB SAUV | | | 36 | 23 | 13 | 56.52 | .01 | .00 |
| BANDIERA COASTL | | | 36 | 22 | 14 | 63.64 | .01 | .00 |
| SALMON CREEK | | | 36 | 19 | 17 | 89.47 | .01 | .00 |
| CONCANNON CB SV | | | 36 | 2 | 34 | 1700.00 | .01 | .00 |
| SILVERADO RESRV | | | 35 | 83 | -48 | -57.83 | .01 | .01 |
| VAN ASPEREN | | | 34 | 101 | -67 | -66.34 | .01 | .02 |
| FISHER INSIGNIA | | | 34 | 91 | -57 | -62.64 | .01 | .01 |
| HEITZ CB BLLA O | | | 34 | 82 | -48 | -58.54 | .01 | .01 |
| RED PARKA PUB | | | 34 | 30 | 4 | 13.33 | .01 | .00 |

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

ALL STATES-1/1/03 - 12/31/03

PAGE 10

| CLASS & TYPE BRAND | AGE / PROOF | RETAIL PRICE 750ml | CASE SALES | | CASES + or - | % OF + or - | % OF TYPE | |
|-----------------------|----------------|--------------------------|------------|-----------|-----------------|----------------|-----------|-----------|
| | | | This Year | Last Year | | | This Year | Last Year |
| LYETH | | | 34 | 17 | 17 | 100.00 | .01 | .00 |
| FIFE NAPA VLLY | | | 33 | 4 | 29 | 725.00 | .00 | .00 |
| REDWOOD CRK SEL | | | 33 | | 33 | 100.00 | .00 | .00 |
| DE LOACH CALIF | | | 32 | 56 | -24 | -42.86 | .00 | .01 |
| NAPA RIDGE RSRV | | | 32 | 28 | 4 | 14.29 | .00 | .00 |
| CROW CANYON | | | 32 | 25 | 7 | 28.00 | .00 | .00 |
| APOYO SONOMA | | | 32 | | 32 | 100.00 | .00 | .00 |
| CANYON OAKS | | | 32 | | 32 | 100.00 | .00 | .00 |
| SETTLERS CREEK | | | 31 | 344 | -313 | -90.99 | .00 | .05 |
| WILLMSBG ARUNDL | | | 31 | 119 | -88 | -73.95 | .00 | .02 |
| STONEHEDGE CAL | | | 30 | 42 | -12 | -28.57 | .00 | .01 |
| RIDGE MNTE BLOO | | | 30 | 31 | -1 | -3.23 | .00 | .00 |
| STEVENOT GR RSV | | | 30 | 27 | 3 | 11.11 | .00 | .00 |
| BV PVT RESV CAB | | | 29 | 35 | -6 | -17.14 | .00 | .01 |
| BERNARD MRNS 97 | | | 29 | 8 | 21 | 262.50 | .00 | .00 |
| ANDRETTI SELECT | | | 29 | | 29 | 100.00 | .00 | .00 |
| GUNDLACH-BNDSHU | | | 28 | 40 | -12 | -30.00 | .00 | .01 |
| HIDDEN CELLARS | | | 28 | 29 | -1 | -3.45 | .00 | .00 |
| MINER OAKVILLE | | | 28 | 24 | 4 | 16.67 | .00 | .00 |
| PACIFIC EST CAB | | | 27 | 82 | -55 | -67.07 | .00 | .01 |
| ACCENTS | | | 27 | 47 | -20 | -42.55 | .00 | .01 |
| SNAKE RIVER | | | 27 | 21 | 6 | 28.57 | .00 | .00 |
| L'ECOLE | | | 27 | 20 | 7 | 35.00 | .00 | .00 |
| LEWIS CAB NP VL | | | 27 | 7 | 20 | 285.71 | .00 | .00 |
| JEWEL COLLCTION | | | 27 | | 27 | 100.00 | .00 | .00 |
| STONEGATE CB SV | | | 27 | | 27 | 100.00 | .00 | .00 |
| CHAPLT CAB SIG | | | 26 | 33 | -7 | -21.21 | .00 | .01 |
| DRY CREEK RESRV | | | 26 | 24 | 2 | 8.33 | .00 | .00 |
| MAYO NPA UNFLTD | | | 26 | 13 | 13 | 100.00 | .00 | .00 |
| PEDRONCELLI | | | 25 | 94 | -69 | -73.40 | .00 | .01 |
| ALTAMURA CAB SV | | | 25 | 78 | -53 | -67.95 | .00 | .01 |
| LA FERME CALIF | | | 25 | 23 | 2 | 8.70 | .00 | .00 |
| HELLS CANYON RS | | | 25 | | 25 | 100.00 | .00 | .00 |
| ETUDE NAPA VLLY | | | 24 | 27 | -3 | -11.11 | .00 | .00 |
| HEITZ CAB MRTHA | | | 24 | 20 | 4 | 20.00 | .00 | .00 |
| WEINSTOCK | | | 24 | 17 | 7 | 41.18 | .00 | .00 |
| MARTINI SONOMA | | | 24 | | 24 | 100.00 | .00 | .00 |
| SEVENTH MOON | | | 24 | | 24 | 100.00 | .00 | .00 |
| PRESTON RESERVE | | | 23 | 83 | -60 | -72.29 | .00 | .01 |
| GEYSR PK RSV AV | | | 23 | 36 | -13 | -36.11 | .00 | .01 |
| TREFETHEN RSRVE | | | 23 | 28 | -5 | -17.86 | .00 | .00 |
| NEWTON CAB SAUV | | | 23 | 22 | 1 | 4.55 | .00 | .00 |
| CHALK HILL EST | | | 22 | 73 | -51 | -69.86 | .00 | .01 |
| RAYMOND GENRATN | | | 22 | 27 | -5 | -18.52 | .00 | .00 |
| ALCOTT RIDGE | | | 22 | 14 | 8 | 57.14 | .00 | .00 |
| ATALON MTN EST | | | 22 | | 22 | 100.00 | .00 | .00 |
| C D BOIS MRLSTN | | | 21 | 57 | -36 | -63.16 | .00 | .01 |
| C D BOIS WN RSV | | | 21 | 37 | -16 | -43.24 | .00 | .01 |
| GUENOC ESTATE | | | 21 | 32 | -11 | -34.38 | .00 | .00 |
| SCHUG SNMA VLLY | | | 21 | 18 | 3 | 16.67 | .00 | .00 |
| SBSTNI CHRYBLCK | | | 21 | 15 | 6 | 40.00 | .00 | .00 |
| SHAFER CB HLLSD | | | 21 | 4 | 17 | 425.00 | .00 | .00 |
| AVERY LANE | | | 21 | | 21 | 100.00 | .00 | .00 |
| SOLARIS NP VLLY | | | 21 | | 21 | 100.00 | .00 | .00 |
| CLOS LA CHANCE | | | 20 | 24 | -4 | -16.67 | .00 | .00 |
| TURNING LF SP S | | | 20 | 20 | | .00 | .00 | .00 |
| HEITZ CAB SAUV | | | 20 | 6 | 14 | 233.33 | .00 | .00 |
| STONEHEDGE NAPA | | | 20 | 5 | 15 | 300.00 | .00 | .00 |
| DARIOUSH SIG CB | | | 20 | 4 | 16 | 400.00 | .00 | .00 |
| SILVERADO S L D | | | 20 | 1 | 19 | 1900.00 | .00 | .00 |
| MARTINI NAPA VL | | | 20 | | 20 | 100.00 | .00 | .00 |
| AUDUBON HWL MTN | | | 19 | 29 | -10 | -34.48 | .00 | .00 |
| HAYWOOD CAB SAV | | | 18 | 138 | -120 | -86.96 | .00 | .02 |
| WATERBROOK | | | 18 | 31 | -13 | -41.94 | .00 | .00 |
| RAVNSWOOD GRGRY | | | 18 | 25 | -7 | -28.00 | .00 | .00 |
| COHN BR SLVR LB | | | 18 | 16 | 2 | 12.50 | .00 | .00 |
| HARTWELL MSTQUE | | | 18 | 8 | 10 | 125.00 | .00 | .00 |
| FOGARTY | | | 17 | 32 | -15 | -46.88 | .00 | .00 |
| COL RESERVE | | | 17 | 18 | -1 | -5.56 | .00 | .00 |
| CAKEBRD 3 SISTR | | | 17 | 12 | 5 | 41.67 | .00 | .00 |
| IRON HORSE CBNT | | | 17 | 12 | 5 | 41.67 | .00 | .00 |
| CARMNET MOON MT | | | 17 | 8 | 9 | 112.50 | .00 | .00 |
| FISHER CABERNET | | | 17 | 4 | 13 | 325.00 | .00 | .00 |
| PEACHY CANYON | | | 17 | | 17 | 100.00 | .00 | .00 |
| PECOTA | | | 17 | | 17 | 100.00 | .00 | .00 |
| CHERRYBLOCK | | | 17 | | 17 | 100.00 | .00 | .00 |
| GALLO SNOMA FRV | | | 16 | 134 | -118 | -88.06 | .00 | .02 |
| HEITZ CB TRLSDE | | | 16 | 20 | -4 | -20.00 | .00 | .00 |
| TRINCHRO CHICKN | | | 16 | 5 | 11 | 220.00 | .00 | .00 |
| WHITE OAK | | | 16 | 1 | 15 | 1500.00 | .00 | .00 |
| SEBASTIANI AV | | | 16 | | 16 | 100.00 | .00 | .00 |
| AVALON CALIFRNA | | | 16 | | 16 | 100.00 | .00 | .00 |
| ROMBAUER NP VLY | | | 16 | | 16 | 100.00 | .00 | .00 |
| POZZAN SPEC RES | | | 15 | 42 | -27 | -64.29 | .00 | .01 |
| JUDDS HILL | | | 15 | 22 | -7 | -31.82 | .00 | .00 |
| COHN OLIVE HILL | | | 15 | 15 | | .00 | .00 | .00 |
| ROCKG HRSE GRVY | | | 15 | 12 | 3 | 25.00 | .00 | .00 |
| BUEHLER ESTATE | | | 15 | 12 | 3 | 25.00 | .00 | .00 |
| MOUNT VIEW CB S | | | 15 | 6 | 9 | 150.00 | .00 | .00 |
| BARKAN RESERVE | | | 15 | 2 | 13 | 650.00 | .00 | .00 |
| QUAIL RDG CB SV | | | 14 | 82 | -68 | -82.93 | .00 | .01 |
| NIEBAUM CASK CB | | | 14 | 18 | -4 | -22.22 | .00 | .00 |
| DUNN HOWELL MTN | | | 14 | 7 | 7 | 100.00 | .00 | .00 |

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

ALL STATES-1/1/03 - 12/31/03

PAGE 11

| CLASS & TYPE BRAND | AGE / PROOF | RETAIL PRICE 750ml | CASE SALES | | CASES + or - | % OF + or - | % OF TYPE | |
|-----------------------|----------------|--------------------------|------------|-----------|-----------------|----------------|-----------|-----------|
| | | | This Year | Last Year | | | This Year | Last Year |
| RCKG HRSE L CAL | | | 14 | 4 | 10 | 250.00 | .00 | .00 |
| BILTMORE CB SV | | | 14 | | 14 | 100.00 | .00 | .00 |
| CLMBIA RED WLLW | | | 13 | 48 | -35 | -72.92 | .00 | .01 |
| ANTARES NPA VLY | | | 13 | 36 | -23 | -63.89 | .00 | .01 |
| PINE RDG ANDRUS | | | 13 | 14 | -1 | -7.14 | .00 | .00 |
| HARTWELL ESTATE | | | 13 | 1 | 1 | 8.33 | .00 | .00 |
| TRINCHERO MARIO | | | 13 | 12 | 1 | 160.00 | .00 | .00 |
| WILD HARE | | | 13 | 5 | 8 | 100.00 | .00 | .00 |
| QUINTESSA | | | 13 | | 13 | 100.00 | .00 | .00 |
| HEALDSBURG CSTL | | | 13 | | 13 | 100.00 | .00 | .00 |
| APEX | | | 12 | 37 | -25 | -67.57 | .00 | .01 |
| CLOS DU VAL SLD | | | 12 | 17 | -5 | -29.41 | .00 | .00 |
| TULOCAY CLFF VN | | | 12 | 12 | | .00 | .00 | .00 |
| BERINGER CHABOT | | | 12 | 10 | 2 | 20.00 | .00 | .00 |
| VINE CLIFF | | | 12 | 7 | 5 | 71.43 | .00 | .00 |
| CH SOVRN WNMAKR | | | 12 | 5 | 7 | 140.00 | .00 | .00 |
| CORNERSTONE HWL | | | 12 | 5 | 7 | 140.00 | .00 | .00 |
| PAUL HOBBS BECK | | | 12 | 3 | 9 | 300.00 | .00 | .00 |
| BITNER | | | 12 | | 12 | 100.00 | .00 | .00 |
| CH MONTELENA | | | 11 | 38 | -27 | -71.05 | .00 | .01 |
| TEFFT | | | 11 | 22 | -11 | -50.00 | .00 | .00 |
| FTZR SP RS CB S | | | 11 | 13 | -2 | -15.38 | .00 | .00 |
| R STRONG ALDEN | | | 11 | 4 | 7 | 175.00 | .00 | .00 |
| NCKL&NCKL SULLE | | | 11 | 3 | 8 | 266.67 | .00 | .00 |
| CCK LMTD RELEASE | | | 11 | 1 | 10 | 1000.00 | .00 | .00 |
| FARRELL | | | 11 | | 11 | 100.00 | .00 | .00 |
| BARNETT SPG MTN | | | 11 | | 11 | 100.00 | .00 | .00 |
| LONG RDG GRV CB | | | 11 | | 11 | 100.00 | .00 | .00 |
| CORISON | | | 10 | 13 | -3 | -23.08 | .00 | .00 |
| LAURL GL QUINTA | | | 10 | 13 | -3 | -23.08 | .00 | .00 |
| MONTCLO CRLY RS | | | 10 | 11 | -1 | -9.09 | .00 | .00 |
| KDL-JKSN GE | | | 10 | 10 | | .00 | .00 | .00 |
| LOEW | | | 10 | 5 | 5 | 100.00 | .00 | .00 |
| DE LOACH OFS | | | 10 | 4 | 6 | 150.00 | .00 | .00 |
| PEDRNCLLI M FAY | | | 10 | 4 | 6 | 150.00 | .00 | .00 |
| NCKL&NCKL ROCK | | | 10 | 3 | 7 | 233.33 | .00 | .00 |
| FRR FRENCH | | | 9 | 914 | -905 | -99.02 | .00 | .14 |
| SEQUOIA RESERVE | | | 9 | 25 | -16 | -64.00 | .00 | .00 |
| LAURL GLN CTRPT | | | 9 | 21 | -12 | -57.14 | .00 | .00 |
| KIRKLAND RANCH | | | 9 | 20 | -11 | -55.00 | .00 | .00 |
| BOORDY | | | 9 | 11 | -2 | -18.18 | .00 | .00 |
| DMNE ST GEO CAB | | | 9 | 10 | -1 | -10.00 | .00 | .00 |
| KIRKLD RNCH EST | | | 9 | 4 | 5 | 125.00 | .00 | .00 |
| SHOOTING STAR | | | 9 | 3 | 6 | 200.00 | .00 | .00 |
| THREE RIVERS | | | 9 | | 9 | 100.00 | .00 | .00 |
| CHIMNEY RCK RSV | | | 9 | | 9 | 100.00 | .00 | .00 |
| STUHLMULLER | | | 9 | | 9 | 100.00 | .00 | .00 |
| MILL CRK SN CAB | | | 9 | | 9 | 100.00 | .00 | .00 |
| TRENTADUE | | | 9 | | 9 | 100.00 | .00 | .00 |
| SMT CHILE VALLE | | | 8 | 426 | -418 | -98.12 | .00 | .07 |
| ARTESA NAPA VLY | | | 8 | 44 | -36 | -81.82 | .00 | .01 |
| SUNDANCE CLFRNA | | | 8 | 20 | -12 | -60.00 | .00 | .00 |
| PRINCE MICHEL | | | 8 | 15 | -7 | -46.67 | .00 | .00 |
| TIMBERWOOD | | | 8 | 11 | -3 | -27.27 | .00 | .00 |
| CAFARO NAPA | | | 8 | 5 | 3 | 60.00 | .00 | .00 |
| CAMARADERIE | | | 8 | 5 | 3 | 60.00 | .00 | .00 |
| FREEMK ABBY NPA | | | 8 | 5 | 3 | 60.00 | .00 | .00 |
| FREY ESTATE BTL | | | 8 | 3 | 5 | 166.67 | .00 | .00 |
| VME SIGNATURE | | | 8 | 2 | 6 | 300.00 | .00 | .00 |
| LOLONIS RESERVE | | | 8 | | 8 | 100.00 | .00 | .00 |
| BLUE MOUNTAIN | | | 8 | | 8 | 100.00 | .00 | .00 |
| FIRESTONE C CST | | | 8 | | 8 | 100.00 | .00 | .00 |
| KENWOOD C S ART | | | 7 | 62 | -55 | -88.71 | .00 | .01 |
| CECCHTTI-SBSTNI | | | 7 | 38 | -31 | -81.58 | .00 | .01 |
| ST FRANCIS RSRV | | | 7 | 33 | -26 | -78.79 | .00 | .01 |
| PORTEUS CAB RS | | | 7 | 20 | -13 | -65.00 | .00 | .00 |
| GORDON BROTHERS | | | 7 | 13 | -6 | -46.15 | .00 | .00 |
| MRTNI MNTE RSSO | | | 7 | 9 | -2 | -22.22 | .00 | .00 |
| MAYACAMAS CB SV | | | 7 | 9 | -2 | -22.22 | .00 | .00 |
| NEWLAN VYD NAPA | | | 7 | 9 | -2 | -22.22 | .00 | .00 |
| ARWOOD RESERVE | | | 7 | 8 | -1 | -12.50 | .00 | .00 |
| STERLG CB RS 97 | | | 7 | 7 | | .00 | .00 | .00 |
| LEONETTI | | | 7 | 7 | | .00 | .00 | .00 |
| SEQUOIA CAB EST | | | 7 | 5 | 1 | 16.67 | .00 | .00 |
| KIONA CB SV EST | | | 7 | 5 | 2 | 40.00 | .00 | .00 |
| FLORA S WD BOAR | | | 7 | 5 | 2 | 40.00 | .00 | .00 |
| ATLAS PK CNSNSO | | | 7 | 5 | 2 | 40.00 | .00 | .00 |
| B HERZOG SPC RS | | | 7 | 1 | 6 | 600.00 | .00 | .00 |
| MAYO LOS CHMZAL | | | 7 | | 7 | 100.00 | .00 | .00 |
| PLUMPJACK NAPA | | | 7 | | 7 | 100.00 | .00 | .00 |
| Q SONOMA COUNTY | | | 7 | | 7 | 100.00 | .00 | .00 |
| PARADIGM | | | 6 | 56 | -50 | -89.29 | .00 | .01 |
| STEELE SHTG STR | | | 6 | 19 | -13 | -68.42 | .00 | .00 |
| CATOCTIN | | | 6 | 11 | -5 | -45.45 | .00 | .00 |
| NCKL&NCKL CAPEN | | | 6 | 3 | 3 | 100.00 | .00 | .00 |
| PLUMPJACK RSRVE | | | 6 | 1 | 5 | 500.00 | .00 | .00 |
| B HERZOG SPC ED | | | 6 | | 6 | 100.00 | .00 | .00 |
| QUAIL CREEK | | | 5 | 48 | -43 | -89.58 | .00 | .01 |
| SIMI CB SV RSRV | | | 5 | 26 | -21 | -80.77 | .00 | .00 |
| PINE RDG HWL MT | | | 5 | 18 | -13 | -72.22 | .00 | .00 |
| TRINCHERO FNDER | | | 5 | 18 | -13 | -72.22 | .00 | .00 |
| WLLM HILL AURA | | | 5 | 10 | -5 | -50.00 | .00 | .00 |
| GUENOC TPHRA RG | | | 5 | 10 | -5 | -50.00 | .00 | .00 |

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

ALL STATES-1/1/03 - 12/31/03

PAGE 12

| CLASS & TYPE BRAND | AGE / PROOF | RETAIL PRICE 750ml | CASE SALES | | CASES + or - | % OF + or - | % OF TYPE | |
|-----------------------|----------------|--------------------------|------------|-----------|-----------------|----------------|-----------|-----------|
| | | | This Year | Last Year | | | This Year | Last Year |
| HARRISON | | | 5 | 7 | -2 | -28.57 | .00 | .00 |
| ANDRW WLL SHRDN | | | 7 | 7 | -2 | -28.57 | .00 | .00 |
| GUENOC CAB EB | | | 7 | 7 | -2 | -28.57 | .00 | .00 |
| CORNERSTONE VYD | | | 4 | 1 | 1 | 25.00 | .00 | .00 |
| CAYWOOD | | | 2 | 3 | 3 | 150.00 | .00 | .00 |
| LAUREL GLEN CAB | | | 2 | 2 | 5 | 100.00 | .00 | .00 |
| JENICA PEAK CST | | | 5 | 5 | 5 | 100.00 | .00 | .00 |
| MINER NAPA | | | 5 | 5 | 5 | 100.00 | .00 | .00 |
| FISHER LAMB VYD | | | 5 | 5 | 5 | 100.00 | .00 | .00 |
| SAVONA | | | 4 | 56 | -52 | -92.86 | .00 | .01 |
| CH JULIEN | | | 4 | 37 | -33 | -89.19 | .00 | .01 |
| PETER VELLA RBY | | | 4 | 15 | -11 | -73.33 | .00 | .01 |
| FERRARI-CARANO | | | 4 | 8 | -4 | -50.00 | .00 | .00 |
| STAGS LP CAB SV | | | 4 | 4 | 1 | 33.33 | .00 | .00 |
| GOOSECROSS HWLL | | | 4 | 3 | 1 | 33.33 | .00 | .00 |
| BONVERRE | | | 4 | 3 | 1 | 33.33 | .00 | .00 |
| THUNDR MT BATES | | | 4 | 2 | 2 | 100.00 | .00 | .00 |
| THUNDR MT DOC'S | | | 4 | 2 | 2 | 100.00 | .00 | .00 |
| BURGESS ENVEIRE | | | 4 | 1 | 3 | 300.00 | .00 | .00 |
| NAPA RIDGE NAPA | | | 4 | 4 | 4 | 100.00 | .00 | .00 |
| ARROW CREEK | | | 4 | 4 | 4 | 100.00 | .00 | .00 |
| ROCKG HRSE NAPA | | | 4 | 4 | 4 | 100.00 | .00 | .00 |
| HOGUE RESERVE | | | 3 | 50 | -47 | -94.00 | .00 | .01 |
| WHITEHALL LN RSV | | | 3 | 39 | -36 | -92.31 | .00 | .01 |
| ST JEAN SONOMA | | | 3 | 38 | -35 | -92.11 | .00 | .01 |
| MONT ST JOHN CB | | | 3 | 20 | -17 | -85.00 | .00 | .00 |
| GEYSR PK KUMLIS | | | 3 | 19 | -16 | -84.21 | .00 | .00 |
| SHENANDH CB SV | | | 3 | 17 | -14 | -82.35 | .00 | .00 |
| TREFETHEN LIBRY | | | 3 | 16 | -13 | -81.25 | .00 | .00 |
| ROSENBLM HOLBRK | | | 3 | 12 | -9 | -75.00 | .00 | .00 |
| QUATRO | | | 3 | 7 | -4 | -57.14 | .00 | .00 |
| ANDRW WL SVN HL | | | 3 | 6 | -3 | -50.00 | .00 | .00 |
| SCHUG NO COAST | | | 3 | 5 | -2 | -40.00 | .00 | .00 |
| KDL-JKSN STATUR | | | 3 | 4 | -1 | -25.00 | .00 | .00 |
| DUNN NAPA | | | 3 | 3 | 3 | 100.00 | .00 | .00 |
| W B BRIDGEMAN | | | 3 | 2 | 1 | 50.00 | .00 | .00 |
| BIANCHI PRP RSV | | | 3 | 1 | 2 | 200.00 | .00 | .00 |
| SAUSAL | | | 3 | 1 | 2 | 200.00 | .00 | .00 |
| C D BOIS CAB RS | | | 3 | 1 | 2 | 200.00 | .00 | .00 |
| NEWTON UNFILTRD | | | 3 | 1 | 2 | 200.00 | .00 | .00 |
| PARTRIDGE NP VL | | | 3 | 3 | 3 | 100.00 | .00 | .00 |
| NCKL&NCKL TENCH | | | 3 | 3 | 3 | 100.00 | .00 | .00 |
| DR FRANK | | | 3 | 3 | 3 | 100.00 | .00 | .00 |
| BARNETT NAPA VL | | | 3 | 3 | 3 | 100.00 | .00 | .00 |
| CARLO ROSSI | | | 3 | 3 | 3 | 100.00 | .00 | .00 |
| MARTINI ALEX VL | | | 3 | 3 | 3 | 100.00 | .00 | .00 |
| ST SUPRY LMT ED | | | 3 | 3 | 3 | 100.00 | .00 | .00 |
| PARKER ESTATE | | | 3 | 3 | 3 | 100.00 | .00 | .00 |
| LEONETTI RESERVE | | | 3 | 3 | 3 | 100.00 | .00 | .00 |
| CLMBA RD WLW PK | | | 2 | 125 | -123 | -98.40 | .00 | .02 |
| R MONDAVI KALON | | | 2 | 14 | -12 | -85.71 | .00 | .00 |
| LOLONIS | | | 2 | 9 | -7 | -77.78 | .00 | .00 |
| R & B NAPA RSV | | | 2 | 9 | -7 | -77.78 | .00 | .00 |
| STEVENOT CLFRNA | | | 2 | 7 | -5 | -71.43 | .00 | .00 |
| STONESTRT CHRIS | | | 2 | 6 | -4 | -66.67 | .00 | .00 |
| BERNRDS MRNS 96 | | | 2 | 5 | -3 | -60.00 | .00 | .00 |
| KDL-JKSN GE AV | | | 2 | 4 | -2 | -50.00 | .00 | .00 |
| EMERALD BAY | | | 2 | 4 | -2 | -50.00 | .00 | .00 |
| MRPHY-GOODE RSV | | | 2 | 3 | -1 | -33.33 | .00 | .00 |
| THUNDR MT BGARD | | | 2 | 3 | -1 | -33.33 | .00 | .00 |
| FORESTVL AV RSV | | | 2 | 3 | -1 | -33.33 | .00 | .00 |
| GROTH RESERVE | | | 2 | 2 | 2 | 100.00 | .00 | .00 |
| SEVEN HILLS | | | 2 | 2 | 2 | 100.00 | .00 | .00 |
| JARVIS | | | 2 | 2 | 1 | 100.00 | .00 | .00 |
| CLS PGSE HOMMGE | | | 2 | 2 | 2 | 100.00 | .00 | .00 |
| NAYLOR CAB RSRV | | | 2 | 2 | 2 | 100.00 | .00 | .00 |
| CLS PEGASE GRVE | | | 2 | 2 | 2 | 100.00 | .00 | .00 |
| ESSER CELLARS | | | 2 | 2 | 2 | 100.00 | .00 | .00 |
| BENZGR SV CB SV | | | 2 | 2 | 2 | 100.00 | .00 | .00 |
| BURGESS VIN SEL | | | 2 | 2 | 2 | 100.00 | .00 | .00 |
| SCHUG HERTGE RS | | | 2 | 2 | 2 | 100.00 | .00 | .00 |
| DONA SOL | | | 1 | 280 | -279 | -99.64 | .00 | .04 |
| COLUMBIA RESERVE | | | 1 | 141 | -140 | -99.29 | .00 | .02 |
| OAK RIDGE CB SV | | | 1 | 46 | -45 | -97.83 | .00 | .01 |
| LA CROSSE NP VL | | | 1 | 40 | -39 | -97.50 | .00 | .01 |
| BLACK OAK RSRVE | | | 1 | 35 | -34 | -97.14 | .00 | .01 |
| BARNRD GRFN RSV | | | 1 | 20 | -19 | -95.00 | .00 | .00 |
| ARBOR CRST CMEQ | | | 1 | 19 | -18 | -94.74 | .00 | .00 |
| MERRYVALE HLSDE | | | 1 | 17 | -16 | -94.12 | .00 | .00 |
| CLOS ARIADNE | | | 1 | 17 | -16 | -94.12 | .00 | .00 |
| MT EDEN ESTATE | | | 1 | 12 | -11 | -91.67 | .00 | .00 |
| BLVDRE DRY CRK | | | 1 | 9 | -8 | -88.89 | .00 | .00 |
| GEYSR PK VLLRGA | | | 1 | 8 | -7 | -87.50 | .00 | .00 |
| BURGESS LBRY RS | | | 1 | 8 | -7 | -87.50 | .00 | .00 |
| CLONINGER | | | 1 | 8 | -7 | -87.50 | .00 | .00 |
| DOMINUS ESTATE | | | 1 | 7 | -6 | -85.71 | .00 | .00 |
| ZD CAB SAUV RSV | | | 1 | 7 | -6 | -85.71 | .00 | .00 |
| MT EDEN CAB SAV | | | 1 | 6 | -5 | -83.33 | .00 | .00 |
| LA JOTA | | | 1 | 6 | -5 | -83.33 | .00 | .00 |
| MARTINI RESERVE | | | 1 | 5 | -4 | -80.00 | .00 | .00 |
| HOP KILN | | | 1 | 4 | -3 | -75.00 | .00 | .00 |
| ANDRW WLL KLPSN | | | 1 | 4 | -3 | -75.00 | .00 | .00 |
| HARTWELL STG LP | | | 1 | 4 | -3 | -75.00 | .00 | .00 |

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

ALL STATES-1/1/03 - 12/31/03

PAGE 13

| CLASS & TYPE BRAND | AGE / PROOF | RETAIL PRICE 750ml | CASE SALES | | CASES + or - | % OF + or - | % OF TYPE | |
|-----------------------|----------------|--------------------------|------------|-----------|-----------------|----------------|-----------|-----------|
| | | | This Year | Last Year | | | This Year | Last Year |
| GUGLMO VNYD SEL | | | 1 | 4 | -3 | -75.00 | .00 | .00 |
| FISHER WEDDING | | | 1 | 4 | -3 | -75.00 | .00 | .00 |
| BELL | | | 1 | 3 | -2 | -66.67 | .00 | .00 |
| FLORA S ST RUTH | | | 1 | 3 | -2 | -66.67 | .00 | .00 |
| BENZIGER ESTATE | | | 1 | 2 | -1 | -50.00 | .00 | .00 |
| VICHON CAB SAV | | | 1 | | | .00 | .00 | .00 |
| VME SIG SERIES | | | 1 | 1 | | 100.00 | .00 | .00 |
| P THOMAS RESERVE | | | 1 | | 1 | 100.00 | .00 | .00 |
| R MNDVI PVT SEL | | | 1 | | 1 | 100.00 | .00 | .00 |
| R MNDVI CSTL SS | | | 1 | | 1 | 100.00 | .00 | .00 |
| LOKOYA MT VEEDR | | | 1 | | 1 | 100.00 | .00 | .00 |
| HANNA | | | 1 | | 1 | 100.00 | .00 | .00 |
| TRINCHRO LEWLNG | | | 1 | | 1 | 100.00 | .00 | .00 |
| CHIMNEY RCK SLD | | | 1 | | 1 | 100.00 | .00 | .00 |
| BONAIR | | | 1 | | 1 | 100.00 | .00 | .00 |
| MT VEEDER RESRV | | | 1 | | 1 | 100.00 | .00 | .00 |
| PHELPS BACKUS | | | 1 | | 1 | 100.00 | .00 | .00 |
| SEB MADRONE RCH | | | 1 | | 1 | 100.00 | .00 | .00 |
| IRONSTONE RESRV | | | 1 | | 1 | 100.00 | .00 | .00 |
| ST SUPERY RTHFD | | | 1 | | 1 | 100.00 | .00 | .00 |
| EOLA HILLS | | | 1 | | 1 | 100.00 | .00 | .00 |
| MT EDEN O V RSV | | | 1 | | 1 | 100.00 | .00 | .00 |
| ARTESA RSV NAPA | | | 1 | | 1 | 100.00 | .00 | .00 |
| TARARA | | | 1 | | 1 | 100.00 | .00 | .00 |
| BANDIERA CAB SV | | | | 231 | -231 | -100.00 | .00 | .04 |
| SILVER CREEK | | | | 127 | -127 | -100.00 | .00 | .02 |
| QUAIL OAK | | | | 55 | -55 | -100.00 | .00 | .01 |
| MIRASSOU FS | | | | 52 | -52 | -100.00 | .00 | .01 |
| STN CRK NC CHMN | | | | 35 | -35 | -100.00 | .00 | .01 |
| KIONA | | | | 32 | -32 | -100.00 | .00 | .00 |
| HEDGES | | | | 31 | -31 | -100.00 | .00 | .00 |
| FLORA SP CAB SV | | | | 25 | -25 | -100.00 | .00 | .00 |
| ZACA MESA CB SV | | | | 23 | -23 | -100.00 | .00 | .00 |
| CATERINA | | | | 20 | -20 | -100.00 | .00 | .00 |
| FOUNTAIN GROVE | | | | 20 | -20 | -100.00 | .00 | .00 |
| MORRO BAY RESRV | | | | 18 | -18 | -100.00 | .00 | .00 |
| CAIN CAB SAUV | | | | 15 | -15 | -100.00 | .00 | .00 |
| J LOHR VS1 PASO | | | | 15 | -15 | -100.00 | .00 | .00 |
| DUNNEWD DRY SLK | | | | 14 | -14 | -100.00 | .00 | .00 |
| VALLEY OF MOON | | | | 12 | -12 | -100.00 | .00 | .00 |
| SMTH&HK MSTRPCE | | | | 11 | -11 | -100.00 | .00 | .00 |
| HAWK CRST V SEL | | | | 11 | -11 | -100.00 | .00 | .00 |
| MOUNT DIABLO | | | | 11 | -11 | -100.00 | .00 | .00 |
| FARALLON C CST | | | | 10 | -10 | -100.00 | .00 | .00 |
| BALCOM & MOE | | | | 10 | -10 | -100.00 | .00 | .00 |
| PAUL HOBBS HYDE | | | | 9 | -9 | -100.00 | .00 | .00 |
| ARTESA ALEXANDR | | | | 8 | -8 | -100.00 | .00 | .00 |
| MARTIN RAY CAL | | | | 8 | -8 | -100.00 | .00 | .00 |
| WHTHALL MORSOLI | | | | 8 | -8 | -100.00 | .00 | .00 |
| QUAIL RDG RESRV | | | | 7 | -7 | -100.00 | .00 | .00 |
| VICHON MDRNEAN | | | | 7 | -7 | -100.00 | .00 | .00 |
| COVEY RUN RESRV | | | | 7 | -7 | -100.00 | .00 | .00 |
| CHATEAU POTELLE | | | | 6 | -6 | -100.00 | .00 | .00 |
| WILDHURST | | | | 6 | -6 | -100.00 | .00 | .00 |
| STONY RIDGE CAL | | | | 6 | -6 | -100.00 | .00 | .00 |
| CLOS GEORGESITI | | | | 5 | -5 | -100.00 | .00 | .00 |
| RH PHILLIPS DH | | | | 5 | -5 | -100.00 | .00 | .00 |
| KUNDE EST RESRV | | | | 5 | -5 | -100.00 | .00 | .00 |
| STONY RIDGE NPA | | | | 4 | -4 | -100.00 | .00 | .00 |
| SILVER OAK VERT | | | | 4 | -4 | -100.00 | .00 | .00 |
| SMITH&HOOK S LC | | | | 4 | -4 | -100.00 | .00 | .00 |
| EAGLE ROOST | | | | 4 | -4 | -100.00 | .00 | .00 |
| STEP STONE NAPA | | | | 4 | -4 | -100.00 | .00 | .00 |
| ANDRW WL PPR BR | | | | 3 | -3 | -100.00 | .00 | .00 |
| ANAPAMU | | | | 3 | -3 | -100.00 | .00 | .00 |
| CRIBARI CAB SAV | | | | 3 | -3 | -100.00 | .00 | .00 |
| DM S GEO VNT RS | | | | 3 | -3 | -100.00 | .00 | .00 |
| SONOMA CREEK RS | | | | 3 | -3 | -100.00 | .00 | .00 |
| PAHLMAYER | | | | 3 | -3 | -100.00 | .00 | .00 |
| PRESTON CAB SAV | | | | 2 | -2 | -100.00 | .00 | .00 |
| COTURRI | | | | 2 | -2 | -100.00 | .00 | .00 |
| SEA RIDGE CALIF | | | | 2 | -2 | -100.00 | .00 | .00 |
| ARMIDA | | | | 2 | -2 | -100.00 | .00 | .00 |
| DESERT WIND | | | | 2 | -2 | -100.00 | .00 | .00 |
| GND BND VNT RSV | | | | 2 | -2 | -100.00 | .00 | .00 |
| LA PLAYA | | | | 2 | -2 | -100.00 | .00 | .00 |
| LLANO ESTACADO | | | | 1 | -1 | -100.00 | .00 | .00 |
| ZABACO | | | | 1 | -1 | -100.00 | .00 | .00 |
| DMND CRK CAB SV | | | | 1 | -1 | -100.00 | .00 | .00 |
| EHLER GRV NPA V | | | | 1 | -1 | -100.00 | .00 | .00 |
| DUCK POND | | | | 1 | -1 | -100.00 | .00 | .00 |
| MARTIN RY ST CZ | | | | 1 | -1 | -100.00 | .00 | .00 |
| SEBASTNI UNFLT | | | | 1 | -1 | -100.00 | .00 | .00 |
| MIRASSOU SHWCSE | | | | 1 | -1 | -100.00 | .00 | .00 |
| ARCIERO GR PRIX | | | | 1 | -1 | -100.00 | .00 | .00 |
| G THOUKIS WNRV | | | | 1 | -1 | -100.00 | .00 | .00 |
| VOL VDP CAB SAV | | | | 1 | -1 | -100.00 | .00 | .00 |
| FETZER RESERVE | | | | 1 | -1 | -100.00 | .00 | .00 |
| STRATFORD | | | | 1 | -1 | -100.00 | .00 | .00 |
| SPRING MTN CB S | | | | 1 | -1 | -100.00 | .00 | .00 |
| DMNE GRND ARCHR | | | | 1 | -1 | -100.00 | .00 | .00 |
| WOODWRD CNYN OV | | | | 1 | -1 | -100.00 | .00 | .00 |
| SMTH&HK CB S 91 | | | | 1 | -1 | -100.00 | .00 | .00 |

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

ALL STATES-1/1/03 - 12/31/03

PAGE 14

| CLASS & TYPE BRAND | AGE / PROOF | RETAIL PRICE 750ml | CASE SALES | | CASES + or - | % OF + or - | % OF TYPE | |
|---|----------------|--------------------------|---|---|---------------------------------------|--|--------------------------------------|--------------------------------------|
| | | | This Year | Last Year | | | This Year | Last Year |
| GIRARD CAB SAUV WOODWD CYN NELM CONN VALLEY JOUILLIAN | | | | 1 1 1 1 | -1 -1 -1 -1 | -100.00 -100.00 -100.00 -100.00 | .00 .00 .00 .00 | .00 .00 .00 .00 |
| TOTAL CABERNET SAUV | | | 669464 | 647706 | 21758 | 3.36 | | |
| GAMAY BEAUJLS BERINGER GMY BJ GLEN ELLEN VLDG | | | 615 666 | 989 1020 | -289 -354 | -8.20 -34.71 | 64.45 13.27 | 57.79 16.73 |
| VENDANGE PRESTON GMY RSE J LOHR MNTY GMY B HERZOG GMY BJ PRESTON GMY BJ | | | 400 49 47 4 | 491 2 48 1 | -91 47 -1 3 | -18.53 2350.00 -2.08 300.00 | 7.97 .98 .94 .08 | 8.05 .03 .79 .02 |
| TUCKER CELLAR BLOSSOM HILL DUXOUP NAPA GMY WEINSTOCK GAMAY | | | 2 1 | 1 1 | 1 1 | 100.00 100.00 | .04 .02 | .02 .00 |
| | | | | 16 5 | -16 -5 | -100.00 -100.00 | .00 .00 | .26 .08 |
| TOTAL GAMAY BEAUJLS | | | 5018 | 6096 | -1078 | -17.68 | | |
| MERLOT RM WOODBRIDGE SUTTER HOME | | | 75789 39994 | 68010 42772 | 7779 -2778 | 11.44 -6.49 | 9.36 4.94 | 8.93 5.62 |
| FRANZIA CORBETT CANYON GALLO LIVINGSTN TURNING LEAF VENDANGE | | | 31981 26014 25564 25136 24970 | 26568 26706 22715 22047 28769 | 5413 -692 2849 3089 -3799 | 20.37 -2.59 12.54 14.01 -13.21 | 3.95 3.21 3.16 3.10 3.08 | 3.49 3.51 2.98 2.90 3.78 |
| FTZR EAGLE PEAK GALLO COPPERDGE ALMADEN R MONDAVI CSTAL REDWOOD CREEK | | | 22186 21424 21354 21193 20866 | 25278 19734 17327 19205 15302 | -3092 1690 4027 1988 5564 | -12.23 8.56 23.24 10.35 36.36 | 2.74 2.65 2.64 2.62 2.58 | 3.32 2.59 2.28 2.52 2.01 |
| FOXHORN BERNGR FNDR EST BLACKSTONE CAL GALLO E&J TWN V GLEN ELLEN RESV | | | 20333 19940 18885 18412 18345 | 18153 18466 13320 17285 13989 | 2180 1474 5565 1127 4356 | 12.01 7.98 41.78 6.52 31.14 | 2.51 2.46 2.33 2.27 2.27 | 2.38 2.43 1.75 2.27 1.84 |
| NATHANSON CREEK STONE CELLARS FOREST GLEN OAK COL GRND ESTATE KNDL-JKSN VN RS | | | 14672 14559 14233 13082 12963 | 11984 11351 12476 15059 13415 | 2688 3208 1757 -1977 -452 | 22.43 28.26 14.08 -13.13 -3.37 | 1.81 1.80 1.76 1.62 1.60 | 1.57 1.49 1.64 1.98 1.76 |
| C D BOIS SONOMA HERITAGE GOSSAMER BAY MERIDIAN CLFRNA CSM MERLOT | | | 11625 9932 8585 8145 7721 | 11582 11629 7401 7698 8451 | 43 -1697 1184 447 -730 | -1.37 -14.59 16.00 5.81 -8.64 | 1.44 1.23 1.06 1.01 .95 | 1.52 1.53 .97 1.01 1.11 |
| DELICATO MONDAVI CK TALUS BOGLE MERLOT BY COASTAL | | | 7643 7605 7300 6989 5790 | 7989 7208 6929 6619 5510 | -346 397 371 370 280 | -4.33 5.51 5.35 5.59 5.08 | .94 .94 .90 .86 .72 | 1.05 .95 .91 .87 .72 |
| FRANCS CPPLA DS SMOKING LOON GALLO OF SONOMA RABBT RG BRL CV STERLING VNT COL | | | 5769 5658 5606 5282 5079 | 4464 1374 5041 4386 4248 | 1305 4284 565 896 831 | 29.23 311.79 11.21 20.43 19.56 | .71 .70 .69 .65 .63 | .59 .18 .66 .58 .56 |
| INGLNOOK VNYARD PETER VELLA PEPPERWOOD GRVE RAVENSWD VNT BL STERLING MERLOT | | | 4973 4669 4569 4453 4440 | 4138 4025 4101 2987 4597 | 835 644 468 1466 -157 | 20.18 16.00 11.41 49.08 -3.42 | .61 .58 .56 .55 .55 | .54 .53 .54 .39 .60 |
| TURNING LEAF RS FORESTVILLE CAL STONE CREEK CAL WILD HORSE MRLT HYATT VINEYARDS | | | 3742 3577 3556 3543 3225 | 4077 2956 4532 3819 1955 | -335 621 -976 -276 1270 | -8.22 21.01 -21.54 -7.23 64.96 | .46 .44 .44 .44 .40 | .54 .39 .60 .50 .26 |
| CSTL PACFC CLFF RDNY STRNG MRLT SEBASTIANI SC PAUL THOMAS CORBETT CANYON | | | 2985 2927 2766 2571 2478 | 3447 3218 2712 1791 3085 | -462 -291 54 780 -607 | -13.40 -9.04 1.99 43.55 -19.68 | .37 .36 .34 .32 .31 | .45 .42 .36 .24 .41 |
| R MONDAVI SALMON HARBOR J LHR CYPRES CAL ROUND HILL MRLT BAREFOOT | | | 2446 2444 2440 2387 2303 | 2134 1868 2588 2794 1984 | 312 576 -148 -407 319 | 14.62 30.84 -5.72 -14.57 16.08 | .30 .30 .30 .29 .28 | .28 .25 .34 .37 .26 |
| RFRD HILL MERLT SYCAMORE LANE RHP TOASTD HEAD TRINITY OAKS FIRESTNE S YNEZ | | | 2202 2164 2079 2056 1890 | 2388 2346 300 1752 2038 | -186 -182 1779 304 -148 | -7.79 -7.76 593.00 17.35 -7.26 | .27 .27 .26 .25 .23 | .31 .31 .04 .23 .27 |
| KENWOOD SETTLER'S CREEK FRNCISCN MERLOT FETZER FIVE RVR J LOHR LOS OSOS | | | 1880 1864 1803 1778 1713 | 2072 2460 1182 1227 1244 | -192 -596 621 551 469 | -9.27 -24.23 52.54 44.91 37.70 | .23 .23 .22 .22 .21 | .27 .32 .16 .16 .16 |
| ESTANCIA ALX VL STONEHEDGE CAL TRINCHERO CSTAL | | | 1670 1656 1612 | 1730 1737 2036 | -60 -81 -424 | -3.47 -4.66 -20.83 | .21 .20 .20 | .23 .23 .27 |

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

ALL STATES-1/1/03 - 12/31/03

PAGE 15

| CLASS & TYPE BRAND | AGE / PROOF | RETAIL PRICE 750ml | CASE SALES | | CASES + or - | % OF + or - | % OF TYPE | |
|-----------------------|----------------|--------------------------|------------|-----------|-----------------|----------------|-----------|-----------|
| | | | This Year | Last Year | | | This Year | Last Year |
| FERRARI-CARANO | | | 1598 | 1198 | 400 | 33.39 | .20 | .16 |
| WILLIAM HILL NP | | | 1592 | 1694 | -102 | -6.02 | .20 | .22 |
| DUNNEWOOD | | | 1563 | 2168 | -605 | -27.91 | .19 | .28 |
| GEYSER PK MERLT | | | 1560 | 1865 | -305 | -16.35 | .19 | .24 |
| BV NAPA | | | 1551 | 1442 | 109 | 7.56 | .19 | .19 |
| BURLWOOD CELLRS | | | 1501 | 1872 | -371 | -19.82 | .19 | .25 |
| ST FRANCIS MRLT | | | 1407 | 1238 | 169 | 13.65 | .17 | .16 |
| HAWK CREST | | | 1350 | 1145 | 205 | 17.90 | .17 | .15 |
| CANYON ROAD | | | 1296 | 1411 | -115 | -8.15 | .17 | .19 |
| CAMELOT CALFRNA | | | 1275 | 1070 | 205 | 19.16 | .16 | .14 |
| HOGUE GENESIS | | | 1263 | 1228 | 35 | 2.85 | .16 | .16 |
| ESTATE CELLARS | | | 1225 | 3583 | -2358 | -65.81 | .15 | .47 |
| MG VALLEJO MRLT | | | 1217 | 1907 | -690 | -36.18 | .15 | .25 |
| COL TWO VINES | | | 1216 | | 1216 | 100.00 | .15 | .00 |
| HOGUE | | | 1178 | 567 | 611 | 107.76 | .15 | .07 |
| SEC | | | 1163 | 164 | 999 | 609.15 | .14 | .02 |
| MARKHAM MERLOT | | | 1130 | 1172 | -42 | -3.58 | .14 | .15 |
| CALLAWAY COASTL | | | 1078 | 1457 | -379 | -26.01 | .13 | .19 |
| JEKEL | | | 1033 | 1374 | -341 | -24.82 | .13 | .18 |
| CH ST JEAN | | | 1014 | 767 | 247 | 32.20 | .13 | .10 |
| IRONSTONE | | | 997 | 814 | 183 | 22.48 | .12 | .11 |
| ECHOLON | | | 974 | 723 | 251 | 34.72 | .12 | .09 |
| MONTEREY CLASSC | | | 948 | 1382 | -434 | -31.40 | .12 | .18 |
| KUNDE ESTATE | | | 942 | 717 | 225 | 31.38 | .12 | .09 |
| ST CHAP CANYON | | | 941 | 1538 | -597 | -38.82 | .12 | .20 |
| COLUMBIA MERLOT | | | 939 | 1430 | -491 | -34.34 | .12 | .19 |
| SNQ | | | 911 | 539 | 372 | 69.02 | .11 | .07 |
| BLOSSOM HILL | | | 895 | 1745 | -850 | -48.71 | .11 | .23 |
| HACIENDA CAL | | | 886 | 1132 | -246 | -21.73 | .11 | .15 |
| C D BOIS AV RSV | | | 864 | 943 | -79 | -8.38 | .11 | .12 |
| BARNARD GRIFFIN | | | 842 | 1152 | -310 | -26.91 | .10 | .15 |
| CSM INDIAN WLLS | | | 842 | 30 | 812 | 2706.67 | .10 | .00 |
| BUENA VISTA CRN | | | 834 | 710 | 124 | 17.46 | .10 | .09 |
| SALMON CREEK | | | 821 | 257 | 564 | 219.46 | .10 | .03 |
| COVEY RUN BS | | | 790 | 747 | 43 | 5.76 | .10 | .10 |
| PARDUCCI MERLOT | | | 770 | 890 | -120 | -13.48 | .10 | .12 |
| FETZER BRRL SEL | | | 766 | 1355 | -589 | -43.47 | .09 | .18 |
| FRR | | | 747 | 544 | 203 | 37.32 | .09 | .07 |
| BLACKSTONE NAPA | | | 743 | 536 | 207 | 38.62 | .09 | .07 |
| SILVER RIDGE BS | | | 742 | 726 | 16 | 2.20 | .09 | .10 |
| B HERZOG MERLOT | | | 726 | 703 | 23 | 3.27 | .09 | .09 |
| HAYWOOD VNT SEL | | | 697 | 535 | 162 | 30.28 | .09 | .07 |
| BLACK OAK MERLT | | | 688 | 530 | 158 | 29.81 | .09 | .07 |
| COASTAL RIDGE | | | 687 | 906 | -219 | -24.17 | .08 | .12 |
| DEER VALLEY | | | 681 | 2754 | -2073 | -75.27 | .08 | .36 |
| CANOE RIDGE | | | 678 | 1155 | -477 | -41.30 | .08 | .15 |
| MONTEIRA | | | 674 | 980 | -306 | -31.22 | .08 | .13 |
| RM WOODBBG CLAY | | | 652 | | 652 | 100.00 | .08 | .00 |
| CARTLDGE&BROWNE | | | 636 | 353 | 283 | 80.17 | .08 | .05 |
| BONTEIRA | | | 634 | 650 | -16 | -2.46 | .08 | .09 |
| CLYDES | | | 632 | 295 | 337 | 114.24 | .08 | .04 |
| MURPHY-GOODE AV | | | 627 | 589 | 38 | 6.45 | .08 | .08 |
| CASTLE ROCK MRL | | | 624 | 115 | 509 | 442.61 | .08 | .02 |
| KENWOOD YULUPA | | | 604 | 517 | 87 | 16.83 | .07 | .07 |
| LA TERRE | | | 598 | 455 | 143 | 31.43 | .07 | .06 |
| P RIDGE CRIMSON | | | 584 | 602 | -18 | -2.99 | .07 | .08 |
| CH SOUVERAN CSV | | | 568 | 1085 | -517 | -47.65 | .07 | .14 |
| DUCK POND | | | 544 | 529 | 15 | 2.84 | .07 | .07 |
| COMMON MAN | | | 542 | 609 | -67 | -11.00 | .07 | .08 |
| BEL ARBORS MRLT | | | 537 | 1143 | -606 | -53.02 | .07 | .15 |
| PRNC MCHL DE VA | | | 530 | 459 | 71 | 15.47 | .07 | .06 |
| KDL-JKSN MERLOT | | | 524 | 553 | -29 | -5.24 | .06 | .07 |
| RANDALL HARRIS | | | 520 | 416 | 104 | 25.00 | .06 | .05 |
| WINDY RIDGE | | | 497 | 656 | -159 | -24.24 | .06 | .09 |
| ST SUPERY | | | 494 | 670 | -176 | -26.27 | .06 | .09 |
| BERNGR NAPA VLY | | | 490 | 78 | 412 | 528.21 | .06 | .01 |
| BARBOURSVILLE | | | 489 | 478 | 11 | 2.30 | .06 | .06 |
| BENZGR SV MERLT | | | 481 | 669 | -188 | -28.10 | .06 | .09 |
| MARTINI | | | 447 | 1347 | -900 | -66.82 | .06 | .18 |
| INDIGO HILLS | | | 442 | 576 | -134 | -23.26 | .06 | .08 |
| MONTHAVEN CSTAL | | | 410 | 32 | 378 | 1181.25 | .05 | .00 |
| FLORA SPGS MRLT | | | 409 | 302 | 107 | 35.43 | .05 | .04 |
| RAVENSWOOD SNMA | | | 405 | 558 | -153 | -27.42 | .05 | .07 |
| SILVERADO | | | 405 | 508 | -103 | -20.28 | .05 | .07 |
| WASHINGTON HLLS | | | 381 | 110 | 271 | 246.36 | .05 | .01 |
| B GRFN VNWD CRK | | | 380 | | 380 | 100.00 | .05 | .00 |
| CLS PGSE NP VLY | | | 378 | 272 | 106 | 38.97 | .05 | .04 |
| FREI BROTHERS | | | 374 | 523 | -149 | -28.49 | .05 | .07 |
| PRESTON | | | 370 | 576 | -206 | -35.76 | .05 | .08 |
| FARALLON NO CST | | | 356 | 426 | -70 | -16.43 | .04 | .06 |
| MYSTIC CLIFFS | | | 351 | 813 | -462 | -56.83 | .04 | .11 |
| DYNAMITE NORTH | | | 346 | 312 | 34 | 10.90 | .04 | .04 |
| DUCKHORN NAPA | | | 342 | 486 | -144 | -29.63 | .04 | .06 |
| MT WSHNGTN VNTY | | | 334 | 356 | -22 | -6.18 | .04 | .05 |
| BAREFOOT RESRVE | | | 334 | 154 | 180 | 116.88 | .04 | .02 |
| WHITEHALL NAPA | | | 325 | 250 | 75 | 30.00 | .04 | .03 |
| RUTHERFRD RANCH | | | 307 | 365 | -58 | -15.89 | .04 | .05 |
| HAHN SNTA LUCIA | | | 305 | 269 | 36 | 13.38 | .04 | .04 |
| CRANE LAKE MRLT | | | 304 | 264 | 40 | 15.15 | .04 | .03 |
| MANZANITA CNYON | | | 299 | | 299 | 100.00 | .04 | .00 |
| HEALDSBRG VCULT | | | 297 | | 297 | 100.00 | .04 | .00 |
| LEAPING LIZARD | | | 286 | 150 | 136 | 90.67 | .04 | .02 |
| BLACKSTONE RSRV | | | 284 | 125 | 159 | 127.20 | .04 | .02 |

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

ALL STATES-1/1/03 - 12/31/03

PAGE 16

| CLASS & TYPE BRAND | AGE / PROOF | RETAIL PRICE 750ml | CASE SALES | | CASES + or - | % OF + or - | % OF TYPE | |
|-----------------------|----------------|--------------------------|------------|-----------|-----------------|----------------|-----------|-----------|
| | | | This Year | Last Year | | | This Year | Last Year |
| SILVER LAKE | | | 273 | 236 | 37 | 15.68 | .03 | .03 |
| CLOS DU VAL | | | 272 | 258 | 14 | 5.43 | .03 | .03 |
| SHALE RIDGE | | | 271 | 102 | 169 | 165.69 | .03 | .01 |
| GUNDLCH BND MLT | | | 268 | 240 | 28 | 11.67 | .03 | .03 |
| ANDRETTI SELCTN | | | 267 | 15 | 252 | 1680.00 | .03 | .00 |
| STAGS LEAP MRLT | | | 265 | 97 | 168 | 173.20 | .03 | .01 |
| FROGS LEAP NP V | | | 257 | 213 | 44 | 20.66 | .03 | .03 |
| RAYMOND AMBRHLL | | | 244 | 450 | -206 | -45.78 | .03 | .06 |
| GLASS MOUNTAIN | | | 242 | 498 | -256 | -51.41 | .03 | .07 |
| JOLIESSE RESERVE | | | 241 | 223 | 18 | 8.07 | .03 | .03 |
| NAPA RIDGE CV | | | 235 | 202 | 33 | 16.34 | .03 | .03 |
| ALX VLY MERLOT | | | 231 | 179 | 52 | 29.05 | .03 | .02 |
| ARBOR CREST | | | 230 | 151 | 79 | 52.32 | .03 | .02 |
| HRM REX-GOLIATH | | | 224 | | 224 | 100.00 | .03 | .00 |
| HEALDSBURG | | | 223 | 1 | 222 | ***** | .03 | .00 |
| MARILYN | | | 221 | 281 | -60 | -21.35 | .03 | .04 |
| WENTE CRANE RDG | | | 218 | 158 | 60 | 37.97 | .03 | .02 |
| COL ESTATE | | | 217 | 1477 | -1260 | -85.31 | .03 | .19 |
| CSM CANOE RIDGE | | | 208 | 248 | -40 | -16.13 | .03 | .03 |
| LIBERTY CREEK | | | 205 | | 205 | 100.00 | .03 | .00 |
| LOCKWOOD | | | 202 | 176 | 26 | 14.77 | .02 | .02 |
| NORMA JEANE | | | 199 | 191 | 8 | 4.19 | .02 | .03 |
| BLACKSTN SPC SL | | | 199 | 15 | 184 | 1226.67 | .02 | .00 |
| PACIFIC PEAK | | | 199 | | 199 | 100.00 | .02 | .00 |
| PEDRNCLLI BCHLD | | | 196 | 104 | 92 | 88.46 | .02 | .01 |
| ESTRELLA | | | 193 | 246 | -53 | -21.54 | .02 | .03 |
| TREFETHEN | | | 190 | 50 | 140 | 280.00 | .02 | .01 |
| TRINCHRO FAM SL | | | 186 | 142 | 44 | 30.99 | .02 | .02 |
| DE LOACH RS RVR | | | 179 | 206 | -27 | -13.11 | .02 | .03 |
| KNDL-JKSN GR RS | | | 176 | 144 | 32 | 22.22 | .02 | .02 |
| RAYMOND | | | 175 | 125 | 50 | 40.00 | .02 | .02 |
| ESTANCIA SONOMA | | | 174 | 141 | 33 | 23.40 | .02 | .02 |
| RH PHLPS BRL CV | | | 173 | 197 | -24 | -12.18 | .02 | .03 |
| ST CHAP MERLOT | | | 170 | 133 | 37 | 27.82 | .02 | .02 |
| SHAFFER MERLOT | | | 167 | 153 | 14 | 9.15 | .02 | .02 |
| MIRASSOU HRV RS | | | 163 | 139 | 24 | 17.27 | .02 | .02 |
| WILLIAMSBURG | | | 162 | 140 | 22 | 15.71 | .02 | .02 |
| GORDON BROTHERS | | | 158 | 200 | -42 | -21.00 | .02 | .03 |
| WENTE | | | 156 | 246 | -90 | -36.59 | .02 | .03 |
| WATERBROOK | | | 153 | 142 | 11 | 7.75 | .02 | .02 |
| RIVERCREST | | | 151 | 9 | 142 | 1577.78 | .02 | .00 |
| LEAPING HORSE | | | 146 | | 146 | 100.00 | .02 | .00 |
| C KRUG MERLOT | | | 144 | 259 | -115 | -44.40 | .02 | .03 |
| W B BRIDGEMAN | | | 143 | 115 | 28 | 24.35 | .02 | .02 |
| TURNING LF SP S | | | 142 | 151 | -9 | -5.96 | .02 | .02 |
| ANDRETTI | | | 142 | 141 | 1 | .71 | .02 | .02 |
| CASTLE CREEK | | | 141 | 167 | -26 | -15.57 | .02 | .02 |
| LATAH CREEK MLT | | | 137 | 202 | -65 | -32.18 | .02 | .03 |
| ROMBAUER NP VLY | | | 137 | 97 | 40 | 41.24 | .02 | .01 |
| KDL-JKSN VNT RS | | | 136 | 78 | 58 | 74.36 | .02 | .01 |
| STAGS LEAP NP V | | | 135 | 199 | -64 | -32.16 | .02 | .03 |
| SAGELANDS | | | 135 | 65 | 70 | 107.69 | .02 | .01 |
| CARMENET CLR SL | | | 134 | | 134 | 100.00 | .02 | .00 |
| SONOMA CREEK | | | 132 | 309 | -177 | -57.28 | .02 | .04 |
| FOREST GLEN BS | | | 132 | 108 | 24 | 22.22 | .02 | .01 |
| SEVENTH MOON | | | 128 | | 128 | 100.00 | .02 | .00 |
| BADGER MNT NSA | | | 127 | | 127 | 100.00 | .02 | .00 |
| EAGLE CANYON | | | 126 | | 126 | 100.00 | .02 | .00 |
| MATANZAS SNM VL | | | 124 | 87 | 37 | 42.53 | .02 | .01 |
| DRY CREEK RESRV | | | 122 | 58 | 64 | 110.34 | .02 | .01 |
| SINSKEY CARNROS | | | 119 | 121 | -2 | -1.65 | .01 | .02 |
| LAMBERT BRIDGE | | | 118 | 93 | 25 | 26.88 | .01 | .01 |
| FOPPIANO | | | 118 | 45 | 73 | 162.22 | .01 | .01 |
| CLOS LA CHANCE | | | 117 | 77 | 40 | 51.95 | .01 | .01 |
| PAUL MASSON | | | 116 | 105 | 11 | 10.48 | .01 | .01 |
| STONESTREET AV | | | 114 | 134 | -20 | -14.93 | .01 | .02 |
| PHELPS MERLOT | | | 113 | 59 | 54 | 91.53 | .01 | .01 |
| ARROWD GR ARCHR | | | 113 | 9 | 104 | 1155.56 | .01 | .00 |
| HYATT RESERVE | | | 107 | 262 | -155 | -59.16 | .01 | .03 |
| KEENAN NAPA VLY | | | 107 | 121 | -14 | -11.57 | .01 | .02 |
| DANTE | | | 103 | 157 | -54 | -34.39 | .01 | .02 |
| JEWEL COLLECTION | | | 103 | | 103 | 100.00 | .01 | .00 |
| PHILPPE LORRANE | | | 102 | 118 | -16 | -13.56 | .01 | .02 |
| NEWTON SPCL CUV | | | 99 | 83 | 16 | 19.28 | .01 | .01 |
| C D BOIS WN RSV | | | 98 | 95 | 3 | 3.16 | .01 | .01 |
| RAYMOND NAP RSV | | | 97 | 167 | -70 | -41.92 | .01 | .02 |
| LIPARITA | | | 96 | 279 | -183 | -65.59 | .01 | .04 |
| POWERS | | | 94 | 48 | 46 | 95.83 | .01 | .01 |
| SNAKE RIVER | | | 94 | 21 | 73 | 347.62 | .01 | .00 |
| MRSSOU FMLY SEL | | | 93 | 526 | -433 | -82.32 | .01 | .07 |
| ARTESA NAPA VLY | | | 92 | 25 | 67 | 268.00 | .01 | .00 |
| CELLAR NO 8 | | | 90 | | 90 | 100.00 | .01 | .00 |
| TAFT STREET CC | | | 89 | 56 | 33 | 58.93 | .01 | .01 |
| VME CAL COASTAL | | | 86 | 69 | 17 | 24.64 | .01 | .01 |
| CROSSPOINT | | | 86 | | 86 | 100.00 | .01 | .00 |
| INGLSDE PLNTATN | | | 85 | 117 | -32 | -27.35 | .01 | .02 |
| MCMANIS FAMILY | | | 84 | | 84 | 100.00 | .01 | .00 |
| GROTH | | | 83 | 76 | 7 | 9.21 | .01 | .01 |
| MERRYVALE RESRV | | | 80 | 64 | 16 | 25.00 | .01 | .01 |
| CSM COLD CREEK | | | 79 | 94 | -15 | -15.96 | .01 | .01 |
| WINE WORK ORGNC | | | 79 | 34 | 45 | 132.35 | .01 | .00 |
| RM WOODBRIDGE TO | | | 77 | 85 | -8 | -9.41 | .01 | .01 |
| KIONA MERLOT | | | 75 | 51 | 24 | 47.06 | .01 | .01 |

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

ALL STATES-1/1/03 - 12/31/03

PAGE 17

| CLASS & TYPE BRAND | AGE / PROOF | RETAIL PRICE 750ml | CASE SALES | | CASES + or - | % OF + or - | % OF TYPE | |
|-----------------------|----------------|--------------------------|------------|-----------|-----------------|----------------|-----------|-----------|
| | | | This Year | Last Year | | | This Year | Last Year |
| WHISPERING PEAK | | | 74 | 120 | -46 | -38.33 | .01 | .02 |
| DRY CREEK | | | 72 | 92 | -20 | -21.74 | .01 | .01 |
| TRENTADUE | | | 72 | 80 | -8 | -10.00 | .01 | .01 |
| NAPA RIDGE LODI | | | 71 | 70 | 1 | 1.43 | .01 | .01 |
| CATERINA | | | 70 | 102 | -32 | -31.37 | .01 | .01 |
| CUVATSON NP VLY | | | 70 | 68 | 2 | 2.94 | .01 | .01 |
| BERINGER HWL MT | | | 70 | 64 | 6 | 9.38 | .01 | .01 |
| BEAUCANON | | | 69 | 89 | -20 | -22.47 | .01 | .01 |
| SIMI MERLOT | | | 69 | 46 | 23 | 50.00 | .01 | .01 |
| FREY ORGANIC | | | 69 | 24 | 45 | 187.50 | .01 | .00 |
| DE LOACH CALIF | | | 67 | 69 | -2 | -2.90 | .01 | .01 |
| KENWOOD JK LNDN | | | 67 | 53 | 14 | 26.42 | .01 | .01 |
| STERLING 3 PALM | | | 67 | 39 | 28 | 71.79 | .01 | .01 |
| SAWTOOTH | | | 64 | 4 | 60 | 1500.00 | .01 | .00 |
| BALSAMS | | | 59 | 53 | 6 | 11.32 | .01 | .01 |
| FREEMARK ABBEY | | | 58 | 53 | 5 | 9.43 | .01 | .01 |
| CSM RESERVE | | | 57 | 332 | -275 | -82.83 | .01 | .04 |
| KOENIG MERLOT | | | 57 | 6 | 51 | 850.00 | .01 | .00 |
| C D BOIS GARCIA | | | 55 | | 55 | 100.00 | .01 | .00 |
| SILVER LAKE RSV | | | 53 | | 53 | 100.00 | .01 | .00 |
| LAKESPRNG MERLT | | | 52 | 70 | -18 | -25.71 | .01 | .01 |
| CONCANNON | | | 51 | | 51 | 100.00 | .01 | .00 |
| L'ECOLE #41 | | | 50 | 74 | -24 | -32.43 | .01 | .01 |
| R MNDVI CARNROS | | | 50 | 52 | -2 | -3.85 | .01 | .01 |
| APOYO SONOMA | | | 50 | | 50 | 100.00 | .01 | .00 |
| HAHN ESTATES | | | 49 | 244 | -195 | -79.92 | .01 | .03 |
| DOMAINE NAPA | | | 49 | 1 | 48 | 4800.00 | .01 | .00 |
| CANYON OAKS | | | 49 | | 49 | 100.00 | .01 | .00 |
| PRESTON RESERVE | | | 48 | 60 | -12 | -20.00 | .01 | .01 |
| BLACKSTONE GIFT | | | 48 | | 48 | 100.00 | .01 | .00 |
| WYOMING CRFT&WN | | | 47 | 15 | 32 | 213.33 | .01 | .00 |
| HARTWELL STG LP | | | 46 | 9 | 37 | 411.11 | .01 | .00 |
| REDWOOD CRK SEL | | | 46 | | 46 | 100.00 | .01 | .00 |
| CANYON ROAD VDP | | | 45 | 44 | 1 | 2.27 | .01 | .01 |
| TEFFT | | | 44 | 61 | -17 | -27.87 | .01 | .01 |
| CLMBIA MILESTNE | | | 43 | 111 | -68 | -61.26 | .01 | .01 |
| CHAPPELLT MRLT | | | 43 | 17 | 26 | 152.94 | .01 | .00 |
| MERRYVALE | | | 42 | 30 | 12 | 40.00 | .01 | .00 |
| ARROWOOD | | | 41 | 60 | -19 | -31.67 | .01 | .01 |
| NEYERS NAPA VLY | | | 41 | 33 | 8 | 24.24 | .01 | .00 |
| HOLIDAY RESERVE | | | 41 | 11 | 30 | 272.73 | .01 | .00 |
| DOUGLASS HILL | | | 40 | 44 | -4 | -9.09 | .00 | .01 |
| SNQ RESERVE | | | 40 | 2 | 38 | 1900.00 | .00 | .00 |
| RUTHERFRD GROVE | | | 39 | 53 | -14 | -26.42 | .00 | .01 |
| COL RESERVE | | | 38 | 58 | -20 | -34.48 | .00 | .01 |
| WILLIAMSBURG RS | | | 38 | 49 | -11 | -22.45 | .00 | .01 |
| SELBY | | | 38 | 43 | -5 | -11.63 | .00 | .01 |
| BUENA VISTA CAL | | | 37 | 27 | 10 | 37.04 | .00 | .00 |
| CHALK HILL | | | 36 | 56 | -20 | -35.71 | .00 | .01 |
| SCHUG SONOMA | | | 36 | 27 | 9 | 33.33 | .00 | .00 |
| BOOKWALTER | | | 36 | 26 | 10 | 38.46 | .00 | .00 |
| BLSM HL RS CSK | | | 35 | 422 | -387 | -91.71 | .00 | .06 |
| CECCHTTI-SBSTNI | | | 35 | 144 | -109 | -75.69 | .00 | .02 |
| COVEY RUN | | | 35 | 13 | 22 | 169.23 | .00 | .00 |
| R STRNG ALX VLY | | | 34 | 58 | -24 | -41.38 | .00 | .01 |
| RH PHILLIPS | | | 33 | 232 | -199 | -85.78 | .00 | .03 |
| ALCOTT RIDGE | | | 33 | 28 | 5 | 17.86 | .00 | .00 |
| ACCENTS | | | 32 | 41 | -9 | -21.95 | .00 | .01 |
| BADGER MOUNTAIN | | | 32 | 17 | 15 | 88.24 | .00 | .00 |
| JUDDS HILL | | | 32 | 5 | 27 | 540.00 | .00 | .00 |
| TERRY RANCH | | | 31 | 72 | -41 | -56.94 | .00 | .01 |
| NIEBAUM COPPOLA | | | 30 | 124 | -94 | -75.81 | .00 | .02 |
| VINE CLIFF | | | 29 | 41 | -12 | -29.27 | .00 | .01 |
| STARGAZERS | | | 29 | 30 | -1 | -3.33 | .00 | .00 |
| BILTMORE | | | 29 | 4 | 25 | 625.00 | .00 | .00 |
| RUSTON | | | 29 | 29 | | 100.00 | .00 | .00 |
| NEWTON UNFILTRD | | | 28 | 14 | 14 | 100.00 | .00 | .00 |
| MERRYVALE STAR | | | 28 | 2 | 26 | 1300.00 | .00 | .00 |
| MILLN DL CW BAR | | | 28 | | 28 | 100.00 | .00 | .00 |
| CINNABAR | | | 27 | 36 | -9 | -25.00 | .00 | .00 |
| ROCKG HRSE GRVY | | | 27 | 6 | 21 | 350.00 | .00 | .00 |
| SADDLEBACK | | | 27 | | 27 | 100.00 | .00 | .00 |
| PROSPERITY | | | 25 | 121 | -96 | -79.34 | .00 | .02 |
| ZD NAPA | | | 25 | 39 | -14 | -35.90 | .00 | .01 |
| FISHER RCF | | | 25 | 17 | 8 | 47.06 | .00 | .00 |
| STONE HORSE | | | 25 | | 25 | 100.00 | .00 | .00 |
| MADISON RIDGE | | | 25 | | 25 | 100.00 | .00 | .00 |
| STERLING RESRVE | | | 24 | 27 | -3 | -11.11 | .00 | .00 |
| TOAD HOLLOW RSV | | | 24 | 8 | 16 | 200.00 | .00 | .00 |
| BARNRD GRFN RSV | | | 23 | 142 | -119 | -83.80 | .00 | .02 |
| SMITH & HOOK | | | 23 | 23 | | 100.00 | .00 | .00 |
| FREY BIODYNAMIC | | | 23 | | 23 | 100.00 | .00 | .00 |
| MARCELINA | | | 22 | 40 | -18 | -45.00 | .00 | .01 |
| PASTEL | | | 22 | 30 | -8 | -26.67 | .00 | .00 |
| TRINCHRO CHICKN | | | 22 | 9 | 13 | 144.44 | .00 | .00 |
| STONEGATE EST | | | 22 | | 22 | 100.00 | .00 | .00 |
| VICHON MDRNEAN | | | 21 | 438 | -417 | -95.21 | .00 | .06 |
| TAFT STREET | | | 21 | 107 | -86 | -80.37 | .00 | .01 |
| LUNA | | | 21 | 42 | -21 | -50.00 | .00 | .01 |
| ST FRANCIS RSRV | | | 21 | 30 | -9 | -30.00 | .00 | .00 |
| RODNEY STRONG | | | 21 | 11 | 10 | 90.91 | .00 | .00 |
| BURGESS NPA VLY | | | 20 | 131 | -111 | -84.73 | .00 | .02 |
| SEB MADRONE RCH | | | 19 | 14 | 5 | 35.71 | .00 | .00 |

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

ALL STATES-1/1/03 - 12/31/03

PAGE 18

| CLASS & TYPE BRAND | AGE / PROOF | RETAIL PRICE 750ml | CASE SALES | | CASES + or - | % OF + or - | % OF TYPE | |
|-----------------------|----------------|--------------------------|------------|-----------|-----------------|----------------|-----------|-----------|
| | | | This Year | Last Year | | | This Year | Last Year |
| GLORIA FERRER | | | 18 | 18 | | .00 | .00 | .00 |
| NOVELLA | | | 18 | | 18 | 100.00 | .00 | .00 |
| COSENTINO N CST | | | 17 | 23 | -6 | -26.09 | .00 | .00 |
| MINER STGEOACH | | | 17 | 7 | 10 | 142.86 | .00 | .00 |
| LEWIS MRL NP VL | | | 17 | 4 | 13 | 325.00 | .00 | .00 |
| ATALON NAPA VLY | | | 17 | | 17 | 100.00 | .00 | .00 |
| QUAIL RIDGE | | | 16 | 77 | -61 | -79.22 | .00 | .01 |
| DUCKHORN 3 PALM | | | 16 | 11 | 5 | 45.45 | .00 | .00 |
| LOLONIS RESERVE | | | 16 | | 16 | 100.00 | .00 | .00 |
| GAINERY | | | 16 | | 16 | 100.00 | .00 | .00 |
| J ANDREWS | | | 15 | 119 | -104 | -87.39 | .00 | .02 |
| P RIDGE CARNROS | | | 15 | 98 | -83 | -84.69 | .00 | .01 |
| DUCKHORN HWL MT | | | 15 | 31 | -16 | -51.61 | .00 | .00 |
| HANNA | | | 15 | 26 | -11 | -42.31 | .00 | .00 |
| WILDHURST VNYDS | | | 15 | 15 | | .00 | .00 | .00 |
| JEPSON | | | 15 | | 15 | 100.00 | .00 | .00 |
| THREE RIVERS | | | 15 | | 15 | 100.00 | .00 | .00 |
| NAPA RIDGE RSRV | | | 15 | | 15 | 100.00 | .00 | .00 |
| BLUE MOUNTAIN | | | 15 | | 15 | 100.00 | .00 | .00 |
| BANDIERA BK BAY | | | 14 | 59 | -45 | -76.27 | .00 | .01 |
| MARKHAM RESERVE | | | 14 | 33 | -19 | -57.58 | .00 | .00 |
| FOGARTY | | | 14 | 30 | -16 | -53.33 | .00 | .00 |
| FIRESTONE RSRVE | | | 14 | 9 | 5 | 55.56 | .00 | .00 |
| RBBT RG SNGIEMO | | | 14 | 5 | 9 | 180.00 | .00 | .00 |
| BARKAN RESERVE | | | 14 | 2 | 12 | 600.00 | .00 | .00 |
| NOR CLMBIA VLLY | | | 13 | 23 | -10 | -43.48 | .00 | .00 |
| CLS PGSE MTSUKO | | | 13 | 14 | -1 | -7.14 | .00 | .00 |
| FREY REDWD VLLY | | | 13 | 7 | 6 | 85.71 | .00 | .00 |
| R MONDAVI SLD | | | 13 | 2 | 11 | 550.00 | .00 | .00 |
| TWOTONE FARM | | | 13 | | 13 | 100.00 | .00 | .00 |
| STEVENOT RSV SF | | | 12 | 29 | -17 | -58.62 | .00 | .00 |
| LOCKWOOD VSR | | | 12 | 25 | -13 | -52.00 | .00 | .00 |
| WOODWARD CANYON | | | 12 | 18 | -6 | -33.33 | .00 | .00 |
| PLUMPJACK NAPA | | | 12 | 12 | | .00 | .00 | .00 |
| NOR MERLOT | | | 12 | 12 | | .00 | .00 | .00 |
| PAUL HOBBS M BLK | | | 12 | 7 | 5 | 71.43 | .00 | .00 |
| HEALDSBURG CSTL | | | 12 | | 12 | 100.00 | .00 | .00 |
| MONT ST JOHN | | | 12 | | 12 | 100.00 | .00 | .00 |
| PARMA RIDGE | | | 12 | | 12 | 100.00 | .00 | .00 |
| WILD HARE | | | 12 | | 12 | 100.00 | .00 | .00 |
| STONEHEDGE NAPA | | | 11 | 6 | 5 | 83.33 | .00 | .00 |
| BACCALA MERLOT | | | 11 | | 11 | 100.00 | .00 | .00 |
| ATALON MTN EST | | | 11 | | 11 | 100.00 | .00 | .00 |
| LONG RDG GRV ML | | | 11 | | 11 | 100.00 | .00 | .00 |
| PRESQUE ISLE | | | 10 | 33 | -23 | -69.70 | .00 | .00 |
| ANTARES | | | 10 | 30 | -20 | -66.67 | .00 | .00 |
| MASON CELLARS | | | 10 | 26 | -16 | -61.54 | .00 | .00 |
| BELVEDERE SNOMA | | | 10 | 20 | -10 | -50.00 | .00 | .00 |
| BLVDR DRY CREEK | | | 10 | 15 | -5 | -33.33 | .00 | .00 |
| APEX WOOD BOX | | | 10 | 10 | | .00 | .00 | .00 |
| FIFE NAPA VLLY | | | 10 | 8 | 2 | 25.00 | .00 | .00 |
| MAYO LAURNT VYD | | | 10 | 2 | 8 | 400.00 | .00 | .00 |
| DR FRANK | | | 10 | | 10 | 100.00 | .00 | .00 |
| MIDNIGHT CELLRS | | | 9 | 63 | -54 | -85.71 | .00 | .01 |
| TIMBERWOOD | | | 9 | 17 | -8 | -47.06 | .00 | .00 |
| STEVENOT | | | 9 | 10 | -1 | -10.00 | .00 | .00 |
| LEONETTI | | | 9 | 9 | | .00 | .00 | .00 |
| HARRISON MERLOT | | | 9 | 3 | 6 | 200.00 | .00 | .00 |
| NOR WALLA WALLA | | | 9 | | 9 | 100.00 | .00 | .00 |
| P RIDGE MERLOT | | | 8 | 23 | -15 | -65.22 | .00 | .00 |
| NEYERS RNCH-CNN | | | 8 | 11 | -3 | -27.27 | .00 | .00 |
| MONTCLO CRLY RS | | | 8 | 11 | -3 | -27.27 | .00 | .00 |
| PAHLMAYER | | | 8 | 10 | -2 | -20.00 | .00 | .00 |
| KIRKLAND RANCH | | | 8 | 9 | -1 | -11.11 | .00 | .00 |
| BELVEDERE HLDGB | | | 8 | | 8 | 100.00 | .00 | .00 |
| Q SONOMA COUNTY | | | 8 | | 8 | 100.00 | .00 | .00 |
| A WILL KLIPSUN | | | 8 | | 8 | 100.00 | .00 | .00 |
| VINWOOD | | | 8 | | 8 | 100.00 | .00 | .00 |
| RABBITT RDG SNM | | | 7 | 455 | -448 | -98.46 | .00 | .06 |
| SAVONA | | | 7 | 46 | -39 | -84.78 | .00 | .01 |
| GEYSER PEAK RSV | | | 7 | 18 | -11 | -61.11 | .00 | .00 |
| CANOE RIDGE RES | | | 7 | 13 | -6 | -46.15 | .00 | .00 |
| EOS | | | 7 | 10 | -3 | -30.00 | .00 | .00 |
| CH SOUVRAIN ALX | | | 7 | 10 | -3 | -30.00 | .00 | .00 |
| DUCKHN EST GRWN | | | 7 | 5 | 2 | 40.00 | .00 | .00 |
| A WILL CIEL CHV | | | 7 | 5 | 2 | 40.00 | .00 | .00 |
| HARTWELL ESTATE | | | 7 | 5 | 2 | 40.00 | .00 | .00 |
| BARNETT NAPA VL | | | 7 | | 7 | 100.00 | .00 | .00 |
| HOGUE RESERVE | | | 6 | 48 | -42 | -87.50 | .00 | .01 |
| WOODWD CYN NELM | | | 6 | 19 | -13 | -68.42 | .00 | .00 |
| BRIDGEVW BL BTY | | | 6 | 12 | -6 | -50.00 | .00 | .00 |
| KDL-JKSN GE SC | | | 6 | 3 | 3 | 100.00 | .00 | .00 |
| NEWLAN | | | 6 | | 6 | 100.00 | .00 | .00 |
| RDD | | | 6 | | 6 | 100.00 | .00 | .00 |
| SHOOTING STAR | | | 6 | | 6 | 100.00 | .00 | .00 |
| PARADIGM | | | 5 | 58 | -53 | -91.38 | .00 | .01 |
| QUAIL CREEK | | | 5 | 55 | -50 | -90.91 | .00 | .01 |
| WENTE EST GROWN | | | 5 | 35 | -30 | -85.71 | .00 | .00 |
| CAYWOOD | | | 5 | 8 | -3 | -37.50 | .00 | .00 |
| PECOTA | | | 5 | 8 | -3 | -37.50 | .00 | .00 |
| ST CLEMENT NAPA | | | 5 | 6 | -1 | -16.67 | .00 | .00 |
| HAGAFEN MERLOT | | | 5 | 6 | -1 | -16.67 | .00 | .00 |
| NEWTON EPIC | | | 5 | 2 | 3 | 150.00 | .00 | .00 |

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

ALL STATES-1/1/03 - 12/31/03

PAGE 19

| CLASS & TYPE BRAND | AGE / PROOF | RETAIL PRICE 750ml | CASE SALES | | CASES + or - | % OF + or - | % OF TYPE | |
|-----------------------|----------------|--------------------------|------------|-----------|-----------------|----------------|-----------|-----------|
| | | | This Year | Last Year | | | This Year | Last Year |
| NEWTON MERLOT | | | 5 | 1 | 4 | 400.00 | .00 | .00 |
| STAGS LEAP RSRV | | | 5 | | 5 | 100.00 | .00 | .00 |
| JENICA PEAK CST | | | 5 | | 5 | 100.00 | .00 | .00 |
| CH JULIEN MNTY | | | 4 | 259 | -255 | -98.46 | .00 | .03 |
| VOL VDP CTX ARD | | | 4 | 225 | -221 | -98.22 | .00 | .03 |
| EMERALD BAY | | | 4 | 199 | -195 | -97.99 | .00 | .03 |
| RED PARKA PUB | | | 4 | 17 | -13 | -76.47 | .00 | .00 |
| ADAstra CARNROS | | | 4 | 17 | -13 | -76.47 | .00 | .00 |
| HUNTER-ASHBY | | | 4 | 16 | -12 | -75.00 | .00 | .00 |
| FRR FRENCH | | | 4 | 11 | -7 | -63.64 | .00 | .00 |
| FLOREAL NAPA VL | | | 4 | 7 | -3 | -42.86 | .00 | .00 |
| CSM RIVR RDG 85 | | | 4 | 1 | 3 | 300.00 | .00 | .00 |
| BRIDGEVW OREGON | | | 4 | | 4 | 100.00 | .00 | .00 |
| MONTICELLO EST | | | 4 | | 4 | 100.00 | .00 | .00 |
| DELICATO BOX | | | 4 | | 4 | 100.00 | .00 | .00 |
| FLORA SPGS WIND | | | 4 | | 4 | 100.00 | .00 | .00 |
| NAPA RIDGE NAPA | | | 4 | | 4 | 100.00 | .00 | .00 |
| TESSERA | | | 3 | 510 | -507 | -99.41 | .00 | .07 |
| APEX | | | 3 | 21 | -18 | -85.71 | .00 | .00 |
| FOLIE PETITE | | | 3 | 10 | -7 | -70.00 | .00 | .00 |
| CAKEBREAD | | | 3 | 8 | -5 | -62.50 | .00 | .00 |
| CAFARO NAPA | | | 3 | 6 | -3 | -50.00 | .00 | .00 |
| JEKEL MONTEREY | | | 3 | 6 | -3 | -50.00 | .00 | .00 |
| RAVENSWOOD DNNL | | | 3 | 3 | -2 | -40.00 | .00 | .00 |
| ARTESA SONOMA | | | 3 | 3 | | .00 | .00 | .00 |
| DE LOACH OFS | | | 3 | 2 | 1 | 50.00 | .00 | .00 |
| MAZZOCCO DRY CK | | | 3 | 2 | 1 | 50.00 | .00 | .00 |
| DARIOUSH SIG ML | | | 3 | | 3 | 100.00 | .00 | .00 |
| ARROW CREEK | | | 3 | | 3 | 100.00 | .00 | .00 |
| SEBASTIAN AV | | | 3 | | 3 | 100.00 | .00 | .00 |
| HACIENDA CLR LN | | | 2 | 25 | -23 | -92.00 | .00 | .00 |
| HAWK CRST V SEL | | | 2 | 25 | -23 | -92.00 | .00 | .00 |
| ARBOR CREST RSV | | | 2 | 15 | -13 | -86.67 | .00 | .00 |
| B GRIFFIN C LEE | | | 2 | 15 | -13 | -86.67 | .00 | .00 |
| STERLING WNY LK | | | 2 | 10 | -8 | -80.00 | .00 | .00 |
| FOLIE A'DEUX NV | | | 2 | 10 | -8 | -80.00 | .00 | .00 |
| KENWOOD MASSARA | | | 2 | 7 | -5 | -71.43 | .00 | .00 |
| FRITZ | | | 2 | 4 | -2 | -50.00 | .00 | .00 |
| DESERT WIND | | | 2 | 3 | -1 | -33.33 | .00 | .00 |
| SILVAN RDG RGUE | | | 2 | 2 | | .00 | .00 | .00 |
| FETZER NC RESRV | | | 2 | | 1 | 100.00 | .00 | .00 |
| MARTINI DEL RIO | | | 2 | 1 | 1 | 100.00 | .00 | .00 |
| FORESTVILLE RSV | | | 2 | | 2 | 100.00 | .00 | .00 |
| HOODSPORT | | | 2 | | 2 | 100.00 | .00 | .00 |
| GRAND CRU MRLT | | | 2 | | 2 | 100.00 | .00 | .00 |
| GUGLMO VNYD SEL | | | 2 | | 2 | 100.00 | .00 | .00 |
| SCHUG HERTGE RS | | | 2 | | 2 | 100.00 | .00 | .00 |
| DONA SOL | | | 1 | 334 | -333 | -99.70 | .00 | .04 |
| VAN ASPEREN | | | 1 | 54 | -53 | -98.15 | .00 | .01 |
| RAYNSWD NAP VLY | | | 1 | 52 | -51 | -98.08 | .00 | .01 |
| CALLAWY CSTL RS | | | 1 | 36 | -35 | -97.22 | .00 | .00 |
| EMMOLO | | | 1 | 25 | -24 | -96.00 | .00 | .00 |
| B GRIFFIN C CHVL | | | 1 | 18 | -17 | -94.44 | .00 | .00 |
| MRTNI MERLT RES | | | 1 | 17 | -16 | -94.12 | .00 | .00 |
| SWANSON MERLOT | | | 1 | 12 | -11 | -91.67 | .00 | .00 |
| FOUR VY RSV P N | | | 1 | 10 | -9 | -90.00 | .00 | .00 |
| KDL-JKSN BUCKYE | | | 1 | 3 | -2 | -66.67 | .00 | .00 |
| LOST MOUNTAIN | | | 1 | 3 | -2 | -66.67 | .00 | .00 |
| MRTNI GHST PNES | | | 1 | 3 | -2 | -66.67 | .00 | .00 |
| MILL CRK MERLOT | | | 1 | 3 | -2 | -66.67 | .00 | .00 |
| TAGARIS | | | 1 | 3 | -2 | -66.67 | .00 | .00 |
| A WILL SEVEN HL | | | 1 | 1 | | .00 | .00 | .00 |
| CASTLE SNMA VLY | | | 1 | 1 | | .00 | .00 | .00 |
| NIEBM COPPLA BL | | | 1 | | 1 | 100.00 | .00 | .00 |
| GAINNEY LTD EDTN | | | 1 | | 1 | 100.00 | .00 | .00 |
| A WILL SHERIDAN | | | 1 | | 1 | 100.00 | .00 | .00 |
| MONTCELLO RESRV | | | 1 | | 1 | 100.00 | .00 | .00 |
| STATION HLS MRLT | | | 1 | 172 | -172 | -100.00 | .00 | .02 |
| BOMMARITO | | | | 83 | -83 | -100.00 | .00 | .01 |
| QUAIL OAK | | | | 53 | -53 | -100.00 | .00 | .01 |
| BALCOM & MOE | | | | 52 | -52 | -100.00 | .00 | .01 |
| BLACK OAK RSRVE | | | | 46 | -46 | -100.00 | .00 | .01 |
| OAK RIDGE | | | | 43 | -43 | -100.00 | .00 | .01 |
| ARROWOOD WOOD | | | | 43 | -43 | -100.00 | .00 | .01 |
| MIRASSOU FS | | | | 36 | -36 | -100.00 | .00 | .00 |
| MACROSTIE | | | | 33 | -33 | -100.00 | .00 | .00 |
| MONTPELLIER CAL | | | | 30 | -30 | -100.00 | .00 | .00 |
| SEVEN PEAKS | | | | 29 | -29 | -100.00 | .00 | .00 |
| SANTA'S RESERVE | | | | 28 | -28 | -100.00 | .00 | .00 |
| CORBITT CNYN DEC | | | | 25 | -25 | -100.00 | .00 | .00 |
| FOUNTAIN GROVE | | | | 21 | -21 | -100.00 | .00 | .00 |
| SUNDANCE CLFRNA | | | | 20 | -20 | -100.00 | .00 | .00 |
| CHRISTOPHE | | | | 16 | -16 | -100.00 | .00 | .00 |
| DANFIELD | | | | 16 | -16 | -100.00 | .00 | .00 |
| VICHON MERLOT | | | | 12 | -12 | -100.00 | .00 | .00 |
| B GRIFFIN WAHLKE | | | | 9 | -9 | -100.00 | .00 | .00 |
| GODWIN | | | | 9 | -9 | -100.00 | .00 | .00 |
| PORTEUS MERLOT | | | | 8 | -8 | -100.00 | .00 | .00 |
| ARCHES MERLOT | | | | 7 | -7 | -100.00 | .00 | .00 |
| SMOKING DUCK | | | | 7 | -7 | -100.00 | .00 | .00 |
| STONY RIDGE | | | | 7 | -7 | -100.00 | .00 | .00 |
| SCHUG NO COAST | | | | 7 | -7 | -100.00 | .00 | .00 |
| HUNTINGTON MRLT | | | | 6 | -6 | -100.00 | .00 | .00 |

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

ALL STATES-1/1/03 - 12/31/03

PAGE 20

| CLASS & TYPE BRAND | AGE / PROOF | RETAIL PRICE 750ml | CASE SALES | | CASES + or - | % OF + or - | % OF TYPE | |
|-----------------------|----------------|--------------------------|---------------|---------------|-----------------|----------------|-----------|-----------|
| | | | This Year | Last Year | | | This Year | Last Year |
| EOLA HILLS | | | | | 6 | -6 | -100.00 | .00 |
| QUATRO | | | | | 6 | -6 | -100.00 | .00 |
| KENWOOD ESTATE | | | | | 6 | -6 | -100.00 | .00 |
| GEYSER PK SHORE | | | | | 5 | -5 | -100.00 | .00 |
| STELTZNER | | | | | 5 | -5 | -100.00 | .00 |
| NAPA RIDGE | | | | | 5 | -5 | -100.00 | .00 |
| SAN JUAN VNYRDS | | | | | 5 | -5 | -100.00 | .00 |
| MRTNI LOS VNDOS | | | | | 4 | -4 | -100.00 | .00 |
| BAYLISS&FORTUNE | | | | | 4 | -4 | -100.00 | .00 |
| A WILL SORELLA | | | | | 4 | -4 | -100.00 | .00 |
| PINEBROOK MRLT | | | | | 4 | -4 | -100.00 | .00 |
| WHITE OAK MRLT | | | | | 4 | -4 | -100.00 | .00 |
| SINSKEY RESERVE | | | | | 4 | -4 | -100.00 | .00 |
| 3 ISLAND MERLOT | | | | | 3 | -3 | -100.00 | .00 |
| POZZAN SPEC RSV | | | | | 3 | -3 | -100.00 | .00 |
| NOVY | | | | | 3 | -3 | -100.00 | .00 |
| B GRIFFIN RESRV | | | | | 3 | -3 | -100.00 | .00 |
| RAVENSWD SNGCMO | | | | | 2 | -2 | -100.00 | .00 |
| EAGLE ROOST | | | | | 2 | -2 | -100.00 | .00 |
| BANDIERA VYD RS | | | | | 2 | -2 | -100.00 | .00 |
| ARMIDA | | | | | 2 | -2 | -100.00 | .00 |
| SILVERADO LR | | | | | 2 | -2 | -100.00 | .00 |
| SEBASTNI UNFLTD | | | | | 2 | -2 | -100.00 | .00 |
| WHTHALL BOMMRTO | | | | | 1 | -1 | -100.00 | .00 |
| MOUNTAIN VIEW | | | | | 1 | -1 | -100.00 | .00 |
| FOG MOUNTAIN | | | | | 1 | -1 | -100.00 | .00 |
| COTURRI MACLISE | | | | | 1 | -1 | -100.00 | .00 |
| WHITEHALL K VLY | | | | | 1 | -1 | -100.00 | .00 |
| LOPEZ ISLAND VY | | | | | 1 | -1 | -100.00 | .00 |
| KEENAN HILLSIDE | | | | | 1 | -1 | -100.00 | .00 |
| GUGLMO BLDG BTE | | | | | 1 | -1 | -100.00 | .00 |
| WOODWD CYN WLLA | | | | | 1 | -1 | -100.00 | .00 |
| ETUDE NAPA VLLY | | | | | 1 | -1 | -100.00 | .00 |
| TOTAL MERLOT | | | 809628 | 761373 | 48255 | 6.34 | | |
| PINOT NOIR | | | | | | | | |
| BERNGR FNDR EST | | | 5531 | 4036 | 1495 | 37.04 | 6.09 | 5.14 |
| R MNDVI COASTAL | | | 4969 | 4608 | 361 | 7.83 | 5.48 | 5.87 |
| BV COASTAL PN N | | | 4170 | 3760 | 410 | 10.90 | 4.60 | 4.79 |
| NAPA RIDGE | | | 4028 | 3547 | 481 | 13.56 | 4.44 | 4.52 |
| PEPPERWOOD GRVE | | | 3829 | 3714 | 115 | 3.10 | 4.22 | 4.73 |
| KDL-JKSN VNT RS | | | 3710 | 3877 | -167 | -4.31 | 4.09 | 4.94 |
| HERITAGE | | | 3096 | 3011 | 85 | 2.82 | 3.41 | 3.84 |
| TURNING LEAF RS | | | 2805 | 2705 | 100 | 3.70 | 3.09 | 3.45 |
| TURNING LEAF | | | 2580 | 2072 | 508 | 24.52 | 2.84 | 2.64 |
| TALUS | | | 2366 | 2265 | 101 | 4.46 | 2.61 | 2.89 |
| GALLO OF SONOMA | | | 2316 | 1670 | 646 | 38.68 | 2.55 | 2.13 |
| C D BOIS PIN NR | | | 2167 | 1843 | 324 | 17.58 | 2.39 | 2.35 |
| RDNY STRNG PN N | | | 1831 | 1896 | -65 | -3.43 | 2.02 | 2.42 |
| KENWOOD RSSN RV | | | 1572 | 1310 | 262 | 20.00 | 1.73 | 1.67 |
| ESTANCIA MONTRY | | | 1466 | 1634 | -168 | -10.28 | 1.62 | 2.08 |
| WILD HORSE PN N | | | 1389 | 1117 | 272 | 24.35 | 1.53 | 1.42 |
| VENDANGE | | | 1364 | 1655 | -291 | -17.58 | 1.50 | 2.11 |
| MERIDIAN S BARB | | | 1289 | 1024 | 265 | 25.88 | 1.42 | 1.30 |
| LA CREMA SO CST | | | 1230 | 903 | 327 | 36.21 | 1.36 | 1.15 |
| R MNDVI PN NOIR | | | 1192 | 1082 | 110 | 10.17 | 1.31 | 1.38 |
| FETZER FIVE RVR | | | 1188 | 78 | 1110 | 1423.08 | 1.31 | 1.10 |
| CAMELOT CALFRNA | | | 1166 | 687 | 479 | 69.72 | 1.28 | 1.88 |
| C D BOIS SONOMA | | | 1155 | 1080 | 75 | 6.94 | 1.27 | 1.38 |
| B VSTA CRNS EST | | | 1142 | 1170 | -28 | -2.39 | 1.26 | 1.49 |
| FIRESTEED OREGN | | | 1037 | 743 | 294 | 39.57 | 1.14 | .95 |
| WILLAMETTE VLLY | | | 1014 | 729 | 285 | 39.09 | 1.12 | .93 |
| PARDUCCI PN NOR | | | 1013 | 822 | 191 | 23.24 | 1.12 | 1.05 |
| FLEUR D CARNROS | | | 913 | 702 | 211 | 30.06 | 1.01 | .89 |
| VME CAL COASTAL | | | 830 | 891 | -61 | -6.85 | .91 | 1.14 |
| LORANE VALLEY | | | 829 | 529 | 300 | 56.71 | .91 | .67 |
| C KRUG PIN NOIR | | | 825 | 977 | -152 | -15.56 | .91 | 1.24 |
| D BRUCE C COAST | | | 817 | 840 | -23 | -2.74 | .90 | 1.07 |
| SAINTSBURY CRNS | | | 816 | 916 | -100 | -10.92 | .90 | 1.17 |
| CAMBRIA JULIA'S | | | 806 | 435 | 371 | 85.29 | .89 | .55 |
| BAREFOOT RESRVE | | | 772 | 544 | 228 | 41.91 | .85 | .69 |
| ECHOLON | | | 691 | 446 | 245 | 54.93 | .76 | .57 |
| BV CARNEROS RSV | | | 688 | 31 | 657 | 2119.35 | .76 | .04 |
| INDIGO HILLS | | | 660 | 677 | -17 | -2.51 | .73 | .86 |
| KING ESTATE | | | 647 | 919 | -272 | -29.60 | .71 | 1.17 |
| SUTTER HOME | | | 631 | 963 | -332 | -34.48 | .70 | 1.23 |
| BLACKSTONE MNTY | | | 604 | | 604 | 100.00 | .67 | .00 |
| FRATH EV | | | 592 | 535 | 57 | 10.65 | .65 | .68 |
| FRANCS CPPLA DS | | | 537 | | 537 | 100.00 | .59 | .00 |
| ELK COVE PN NOR | | | 528 | 356 | 172 | 48.31 | .58 | .45 |
| NATHANSON CREEK | | | 509 | 744 | -235 | -31.59 | .56 | .95 |
| ANAPAMU | | | 473 | 566 | -93 | -16.43 | .52 | .72 |
| FREI BROTHERS | | | 449 | 524 | -75 | -14.31 | .49 | .67 |
| CARN CRK L CRNS | | | 448 | 384 | 64 | 16.67 | .49 | .49 |
| DUCK POND | | | 440 | 279 | 161 | 57.71 | .48 | .36 |
| STERLING WNY LK | | | 422 | 380 | 42 | 11.05 | .47 | .48 |
| ACACTA CRNS P N | | | 413 | 284 | 129 | 45.42 | .46 | .36 |
| BENTON-LANE | | | 409 | 371 | 38 | 10.24 | .45 | .47 |
| CARN CRK FLEUR | | | 408 | 242 | 166 | 68.60 | .45 | .31 |
| SAINTSBRY GARNT | | | 394 | 272 | 122 | 44.85 | .43 | .35 |
| CALERA PIN NOIR | | | 368 | 139 | 229 | 164.75 | .41 | .18 |
| BERINGER N CST | | | 346 | 400 | -54 | -13.50 | .38 | .51 |

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

ALL STATES-1/1/03 - 12/31/03

PAGE 21

| CLASS & TYPE BRAND | AGE / PROOF | RETAIL PRICE 750ml | CASE SALES | | CASES + or - | % OF + or - | % OF TYPE | |
|-----------------------|----------------|--------------------------|------------|-----------|-----------------|----------------|-----------|-----------|
| | | | This Year | Last Year | | | This Year | Last Year |
| HRM REX-GOLIATH | | | 341 | | 341 | 100.00 | .38 | .00 |
| VME GR RSRV RRR | | | 326 | | 326 | 100.00 | .36 | .00 |
| JEKEL | | | 289 | 322 | -33 | -10.25 | .30 | .41 |
| BARBOURSVILLE | | | 271 | 264 | 7 | 2.65 | .32 | .34 |
| MONTINORE | | | 260 | 175 | 85 | 48.57 | .29 | .22 |
| HENRY CUVÉE | | | 248 | 231 | 17 | 7.36 | .27 | .29 |
| R MNDVI CARNROS | | | 232 | 177 | 55 | 31.07 | .26 | .23 |
| REX HLL KNG RDG | | | 228 | 255 | -27 | -10.59 | .25 | .32 |
| GLORIA FER CRNS | | | 228 | 195 | 33 | 16.92 | .25 | .25 |
| BYRON S MARIA | | | 214 | 91 | 123 | 135.16 | .24 | .12 |
| MORGAN CALIFRNA | | | 213 | 105 | 108 | 102.86 | .23 | .13 |
| DOMAINE DROUHIN | | | 211 | 236 | -25 | -10.59 | .23 | .30 |
| FESS PARKER | | | 209 | 206 | 3 | 1.46 | .23 | .26 |
| MIRASSOU PN NOR | | | 198 | 674 | -476 | -70.62 | .22 | .85 |
| ARGYLE RESERVE | | | 197 | 83 | 114 | 137.35 | .22 | .11 |
| CROSSPOINT | | | 193 | | 193 | 100.00 | .21 | .00 |
| ARGYLE WILLMTE | | | 187 | 77 | 110 | 142.86 | .21 | .10 |
| ESTANCIA PNNACL | | | 186 | 234 | -48 | -20.51 | .20 | .30 |
| HENRY BRL SELCT | | | 179 | 192 | -13 | -6.77 | .20 | .24 |
| STEELE CARNEROS | | | 176 | 82 | 94 | 114.63 | .19 | .10 |
| CASTLE RCK R RV | | | 172 | | 172 | 100.00 | .19 | .00 |
| SEBASTIANI CRNS | | | 157 | 6 | 151 | 2516.67 | .17 | .01 |
| CHADDSFORD | | | 149 | 147 | 2 | 1.36 | .16 | .19 |
| WALLACE BROOK | | | 148 | | 148 | 100.00 | .16 | .00 |
| D BRUCE ESTATE | | | 147 | 132 | 15 | 11.36 | .16 | .17 |
| D BRUCE PIN SON | | | 141 | 139 | 2 | 1.44 | .16 | .18 |
| AU BON CLIMAT | | | 139 | 47 | 92 | 195.74 | .15 | .06 |
| ADELSHEIM PN NR | | | 136 | 106 | 30 | 28.30 | .15 | .14 |
| PONZI WILLAMTE | | | 136 | 31 | 105 | 338.71 | .15 | .04 |
| BCHNE PN QC FLY | | | 132 | 76 | 56 | 73.68 | .15 | .10 |
| DEHLINGER PN NR | | | 132 | 7 | 125 | 1785.71 | .15 | .01 |
| SANFORD PIN NOR | | | 129 | 125 | 4 | 3.20 | .14 | .16 |
| BAREFOOT RESRVE | | | 125 | 155 | -30 | -19.35 | .14 | .20 |
| FARRELL RSSN RV | | | 125 | 22 | 103 | 468.18 | .14 | .03 |
| BLACK OAK | | | 121 | 125 | -4 | -3.20 | .13 | .16 |
| ETUDE CARNEROS | | | 120 | 96 | 24 | 25.00 | .13 | .12 |
| SALMON RUN | | | 118 | | 118 | 100.00 | .13 | .00 |
| J | | | 114 | 240 | -126 | -52.50 | .13 | .31 |
| DOMAINE CARNROS | | | 113 | 95 | 18 | 18.95 | .12 | .12 |
| SCHUG CARNEROS | | | 111 | 108 | 3 | 2.78 | .12 | .14 |
| BCHNE CRNROS NP | | | 110 | 80 | 30 | 37.50 | .12 | .10 |
| CARN CRK RIDGE | | | 108 | | 108 | 100.00 | .12 | .00 |
| MOSHIN RUS RIVR | | | 104 | | 104 | 100.00 | .11 | .00 |
| BV CARNEROS | | | 102 | 101 | 1 | .99 | .11 | .13 |
| STERLING PIN NR | | | 96 | 90 | 6 | 6.67 | .11 | .11 |
| SEBASTIANI SC | | | 96 | 11 | 85 | 772.73 | .11 | .01 |
| AU BN CLMT SNTA | | | 92 | 60 | 32 | 53.33 | .10 | .08 |
| SELBY | | | 92 | 49 | 43 | 87.76 | .10 | .06 |
| HEALDSBRG VCULT | | | 92 | | 92 | 100.00 | .10 | .00 |
| REX HILL WLLMTE | | | 85 | 68 | 17 | 25.00 | .09 | .09 |
| ESTANCIA | | | 85 | 19 | 66 | 347.37 | .09 | .02 |
| CASTLE CREEK | | | 77 | 159 | -82 | -51.57 | .08 | .20 |
| FOGARTY PN NOIR | | | 77 | 65 | 12 | 18.46 | .08 | .08 |
| BYRON NIELSON | | | 77 | 1 | 76 | 7600.00 | .08 | .00 |
| ARTESA CARNEROS | | | 75 | 76 | -1 | -1.32 | .08 | .10 |
| OAK KNOLL | | | 74 | 119 | -45 | -37.82 | .08 | .15 |
| FREY | | | 73 | 46 | 27 | 58.70 | .08 | .06 |
| SONOMA CREEK | | | 72 | 146 | -74 | -50.68 | .08 | .19 |
| SINSKEY | | | 70 | 79 | -9 | -11.39 | .08 | .10 |
| CALERA EL NINO | | | 69 | 48 | 21 | 43.75 | .08 | .06 |
| CHEHALM 3 VNYRD | | | 69 | 25 | 44 | 176.00 | .08 | .03 |
| BRANDBERG ANDRSN | | | 67 | 15 | 52 | 346.67 | .07 | .02 |
| SINSKEY LOS CRN | | | 65 | 66 | -1 | -1.52 | .07 | .08 |
| MACMRRY RCH CRN | | | 65 | | 65 | 100.00 | .07 | .00 |
| EDMEADES ANDRSN | | | 64 | 42 | 22 | 52.38 | .07 | .05 |
| MARK WEST EDNA | | | 64 | | 64 | 100.00 | .07 | .00 |
| WENTE RELIZ CRK | | | 62 | 94 | -32 | -34.04 | .07 | .12 |
| DE LOACH OFS | | | 62 | 20 | 42 | 210.00 | .07 | .03 |
| JEWEL COLLCTION | | | 62 | | 62 | 100.00 | .07 | .00 |
| LINCOURT | | | 61 | 31 | 30 | 96.77 | .07 | .04 |
| PANTHR CRK SHEA | | | 60 | 10 | 50 | 500.00 | .07 | .01 |
| KING ESTATE RSV | | | 56 | 57 | -1 | -1.75 | .06 | .07 |
| PATZ & HALL RRV | | | 56 | 29 | 27 | 93.10 | .06 | .04 |
| PANTHER CREEK | | | 55 | 31 | 24 | 77.42 | .06 | .04 |
| ARCH SMT PRM CV | | | 52 | 86 | -34 | -39.53 | .06 | .11 |
| BEARBOAT | | | 50 | | 50 | 100.00 | .06 | .00 |
| CARN CTE D CNRS | | | 47 | 24 | 23 | 95.83 | .05 | .03 |
| EYRIE | | | 46 | 60 | -14 | -23.33 | .05 | .08 |
| ELK COVE EST RS | | | 45 | 31 | 14 | 45.16 | .05 | .04 |
| PONZI RESERVE | | | 45 | 13 | 32 | 246.15 | .05 | .02 |
| MACMURRAY RANCH | | | 45 | 11 | 34 | 309.09 | .05 | .01 |
| BENZIGER SONOMA | | | 44 | 44 | | .00 | .05 | .06 |
| CHALONE VINEYRD | | | 43 | 21 | 22 | 104.76 | .05 | .03 |
| LANGE | | | 43 | | 43 | 100.00 | .05 | .00 |
| MIRASSOU HRV RS | | | 42 | 301 | -259 | -86.05 | .05 | .38 |
| VME GRND RESRVE | | | 41 | 45 | -4 | -8.89 | .05 | .06 |
| WILLKNZIE PN NR | | | 39 | 47 | -8 | -17.02 | .04 | .06 |
| BRIDGEVIEW | | | 38 | 37 | 1 | 2.70 | .04 | .05 |
| EDNA VLY PIN NR | | | 38 | 20 | 18 | 90.00 | .04 | .03 |
| ALX VLY PN NOIR | | | 35 | 25 | 10 | 40.00 | .04 | .03 |
| ZD PINOT NOIR | | | 35 | 8 | 27 | 337.50 | .04 | .01 |
| EOLA HILLS | | | 34 | 25 | 9 | 36.00 | .04 | .03 |
| BERINGER STANLY | | | 34 | 16 | 18 | 112.50 | .04 | .02 |

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

ALL STATES-1/1/03 - 12/31/03

PAGE 22

| CLASS & TYPE BRAND | AGE / PROOF | RETAIL PRICE 750ml | CASE SALES | | CASES + or - | % OF + or - | % OF TYPE | |
|-----------------------|----------------|--------------------------|------------|-----------|-----------------|----------------|-----------|-----------|
| | | | This Year | Last Year | | | This Year | Last Year |
| FREY ORG MENDCN | | | 34 | | 34 | 100.00 | .04 | .00 |
| FTZR BARREL SEL | | | 33 | 77 | -44 | -57.14 | .04 | .10 |
| DOM DROUHN LRN | | | 33 | 52 | -19 | -36.54 | .04 | .07 |
| FOLEY SNTN MRJA | | | 33 | 11 | 22 | 200.00 | .04 | .01 |
| APOYO SONOMA | | | 33 | | 33 | 100.00 | .04 | .00 |
| GLORIA FER SNMA | | | 31 | 18 | 13 | 72.22 | .03 | .02 |
| CH ST JEAN SNMA | | | 30 | 60 | -30 | -50.00 | .03 | .08 |
| HANDLEY ANDERSN | | | 30 | 42 | -12 | -28.57 | .03 | .05 |
| BYRON RESERVE | | | 29 | 20 | 9 | 45.00 | .03 | .03 |
| BETHL HTS EST G | | | 29 | 15 | 14 | 93.33 | .03 | .02 |
| RABBT RG BRL CV | | | 28 | 35 | -7 | -20.00 | .03 | .04 |
| SOKOL BLSR WLLM | | | 28 | 33 | -5 | -15.15 | .03 | .04 |
| HARTFORD CT SC | | | 28 | 4 | 4 | 16.67 | .03 | .03 |
| HANGTIME | | | 28 | 24 | | | .03 | .00 |
| TESTRSSA PLAZZO | | | 27 | 14 | 13 | 92.86 | .03 | .02 |
| TALLEY AR GRNDE | | | 27 | 7 | 20 | 285.71 | .03 | .01 |
| FLOWERS SNM CST | | | 27 | 5 | 22 | 440.00 | .03 | .01 |
| CONCANNON | | | 27 | | 27 | 100.00 | .03 | .00 |
| D BRUCE R RIVER | | | 26 | 19 | 7 | 36.84 | .03 | .02 |
| DUNNEWOOD | | | 25 | 43 | -18 | -41.86 | .03 | .05 |
| TOAD HOLLOW RSV | | | 25 | 31 | -6 | -19.35 | .03 | .04 |
| DOM SERENE EVEN | | | 25 | 16 | 9 | 56.25 | .03 | .02 |
| ROCHIOLI | | | 25 | 16 | 9 | 56.25 | .03 | .02 |
| MURPHY-GOODE | | | 25 | 12 | 13 | 108.33 | .03 | .02 |
| DOM SERENE YMHL | | | 25 | 1 | 24 | 2400.00 | .03 | .00 |
| CHALONE ESTATE | | | 24 | 28 | -4 | -14.29 | .03 | .04 |
| MT VIEW PIN NOR | | | 24 | 16 | 8 | 50.00 | .03 | .02 |
| TOAD HOLLOW | | | 24 | 15 | 9 | 60.00 | .03 | .02 |
| DE LOACH ESTATE | | | 24 | 13 | 11 | 84.62 | .03 | .02 |
| MARIMAR TORRES | | | 23 | 21 | 2 | 9.52 | .03 | .03 |
| ALDERBROOK RR | | | 23 | 16 | 7 | 43.75 | .03 | .02 |
| AMITY PIN NOIR | | | 22 | 14 | 8 | 57.14 | .02 | .02 |
| SEBASTIANI RRV | | | 21 | 271 | -250 | -92.25 | .02 | .35 |
| CRICKLEWOOD | | | 21 | 21 | | | .02 | .03 |
| CHEHALM STOLLER | | | 21 | 8 | 13 | 162.50 | .02 | .01 |
| HINMAN VINEYARD | | | 20 | 22 | -2 | -9.09 | .02 | .03 |
| CUVAISON CARNRS | | | 20 | 10 | 10 | 100.00 | .02 | .01 |
| MAYO KUNDE RNCH | | | 20 | 9 | 11 | 122.22 | .02 | .01 |
| KENWOOD J LNDON | | | 20 | 5 | 15 | 300.00 | .02 | .01 |
| BETHL HTS F HLL | | | 20 | 1 | 19 | 1900.00 | .02 | .00 |
| BETHL HTS WLLMT | | | 20 | | 20 | 100.00 | .02 | .00 |
| SINSKEY RESERVE | | | 19 | 21 | -2 | -9.52 | .02 | .03 |
| STEELE | | | 19 | 10 | 9 | 90.00 | .02 | .01 |
| BRIDGEVW B MOON | | | 19 | 7 | 12 | 171.43 | .02 | .01 |
| MONTEREY CLASSC | | | 18 | 397 | -379 | -95.47 | .02 | .51 |
| DE LOACH PN NOR | | | 18 | 26 | -8 | -30.77 | .02 | .03 |
| SAINTSBRY RESRV | | | 18 | 19 | -1 | -5.26 | .02 | .02 |
| ERATH EV RESRVE | | | 18 | 5 | 13 | 260.00 | .02 | .01 |
| SAVANNAH SNT LC | | | 18 | 1 | 17 | 1700.00 | .02 | .00 |
| BABCOCK S BRBRA | | | 17 | 25 | -8 | -32.00 | .02 | .03 |
| DR FRANK | | | 17 | 11 | 6 | 54.55 | .02 | .01 |
| DOMAINE CHANDON | | | 17 | 5 | 12 | 240.00 | .02 | .01 |
| NEWTON SPCL CUV | | | 17 | | 17 | 100.00 | .02 | .00 |
| ROCKBRIDGE P NR | | | 17 | | 16 | 100.00 | .02 | .00 |
| MT ST JHN PN NR | | | 15 | 17 | -2 | -11.76 | .02 | .02 |
| PINNACLES | | | 15 | 14 | 1 | 7.14 | .02 | .02 |
| R MNDVI PN RESV | | | 15 | 12 | 3 | 25.00 | .02 | .02 |
| TESTRSSA SLEEPY | | | 15 | 3 | 12 | 400.00 | .02 | .00 |
| PAUL HOBBS HYDE | | | 15 | | 15 | 100.00 | .02 | .00 |
| OPTIMA | | | 14 | 14 | | | .02 | .02 |
| SANFORD VIN GRS | | | 14 | 10 | 4 | 40.00 | .02 | .01 |
| MONTICELLO EST | | | 14 | 9 | 5 | 55.56 | .02 | .01 |
| WRIGHT K CANARY | | | 13 | 23 | -10 | -43.48 | .01 | .03 |
| BYRON ESTATE | | | 13 | 22 | -9 | -40.91 | .01 | .03 |
| PANTHER CRK F H | | | 13 | 12 | 1 | 8.33 | .01 | .02 |
| RDNY STRNG RSRV | | | 13 | 6 | 7 | 116.67 | .01 | .01 |
| LA CREMA RESERV | | | 13 | | 13 | 100.00 | .01 | .00 |
| HANDLEY | | | 12 | 30 | -18 | -60.00 | .01 | .04 |
| ARGYLE NUTHOUSE | | | 12 | 10 | 2 | 20.00 | .01 | .01 |
| ANDRETTI | | | 12 | 9 | 3 | 33.33 | .01 | .01 |
| GREENWOOD RIDGE | | | 12 | 5 | 7 | 140.00 | .01 | .01 |
| SANTA BARBARA | | | 12 | | 12 | 100.00 | .01 | .00 |
| ARCH SUMMT ARCS | | | 11 | 8 | 3 | 37.50 | .01 | .01 |
| TALLEY ROSEMARY | | | 11 | 5 | 6 | 120.00 | .01 | .01 |
| CARPE DIEM | | | 11 | 5 | 6 | 120.00 | .01 | .01 |
| ARCH SMMT R HLL | | | 11 | 2 | 9 | 450.00 | .01 | .00 |
| TRINCHRO FAM SL | | | 11 | | 11 | 100.00 | .01 | .00 |
| SCHUG SONOMA | | | 10 | 49 | -39 | -79.59 | .01 | .06 |
| RUSSIAN HILL RR | | | 10 | 38 | -28 | -73.68 | .01 | .05 |
| AMITY PN NR WLM | | | 10 | 33 | -23 | -69.70 | .01 | .04 |
| BABCOCK ESTATE | | | 10 | 16 | -6 | -37.50 | .01 | .02 |
| LANDMRK KSTANIA | | | 10 | 13 | -3 | -23.08 | .01 | .02 |
| SAVANNAH CT CST | | | 10 | | 10 | 100.00 | .01 | .00 |
| CECCHTTI-SBSTNI | | | 9 | 101 | -92 | -91.09 | .01 | .13 |
| SILVAN RIDGE | | | 9 | 20 | -11 | -55.00 | .01 | .03 |
| CRISTOM JEFF CV | | | 9 | 13 | -4 | -30.77 | .01 | .02 |
| LAZY CREEK | | | 9 | 9 | | | .01 | .01 |
| ERATH EV VN SEL | | | 9 | 6 | 3 | 50.00 | .01 | .01 |
| CRISTOM LOUISE | | | 9 | 5 | 4 | 80.00 | .01 | .01 |
| TESTRSSA B NCDD | | | 9 | 3 | 6 | 200.00 | .01 | .00 |
| CAMBRIA PN NOIR | | | 9 | | 9 | 100.00 | .01 | .00 |
| ZD CARNEROS | | | 8 | 34 | -26 | -76.47 | .01 | .04 |
| SIDURI ST LUCIA | | | 8 | 11 | -3 | -27.27 | .01 | .01 |

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

ALL STATES-1/1/03 - 12/31/03

PAGE 23

| CLASS & TYPE BRAND | AGE / PROOF | RETAIL PRICE 750ml | CASE SALES | | CASES + or - | % OF + or - | % OF TYPE | |
|-----------------------|----------------|--------------------------|------------|-----------|-----------------|----------------|-----------|-----------|
| | | | This Year | Last Year | | | This Year | Last Year |
| KDL-JKSN GE MC | | | 8 | 8 | | .00 | .01 | .01 |
| SINSKEY VN GRIS | | | 8 | 4 | 4 | 100.00 | .01 | .01 |
| CRISTOM RESERVE | | | 8 | 2 | 6 | 300.00 | .01 | .00 |
| WILLKNZIE ALTTE | | | 8 | | 8 | 100.00 | .01 | .00 |
| ARGYLE SPRITHE | | | 8 | | 8 | 100.00 | .01 | .00 |
| MOOREWOOD | | | 8 | | 8 | 100.00 | .01 | .00 |
| SHOOTING STAR | | | 8 | | 8 | 100.00 | .01 | .00 |
| PDRNLLI PIN NR | | | 7 | 22 | -15 | -68.18 | .01 | .03 |
| BYRON SRA MADRE | | | 7 | 18 | -11 | -61.11 | .01 | .02 |
| CALERA PIN MILL | | | 7 | 12 | -5 | -41.67 | .01 | .02 |
| LA CREMA RRV RS | | | 7 | 11 | -4 | -36.36 | .01 | .01 |
| CHEHALM RION RS | | | 7 | 11 | -4 | -36.36 | .01 | .01 |
| HANNA RESRV EST | | | 7 | 11 | -3 | -30.00 | .01 | .01 |
| HAGAFEN K P | | | 7 | 8 | -1 | -12.50 | .01 | .01 |
| ELK COVE WND HL | | | 7 | 7 | | .00 | .01 | .01 |
| CRISTOM JESSIE | | | 7 | 5 | 2 | 40.00 | .01 | .01 |
| SIDURI SAPPHIRE | | | 7 | 4 | 3 | 75.00 | .01 | .01 |
| EYRIE RESERVE | | | 7 | 4 | 3 | 75.00 | .01 | .01 |
| MINER GARY | | | 7 | 4 | 3 | 75.00 | .01 | .01 |
| NAVARRO ANDERSN | | | 7 | 2 | 5 | 250.00 | .01 | .00 |
| PAUL HOBBS AGSTN | | | 7 | 1 | 6 | 600.00 | .01 | .00 |
| BARNETT SLP HLW | | | 7 | | 7 | 100.00 | .01 | .00 |
| MG VALLEJO | | | 6 | 16 | -10 | -62.50 | .01 | .02 |
| LA CREMA CARNRS | | | 6 | 9 | -3 | -33.33 | .01 | .01 |
| SAINTSBURY BRWN | | | 6 | 5 | 1 | 20.00 | .01 | .01 |
| CRISTOM MARJORI | | | 6 | 4 | 2 | 50.00 | .01 | .01 |
| ELK COVE L BOHM | | | 6 | 4 | 2 | 50.00 | .01 | .01 |
| LANDMRK G DTOUR | | | 6 | 1 | 5 | 500.00 | .01 | .00 |
| SANFORD S BARB | | | 6 | | 6 | 100.00 | .01 | .00 |
| TESTRSSA GRV PN | | | 6 | | 6 | 100.00 | .01 | .00 |
| MAYO SR LEE VYD | | | 6 | | 6 | 100.00 | .01 | .00 |
| SCHUG HERTGE RS | | | 6 | 14 | -9 | -64.29 | .01 | .02 |
| CUVAISON ERIS | | | 6 | 13 | -8 | -61.54 | .01 | .02 |
| PDRNLLI FRNK J | | | 6 | 7 | -2 | -28.57 | .01 | .01 |
| ACACIA DESOTO | | | 6 | 6 | -1 | -16.67 | .01 | .01 |
| SNTSBRY NP RNCH | | | 5 | 5 | | .00 | .01 | .01 |
| REX HILL RESRVE | | | 5 | 3 | 2 | 66.67 | .01 | .00 |
| ACACIA IUND P N | | | 5 | 3 | 2 | 66.67 | .01 | .00 |
| TALLEY RINCON | | | 5 | 2 | 3 | 150.00 | .01 | .00 |
| KING EST PFEFFR | | | 5 | 2 | 3 | 150.00 | .01 | .00 |
| SIDURI SONOMA | | | 5 | 1 | 4 | 400.00 | .01 | .00 |
| KDL-JKSN GR RSV | | | 5 | | 5 | 100.00 | .01 | .00 |
| SANFORD SNF&BND | | | 5 | | 5 | 100.00 | .01 | .00 |
| DUTTON RANCH | | | 5 | | 5 | 100.00 | .01 | .00 |
| KING EST CROFT | | | 5 | | 5 | 100.00 | .01 | .00 |
| VALLEY OF MOON | | | 5 | | 5 | 100.00 | .01 | .00 |
| MRSSOU FAMLY SL | | | 4 | 89 | -8 | -95.51 | .00 | .11 |
| DUCKHRN GLDNEYE | | | 4 | 38 | -34 | -89.47 | .00 | .05 |
| BENTON-LANE RES | | | 4 | 19 | -15 | -78.95 | .00 | .02 |
| R MNDVI PNX CRN | | | 4 | 9 | -5 | -55.56 | .00 | .01 |
| CHEHALM RDGCRST | | | 4 | 9 | -5 | -55.56 | .00 | .01 |
| FREJA CELLARS | | | 4 | 5 | -1 | -20.00 | .00 | .01 |
| TULOCAV HAYNES | | | 4 | 5 | -1 | -20.00 | .00 | .01 |
| FORESTVL RR RSV | | | 4 | 4 | | .00 | .00 | .01 |
| SIDURI GARY | | | 4 | 2 | 2 | 100.00 | .00 | .00 |
| ARCH SUMMIT EST | | | 4 | 1 | 3 | 300.00 | .00 | .00 |
| WRIGHT K SHEA | | | 4 | | 4 | 100.00 | .00 | .00 |
| ACACIA BECKSTFR | | | 4 | | 4 | 100.00 | .00 | .00 |
| WRIGHT K MERDTH | | | 4 | | 4 | 100.00 | .00 | .00 |
| CALERA MT HARLN | | | 4 | | 4 | 100.00 | .00 | .00 |
| PANTHR CREEK WC | | | 3 | 15 | -12 | -80.00 | .00 | .02 |
| SIDURI WLMT VLY | | | 3 | 13 | -10 | -76.92 | .00 | .02 |
| PATZ & HLL HYDE | | | 3 | 13 | -10 | -76.92 | .00 | .02 |
| WRIGHT K GDLUPE | | | 3 | 12 | -9 | -75.00 | .00 | .02 |
| COL RESERVE | | | 3 | 11 | -8 | -72.73 | .00 | .01 |
| PANTHER CRK RSV | | | 3 | 9 | -6 | -66.67 | .00 | .01 |
| HACIENDA CALIF | | | 3 | 5 | -2 | -40.00 | .00 | .01 |
| ACACIA LEE | | | 3 | 3 | | .00 | .00 | .00 |
| FOX HOLLOW BS | | | 3 | 3 | | .00 | .00 | .00 |
| CARN CRK MAHONY | | | 3 | 3 | | .00 | .00 | .00 |
| CALERA PN SLCK | | | 3 | 3 | | .00 | .00 | .00 |
| KING EST DOMANE | | | 3 | 2 | 1 | 50.00 | .00 | .00 |
| ELK CVE ROOSVLT | | | 3 | 1 | 2 | 200.00 | .00 | .00 |
| SIDURI PISONI | | | 3 | 1 | 2 | 200.00 | .00 | .00 |
| CASTLE CARNEROS | | | 3 | 1 | 2 | 200.00 | .00 | .00 |
| PANTHR CRK NYSA | | | 3 | 1 | 2 | 200.00 | .00 | .00 |
| BILTMORE | | | 3 | | 3 | 100.00 | .00 | .00 |
| DUTTN M GALANTE | | | 3 | | 3 | 100.00 | .00 | .00 |
| ADELSHM ELZBETH | | | 3 | | 3 | 100.00 | .00 | .00 |
| TESTRSSA PISONI | | | 3 | | 3 | 100.00 | .00 | .00 |
| WRIGHT CARTER | | | 3 | | 3 | 100.00 | .00 | .00 |
| TUALATIN PIN NR | | | 2 | 54 | -52 | -96.30 | .00 | .07 |
| MIRASSOU HRV RS | | | 2 | 45 | -43 | -95.56 | .00 | .06 |
| AMITY ECO WINE | | | 2 | 28 | -26 | -92.86 | .00 | .04 |
| SANFORD BRRL SL | | | 2 | 16 | -14 | -87.50 | .00 | .02 |
| CALERA PIN JNSN | | | 2 | 13 | -11 | -84.62 | .00 | .02 |
| PATZ & HLL ALDR | | | 2 | 8 | -6 | -75.00 | .00 | .01 |
| BABCOCK GR CVEE | | | 2 | 5 | -3 | -60.00 | .00 | .01 |
| COSENTINO SONMA | | | 2 | 4 | -2 | -50.00 | .00 | .01 |
| MIRASSOU SHWCSE | | | 2 | 4 | -2 | -50.00 | .00 | .01 |
| KALIN CUVEE DD | | | 2 | 4 | -2 | -50.00 | .00 | .01 |
| ETUDE HEIRLOOM | | | 2 | 3 | -1 | -33.33 | .00 | .00 |
| WRIGHT K MCCRNE | | | 2 | 3 | -1 | -33.33 | .00 | .00 |

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

ALL STATES-1/1/03 - 12/31/03

PAGE 24

| CLASS & TYPE BRAND | AGE / PROOF | RETAIL PRICE 750ml | CASE SALES | | CASES + or - | % OF + or - | % OF TYPE | |
|-------------------------|----------------|--------------------------|--------------|--------------|-----------------|----------------|-----------|-----------|
| | | | This Year | Last Year | | | This Year | Last Year |
| WRIGHT K ARCUS | | | 2 | 3 | -1 | -33.33 | .00 | .00 |
| SIDURI CERISE | | | 2 | | | .00 | .00 | .00 |
| WRIGHT K NYSA | | | 2 | | | .00 | .00 | .00 |
| BYRON MNUMNT HL | | | 2 | | | .00 | .00 | .00 |
| J NICOLE VYD RR | | | 2 | | | .00 | .00 | .00 |
| SAVANNAH GRY VY | | | 2 | 1 | 1 | 100.00 | .00 | .00 |
| SALISHAN PIN NR | | | 2 | 1 | 1 | 100.00 | .00 | .00 |
| STEELE SANGCOMA | | | 2 | 1 | 1 | 100.00 | .00 | .00 |
| SAVANNAH S HOLW | | | 2 | | 2 | 100.00 | .00 | .00 |
| R MNDVI SPC SEL | | | 2 | | 2 | 100.00 | .00 | .00 |
| BETHL HTS FB RS | | | 2 | | 2 | 100.00 | .00 | .00 |
| DOM SRNE M BRFD | | | 2 | | 2 | 100.00 | .00 | .00 |
| MONTCLO CRLY RS | | | 2 | | 2 | 100.00 | .00 | .00 |
| KENWOOD OLVT LN | | | 1 | 23 | -22 | -95.65 | .00 | .03 |
| CLOS DU VAL | | | 1 | 20 | -19 | -95.00 | .00 | .03 |
| COOPER MTN EB | | | 1 | 18 | -17 | -94.44 | .00 | .02 |
| BOUCHAINE | | | 1 | 9 | -8 | -88.89 | .00 | .01 |
| KIRKLAND RANCH | | | 1 | 8 | -7 | -87.50 | .00 | .01 |
| WRIGHT K FREEDM | | | 1 | 7 | -6 | -85.71 | .00 | .01 |
| DOM SERENE GRCE | | | 1 | 5 | -4 | -80.00 | .00 | .01 |
| WRIGHT K WAHLE | | | 1 | 5 | -4 | -80.00 | .00 | .01 |
| MORGAN RESERVE | | | 1 | 5 | -4 | -80.00 | .00 | .01 |
| AU BON CLMT S&B | | | 1 | 4 | -3 | -75.00 | .00 | .01 |
| NEWTON UNFILTRD | | | 1 | 4 | -3 | -75.00 | .00 | .01 |
| R STMLR PNT NOR | | | 1 | 3 | -2 | -66.67 | .00 | .00 |
| AU BN CLMT ISBL | | | 1 | 2 | -1 | -50.00 | .00 | .00 |
| SIDURI MUIRFLD | | | 1 | 2 | -1 | -50.00 | .00 | .00 |
| LAETITIA EST RS | | | 1 | 2 | -1 | -50.00 | .00 | .00 |
| ESTANCIA RESRVE | | | 1 | 2 | -1 | -50.00 | .00 | .00 |
| AU BN CLMT KNOX | | | 1 | 2 | -1 | -50.00 | .00 | .00 |
| CALERA PIN REED | | | 1 | 2 | -1 | -50.00 | .00 | .00 |
| NEWLAN VINEYRDS | | | 1 | 1 | | .00 | .00 | .00 |
| STEELE DURELL | | | 1 | 1 | | .00 | .00 | .00 |
| DUTTN FRSTNE HL | | | 1 | | 1 | 100.00 | .00 | .00 |
| PANTHR CK BDNRK | | | 1 | | 1 | 100.00 | .00 | .00 |
| SCHUG NO COAST | | | 1 | | 1 | 100.00 | .00 | .00 |
| DUTTN DVLS GLCH | | | 1 | | 1 | 100.00 | .00 | .00 |
| MARCELINA | | | 1 | | 1 | 100.00 | .00 | .00 |
| BV PINDT NOIR | | | 1 | | 1 | 100.00 | .00 | .00 |
| ADELSHM BRYN CK | | | 1 | | 1 | 100.00 | .00 | .00 |
| BARKAN | | | 1 | | 1 | 100.00 | .00 | .00 |
| MT EDEN SNT CRZ | | | 1 | | 1 | 100.00 | .00 | .00 |
| MACROSTIE CRNRS | | | 1 | | 1 | 100.00 | .00 | .00 |
| GABRIELLI | | | 1 | | 1 | 100.00 | .00 | .00 |
| FORESTVL SC RSV | | | 1 | | 1 | 100.00 | .00 | .00 |
| ADELSHM DEGLACE | | | 1 | | 1 | 100.00 | .00 | .00 |
| FRITZ DUTTN RCH | | | 1 | | 1 | 100.00 | .00 | .00 |
| LA CRMA CLD CST | | | | 127 | -127 | -100.00 | .00 | .16 |
| KDL-JKSN CAMLOT | | | | 67 | -67 | -100.00 | .00 | .09 |
| MONTPELLIER CAL | | | | 33 | -33 | -100.00 | .00 | .04 |
| FLYNN CLOS D'OR | | | | 26 | -26 | -100.00 | .00 | .03 |
| MARTIN RAY CAL | | | | 20 | -20 | -100.00 | .00 | .03 |
| MNT VIEW PIN NR | | | | 18 | -18 | -100.00 | .00 | .02 |
| RAYMOND | | | | 16 | -16 | -100.00 | .00 | .02 |
| D BRUCE P ROBLs | | | | 13 | -13 | -100.00 | .00 | .02 |
| BELVEDERE RRV | | | | 12 | -12 | -100.00 | .00 | .02 |
| RASMUSSEN | | | | 11 | -11 | -100.00 | .00 | .01 |
| LAURIER SONOMA | | | | 9 | -9 | -100.00 | .00 | .01 |
| FOGARTY RESERVE | | | | 9 | -9 | -100.00 | .00 | .01 |
| FESS PRKR SB RS | | | | 8 | -8 | -100.00 | .00 | .01 |
| BRIDGEVIEW RSRV | | | | 7 | -7 | -100.00 | .00 | .01 |
| AU B CLMT BAUGE | | | | 6 | -6 | -100.00 | .00 | .01 |
| FTZR RS PN NOIR | | | | 6 | -6 | -100.00 | .00 | .01 |
| COTURRI JWV VYD | | | | 6 | -6 | -100.00 | .00 | .01 |
| BULLY HILL | | | | 5 | -5 | -100.00 | .00 | .01 |
| BIANCHI | | | | 4 | -4 | -100.00 | .00 | .01 |
| RABBIT RIDGE FJ | | | | 4 | -4 | -100.00 | .00 | .01 |
| PATZ & HLL ST L | | | | 3 | -3 | -100.00 | .00 | .00 |
| WRIGHT K ABBY R | | | | 2 | -2 | -100.00 | .00 | .00 |
| ARMIDA | | | | 2 | -2 | -100.00 | .00 | .00 |
| ARCADIAN GRY VY | | | | 2 | -2 | -100.00 | .00 | .00 |
| CALERA PIN LBRY | | | | 2 | -2 | -100.00 | .00 | .00 |
| HANZELL | | | | 2 | -2 | -100.00 | .00 | .00 |
| BRANDBRG MND CNO | | | | 2 | -2 | -100.00 | .00 | .00 |
| HANDLEY MYSTERE | | | | 2 | -2 | -100.00 | .00 | .00 |
| DRY CREEK | | | | 2 | -2 | -100.00 | .00 | .00 |
| LANDMRK YNG VNE | | | | 2 | -2 | -100.00 | .00 | .00 |
| SAVONA | | | | 2 | -2 | -100.00 | .00 | .00 |
| BETHL HTS SE RS | | | | 1 | -1 | -100.00 | .00 | .00 |
| CH DIANA RESRVE | | | | 1 | -1 | -100.00 | .00 | .00 |
| CAMBRIA RAES EB | | | | 1 | -1 | -100.00 | .00 | .00 |
| MONT ST JOHN | | | | 1 | -1 | -100.00 | .00 | .00 |
| PATZ & HLL PISN | | | | 1 | -1 | -100.00 | .00 | .00 |
| SILVAN RDG WLLA | | | | 1 | -1 | -100.00 | .00 | .00 |
| CAMBRIA RESERVE | | | | 1 | -1 | -100.00 | .00 | .00 |
| HENRY RESERVE | | | | 1 | -1 | -100.00 | .00 | .00 |
| CARN CRK SG RSV | | | | 1 | -1 | -100.00 | .00 | .00 |
| CLONINGER | | | | 1 | -1 | -100.00 | .00 | .00 |
| STN CRK SC CHMN | | | | 1 | -1 | -100.00 | .00 | .00 |
| BETHL HTS NYSA | | | | 1 | -1 | -100.00 | .00 | .00 |
| HARTFD CT DR SV | | | | 1 | -1 | -100.00 | .00 | .00 |
| TOTAL PINOT NOIR | | | 90748 | 78480 | 12268 | 15.63 | | |

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

ALL STATES-1/1/03 - 12/31/03

PAGE 25

| CLASS & TYPE BRAND | AGE / PROOF | RETAIL PRICE 750ml | CASE SALES | | CASES + or - | % OF + or - | % OF TYPE | |
|-----------------------|----------------|--------------------------|------------|-----------|-----------------|----------------|-----------|-----------|
| | | | This Year | Last Year | | | This Year | Last Year |
| SHIRAZ/SYRAH | | | | | | | | |
| RM WOODBRDG SRH | | | 5730 | 3088 | 2642 | 85.56 | 15.53 | 12.35 |
| DELICATO SHIRAZ | | | 2714 | 1176 | 1538 | 130.78 | 7.36 | 4.70 |
| CRBT CNYN SHRAZ | | | 2287 | 1196 | 1091 | 91.22 | 6.20 | 4.78 |
| BERNGR FE SHRAZ | | | 1568 | 1350 | 218 | 16.15 | 4.25 | 5.40 |
| TURNING LF SHRZ | | | 1355 | 1872 | -517 | -27.62 | 3.67 | 7.49 |
| FOREST GLEN | | | 1340 | 1087 | 253 | 23.28 | 3.63 | 4.35 |
| CSM SYRAH COL V | | | 1325 | 500 | 825 | 165.00 | 3.59 | 2.00 |
| REDWD CRK SHRAZ | | | 1249 | | 1249 | 100.00 | 3.39 | .00 |
| FRAN CPPLA SYRH | | | 1228 | 710 | 518 | 72.96 | 3.33 | 2.84 |
| RHP EXP SYRAH | | | 1132 | 1017 | 115 | 11.31 | 3.07 | 4.07 |
| KDL-JKSN SRH VR | | | 977 | 1062 | -85 | -8.00 | 2.65 | 4.25 |
| SUTTER HM SHRAZ | | | 948 | 1153 | -205 | -17.78 | 2.57 | 4.61 |
| FETZER VO SYRAH | | | 853 | 667 | 186 | 27.89 | 2.31 | 2.67 |
| SNQ SYRAH COL V | | | 676 | 413 | 263 | 63.68 | 1.83 | 1.65 |
| GOSSAMR BAY SHZ | | | 652 | 1190 | -538 | -45.21 | 1.77 | 4.76 |
| R MNDVI PS SYRH | | | 585 | 378 | 207 | 54.76 | 1.59 | 1.51 |
| PEPPRWD GRV SRH | | | 540 | 643 | -103 | -16.02 | 1.46 | 2.57 |
| FESS PKR SRH SB | | | 528 | 39 | 489 | 1253.85 | 1.43 | .16 |
| SMOKNG LOON SRH | | | 468 | 310 | 158 | 50.97 | 1.27 | 1.24 |
| CLINE SYRAH CAL | | | 457 | 131 | 326 | 248.85 | 1.24 | .52 |
| COL SYRAH G EST | | | 444 | 196 | 248 | 126.53 | 1.20 | .78 |
| GEYSER PK SHRAZ | | | 439 | 436 | 3 | .69 | 1.19 | 1.74 |
| CANYON ROAD SHZ | | | 428 | 33 | 395 | 1196.97 | 1.16 | .13 |
| STERLNG VNT SHZ | | | 417 | | 417 | 100.00 | 1.13 | .00 |
| BLACKSTONE SYRH | | | 386 | 3 | 383 | ***** | 1.05 | .01 |
| B DN ERODON SYH | | | 372 | 174 | 198 | 113.79 | 1.01 | .70 |
| BLACK OAK | | | 367 | | 367 | 100.00 | .99 | .00 |
| MCDWL MNDCO SRH | | | 357 | 231 | 126 | 54.55 | .97 | .92 |
| VENDANGE SHIRAZ | | | 326 | 136 | 190 | 139.71 | .88 | .54 |
| J LOHR SR SYRAH | | | 314 | 316 | -2 | -.63 | .85 | 1.26 |
| LIBRTY SCHL SRH | | | 270 | 32 | 238 | 743.75 | .73 | .13 |
| HOGUE SYRAH | | | 269 | 1 | 268 | ***** | .73 | .00 |
| FORESTVILLE SHZ | | | 230 | 344 | -114 | -33.14 | .62 | 1.38 |
| ZACA MESA SYRAH | | | 217 | 147 | 70 | 47.62 | .59 | .59 |
| B GRIFFIN SYRAH | | | 214 | 31 | 183 | 590.32 | .58 | .12 |
| TALUS SHIRAZ | | | 209 | 205 | 4 | 1.95 | .57 | .82 |
| HOGUE SYH BS VS | | | 205 | 312 | -107 | -34.29 | .56 | 1.25 |
| MERDN RS SYR PR | | | 190 | 123 | 67 | 54.47 | .52 | .49 |
| COVEY RN BS SRH | | | 180 | | 180 | 100.00 | .49 | .00 |
| SILKWOOD SYRAH | | | 174 | 26 | 148 | 569.23 | .47 | .10 |
| MONTEIRA SYRAH | | | 166 | 76 | 90 | 118.42 | .45 | .30 |
| CRBT CYN SRH RS | | | 149 | 151 | -2 | -1.32 | .40 | .60 |
| ROCK RABBIT SRH | | | 145 | | 145 | 100.00 | .39 | .00 |
| EQUUS PASO SYRH | | | 143 | 12 | 131 | 1091.67 | .39 | .05 |
| CLINE SYRAH CRN | | | 142 | 123 | 19 | 15.45 | .38 | .49 |
| B DN BLGURS SYH | | | 140 | 122 | 18 | 14.75 | .38 | .49 |
| MONTPELLIER CAL | | | 123 | 184 | -61 | -33.15 | .33 | .74 |
| ECHELON SYRAH | | | 123 | 182 | -59 | -32.42 | .33 | .73 |
| BONTERRA SYRAH | | | 119 | 118 | 1 | .85 | .32 | .47 |
| FREY SYRAH | | | 110 | 74 | 36 | 48.65 | .30 | .30 |
| MRSSOU HR SYRAH | | | 109 | 38 | 71 | 186.84 | .30 | .15 |
| SHOOTG STR SYRH | | | 105 | 97 | 8 | 8.25 | .28 | .39 |
| POWERS | | | 105 | | 105 | 100.00 | .28 | .00 |
| COVEY RUN SYRAH | | | 94 | | 94 | 100.00 | .25 | .00 |
| CLINE SYRAH SC | | | 89 | 22 | 67 | 304.55 | .24 | .09 |
| GLEN FIONA SYRH | | | 81 | 16 | 65 | 406.25 | .22 | .06 |
| COL SYRAH RESRV | | | 72 | 74 | -2 | -2.70 | .20 | .30 |
| VALLY MOON SYRH | | | 70 | 230 | -160 | -69.57 | .19 | .92 |
| RENWOOD SYRAH | | | 69 | 28 | 41 | 146.43 | .19 | .11 |
| BUFFALO RIDGE | | | 66 | 568 | -502 | -88.38 | .18 | 2.27 |
| EDNA VLLY SYRAH | | | 61 | 90 | -29 | -32.22 | .17 | .36 |
| CLMBA YAKMA SRH | | | 61 | 64 | -3 | -4.69 | .17 | .26 |
| SIMI SHIRAZ | | | 61 | 53 | 8 | 15.09 | .17 | .21 |
| FOOTE E B | | | 60 | | 60 | 100.00 | .16 | .00 |
| WASHINGTON HILLS | | | 56 | 123 | -67 | -54.47 | .15 | .49 |
| ZABACO R SYRAH | | | 55 | 23 | 32 | 139.13 | .15 | .09 |
| B DN CAL SYRAH | | | 55 | | 55 | 100.00 | .15 | .00 |
| CAMELOT SHIRAZ | | | 54 | 63 | -9 | -14.29 | .15 | .25 |
| RABBT RG BRL CV | | | 54 | 18 | 36 | 200.00 | .15 | .07 |
| SAVONA SYRAH | | | 54 | 2 | 52 | 2600.00 | .15 | .01 |
| BERRY BRDG SHRZ | | | 54 | | 54 | 100.00 | .15 | .00 |
| HERON SYRAH | | | 53 | | 53 | 100.00 | .14 | .00 |
| HACIENDA SHIRAZ | | | 50 | 51 | -1 | -1.96 | .14 | .20 |
| HESS SELECT | | | 47 | 25 | 22 | 88.00 | .13 | .10 |
| PACIFIC PEAK | | | 45 | | 45 | 100.00 | .12 | .00 |
| JUSTIN ROB SYRH | | | 44 | 7 | 37 | 528.57 | .12 | .03 |
| HEALDSBURG SHRZ | | | 44 | | 44 | 100.00 | .12 | .00 |
| ARBOR CREST | | | 44 | | 44 | 100.00 | .12 | .00 |
| KIONA SYRAH | | | 42 | 152 | -110 | -72.37 | .11 | .61 |
| C D BOIS SHIRAZ | | | 39 | 59 | -20 | -33.90 | .11 | .24 |
| ANAPAMU SYRAH | | | 37 | 51 | -14 | -27.45 | .10 | .20 |
| HGUE GNSIS SYRH | | | 37 | 14 | 23 | 164.29 | .10 | .06 |
| COASTL RDG SHRZ | | | 36 | 148 | -112 | -75.68 | .10 | .59 |
| GLASS MTN SYRAH | | | 35 | 6 | 29 | 483.33 | .09 | .02 |
| IRONSTONE SHRAZ | | | 34 | 22 | 12 | 54.55 | .09 | .09 |
| CARTLG&BRWN SRH | | | 34 | 22 | 12 | 54.55 | .09 | .09 |
| SHALE BRIDGE SRH | | | 33 | 10 | 23 | 230.00 | .09 | .04 |
| KUNDE EST SYRAH | | | 32 | 41 | -9 | -21.95 | .09 | .16 |
| CLMBA R WLW SRH | | | 31 | 11 | 20 | 181.82 | .08 | .04 |
| MADISON RIDGE | | | 31 | | 31 | 100.00 | .08 | .00 |
| JEWEL COL SYRAH | | | 29 | | 29 | 100.00 | .08 | .00 |

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

ALL STATES-1/1/03 - 12/31/03

PAGE 26

| CLASS & TYPE BRAND | AGE / PROOF | RETAIL PRICE 750ml | CASE SALES | | CASES + or - | % OF + or - | % OF TYPE | |
|-----------------------|----------------|--------------------------|------------|-----------|-----------------|----------------|-----------|-----------|
| | | | This Year | Last Year | | | This Year | Last Year |
| GAN EDEN | | | 28 | | 28 | 100.00 | .08 | .00 |
| RABBT RIDGE SRH | | | 27 | 42 | -15 | -35.71 | .07 | .17 |
| QUPE CENT COAST | | | 27 | | 27 | 100.00 | .07 | .00 |
| SNQ SYRAH RESRV | | | 24 | | 24 | 100.00 | .07 | .00 |
| MARTILLA HMR SRH | | | 22 | 13 | 9 | 69.23 | .06 | .05 |
| NEYERS HDSN VYD | | | 22 | 10 | 12 | 120.00 | .06 | .04 |
| KTZ IRNSTN SHRZ | | | 21 | | 21 | 100.00 | .06 | .00 |
| LOCKWOOD SYRAH | | | 20 | 33 | -13 | -39.39 | .05 | .13 |
| C D BOIS SHZ SC | | | 20 | | 20 | 100.00 | .05 | .00 |
| SHAFER RELENTLS | | | 19 | 22 | -3 | -13.64 | .05 | .09 |
| DUXOUP SYRAH | | | 19 | 11 | 8 | 72.73 | .05 | .04 |
| MCDWLL SRFH RSV | | | 18 | 81 | -63 | -77.78 | .05 | .32 |
| MYSTIC CLFF SHZ | | | 16 | 403 | -387 | -96.03 | .04 | 1.61 |
| NOVY PG-NRD SRH | | | 16 | 3 | 13 | 433.33 | .04 | .01 |
| SILKWOOD SRH RS | | | 14 | | 14 | 100.00 | .04 | .00 |
| AMADOR FTLH SYH | | | 13 | | 13 | 100.00 | .04 | .00 |
| CAMBRIA SYRH TV | | | 12 | 20 | -8 | -40.00 | .03 | .08 |
| ALEX VLLY SYRAH | | | 12 | 16 | -4 | -25.00 | .03 | .06 |
| MARIETTA SYRAH | | | 11 | 49 | -38 | -77.55 | .03 | .20 |
| NOVY SYRAH NAPA | | | 11 | 9 | 2 | 22.22 | .03 | .04 |
| GARRTSN LUASCAN | | | 11 | | 11 | 100.00 | .03 | .00 |
| GEYSR PK SHZ RS | | | 10 | 14 | -4 | -28.57 | .03 | .06 |
| VME SRH G RS NC | | | 10 | 13 | -3 | -23.08 | .03 | .05 |
| LEWIS SYH NP VL | | | 10 | 7 | 3 | 42.86 | .03 | .03 |
| WENTE SYRAH CAL | | | 10 | 6 | 4 | 66.67 | .03 | .02 |
| CANYON OAKS | | | 10 | | 10 | 100.00 | .03 | .00 |
| MOOREWOOD SYRAH | | | 10 | | 10 | 100.00 | .03 | .00 |
| SELBY SYRAH | | | 9 | 14 | -5 | -35.71 | .02 | .06 |
| RUSSIAN HLL SRH | | | 9 | | 9 | 100.00 | .02 | .00 |
| CLAY STN SHIRAZ | | | 9 | | 9 | 100.00 | .02 | .00 |
| STEELE LAKE CO | | | 7 | 10 | -3 | -30.00 | .02 | .04 |
| OJAI BN NCD SRH | | | 7 | 4 | 3 | 75.00 | .02 | .02 |
| JORY LOCK VNYRD | | | 7 | | 7 | 100.00 | .02 | .00 |
| JORY CENT COAST | | | 7 | | 7 | 100.00 | .02 | .00 |
| NAPA R STNSL SZ | | | 6 | 24 | -18 | -75.00 | .02 | .10 |
| B HERZOG SYRAH | | | 6 | | 6 | 100.00 | .02 | .00 |
| JEPSON SYRAH | | | 6 | | 6 | 100.00 | .02 | .00 |
| BV SYRAH NP CRN | | | 6 | 19 | -14 | -73.68 | .01 | .08 |
| VIN MSTRL SYRAH | | | 5 | 3 | 2 | 66.67 | .01 | .01 |
| ARROWOOD SARLEE | | | 5 | 1 | 4 | 400.00 | .01 | .00 |
| MORGAN SYRAH | | | 5 | | 5 | 100.00 | .01 | .00 |
| GARRETSON CRAIC | | | 5 | | 5 | 100.00 | .01 | .00 |
| HYATT SYRAH | | | 4 | 19 | -15 | -78.95 | .01 | .08 |
| PRESTON SYRAH | | | 4 | 9 | -5 | -55.56 | .01 | .04 |
| ARTESA SNM SYRH | | | 4 | 6 | -2 | -33.33 | .01 | .02 |
| GOOSECROSS SYRH | | | 4 | 1 | 3 | 300.00 | .01 | .00 |
| GARRTSN AISLING | | | 4 | | 4 | 100.00 | .01 | .00 |
| JUDD HILL SYRAH | | | 4 | | 4 | 100.00 | .01 | .00 |
| THREE RVRS SYRH | | | 4 | | 4 | 100.00 | .01 | .00 |
| BENZIGER SYRAH | | | 4 | | 4 | 100.00 | .01 | .00 |
| THRSTN WLF SYRH | | | 3 | 14 | -11 | -78.57 | .01 | .06 |
| CURTIS SYRAH | | | 3 | 7 | -4 | -57.14 | .01 | .03 |
| NEYERS NAPA VLY | | | 3 | 7 | -4 | -57.14 | .01 | .03 |
| BABCOCK SRH CUV | | | 3 | 4 | -1 | -25.00 | .01 | .02 |
| BABCOCK SRH SEC | | | 3 | 3 | | 100.00 | .01 | .01 |
| FERARI-CRNO SRH | | | 3 | 1 | 2 | 200.00 | .01 | .00 |
| GARRTSN BULLADR | | | 3 | | 3 | 100.00 | .01 | .00 |
| BRIDGEVW BL BTY | | | 3 | | 3 | 100.00 | .01 | .00 |
| HARRISON SYRAH | | | 3 | | 3 | 100.00 | .01 | .00 |
| DELICATO SHZ BX | | | 3 | | 3 | 100.00 | .01 | .00 |
| VIADER NAPA SRH | | | 3 | | 3 | 100.00 | .01 | .00 |
| MINER NAPA VLLY | | | 3 | | 3 | 100.00 | .01 | .00 |
| DOM SRNE RCKBLK | | | 3 | | 3 | 100.00 | .01 | .00 |
| TESTRSSA GRV SH | | | 3 | | 3 | 100.00 | .01 | .00 |
| COL TWD VNS SRH | | | 3 | | 3 | 100.00 | .01 | .00 |
| STEVENOT SYRAH | | | 2 | 11 | -9 | -81.82 | .01 | .04 |
| W B BRDGMN SYRH | | | 2 | 4 | -2 | -50.00 | .01 | .02 |
| WILD HRSE EQUUS | | | 2 | | | | .01 | .01 |
| ARROWOOD SONOMA | | | 2 | 1 | 1 | 100.00 | .01 | .00 |
| BARKAN | | | 2 | | 2 | 100.00 | .01 | .00 |
| GALLO TWN V SHZ | | | 2 | | 2 | 100.00 | .01 | .00 |
| DARIOUSH S SYRH | | | 2 | | 2 | 100.00 | .01 | .00 |
| SANTINO | | | 1 | 38 | -37 | -97.37 | .00 | .15 |
| MTN VIEW SYRAH | | | 1 | 35 | -35 | -97.22 | .00 | .14 |
| VICHON MED SRYH | | | 1 | 10 | -9 | -90.00 | .00 | .04 |
| NOVY GARY SYRAH | | | 1 | 4 | -3 | -75.00 | .00 | .02 |
| PORTEUS EB SRH | | | 1 | 2 | -1 | -50.00 | .00 | .01 |
| ZACA MSA B BEAR | | | 1 | 1 | | 100.00 | .00 | .00 |
| SPRING MTN SYRH | | | 1 | | | 100.00 | .00 | .00 |
| CH SOUVRAIN SRH | | | 1 | | 1 | 100.00 | .00 | .00 |
| KDL-JKSN SRH GR | | | 1 | | 1 | 100.00 | .00 | .00 |
| NEYRS CV HNNEUR | | | 1 | | 1 | 100.00 | .00 | .00 |
| MCMANIS SYRAH | | | 1 | | 1 | 100.00 | .00 | .00 |
| SEVEN PEAKS SHZ | | | | 42 | -42 | -100.00 | .00 | .17 |
| VME SYRAH CAL | | | | 14 | -14 | -100.00 | .00 | .06 |
| CSM SYRAH RESRV | | | | 11 | -11 | -100.00 | .00 | .04 |
| SIDURI NS LUCIA | | | | 8 | -8 | -100.00 | .00 | .03 |
| NOVY SYRAH SNMA | | | | 8 | -8 | -100.00 | .00 | .03 |
| RH PHLPS DH SRH | | | | 4 | -4 | -100.00 | .00 | .02 |
| MARIAH SYRAH | | | | 4 | -4 | -100.00 | .00 | .02 |
| COTURRI SYRAH | | | | 2 | -2 | -100.00 | .00 | .01 |
| BEAR CREEK SYRH | | | | 2 | -2 | -100.00 | .00 | .01 |
| RABBT RG SRH RS | | | | 1 | -1 | -100.00 | .00 | .00 |

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

ALL STATES-1/1/03 - 12/31/03

PAGE 27

| CLASS & TYPE BRAND | AGE / PROOF | RETAIL PRICE 750ml | CASE SALES | | CASES + or - | % OF + or - | % OF TYPE | |
|---------------------------|----------------|--------------------------|--------------|--------------|-----------------|----------------|-----------|-----------|
| | | | This Year | Last Year | | | This Year | Last Year |
| GABRIELLI SYRAH | | | | 1 | -1 | -100.00 | .00 | .00 |
| STRATFORD SYRAH | | | | 1 | -1 | -100.00 | .00 | .00 |
| ROSENBLUM SYRAH | | | | 1 | -1 | -100.00 | .00 | .00 |
| ARCADIAN GRY RF | | | | 1 | -1 | -100.00 | .00 | .00 |
| TOTAL SHIRAZ/SYRAH | | | 36885 | 25005 | 11880 | 47.51 | | |
| ZINFANDEL | | | | | | | | |
| RM WOODBRIDGE | | | 17048 | 17390 | -342 | -1.97 | 12.66 | 13.99 |
| GALLO TWN V CFE | | | 15867 | 15242 | 625 | 4.10 | 11.78 | 12.26 |
| RAVENSWOOD VB | | | 12202 | 10201 | 2001 | 19.62 | 9.06 | 8.21 |
| ZABACO R CAL DB | | | 8952 | 4590 | 4362 | 95.03 | 6.65 | 3.69 |
| SUTTER HOME | | | 7524 | 7486 | 38 | .51 | 5.59 | 6.02 |
| FRANZIA YOSEMTE | | | 7466 | 7793 | -327 | -4.20 | 5.54 | 6.27 |
| ZABACO R HRTAGE | | | 3438 | 2582 | 856 | 33.15 | 2.55 | 2.08 |
| C D BOIS | | | 2999 | 2412 | 587 | 24.34 | 2.23 | 1.94 |
| RABBT RG BRL CV | | | 2895 | 2788 | 107 | 3.84 | 2.15 | 2.24 |
| CLINE CELLARS | | | 2787 | 1838 | 949 | 51.63 | 2.07 | 1.48 |
| MONDAVI CK | | | 2566 | 2589 | -23 | -.89 | 1.91 | 2.08 |
| FETZER VLLY OAK | | | 2353 | 2203 | 150 | 6.81 | 1.75 | 1.77 |
| BERINGER CLR LK | | | 2034 | 2096 | -62 | -2.96 | 1.51 | 1.69 |
| FRANCS CPPLA DS | | | 1975 | 1535 | 440 | 28.66 | 1.47 | 1.23 |
| NATHANSON CREEK | | | 1952 | 1811 | 141 | 7.79 | 1.45 | 1.46 |
| KNDL-JKSN VN RS | | | 1864 | 1992 | -128 | -6.43 | 1.38 | 1.60 |
| R MNDVI COASTAL | | | 1768 | 1915 | -147 | -7.68 | 1.31 | 1.54 |
| BOGLE ZINFANDEL | | | 1562 | 1406 | 156 | 11.10 | 1.16 | 1.13 |
| TURNING LEAF | | | 1464 | 1572 | -108 | -6.87 | 1.09 | 1.26 |
| MONTEVINA | | | 1344 | 1498 | -154 | -10.28 | 1.00 | 1.21 |
| VENDANGE | | | 1224 | 1834 | -610 | -33.26 | .91 | 1.48 |
| HERITAGE | | | 1171 | 1592 | -421 | -26.44 | .87 | 1.28 |
| BERINGER CALIF | | | 1047 | 756 | 291 | 38.49 | .78 | .61 |
| ROSENBLUM VN CV | | | 960 | 951 | 9 | .95 | .71 | .77 |
| ST FRANCIS O VN | | | 951 | 870 | 81 | 9.31 | .71 | .70 |
| R STRNG KNTY VN | | | 939 | 927 | 12 | 1.29 | .70 | .75 |
| RENWOOD SIERRA | | | 867 | 139 | 728 | 523.74 | .64 | .11 |
| RABBT RDG SNMA | | | 864 | 950 | -86 | -9.05 | .64 | .76 |
| KENWOOD | | | 837 | 861 | -24 | -2.79 | .62 | .69 |
| BAREFOOT | | | 816 | 700 | 116 | 16.57 | .61 | .56 |
| SEGHEIO | | | 814 | 724 | 90 | 12.43 | .60 | .58 |
| KENWOOD LODI QV | | | 799 | 776 | 23 | 2.96 | .59 | .62 |
| TURNING LEAF RS | | | 795 | 1134 | -339 | -29.89 | .59 | .91 |
| BV COASTAL | | | 786 | 921 | -135 | -14.66 | .58 | .74 |
| RAVENSWOOD SNMA | | | 782 | 647 | 135 | 20.87 | .58 | .52 |
| BUFFALO RIDGE | | | 770 | 394 | 376 | 95.43 | .57 | .32 |
| BERNGR FNDR EST | | | 754 | 207 | 547 | 264.25 | .56 | .17 |
| RAVNSWD NAP VLY | | | 678 | 707 | -29 | -4.10 | .50 | .57 |
| ROBRT MNDVI NPA | | | 613 | 593 | 20 | 3.37 | .46 | .48 |
| ZABACO R DRY CK | | | 596 | 930 | -334 | -35.91 | .44 | .75 |
| CLINE ANCNT VNS | | | 584 | 252 | 332 | 131.75 | .43 | .20 |
| FOXHORN | | | 569 | 940 | -371 | -39.47 | .42 | .76 |
| FRITZ OLD VINES | | | 554 | 12 | 542 | 4516.67 | .41 | .01 |
| RAVENSWOOD LODI | | | 509 | 303 | 206 | 67.99 | .38 | .24 |
| ROSENBLUM SNOMA | | | 503 | 550 | -47 | -8.55 | .37 | .44 |
| KENWOOD JK LNDN | | | 413 | 543 | -130 | -23.94 | .31 | .44 |
| B DOON CARDINAL | | | 412 | 178 | 234 | 131.46 | .31 | .14 |
| KUNDE SONOMA | | | 408 | 358 | 50 | 13.97 | .30 | .29 |
| RM WOODBRG FISH | | | 375 | | 375 | 100.00 | .28 | .00 |
| VME GR FOX CRK | | | 371 | 15 | 356 | 2373.33 | .28 | .01 |
| RENWOOD OLD VNE | | | 366 | 257 | 109 | 42.41 | .27 | .21 |
| FIFE UPLND MEND | | | 354 | 192 | 162 | 84.38 | .26 | .15 |
| TALUS | | | 341 | 539 | -198 | -36.73 | .25 | .43 |
| FOUR VINES | | | 325 | 83 | 242 | 291.57 | .24 | .07 |
| RIDGE LYTTON | | | 319 | 181 | 138 | 76.24 | .24 | .15 |
| VME CSTL O VINE | | | 313 | 442 | -129 | -29.19 | .23 | .36 |
| DE LOACH CALIF | | | 278 | 325 | -47 | -14.46 | .21 | .26 |
| ROSENBLUM CUV 7 | | | 268 | 304 | -36 | -11.84 | .20 | .24 |
| BLACKSTONE CAL | | | 265 | | 265 | 100.00 | .20 | .00 |
| MARIETTA SONOMA | | | 241 | 231 | 10 | 4.33 | .18 | .19 |
| AMADOR FTHL FRR | | | 241 | 84 | 157 | 186.90 | .18 | .07 |
| PEACHY CNYN INC | | | 238 | 133 | 105 | 78.95 | .18 | .11 |
| ROSENBLM C CSTA | | | 234 | 156 | 78 | 50.00 | .17 | .13 |
| ROSENBLM CNTNTE | | | 234 | 51 | 183 | 358.82 | .17 | .04 |
| FROGS LEAP NAPA | | | 213 | 198 | 15 | 7.58 | .16 | .16 |
| TRINITY OAKS | | | 213 | 139 | 74 | 53.24 | .16 | .11 |
| BARNRD GRFN ZIN | | | 205 | 175 | 30 | 17.14 | .15 | .14 |
| PEPPERWOOD GRVE | | | 193 | 243 | -50 | -20.58 | .14 | .20 |
| FREY ORGANIC | | | 189 | 115 | 74 | 64.35 | .14 | .09 |
| ROSENBLM CARLAS | | | 182 | 35 | 147 | 420.00 | .14 | .03 |
| RH PHLP KEMP-CL | | | 172 | 18 | 154 | 855.56 | .13 | .01 |
| DE LOACH PAPERA | | | 160 | 1 | 159 | ***** | .12 | .00 |
| DE LOACH ESTATE | | | 153 | 187 | -34 | -18.18 | .11 | .15 |
| CH SOUVRAIN CSV | | | 149 | 185 | -36 | -19.46 | .11 | .15 |
| PEDRON MTHR CLN | | | 149 | 134 | 15 | 11.19 | .11 | .11 |
| RIDGE SONOMA | | | 145 | 85 | 60 | 70.59 | .11 | .07 |
| BAREFOOT SC RSV | | | 141 | 167 | -26 | -15.57 | .10 | .13 |
| RIDGE PASO ROBL | | | 139 | 60 | 79 | 131.67 | .10 | .05 |
| KARLY POKERVILLE | | | 138 | 146 | -8 | -5.48 | .10 | .12 |
| VALLEY OF MOON | | | 135 | 98 | 37 | 37.76 | .10 | .08 |
| SEGHEIO O VINE | | | 132 | 56 | 76 | 135.71 | .10 | .05 |
| TOAD HLW CACPNY | | | 129 | 57 | 72 | 126.32 | .10 | .05 |
| NAPA RIDGE | | | 123 | 179 | -56 | -31.28 | .09 | .14 |
| GLEN ELLEN RESV | | | 122 | 14 | 108 | 771.43 | .09 | .01 |
| DE LOACH PLLTTI | | | 121 | 2 | 119 | 5950.00 | .09 | .00 |

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

ALL STATES-1/1/03 - 12/31/03

PAGE 28

| CLASS & TYPE BRAND | AGE / PROOF | RETAIL PRICE 750ml | CASE SALES | | CASES + or - | % OF + or - | % OF TYPE | |
|-----------------------|----------------|--------------------------|------------|-----------|-----------------|----------------|-----------|-----------|
| | | | This Year | Last Year | | | This Year | Last Year |
| MURPHY-GOODE | | | 120 | 112 | 8 | 7.14 | .09 | .09 |
| FRANCISCAN | | | 118 | 122 | -4 | -3.28 | .09 | .10 |
| RIDGE YORK | | | 115 | 68 | 47 | 69.12 | .09 | .05 |
| NALLE | | | 113 | 44 | 69 | 156.82 | .08 | .04 |
| STEELE PACINI | | | 107 | 17 | 90 | 529.41 | .08 | .01 |
| FARRELL DRY CRK | | | 106 | 21 | 85 | 404.76 | .08 | .02 |
| CARTLGDE&BROWNE | | | 103 | 92 | 11 | 11.96 | .08 | .07 |
| EOS | | | 102 | 89 | 13 | 14.61 | .08 | .07 |
| GOSSAMER BAY | | | 97 | 981 | -884 | -90.11 | .07 | .79 |
| LOLONIS | | | 93 | 93 | | .00 | .07 | .07 |
| VIGIL T CNDADOS | | | 93 | 84 | 9 | 10.71 | .07 | .07 |
| ROSENBLM XXIII | | | 90 | 89 | 1 | 1.12 | .07 | .07 |
| RAVENSWOOD AMDR | | | 86 | 107 | -21 | -19.63 | .09 | .09 |
| DRY CREEK HRTGE | | | 82 | 109 | -27 | -24.77 | .06 | .09 |
| DE LOACH BRBERI | | | 82 | 23 | 59 | 256.52 | .06 | .02 |
| D BRUCE PSO RBL | | | 81 | 75 | 6 | 8.00 | .06 | .06 |
| RIDGE GEYSRVILLE | | | 80 | 127 | -47 | -37.01 | .06 | .10 |
| GALLO OF SONOMA | | | 78 | 511 | -433 | -84.74 | .06 | .41 |
| GRGICH HILLS | | | 76 | 105 | -29 | -27.62 | .06 | .08 |
| PEACHY CANYN PR | | | 75 | 4 | 71 | 1775.00 | .06 | .00 |
| PEDRONCELLI | | | 74 | 114 | -40 | -35.09 | .05 | .09 |
| SIN ZIN | | | 74 | 34 | 40 | 117.65 | .05 | .03 |
| BLOCKHEADIA CAL | | | 73 | 52 | 21 | 40.38 | .05 | .04 |
| VIGIL MOHR-FRY | | | 70 | 42 | 28 | 66.67 | .05 | .03 |
| BUEHLER NPA VLY | | | 70 | 38 | 32 | 84.21 | .05 | .03 |
| EDMEADES MNDCNO | | | 68 | 58 | 10 | 17.24 | .05 | .05 |
| MARKHAM | | | 62 | 49 | 13 | 26.53 | .05 | .04 |
| CELLAR NO 8 | | | 60 | | 60 | 100.00 | .04 | .00 |
| IVAN TAMAS | | | 58 | 103 | -45 | -43.69 | .04 | .08 |
| GUENOC | | | 58 | 69 | -11 | -15.94 | .04 | .06 |
| CHARLES KRUG | | | 58 | 55 | 3 | 5.45 | .04 | .04 |
| SEBASTNI O VINE | | | 57 | 292 | -235 | -80.48 | .04 | .23 |
| ROSENBLUM SAURT | | | 55 | 54 | 1 | 1.85 | .04 | .04 |
| WILD HORSE ZFDL | | | 54 | 64 | -10 | -15.63 | .04 | .05 |
| MURPHY-GD L DCE | | | 54 | 14 | 40 | 285.71 | .04 | .01 |
| J LOHR BRAMBLWD | | | 53 | 51 | 2 | 3.92 | .04 | .04 |
| PEACHY CYN WEST | | | 53 | 1 | 52 | 5200.00 | .04 | .00 |
| ROMBAUER E DRDO | | | 52 | 59 | -7 | -11.86 | .04 | .05 |
| SEGHEISIO CORTIN | | | 52 | 40 | 12 | 30.00 | .04 | .03 |
| MINER NAPA VLLY | | | 51 | 20 | 31 | 155.00 | .04 | .02 |
| TERRA D'ORO | | | 49 | 60 | -11 | -18.33 | .04 | .05 |
| GALLO EJ BARLLI | | | 48 | 51 | -3 | -5.88 | .04 | .04 |
| SIMI DRY CREEK | | | 48 | 43 | 5 | 11.63 | .04 | .03 |
| CLINE BIG BREAK | | | 48 | 27 | 21 | 77.78 | .04 | .02 |
| B HERZOG | | | 47 | 48 | -1 | -2.08 | .03 | .04 |
| BOGLE O VINE CV | | | 46 | 134 | -88 | -65.67 | .03 | .11 |
| GALLO SNOMA FRV | | | 46 | 49 | -3 | -6.12 | .03 | .04 |
| BENZIGER SONOMA | | | 44 | 89 | -45 | -50.56 | .03 | .07 |
| KARLY BUCK 1OPT | | | 42 | 32 | 10 | 31.25 | .03 | .03 |
| FREY BIODYNAMIC | | | 40 | 38 | 2 | 5.26 | .03 | .03 |
| DRY CREEK O VNS | | | 38 | 46 | -8 | -17.39 | .03 | .04 |
| KUNDE CENTRY VN | | | 37 | 23 | 14 | 60.87 | .03 | .02 |
| B VISTA CALFRNA | | | 36 | 32 | 4 | 12.50 | .03 | .03 |
| DRY CREEK | | | 36 | 30 | 6 | 20.00 | .03 | .02 |
| MARTN BR PRMTVA | | | 36 | 28 | 8 | 28.57 | .03 | .02 |
| SAUSAL ALEX VLY | | | 35 | 139 | -104 | -74.82 | .03 | .11 |
| BURGESS LODI | | | 35 | 12 | 23 | 191.67 | .03 | .01 |
| RENWOOD GRNDMRE | | | 34 | 34 | | .00 | .03 | .03 |
| BV NAPA CARNROS | | | 33 | 221 | -188 | -85.07 | .02 | .18 |
| ROSENBLUM PSO R | | | 33 | 34 | -1 | -2.94 | .02 | .03 |
| MOUNT K MENDCNO | | | 32 | | 32 | 100.00 | .02 | .00 |
| STONEHEDGE NAPA | | | 31 | 2 | 29 | 1450.00 | .02 | .00 |
| AMADOR CLCKSPRN | | | 31 | | 31 | 100.00 | .02 | .00 |
| SELBY | | | 30 | 40 | -10 | -25.00 | .02 | .03 |
| DASHE DRY CREEK | | | 28 | 27 | 1 | 3.70 | .02 | .02 |
| GEYSER PEAK | | | 27 | 38 | -11 | -28.95 | .02 | .03 |
| ZABACO R STEFNI | | | 27 | 8 | 19 | 237.50 | .02 | .01 |
| ZINGARO | | | 27 | 4 | 23 | 575.00 | .02 | .00 |
| SHOOTING STAR | | | 26 | 67 | -41 | -61.19 | .02 | .05 |
| ROSENBLM ALGRIA | | | 26 | 33 | -7 | -21.21 | .02 | .03 |
| JUSTIN P ROBLES | | | 26 | 19 | 7 | 36.84 | .02 | .02 |
| ROCKNG HRSE HWL | | | 25 | 59 | -34 | -57.63 | .02 | .05 |
| ROSENBLM HENDRY | | | 25 | 20 | 5 | 25.00 | .02 | .02 |
| NEVERS PATO VYD | | | 24 | 24 | | .00 | .02 | .02 |
| RAVNSWD DCKRSON | | | 24 | 12 | 12 | 100.00 | .02 | .01 |
| C D BOIS RS DRY | | | 24 | 5 | 19 | 380.00 | .02 | .00 |
| CARMENET EVANGL | | | 24 | | 24 | 100.00 | .02 | .00 |
| SEGHEISIO HM RNC | | | 23 | 31 | -8 | -25.81 | .02 | .02 |
| NIEBM-CPLA EDIZ | | | 23 | 26 | -3 | -11.54 | .02 | .02 |
| RAVENSWOOD TLDC | | | 23 | 17 | 6 | 35.29 | .02 | .01 |
| COSENTINO | | | 23 | 12 | 11 | 91.67 | .02 | .01 |
| ROSNBLM RSTRDGE | | | 21 | 24 | -3 | -12.50 | .02 | .02 |
| SADDLEBACK | | | 21 | | 21 | 100.00 | .02 | .00 |
| FOPPIANO | | | 21 | | 21 | 100.00 | .02 | .00 |
| JEWEL COLLECTION | | | 21 | | 21 | 100.00 | .02 | .00 |
| CLINE LIVE OAK | | | 20 | 63 | -43 | -68.25 | .01 | .05 |
| KARLY WARRIOR | | | 20 | 29 | -9 | -31.03 | .01 | .02 |
| RIDGE PAPAGNI | | | 20 | 13 | 7 | 53.85 | .01 | .01 |
| RUTHERFORD RNCH | | | 20 | 9 | 11 | 122.22 | .01 | .01 |
| QUIVIRA | | | 19 | 212 | -193 | -91.04 | .01 | .17 |
| BV SIGNET | | | 19 | 42 | -23 | -54.76 | .01 | .03 |
| RAVNSWD MNT RSO | | | 19 | 15 | 4 | 26.67 | .01 | .01 |
| AUDUBON OLD VNE | | | 19 | | 19 | 100.00 | .01 | .00 |

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

ALL STATES-1/1/03 - 12/31/03

PAGE 29

| CLASS & TYPE BRAND | AGE / PROOF | RETAIL PRICE 750ml | CASE SALES | | CASES + or - | % OF + or - | % OF TYPE | |
|-----------------------|----------------|--------------------------|------------|-----------|-----------------|----------------|-----------|-----------|
| | | | This Year | Last Year | | | This Year | Last Year |
| TULOCAY CASANVA | | | 18 | 17 | 1 | 5.88 | .01 | .01 |
| VIGIL NAPA VLLY | | | 18 | | 18 | 100.00 | .01 | .00 |
| FOUR VNS PECK R | | | 16 | 29 | -13 | -44.83 | .01 | .02 |
| VME NAPA | | | 16 | 26 | -10 | -38.46 | .01 | .02 |
| DRY CREEK RESRV | | | 16 | 9 | 7 | 77.78 | .01 | .01 |
| RENWOOD FDDLTWN | | | 16 | 8 | 8 | 100.00 | .01 | .01 |
| WLDHURST CLR LK | | | 16 | 4 | 12 | 300.00 | .01 | .00 |
| RAYMOND NAP RSV | | | 16 | | 16 | 100.00 | .01 | .00 |
| BLOCKHEADIA NPA | | | 15 | 16 | -1 | -6.25 | .01 | .01 |
| COSENTINO CIGAR | | | 15 | 9 | 6 | 66.67 | .01 | .01 |
| STEVENOT O VINE | | | 15 | | 15 | 100.00 | .01 | .00 |
| ROSNBLM ANNT RS | | | 14 | 37 | -23 | -62.16 | .01 | .03 |
| RAVNSWD BRRICIA | | | 14 | 31 | -17 | -54.84 | .01 | .02 |
| WINE WORKS ORGC | | | 14 | 24 | -10 | -41.67 | .01 | .02 |
| LA CREMA RESRVE | | | 14 | 20 | -6 | -30.00 | .01 | .02 |
| SIERRA VISTA | | | 14 | 19 | -5 | -26.32 | .01 | .02 |
| LAKE SONOMA DC | | | 14 | 8 | 6 | 75.00 | .01 | .01 |
| NOVELLA | | | 14 | | 14 | 100.00 | .01 | .00 |
| ROSENBLM RCKPLE | | | 13 | 48 | -35 | -72.92 | .01 | .04 |
| MAYO RICCI VYDS | | | 13 | 16 | -3 | -18.75 | .01 | .01 |
| SABLE RIDGE LDI | | | 13 | 16 | -3 | -18.75 | .01 | .01 |
| MARIAH | | | 13 | 11 | 2 | 18.18 | .01 | .01 |
| HAYWOOD LS CHMZ | | | 13 | 5 | 8 | 160.00 | .01 | .00 |
| TERRA D'ORO DVR | | | 13 | | 13 | 100.00 | .01 | .00 |
| SUMMIT LAKE | | | 13 | | 13 | 100.00 | .01 | .00 |
| SBSTNI SONOMA | | | 13 | | 13 | 100.00 | .01 | .00 |
| FERRARI-CARANO | | | 11 | 14 | -3 | -21.43 | .01 | .01 |
| SBSTNI O VN CUV | | | 11 | 10 | 1 | 10.00 | .01 | .01 |
| ST FRANCIS PGNI | | | 11 | 3 | 8 | 266.67 | .01 | .00 |
| LOLONIS PVT RSV | | | 11 | 2 | 9 | 450.00 | .01 | .00 |
| SABLE RIDGE HL | | | 10 | 10 | | .00 | .01 | .01 |
| SABLE RIDGE AV | | | 10 | 10 | | .00 | .01 | .01 |
| RAVNSWD BG RIVR | | | 10 | 7 | 3 | 42.86 | .01 | .01 |
| IRONSTONE | | | 9 | 19 | -10 | -52.63 | .01 | .02 |
| RENWOOD JCK RBT | | | 9 | 18 | -9 | -50.00 | .01 | .01 |
| STORYBOOK E EXP | | | 9 | 17 | -8 | -47.06 | .01 | .01 |
| RENWOOD ICE WNE | | | 9 | 7 | | .00 | .01 | .01 |
| RAVNSWD BELLONI | | | 9 | 7 | 2 | 28.57 | .01 | .01 |
| CH POTELE O VN | | | 9 | 6 | 3 | 50.00 | .01 | .00 |
| RENWOOD GRNDPRE | | | 9 | 5 | 4 | 80.00 | .01 | .00 |
| RAVNSWD MNDOCNO | | | 9 | 2 | 7 | 350.00 | .01 | .00 |
| TERRA D'ORO HV | | | 9 | | 9 | 100.00 | .01 | .00 |
| MONTVNA DVR RCH | | | 9 | | 9 | 100.00 | .01 | .00 |
| ROCKG HRSE NAPA | | | 9 | | 9 | 100.00 | .01 | .00 |
| MARTNI MR GNRLY | | | 8 | 16 | -8 | -50.00 | .01 | .01 |
| GUND BUND MORSE | | | 8 | 11 | -3 | -27.27 | .01 | .01 |
| GRN&RED CHLD ML | | | 8 | 10 | -2 | -20.00 | .01 | .01 |
| DE LOACH RED | | | 8 | 9 | -1 | -11.11 | .01 | .01 |
| FIFE OLD VINES | | | 8 | 3 | 5 | 166.67 | .01 | .00 |
| RBBT RG PSO RBL | | | 8 | | 8 | 100.00 | .01 | .00 |
| CANYON OAKS | | | 8 | | 8 | 100.00 | .01 | .00 |
| BUEHLER ESTATE | | | 8 | | 8 | 100.00 | .01 | .00 |
| DUNNEWOOD | | | 7 | 6 | 1 | 16.67 | .01 | .00 |
| CARN CRK MAHONY | | | 7 | | 7 | 100.00 | .01 | .00 |
| ESTANCIA | | | 7 | | 7 | 100.00 | .01 | .00 |
| KARLY SDE UPTON | | | 6 | 16 | -10 | -62.50 | .00 | .01 |
| ROSNBLM ENGLE PT | | | 6 | 4 | 2 | 50.00 | .00 | .00 |
| ALDRBRK OVOC SC | | | 5 | 33 | -28 | -84.85 | .00 | .03 |
| CLOS DU VAL | | | 5 | 30 | -25 | -83.33 | .00 | .02 |
| VME GR MNTE RSO | | | 5 | 12 | -7 | -58.33 | .00 | .01 |
| RAVNSWD OLD HLL | | | 5 | 4 | 1 | 25.00 | .00 | .00 |
| JORY MIMBRS VLY | | | 5 | 3 | 2 | 66.67 | .00 | .00 |
| NEWLAN | | | 5 | 1 | 4 | 400.00 | .00 | .00 |
| BLCKHEADIA LODI | | | 5 | | 5 | 100.00 | .00 | .00 |
| DE LOACH OFC ES | | | 5 | | 5 | 100.00 | .00 | .00 |
| NEYERS TOFANNLI | | | 5 | | 5 | 100.00 | .00 | .00 |
| FARRELL RICCI | | | 5 | | 5 | 100.00 | .00 | .00 |
| ROSNBLM XVIIII | | | 4 | 43 | -39 | -90.70 | .00 | .03 |
| ROSNBLM MNT ROS | | | 4 | 3 | 1 | 33.33 | .00 | .00 |
| HAYWOOD RCK TER | | | 4 | 1 | 3 | 300.00 | .00 | .00 |
| PEACHY CYN EAST | | | 4 | | 4 | 100.00 | .00 | .00 |
| TOAD HOLLOW | | | 4 | | 4 | 100.00 | .00 | .00 |
| J LOHR CYPRESS | | | 4 | | 4 | 100.00 | .00 | .00 |
| HARRISON | | | 3 | 13 | -10 | -76.92 | .00 | .01 |
| LAMBRT BRG AMDR | | | 3 | 9 | -6 | -66.67 | .00 | .01 |
| ROSNBLM PATO RS | | | 3 | 7 | -4 | -57.14 | .00 | .01 |
| CASTLE SNMA VLY | | | 3 | 6 | -3 | -50.00 | .00 | .00 |
| BLVDR DRY CREEK | | | 3 | 3 | | .00 | .00 | .00 |
| MAZZOCCO SONOMA | | | 3 | 2 | 1 | 50.00 | .00 | .00 |
| MPHY-GD RS SNKE | | | 3 | 2 | 1 | 50.00 | .00 | .00 |
| FOPPIANO RESRVE | | | 3 | | 3 | 100.00 | .00 | .00 |
| EDMEADES ZENI | | | 3 | | 3 | 100.00 | .00 | .00 |
| FARRELL TNA BLK | | | 3 | | 3 | 100.00 | .00 | .00 |
| DUTTN MORLLI LN | | | 3 | | 3 | 100.00 | .00 | .00 |
| DE LOACH SAITNE | | | 3 | | 3 | 100.00 | .00 | .00 |
| CLINE BRIDGHEAD | | | 2 | 28 | -26 | -92.86 | .00 | .02 |
| FRANZIA | | | 2 | 9 | -7 | -77.78 | .00 | .01 |
| KENWOOD MAZZONI | | | 2 | 7 | -5 | -71.43 | .00 | .01 |
| HEITZ | | | 2 | 7 | -5 | -71.43 | .00 | .01 |
| ESTATE CELLARS | | | 2 | 6 | -4 | -66.67 | .00 | .00 |
| HARTFORD CT RRV | | | 2 | 6 | -4 | -66.67 | .00 | .00 |
| ROUND HLL CALIF | | | 2 | 6 | -4 | -66.67 | .00 | .00 |
| RAVENSWOOD ALEX | | | 2 | 4 | -2 | -50.00 | .00 | .00 |

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

ALL STATES-1/1/03 - 12/31/03

PAGE 30

| CLASS & TYPE BRAND | AGE / PROOF | RETAIL PRICE 750ml | CASE SALES | | CASES + or - | % OF + or - | % OF TYPE | |
|------------------------|----------------|--------------------------|---------------|---------------|-----------------|----------------|-----------|-----------|
| | | | This Year | Last Year | | | This Year | Last Year |
| TERRACES | | | 2 | 4 | -2 | -50.00 | .00 | .00 |
| GUSTAVO THRACE | | | 2 | 4 | -2 | -50.00 | .00 | .00 |
| KDL-JKSN P G RS | | | 2 | 3 | -1 | -33.33 | .00 | .00 |
| TRRA D'ORO SNGV | | | 2 | 3 | -1 | -33.33 | .00 | .00 |
| PEACHY CYN MSTG | | | 2 | 1 | 1 | 100.00 | .00 | .00 |
| KNDL-JKSN G EST | | | 2 | 2 | 2 | 100.00 | .00 | .00 |
| ROCKG HORSE MRV | | | 2 | 2 | 2 | 100.00 | .00 | .00 |
| MAZZOCCO DR CRK | | | 2 | 2 | 2 | 100.00 | .00 | .00 |
| HARRISON ZEBRA | | | 2 | 2 | 2 | 100.00 | .00 | .00 |
| SAUSAL PRVT RSV | | | 2 | 2 | 2 | 100.00 | .00 | .00 |
| CORBETT CANYON | | | 1 | 826 | -825 | -99.88 | .00 | .66 |
| RAVNSWD OLD VNE | | | 1 | 149 | -148 | -99.33 | .00 | .12 |
| EASTON | | | 1 | 60 | -59 | -98.33 | .00 | .05 |
| TRENTADUE | | | 1 | 15 | -14 | -93.33 | .00 | .01 |
| FOLIE A DX AMDR | | | 1 | 13 | -12 | -92.31 | .00 | .01 |
| ROSNBLM SML/ANT | | | 1 | 13 | -12 | -92.31 | .00 | .01 |
| COTURRI CHAUVET | | | 1 | 7 | -6 | -85.71 | .00 | .01 |
| DE LOACH GMBOGI | | | 1 | 5 | -4 | -80.00 | .00 | .00 |
| GUND BUND RHNFM | | | 1 | 3 | -2 | -66.67 | .00 | .00 |
| BONVERRE | | | 1 | 3 | -2 | -66.67 | .00 | .00 |
| SEB DOMNCI RNCH | | | 1 | 2 | -1 | -50.00 | .00 | .00 |
| QUIVIRA RESERVE | | | 1 | 2 | -1 | -50.00 | .00 | .00 |
| RABBT RDG OLSON | | | 1 | 1 | 1 | 100.00 | .00 | .00 |
| STEELE DU PRATT | | | 1 | 1 | 1 | 100.00 | .00 | .00 |
| FOLIE A DX BWMN | | | 1 | 1 | 1 | 100.00 | .00 | .00 |
| ROSENBLM MAGGIE | | | 1 | 66 | -66 | -100.00 | .00 | .05 |
| CLINE C COSTA | | | 1 | 29 | -29 | -100.00 | .00 | .02 |
| TESSERA | | | 1 | 25 | -25 | -100.00 | .00 | .02 |
| ROUND HILL NAPA | | | 1 | 20 | -20 | -100.00 | .00 | .02 |
| SONOMA CREEK | | | 1 | 15 | -15 | -100.00 | .00 | .01 |
| HOP KILN | | | 1 | 13 | -13 | -100.00 | .00 | .01 |
| SKY MT VEEDER | | | 1 | 13 | -13 | -100.00 | .00 | .01 |
| SHENANDH SP RSV | | | 1 | 13 | -13 | -100.00 | .00 | .01 |
| BURGESS RRV | | | 1 | 12 | -12 | -100.00 | .00 | .01 |
| PORTEUS ZINFDL | | | 1 | 10 | -10 | -100.00 | .00 | .01 |
| FOLIE DX D'AGOS | | | 1 | 8 | -8 | -100.00 | .00 | .01 |
| DELICATO | | | 1 | 8 | -8 | -100.00 | .00 | .01 |
| BURGESS NPA VLY | | | 1 | 5 | -5 | -100.00 | .00 | .00 |
| ROSENBLM HARRIS | | | 1 | 5 | -5 | -100.00 | .00 | .00 |
| SONOMA CREEK RS | | | 1 | 5 | -5 | -100.00 | .00 | .00 |
| RABBT RG WM RSV | | | 1 | 5 | -5 | -100.00 | .00 | .00 |
| HIDDN CLLR O VN | | | 1 | 4 | -4 | -100.00 | .00 | .00 |
| MONTEVINA SHR | | | 1 | 4 | -4 | -100.00 | .00 | .00 |
| HARTFD CT HGHR | | | 1 | 4 | -4 | -100.00 | .00 | .00 |
| ARMIDA D CRK VL | | | 1 | 4 | -4 | -100.00 | .00 | .00 |
| MARTINI HERITGE | | | 1 | 3 | -3 | -100.00 | .00 | .00 |
| ARMIDA MAPLE VL | | | 1 | 3 | -3 | -100.00 | .00 | .00 |
| LAKE SONOMA SF | | | 1 | 3 | -3 | -100.00 | .00 | .00 |
| GUNDLCH BND SON | | | 1 | 3 | -3 | -100.00 | .00 | .00 |
| CH POTTLE VGS | | | 1 | 2 | -2 | -100.00 | .00 | .00 |
| SAUSAL CNTRY VN | | | 1 | 2 | -2 | -100.00 | .00 | .00 |
| HARTFD CT DINAS | | | 1 | 2 | -2 | -100.00 | .00 | .00 |
| ROSENBLM PATO | | | 1 | 2 | -2 | -100.00 | .00 | .00 |
| CH SOVRN RSV DC | | | 1 | 2 | -2 | -100.00 | .00 | .00 |
| KENWOOD NUN CYN | | | 1 | 2 | -2 | -100.00 | .00 | .00 |
| TETON GRAND RSV | | | 1 | 2 | -2 | -100.00 | .00 | .00 |
| MONTEREY | | | 1 | 2 | -2 | -100.00 | .00 | .00 |
| RAVNSWD O HL/DK | | | 1 | 2 | -2 | -100.00 | .00 | .00 |
| MARTINI | | | 1 | 2 | -2 | -100.00 | .00 | .00 |
| VAN ASPEREN | | | 1 | 2 | -2 | -100.00 | .00 | .00 |
| CORBTT CNYN DEC | | | 1 | 2 | -2 | -100.00 | .00 | .00 |
| FREY MENDOCINO | | | 1 | 1 | -1 | -100.00 | .00 | .00 |
| BAYLISS&FORTUNE | | | 1 | 1 | -1 | -100.00 | .00 | .00 |
| VME GR MEAD RCH | | | 1 | 1 | -1 | -100.00 | .00 | .00 |
| DRY CREEK LT HV | | | 1 | 1 | -1 | -100.00 | .00 | .00 |
| INDIGO HILLS | | | 1 | 1 | -1 | -100.00 | .00 | .00 |
| MIRASSOU | | | 1 | 1 | -1 | -100.00 | .00 | .00 |
| ZABACO R CHIOTI | | | 1 | 1 | -1 | -100.00 | .00 | .00 |
| TOTAL ZINFANDEL | | | 134655 | 124302 | 10353 | 8.33 | | |
| RED VARTL OTH | | | | | | | | |
| MNDVI CK FRTSMO | | | 10099 | 10172 | -73 | -.72 | 11.59 | 12.74 |
| COL MRLT/CAB TV | | | 9867 | 9928 | -61 | -.61 | 11.33 | 12.44 |
| FRNCS CPPLA RSD | | | 5720 | 5005 | 715 | 14.29 | 6.57 | 6.27 |
| CRIBARI V ROSSO | | | 5284 | 5138 | 146 | 2.84 | 6.07 | 6.44 |
| CA D SLO BG HSE | | | 4068 | 2271 | 1797 | 79.13 | 4.67 | 2.84 |
| BOGLE PET SIRAH | | | 3818 | 3152 | 666 | 21.13 | 4.38 | 3.95 |
| COVEY RN MRL/CB | | | 3277 | 3260 | 17 | .52 | 3.76 | 4.08 |
| NIEBAUM CLRT CB | | | 2757 | 1578 | 1179 | 74.71 | 3.17 | 1.98 |
| KJ CLLG CAB-SHZ | | | 2322 | 2535 | -213 | -8.40 | 2.67 | 3.18 |
| COL COTE DE COL | | | 2217 | | 2217 | 100.00 | 2.55 | .00 |
| HOGUE CAB-MERLT | | | 2100 | 2007 | 93 | 4.63 | 2.41 | 2.51 |
| OPICI HOME MADE | | | 1867 | 1605 | 262 | 16.32 | 2.14 | 2.01 |
| HEDGES CMS RED | | | 1796 | 1570 | 226 | 14.39 | 2.06 | 1.97 |
| BERINGER NOVEAU | | | 1372 | 1794 | -422 | -23.52 | 1.58 | 2.25 |
| KJ CLLG CB/Z/SZ | | | 1370 | 1508 | -138 | -9.15 | 1.57 | 1.89 |
| COVEY RN LMBRGR | | | 1263 | 1354 | -91 | -6.72 | 1.45 | 1.70 |
| KJ CLLG CAB/MRL | | | 1043 | 630 | 413 | 65.56 | 1.20 | .79 |
| SNO CABRNT/MRLT | | | 939 | 1723 | -784 | -45.50 | 1.08 | 2.16 |
| PEDRNCLI SNGVSE | | | 923 | 4 | 919 | ***** | 1.06 | .01 |
| KIONA VICKY RED | | | 890 | | 890 | 100.00 | 1.02 | .00 |
| HERITAGE CB FRC | | | 865 | 1196 | -331 | -27.68 | .99 | 1.50 |

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

ALL STATES-1/1/03 - 12/31/03

PAGE 31

| CLASS & TYPE BRAND | AGE / PROOF | RETAIL PRICE 750ml | CASE SALES | | CASES + or - | % OF + or - | % OF TYPE | |
|-----------------------|----------------|--------------------------|------------|-----------|-----------------|----------------|-----------|-----------|
| | | | This Year | Last Year | | | This Year | Last Year |
| B GRFN VNWD CRK | | | 839 | | 839 | 100.00 | .96 | .00 |
| ATLAS PK SNG CL | | | 836 | 1088 | -252 | -23.16 | .96 | 1.36 |
| HYATT CAB/MERLT | | | 712 | 255 | 457 | 179.22 | .82 | .32 |
| FOREST GLN SNGV | | | 655 | 831 | -176 | -21.18 | .75 | 1.04 |
| D BRUCE PET SRH | | | 653 | 534 | 119 | 22.28 | .75 | .67 |
| P THOMAS CB/MRL | | | 620 | 1601 | -981 | -61.27 | .71 | 2.01 |
| B GRFN VC SNGVS | | | 603 | | 603 | 100.00 | .69 | .00 |
| ESTANCIA MERITG | | | 571 | 554 | 17 | 3.07 | .66 | .69 |
| INGLNK CAB/MRLT | | | 533 | 443 | 90 | 20.32 | .61 | .55 |
| SILVER LK CB/ML | | | 483 | 837 | -354 | -42.29 | .55 | 1.05 |
| STONE CLR SZ/CB | | | 394 | 581 | -187 | -32.19 | .45 | .73 |
| KIONA CAB/MERLT | | | 387 | 521 | -134 | -25.72 | .44 | .65 |
| FERARI-CRNO SNA | | | 367 | 248 | 119 | 47.98 | .42 | .31 |
| OPUS ONE | | | 363 | 374 | -11 | -2.94 | .42 | .47 |
| RH PHILPS MSTURA | | | 360 | 225 | 135 | 60.00 | .41 | .28 |
| C D BOIS MRLSTN | | | 356 | 282 | 74 | 26.24 | .41 | .35 |
| HEDGES 3V BLEND | | | 336 | 267 | 69 | 25.84 | .39 | .33 |
| KIONA LEMBERGER | | | 323 | 310 | 13 | 4.19 | .37 | .39 |
| B GRIFFN CB/MRL | | | 305 | 326 | -21 | -6.44 | .35 | .41 |
| BLUE MTN VCT PS | | | 305 | 206 | 99 | 48.06 | .35 | .26 |
| YN RED | | | 303 | | 303 | 100.00 | .35 | .00 |
| GUND BND BEARTG | | | 296 | 247 | 49 | 19.84 | .34 | .31 |
| WASH HLL CB/MRL | | | 278 | 370 | -92 | -24.86 | .32 | .46 |
| CCN PETITE SIRH | | | 275 | 257 | 18 | 7.00 | .32 | .32 |
| GALLO SANGIOVSE | | | 275 | 80 | 195 | 243.75 | .32 | .10 |
| GUENOC PET SIRH | | | 252 | 275 | -23 | -8.36 | .29 | .34 |
| PHELPS PASTICHE | | | 245 | 133 | 112 | 84.21 | .28 | .17 |
| CHDSFRD PRP RSV | | | 241 | 235 | 6 | 2.55 | .28 | .29 |
| LYETH RED MERTG | | | 236 | 293 | -57 | -19.45 | .27 | .37 |
| PARDUCCI PT SIR | | | 232 | 394 | -162 | -41.12 | .27 | .49 |
| LINDEN HILLS | | | 231 | | 231 | 100.00 | .27 | .00 |
| SOLEO RED | | | 219 | 505 | -286 | -56.63 | .25 | .63 |
| ARROWHEAD FRDNA | | | 218 | 107 | 111 | 103.74 | .25 | .13 |
| J LOHR VALDGUIE | | | 211 | 289 | -78 | -26.99 | .24 | .36 |
| SEB MOURVDR DOM | | | 208 | 3 | 205 | 6833.33 | .24 | .00 |
| CLINE MOURV ANC | | | 200 | 150 | 50 | 33.33 | .23 | .19 |
| FOPPIANO PT SRH | | | 199 | 106 | 93 | 87.74 | .23 | .13 |
| JUSTIN ISOSCELS | | | 193 | 173 | 20 | 11.56 | .22 | .22 |
| PHELPS INSIGNIA | | | 176 | 214 | -38 | -17.76 | .20 | .27 |
| SALMON RUN COHO | | | 174 | | 174 | 100.00 | .20 | .00 |
| CHAT L PAWS CTB | | | 173 | 219 | -46 | -21.00 | .20 | .27 |
| RIDGE CST RANGE | | | 169 | 221 | -52 | -23.53 | .19 | .28 |
| PEPPRWD GV CB F | | | 164 | 361 | -197 | -54.57 | .19 | .45 |
| TREANA RED | | | 155 | 161 | -6 | -3.73 | .18 | .20 |
| PRNC MCH CB MRL | | | 142 | 93 | 49 | 52.69 | .18 | .12 |
| CLINE MOURVEDRE | | | 140 | 97 | 43 | 44.33 | .16 | .12 |
| FRANCSCN MERITG | | | 139 | 178 | -39 | -21.91 | .16 | .22 |
| CAIN CUVEE | | | 137 | 130 | 7 | 5.38 | .16 | .16 |
| HAHN EST MERTGE | | | 134 | 83 | 51 | 61.45 | .15 | .10 |
| VN MSTRL L MSTL | | | 133 | 133 | | .00 | .15 | .17 |
| HORTON ECLIPSE | | | 131 | 127 | 4 | 3.15 | .15 | .16 |
| LUNA SANGIOVESE | | | 128 | 146 | -18 | -12.33 | .15 | .18 |
| MONTEVNA BARBRA | | | 125 | 97 | 28 | 28.87 | .14 | .12 |
| HORTON ROUTE 33 | | | 119 | 77 | 42 | 54.55 | .14 | .10 |
| FIFE L'ATTITUDE | | | 112 | 143 | -31 | -21.68 | .13 | .18 |
| BLACK OAK SNGVS | | | 111 | 228 | -117 | -51.32 | .13 | .29 |
| CCK ANTHOLOGY | | | 110 | 23 | 87 | 378.26 | .13 | .03 |
| SILVERDO SNGVSE | | | 109 | 78 | 31 | 39.74 | .13 | .10 |
| ZACA MESA CUVEE | | | 108 | 147 | -39 | -26.53 | .12 | .18 |
| HOODSPORT LMBRG | | | 108 | 124 | -16 | -12.90 | .12 | .16 |
| P BRIDGE ZIN/SZ | | | 104 | 8 | 96 | 1200.00 | .12 | .01 |
| CLINE CARIGNANE | | | 102 | 66 | 36 | 54.55 | .12 | .08 |
| FLORA SPG TRLGY | | | 99 | 55 | 44 | 80.00 | .11 | .07 |
| PEND BISTRO RGE | | | 97 | | 97 | 100.00 | .11 | .00 |
| BARBSVL SNGVSE | | | 94 | 101 | -7 | -6.93 | .11 | .13 |
| BNNY DOON CIGAR | | | 92 | 84 | 8 | 9.52 | .11 | .11 |
| HORTON STNCSTLE | | | 91 | 113 | -22 | -19.47 | .10 | .14 |
| L FMGLA BARBERA | | | 88 | 105 | -17 | -16.19 | .10 | .13 |
| CLMB M/MLST/RWC | | | 88 | | 88 | 100.00 | .10 | .00 |
| FRARI-CNO TRESR | | | 87 | 112 | -25 | -22.32 | .10 | .14 |
| RENWOOD BARBERA | | | 83 | 37 | 46 | 124.32 | .10 | .05 |
| ALTAMURA SNGVSE | | | 82 | 106 | -24 | -22.64 | .09 | .13 |
| ARBR CRST CB FC | | | 81 | 16 | 65 | 406.25 | .09 | .02 |
| FESS PKR FRONTR | | | 81 | | 81 | 100.00 | .09 | .00 |
| MARTN BRO SNGVS | | | 78 | 170 | -92 | -54.12 | .09 | .21 |
| IRONSTNE CB FRC | | | 77 | 73 | 4 | 5.48 | .09 | .09 |
| CLAAR CAB/MERLT | | | 77 | 22 | 55 | 250.00 | .09 | .03 |
| ANDRETTI SNGVSE | | | 74 | 47 | 27 | 57.45 | .08 | .06 |
| DOMINUS NPANOOK | | | 72 | 84 | -12 | -14.29 | .08 | .11 |
| RAVENSWOOD ICON | | | 71 | 36 | 35 | 97.22 | .08 | .05 |
| L FMGLA SANGVSE | | | 70 | 100 | -30 | -30.00 | .08 | .13 |
| STEP STN CB FRC | | | 68 | 19 | 49 | 257.89 | .08 | .02 |
| HORTON MOURVDRE | | | 67 | 70 | -3 | -4.29 | .08 | .09 |
| MARKHAM PET SRH | | | 67 | 44 | 23 | 52.27 | .08 | .06 |
| BERINGER ALLUVM | | | 66 | 133 | -67 | -50.38 | .08 | .17 |
| HORTON CAB FRNC | | | 66 | 48 | 18 | 37.50 | .08 | .06 |
| STAGS LP PT SRH | | | 64 | 48 | 16 | 33.33 | .07 | .06 |
| STONEHDEG PT SH | | | 64 | | 64 | 100.00 | .07 | .00 |
| FRNCSCAN MGNFCT | | | 63 | 50 | 13 | 26.00 | .07 | .06 |
| PEPT SNGVS 2HRT | | | 62 | 43 | 19 | 44.19 | .07 | .05 |
| FLORA SPG SNGVS | | | 61 | 69 | -8 | -11.59 | .07 | .09 |
| IVAN TAMAS SANG | | | 61 | 31 | 30 | 96.77 | .07 | .04 |
| CAIN FIVE | | | 60 | 85 | -25 | -29.41 | .07 | .11 |

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

ALL STATES-1/1/03 - 12/31/03

PAGE 32

| CLASS & TYPE BRAND | AGE / PROOF | RETAIL PRICE 750ml | CASE SALES | | CASES + or - | % OF + or - | % OF TYPE | |
|-----------------------|----------------|--------------------------|------------|-----------|-----------------|----------------|-----------|-----------|
| | | | This Year | Last Year | | | This Year | Last Year |
| NITTANY PROP RD | | | 60 | 47 | 13 | 27.66 | .07 | .06 |
| ST SUPERY MERTG | | | 59 | 66 | -7 | -10.61 | .07 | .08 |
| TRENDUE O PTCH | | | 59 | 37 | 22 | 59.46 | .07 | .05 |
| BDGR MTN CB FRC | | | 57 | 46 | 11 | 23.91 | .07 | .06 |
| MERRYVL PROFILE | | | 56 | 51 | 5 | 9.80 | .06 | .06 |
| SEBASTNI BARBRA | | | 56 | 2 | 54 | 2700.00 | .06 | .00 |
| BOOKWALTER RED | | | 55 | 92 | -37 | -40.22 | .06 | .12 |
| TALOMAS CAB/MLT | | | 54 | | 54 | 100.00 | .06 | .00 |
| GYSR P RS ALX R | | | 50 | 132 | -82 | -62.12 | .06 | .17 |
| CINNABAR MERCRY | | | 49 | 35 | 14 | 40.00 | .06 | .04 |
| AUTUM HL CB FRC | | | 48 | 32 | 16 | 50.00 | .06 | .04 |
| TALOMAS CAB/SRH | | | 47 | | 47 | 100.00 | .05 | .00 |
| NOVELLA SYNERGY | | | 46 | 16 | 30 | 187.50 | .05 | .02 |
| COL W CLORE PR | | | 45 | 21 | 24 | 114.29 | .05 | .03 |
| TREANA RED | | | 43 | 28 | 15 | 53.57 | .05 | .04 |
| DRY CRK MERITGE | | | 40 | 73 | -33 | -45.21 | .05 | .09 |
| CSM MERTG ATR S | | | 40 | 38 | 2 | 5.26 | .05 | .05 |
| RH PHLP KC P SR | | | 39 | 4 | 35 | 875.00 | .04 | .01 |
| CLAAR SANGIOVSE | | | 38 | 104 | -66 | -63.46 | .04 | .13 |
| STAGS LP PT SRH | | | 36 | 23 | 13 | 56.52 | .04 | .03 |
| PEPI CLLN SASSI | | | 36 | 8 | 28 | 350.00 | .04 | .01 |
| MONTEVNA NEBBLO | | | 34 | 32 | 2 | 6.25 | .04 | .04 |
| TURNBULL SNGVSE | | | 34 | 16 | 18 | 112.50 | .04 | .02 |
| PORTEUS CB FRN | | | 33 | | 33 | 100.00 | .04 | .00 |
| CHAPLT SNGIOVSE | | | 32 | 76 | -44 | -57.89 | .04 | .10 |
| HEDGES RD MT RS | | | 32 | 44 | -12 | -27.27 | .04 | .06 |
| QUIVRA D CRK CV | | | 32 | 43 | -11 | -25.58 | .04 | .05 |
| GUENOC VIC CLRT | | | 32 | | 32 | 100.00 | .04 | .00 |
| FREY P SR BYDMC | | | 31 | 53 | -22 | -41.51 | .04 | .07 |
| MINER SNGIOVESE | | | 31 | 31 | | .00 | .04 | .04 |
| CHIMNY RCK ELVG | | | 31 | 7 | 24 | 342.86 | .04 | .01 |
| JEWEL COL FIRMA | | | 31 | | 31 | 100.00 | .04 | .00 |
| JOHNSN IVES NOR | | | 31 | | 31 | 100.00 | .04 | .00 |
| CRBT CNYN SNGVS | | | 30 | 145 | -115 | -79.31 | .03 | .18 |
| CARMNET MOON MT | | | 30 | 55 | -25 | -45.45 | .03 | .07 |
| VIGIL TERRA RED | | | 30 | 51 | -21 | -41.18 | .03 | .06 |
| SADDLEBCK SNGVS | | | 30 | | 30 | 100.00 | .03 | .00 |
| HAHN EST CB FRC | | | 29 | 150 | -121 | -80.67 | .03 | .19 |
| CH MNTLNA ST VN | | | 29 | 37 | -8 | -21.62 | .03 | .05 |
| STARGAZER CB FR | | | 29 | 9 | 20 | 222.22 | .03 | .01 |
| FREY PET SIRAH | | | 28 | 4 | 24 | 600.00 | .03 | .01 |
| HORTON IBRIA RD | | | 28 | | 28 | 100.00 | .03 | .00 |
| GUENOC MERITAGE | | | 27 | 59 | -32 | -54.24 | .03 | .07 |
| PORTEUS SNGVSE | | | 27 | | 27 | 100.00 | .03 | .00 |
| TREFETHN CB FRC | | | 27 | | 27 | 100.00 | .03 | .00 |
| ATLS PK SNGV RS | | | 26 | 23 | 3 | 13.04 | .03 | .03 |
| VALLY MOON SANG | | | 26 | 17 | 9 | 52.94 | .03 | .02 |
| DOMINUS MERTAGE | | | 25 | 12 | 13 | 108.33 | .03 | .02 |
| EOS PET SRH RSV | | | 25 | 12 | 13 | 108.33 | .03 | .02 |
| HORTON COTE ORG | | | 25 | | 25 | 100.00 | .03 | .00 |
| SHAFER SANG/CAB | | | 24 | 25 | -1 | -4.00 | .03 | .03 |
| FROG LP RUTHFRD | | | 23 | 25 | -2 | -8.00 | .03 | .03 |
| DUXOUP CHARBONO | | | 23 | 16 | 7 | 43.75 | .03 | .02 |
| ELK RUN CAB FRC | | | 23 | 6 | 17 | 283.33 | .03 | .01 |
| RABBT RG MNTPNO | | | 22 | 24 | -2 | -8.33 | .03 | .03 |
| FLOWERS PRENNAL | | | 22 | 15 | 7 | 46.67 | .03 | .02 |
| FERARI-CRNO TRS | | | 22 | 5 | 17 | 340.00 | .03 | .01 |
| LANGTRY MERITAG | | | 21 | 39 | -18 | -46.15 | .02 | .05 |
| ALBERTONI SNGVS | | | 21 | 34 | -13 | -38.24 | .02 | .04 |
| CA D SLO BRBERA | | | 21 | 27 | -6 | -22.22 | .02 | .03 |
| BV SGNT SANGVSE | | | 21 | 14 | 7 | 50.00 | .02 | .02 |
| CARMELA CAB FRC | | | 21 | 2 | 19 | 950.00 | .02 | .00 |
| DOMINUS C MOUEX | | | 20 | 71 | -51 | -71.83 | .02 | .09 |
| AMADOR CARGNANE | | | 20 | 33 | -13 | -39.39 | .02 | .04 |
| COL SOLARE RED | | | 20 | 31 | -11 | -35.48 | .02 | .04 |
| ALEX VLLY CYRUS | | | 20 | 13 | 7 | 53.85 | .02 | .02 |
| COSENTNO CHRTO | | | 20 | 5 | 15 | 300.00 | .02 | .01 |
| MRSSOU PET SYRH | | | 19 | 280 | -261 | -93.21 | .02 | .35 |
| IO RED | | | 19 | 32 | -13 | -40.63 | .02 | .04 |
| CSM MERTG DAILY | | | 18 | 17 | 1 | 5.88 | .02 | .02 |
| ARBR CRST SNGVS | | | 17 | 18 | -1 | -5.56 | .02 | .02 |
| LEWIS ALECS BLD | | | 17 | 15 | 2 | 13.33 | .02 | .02 |
| SMTHBRDGE MRTGE | | | 17 | 11 | 6 | 54.55 | .02 | .01 |
| PHELPS MISTRAL | | | 17 | 6 | 11 | 183.33 | .02 | .01 |
| CSM CC CAB FRNC | | | 17 | 1 | 16 | 1600.00 | .02 | .00 |
| RUSTON CV SIMNE | | | 17 | | 17 | 100.00 | .02 | .00 |
| HYATT SANGIOVSE | | | 16 | 115 | -99 | -86.09 | .02 | .14 |
| FOOTE E B CB/ML | | | 16 | 88 | -72 | -81.82 | .02 | .11 |
| SEGHEIO SNGVSE | | | 16 | 29 | -13 | -44.83 | .02 | .04 |
| B DOON SNGIOVSE | | | 16 | 21 | -5 | -23.81 | .02 | .03 |
| NIEBM-CPLA CB F | | | 16 | 17 | -1 | -5.88 | .02 | .02 |
| NIEBM-CPLA RBCN | | | 16 | 12 | 4 | 33.33 | .02 | .02 |
| C KRUG FORTISMO | | | 16 | 10 | 6 | 60.00 | .02 | .01 |
| SANTINO SATYRCN | | | 15 | 97 | -82 | -84.54 | .02 | .12 |
| MARTN BRO NEBLO | | | 15 | 32 | -17 | -53.13 | .02 | .04 |
| RHP TST HD MLBC | | | 15 | 9 | 6 | 66.67 | .02 | .01 |
| MONTVNA SNG AMD | | | 15 | 8 | 7 | 87.50 | .02 | .01 |
| CLAY STN PT SRH | | | 15 | | 15 | 100.00 | .02 | .00 |
| JOHNSN CHTGA RG | | | 15 | | 15 | 100.00 | .02 | .00 |
| CA D SLO SNGVSE | | | 14 | 52 | -38 | -73.08 | .02 | .07 |
| RAVENSWOOD CB F | | | 14 | 40 | -26 | -65.00 | .02 | .05 |
| ROSENBLM PT SRH | | | 14 | 35 | -21 | -60.00 | .02 | .04 |
| COL RESERVE RED | | | 14 | 13 | 1 | 7.69 | .02 | .02 |

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

ALL STATES-1/1/03 - 12/31/03

PAGE 33

| CLASS & TYPE BRAND | AGE / PROOF | RETAIL PRICE 750ml | CASE SALES | | CASES + or - | % OF + or - | % OF TYPE | |
|-----------------------|----------------|--------------------------|------------|-----------|-----------------|----------------|-----------|-----------|
| | | | This Year | Last Year | | | This Year | Last Year |
| TEFFT PROP RED | | | 14 | 6 | 8 | 133.33 | .02 | .01 |
| SEGHESIO BARBRA | | | 13 | 13 | | .00 | .01 | .02 |
| VIADER CAB FRNC | | | 13 | 13 | | .00 | .01 | .02 |
| JEWEL COL PT SH | | | 13 | | 13 | 100.00 | .01 | .00 |
| FARRELL ENCNTER | | | 13 | | 13 | 100.00 | .01 | .00 |
| AMADOR SNGVS BS | | | 13 | | 13 | 100.00 | .01 | .00 |
| BLUE MT CHMBCRN | | | 13 | | 13 | 100.00 | .01 | .00 |
| JORY OLD BRSTR | | | 13 | | 13 | 100.00 | .01 | .00 |
| MONTPLR SNG/MRL | | | 12 | 35 | -23 | -65.71 | .01 | .04 |
| RAVENSWD PCKBRY | | | 12 | 15 | -3 | -20.00 | .01 | .02 |
| BV BEAUZEALUX | | | 12 | 3 | 9 | 300.00 | .01 | .00 |
| CSM MERTAGE L&B | | | 12 | 1 | 11 | 1100.00 | .01 | .00 |
| SILVER RG P SRH | | | 12 | | 12 | 100.00 | .01 | .00 |
| RBBT RG GR BRBA | | | 11 | 6 | 5 | 83.33 | .01 | .01 |
| PEPT SANGIOVESE | | | 11 | | 11 | 100.00 | .01 | .00 |
| ABINGDON CAB FR | | | 11 | | 11 | 100.00 | .01 | .00 |
| BLOSSM HL BSTRO | | | 10 | 33 | -23 | -69.70 | .01 | .04 |
| RBBT RG B C SNG | | | 10 | 25 | -15 | -60.00 | .01 | .03 |
| RABBT RG SNGVSE | | | 10 | 18 | -8 | -44.44 | .01 | .02 |
| B DOON O TELGRM | | | 10 | 11 | -1 | -9.09 | .01 | .01 |
| RAVENSWD SALINA | | | 10 | 7 | 3 | 42.86 | .01 | .01 |
| LOLONIS ORPHEUS | | | 10 | 2 | 8 | 400.00 | .01 | .00 |
| NEWTON L GRD RG | | | 10 | 1 | 9 | 900.00 | .01 | .00 |
| BACIO DIVINO | | | 10 | | 10 | 100.00 | .01 | .00 |
| SILKWOOD PT SRH | | | 10 | | 10 | 100.00 | .01 | .00 |
| POWERS LEMBERGR | | | 9 | 147 | -138 | -93.88 | .01 | .18 |
| CLMBIA SANGOVSE | | | 9 | 47 | -38 | -80.85 | .01 | .06 |
| ALEX VLY CB FRC | | | 9 | 32 | -23 | -71.88 | .01 | .04 |
| MONTPLR CAB/SHZ | | | 9 | 28 | -19 | -67.86 | .01 | .04 |
| CHANDN PN MEUNR | | | 9 | 14 | -5 | -35.71 | .01 | .02 |
| C D BOIS TPNLO | | | 9 | 10 | -1 | -10.00 | .01 | .01 |
| MNTVNA SNG D'OR | | | 9 | 3 | 6 | 200.00 | .01 | .00 |
| MPHY-GD CLRT WC | | | 8 | 2 | 7 | 350.00 | .01 | .00 |
| COSENTNO CAB FR | | | 8 | 12 | -4 | -33.33 | .01 | .02 |
| RHP TST HD CB/S | | | 8 | 11 | -3 | -27.27 | .01 | .01 |
| LOCKWD VSR MRTG | | | 8 | 9 | -1 | -11.11 | .01 | .01 |
| TRRY RCH CAB FR | | | 8 | 8 | | .00 | .01 | .01 |
| CA D SLO CHRBN0 | | | 8 | 5 | 3 | 60.00 | .01 | .01 |
| NOVELLA SANGVSE | | | 8 | 4 | 4 | 100.00 | .01 | .01 |
| FDX LEAP AMERTG | | | 8 | 8 | 8 | 100.00 | .01 | .00 |
| BLUE MNTN MRTGE | | | 8 | 8 | 8 | 100.00 | .01 | .00 |
| GIRARD NAPA RED | | | 8 | 8 | 8 | 100.00 | .01 | .00 |
| ST CLEMNT ORPPS | | | 7 | 31 | -24 | -77.42 | .01 | .04 |
| JUSTIN JUSTFCTN | | | 7 | 19 | -12 | -63.16 | .01 | .02 |
| TWIN BRK PN GRS | | | 7 | 11 | -4 | -36.36 | .01 | .01 |
| BULLY HILL IVES | | | 7 | 4 | 3 | 75.00 | .01 | .01 |
| BABCOCK FATHOM | | | 7 | 4 | 3 | 75.00 | .01 | .01 |
| NOVELLA PET SRH | | | 7 | 2 | 5 | 250.00 | .01 | .00 |
| WEINSTOCK CONTR | | | 7 | 7 | 7 | 100.00 | .01 | .00 |
| CURTIS HERITAGE | | | 6 | 97 | -91 | -93.81 | .01 | .12 |
| INGLESDE CB FRC | | | 6 | 48 | -42 | -87.50 | .01 | .06 |
| MONTPLR CAB/MLT | | | 6 | 21 | -15 | -71.43 | .01 | .03 |
| MONTEVNA ALTICO | | | 6 | 10 | -4 | -40.00 | .01 | .01 |
| JORY BLK HND MN | | | 6 | 7 | -1 | -14.29 | .01 | .01 |
| PRESTON FX CSTL | | | 6 | 7 | -1 | -14.29 | .01 | .01 |
| IL PODERE BARBR | | | 6 | 5 | 1 | 20.00 | .01 | .01 |
| A WILL SORELLA | | | 6 | 3 | 3 | 100.00 | .01 | .00 |
| HDV PRP CAB/MRL | | | 6 | 6 | 6 | 100.00 | .01 | .00 |
| DE LOACH SNGVSE | | | 6 | 6 | 6 | 100.00 | .01 | .00 |
| NAYLOR CHAMBRN | | | 6 | 6 | 6 | 100.00 | .01 | .00 |
| ALBERTONI BRBRA | | | 5 | 26 | -21 | -80.77 | .01 | .03 |
| C KRUG SNGVS RS | | | 5 | 19 | -14 | -73.68 | .01 | .02 |
| MONTVNA BRB TDD | | | 5 | 11 | -6 | -54.55 | .01 | .01 |
| CARDNL MTG A/KV | | | 5 | 10 | -5 | -50.00 | .01 | .01 |
| MARTINI BARBERA | | | 5 | 9 | -4 | -44.44 | .01 | .01 |
| L'ECOSSE DLCTTO | | | 5 | 8 | -3 | -37.50 | .01 | .01 |
| JADE MOURVEDRE | | | 5 | 3 | 2 | 66.67 | .01 | .00 |
| WIEDRKR BEAU NR | | | 5 | 3 | 2 | 66.67 | .01 | .00 |
| RHP EXP TMRNLO | | | 5 | 2 | 3 | 150.00 | .01 | .00 |
| BERINGER CB FRC | | | 5 | 2 | 3 | 150.00 | .01 | .00 |
| PEPT CAL BARBRA | | | 5 | 5 | 5 | 100.00 | .01 | .00 |
| VALLY MN CV LNA | | | 4 | 35 | -31 | -88.57 | .00 | .04 |
| CSM MRTGE JK&FC | | | 4 | 16 | -12 | -75.00 | .00 | .02 |
| MRTNI HRTG BARB | | | 4 | 15 | -11 | -73.33 | .00 | .02 |
| THRSTN WLF LMBG | | | 4 | 6 | -2 | -33.33 | .00 | .01 |
| LUNA CANTO RED | | | 4 | 6 | -2 | -33.33 | .00 | .01 |
| FIFE RDHD PT SH | | | 4 | 5 | -1 | -20.00 | .00 | .01 |
| PINE RIDGE ONYX | | | 4 | 5 | -1 | -20.00 | .00 | .01 |
| IL PODERE NEBBL | | | 4 | 3 | 1 | 33.33 | .00 | .00 |
| IL PODERE TERDG | | | 4 | 2 | 2 | 100.00 | .00 | .00 |
| RAVENSWD CARGNE | | | 4 | 4 | 4 | 100.00 | .00 | .00 |
| BRIDGEVW CB/MLT | | | 4 | 4 | 4 | 100.00 | .00 | .00 |
| TRENTADUE PT SH | | | 3 | 110 | -107 | -97.27 | .00 | .14 |
| FROG LP MERTAGE | | | 3 | 5 | -2 | -40.00 | .00 | .01 |
| PETER MICH L PV | | | 3 | 4 | -1 | -25.00 | .00 | .01 |
| DOUGLAS CB FRAN | | | 3 | 4 | -1 | -25.00 | .00 | .01 |
| DRY CREEK EPOCH | | | 3 | 4 | -1 | -25.00 | .00 | .01 |
| LEONETTI SNGVSE | | | 3 | 3 | | .00 | .00 | .00 |
| FIFE MAX PT SRH | | | 3 | 3 | | .00 | .00 | .00 |
| LA JOTA CB FRNC | | | 3 | 3 | | .00 | .00 | .00 |
| AMADOR SANGVESE | | | 3 | | 3 | 100.00 | .00 | .00 |
| JORY PRPLE GANG | | | 3 | | 3 | 100.00 | .00 | .00 |
| MARTINI SANGVSE | | | 2 | 13 | -11 | -84.62 | .00 | .02 |

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

ALL STATES-1/1/03 - 12/31/03

PAGE 34

| CLASS & TYPE BRAND | AGE / PROOF | RETAIL PRICE 750ml | CASE SALES | | CASES + or - | % OF + or - | % OF TYPE | |
|----------------------------|----------------|--------------------------|--------------|--------------|-----------------|----------------|-----------|-----------|
| | | | This Year | Last Year | | | This Year | Last Year |
| JEWEL TN BACO N | | | 2 | 10 | -8 | -80.00 | .00 | .01 |
| RTHRFD GV P SRH | | | 2 | 6 | -4 | -66.67 | .00 | .01 |
| JORY RED ZPPLIN | | | 2 | 5 | -3 | -60.00 | .00 | .01 |
| R SNSKY RSV VYD | | | 2 | 4 | -2 | -50.00 | .00 | .01 |
| MPHY-GD PT VRDT | | | 2 | 3 | -1 | -33.33 | .00 | .00 |
| WINE W MR/CB/ZN | | | 2 | 3 | -1 | -33.33 | .00 | .00 |
| SCALAVESE SNGVS | | | 2 | 1 | 1 | 100.00 | .00 | .00 |
| BV ENSEMBLE RED | | | 2 | 1 | 1 | 100.00 | .00 | .00 |
| GIRARD PET SYRH | | | 2 | 2 | 2 | 100.00 | .00 | .00 |
| FISHR CCH MRTGE | | | 2 | 2 | 2 | 100.00 | .00 | .00 |
| FLRA SP PGO PPA | | | 2 | 2 | 2 | 100.00 | .00 | .00 |
| GUND BND CB FRC | | | 2 | 2 | 2 | 100.00 | .00 | .00 |
| ESTANCIA DUO | | | 1 | 37 | -36 | -97.30 | .00 | .05 |
| RIDGE YK PET SR | | | 1 | 25 | -24 | -96.00 | .00 | .03 |
| SINSKEY CLARET | | | 1 | 16 | -15 | -93.75 | .00 | .02 |
| TRENTADUE SNGVS | | | 1 | 12 | -11 | -91.67 | .00 | .02 |
| SABLE RDG COUPG | | | 1 | 11 | -10 | -90.91 | .00 | .01 |
| CSM MERTG TGLPT | | | 1 | 10 | -9 | -90.00 | .00 | .01 |
| MONTEVNA BRIOSO | | | 1 | 7 | -6 | -85.71 | .00 | .01 |
| GABRLLI SANGVSE | | | 1 | 7 | -6 | -85.71 | .00 | .01 |
| LYETH RED RESRV | | | 1 | 6 | -5 | -83.33 | .00 | .01 |
| TERRA D'ORO BRB | | | 1 | 5 | -4 | -80.00 | .00 | .01 |
| BOUCHANE CB FRC | | | 1 | 3 | -2 | -66.67 | .00 | .00 |
| MERRYVL BCKSTFR | | | 1 | 3 | -2 | -66.67 | .00 | .00 |
| HERITAGE BARBRA | | | 1 | 3 | -2 | -66.67 | .00 | .00 |
| LA JOTA PET SRH | | | 1 | 3 | -2 | -66.67 | .00 | .00 |
| MONTEVNA REFSCO | | | 1 | 2 | -1 | -50.00 | .00 | .00 |
| SHENANDH CB SHZ | | | 1 | 2 | -1 | -50.00 | .00 | .00 |
| COTURRI ALBRILLO | | | 1 | 2 | -1 | -50.00 | .00 | .00 |
| CONCANNON PS RS | | | 1 | 2 | -1 | -50.00 | .00 | .00 |
| MADRONA CB FRAN | | | 1 | 1 | | .00 | .00 | .00 |
| BARBRSVL CB FRC | | | 1 | 1 | | .00 | .00 | .00 |
| VIADER V RED | | | 1 | | 1 | 100.00 | .00 | .00 |
| POWERS CAB/MRLT | | | 1 | | 1 | 100.00 | .00 | .00 |
| L FAMGLA CLMERA | | | 1 | | 1 | 100.00 | .00 | .00 |
| MNDVI CK ML/CAB | | | 1 | | 1 | 100.00 | .00 | .00 |
| LOPEZ ISL CB/MR | | | 1 | | 1 | 100.00 | .00 | .00 |
| DM CHNDN P MUNR | | | 1 | | 1 | 100.00 | .00 | .00 |
| FETZER ZIN/SYRH | | | 1 | | 1 | 100.00 | .00 | .00 |
| MNTCLLO CRL PRP | | | 1 | | 1 | 100.00 | .00 | .00 |
| WB BRDGMN CB FC | | | 1 | | 1 | 100.00 | .00 | .00 |
| SBSTNI BRBRA DC | | | 1 | | 1 | 100.00 | .00 | .00 |
| TABLS D TBLs RG | | | 1 | | 1 | 100.00 | .00 | .00 |
| MONTEVNA SNGVSE | | | 1 | | 1 | 100.00 | .00 | .00 |
| FRR CAB MER FRN | | | | 429 | -429 | -100.00 | .00 | .54 |
| FOGARTY MERITGE | | | | 96 | -96 | -100.00 | .00 | .12 |
| AU BN CLMT MNDE | | | | 75 | -75 | -100.00 | .00 | .09 |
| ARBR CRST CB/ML | | | | 51 | -51 | -100.00 | .00 | .06 |
| FIRESTN CB F RS | | | | 21 | -21 | -100.00 | .00 | .03 |
| MRSSOU HR PT SH | | | | 19 | -19 | -100.00 | .00 | .02 |
| GALLO SNMA SANG | | | | 15 | -15 | -100.00 | .00 | .02 |
| JEKL SNCTRY RED | | | | 11 | -11 | -100.00 | .00 | .01 |
| ARCHES BLCK/CAB | | | | 11 | -11 | -100.00 | .00 | .01 |
| CLMBIA CAB FRNC | | | | 10 | -10 | -100.00 | .00 | .01 |
| CAMBRIA SANG TV | | | | 10 | -10 | -100.00 | .00 | .01 |
| CSM MERTG RFFNR | | | | 9 | -9 | -100.00 | .00 | .01 |
| WB BRDGMN LMBGR | | | | 9 | -9 | -100.00 | .00 | .01 |
| RAVENSWD PT SRH | | | | 8 | -8 | -100.00 | .00 | .01 |
| FNTN GRVE PT NR | | | | 7 | -7 | -100.00 | .00 | .01 |
| WINDY RIVR WOLF | | | | 5 | -5 | -100.00 | .00 | .01 |
| TERRY RNCH MRAG | | | | 5 | -5 | -100.00 | .00 | .01 |
| VME CAB FRC CAL | | | | 5 | -5 | -100.00 | .00 | .01 |
| IRON HRSE SNGVS | | | | 5 | -5 | -100.00 | .00 | .01 |
| MADRONA QUINTET | | | | 5 | -5 | -100.00 | .00 | .01 |
| VIGL VLNTE MRTG | | | | 4 | -4 | -100.00 | .00 | .01 |
| C D BOIS WR MLB | | | | 4 | -4 | -100.00 | .00 | .01 |
| ARCIERO SANGVSE | | | | 4 | -4 | -100.00 | .00 | .01 |
| K-J GR RSV MRTG | | | | 4 | -4 | -100.00 | .00 | .01 |
| RNDL HRRS ML/CB | | | | 3 | -3 | -100.00 | .00 | .00 |
| ARCIERO NBBIOLO | | | | 3 | -3 | -100.00 | .00 | .00 |
| PARDUCCI CHRBNQ | | | | 2 | -2 | -100.00 | .00 | .00 |
| ING VYD MRL/ZNF | | | | 2 | -2 | -100.00 | .00 | .00 |
| LUNA SANGVSE RS | | | | 2 | -2 | -100.00 | .00 | .00 |
| PDRNCLLI P SRAH | | | | 2 | -2 | -100.00 | .00 | .00 |
| MT BKR SPGHETTI | | | | 2 | -2 | -100.00 | .00 | .00 |
| HGUE GNSIS SANG | | | | 2 | -2 | -100.00 | .00 | .00 |
| BABCOCK SANGVSE | | | | 2 | -2 | -100.00 | .00 | .00 |
| ARCIERO ARPEGGO | | | | 2 | -2 | -100.00 | .00 | .00 |
| RENWOOD BARB RS | | | | 1 | -1 | -100.00 | .00 | .00 |
| SBSTNI MOURVDRE | | | | 1 | -1 | -100.00 | .00 | .00 |
| VENEZA SNGVS MC | | | | 1 | -1 | -100.00 | .00 | .00 |
| MIURA PORTAY | | | | 1 | -1 | -100.00 | .00 | .00 |
| ARCHES UTAH BLK | | | | 1 | -1 | -100.00 | .00 | .00 |
| EDMEADS PT S EV | | | | 1 | -1 | -100.00 | .00 | .00 |
| JEKEL PT VERDOT | | | | 1 | -1 | -100.00 | .00 | .00 |
| ARCIERO PET SRH | | | | 1 | -1 | -100.00 | .00 | .00 |
| TOTAL RED VARTL OTH | | | 87106 | 79827 | 7279 | 9.12 | | |
| BLUSH | | | | | | | | |
| FRANZIA BOX | | | 106209 | 78851 | 27358 | 34.70 | 49.33 | 40.04 |
| CARLO ROSSI FLV | | | 26875 | 24892 | 1983 | 7.97 | 12.48 | 12.64 |
| ALMADEN MOUNTAN | | | 21848 | 29139 | -7291 | -25.02 | 10.15 | 14.80 |

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

ALL STATES-1/1/03 - 12/31/03

PAGE 35

| CLASS & TYPE BRAND | AGE / PROOF | RETAIL PRICE 750ml | CASE SALES | | CASES + or - | % OF + or - | % OF TYPE | |
|-----------------------|----------------|--------------------------|---------------|---------------|-----------------|----------------|-----------|-----------|
| | | | This Year | Last Year | | | This Year | Last Year |
| PETER VLLA FLVD | | | 19401 | 21217 | -1816 | -8.56 | 9.01 | 10.77 |
| GALLO LIVINGSTN | | | 17075 | 17945 | -870 | -4.85 | 7.93 | 9.11 |
| FRAN VSTA PT BX | | | 15678 | 13856 | 1822 | 13.15 | 7.28 | 7.04 |
| P GRT VN CH CHB | | | 1296 | 1749 | -453 | -25.90 | .60 | .89 |
| INGLENOOK VNYRD | | | 1265 | 1380 | -115 | -8.33 | .59 | .70 |
| BULLY HL L GOAT | | | 898 | 687 | 211 | 30.71 | .42 | .35 |
| BULLY HL GROWER | | | 891 | 646 | 245 | 37.93 | .41 | .33 |
| SETTLR CRK CHAB | | | 686 | 1381 | -695 | -50.33 | .32 | .70 |
| CHADSRD SUNSET | | | 505 | 542 | -37 | -6.83 | .23 | .28 |
| WILLIAMSBURG | | | 428 | 466 | -38 | -8.15 | .20 | .24 |
| MAZZA COUNTRY | | | 300 | 307 | -7 | -2.28 | .14 | .16 |
| TAYLOR CAL CLLR | | | 274 | 349 | -75 | -21.49 | .13 | .18 |
| NITTANY MOUNTN | | | 210 | 204 | 6 | 2.94 | .10 | .10 |
| WILCX EST BRNCH | | | 179 | | 179 | 100.00 | .08 | .00 |
| WILLIAM WYCLIFF | | | 162 | 1457 | -1295 | -88.88 | .08 | .74 |
| INGLNOK PS PUMP | | | 148 | 166 | -18 | -10.84 | .07 | .08 |
| LATAH CRK SPOKN | | | 144 | 130 | 14 | 10.77 | .07 | .07 |
| PAUL MASSON | | | 131 | 175 | -44 | -25.14 | .06 | .09 |
| ARROWHEAD BUFLO | | | 98 | 77 | 21 | 27.27 | .05 | .04 |
| BLUE MOUNTAIN | | | 78 | | 78 | 100.00 | .04 | .00 |
| WIEDRKR NIAGRA | | | 77 | 55 | 22 | 40.00 | .04 | .03 |
| CHESPKR BL CRAB | | | 70 | 60 | 10 | 16.67 | .03 | .03 |
| PAUL MASSON CHB | | | 69 | 102 | -33 | -32.35 | .03 | .05 |
| BULLY HL EQUINOX | | | 65 | 180 | -115 | -63.89 | .03 | .09 |
| CLOVER HL HLDAY | | | 52 | 47 | 5 | 10.64 | .02 | .02 |
| BAYOU BLUSH | | | 46 | 40 | 6 | 15.00 | .02 | .02 |
| FRR | | | 27 | 661 | -634 | -95.92 | .01 | .34 |
| SNTSBRY VIN GRS | | | 24 | 11 | 13 | 118.18 | .01 | .01 |
| JOHNSN CHATAGUA | | | 20 | 20 | 0 | 100.00 | .01 | .00 |
| TWIN BROOK | | | 18 | 19 | -1 | -5.26 | .01 | .01 |
| ABINGDON AUTUMN | | | 18 | | 18 | 100.00 | .01 | .00 |
| TERRY RANCH | | | 17 | 28 | -11 | -39.29 | .01 | .01 |
| LINGNRE FOX HNT | | | 17 | 14 | 3 | 21.43 | .01 | .01 |
| BOORDY | | | 7 | 10 | -3 | -30.00 | .00 | .01 |
| TAYLR CC BIB EZ | | | 5 | | 5 | 100.00 | .00 | .00 |
| AMITY NON-VNTAG | | | 2 | 1 | 1 | 100.00 | .00 | .00 |
| WIDMER | | | 2 | | 2 | 100.00 | .00 | .00 |
| KEDEM NY BLUSH | | | 1 | 7 | -6 | -85.71 | .00 | .00 |
| ST CHPLLE CANYN | | | 1 | 5 | -4 | -80.00 | .00 | .00 |
| KEDEM BLSH CHAB | | | 1 | 2 | -1 | -50.00 | .00 | .00 |
| FREY | | | 1 | | 1 | 100.00 | .00 | .00 |
| INGLSDE PLNTATN | | | | 22 | -22 | -100.00 | .00 | .01 |
| BULLY HL W OPEN | | | | 8 | -8 | -100.00 | .00 | .00 |
| HOGUE HARVEST | | | | 6 | -6 | -100.00 | .00 | .00 |
| CRIBARI CHABLIS | | | | 4 | -4 | -100.00 | .00 | .00 |
| BLLY HL FLY FRT | | | | 4 | -4 | -100.00 | .00 | .00 |
| ALMADEN LIGHT | | | | 4 | -4 | -100.00 | .00 | .00 |
| SMT CASCDE BLSH | | | | 3 | -3 | -100.00 | .00 | .00 |
| WINDY RIVR RUBY | | | | 2 | -2 | -100.00 | .00 | .00 |
| 3 ISLAND BLUSH | | | | 1 | -1 | -100.00 | .00 | .00 |
| MAUI | | | | 1 | -1 | -100.00 | .00 | .00 |
| COL BLUSH RESRV | | | | 1 | -1 | -100.00 | .00 | .00 |
| NAYLR PRD LBRTY | | | | 1 | -1 | -100.00 | .00 | .00 |
| TOTAL BLUSH | | | 215319 | 196916 | 18403 | 9.35 | | |
| ROSE | | | | | | | | |
| GALLO LVNSTN RD | | | 45077 | 45396 | -319 | -.70 | 37.87 | 37.02 |
| C ROSSI VIN FLV | | | 31190 | 30833 | 357 | 1.16 | 26.20 | 25.14 |
| PAUL MASSON | | | 24293 | 24177 | 116 | .48 | 20.41 | 19.72 |
| INGLNK VNYD VIN | | | 5638 | 6181 | -543 | -8.78 | 4.74 | 5.04 |
| ALMADN MT NECTR | | | 5560 | 6983 | -1423 | -20.38 | 4.67 | 5.69 |
| CH LUZERNE VIN | | | 4701 | 5529 | -828 | -14.98 | 3.95 | 4.51 |
| NISSLEY FANTASY | | | 794 | 629 | 165 | 26.23 | .67 | .51 |
| VINTNRS CHC VN | | | 790 | 908 | -118 | -13.00 | .66 | .74 |
| BARBOURSVILLE | | | 247 | 259 | -12 | -4.63 | .21 | .21 |
| CLINE VIN GRIS | | | 120 | | 120 | 100.00 | .10 | .00 |
| TAYLOR CAL CLLR | | | 109 | 679 | -570 | -83.95 | .09 | .55 |
| ROCKBRDGE JRMAH | | | 74 | 80 | -6 | -7.50 | .06 | .07 |
| PAUL MASSN PUMP | | | 71 | 224 | -153 | -68.30 | .06 | .18 |
| INGLNOK PS PUMP | | | 50 | 49 | 1 | 2.04 | .04 | .04 |
| HORTON STNCSTLE | | | 49 | 49 | 0 | .00 | .04 | .04 |
| O SOUTH NBL SWT | | | 47 | 47 | 0 | .00 | .04 | .04 |
| INGLSDE PLNTATN | | | 37 | 58 | -21 | -36.21 | .03 | .05 |
| KIONA | | | 35 | 85 | -50 | -58.82 | .03 | .07 |
| VINO PEDILUVIO | | | 28 | 20 | 8 | 40.00 | .02 | .02 |
| TOAD HLW EYE OF | | | 25 | 31 | -6 | -19.35 | .02 | .03 |
| WIEDERKR ALPINE | | | 25 | 6 | 19 | 316.67 | .02 | .00 |
| FIFE REDHD MDCN | | | 20 | 6 | 14 | 233.33 | .02 | .00 |
| BERINGR SAIGNEE | | | 17 | 11 | 6 | 54.55 | .01 | .01 |
| ZACA MESA Z GRS | | | 14 | 7 | 7 | 100.00 | .01 | .01 |
| MACARONI GRILL | | | 9 | 57 | -48 | -84.21 | .01 | .05 |
| P MASSON LIGHT | | | 5 | 102 | -97 | -95.10 | .00 | .08 |
| HEITZ GRIG ROSE | | | 3 | 8 | -5 | -62.50 | .00 | .01 |
| FRAN O WLD CLSC | | | | 218 | -218 | -100.00 | .00 | .18 |
| TOTAL ROSE | | | 119028 | 122632 | -3604 | -2.94 | | |
| PNK GENRC OTH | | | | | | | | |
| TAYLOR LAKE C P | | | 2103 | 2400 | -297 | -12.38 | 75.21 | 48.03 |
| MIRASSOU WH BRG | | | 296 | 868 | -572 | -65.90 | 10.59 | 17.37 |
| BULLY HL FELCTY | | | 227 | 379 | -152 | -40.11 | 8.12 | 7.58 |
| B GRFN SGVFN RSE | | | 114 | | 114 | 100.00 | 4.08 | .00 |

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

ALL STATES-1/1/03 - 12/31/03

PAGE 36

| CLASS & TYPE BRAND | AGE / PROOF | RETAIL PRICE 750ml | CASE SALES | | CASES + or - | % OF + or - | % OF TYPE | |
|----------------------------|----------------|--------------------------|--------------|--------------|-----------------|----------------|-----------|-----------|
| | | | This Year | Last Year | | | This Year | Last Year |
| LINGANORE MT PK | | | 20 | 12 | 8 | 66.67 | .72 | .24 |
| OASIS DOGWD PNK | | | 15 | 17 | -2 | -11.76 | .54 | .34 |
| CH LUZ PNK CHAB | | | 14 | 1178 | -1164 | -98.81 | .50 | 23.57 |
| LOEW CELEBRATION | | | 7 | 6 | 1 | 16.67 | .25 | .12 |
| KINGS SW WH BRG | | | | 129 | -129 | -100.00 | .00 | 2.58 |
| MEIER LKSD RSTO | | | | 4 | -4 | -100.00 | .00 | .08 |
| TAYLOR LK SFT P | | | | 4 | -4 | -100.00 | .00 | .08 |
| TOTAL PNK GENRC OTH | | | 2796 | 4997 | -2201 | -44.05 | | |
| CAB BL/WH CAB | | | | | | | | |
| BRBRSVL CB S BL | | | 216 | 207 | 9 | 4.35 | 98.18 | 100.00 |
| BRNGR WHT CABNT | | | 4 | | 4 | 100.00 | 1.82 | .00 |
| TOTAL CAB BL/WH CAB | | | 220 | 207 | 13 | 6.28 | | |
| CATAWBA | | | | | | | | |
| GOLD SEAL CTW P | | | 14879 | 15592 | -713 | -4.57 | 87.05 | 89.12 |
| CLOVER HILL PNK | | | 963 | 746 | 217 | 29.09 | 5.63 | 4.26 |
| PENN-SHORE C P | | | 641 | 532 | 109 | 20.49 | 3.75 | 3.04 |
| TAYLOR PK CTWBA | | | 515 | 525 | -10 | -1.90 | 3.01 | 3.00 |
| MEIERS PINK | | | 67 | 72 | -5 | -6.94 | .39 | .41 |
| WIEDERKEHR PINK | | | 17 | 12 | 5 | 41.67 | .10 | .07 |
| MEIERS WHITE | | | 11 | 17 | -6 | -35.29 | .06 | .10 |
| TOTAL CATAWBA | | | 17093 | 17496 | -403 | -2.30 | | |
| GRNCH/W GRNCH | | | | | | | | |
| FRAN WH GRN BOX | | | 42772 | 50966 | -8194 | -16.08 | 57.08 | 51.57 |
| PETER VELLA | | | 20424 | 15802 | 4622 | 29.25 | 27.26 | 15.99 |
| ALMADEN WHT BIB | | | 10573 | 19412 | -8839 | -45.53 | 14.11 | 19.64 |
| CARLO ROSSI WHT | | | 599 | 3468 | -2869 | -82.73 | .80 | 3.51 |
| ALMDN WHT GRNCH | | | 192 | 169 | 23 | 13.61 | .26 | .17 |
| GALLO LIV WHT | | | 131 | 3978 | -3847 | -96.71 | .17 | 4.03 |
| INGLNLK PS W GRN | | | 68 | 59 | 9 | 15.25 | .09 | .06 |
| GALLO EJ TV WHT | | | 63 | 3171 | -3108 | -98.01 | .08 | 3.21 |
| P MASN WH GRNCH | | | 43 | 1691 | -1648 | -97.46 | .06 | 1.71 |
| MCDWL MNDKO RSE | | | 39 | 33 | 6 | 18.18 | .05 | .03 |
| ZACA MESA GRIS | | | 30 | 46 | -16 | -34.78 | .04 | .05 |
| VN MSTRL GRN RS | | | | 12 | -12 | -100.00 | .00 | .01 |
| GALLO GRENACHE | | | | 7 | -7 | -100.00 | .00 | .01 |
| B DOON CLS GLRY | | | | 7 | -7 | -100.00 | .00 | .01 |
| MCDOWELL GRNCH | | | | 5 | -5 | -100.00 | .00 | .01 |
| TOTAL GRNCH/W GRNCH | | | 74934 | 98826 | -23892 | -24.18 | | |
| WHT ZINFANDEL | | | | | | | | |
| SUTTER HM WHITE | | | 226350 | 245181 | -18831 | -7.68 | 21.37 | 22.46 |
| BERINGER WHITE | | | 168489 | 166917 | 1572 | .94 | 15.91 | 15.29 |
| FRANZIA BOX | | | 95308 | 89972 | 5336 | 5.93 | 9.00 | 8.24 |
| RM WOODBRIDGE | | | 76372 | 79675 | -3303 | -4.15 | 7.21 | 7.30 |
| GALLO E&J TWN V | | | 67930 | 73232 | -5302 | -7.24 | 6.41 | 6.71 |
| ALMADEN CALIF | | | 45701 | 47450 | -1749 | -3.69 | 4.31 | 4.35 |
| INGLENOOK VNYRD | | | 35454 | 36279 | -825 | -2.27 | 3.35 | 3.32 |
| VENDEANCE | | | 30043 | 37143 | -7100 | -19.12 | 2.84 | 3.40 |
| ALMADEN WHT BIB | | | 29370 | 27096 | 2274 | 8.39 | 2.77 | 2.48 |
| CORBETT CANYON | | | 27543 | 31268 | -3725 | -11.91 | 2.60 | 2.86 |
| GALLO COPPERDGE | | | 23142 | 26627 | -3485 | -13.09 | 2.18 | 2.44 |
| GLEN ELLEN RESV | | | 20992 | 16587 | 4405 | 26.56 | 1.98 | 1.52 |
| PAUL MASSON WHT | | | 20238 | 22188 | -1950 | -8.79 | 1.91 | 2.03 |
| PETER VELLA | | | 20186 | 18860 | 1326 | 7.03 | 1.91 | 1.73 |
| SUTTER HM 2PACK | | | 19758 | | 19758 | 100.00 | 1.87 | 1.00 |
| FOXHORN | | | 18934 | 17571 | 1363 | 7.76 | 1.79 | 1.61 |
| GOSSAMER BAY | | | 16933 | 17587 | -654 | -3.72 | 1.60 | 1.61 |
| GALLO LIVINGSTN | | | 16404 | 19551 | -3147 | -16.10 | 1.55 | 1.79 |
| CARLO ROSSI | | | 15188 | 7648 | 7540 | 98.59 | 1.43 | .70 |
| TURNING LEAF | | | 11573 | 12199 | -626 | -5.13 | 1.09 | 1.12 |
| FRANZIA | | | 11019 | 15611 | -4592 | -29.42 | 1.04 | 1.43 |
| NATHANSON CREEK | | | 7981 | 5382 | 2599 | 48.29 | .75 | .49 |
| ALMADEN CAL BOX | | | 7509 | 8079 | -570 | -7.06 | .71 | .74 |
| DELICATO WHITE | | | 5360 | 5570 | -210 | -3.77 | .51 | .51 |
| BERINGER LVS | | | 4858 | 4352 | 506 | 11.63 | .46 | .40 |
| CHATEAU LUZERNE | | | 4195 | 5421 | -1226 | -22.62 | .40 | .50 |
| MONTEVINA WHITE | | | 3955 | 3699 | 257 | 6.95 | .37 | .34 |
| SETTLERS CREEK | | | 3710 | 4475 | -765 | -17.09 | .35 | .41 |
| CSTL SLMN POINT | | | 3664 | 4219 | -555 | -13.15 | .35 | .39 |
| BLOSSOM HILL | | | 3539 | 4419 | -880 | -19.91 | .33 | .40 |
| BERINGR LTD RLS | | | 2108 | 1648 | 460 | 27.91 | .20 | .15 |
| SYCAMORE LANE | | | 1908 | 2420 | -512 | -21.16 | .18 | .22 |
| FORESTVILLE CAL | | | 1787 | 1537 | 250 | 16.27 | .17 | .14 |
| FETZER ECHO RDG | | | 1760 | 2358 | -598 | -25.36 | .17 | .22 |
| CH ST NICHOLAS | | | 1166 | 957 | 209 | 21.84 | .11 | .09 |
| BUEHLER NPA VLY | | | 695 | 627 | 68 | 10.85 | .07 | .06 |
| HERITAGE | | | 648 | 2218 | -1570 | -70.78 | .06 | .20 |
| BURLWOOD CELLRS | | | 635 | 1325 | -690 | -52.08 | .06 | .12 |
| ESTATE CELLARS | | | 562 | 2785 | -2223 | -79.82 | .05 | .26 |
| B HERZOG WHITE | | | 540 | 836 | -296 | -35.41 | .05 | .08 |
| BEL ARBORS F S | | | 534 | 691 | -157 | -22.72 | .05 | .06 |
| TAYLOR CC WHITE | | | 499 | 124 | 375 | 302.42 | .05 | .01 |
| MONDAVI CK WHT | | | 420 | 1941 | -1521 | -78.36 | .04 | .18 |
| BLACK OAK | | | 382 | 524 | -142 | -27.10 | .04 | .05 |
| INGLNOK PS PUMP | | | 316 | 356 | -40 | -11.24 | .03 | .03 |
| TALUS | | | 275 | 322 | -47 | -14.60 | .03 | .03 |

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

ALL STATES-1/1/03 - 12/31/03

PAGE 37

| CLASS & TYPE BRAND | AGE / PROOF | RETAIL PRICE 750ml | CASE SALES | | CASES + or - | % OF + or - | % OF TYPE | |
|----------------------------|----------------|--------------------------|----------------|----------------|-----------------|----------------|-----------|-----------|
| | | | This Year | Last Year | | | This Year | Last Year |
| LA TERRE | | | 267 | 460 | -193 | -41.96 | .03 | .04 |
| CLYDES | | | 260 | 131 | 129 | 98.47 | .02 | .01 |
| DE LOACH WHITE | | | 229 | 537 | -308 | -57.36 | .02 | .05 |
| COMMON MAN | | | 227 | 277 | -50 | -18.05 | .02 | .03 |
| TRINITY OAKS | | | 181 | | 181 | 100.00 | .02 | .00 |
| LEAPING HORSE | | | 173 | | 173 | 100.00 | .02 | .00 |
| MACARONI GRILL | | | 168 | 46 | 122 | 265.22 | .02 | .00 |
| LIBERTY CREEK | | | 139 | 1 | 138 | ***** | .01 | .00 |
| MT WASHGTON WHT | | | 124 | 167 | -43 | -25.75 | .01 | .02 |
| STONE CREEK CAL | | | 120 | 202 | -82 | -40.59 | .01 | .02 |
| INGLNOK PS TOGL | | | 107 | 120 | -13 | -10.83 | .01 | .01 |
| KENWOOD WHITE | | | 100 | 117 | -17 | -14.53 | .01 | .01 |
| ROUND HILL | | | 94 | 134 | -40 | -29.85 | .01 | .01 |
| BAREFOOT CELLAR | | | 81 | 436 | -355 | -81.42 | .01 | .04 |
| WALNUT CREST | | | 77 | 35 | 42 | 120.00 | .01 | .00 |
| CAPELLO | | | 73 | 1433 | -1360 | -94.91 | .01 | .13 |
| JOLIESSE RESRVE | | | 62 | 24 | 38 | 158.33 | .01 | .00 |
| REINDEER RANCH | | | 58 | 104 | -46 | -44.23 | .01 | .01 |
| EAGLE CANYON | | | 57 | | 57 | 100.00 | .01 | .00 |
| RH PHILLIPS WHT | | | 56 | 73 | -17 | -23.29 | .01 | .01 |
| ACCENTS | | | 56 | 46 | 10 | 21.74 | .01 | .00 |
| MG VALLEJO WHT | | | 55 | 413 | -358 | -86.68 | .01 | .04 |
| ARIANNA | | | 55 | 57 | -2 | -3.51 | .01 | .01 |
| WYOMING CRFT&WN | | | 50 | 20 | 30 | 150.00 | .00 | .00 |
| BALSAMS | | | 46 | 61 | -15 | -24.59 | .00 | .01 |
| ESTRLLA EST WHT | | | 44 | 44 | | .00 | .00 | .00 |
| WEINSTOCK | | | 41 | 56 | -15 | -26.79 | .00 | .01 |
| DELICATO PROP | | | 40 | 16 | 24 | 150.00 | .00 | .00 |
| P MSSN VN SL WH | | | 34 | 44 | -10 | -22.73 | .00 | .00 |
| RED PARKA PUB | | | 26 | 30 | -4 | -13.33 | .00 | .00 |
| ALCOTT RIDGE | | | 25 | 29 | -4 | -13.79 | .00 | .00 |
| CANYON OAKS | | | 23 | | 23 | 100.00 | .00 | .00 |
| MONTEREY CLSSIC | | | 22 | 32 | -10 | -31.25 | .00 | .00 |
| RABBIT RIDGE | | | 21 | | 21 | 100.00 | .00 | .00 |
| PASTEL | | | 18 | 45 | -27 | -60.00 | .00 | .00 |
| MIRASSOU CALIF | | | 15 | 299 | -284 | -94.98 | .00 | .03 |
| AMADOR FHLLS WH | | | 15 | 46 | -31 | -67.39 | .00 | .00 |
| WHISPERING PEAK | | | 15 | 29 | -14 | -48.28 | .00 | .00 |
| SUTTER HM WEDGE | | | 10 | 8413 | -8403 | -99.88 | .00 | .77 |
| CHATEAU DIANA | | | 10 | 55 | -45 | -81.82 | .00 | .01 |
| BILTMORE | | | 9 | 2 | 7 | 350.00 | .00 | .00 |
| TURNING LF SP S | | | 8 | 14 | -6 | -42.86 | .00 | .00 |
| SALMON CREEK | | | 7 | | 7 | 100.00 | .00 | .00 |
| BANDIERA WHITE | | | 4 | 1915 | -1911 | -99.79 | .00 | .18 |
| OAK RIDGE | | | 4 | 85 | -81 | -95.29 | .00 | .01 |
| FRANZIA PETRI | | | 4 | 27 | -23 | -85.19 | .00 | .00 |
| MOUNTN VIEW WHT | | | 4 | 6 | -2 | -33.33 | .00 | .00 |
| DONA SOL | | | 3 | 134 | -131 | -97.76 | .00 | .01 |
| CAYWOOD | | | 3 | | 3 | 100.00 | .00 | .00 |
| PEBBLE CREEK | | | 1 | 17 | -16 | -94.12 | .00 | .00 |
| BIANCHI PRP RSV | | | 1 | 5 | -4 | -80.00 | .00 | .00 |
| CORBTT CNYN DEC | | | | 247 | -247 | -100.00 | .00 | .02 |
| DE ANGELO'S | | | | 48 | -48 | -100.00 | .00 | .00 |
| SANTA'S RESERVE | | | | 33 | -33 | -100.00 | .00 | .00 |
| MOUNT DIABLO | | | | 16 | -16 | -100.00 | .00 | .00 |
| HOLIDAY RESERVE | | | | 10 | -10 | -100.00 | .00 | .00 |
| QUAIL OAK | | | | 10 | -10 | -100.00 | .00 | .00 |
| TIMBERWOOD | | | | 7 | -7 | -100.00 | .00 | .00 |
| EAGLE ROOST | | | | 7 | -7 | -100.00 | .00 | .00 |
| MONTEREY WHITE | | | | 5 | -5 | -100.00 | .00 | .00 |
| HEALDSBURG | | | | 4 | -4 | -100.00 | .00 | .00 |
| PEDRONCELLI WHT | | | | 3 | -3 | -100.00 | .00 | .00 |
| EAGLE ATTACK | | | | 2 | -2 | -100.00 | .00 | .00 |
| GUGLMO BLDG BTE | | | | 2 | -2 | -100.00 | .00 | .00 |
| DAWSON CREEK | | | | 2 | -2 | -100.00 | .00 | .00 |
| RIVERCREST | | | | 2 | -2 | -100.00 | .00 | .00 |
| POST | | | | 1 | -1 | -100.00 | .00 | .00 |
| J LOHR CYPRESS | | | | 1 | -1 | -100.00 | .00 | .00 |
| ARCIERO WHITE | | | | 1 | -1 | -100.00 | .00 | .00 |
| TOTAL WHT ZINFANDEL | | | 1059256 | 1091565 | -32309 | -2.96 | | |
| PNK VARTL OTH | | | | | | | | |
| BERINGR WHT MRL | | | 27942 | 19905 | 8037 | 40.38 | 35.09 | 34.21 |
| STTR HM WHT MRL | | | 27728 | 21369 | 6359 | 29.76 | 34.82 | 36.73 |
| GALLO TV WH MRL | | | 12646 | 9480 | 3166 | 33.40 | 15.88 | 16.30 |
| FORST GLN W MRL | | | 4797 | 3581 | 1216 | 33.96 | 6.02 | 6.16 |
| VENDANGE WH MRL | | | 4538 | 1422 | 3116 | 219.13 | 5.70 | 2.44 |
| M SCRLETT SWT R | | | 345 | 291 | 54 | 18.56 | .43 | .50 |
| TYLR CC W GR/ZN | | | 337 | 596 | -259 | -43.46 | .42 | 1.02 |
| BERINGR WHT CAB | | | 177 | | 177 | 100.00 | .22 | .00 |
| NISSLEY CNDLLGT | | | 174 | 121 | 53 | 43.80 | .22 | .21 |
| MADISN RG BL NR | | | 173 | 234 | -61 | -26.07 | .22 | .40 |
| SEC WHT MERLOT | | | 168 | | 168 | 100.00 | .21 | .00 |
| WB BRDGMN RSE C | | | 156 | 102 | 54 | 52.94 | .20 | .18 |
| B DN VN GRS CGR | | | 154 | 231 | -77 | -33.33 | .19 | .40 |
| TRINTY OAK W ML | | | 112 | | 112 | 100.00 | .14 | .00 |
| INDIAN CK WH PN | | | 55 | | 55 | 100.00 | .07 | .00 |
| PDRNCLLI ZIN RS | | | 51 | 40 | 11 | 27.50 | .06 | .07 |
| NECTR VLY W MRL | | | 21 | 378 | -357 | -94.44 | .03 | .65 |
| COASTL RDG W ML | | | 13 | 52 | -39 | -75.00 | .02 | .09 |
| P THOMAS RHUBRB | | | 12 | 229 | -217 | -94.76 | .02 | .39 |
| TUCKR INDN SMMR | | | 10 | 8 | 2 | 25.00 | .01 | .01 |

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

ALL STATES-1/1/03 - 12/31/03

PAGE 38

| CLASS & TYPE BRAND | AGE / PROOF | RETAIL PRICE 750ml | CASE SALES | | CASES + or - | % OF + or - | % OF TYPE | |
|----------------------------|----------------|--------------------------|---------------|---------------|-----------------|----------------|-----------|-----------|
| | | | This Year | Last Year | | | This Year | Last Year |
| ARWOOD PNT BL | | | 9 | | 9 | 100.00 | .01 | .00 |
| BONAIR SUNSET | | | 8 | 12 | -4 | -33.33 | .01 | .02 |
| ADELSHM PIN BLC | | | 7 | | 7 | 100.00 | .01 | .00 |
| SADDLEBK PNT BL | | | 3 | 1 | 2 | 200.00 | .00 | .00 |
| MYSTC CLF W MRL | | | 1 | 115 | -114 | -99.13 | .00 | .20 |
| HACIENDA WH MRL | | | | 7 | -7 | -100.00 | .00 | .01 |
| FOXHORN WHT MRL | | | | 3 | -3 | -100.00 | .00 | .01 |
| TOTAL PNK VARTL OTH | | | 79637 | 58177 | 21460 | 36.89 | | |
| CHABLIS | | | | | | | | |
| CARLO ROSSI | | | 71654 | 72772 | -1118 | -1.54 | 17.99 | 16.97 |
| FRAN O WLD CLSC | | | 54358 | 54737 | -379 | -.69 | 13.65 | 12.76 |
| GALLO LIVINGSTN | | | 49903 | 52265 | -2362 | -4.52 | 12.53 | 12.19 |
| PAUL MASSON | | | 43330 | 46414 | -3084 | -6.64 | 10.88 | 10.82 |
| ALMADN MT WH BX | | | 34786 | 44729 | -9943 | -22.23 | 8.73 | 10.43 |
| INGLENOOK VNYRD | | | 24294 | 25218 | -924 | -3.66 | 6.10 | 5.88 |
| PETER VELLA | | | 22600 | 19811 | 2789 | 14.08 | 5.67 | 4.62 |
| CHATEAU LUZERNE | | | 21460 | 25950 | -4490 | -17.30 | 5.39 | 6.05 |
| ALMADN MNT WHT | | | 20288 | 24564 | -4276 | -17.41 | 5.09 | 5.73 |
| TAYLOR CAL CLLR | | | 12568 | 14198 | -1630 | -11.48 | 3.16 | 3.31 |
| FRANZIA | | | 11625 | 11069 | 556 | 5.02 | 2.92 | 2.58 |
| ALMDN GOLDN BOX | | | 7429 | 7391 | 38 | .51 | 1.87 | 1.72 |
| P MASN LIGHT | | | 5292 | 5316 | -24 | -.45 | 1.33 | 1.24 |
| CRIBARI BIANCO | | | 4850 | 4931 | -81 | -1.64 | 1.22 | 1.15 |
| ALMADEN GOLDEN | | | 3953 | 6821 | -2868 | -42.05 | .99 | 1.59 |
| P GARRETT VN CH | | | 2142 | 2852 | -710 | -24.89 | .54 | .67 |
| WM WYCLIFF | | | 1900 | 3274 | -1374 | -41.97 | .48 | .76 |
| SETTLERS CREEK | | | 1780 | 1965 | -185 | -9.41 | .45 | .46 |
| ALMADEN LIGHT | | | 1423 | 1750 | -327 | -18.69 | .36 | .41 |
| FRAN BX SLVRBCH | | | 1324 | 1089 | 235 | 21.58 | .33 | .25 |
| INGLNOK PS PUMP | | | 574 | 663 | -89 | -13.42 | .14 | .15 |
| CRIBARI MNT WHT | | | 496 | 599 | -103 | -17.20 | .12 | .14 |
| PAUL MASSON BOX | | | 133 | 296 | -163 | -55.07 | .03 | .07 |
| KEDEM | | | 64 | 68 | -4 | -5.88 | .02 | .02 |
| TAYLOR CC EZ SV | | | 30 | 28 | 2 | 7.14 | .01 | .01 |
| VINO PEDILUVIO | | | 19 | 10 | 9 | 90.00 | .00 | .00 |
| DE ANGELO'S | | | | 48 | -48 | -100.00 | .00 | .01 |
| TOTAL CHABLIS | | | 398275 | 428828 | -30553 | -7.12 | | |
| RHINE | | | | | | | | |
| FRNZIA RNFLR BX | | | 46822 | 38040 | 8782 | 23.09 | 29.60 | 25.32 |
| RHINE PEAK FLVD | | | 29241 | 31678 | -2437 | -7.69 | 18.49 | 21.08 |
| ALMADEN MNT WHT | | | 26232 | 28206 | -1974 | -7.00 | 16.59 | 18.77 |
| ALMDN MT BAG BX | | | 20987 | 17924 | 3063 | 17.09 | 13.27 | 11.93 |
| GALLO LIVINGSTN | | | 10792 | 12300 | -1508 | -12.26 | 6.82 | 8.19 |
| FRANZIA TAP | | | 6173 | 662 | 5511 | 832.48 | 3.90 | .44 |
| INGLENOOK VNYRD | | | 5333 | 6201 | -868 | -14.00 | 3.37 | 4.13 |
| P MASSON RHCSTL | | | 4634 | 4879 | -245 | -5.02 | 2.93 | 3.25 |
| PAUL MASSON | | | 3752 | 3788 | -36 | -.95 | 2.37 | 2.52 |
| P MASSON EM DRY | | | 2372 | 2976 | -604 | -20.30 | 1.50 | 1.98 |
| FRANZIA CRSP BX | | | 964 | 795 | 169 | 21.26 | .61 | .53 |
| P GARRETT VN CH | | | 687 | 1192 | -505 | -42.37 | .43 | .79 |
| TAYLOR CAL CLLR | | | 133 | 165 | -32 | -19.39 | .08 | .11 |
| NYLR DUTCH CTRY | | | 33 | 31 | 2 | 6.45 | .02 | .02 |
| WIEDERKEHR | | | 3 | 3 | | .00 | .00 | .00 |
| CH LUZERNE MTN | | | 2 | 1045 | -1043 | -99.81 | .00 | .70 |
| PETER VLLA FLVD | | | | 232 | -232 | -100.00 | .00 | .15 |
| FRAN RHNFLR BIB | | | | 125 | -125 | -100.00 | .00 | .08 |
| TOTAL RHINE | | | 158160 | 150242 | 7918 | 5.27 | | |
| SAUTERNE | | | | | | | | |
| TAYLOR | | | 3771 | 4254 | -483 | -11.35 | 50.00 | 48.83 |
| CH LUZERNE MNT | | | 3757 | 4446 | -689 | -15.50 | 49.81 | 51.04 |
| KEDEM | | | 13 | 9 | 4 | 44.44 | .17 | .10 |
| MEIERS I S G HT | | | 1 | 2 | -1 | -50.00 | .01 | .02 |
| TOTAL SAUTERNE | | | 7542 | 8711 | -1169 | -13.42 | | |
| WHT GENRC OTH | | | | | | | | |
| TAYLOR LAKE C W | | | 9791 | 10595 | -804 | -7.59 | 18.20 | 18.26 |
| FRR WHITE | | | 7200 | 6614 | 586 | 8.86 | 13.38 | 11.40 |
| WIDMER L NGR WH | | | 5978 | 6029 | -51 | -.85 | 11.11 | 10.39 |
| HOGUE HRVST DRY | | | 4200 | 4153 | 47 | 1.13 | 7.81 | 7.16 |
| TAYLOR LK SFT W | | | 3916 | 3820 | 96 | 2.51 | 7.28 | 6.58 |
| HOGUE HRVST WHT | | | 3886 | 3595 | 291 | 8.09 | 7.22 | 6.20 |
| HOGUE HRV BL BL | | | 3086 | 2845 | 241 | 8.47 | 5.74 | 4.90 |
| MAZZA NIAGRA WH | | | 2235 | 2161 | 74 | 3.42 | 4.15 | 3.73 |
| WLLMSBRG GOV WH | | | 1288 | 1505 | -217 | -14.42 | 2.39 | 2.59 |
| RICH WIR WHITE | | | 1285 | 1876 | -591 | -31.50 | 2.39 | 3.23 |
| CH MRRSTT S LRL | | | 1257 | 1176 | 81 | 6.89 | 2.34 | 2.03 |
| TAYLOR LAKE C G | | | 828 | 1658 | -830 | -50.06 | 1.54 | 2.86 |
| BULLY HILL GOAT | | | 738 | 607 | 131 | 21.58 | 1.37 | 1.05 |
| COL WHITE RSL | | | 676 | | 676 | 100.00 | 1.26 | .00 |
| CHADDSFORD NGRA | | | 643 | 713 | -70 | -9.82 | 1.20 | 1.23 |
| WIEDRER NIAGRA | | | 585 | 604 | -19 | -3.15 | 1.09 | 1.04 |
| CLOVR HL NIAGRA | | | 577 | 245 | 332 | 135.51 | 1.07 | .42 |
| GLEN ELLEN RS W | | | 451 | 1779 | -1328 | -74.65 | .84 | 3.07 |
| BLACK DOG BLANC | | | 448 | 532 | -84 | -15.79 | .83 | .92 |
| CHAT LA SALLE | | | 406 | 1171 | -765 | -65.33 | .75 | 2.02 |
| NISSLEY RHAPSDY | | | 381 | 305 | 76 | 24.92 | .71 | .53 |

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

ALL STATES-1/1/03 - 12/31/03

PAGE 39

| CLASS & TYPE BRAND | AGE / PROOF | RETAIL PRICE 750ml | CASE SALES | | CASES + or - | % OF + or - | % OF TYPE | |
|----------------------------|----------------|--------------------------|--------------|--------------|-----------------|----------------|-----------|-----------|
| | | | This Year | Last Year | | | This Year | Last Year |
| FRANZIA SLVRBCH | | | 372 | | 372 | 100.00 | .69 | .00 |
| BROTHERHOOD MAY | | | 367 | 371 | -4 | -1.08 | .68 | .64 |
| NISSLEY NIAGARA | | | 305 | 143 | 162 | 113.29 | .57 | .25 |
| NITTANY MOUNTN | | | 242 | 238 | 4 | 1.68 | .45 | .41 |
| PRESQUE ISL CRK | | | 224 | | 224 | 100.00 | .42 | .00 |
| LATAH MUSC CNLI | | | 197 | 285 | -88 | -30.88 | .37 | .49 |
| FREY NATURAL | | | 181 | 72 | 109 | 151.39 | .34 | .12 |
| MAZZA VIDAL BLC | | | 156 | 127 | 29 | 22.83 | .29 | .22 |
| CLOVR HLL VDL B | | | 153 | 142 | 11 | 7.75 | .28 | .24 |
| BULLY HL LGTHSE | | | 139 | 141 | -2 | -1.42 | .26 | .24 |
| TABLAS BLANC | | | 135 | 2 | 133 | 6650.00 | .25 | .00 |
| BULLY HLL EQNOX | | | 126 | 192 | -66 | -34.38 | .23 | .33 |
| FRAN CPPLA BNCO | | | 101 | 2 | 99 | 4950.00 | .19 | .00 |
| HAZLITT WH STAG | | | 95 | | 95 | 100.00 | .18 | .00 |
| CHESPKE BL CRAB | | | 94 | 107 | -13 | -12.15 | .17 | .18 |
| NITTANY MT MIST | | | 81 | 53 | 28 | 52.83 | .15 | .09 |
| HORTON VIDAL BL | | | 71 | 86 | -15 | -17.44 | .13 | .15 |
| INGLSD POPE CRK | | | 70 | 70 | | .00 | .13 | .12 |
| RIVER WLD TROUT | | | 69 | | 69 | 100.00 | .13 | .00 |
| INGLSD CHSPK BL | | | 62 | 87 | -25 | -28.74 | .12 | .15 |
| LINGANORE MT WH | | | 62 | 55 | 7 | 12.73 | .12 | .09 |
| WMSBRG J RVR WH | | | 51 | 182 | -131 | -71.98 | .09 | .31 |
| ROCKBRDG ST MRY | | | 51 | 76 | -25 | -32.89 | .09 | .13 |
| ROCKBRDG TUSCRA | | | 43 | 56 | -13 | -23.21 | .08 | .10 |
| NITTANY BRGWEN | | | 43 | 40 | 3 | 7.50 | .08 | .07 |
| MNDVI CK BRVSMO | | | 41 | 59 | -18 | -30.51 | .08 | .10 |
| RABBT RDG MYSTQ | | | 40 | 81 | -41 | -50.62 | .07 | .14 |
| LINGANRE TRRAPN | | | 37 | 31 | 6 | 19.35 | .07 | .05 |
| BARBRVLL PHLEO | | | 37 | | 37 | 100.00 | .07 | .00 |
| KESSER NIAGARA | | | 34 | 35 | -1 | -2.86 | .06 | .06 |
| PENN SHORE VGNL | | | 28 | 33 | -5 | -15.15 | .05 | .06 |
| HERITAGE ALMNDA | | | 25 | 48 | -23 | -47.92 | .05 | .08 |
| OAK KNOLL NIAGR | | | 25 | 24 | 1 | 4.17 | .05 | .04 |
| JEWEL TN AUORE | | | 21 | 13 | 8 | 61.54 | .04 | .02 |
| CH MRRST DG BLU | | | 20 | 27 | -7 | -25.93 | .04 | .05 |
| EMILES PREM WHT | | | 13 | | 13 | 100.00 | .02 | .00 |
| DEER VL CLS WHT | | | 12 | 337 | -325 | -96.44 | .02 | .58 |
| BULLY HL SPRING | | | 11 | 11 | | .00 | .02 | .02 |
| KEDEM EST CL WH | | | 11 | 9 | 2 | 22.22 | .02 | .02 |
| TWIN BROOK CYGA | | | 10 | 16 | -6 | -37.50 | .02 | .03 |
| KESSER MUSCATNI | | | 8 | | 8 | 100.00 | .01 | .00 |
| FRR BLNC D BLNC | | | 7 | 2127 | -2120 | -99.67 | .01 | 3.67 |
| BULLY HL SEASON | | | 7 | 2 | 5 | 250.00 | .01 | .00 |
| KEDEM NIAGRA CR | | | 6 | 11 | -5 | -45.45 | .01 | .02 |
| SYCAMORE LANE | | | 6 | | 6 | 100.00 | .01 | .00 |
| ABINGDON VDL BL | | | 6 | | 6 | 100.00 | .01 | .00 |
| ALLEGRO VIDAL | | | 5 | | 5 | 100.00 | .01 | .00 |
| KENWOOD WHITE | | | 4 | 5 | -1 | -20.00 | .01 | .01 |
| BULLY HL FSHMKT | | | 4 | 4 | | .00 | .01 | .01 |
| BULLY HL AUR BL | | | 4 | 1 | 3 | 300.00 | .01 | .00 |
| BULLY HL WALTER | | | 3 | 5 | -2 | -40.00 | .01 | .01 |
| SAKONNET VDL BL | | | 3 | 5 | -2 | -40.00 | .01 | .01 |
| BULLY HL MS LVE | | | 3 | 2 | 1 | 50.00 | .01 | .00 |
| CH MRRST BL SHNG | | | 3 | 1 | 2 | 200.00 | .01 | .00 |
| INGLSD GW COLNL | | | 2 | 10 | -8 | -80.00 | .00 | .02 |
| BOORDY | | | 2 | 9 | -7 | -77.78 | .00 | .02 |
| MADSN RDG SW WH | | | 2 | 5 | -3 | -60.00 | .00 | .01 |
| SAKONNET AM CUP | | | 2 | | 2 | 100.00 | .00 | .00 |
| WILD HRSE E RSN | | | 2 | | 2 | 100.00 | .00 | .00 |
| INGLSD PL OCT H | | | 2 | | 2 | 100.00 | .00 | .00 |
| SPRING MTN WHT | | | 1 | 1 | | .00 | .00 | .00 |
| INGLSD PL WMS W | | | 1 | | 1 | 100.00 | .00 | .00 |
| GOLD SEAL CTW W | | | | 298 | -298 | -100.00 | .00 | .51 |
| PARK CTY ALPMST | | | | 107 | -107 | -100.00 | .00 | .18 |
| MACARONI GRILL | | | | 99 | -99 | -100.00 | .00 | .17 |
| ARBOR C GR CPGE | | | | 24 | -24 | -100.00 | .00 | .04 |
| DR FRANK CV BLC | | | | 17 | -17 | -100.00 | .00 | .03 |
| LYETH WHITE | | | | 7 | -7 | -100.00 | .00 | .01 |
| WMSBRG L CLP SV | | | | 6 | -6 | -100.00 | .00 | .01 |
| PARDUCCI WHITE | | | | 5 | -5 | -100.00 | .00 | .01 |
| CHADDSFORD WHT | | | | 5 | -5 | -100.00 | .00 | .01 |
| MEIER LKSD BNCO | | | | 4 | -4 | -100.00 | .00 | .01 |
| WOODHALL SEYVAL | | | | 4 | -4 | -100.00 | .00 | .01 |
| VIRGINIA DARE W | | | | 3 | -3 | -100.00 | .00 | .01 |
| NOSTALGIA GOLD | | | | 2 | -2 | -100.00 | .00 | .00 |
| POST TRDTNL WHT | | | | 2 | -2 | -100.00 | .00 | .00 |
| PRESTON DST GLD | | | | 2 | -2 | -100.00 | .00 | .00 |
| EAGLE ROOST WHT | | | | 2 | -2 | -100.00 | .00 | .00 |
| BULLY HL RVT BL | | | | 1 | -1 | -100.00 | .00 | .00 |
| LINGANRE VDL BL | | | | 1 | -1 | -100.00 | .00 | .00 |
| BULLY HL GROWER | | | | 1 | -1 | -100.00 | .00 | .00 |
| TOTAL WHT GENRC OTH | | | 53793 | 58012 | -4219 | -7.27 | | |
| CHARDONNAY | | | | | | | | |
| RM WOODBRIDGE | | | 161797 | 154803 | 6994 | 4.52 | 11.10 | 10.77 |
| KNDL-JKSN VN RS | | | 87429 | 85570 | 1859 | 2.17 | 6.00 | 5.95 |
| SUTTER HOME | | | 63553 | 71474 | -7921 | -11.08 | 4.36 | 4.97 |
| VENDANGE | | | 56973 | 66006 | -9033 | -13.69 | 3.91 | 4.59 |
| GALLO COPPERDGE | | | 46014 | 47962 | -1948 | -4.06 | 3.16 | 3.34 |
| FRANZIA BOX | | | 45248 | 36201 | 9047 | 24.99 | 3.10 | 2.52 |
| CORBETT CANYON | | | 42262 | 43563 | -1301 | -2.99 | 2.90 | 3.03 |
| GLEN ELLEN RESV | | | 41477 | 33206 | 8271 | 24.91 | 2.85 | 2.31 |

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

ALL STATES-1/1/03 - 12/31/03

PAGE 40

| CLASS & TYPE BRAND | AGE / PROOF | RETAIL PRICE 750ml | CASE SALES | | CASES + or - | % OF + or - | % OF TYPE | |
|-----------------------|----------------|--------------------------|------------|-----------|-----------------|----------------|-----------|-----------|
| | | | This Year | Last Year | | | This Year | Last Year |
| GALLO CAL TV NV | | | 40448 | 37305 | 3143 | 8.43 | 2.78 | 2.59 |
| TURNING LEAF | | | 37648 | 38015 | -367 | -.97 | 2.58 | 2.64 |
| ALMADEN CAL BOX | | | 35602 | 31552 | 4050 | 12.84 | 2.44 | 2.19 |
| FTZR SUNDIAL CH | | | 35545 | 39999 | -4454 | -11.14 | 2.44 | 2.78 |
| GALLO LIVINGSTN | | | 28834 | 26714 | 2120 | 7.94 | 1.98 | 1.86 |
| FOXHORN | | | 26160 | 23470 | 2690 | 11.46 | 1.79 | 1.63 |
| STONE CELLARS | | | 25193 | 18609 | 6584 | 35.38 | 1.73 | 1.29 |
| R MNDVI COASTAL | | | 24591 | 22224 | 2367 | 10.65 | 1.69 | 1.55 |
| REDWOOD CREEK | | | 24546 | 20443 | 4103 | 20.07 | 1.68 | 1.42 |
| C D BOIS CHR BF | | | 24312 | 24714 | -402 | -1.63 | 1.67 | 1.72 |
| BRNGR FNDRS EST | | | 23618 | 23482 | 136 | .58 | 1.62 | 1.63 |
| COL TWO VINES | | | 22592 | 24034 | -1442 | -6.00 | 1.55 | 1.67 |
| NATHANSON CREEK | | | 22499 | 17672 | 4827 | 27.31 | 1.54 | 1.23 |
| MERIDIAN S BARB | | | 22103 | 20636 | 1467 | 7.11 | 1.52 | 1.44 |
| ALMADEN CHARDNY | | | 19685 | 19638 | 47 | .24 | 1.35 | 1.37 |
| INGLENOOK VNYDS | | | 17711 | 20200 | -2489 | -12.32 | 1.22 | 1.41 |
| HERITAGE | | | 15905 | 18761 | -2856 | -15.22 | 1.09 | 1.30 |
| PETER VELLA | | | 15772 | 14316 | 1456 | 10.17 | 1.08 | 1.00 |
| MONDAVI CK CHR | | | 15488 | 15239 | 249 | 1.63 | 1.06 | 1.06 |
| CSM COL VALLEY | | | 13075 | 13401 | -326 | -2.43 | .90 | .93 |
| GOSSAMER BAY | | | 13019 | 13730 | -711 | -5.18 | .89 | .95 |
| C D BOIS SONOMA | | | 11466 | 9626 | 1840 | 19.11 | .79 | .67 |
| GALLO OF SONOMA | | | 10230 | 10753 | -523 | -4.86 | .70 | .75 |
| RHP TOASTD HEAD | | | 9997 | 4475 | 5522 | 123.40 | .69 | .31 |
| DELICATO CHRDNV | | | 9950 | 10048 | -98 | -.98 | .68 | .70 |
| J LHR RVRSTN CH | | | 9917 | 9048 | 869 | 9.60 | .68 | .63 |
| FOREST GLEN BF | | | 8987 | 6581 | 2406 | 36.56 | .62 | .46 |
| COL GRND ESTATE | | | 6483 | 6194 | 289 | 4.67 | .44 | .43 |
| TALUS | | | 6481 | 5845 | 636 | 10.88 | .44 | .41 |
| BERINGER CHARD | | | 6453 | 6854 | -401 | -5.85 | .44 | .48 |
| BV COASTAL | | | 6328 | 6370 | -42 | -.66 | .43 | .44 |
| HESS SELECT | | | 6179 | 5839 | -340 | -5.82 | .42 | .41 |
| BLOSSOM HILL | | | 5723 | 7104 | -1381 | -19.44 | .39 | .49 |
| CSTL EAGLE CRK | | | 5619 | 6042 | -423 | -7.00 | .39 | .42 |
| HOGUE | | | 5533 | 5139 | 394 | 7.67 | .38 | .36 |
| CH S JEAN SN CH | | | 5286 | 5159 | 127 | 2.46 | .36 | .36 |
| R STRNG SNM CTY | | | 4918 | 5117 | -199 | -3.89 | .34 | .36 |
| STERLING VNT COL | | | 4820 | 3914 | 906 | 23.15 | .33 | .27 |
| TURNING LEAF RS | | | 4501 | 4780 | -279 | -5.84 | .31 | .33 |
| SIMI CHARDONNAY | | | 4416 | 3973 | 443 | 11.15 | .30 | .28 |
| ST CHP CNYN CHR | | | 4302 | 4604 | -302 | -6.56 | .30 | .32 |
| CUT-SNMA RSSN R | | | 4272 | 4011 | 261 | 6.51 | .29 | .28 |
| COVEY RUN | | | 4178 | 3911 | 267 | 6.83 | .29 | .27 |
| FORESTVILLE CAL | | | 4105 | 3154 | 951 | 30.15 | .28 | .22 |
| STERLING CHARD | | | 4050 | 4270 | -220 | -5.15 | .28 | .30 |
| FRANCS CPPLA DS | | | 3973 | 2971 | 1002 | 33.73 | .27 | .21 |
| CALLAWAY C-LEES | | | 3785 | 4628 | -843 | -18.22 | .26 | .32 |
| NAPA RIDGE CHR | | | 3742 | 4386 | -644 | -14.68 | .26 | .31 |
| SMOKING LOON | | | 3587 | 1003 | 2584 | 257.63 | .25 | .07 |
| SYCAMORE LANE | | | 3576 | 4011 | -435 | -10.85 | .25 | .28 |
| BOGLE CHARDONNY | | | 3483 | 2422 | 1061 | 43.81 | .24 | .17 |
| COLUMBIA WINERY | | | 3466 | 6730 | -3264 | -48.50 | .24 | .47 |
| RH PHLPS DUNNGN | | | 3391 | 3700 | -309 | -8.35 | .23 | .26 |
| BAREFOOT | | | 3375 | 3291 | 84 | 2.55 | .23 | .23 |
| BONTERRA | | | 3291 | 3687 | -396 | -10.74 | .23 | .26 |
| ROUND HILL CHR | | | 3289 | 3168 | 121 | 3.82 | .23 | .22 |
| J LOHR MONTEREY | | | 3246 | 3557 | -311 | -8.74 | .22 | .25 |
| BURLWOOD CELLRS | | | 3219 | 5285 | -2066 | -39.09 | .22 | .37 |
| GALLO CAL TV CF | | | 3211 | 2904 | 307 | 10.57 | .22 | .20 |
| SBASTNI SONOMA | | | 3191 | 2967 | 224 | 7.55 | .22 | .21 |
| PEPPERWOOD GRVE | | | 3122 | 3891 | -769 | -19.76 | .21 | .27 |
| R MNDVI CHRDNV | | | 3094 | 2815 | 279 | 9.91 | .21 | .20 |
| ESTANCIA ALEX V | | | 2996 | 3455 | -459 | -13.29 | .21 | .24 |
| WLLM HILL NAPA | | | 2825 | 3313 | -488 | -14.73 | .19 | .23 |
| KDL-JKSN GR RSV | | | 2760 | 2753 | 7 | .25 | .19 | .19 |
| R STRNG CHLK HL | | | 2677 | 2766 | -89 | -3.22 | .18 | .19 |
| CORBETT CANYON | | | 2649 | 3193 | -544 | -17.04 | .18 | .22 |
| HAWK CREST CHR | | | 2602 | 2231 | 371 | 16.63 | .18 | .16 |
| LA CREMA SN CST | | | 2555 | 1760 | 795 | 45.17 | .18 | .12 |
| BARNARD GRIFFIN | | | 2496 | 2291 | 205 | 8.95 | .17 | .16 |
| BLACKSTONE | | | 2471 | 1444 | 1027 | 71.12 | .17 | .10 |
| JEKEL CHARD | | | 2439 | 2532 | -93 | -3.67 | .17 | .18 |
| SALMON HARBOR | | | 2390 | 1106 | 1284 | 116.09 | .16 | .08 |
| GEYSER PK SONMA | | | 2382 | 2630 | -248 | -9.43 | .16 | .18 |
| KDL-JKSN CAMLOT | | | 2329 | 2813 | -484 | -17.21 | .16 | .20 |
| ST FRANCIS SNMA | | | 2275 | 2064 | 211 | 10.22 | .16 | .14 |
| J LOHR CYPRS CH | | | 2229 | 2505 | -276 | -11.02 | .15 | .17 |
| SETTLERS CREEK | | | 2215 | 3022 | -807 | -26.70 | .15 | .21 |
| WILD HORSE CHR | | | 2135 | 2144 | -9 | -.42 | .15 | .15 |
| CAMBRIA KATHRNE | | | 2124 | 1906 | 218 | 11.44 | .15 | .13 |
| CH SOUVERAN CSV | | | 2073 | 2748 | -675 | -24.56 | .14 | .19 |
| FETZER FIVE RVR | | | 2048 | 1157 | 891 | 77.01 | .14 | .08 |
| FERRARI-CARANO | | | 2046 | 1520 | 526 | 34.61 | .14 | .11 |
| ESTATE CELLARS | | | 2003 | 5850 | -3847 | -65.76 | .14 | .41 |
| ESTANCIA MONTRY | | | 1992 | 2776 | -784 | -28.24 | .14 | .19 |
| FRANCISCAN CHR | | | 1968 | 2117 | -149 | -7.04 | .14 | .15 |
| COL GRND ESTATE | | | 1926 | 2258 | -332 | -14.70 | .13 | .16 |
| TRINITY OAKS | | | 1847 | 1562 | 285 | 18.25 | .13 | .11 |
| GALLO E&J TWN V | | | 1781 | 1952 | -171 | -8.76 | .12 | .14 |
| MG VALLEJO CHR | | | 1761 | 3033 | -1272 | -41.94 | .12 | .21 |
| DUNNEWOOD CHARD | | | 1751 | 2972 | -1221 | -41.08 | .12 | .21 |
| SILVERADO CHARD | | | 1746 | 1699 | 47 | 2.77 | .12 | .12 |
| FIRESTONE S BRB | | | 1706 | 1578 | 128 | 8.11 | .12 | .11 |

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

ALL STATES-1/1/03 - 12/31/03

PAGE 41

| CLASS & TYPE BRAND | AGE / PROOF | RETAIL PRICE 750ml | CASE SALES | | CASES + or - | % OF + or - | % OF TYPE | |
|-----------------------|----------------|--------------------------|------------|-----------|-----------------|----------------|-----------|-----------|
| | | | This Year | Last Year | | | This Year | Last Year |
| SEC | | | 1695 | 157 | 1538 | 979.62 | .12 | .01 |
| CUVAISON CHRDNV | | | 1685 | 1786 | -101 | -5.66 | .12 | .12 |
| FTZR BARREL SEL | | | 1676 | 2605 | -929 | -35.66 | .11 | .18 |
| VME VNT SEL SMV | | | 1668 | 2387 | -719 | -30.12 | .11 | .17 |
| CANYON ROAD | | | 1642 | 2219 | -577 | -26.00 | .11 | .15 |
| KENWOOD SONOMA | | | 1641 | 2272 | -631 | -27.77 | .11 | .16 |
| DE LOACH CHR RR | | | 1603 | 1545 | 58 | 3.75 | .11 | .11 |
| MONT CLSSIC CHR | | | 1598 | 2984 | -1386 | -46.45 | .11 | .21 |
| SNQ CHARD | | | 1481 | 1353 | 128 | 9.46 | .10 | .09 |
| CAKEBREAD CHARD | | | 1461 | 1494 | -33 | -2.21 | .10 | .10 |
| ZACA MESA CHARD | | | 1458 | 328 | 1130 | 344.51 | .10 | .02 |
| BUENA VISTA CRN | | | 1418 | 1039 | 379 | 36.48 | .10 | .07 |
| STAGS LEAP CHR | | | 1329 | 583 | 746 | 127.96 | .09 | .04 |
| EDNA VLLY CHARD | | | 1274 | 1215 | 59 | 4.86 | .09 | .08 |
| STONE CREEK CAL | | | 1261 | 2049 | -788 | -38.46 | .09 | .14 |
| RAVNSWD VNT BLD | | | 1234 | 608 | 626 | 102.96 | .08 | .04 |
| FRITZ DUTTN RCH | | | 1222 | 40 | 1182 | 2955.00 | .08 | .00 |
| DOMAINE BRETON | | | 1194 | 1235 | -41 | -3.32 | .08 | .09 |
| CAMELOT CLFRNIA | | | 1190 | 905 | 285 | 31.49 | .08 | .06 |
| BEL ARBORS F S | | | 1178 | 1903 | -725 | -38.10 | .08 | .13 |
| TOAD HOLLOW | | | 1169 | 747 | 422 | 56.49 | .08 | .05 |
| DE LOACH SON CV | | | 1163 | 1419 | -256 | -18.04 | .08 | .10 |
| COASTAL RIDGE | | | 1152 | 1353 | -201 | -14.86 | .08 | .09 |
| C D BOIS AV RSV | | | 1105 | 1134 | -29 | -2.56 | .08 | .08 |
| CLYDES | | | 1094 | 582 | 512 | 87.97 | .08 | .04 |
| DEER VLLY CHARD | | | 1077 | 3070 | -1993 | -64.92 | .07 | .21 |
| KUNDE SONOMA | | | 1076 | 975 | 101 | 10.36 | .07 | .07 |
| PARDUCCI CHARD | | | 1059 | 951 | 108 | 11.36 | .07 | .07 |
| WENTE CHARDONNY | | | 999 | 1251 | -252 | -20.14 | .07 | .09 |
| ECHOLON | | | 951 | 629 | 322 | 51.19 | .07 | .04 |
| RAYMOND ESTATES | | | 917 | 962 | -45 | -4.68 | .06 | .07 |
| LOCKWOOD | | | 869 | 753 | 116 | 15.41 | .06 | .05 |
| FESS PRKR S BRB | | | 847 | 871 | -24 | -2.76 | .06 | .06 |
| GUENOC EST CHR | | | 836 | 747 | 89 | 11.91 | .06 | .05 |
| MARKHAM | | | 832 | 1082 | -250 | -23.11 | .06 | .08 |
| LA TERRE | | | 825 | 801 | 24 | 3.00 | .06 | .06 |
| BLACK OAK CHARD | | | 816 | 743 | 73 | 9.83 | .06 | .05 |
| RAYMOND AMBRHLL | | | 808 | 794 | 14 | 1.76 | .06 | .06 |
| LANDMARK OVERLK | | | 805 | 773 | 32 | 4.14 | .06 | .05 |
| WLLM HILL RESRV | | | 804 | 964 | -160 | -16.60 | .06 | .07 |
| PAUL THOMAS CHR | | | 798 | 4786 | -3988 | -83.33 | .05 | .33 |
| TRINCHERO CSTAL | | | 798 | 1234 | -436 | -35.33 | .05 | .09 |
| CRANE LAKE CHR | | | 792 | 405 | 387 | 95.56 | .05 | .03 |
| SEBASTIANI SC | | | 785 | 607 | 178 | 29.32 | .05 | .04 |
| RABBITT RDG CUV | | | 781 | 519 | 262 | 50.48 | .05 | .04 |
| VME VNTG SELECT | | | 775 | 1106 | -331 | -29.93 | .05 | .08 |
| PR MICHEL CHARD | | | 772 | 840 | -68 | -8.10 | .05 | .06 |
| JEPSON CHARDNNY | | | 769 | 514 | 255 | 49.61 | .05 | .04 |
| CARTLDGE&BROWNE | | | 731 | 491 | 240 | 48.88 | .05 | .03 |
| RM WOODBRG GHST | | | 721 | | 721 | 100.00 | .05 | .00 |
| TAFT STREET MNT | | | 709 | 971 | -262 | -26.98 | .05 | .07 |
| WASHINGTON HLLS | | | 708 | 644 | 64 | 9.94 | .05 | .04 |
| BV CARNEROS RSV | | | 695 | 98 | 597 | 609.18 | .05 | .01 |
| MERRYVALE STAR | | | 694 | 629 | 65 | 10.33 | .05 | .04 |
| CHALK HLL EST B | | | 690 | 654 | 36 | 5.50 | .05 | .05 |
| BARBRSVLL CHR | | | 688 | 695 | -7 | -1.01 | .05 | .05 |
| LIBERTY SCHOOL | | | 686 | 316 | 370 | 117.09 | .05 | .02 |
| LA CREMA C CST | | | 683 | 540 | 143 | 26.48 | .05 | .04 |
| R MNDVI CARNROS | | | 673 | 638 | 35 | 5.49 | .05 | .04 |
| B HERZOG CHARD | | | 673 | 626 | 47 | 7.51 | .05 | .04 |
| BV CARNEROS | | | 669 | 959 | -290 | -30.24 | .05 | .07 |
| DUCK POND | | | 667 | 708 | -41 | -5.79 | .05 | .05 |
| ZACA MESA CHAPL | | | 662 | 767 | -105 | -13.69 | .05 | .05 |
| BENZGR SC CHARD | | | 661 | 814 | -153 | -18.80 | .05 | .06 |
| LANDMRK DMRS RS | | | 654 | 120 | 534 | 445.00 | .04 | .01 |
| DRY CREEK CHARD | | | 651 | 1072 | -421 | -39.27 | .04 | .07 |
| TREFETHEN | | | 650 | 714 | -64 | -8.96 | .04 | .05 |
| MRPHY-GOODE CHR | | | 640 | 614 | 26 | 4.23 | .04 | .04 |
| RABBT RG BRL CV | | | 636 | 1100 | -464 | -42.18 | .04 | .08 |
| STONEHEDGE CAL | | | 628 | 519 | 109 | 21.00 | .04 | .04 |
| GEYSER PEAK RR | | | 620 | 205 | 415 | 202.44 | .04 | .01 |
| FREI BROTHERS | | | 610 | 704 | -94 | -13.35 | .04 | .05 |
| GRGICH HLLS CHR | | | 577 | 524 | 53 | 10.11 | .04 | .04 |
| ST SUPERY | | | 555 | 616 | -61 | -9.90 | .04 | .04 |
| ARROWD GR ARCHR | | | 552 | 47 | 505 | 1074.47 | .04 | .00 |
| EMERILS CLS WHT | | | 551 | 52 | 499 | 959.62 | .04 | .00 |
| CAMELOT | | | 549 | 330 | 219 | 66.36 | .04 | .02 |
| ESHCOL RANCH | | | 542 | 359 | 183 | 50.97 | .04 | .02 |
| BENZGR CARNEROS | | | 539 | 620 | -81 | -13.06 | .04 | .04 |
| COMMON MAN | | | 539 | 599 | -60 | -10.02 | .04 | .04 |
| VME COASTAL | | | 513 | 730 | -217 | -29.73 | .04 | .05 |
| RUTHERFORD HILL | | | 501 | 571 | -70 | -12.26 | .03 | .04 |
| ANAPAMU | | | 497 | 560 | -63 | -11.25 | .03 | .04 |
| BUEHLER RSSN RV | | | 494 | 421 | 73 | 17.34 | .03 | .03 |
| TRAVIS MNT RIVR | | | 487 | 79 | 408 | 516.46 | .03 | .01 |
| CLOS CHARD CNRS | | | 485 | 560 | -75 | -13.39 | .03 | .03 |
| HYATT CHARDONNY | | | 484 | 222 | 262 | 118.02 | .03 | .02 |
| MANZANITA CNYON | | | 479 | 35 | 444 | 1268.57 | .03 | .00 |
| VME | | | 477 | 542 | -65 | -11.99 | .03 | .04 |
| SILVER LAKE | | | 472 | 773 | -301 | -38.94 | .03 | .05 |
| MERIDIAN EDNA V | | | 471 | 601 | -130 | -21.63 | .03 | .04 |
| JOLIESSE RSV | | | 469 | 508 | -39 | -7.68 | .03 | .04 |
| P MSN CTRY CLSC | | | 465 | 533 | -68 | -12.76 | .03 | .04 |

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

ALL STATES-1/1/03 - 12/31/03

PAGE 42

| CLASS & TYPE BRAND | AGE / PROOF | RETAIL PRICE 750ml | CASE SALES | | CASES + or - | % OF + or - | % OF TYPE | |
|-----------------------|----------------|--------------------------|------------|-----------|-----------------|----------------|-----------|-----------|
| | | | This Year | Last Year | | | This Year | Last Year |
| KD-JKSN 20TH HV | | | 464 | 622 | -158 | -25.40 | .03 | .04 |
| DE LOACH OFS RR | | | 462 | 204 | 258 | 126.47 | .03 | .01 |
| INDIGO HILLS | | | 456 | 1112 | -656 | -58.99 | .03 | .08 |
| BAREFOOT RESRVE | | | 452 | 329 | 123 | 37.39 | .03 | .02 |
| ROUND HILL CALF | | | 442 | 740 | -298 | -40.27 | .03 | .05 |
| JORDAN CHARDNNY | | | 441 | 543 | -102 | -18.78 | .03 | .04 |
| HEALDSBURG | | | 431 | 1 | 430 | ***** | .03 | .00 |
| IRONSTONE | | | 430 | 267 | 163 | 61.05 | .03 | .02 |
| SALMON CREEK | | | 428 | 25 | 403 | 1612.00 | .03 | .00 |
| VENTANA GLD STP | | | 417 | 214 | 203 | 94.86 | .03 | .01 |
| BAREFOOT RESRVE | | | 415 | 400 | 15 | 3.75 | .03 | .03 |
| LIBERTY CREEK | | | 414 | | 414 | 100.00 | .03 | .00 |
| ST CHAP CHARDNY | | | 413 | 747 | -334 | -44.71 | .03 | .05 |
| PINE RIDGE CRNS | | | 411 | 394 | 17 | 4.31 | .03 | .03 |
| RAYMOND NAP RSV | | | 411 | 274 | 137 | 50.00 | .03 | .02 |
| MACARONI GRILL | | | 399 | 319 | 80 | 25.08 | .03 | .02 |
| ACACIA CARNEROS | | | 396 | 339 | 57 | 16.81 | .03 | .02 |
| DELICATO PR SEL | | | 396 | 260 | 136 | 52.31 | .03 | .02 |
| COLUMBIA WYCKFF | | | 390 | 87 | 303 | 348.28 | .03 | .01 |
| MYSTIC CLIFFS | | | 389 | 1028 | -639 | -62.16 | .03 | .07 |
| MADISON RIDGE | | | 381 | 521 | -140 | -26.87 | .03 | .04 |
| MT WASHINGTON | | | 380 | 462 | -82 | -17.75 | .03 | .03 |
| BRNGR PRVT RSRV | | | 377 | 414 | -37 | -8.94 | .03 | .03 |
| RIVERCREST | | | 373 | 38 | 335 | 881.58 | .03 | .00 |
| GLEN ELLEN PROP | | | 372 | | 372 | 100.00 | .03 | .00 |
| MIRASSOU CHARD | | | 369 | 1017 | -648 | -63.72 | .03 | .07 |
| KUNDE ESTATE | | | 361 | 319 | 42 | 13.17 | .02 | .02 |
| JEKEL GRAVELSTN | | | 360 | 295 | 65 | 22.03 | .02 | .02 |
| PRESTON BRL FRM | | | 359 | 591 | -232 | -39.26 | .02 | .04 |
| MONTERRA | | | 356 | 197 | 159 | 80.71 | .02 | .01 |
| GUENOC CHARDNY | | | 354 | 589 | -235 | -39.90 | .02 | .04 |
| COVEY RUN BS | | | 351 | | 351 | 100.00 | .02 | .00 |
| STEELE | | | 348 | 227 | 121 | 53.30 | .02 | .02 |
| FARALLON C CST | | | 343 | 538 | -195 | -36.25 | .02 | .04 |
| CALERA C COAST | | | 337 | 33 | 304 | 921.21 | .02 | .00 |
| CHADDSFORD CHRD | | | 336 | 290 | 46 | 15.86 | .02 | .02 |
| GLORIA FER CRNS | | | 329 | 343 | -14 | -4.08 | .02 | .02 |
| CLS PGSE CRN CH | | | 318 | 252 | 66 | 26.19 | .02 | .02 |
| KENWOOD YULUPA | | | 310 | 489 | -179 | -36.61 | .02 | .03 |
| CASTLE ROCK CHR | | | 308 | 43 | 265 | 616.28 | .02 | .00 |
| ROMBAUER CARNRS | | | 305 | 251 | 54 | 21.51 | .02 | .02 |
| HOGUE GENESIS | | | 303 | 383 | -80 | -20.89 | .02 | .03 |
| PR MCH BRRL SEL | | | 303 | 268 | 35 | 13.06 | .02 | .02 |
| WATERBROOK | | | 291 | 350 | -59 | -16.86 | .02 | .02 |
| BARBRSVLLE RSRV | | | 284 | 243 | 41 | 16.87 | .02 | .02 |
| R MNDVI CHRDRS | | | 283 | 294 | -11 | -3.74 | .02 | .02 |
| ANDRETTI SELCTN | | | 282 | | 282 | 100.00 | .02 | .00 |
| CH ST NICHOLAS | | | 276 | 59 | 217 | 367.80 | .02 | .00 |
| RUTHERFORD RNCH | | | 274 | 278 | -4 | -1.44 | .02 | .02 |
| FERARI-CRNO RSV | | | 274 | 248 | 26 | 10.48 | .02 | .02 |
| ESTRELLA CHARD | | | 271 | 279 | -8 | -2.87 | .02 | .02 |
| FAR NIENTE CHRDR | | | 269 | 244 | 25 | 10.25 | .02 | .02 |
| KING ESTATE | | | 264 | 289 | -25 | -8.65 | .02 | .02 |
| SILVER RIDGE BF | | | 262 | 209 | 53 | 25.36 | .02 | .01 |
| IRON HORSE GVE | | | 258 | 87 | 171 | 196.55 | .02 | .01 |
| MONTHAVEN CSTAL | | | 257 | 23 | 234 | 1017.39 | .02 | .00 |
| BYINGTON | | | 253 | 2 | 251 | ***** | .02 | .00 |
| ESTANCIA PNNACL | | | 252 | 327 | -75 | -22.94 | .02 | .02 |
| PHELPS LOS CRNS | | | 251 | 373 | -122 | -32.71 | .02 | .03 |
| MER SOLEIL BRRL | | | 248 | 175 | 73 | 41.71 | .02 | .01 |
| HAHN ESTATES | | | 245 | 470 | -225 | -47.87 | .02 | .03 |
| CASTLE CREEK | | | 244 | 142 | 102 | 71.83 | .02 | .01 |
| WHISPERING PEAK | | | 235 | 296 | -61 | -20.61 | .02 | .02 |
| ARGYLE | | | 235 | 249 | -14 | -5.62 | .02 | .02 |
| LEAPING HORSE | | | 235 | | 235 | 100.00 | .02 | .00 |
| BADGER MNT NSA | | | 231 | | 231 | 100.00 | .02 | .00 |
| C D BOIS CLCARE | | | 229 | 236 | -7 | -2.97 | .02 | .02 |
| GROTH NAPA CHRDR | | | 229 | 219 | 10 | 4.57 | .02 | .02 |
| ZD CHARDONNAY | | | 225 | 323 | -98 | -30.34 | .02 | .02 |
| CSM INDIAN WLLS | | | 224 | 24 | 200 | 833.33 | .02 | .00 |
| MARTINI CHARD | | | 222 | 796 | -574 | -72.11 | .02 | .06 |
| PAINTER BRIDGE | | | 220 | 4 | 216 | 5400.00 | .02 | .00 |
| SONOMA CREEK | | | 218 | 664 | -446 | -67.17 | .01 | .05 |
| VME GRAND RESRV | | | 214 | 589 | -375 | -63.67 | .01 | .04 |
| ANDRETTI | | | 213 | 158 | 55 | 34.81 | .01 | .01 |
| KIONA | | | 204 | 245 | -41 | -16.73 | .01 | .02 |
| HERON | | | 202 | 284 | -82 | -28.87 | .01 | .02 |
| GLASS MOUNTAIN | | | 194 | 115 | 79 | 68.70 | .01 | .01 |
| MOUNT K CARNROS | | | 194 | | 194 | 100.00 | .01 | .00 |
| FOUR VN CEN CST | | | 193 | 55 | 138 | 250.91 | .01 | .00 |
| BOOKWALTER CHRDR | | | 192 | 465 | -273 | -58.71 | .01 | .03 |
| HRM REX-GOLIATH | | | 190 | | 190 | 100.00 | .01 | .00 |
| PACIFIC PEAK | | | 187 | | 187 | 100.00 | .01 | .00 |
| ARBOR CRST CHRDR | | | 186 | 290 | -104 | -35.86 | .01 | .02 |
| WLLMSBRG CHRDRNY | | | 186 | 173 | 13 | 7.51 | .01 | .01 |
| BEAUCANON | | | 184 | 271 | -87 | -32.10 | .01 | .02 |
| BLVDR SONMA CTY | | | 184 | 187 | -3 | -1.60 | .01 | .01 |
| MORGAN CHARDNNY | | | 178 | 161 | 17 | 10.56 | .01 | .01 |
| BV SONOMA | | | 176 | 43 | 133 | 309.30 | .01 | .00 |
| W B BRIDGMAN | | | 168 | 140 | 28 | 20.00 | .01 | .01 |
| LATAH CREEK | | | 164 | 210 | -46 | -21.90 | .01 | .01 |
| FROGS LEAP NAPA | | | 164 | 197 | -33 | -16.75 | .01 | .01 |
| FREY | | | 163 | 95 | 68 | 71.58 | .01 | .01 |

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

ALL STATES-1/1/03 - 12/31/03

PAGE 43

| CLASS & TYPE BRAND | AGE / PROOF | RETAIL PRICE 750ml | CASE SALES | | CASES + or - | % OF + or - | % OF TYPE | |
|-----------------------|----------------|--------------------------|------------|-----------|-----------------|----------------|-----------|-----------|
| | | | This Year | Last Year | | | This Year | Last Year |
| CSM CANOE RIDGE | | | 161 | 225 | -64 | -28.44 | .01 | .02 |
| SANFORD S BARB | | | 161 | 189 | -28 | -14.81 | .01 | .01 |
| MACROSTIE | | | 158 | 194 | -36 | -18.56 | .01 | .01 |
| PHELPS CHARD | | | 157 | 187 | -30 | -16.04 | .01 | .01 |
| HESS COLLECTION | | | 157 | 133 | 24 | 18.05 | .01 | .01 |
| SAINTBURY CRNRS | | | 152 | 171 | -19 | -11.11 | .01 | .01 |
| CANOE RIDGE | | | 150 | 224 | -74 | -33.04 | .01 | .02 |
| TALLEY AR GRNDE | | | 148 | 134 | 14 | 10.45 | .01 | .01 |
| HESS NAPA VALLY | | | 145 | 125 | 20 | 16.00 | .01 | .01 |
| EAGLE CANYON | | | 143 | | 143 | 100.00 | .01 | .00 |
| STONESTR SNOMA | | | 142 | 209 | -67 | -32.06 | .01 | .01 |
| PROSPERITY SB | | | 142 | 51 | 91 | 178.43 | .01 | .00 |
| MIRASSOU HRV RS | | | 141 | 321 | -180 | -56.07 | .01 | .02 |
| J LOHR EST ARYO | | | 140 | 141 | -1 | -.71 | .01 | .01 |
| CONCANNON CHRDY | | | 139 | 122 | 17 | 13.93 | .01 | .01 |
| CROSSPOINT | | | 139 | | 139 | 100.00 | .01 | .00 |
| HACIENDA CAL | | | 138 | 136 | 2 | 1.47 | .01 | .01 |
| C KRUG CHARDNNY | | | 137 | 400 | -263 | -65.75 | .01 | .03 |
| ARROWOOD CHARD | | | 136 | 153 | -17 | -11.11 | .01 | .01 |
| BERNARDUS | | | 135 | 201 | -66 | -32.84 | .01 | .01 |
| BARNRD GRFN RSV | | | 134 | 114 | 20 | 17.54 | .01 | .01 |
| HAYWOOD VNT SEL | | | 132 | 80 | 52 | 65.00 | .01 | .01 |
| SHOOTING STAR | | | 131 | 98 | 33 | 33.67 | .01 | .01 |
| CARMENET CLR SL | | | 130 | | 130 | 100.00 | .01 | .00 |
| AIX MONTEREY | | | 129 | | 129 | 100.00 | .01 | .00 |
| HEALDSBRG VCULT | | | 126 | | 126 | 100.00 | .01 | .00 |
| EOS | | | 121 | 106 | 15 | 14.15 | .01 | .01 |
| BYRON | | | 119 | 380 | -261 | -68.68 | .01 | .03 |
| BALSAMS | | | 119 | 106 | 13 | 12.26 | .01 | .01 |
| SEQUOIA CRNS NP | | | 117 | 122 | -5 | -4.10 | .01 | .01 |
| ST JEAN RBT YNG | | | 116 | 144 | -28 | -19.44 | .01 | .01 |
| CLS PGSE MTSUKO | | | 115 | 126 | -10 | -7.94 | .01 | .01 |
| DANTE | | | 112 | 171 | -59 | -34.50 | .01 | .01 |
| FOGARTY | | | 112 | 149 | -37 | -24.83 | .01 | .01 |
| RM WOODBRIDGE TO | | | 112 | 138 | -26 | -18.84 | .01 | .01 |
| WENTE RIVA RNCH | | | 112 | 49 | 63 | 128.57 | .01 | .00 |
| STAGS' LEAP | | | 111 | 209 | -98 | -46.89 | .01 | .01 |
| AUTUMN HILL CHR | | | 110 | 135 | -25 | -18.52 | .01 | .01 |
| SEVEN PEAKS CC | | | 110 | 19 | 91 | 478.95 | .01 | .00 |
| AU BON CLIMAT | | | 108 | 90 | 18 | 20.00 | .01 | .01 |
| SAWTOOTH | | | 108 | 12 | 96 | 800.00 | .01 | .00 |
| SALMON RUN CHRD | | | 103 | 38 | 65 | 171.05 | .01 | .00 |
| FARRELL RSSN RV | | | 103 | 19 | 84 | 442.11 | .01 | .00 |
| MARCELINA | | | 102 | 134 | -32 | -23.88 | .01 | .01 |
| CSM RESERVE | | | 101 | 529 | -428 | -80.91 | .01 | .04 |
| MATANZS CRK SNM | | | 101 | 188 | -87 | -46.28 | .01 | .01 |
| ROCKBRIDGE | | | 99 | 127 | -28 | -22.05 | .01 | .01 |
| TAGARIS CHARDNY | | | 99 | | 99 | 100.00 | .01 | .00 |
| CLS PEGASE CHRD | | | 97 | 100 | -3 | -3.00 | .01 | .01 |
| PEPI NAPA | | | 95 | 122 | -27 | -22.13 | .01 | .01 |
| CH MNTLNA NPA V | | | 94 | 53 | 41 | 77.36 | .01 | .00 |
| ATLAS PEAK | | | 93 | 48 | 45 | 93.75 | .01 | .00 |
| HEITZ CHARDNY | | | 92 | 153 | -61 | -39.87 | .01 | .01 |
| TRINCHRO FAM SL | | | 92 | 76 | 16 | 21.05 | .01 | .01 |
| SALMON HARBR RS | | | 90 | 40 | 50 | 125.00 | .01 | .00 |
| BOUCHAINE CRNRS | | | 89 | 120 | -31 | -25.83 | .01 | .01 |
| SANFORD CHRD BS | | | 88 | 160 | -72 | -45.00 | .01 | .01 |
| GORDN BRO EST G | | | 88 | 96 | -8 | -8.33 | .01 | .01 |
| NEYERS NAPA VLY | | | 87 | 65 | 22 | 33.85 | .01 | .00 |
| CHPPLT CHARDNAY | | | 86 | 79 | 7 | 8.86 | .01 | .01 |
| WILLAMETTE VLLY | | | 86 | 78 | 8 | 10.26 | .01 | .01 |
| ARTESA CARNEROS | | | 86 | 48 | 38 | 79.17 | .01 | .00 |
| CANYON OAKS | | | 85 | | 85 | 100.00 | .01 | .00 |
| BADGER MOUNTAIN | | | 84 | 77 | 7 | 9.09 | .01 | .01 |
| SHALE RIDGE | | | 83 | 54 | 29 | 53.70 | .01 | .00 |
| BELVEDERE SC | | | 82 | 257 | -175 | -68.09 | .01 | .02 |
| SILVER LAKE RSV | | | 82 | | 82 | 100.00 | .01 | .00 |
| MORRO BAY VNYDS | | | 81 | 74 | 7 | 9.46 | .01 | .01 |
| FLOWER SN COAST | | | 81 | 41 | 40 | 97.56 | .01 | .00 |
| SAN JUAN VNYRDS | | | 81 | 9 | 72 | 800.00 | .01 | .00 |
| CSM COLD CREEK | | | 80 | 111 | -31 | -27.93 | .01 | .01 |
| CLOS LA CHANCE | | | 79 | 45 | 34 | 75.56 | .01 | .00 |
| SEVENTH MOON | | | 79 | | 79 | 100.00 | .01 | .00 |
| RABBITT RDG SNM | | | 78 | 606 | -528 | -87.13 | .01 | .04 |
| NAPA RIDGE NAPA | | | 78 | 4 | 74 | 1850.00 | .01 | .00 |
| FREY BIODYNAMIC | | | 76 | 85 | -9 | -10.59 | .01 | .01 |
| CHALONE EST CHR | | | 76 | 81 | -5 | -6.17 | .01 | .01 |
| SILVERADO CRNRS | | | 76 | 10 | 66 | 660.00 | .01 | .00 |
| EDLA HILLS | | | 75 | 45 | 30 | 66.67 | .01 | .00 |
| SNMA CUTRER CHR | | | 74 | 92 | -18 | -19.57 | .01 | .01 |
| CALERA CHARD | | | 74 | 89 | -15 | -16.85 | .01 | .01 |
| VALLEY OF MOON | | | 74 | 80 | -6 | -7.50 | .01 | .01 |
| SARAH LANE | | | 74 | | 74 | 100.00 | .01 | .00 |
| CECCHTTI-SBSTNI | | | 71 | 127 | -56 | -44.09 | .00 | .01 |
| SEVEN PEAKS EV | | | 70 | 216 | -146 | -67.59 | .00 | .02 |
| REINDEER RANCH | | | 69 | 110 | -41 | -37.27 | .00 | .01 |
| PATZ & HALL NPA | | | 69 | 75 | -6 | -8.00 | .00 | .01 |
| ACACIA CHARDNNY | | | 69 | 68 | 1 | 1.47 | .00 | .00 |
| CLOS D LA REINE | | | 68 | 111 | -43 | -38.74 | .00 | .01 |
| GNDLCH BND CHRD | | | 68 | 110 | -42 | -38.18 | .00 | .01 |
| GALLO SNMA LGNA | | | 68 | 97 | -29 | -29.90 | .00 | .01 |
| TURNING LF SP S | | | 68 | 93 | -25 | -26.88 | .00 | .01 |
| MONTEREY VNEYRD | | | 68 | 87 | -19 | -21.84 | .00 | .01 |

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

ALL STATES-1/1/03 - 12/31/03

PAGE 44

| CLASS & TYPE BRAND | AGE / PROOF | RETAIL PRICE 750ml | CASE SALES | | CASES + or - | % OF + or - | % OF TYPE | |
|-----------------------|----------------|--------------------------|------------|-----------|-----------------|----------------|-----------|-----------|
| | | | This Year | Last Year | | | This Year | Last Year |
| FISHR COACH INS | | | 68 | 70 | -2 | -2.86 | .00 | .00 |
| INGLSDE PLNTATN | | | 67 | 71 | -4 | -5.63 | .00 | .00 |
| RAMEY RSSN RIVR | | | 67 | 48 | 19 | 39.58 | .00 | .00 |
| FRMK ABBY CHARD | | | 66 | 227 | -161 | -70.93 | .00 | .02 |
| PHILIPPE LORRANE | | | 66 | 94 | -28 | -29.79 | .00 | .01 |
| CHALONE CHRDNNY | | | 64 | 81 | -17 | -20.99 | .00 | .01 |
| WINE WORK ORGNC | | | 63 | 115 | -52 | -45.22 | .00 | .01 |
| BLVDR RSN RV CH | | | 63 | 96 | -33 | -34.38 | .00 | .01 |
| CHEHALEM ESTATE | | | 63 | 5 | 58 | 1160.00 | .00 | .00 |
| SNAKE RIVER | | | 63 | | 63 | 100.00 | .00 | .00 |
| TALLEY RINCON | | | 62 | 60 | 2 | 3.33 | .00 | .00 |
| HARTFD CT SNOMA | | | 62 | 21 | 41 | 195.24 | .00 | .00 |
| JEWEL COLLCTION | | | 61 | | 61 | 100.00 | .00 | .00 |
| STAGS LP CHR RS | | | 60 | 86 | -26 | -30.23 | .00 | .01 |
| USM BY EOS | | | 59 | 71 | -12 | -16.90 | .00 | .00 |
| PATZ & HLL DTTN | | | 59 | 69 | -10 | -14.49 | .00 | .00 |
| WLLMSBRG ACT 12 | | | 59 | 64 | -5 | -7.81 | .00 | .00 |
| DOMAINE NAPA | | | 59 | 2 | 57 | 2850.00 | .00 | .00 |
| REDWOOD CRK SEL | | | 59 | | 59 | 100.00 | .00 | .00 |
| PAUL MASSON | | | 58 | 542 | -484 | -89.30 | .00 | .04 |
| NEWTON RED LABL | | | 58 | 52 | 6 | 11.54 | .00 | .00 |
| HEITZ NAPA CHR | | | 56 | 51 | 5 | 9.80 | .00 | .00 |
| STERLING WNY LK | | | 56 | 38 | 18 | 47.37 | .00 | .00 |
| CLOVR HLL CHARD | | | 56 | 31 | 25 | 80.65 | .00 | .00 |
| PORTEUS CHRDNY | | | 55 | 72 | -17 | -23.61 | .00 | .01 |
| AUTUMN HILL BS | | | 55 | 62 | -7 | -11.29 | .00 | .00 |
| BUENA VISTA CAL | | | 55 | 48 | 7 | 14.58 | .00 | .00 |
| SEBASTNI DUTTON | | | 54 | 68 | -14 | -20.59 | .00 | .00 |
| SHAFFER RD SHLDR | | | 53 | 47 | 6 | 12.77 | .00 | .00 |
| GAN EDEN | | | 53 | 38 | 15 | 39.47 | .00 | .00 |
| NEYERS CARNEROS | | | 53 | 11 | 42 | 381.82 | .00 | .00 |
| FRANZIA | | | 52 | 809 | -757 | -93.57 | .00 | .06 |
| FRANCSCN CV SVG | | | 52 | 40 | 12 | 30.00 | .00 | .00 |
| TALBOTT | | | 51 | 54 | -3 | -5.56 | .00 | .00 |
| APOYO SONOMA | | | 51 | | 51 | 100.00 | .00 | .00 |
| CH DIANA MONT | | | 50 | 78 | -28 | -35.90 | .00 | .01 |
| CUT-SNMA L PRRE | | | 50 | 53 | -3 | -5.66 | .00 | .00 |
| MINER NAPA | | | 50 | 48 | 2 | 4.17 | .00 | .00 |
| HANNA | | | 50 | 32 | 18 | 56.25 | .00 | .00 |
| COLUMBIA OTIS V | | | 50 | 22 | 28 | 127.27 | .00 | .00 |
| BYRON S MARIA | | | 50 | 8 | 42 | 525.00 | .00 | .00 |
| POPPY HILL | | | 50 | 6 | 44 | 733.33 | .00 | .00 |
| BUFFALO RIDGE | | | 50 | | 50 | 100.00 | .00 | .00 |
| TRINCHERO MARIO | | | 49 | 90 | -41 | -45.56 | .00 | .01 |
| CAKEBREAD RESRV | | | 49 | 45 | 4 | 8.89 | .00 | .00 |
| GALLO SNMA STEF | | | 49 | 34 | 15 | 44.12 | .00 | .00 |
| JORY EL NINO | | | 48 | 66 | -18 | -27.27 | .00 | .00 |
| BABCOCK S BRBRA | | | 48 | 30 | 18 | 60.00 | .00 | .00 |
| SHAFFER CHARDNY | | | 47 | 45 | 2 | 4.44 | .00 | .00 |
| MT EDEN CHD EST | | | 47 | 43 | 4 | 9.30 | .00 | .00 |
| IVAN TAMAS | | | 47 | 40 | 7 | 17.50 | .00 | .00 |
| NITTANY MOUNTN | | | 47 | 35 | 12 | 34.29 | .00 | .00 |
| ALEXANDR VALLEY | | | 47 | 34 | 13 | 38.24 | .00 | .00 |
| C D BOIS FLNTWD | | | 47 | 34 | 13 | 38.24 | .00 | .00 |
| KNDL JKSN S CST | | | 47 | 14 | 33 | 235.71 | .00 | .00 |
| FLORA SPRNG CHR | | | 46 | 93 | -47 | -50.54 | .00 | .01 |
| TALLEY OLIVER | | | 46 | 66 | -20 | -30.30 | .00 | .00 |
| HORTON CHARDNNY | | | 46 | 66 | -20 | -30.30 | .00 | .00 |
| SAINTSBURY CHR | | | 46 | 48 | -2 | -4.17 | .00 | .00 |
| EDMEADES CHRDNY | | | 45 | 53 | -8 | -15.09 | .00 | .00 |
| MT EDEN MCGREGR | | | 45 | 20 | 25 | 125.00 | .00 | .00 |
| ARGYLE NUTHOUSE | | | 45 | 10 | 35 | 350.00 | .00 | .00 |
| TULOCAY WLD HRS | | | 45 | | 45 | 100.00 | .00 | .00 |
| SANTA BARBARA | | | 44 | 44 | | .00 | .00 | .00 |
| P RIDGE STAG LP | | | 44 | 40 | 4 | 10.00 | .00 | .00 |
| ZABACO RNCHO RR | | | 43 | 58 | -15 | -25.86 | .00 | .00 |
| STONERIDGE BF | | | 43 | 54 | -11 | -20.37 | .00 | .00 |
| RUDD RUSSN RIVR | | | 43 | 45 | -2 | -4.44 | .00 | .00 |
| TESTRSSA CSTLLO | | | 43 | 12 | 31 | 258.33 | .00 | .00 |
| SEBASTNI RSN RV | | | 41 | 32 | 9 | 28.13 | .00 | .00 |
| OASIS CHARDNNA | | | 40 | 25 | 15 | 60.00 | .00 | .00 |
| TULOCAY DUBLE T | | | 40 | | 40 | 100.00 | .00 | .00 |
| MERRYVALE DUTTN | | | 39 | 46 | -7 | -15.22 | .00 | .00 |
| ST JEAN BLL TRR | | | 39 | 39 | | .00 | .00 | .00 |
| PRESQUE ISLE | | | 39 | 38 | 1 | 2.63 | .00 | .00 |
| PINE RIDGE DUON | | | 39 | 26 | 13 | 50.00 | .00 | .00 |
| RAMEY HUDSN VYD | | | 39 | 23 | 16 | 69.57 | .00 | .00 |
| ELK RUN CHARD | | | 38 | 34 | 4 | 11.76 | .00 | .00 |
| FESS PARKER FOX | | | 38 | 22 | 16 | 72.73 | .00 | .00 |
| FROG LEAP CRNRS | | | 38 | | 38 | 100.00 | .00 | .00 |
| C D BOIS GARCIA | | | 38 | | 38 | 100.00 | .00 | .00 |
| LINCOURT | | | 37 | 40 | -3 | -7.50 | .00 | .00 |
| ST FRANCIS RSRV | | | 37 | 33 | 4 | 12.12 | .00 | .00 |
| CHADDSFORD SEL | | | 36 | 38 | -2 | -5.26 | .00 | .00 |
| VINE CLIFF | | | 36 | 28 | 8 | 28.57 | .00 | .00 |
| APEX | | | 35 | 85 | -50 | -58.82 | .00 | .01 |
| RHP TOAST HD MX | | | 35 | 73 | -38 | -52.05 | .00 | .01 |
| FLORA SPG BARRL | | | 35 | 27 | 8 | 29.63 | .00 | .00 |
| BERINGER SBRGIA | | | 35 | 10 | 25 | 250.00 | .00 | .00 |
| TRYPTIC WLA WLA | | | 34 | 106 | -72 | -67.92 | .00 | .01 |
| MERRYVALE RESRV | | | 34 | 62 | -28 | -45.16 | .00 | .00 |
| ACCENTS | | | 34 | 32 | 2 | 6.25 | .00 | .00 |
| BANDIERA COASTL | | | 34 | 32 | 2 | 6.25 | .00 | .00 |

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

ALL STATES-1/1/03 - 12/31/03

PAGE 45

| CLASS & TYPE BRAND | AGE / PROOF | RETAIL PRICE 750ml | CASE SALES | | CASES + or - | % OF + or - | % OF TYPE | |
|-----------------------|----------------|--------------------------|------------|-----------|-----------------|----------------|-----------|-----------|
| | | | This Year | Last Year | | | This Year | Last Year |
| VENTANA CHARD | | | 34 | 29 | 5 | 17.24 | .00 | .00 |
| CH MNTLNA CLSTG | | | 34 | 26 | 8 | 30.77 | .00 | .00 |
| NEWTON UNFILTRD | | | 34 | 19 | 15 | 78.95 | .00 | .00 |
| RIDGE CST RANGE | | | 34 | | 34 | 100.00 | .00 | .00 |
| CROW CANYON | | | 33 | 56 | -23 | -41.07 | .00 | .00 |
| SIMI CHARD RSRV | | | 33 | 52 | -19 | -36.54 | .00 | .00 |
| SCHUG CARNEROS | | | 33 | 35 | -2 | -5.71 | .00 | .00 |
| HOLIDAY RESERVE | | | 33 | 11 | 22 | 200.00 | .00 | .00 |
| BILTMORE | | | 33 | 9 | 24 | 266.67 | .00 | .00 |
| TORRES MARIMAR | | | 32 | 39 | -7 | -17.95 | .00 | .00 |
| OASIS DOGWOOD | | | 32 | 19 | 13 | 68.42 | .00 | .00 |
| PAHLMAYER NAPA | | | 32 | 19 | 13 | 68.42 | .00 | .00 |
| SADDLEBACK | | | 31 | 44 | -13 | -29.55 | .00 | .00 |
| BARKAN CLASSIC | | | 31 | 17 | 14 | 82.35 | .00 | .00 |
| LIPARITA | | | 30 | 127 | -97 | -76.38 | .00 | .01 |
| KENWOOD RSV SON | | | 30 | 30 | | .00 | .00 | .00 |
| DRY CRK CHRDRS | | | 30 | 29 | 1 | 3.45 | .00 | .00 |
| KISTLER CARNROS | | | 29 | 60 | -31 | -51.67 | .00 | .00 |
| SAND CASTLE | | | 29 | 31 | -2 | -6.45 | .00 | .00 |
| PINNACLES | | | 29 | 29 | | .00 | .00 | .00 |
| VAN ASPEREN | | | 28 | 71 | -43 | -60.56 | .00 | .00 |
| LA FERME CALIF | | | 28 | 36 | -8 | -22.22 | .00 | .00 |
| MONT ST JOHN CH | | | 28 | 27 | 1 | 3.70 | .00 | .00 |
| CANYON WIND COL | | | 28 | 25 | 3 | 12.00 | .00 | .00 |
| P MSSN VN SL CH | | | 28 | 21 | 7 | 33.33 | .00 | .00 |
| MILLN DL CW BAR | | | 28 | | 28 | 100.00 | .00 | .00 |
| HYATT RESERVE | | | 27 | 49 | -22 | -44.90 | .00 | .00 |
| GALLO EJ ESTATE | | | 27 | 38 | -11 | -28.95 | .00 | .00 |
| ARROWOOD RESERVE | | | 27 | 23 | 4 | 17.39 | .00 | .00 |
| WLLMSBRG VNT RS | | | 27 | 18 | 9 | 50.00 | .00 | .00 |
| BELVEDERE RRV | | | 27 | 2 | 25 | 1250.00 | .00 | .00 |
| BITNER | | | 27 | | 27 | 100.00 | .00 | .00 |
| HELLS CANYON | | | 27 | | 27 | 100.00 | .00 | .00 |
| STEVENOT GR RSV | | | 26 | 96 | -70 | -72.92 | .00 | .01 |
| MOUNTN VIEW CHR | | | 26 | 36 | -10 | -27.78 | .00 | .00 |
| LOLONIS CHARD | | | 26 | 17 | 9 | 52.94 | .00 | .00 |
| STAGLIN FAMILY | | | 26 | 11 | 15 | 136.36 | .00 | .00 |
| INGLNOK PS TOGL | | | 25 | 46 | -21 | -45.65 | .00 | .00 |
| L'ECOLE # 41 | | | 25 | 35 | -10 | -28.57 | .00 | .00 |
| KISTLER CH SNMA | | | 25 | 26 | -1 | -3.85 | .00 | .00 |
| GEYSER PEAK RSV | | | 25 | 22 | 3 | 13.64 | .00 | .00 |
| COL RESERVE | | | 25 | 21 | 4 | 19.05 | .00 | .00 |
| CH SOUVRN WNMKR | | | 25 | 4 | 21 | 525.00 | .00 | .00 |
| MCMANIS | | | 25 | | 25 | 100.00 | .00 | .00 |
| POZZAN SPEC RSV | | | 25 | | 25 | 100.00 | .00 | .00 |
| INDIAN CREEK | | | 25 | | 25 | 100.00 | .00 | .00 |
| PASTEL | | | 24 | 29 | -5 | -17.24 | .00 | .00 |
| SELBY | | | 24 | 28 | -4 | -14.29 | .00 | .00 |
| ALCOTT RIDGE | | | 24 | 16 | 8 | 50.00 | .00 | .00 |
| PAUL HBBS RCHRD | | | 24 | 9 | 15 | 166.67 | .00 | .00 |
| GAINNEY VYD CHRDR | | | 24 | | 24 | 100.00 | .00 | .00 |
| GUND BND RHNFRM | | | 24 | | 24 | 100.00 | .00 | .00 |
| SCHUG SONOMA | | | 23 | 49 | -26 | -53.06 | .00 | .00 |
| L'ECOLE | | | 23 | 22 | 1 | 4.55 | .00 | .00 |
| MONTINORE | | | 23 | 4 | 19 | 475.00 | .00 | .00 |
| BARKAN RESERVE | | | 23 | 1 | 22 | 2200.00 | .00 | .00 |
| HOGUE CHRDR RSRV | | | 23 | | 23 | 100.00 | .00 | .00 |
| ESTANCIA RESERV | | | 22 | 60 | -38 | -63.33 | .00 | .00 |
| RAMEY CARNEROS | | | 22 | 32 | -10 | -31.25 | .00 | .00 |
| LAMBERT BRIDGE | | | 22 | 32 | -10 | -31.25 | .00 | .00 |
| GEYSR PEAK RCCI | | | 22 | 14 | 8 | 57.14 | .00 | .00 |
| JAMES RIVER | | | 22 | | 22 | 100.00 | .00 | .00 |
| CATERINA | | | 21 | 83 | -62 | -74.70 | .00 | .01 |
| BRIDGVW BLUE MN | | | 21 | 31 | -10 | -32.26 | .00 | .00 |
| SINSKEY CARNROS | | | 21 | 31 | -10 | -32.26 | .00 | .00 |
| MIDNIGHT CELLRS | | | 21 | 27 | -6 | -22.22 | .00 | .00 |
| MONTICELLO EST | | | 21 | 25 | -4 | -16.00 | .00 | .00 |
| KEENAN NAPA VLY | | | 21 | 9 | 12 | 133.33 | .00 | .00 |
| BURGESS TRIERE | | | 20 | 52 | -32 | -61.54 | .00 | .00 |
| LORANE VALLEY | | | 20 | 24 | -4 | -16.67 | .00 | .00 |
| STARGAZERS | | | 20 | 22 | -2 | -9.09 | .00 | .00 |
| STERLING RESERVE | | | 20 | 9 | 11 | 122.22 | .00 | .00 |
| PHELPS OVATION | | | 20 | 8 | 12 | 150.00 | .00 | .00 |
| ROCHIOLI CHRDRY | | | 20 | 7 | 13 | 185.71 | .00 | .00 |
| MAZZOCCO RVR LN | | | 20 | 7 | 13 | 185.71 | .00 | .00 |
| WRIGHT K CELILO | | | 20 | 5 | 15 | 300.00 | .00 | .00 |
| AVERY LANE | | | 20 | | 20 | 100.00 | .00 | .00 |
| DR FRANK | | | 19 | 121 | -102 | -84.30 | .00 | .01 |
| ST CLEMENT | | | 19 | 26 | -7 | -26.92 | .00 | .00 |
| WEINSTOCK | | | 19 | 16 | 3 | 18.75 | .00 | .00 |
| FOX LEAP | | | 19 | 13 | 6 | 46.15 | .00 | .00 |
| ST CLEMENT ABBT | | | 19 | 10 | 9 | 90.00 | .00 | .00 |
| NEWTON SPCL CUV | | | 19 | 8 | 11 | 137.50 | .00 | .00 |
| NOVELLA C COAST | | | 19 | 3 | 16 | 533.33 | .00 | .00 |
| PONZI RESERVE | | | 18 | 102 | -84 | -82.35 | .00 | .01 |
| GUENOC MGOON UF | | | 18 | 38 | -20 | -52.63 | .00 | .00 |
| J RUSSN RVR VLY | | | 18 | 36 | -18 | -50.00 | .00 | .00 |
| DOM DROUHIN | | | 18 | 10 | 8 | 80.00 | .00 | .00 |
| WHITE OAK | | | 18 | | 18 | 100.00 | .00 | .00 |
| J LHR VSTA ARYO | | | 17 | 59 | -42 | -71.19 | .00 | .00 |
| STAG LP BKSTFFR | | | 17 | 12 | 5 | 41.67 | .00 | .00 |
| ZD CHARD RESERVE | | | 16 | 46 | -30 | -65.22 | .00 | .00 |
| LEWIS SONOMA | | | 16 | 28 | -12 | -42.86 | .00 | .00 |

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

ALL STATES-1/1/03 - 12/31/03

PAGE 46

| CLASS & TYPE BRAND | AGE / PROOF | RETAIL PRICE 750ml | CASE SALES | | CASES + or - | % OF + or - | % OF TYPE | |
|-----------------------|----------------|--------------------------|------------|-----------|-----------------|----------------|-----------|-----------|
| | | | This Year | Last Year | | | This Year | Last Year |
| TREFTHN LBRY SL | | | 16 | 19 | -3 | -15.79 | .00 | .00 |
| CALERA EL NINO | | | 16 | 14 | 2 | 14.29 | .00 | .00 |
| QUPE SANTA BARB | | | 16 | 2 | 14 | 700.00 | .00 | .00 |
| HDV HYDE VINYRD | | | 16 | | 16 | 100.00 | .00 | .00 |
| BURGESS | | | 15 | 157 | -142 | -90.45 | .00 | .01 |
| MAYACAMAS CHARD | | | 15 | 26 | -11 | -42.31 | .00 | .00 |
| COHN CARNEROS | | | 15 | 6 | 9 | 150.00 | .00 | .00 |
| MAYO LAUREL HLL | | | 15 | 4 | 11 | 275.00 | .00 | .00 |
| SEQUOIA SON CHR | | | 15 | 3 | 12 | 400.00 | .00 | .00 |
| COOPER VINEYARD | | | 15 | | 15 | 100.00 | .00 | .00 |
| BYRON EST BYRON | | | 14 | 54 | -40 | -74.07 | .00 | .00 |
| PEDRNCLLI CHARD | | | 14 | 51 | -37 | -72.55 | .00 | .00 |
| RED PARKA PUB | | | 14 | 41 | -27 | -65.85 | .00 | .00 |
| CUVAISON RESRVE | | | 14 | 19 | -5 | -26.32 | .00 | .00 |
| ALDERBROOK | | | 14 | 14 | | .00 | .00 | .00 |
| PLUMPJACK CH RS | | | 14 | 9 | 5 | 55.56 | .00 | .00 |
| NEWTON CHARDNAY | | | 14 | 8 | 6 | 75.00 | .00 | .00 |
| ROSEBLM OAK RSV | | | 14 | 8 | 8 | 133.33 | .00 | .00 |
| TWOTONE FARM | | | 14 | | 14 | 100.00 | .00 | .00 |
| BIANCHI BRRL FM | | | 13 | 60 | -47 | -78.33 | .00 | .00 |
| HANDLEY ANDERSN | | | 13 | 18 | -5 | -27.78 | .00 | .00 |
| SEQUOIA ESTATE | | | 13 | 18 | -5 | -27.78 | .00 | .00 |
| PAUL HOBBS RRV | | | 13 | 18 | -5 | -27.78 | .00 | .00 |
| MERIDIAN | | | 13 | 17 | -4 | -23.53 | .00 | .00 |
| AU BN CLMT NUIT | | | 13 | 12 | 1 | 8.33 | .00 | .00 |
| SONOMA-LOEB RSV | | | 13 | 5 | 8 | 160.00 | .00 | .00 |
| PEDRNCLLI JHNSN | | | 13 | 5 | 8 | 160.00 | .00 | .00 |
| CARPE DIEM | | | 13 | 4 | 9 | 225.00 | .00 | .00 |
| FAR NIENTE EB | | | 13 | 3 | 10 | 333.33 | .00 | .00 |
| KIONA RESERVE | | | 12 | 41 | -29 | -70.73 | .00 | .00 |
| DUNNEWD DRY SLK | | | 12 | 30 | -18 | -60.00 | .00 | .00 |
| MERRYVLE SLHTTE | | | 12 | 18 | -6 | -33.33 | .00 | .00 |
| NAKED MOUNTAIN | | | 12 | 12 | | .00 | .00 | .00 |
| LAZY CREEK | | | 12 | 10 | 2 | 20.00 | .00 | .00 |
| TESTRSSA MCHAUD | | | 12 | 9 | 3 | 33.33 | .00 | .00 |
| SMTHBRDGE TIERA | | | 12 | 7 | 5 | 71.43 | .00 | .00 |
| ADELSHEIM | | | 12 | 5 | 7 | 140.00 | .00 | .00 |
| WILD HARE | | | 12 | | 12 | 100.00 | .00 | .00 |
| FARRELL RCHIOLI | | | 12 | | 12 | 100.00 | .00 | .00 |
| LONG RDG GRV CH | | | 12 | | 12 | 100.00 | .00 | .00 |
| HEALDSBURG CSTL | | | 12 | | 12 | 100.00 | .00 | .00 |
| KNDL-JKSN MNTRY | | | 11 | 22 | -11 | -50.00 | .00 | .00 |
| FISHER CHRDNRY | | | 11 | 22 | -11 | -50.00 | .00 | .00 |
| STONE HORSE | | | 11 | 19 | -8 | -42.11 | .00 | .00 |
| FOLEY SNTA MRIA | | | 11 | 6 | 5 | 83.33 | .00 | .00 |
| PATZ & HALL WR | | | 11 | 5 | 6 | 120.00 | .00 | .00 |
| FISHER WHITNEY | | | 11 | 4 | 7 | 175.00 | .00 | .00 |
| BUEHLER | | | 11 | | 11 | 100.00 | .00 | .00 |
| ARROW CREEK | | | 11 | | 11 | 100.00 | .00 | .00 |
| GOOSECROSS CHR | | | 10 | 39 | -29 | -74.36 | .00 | .00 |
| MIRASSOU SHWCE | | | 10 | 27 | -17 | -62.96 | .00 | .00 |
| DMNE ST GEO CHR | | | 10 | 26 | -16 | -61.54 | .00 | .00 |
| COSENTINO CHARD | | | 10 | 21 | -11 | -52.38 | .00 | .00 |
| TERRY RANCH | | | 10 | 15 | -5 | -33.33 | .00 | .00 |
| ROMBAUER CHRDNRY | | | 10 | 14 | -4 | -28.57 | .00 | .00 |
| WILDHRST CLR LK | | | 10 | 13 | -3 | -23.08 | .00 | .00 |
| KUNDE C S RIDGE | | | 10 | | 10 | 100.00 | .00 | .00 |
| TESSERA | | | 9 | 380 | -371 | -97.63 | .00 | .03 |
| POWERS | | | 9 | 26 | -17 | -65.38 | .00 | .00 |
| KING ESTATE RSV | | | 9 | 20 | -11 | -55.00 | .00 | .00 |
| CATOCTIN CHRDNRY | | | 9 | 13 | -4 | -30.77 | .00 | .00 |
| KUNDE WILDWOOD | | | 9 | 12 | -3 | -25.00 | .00 | .00 |
| STEELE BN NACDO | | | 9 | 9 | | .00 | .00 | .00 |
| MRPHY GDE AV RS | | | 9 | 6 | 3 | 50.00 | .00 | .00 |
| MINER WILDYEAST | | | 9 | 1 | 8 | 800.00 | .00 | .00 |
| JAMES RIVER RSV | | | 9 | | 9 | 100.00 | .00 | .00 |
| STUHLMULLER | | | 9 | | 9 | 100.00 | .00 | .00 |
| SAVONA | | | 8 | 58 | -50 | -86.21 | .00 | .00 |
| WHITEHALL CHRDRY | | | 8 | 38 | -30 | -78.95 | .00 | .00 |
| CLOS CHARD | | | 8 | 23 | -15 | -65.22 | .00 | .00 |
| SUNDANCE CLFRNA | | | 8 | 19 | -11 | -57.89 | .00 | .00 |
| DEHLINGER CHARD | | | 8 | 15 | -7 | -46.67 | .00 | .00 |
| BOORDY | | | 8 | 12 | -4 | -33.33 | .00 | .00 |
| HANZELL | | | 8 | 12 | -4 | -33.33 | .00 | .00 |
| WOODWARD CANYON | | | 8 | 11 | -3 | -27.27 | .00 | .00 |
| CINNABAR | | | 8 | 7 | 1 | 14.29 | .00 | .00 |
| BRIDGEVW OREGON | | | 8 | 4 | 4 | 100.00 | .00 | .00 |
| DOMAINE CHANDON | | | 8 | | 8 | 100.00 | .00 | .00 |
| ESSER CELLARS | | | 8 | | 8 | 100.00 | .00 | .00 |
| PEACHY CANYON | | | 8 | | 8 | 100.00 | .00 | .00 |
| PARMA RIDGE | | | 8 | | 8 | 100.00 | .00 | .00 |
| KUNDE KINYBROOK | | | 7 | 29 | -22 | -75.86 | .00 | .00 |
| RAMEY HYDE VYD | | | 7 | 23 | -16 | -69.57 | .00 | .00 |
| FRMK ABBY CARPY | | | 7 | 18 | -11 | -61.11 | .00 | .00 |
| BABCOCK GRND CV | | | 7 | 16 | -9 | -56.25 | .00 | .00 |
| RAVNSWD SANGCMO | | | 7 | 16 | -9 | -56.25 | .00 | .00 |
| BONAIR | | | 7 | 14 | -7 | -50.00 | .00 | .00 |
| ADASTRA CARNROS | | | 7 | 14 | -7 | -50.00 | .00 | .00 |
| STEELE GOODCHLD | | | 7 | 9 | -2 | -22.22 | .00 | .00 |
| FOLIE PETITE | | | 7 | 8 | -1 | -12.50 | .00 | .00 |
| FOXEN | | | 7 | 7 | | .00 | .00 | .00 |
| CHEHALEM IAN RS | | | 7 | 5 | 2 | 40.00 | .00 | .00 |
| LEWIS CHRDR R RV | | | 7 | 4 | 3 | 75.00 | .00 | .00 |

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

ALL STATES-1/1/03 - 12/31/03

PAGE 47

| CLASS & TYPE BRAND | AGE / PROOF | RETAIL PRICE 750ml | CASE SALES | | CASES + or - | % OF + or - | % OF TYPE | |
|-----------------------|----------------|--------------------------|------------|-----------|-----------------|----------------|-----------|-----------|
| | | | This Year | Last Year | | | This Year | Last Year |
| DARIOUSH SIG CH | | | 7 | 3 | 4 | 133.33 | .00 | .00 |
| BUEHLER RR RSRV | | | 7 | | 7 | 100.00 | .00 | .00 |
| Q SONOMA COUNTY | | | 7 | | 7 | 100.00 | .00 | .00 |
| FIRESTONE C CST | | | 7 | | 7 | 100.00 | .00 | .00 |
| CORBITT CNYN DEC | | | 6 | 78 | -72 | -92.31 | .00 | .01 |
| HOODSPORT CHARD | | | 6 | 57 | -51 | -89.47 | .00 | .00 |
| SANFORD EB S&B | | | 6 | 18 | -12 | -66.67 | .00 | .00 |
| OPTIMA | | | 6 | 16 | -10 | -62.50 | .00 | .00 |
| QUAIL RIDGE CHR | | | 6 | 14 | -8 | -57.14 | .00 | .00 |
| AU BON CLMT S&B | | | 6 | 11 | -5 | -45.45 | .00 | .00 |
| STEELE CUVEE | | | 6 | 10 | -4 | -40.00 | .00 | .00 |
| DE LOACH OLIVET | | | 6 | 10 | -4 | -40.00 | .00 | .00 |
| NEYERS EL NVLRO | | | 6 | 5 | 1 | 20.00 | .00 | .00 |
| MAYO BRL SL U/F | | | 6 | 5 | 1 | 20.00 | .00 | .00 |
| HAGAFEN CHARDNY | | | 6 | 5 | 1 | 20.00 | .00 | .00 |
| AU BN CLMT RITA | | | 6 | 5 | 1 | 20.00 | .00 | .00 |
| BYRON EST S MDR | | | 6 | 5 | 1 | 20.00 | .00 | .00 |
| BYRON NIELSON | | | 6 | 3 | 3 | 100.00 | .00 | .00 |
| MAYO HILLS SD SEL | | | 6 | 2 | 4 | 200.00 | .00 | .00 |
| STEELE LOLONIS | | | 6 | 1 | 5 | 500.00 | .00 | .00 |
| COVEY RN RSV BS | | | 5 | 215 | -210 | -97.67 | .00 | .01 |
| DAVID ARTHUR RS | | | 5 | 73 | -68 | -93.15 | .00 | .01 |
| IRON HORSE CHRD | | | 5 | 36 | -31 | -86.11 | .00 | .00 |
| ARGYLE RESERVE | | | 5 | 24 | -19 | -79.17 | .00 | .00 |
| GIRARD CHARD | | | 5 | 23 | -18 | -78.26 | .00 | .00 |
| RUDD CARNEROS | | | 5 | 20 | -15 | -75.00 | .00 | .00 |
| KALIN CV LD SNM | | | 5 | 17 | -12 | -70.59 | .00 | .00 |
| CLONINGER | | | 5 | 13 | -8 | -61.54 | .00 | .00 |
| PATZ & HLL HYDE | | | 5 | 13 | -8 | -61.54 | .00 | .00 |
| FOLEY BN NACIDO | | | 5 | 9 | -4 | -44.44 | .00 | .00 |
| LEWIS BARCAGILA | | | 5 | 7 | -2 | -28.57 | .00 | .00 |
| SAINTBURY CH RS | | | 5 | 5 | | 100.00 | .00 | .00 |
| MARYHILL | | | 5 | 4 | 1 | 25.00 | .00 | .00 |
| SILVAN RIDGE | | | 5 | 3 | 2 | 66.67 | .00 | .00 |
| CAYWOOD | | | 5 | 1 | 4 | 400.00 | .00 | .00 |
| FORMAN VINEYARD | | | 5 | 1 | 4 | 400.00 | .00 | .00 |
| CASTLE SNMA VLY | | | 5 | 1 | 5 | 100.00 | .00 | .00 |
| JENICA PEAK CST | | | 5 | 1 | 5 | 100.00 | .00 | .00 |
| FRMK ABBY VN SL | | | 5 | 1 | 5 | 100.00 | .00 | .00 |
| FRITZ SHOP BLCK | | | 4 | 111 | -107 | -96.40 | .00 | .01 |
| MARTIN RAY CAL | | | 4 | 42 | -38 | -90.48 | .00 | .00 |
| BULLY HLL ELISE | | | 4 | 31 | -27 | -87.10 | .00 | .00 |
| ALDRBRK DRY CRK | | | 4 | 20 | -16 | -80.00 | .00 | .00 |
| HANDLEY DRY CRK | | | 4 | 17 | -13 | -76.47 | .00 | .00 |
| WHITE OAK SONMA | | | 4 | 12 | -8 | -66.67 | .00 | .00 |
| R STRNG C HLL RS | | | 4 | 11 | -7 | -63.64 | .00 | .00 |
| SCHUG HERTGE RS | | | 4 | 8 | -4 | -50.00 | .00 | .00 |
| RAYMND LH ELGNC | | | 4 | 7 | -3 | -42.86 | .00 | .00 |
| PR MCHL MADISON | | | 4 | 7 | -3 | -42.86 | .00 | .00 |
| CALERA MT HARLN | | | 4 | 6 | -2 | -33.33 | .00 | .00 |
| VME SIG SERIES | | | 4 | 5 | -1 | -20.00 | .00 | .00 |
| STONEHEDGE RSV | | | 4 | 4 | | 100.00 | .00 | .00 |
| ROSEBLM EDNA VL | | | 4 | 4 | | 100.00 | .00 | .00 |
| WATTLE CREEK | | | 4 | 3 | 1 | 33.33 | .00 | .00 |
| ERATH EV VN SEL | | | 4 | 3 | 1 | 33.33 | .00 | .00 |
| JARVIS | | | 4 | 2 | 2 | 100.00 | .00 | .00 |
| NEYERS THRT VYD | | | 4 | 1 | 3 | 300.00 | .00 | .00 |
| BYRON EST CHSCK | | | 4 | | 4 | 100.00 | .00 | .00 |
| BEARBOAT | | | 4 | | 4 | 100.00 | .00 | .00 |
| FORSTVLL RSV RR | | | 4 | | 4 | 100.00 | .00 | .00 |
| KOENIG | | | 4 | | 4 | 100.00 | .00 | .00 |
| CALLAWAY CST RS | | | 4 | | 4 | 100.00 | .00 | .00 |
| KNDL-JKSN STATR | | | 4 | | 4 | 100.00 | .00 | .00 |
| PARAISO SPRINGS | | | 3 | 610 | -607 | -99.51 | .00 | .04 |
| MIRASSOU FS | | | 3 | 66 | -63 | -95.45 | .00 | .00 |
| FERARI-CARNO TT | | | 3 | 21 | -18 | -85.71 | .00 | .00 |
| JUSTIN P ROBLES | | | 3 | 10 | -7 | -70.00 | .00 | .00 |
| RIDGE SNTA CRUZ | | | 3 | 8 | -5 | -62.50 | .00 | .00 |
| RAYMOND GENRATN | | | 3 | 8 | -5 | -62.50 | .00 | .00 |
| MARKHAM RESERVE | | | 3 | 8 | -5 | -62.50 | .00 | .00 |
| STEELE DU PRATT | | | 3 | 8 | -5 | -62.50 | .00 | .00 |
| HARRISON | | | 3 | 5 | -2 | -40.00 | .00 | .00 |
| CH WOLTNER | | | 3 | 4 | -1 | -25.00 | .00 | .00 |
| C KRUG CRNS RSV | | | 3 | 4 | -1 | -25.00 | .00 | .00 |
| MARTIN BROTHERS | | | 3 | 4 | -1 | -25.00 | .00 | .00 |
| LA CREMA RSN RV | | | 3 | 1 | 2 | 200.00 | .00 | .00 |
| BLUE MNTN RESRV | | | 3 | | 3 | 100.00 | .00 | .00 |
| ST SUPERY LMTED | | | 3 | | 3 | 100.00 | .00 | .00 |
| THREE RIVERS | | | 3 | | 3 | 100.00 | .00 | .00 |
| QUPE BN NCDDO RS | | | 3 | | 3 | 100.00 | .00 | .00 |
| BARNETT SGCM VY | | | 3 | | 3 | 100.00 | .00 | .00 |
| KDL-JKSN PRADSE | | | 2 | 197 | -195 | -98.98 | .00 | .01 |
| FOOTE E B | | | 2 | 21 | -19 | -90.48 | .00 | .00 |
| TIMBERWOOD | | | 2 | 9 | -7 | -77.78 | .00 | .00 |
| LOPEZ ISLAND VY | | | 2 | 8 | -6 | -75.00 | .00 | .00 |
| DOM SERENE C SD | | | 2 | 6 | -4 | -66.67 | .00 | .00 |
| PAUL HOBBS AGSTN | | | 2 | 4 | -2 | -50.00 | .00 | .00 |
| TRNCHRO V MNTNE | | | 2 | 4 | -2 | -50.00 | .00 | .00 |
| MARTINI DEL RIO | | | 2 | 3 | -1 | -33.33 | .00 | .00 |
| STEELE LT HRVST | | | 2 | 3 | -1 | -33.33 | .00 | .00 |
| THUNDR MT DE RS | | | 2 | 2 | | 100.00 | .00 | .00 |
| PATZ & HLL ALDR | | | 2 | 2 | | 100.00 | .00 | .00 |
| STAGS LP ARCDIA | | | 2 | 2 | | 100.00 | .00 | .00 |

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

ALL STATES-1/1/03 - 12/31/03

PAGE 48

| CLASS & TYPE BRAND | AGE / PROOF | RETAIL PRICE 750ml | CASE SALES | | CASES + or - | % OF + or - | % OF TYPE | |
|-----------------------|----------------|--------------------------|------------|-----------|-----------------|----------------|-----------|-----------|
| | | | This Year | Last Year | | | This Year | Last Year |
| DMNE GRND ARCHR | | | 2 | 2 | | .00 | .00 | .00 |
| GUENOC G MAGOON | | | 2 | 1 | 1 | 100.00 | .00 | .00 |
| FOLEY BARRL SEL | | | 2 | 1 | 1 | 100.00 | .00 | .00 |
| STEELE DURELL | | | 2 | 1 | 1 | 100.00 | .00 | .00 |
| AUDUBON CARNROS | | | 2 | 1 | 1 | 100.00 | .00 | .00 |
| DELICATO BOX | | | 2 | 2 | 2 | 100.00 | .00 | .00 |
| GUGLMO VNYD SEL | | | 2 | 2 | 2 | 100.00 | .00 | .00 |
| DUTTN GLDFD RCH | | | 2 | 2 | 2 | 100.00 | .00 | .00 |
| ALDRBRK DOROTHY | | | 2 | 2 | 2 | 100.00 | .00 | .00 |
| P MCHAEAL BLL CT | | | 2 | 2 | 2 | 100.00 | .00 | .00 |
| ROBERT CRAIG | | | 2 | 2 | 2 | 100.00 | .00 | .00 |
| KOENIG LT HRVST | | | 2 | 2 | 2 | 100.00 | .00 | .00 |
| JORY SNTA CLARA | | | 2 | 2 | 2 | 100.00 | .00 | .00 |
| ABINGDON | | | 2 | 2 | 2 | 100.00 | .00 | .00 |
| COOPER MTN RSV | | | 2 | 2 | 2 | 100.00 | .00 | .00 |
| PARKER ESTATE | | | 2 | 2 | 2 | 100.00 | .00 | .00 |
| BRIDLEWOOD | | | 2 | 2 | 2 | 100.00 | .00 | .00 |
| ST JEAN RY RSRV | | | 2 | 2 | 2 | 100.00 | .00 | .00 |
| TARARA BRL FERM | | | 2 | 2 | 2 | 100.00 | .00 | .00 |
| FISHER O'CONNOR | | | 2 | 2 | 2 | 100.00 | .00 | .00 |
| ADELSHEIM STILLR | | | 2 | 2 | 2 | 100.00 | .00 | .00 |
| BANDIERA CARNRS | | | 1 | 391 | -390 | -99.74 | .00 | .03 |
| BLVDR ALEX VLLY | | | 1 | 327 | -326 | -99.69 | .00 | .02 |
| KENWOOD RRV RSV | | | 1 | 13 | -12 | -92.31 | .00 | .00 |
| CRIBARI CHARDNY | | | 1 | 12 | -11 | -91.67 | .00 | .00 |
| BYRON RESERVE | | | 1 | 11 | -10 | -90.91 | .00 | .00 |
| CHAPPELLET | | | 1 | 9 | -8 | -88.89 | .00 | .00 |
| SILVRADO LT RES | | | 1 | 9 | -8 | -88.89 | .00 | .00 |
| MAYO EB SONOMA | | | 1 | 7 | -6 | -85.71 | .00 | .00 |
| RIDGE MONTEBLLLO | | | 1 | 7 | -6 | -85.71 | .00 | .00 |
| EBERLE | | | 1 | 5 | -4 | -80.00 | .00 | .00 |
| STEELE SANGCOMA | | | 1 | 4 | -3 | -75.00 | .00 | .00 |
| TALLEY ROSEMARY | | | 1 | 3 | -2 | -66.67 | .00 | .00 |
| STONESTREET UBV | | | 1 | 3 | -2 | -66.67 | .00 | .00 |
| STGS LP NV RSRV | | | 1 | 3 | -2 | -66.67 | .00 | .00 |
| VINE CLIFF RSRV | | | 1 | 2 | -1 | -50.00 | .00 | .00 |
| HARRISON RESERVE | | | 1 | 1 | | .00 | .00 | .00 |
| MNTCLLO CRLY RS | | | 1 | 1 | | .00 | .00 | .00 |
| CARMENET | | | 1 | 1 | | .00 | .00 | .00 |
| RABBITT RDG RSV | | | 1 | 1 | | .00 | .00 | .00 |
| AURORA | | | 1 | 1 | | .00 | .00 | .00 |
| ARCADIAN SLP HL | | | 1 | 1 | | .00 | .00 | .00 |
| D BRUCE VYD SEL | | | 1 | | 1 | 100.00 | .00 | .00 |
| ARTESA RESERVE | | | 1 | | 1 | 100.00 | .00 | .00 |
| KISTLER DURRELL | | | 1 | | 1 | 100.00 | .00 | .00 |
| VENEZIA NPA VLY | | | 1 | | 1 | 100.00 | .00 | .00 |
| PANTHR CRK CELO | | | 1 | | 1 | 100.00 | .00 | .00 |
| J LOHR CHARD | | | 1 | | 1 | 100.00 | .00 | .00 |
| PETER MICHAEL | | | 1 | | 1 | 100.00 | .00 | .00 |
| CH JULIEN CHARD | | | 1 | | 1 | 100.00 | .00 | .00 |
| EYRIE RESERVE | | | 1 | | 1 | 100.00 | .00 | .00 |
| PETER MICH CARR | | | 1 | | 1 | 100.00 | .00 | .00 |
| SMTH&HK CHARDNY | | | | 384 | -384 | -100.00 | .00 | .03 |
| VICHON MDRNEAN | | | | 330 | -330 | -100.00 | .00 | .02 |
| BERNGR FNDRS SS | | | | 291 | -291 | -100.00 | .00 | .02 |
| EMERALD BAY | | | | 279 | -279 | -100.00 | .00 | .02 |
| SILVER CREEK | | | | 269 | -269 | -100.00 | .00 | .02 |
| RAYMOND NAPA CH | | | | 212 | -212 | -100.00 | .00 | .01 |
| DONA SOL | | | | 124 | -124 | -100.00 | .00 | .01 |
| PRESTON | | | | 84 | -84 | -100.00 | .00 | .01 |
| R MNDVI TWN OAK | | | | 75 | -75 | -100.00 | .00 | .01 |
| QUAIL CREEK | | | | 71 | -71 | -100.00 | .00 | .00 |
| MARK WEST SNOMA | | | | 49 | -49 | -100.00 | .00 | .00 |
| FESS PRKR SL CV | | | | 43 | -43 | -100.00 | .00 | .00 |
| GODWIN | | | | 40 | -40 | -100.00 | .00 | .00 |
| MARTINI RESERVE | | | | 36 | -36 | -100.00 | .00 | .00 |
| SMOKING DUCK | | | | 35 | -35 | -100.00 | .00 | .00 |
| DOUGLASS HILL | | | | 30 | -30 | -100.00 | .00 | .00 |
| QUAIL OAK | | | | 30 | -30 | -100.00 | .00 | .00 |
| FETZER RESERVE | | | | 29 | -29 | -100.00 | .00 | .00 |
| P RIDGE SKI CHR | | | | 25 | -25 | -100.00 | .00 | .00 |
| MARTINI & PRATI | | | | 25 | -25 | -100.00 | .00 | .00 |
| SANTA'S RESERVE | | | | 24 | -24 | -100.00 | .00 | .00 |
| TESTAROSSA | | | | 22 | -22 | -100.00 | .00 | .00 |
| HUNTER-ASHBY | | | | 22 | -22 | -100.00 | .00 | .00 |
| RANDALL HARRIS | | | | 21 | -21 | -100.00 | .00 | .00 |
| BAYLISS&FORTUNE | | | | 20 | -20 | -100.00 | .00 | .00 |
| LOGAN | | | | 18 | -18 | -100.00 | .00 | .00 |
| FOGARTY RESERVE | | | | 18 | -18 | -100.00 | .00 | .00 |
| FOUNTAIN GROVE | | | | 18 | -18 | -100.00 | .00 | .00 |
| RH PHLPS EST BT | | | | 14 | -14 | -100.00 | .00 | .00 |
| SEBSTNI RESTRNT | | | | 14 | -14 | -100.00 | .00 | .00 |
| SAKONNET | | | | 12 | -12 | -100.00 | .00 | .00 |
| FLORA SPRNG RSV | | | | 12 | -12 | -100.00 | .00 | .00 |
| STONY RIDGE CAL | | | | 11 | -11 | -100.00 | .00 | .00 |
| HAWK CRST V SEL | | | | 11 | -11 | -100.00 | .00 | .00 |
| RUTHERFRD GROVE | | | | 10 | -10 | -100.00 | .00 | .00 |
| KIRKLAND RANCH | | | | 10 | -10 | -100.00 | .00 | .00 |
| GOOSECROSS RSV | | | | 10 | -10 | -100.00 | .00 | .00 |
| MORGAN RESERVE | | | | 9 | -9 | -100.00 | .00 | .00 |
| MERRYVALE CRNRS | | | | 9 | -9 | -100.00 | .00 | .00 |
| OAK RIDGE | | | | 9 | -9 | -100.00 | .00 | .00 |
| AU BN CLMT BOUG | | | | 9 | -9 | -100.00 | .00 | .00 |

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

ALL STATES-1/1/03 - 12/31/03

PAGE 49

| CLASS & TYPE BRAND | AGE / PROOF | RETAIL PRICE 750ml | CASE SALES | | CASES + or - | % OF + or - | % OF TYPE | |
|-----------------------|----------------|--------------------------|------------|-----------|-----------------|----------------|-----------|-----------|
| | | | This Year | Last Year | | | This Year | Last Year |
| SEA RIDGE CALIF | | | | | 9 | -9 | -100.00 | .00 |
| TESTRSSA SLPY H | | | | | 9 | -9 | -100.00 | .00 |
| CH DIANA RESRVE | | | | | 9 | -9 | -100.00 | .00 |
| LOCKWD PRTRN RS | | | | | 8 | -8 | -100.00 | .00 |
| GLORIA FER SNMA | | | | | 8 | -8 | -100.00 | .00 |
| CLS PGSE HOMMGE | | | | | 8 | -8 | -100.00 | .00 |
| LAKE SONOMA RRV | | | | | 7 | -7 | -100.00 | .00 |
| MARTINI N COAST | | | | | 7 | -7 | -100.00 | .00 |
| STONY RIDGE NPA | | | | | 7 | -7 | -100.00 | .00 |
| CAMBRIA EB | | | | | 7 | -7 | -100.00 | .00 |
| MUIRA ARRYO GRD | | | | | 6 | -6 | -100.00 | .00 |
| JEKEL FOS RESRV | | | | | 6 | -6 | -100.00 | .00 |
| LEWIS CHARD RES | | | | | 6 | -6 | -100.00 | .00 |
| MOUNT DIABLO | | | | | 6 | -6 | -100.00 | .00 |
| AU BN CLMT TLLY | | | | | 6 | -6 | -100.00 | .00 |
| BETHEL HEIGHTS | | | | | 5 | -5 | -100.00 | .00 |
| SINSKEY 3 AMIGO | | | | | 5 | -5 | -100.00 | .00 |
| RUTHERFORD JAGR | | | | | 5 | -5 | -100.00 | .00 |
| MINER OAKVL RCH | | | | | 5 | -5 | -100.00 | .00 |
| HUNTINGTON CHR | | | | | 4 | -4 | -100.00 | .00 |
| OJAI BN NCD CHR | | | | | 4 | -4 | -100.00 | .00 |
| KING EST SELECT | | | | | 4 | -4 | -100.00 | .00 |
| ARMIDA | | | | | 4 | -4 | -100.00 | .00 |
| BARBIER PENEDES | | | | | 4 | -4 | -100.00 | .00 |
| PATZ & HLL DRLL | | | | | 4 | -4 | -100.00 | .00 |
| GUSTAVO THRACE | | | | | 4 | -4 | -100.00 | .00 |
| EAGLE ROOST | | | | | 3 | -3 | -100.00 | .00 |
| DMNE ST GEO RSV | | | | | 3 | -3 | -100.00 | .00 |
| ARBR CRST COMEO | | | | | 3 | -3 | -100.00 | .00 |
| MRPHY-GDE JK RS | | | | | 3 | -3 | -100.00 | .00 |
| KALIN CHARDONNY | | | | | 2 | -2 | -100.00 | .00 |
| EYRIE | | | | | 2 | -2 | -100.00 | .00 |
| BABCOCK MT CRML | | | | | 2 | -2 | -100.00 | .00 |
| EAGLE ATTACK | | | | | 2 | -2 | -100.00 | .00 |
| WILDHURST RESRV | | | | | 2 | -2 | -100.00 | .00 |
| PAUL HBBS WLKER | | | | | 2 | -2 | -100.00 | .00 |
| COHN EST CARNRS | | | | | 2 | -2 | -100.00 | .00 |
| VICHON CHARD | | | | | 2 | -2 | -100.00 | .00 |
| CARN CRK L CRNS | | | | | 2 | -2 | -100.00 | .00 |
| LAKESPRING CHR | | | | | 2 | -2 | -100.00 | .00 |
| SOKL BLSR REDLD | | | | | 2 | -2 | -100.00 | .00 |
| BURGESS RESERVE | | | | | 2 | -2 | -100.00 | .00 |
| JOLIESSE | | | | | 2 | -2 | -100.00 | .00 |
| LEEWRD CNTL CST | | | | | 2 | -2 | -100.00 | .00 |
| GND BND RANGUA | | | | | 2 | -2 | -100.00 | .00 |
| FESS PRKR SB RS | | | | | 2 | -2 | -100.00 | .00 |
| MERRYVALE CHARD | | | | | 2 | -2 | -100.00 | .00 |
| DE LOACH CALIF | | | | | 2 | -2 | -100.00 | .00 |
| CH POTELE | | | | | 2 | -2 | -100.00 | .00 |
| LOLONIS PRVT RS | | | | | 2 | -2 | -100.00 | .00 |
| CAMBRIA RAES EB | | | | | 2 | -2 | -100.00 | .00 |
| CH POTEL COL CV | | | | | 2 | -2 | -100.00 | .00 |
| VOL VDP D'OC | | | | | 2 | -2 | -100.00 | .00 |
| SMT VDP L'AUDE | | | | | 2 | -2 | -100.00 | .00 |
| BALCOM&MOE CHR | | | | | 1 | -1 | -100.00 | .00 |
| KUNDE RESERVE | | | | | 1 | -1 | -100.00 | .00 |
| ARCHES CHARDNNY | | | | | 1 | -1 | -100.00 | .00 |
| IVAN TAMAS RSRV | | | | | 1 | -1 | -100.00 | .00 |
| WRIGHT K MCCRNE | | | | | 1 | -1 | -100.00 | .00 |
| B HERZOG SPC RS | | | | | 1 | -1 | -100.00 | .00 |
| MORGAN MONTEREY | | | | | 1 | -1 | -100.00 | .00 |
| LYETH SONOMA | | | | | 1 | -1 | -100.00 | .00 |
| HARTFD CT STONE | | | | | 1 | -1 | -100.00 | .00 |
| SILVERADO RESRV | | | | | 1 | -1 | -100.00 | .00 |
| FRITZ POPLR VYD | | | | | 1 | -1 | -100.00 | .00 |
| TULOCAY OAK CRK | | | | | 1 | -1 | -100.00 | .00 |
| ZD LIBRARY | | | | | 1 | -1 | -100.00 | .00 |
| STATON HLS CHR | | | | | 1 | -1 | -100.00 | .00 |
| SGNRLLO EST CHR | | | | | 1 | -1 | -100.00 | .00 |
| KNDL-JKSN ARRYO | | | | | 1 | -1 | -100.00 | .00 |
| OAK KNOLL | | | | | 1 | -1 | -100.00 | .00 |
| BARGETTO CHARD | | | | | 1 | -1 | -100.00 | .00 |
| KNDL-JKSN SNM V | | | | | 1 | -1 | -100.00 | .00 |
| ERATH EV | | | | | 1 | -1 | -100.00 | .00 |
| RDNY STRNG RSRV | | | | | 1 | -1 | -100.00 | .00 |
| FOLIE A'DEUX NP | | | | | 1 | -1 | -100.00 | .00 |
| MERIDAN LTD RLS | | | | | 1 | -1 | -100.00 | .00 |
| D BRUCE ESTATE | | | | | 1 | -1 | -100.00 | .00 |
| CAMBRIA RESERVE | | | | | 1 | -1 | -100.00 | .00 |
| WOODWD CYN WLLA | | | | | 1 | -1 | -100.00 | .00 |
| NEWLAN VINEYRDS | | | | | 1 | -1 | -100.00 | .00 |
| PAUL THMS CH RS | | | | | 1 | -1 | -100.00 | .00 |
| CASCADE RIDGE | | | | | 1 | -1 | -100.00 | .00 |
| LAURIER SONOMA | | | | | 1 | -1 | -100.00 | .00 |
| TOTAL CHARDONNAY | | | 1457398 | 1437720 | 19678 | 1.37 | | |
| CHENIN BLANC | | | | | | | | |
| BERINGER | | | 8055 | 7576 | 479 | -6.32 | 45.37 | 42.53 |
| INGLENOOK VNYDS | | | 2658 | 4125 | -1467 | -35.56 | 14.97 | 23.16 |
| HOGUE | | | 2134 | 1200 | 934 | 77.83 | 12.02 | 6.74 |
| ST CHP SOFT CHN | | | 1670 | 1843 | -173 | -9.39 | 9.41 | 10.35 |
| STR HME CHN BLC | | | 1199 | 745 | 454 | 60.94 | 6.75 | 4.18 |

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

ALL STATES-1/1/03 - 12/31/03

PAGE 50

| CLASS & TYPE BRAND | AGE / PROOF | RETAIL PRICE 750ml | CASE SALES | | CASES + or - | % OF + or - | % OF TYPE | |
|---------------------------|----------------|--------------------------|--------------|--------------|-----------------|----------------|-----------|-----------|
| | | | This Year | Last Year | | | This Year | Last Year |
| CALLAWAY CH BLC | | | 615 | 663 | -48 | -7.24 | 3.46 | 3.72 |
| WASH HILLS DRY | | | 331 | 308 | 23 | 7.47 | 1.86 | 1.73 |
| SNQ | | | 300 | 343 | -43 | -12.54 | 1.69 | 1.93 |
| DRY CRK CHN BLC | | | 244 | 283 | -39 | -13.78 | 1.37 | 1.59 |
| B HERZOG CHN BL | | | 243 | 252 | -9 | -3.57 | 1.37 | 1.41 |
| CASTLE CREEK | | | 138 | 130 | 8 | 6.15 | .78 | .73 |
| KIONA CHEN BLNC | | | 47 | 125 | -78 | -62.40 | .26 | .70 |
| BOOKWLTR CHN BL | | | 38 | 27 | 11 | 40.74 | .21 | .15 |
| CHAPLT CHEN BLC | | | 24 | 5 | 19 | 380.00 | .14 | .03 |
| P RIDGE CHN BLC | | | 12 | 31 | -19 | -61.29 | .07 | .17 |
| YAKIMA CHEN BLC | | | 11 | 11 | 0 | 100.00 | .06 | .00 |
| TUCKER CELLAR | | | 10 | 78 | -68 | -87.18 | .06 | .44 |
| BOGLE CHEN BLNC | | | 9 | 11 | -2 | -18.18 | .05 | .06 |
| HOODSPORT CH BL | | | 4 | 18 | -14 | -77.78 | .02 | .10 |
| L'ECOLE | | | 4 | 18 | -14 | -77.78 | .02 | .10 |
| VENTANA CHEN BL | | | 3 | 3 | 0 | 100.00 | .02 | .00 |
| COVEY RUN CH BL | | | 2 | 3 | -1 | -33.33 | .01 | .02 |
| B HERZOG LT HRV | | | 2 | 2 | 0 | 100.00 | .01 | .00 |
| KIONA ICE WINE | | | 1 | 10 | -9 | -90.00 | .01 | .06 |
| COVEY RUN ICE | | | 1 | 10 | -9 | -90.00 | .01 | .06 |
| ARCHES UT CH BL | | | | 4 | -4 | -100.00 | .00 | .02 |
| CHALONE | | | | 2 | -2 | -100.00 | .00 | .01 |
| RM WOODBRIDGE | | | | 1 | -1 | -100.00 | .00 | .01 |
| ARCIERO CHEN BL | | | | 1 | -1 | -100.00 | .00 | .01 |
| PARK CITY CELLR | | | | 1 | -1 | -100.00 | .00 | .01 |
| TOTAL CHENIN BLANC | | | 17754 | 17813 | -59 | -.33 | | |
| FR COLOMBARD | | | | | | | | |
| GALLO LIVINGSTN | | | 7465 | 9385 | -1920 | -20.46 | 86.40 | 88.21 |
| INGLENDOK VNYDS | | | 1164 | 1248 | -84 | -6.73 | 13.47 | 11.73 |
| RAVNSWD FR COLM | | | 11 | 5 | 6 | 120.00 | .13 | .05 |
| FRANZIA BOX | | | | 1 | -1 | -100.00 | .00 | .01 |
| TOTAL FR COLOMBARD | | | 8640 | 10639 | -1999 | -18.79 | | |
| GEWURZTRMINER | | | | | | | | |
| FETZER ECHO RDG | | | 8123 | 7927 | 196 | 2.47 | 39.20 | 38.76 |
| CSM | | | 3614 | 3040 | 574 | 18.88 | 17.44 | 14.86 |
| COL | | | 1236 | 1147 | 89 | 7.76 | 5.97 | 5.61 |
| HOGUE FRUIT FWD | | | 1169 | 987 | 182 | 18.44 | 5.64 | 4.83 |
| BERINGER | | | 1149 | 937 | 212 | 22.63 | 5.55 | 4.58 |
| SUTTER HOME | | | 978 | 778 | 200 | 25.71 | 4.72 | 3.80 |
| COVEY RUN GWRZT | | | 895 | 1071 | -176 | -16.43 | 4.32 | 5.24 |
| ST CHAP GEWURZT | | | 614 | 673 | -59 | -8.77 | 2.96 | 3.29 |
| FIRESTONE S BRB | | | 526 | 580 | -54 | -9.31 | 2.54 | 2.84 |
| WASHINGTON HILL | | | 521 | 698 | -177 | -25.36 | 2.51 | 3.41 |
| DE LOACH GEWURZT | | | 276 | 89 | 187 | 210.11 | 1.33 | .44 |
| GEYSER GEWURZTR | | | 219 | 929 | -710 | -76.43 | 1.06 | 4.54 |
| CLBRNE&CHRCHLL | | | 201 | 133 | 68 | 51.13 | .97 | .65 |
| KIONA LT HRVEST | | | 161 | 170 | -9 | -5.29 | .78 | .83 |
| HANDLEY | | | 152 | 47 | 105 | 223.40 | .73 | .23 |
| COLUMBIA GWURZT | | | 121 | 361 | -240 | -66.48 | .58 | 1.76 |
| RAPIDAN RVR GWT | | | 107 | 47 | 60 | 127.66 | .52 | .23 |
| GNDLACH-BNDSCHU | | | 104 | 114 | -10 | -8.77 | .50 | .56 |
| FOGARTY | | | 88 | 60 | 28 | 46.67 | .42 | .29 |
| CH ST JEAN GWRZ | | | 71 | 49 | 22 | 44.90 | .34 | .24 |
| FREY ORGANIC | | | 48 | 57 | -9 | -15.79 | .23 | .28 |
| GAN EDEN LT HRV | | | 45 | 23 | 22 | 95.65 | .22 | .11 |
| AMITY DRY GEWURZ | | | 34 | 32 | 2 | 6.25 | .16 | .16 |
| WYOMING CRFT&WN | | | 34 | 12 | 22 | 183.33 | .16 | .06 |
| JAMES RIVER | | | 26 | 26 | 0 | 100.00 | .13 | .00 |
| LAZY CREEK | | | 20 | 26 | -6 | -23.08 | .10 | .13 |
| BOUCHAINE R RVR | | | 18 | 35 | -17 | -48.57 | .09 | .17 |
| DR FRANK | | | 16 | 21 | -5 | -23.81 | .08 | .10 |
| MERIDIAN | | | 15 | 12 | 3 | 25.00 | .07 | .06 |
| MARTINI DEL RIO | | | 15 | 1 | 14 | 1400.00 | .07 | .00 |
| HOODSPORT GWRZT | | | 13 | 92 | -79 | -85.87 | .06 | .45 |
| ALEXANDR VALLEY | | | 13 | 58 | -45 | -77.59 | .06 | .28 |
| AVERY LANE | | | 12 | 12 | 0 | 100.00 | .06 | .00 |
| CASTLE CREEK LH | | | 11 | 11 | 0 | 100.00 | .05 | .00 |
| MURPHY-GOODE | | | 8 | 18 | -10 | -55.56 | .04 | .09 |
| MONTINORE | | | 8 | 12 | -4 | -33.33 | .04 | .06 |
| BARGETTO GWRZT | | | 7 | 7 | 0 | 100.00 | .03 | .00 |
| KENWOOD | | | 6 | 18 | -12 | -66.67 | .03 | .09 |
| DE LOACH LT HRV | | | 5 | 8 | -3 | -37.50 | .02 | .04 |
| TUCKER CLR GWRZ | | | 5 | 2 | 3 | 150.00 | .02 | .01 |
| MARK WEST SNOMA | | | 4 | 62 | -58 | -93.55 | .02 | .30 |
| COVEY RUN CELIO | | | 4 | 33 | -29 | -87.88 | .02 | .16 |
| BOUCHAINE P VLY | | | 4 | 9 | -5 | -55.56 | .02 | .04 |
| CORAZON ANDRSON | | | 4 | 2 | 2 | 100.00 | .02 | .01 |
| ALDERBROOK | | | 4 | 2 | 2 | 100.00 | .02 | .01 |
| BRIDGEVIEW | | | 3 | 2 | 1 | 50.00 | .01 | .01 |
| APEX GWZ ICE WN | | | 3 | 3 | 0 | 100.00 | .01 | .00 |
| NAVARRO ANDRSON | | | 2 | 6 | -4 | -66.67 | .01 | .03 |
| HENRY EST DRY | | | 2 | 3 | -1 | -33.33 | .01 | .01 |
| ARTESA LH R RVR | | | 2 | 2 | 0 | 100.00 | .01 | .00 |
| FORESTVILLE CAL | | | 2 | 2 | 0 | 100.00 | .01 | .00 |
| VENTANA GEWURZT | | | 1 | 1 | 0 | 100.00 | .00 | .00 |
| BOUCHAINE CRNRS | | | 1 | 1 | 0 | 100.00 | .00 | .00 |
| THOMAS FOGARTY | | | | 30 | -30 | -100.00 | .00 | .15 |
| GORDN BRO L HRV | | | | 20 | -20 | -100.00 | .00 | .10 |
| ELK COVE | | | | 10 | -10 | -100.00 | .00 | .05 |

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

ALL STATES-1/1/03 - 12/31/03

PAGE 51

| CLASS & TYPE BRAND | AGE / PROOF | RETAIL PRICE 750ml | CASE SALES | | CASES + or - | % OF + or - | % OF TYPE | |
|----------------------------|----------------|--------------------------|--------------|--------------|-----------------|----------------|-----------|-----------|
| | | | This Year | Last Year | | | This Year | Last Year |
| CANOE RIDGE | | | | 6 | -6 | -100.00 | .00 | .03 |
| MARTINI GEWURZT | | | | 3 | -3 | -100.00 | .00 | .01 |
| MARTINI HERITGE | | | | 1 | -1 | -100.00 | .00 | .00 |
| ARCHES LT HRVST | | | | 1 | -1 | -100.00 | .00 | .00 |
| TOTAL GEWURZTRMINER | | | 20720 | 20454 | 266 | 1.30 | | |
| RIESLING | | | | | | | | |
| CSM JO RSL VS | | | 20504 | 16869 | 3635 | 21.55 | 24.74 | 22.95 |
| ST CHAP JOH RSL | | | 5631 | 6535 | -904 | -13.83 | 6.79 | 8.89 |
| COLUMBIA CLR RS | | | 4991 | 5152 | -161 | -3.13 | 6.02 | 7.01 |
| HOGUE JOHAN RSL | | | 4432 | 3597 | 835 | 23.21 | 5.35 | 4.89 |
| R MONDVI COASTL | | | 3962 | 2953 | 1009 | 34.17 | 4.78 | 4.02 |
| COL | | | 3450 | 3739 | -289 | -7.73 | 4.16 | 5.09 |
| KNDL-JKSN VN RS | | | 2723 | 2270 | 453 | 19.96 | 3.29 | 3.09 |
| COVEY RUN JH RS | | | 2657 | 1775 | 882 | 49.69 | 3.21 | 2.41 |
| FETZER ECHO RDG | | | 2532 | 1648 | 884 | 53.64 | 3.06 | 2.24 |
| FIRESTONE C CST | | | 2413 | 1923 | 490 | 25.48 | 2.91 | 2.62 |
| HOGUE MRK LH RS | | | 2266 | 1723 | 543 | 31.51 | 2.73 | 2.34 |
| RM WOODBRIDGE | | | 1955 | 656 | 1299 | 198.02 | 2.36 | .89 |
| ST CHP WNMKR SH | | | 1785 | 2234 | -449 | -20.10 | 2.15 | 3.04 |
| BRNGR JOH RSLNG | | | 1759 | 713 | 1046 | 146.70 | 2.12 | .97 |
| JEKEL JOH RSLNG | | | 1758 | 1630 | 128 | 7.85 | 2.12 | 2.22 |
| BRDGEVW BLUE MN | | | 1456 | 1171 | 285 | 24.34 | 1.76 | 1.59 |
| PACIFIC RIM | | | 1190 | 951 | 239 | 25.13 | 1.44 | 1.29 |
| KNDL-JKSN VN RS | | | 1175 | 1121 | 54 | 4.82 | 1.42 | 1.53 |
| ST CHP DRY JH R | | | 1136 | 1202 | -66 | -5.49 | 1.37 | 1.64 |
| WASH HL LT HVST | | | 1037 | 1276 | -239 | -18.73 | 1.25 | 1.74 |
| SNQ | | | 973 | 373 | 600 | 160.86 | 1.17 | .51 |
| TURNING LEAF WH | | | 938 | 613 | 325 | 53.02 | 1.13 | .83 |
| COVEY RUN DRY | | | 917 | 1005 | -88 | -8.76 | 1.11 | 1.37 |
| CSM DRY | | | 900 | 700 | 200 | 28.57 | 1.09 | .95 |
| BADGER MOUNTAIN | | | 839 | 713 | 126 | 17.67 | 1.01 | .97 |
| B DOON PAC RIM | | | 822 | | 822 | 100.00 | .99 | .00 |
| CLOVER HILL | | | 594 | 435 | 159 | 36.55 | .72 | .59 |
| BOOKWLTR JH RSL | | | 497 | 665 | -168 | -25.26 | .60 | .90 |
| HOGUE LATE HVST | | | 477 | 186 | 291 | 156.45 | .58 | .25 |
| RAPIDAN RSL SMI | | | 465 | 540 | -75 | -13.89 | .56 | .73 |
| WASHINGTON HILLS | | | 446 | 713 | -267 | -37.45 | .54 | .97 |
| KNDL-JKSN VN RS | | | 446 | 297 | 149 | 50.17 | .54 | .40 |
| SILVER LKE ROZA | | | 434 | 530 | -96 | -18.11 | .52 | .72 |
| J LOHR JOH RSLN | | | 424 | 373 | 51 | 13.67 | .51 | .51 |
| MADISON RIDGE | | | 381 | 498 | -117 | -23.49 | .46 | .68 |
| BARBRSVLL RSLNG | | | 336 | 357 | -21 | -5.88 | .41 | .49 |
| SALMON RUN | | | 326 | | 326 | 100.00 | .39 | .00 |
| MRSSOU MONTEREY | | | 310 | 1285 | -975 | -75.88 | .37 | 1.75 |
| RAPIDAN RSL DRY | | | 307 | 415 | -108 | -26.02 | .37 | .56 |
| BLACK OAK | | | 304 | 286 | 18 | 6.29 | .37 | .39 |
| TREFETHEN WHITE | | | 303 | 137 | 166 | 121.17 | .37 | .19 |
| J LHR BAY M L H | | | 284 | 237 | 47 | 19.83 | .34 | .32 |
| EROICA | | | 268 | 162 | 106 | 65.43 | .32 | .22 |
| CLRBRNE&CHRCHLL | | | 179 | 98 | 81 | 82.65 | .22 | .13 |
| KIONA LT HV WHT | | | 164 | 147 | 17 | 11.56 | .20 | .20 |
| GYSR PK SF JH R | | | 160 | 1324 | -1164 | -87.92 | .19 | 1.80 |
| KIONA WHITE | | | 148 | 238 | -90 | -37.82 | .18 | .32 |
| COVEY RUN L HRV | | | 128 | 119 | 9 | 7.56 | .15 | .16 |
| HOGUE JOHAN DRY | | | 116 | 79 | 37 | 46.84 | .14 | .11 |
| CSM COLD CREEK | | | 81 | 53 | 28 | 52.83 | .10 | .07 |
| INGLENOOK VNYDS | | | 77 | 96 | -19 | -19.79 | .09 | .13 |
| HYATT JOHN RSLN | | | 74 | 4 | 70 | 1750.00 | .09 | .01 |
| WENTE ARRYO SCO | | | 72 | 10 | 62 | 620.00 | .09 | .01 |
| CH ST JEAN J RS | | | 71 | 62 | 9 | 14.52 | .09 | .08 |
| BLUE MOUNTAIN | | | 56 | | 56 | 100.00 | .07 | .00 |
| CARMELA JHNSBRG | | | 46 | 6 | 40 | 666.67 | .06 | .01 |
| J LOHR BAY M WH | | | 45 | 29 | 16 | 55.17 | .05 | .04 |
| FESS PARKER JOH | | | 42 | 34 | 8 | 23.53 | .05 | .05 |
| HYATT LH JHN RS | | | 41 | | 41 | 100.00 | .05 | .00 |
| KOENIG L H RSLG | | | 34 | 2 | 32 | 1600.00 | .04 | .00 |
| CLAAR LATE HVST | | | 32 | 74 | -42 | -56.76 | .04 | .10 |
| CLAAR | | | 30 | 28 | 2 | 7.14 | .04 | .04 |
| BOOKWLTR SELECT | | | 30 | 10 | 20 | 200.00 | .04 | .01 |
| DR FRANK | | | 29 | 57 | -28 | -49.12 | .03 | .08 |
| SAND CASTLE | | | 27 | 42 | -15 | -35.71 | .03 | .06 |
| LATAH CREEK JOH | | | 25 | 114 | -89 | -78.07 | .03 | .16 |
| GREENWOOD RIDGE | | | 25 | 8 | 17 | 212.50 | .03 | .01 |
| ELK RUN RSLNG | | | 24 | 31 | -7 | -22.58 | .03 | .04 |
| ARBOR CRST JH R | | | 23 | 26 | -3 | -11.54 | .03 | .04 |
| SALMON R JOH DR | | | 23 | | 23 | 100.00 | .03 | .00 |
| SNQ WHITE | | | 22 | 424 | -402 | -94.81 | .03 | .58 |
| COVEY RUN ICE | | | 20 | 60 | -40 | -66.67 | .02 | .08 |
| SAND CASTLE DRY | | | 18 | 15 | 3 | 20.00 | .02 | .02 |
| ROCKBRIDGE WHT | | | 18 | | 18 | 100.00 | .02 | .00 |
| KIONA DRY RSLNG | | | 17 | 32 | -15 | -46.88 | .02 | .04 |
| PARAISO SPRINGS | | | 17 | 10 | 7 | 70.00 | .02 | .01 |
| ERATH EV VN SEL | | | 13 | | 13 | 100.00 | .02 | .00 |
| SNAKE RIVER WHT | | | 12 | | 12 | 100.00 | .01 | .00 |
| ST CHAP ICE WNE | | | 11 | | 11 | 100.00 | .01 | .00 |
| JEKEL L H RSLN | | | 10 | 19 | -9 | -47.37 | .01 | .03 |
| CSM WHT LH RSV | | | 9 | 10 | -1 | -10.00 | .01 | .01 |
| CLAAR ICE | | | 9 | 7 | 2 | 28.57 | .01 | .01 |
| VENTANA WH RSLN | | | 9 | | 9 | 100.00 | .01 | .00 |
| ELK COVE WLLMTE | | | 7 | 10 | -3 | -30.00 | .01 | .01 |
| BRIDLEWOOD | | | 7 | | 7 | 100.00 | .01 | .00 |

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

ALL STATES-1/1/03 - 12/31/03

PAGE 52

| CLASS & TYPE BRAND | AGE / PROOF | RETAIL PRICE 750ml | CASE SALES | | CASES + or - | % OF + or - | % OF TYPE | |
|-----------------------|----------------|--------------------------|--------------|--------------|-----------------|----------------|-----------|-----------|
| | | | This Year | Last Year | | | This Year | Last Year |
| B DOON CRITIQUE | | | 6 | 65 | -59 | -90.77 | .01 | .09 |
| B HERZOG LH RSL | | | 6 | 6 | | .00 | .01 | .01 |
| GAINERY | | | 6 | | 6 | 100.00 | .01 | .00 |
| P THOMAS JH RSL | | | 5 | 263 | -258 | -98.10 | .01 | .36 |
| WILLAMETTE VLLY | | | 5 | 13 | -8 | -61.54 | .01 | .02 |
| R MNDVI JHN RSL | | | 5 | 10 | -5 | -50.00 | .01 | .01 |
| AMITY | | | 5 | 8 | -3 | -37.50 | .01 | .01 |
| HAGAFEN JOH RSL | | | 5 | 2 | 3 | 150.00 | .01 | .00 |
| FREEMRK EDLWN G | | | 5 | | 5 | 100.00 | .01 | .00 |
| BILTMORE | | | 5 | | 5 | 100.00 | .01 | .00 |
| GYSR PK LT H MC | | | 4 | 2 | 2 | 100.00 | .00 | .00 |
| ELK COVE ULTIMA | | | 2 | 14 | -12 | -85.71 | .00 | .02 |
| CSM WHITE LH | | | 2 | | 2 | 100.00 | .00 | .00 |
| VENTANA DRY RSL | | | 2 | 12 | -11 | -91.67 | .00 | .02 |
| ERATH EV WHITE | | | 1 | 9 | -8 | -88.89 | .00 | .01 |
| COL LT HVST RSV | | | 1 | 1 | | .00 | .00 | .00 |
| FORESTVILLE CAL | | | 1 | | 1 | 100.00 | .00 | .00 |
| CSM ICE WINE | | | 1 | | 1 | 100.00 | .00 | .00 |
| CSM WHITE | | | 1 | | 1 | 100.00 | .00 | .00 |
| ARRWD LH HT OWL | | | 1 | | 1 | 100.00 | .00 | .00 |
| HOODSPORT JH RS | | | 1 | | 1 | 100.00 | .00 | .00 |
| NAYLOR DRY | | | 1 | | 1 | 100.00 | .00 | .00 |
| WASH HILLS DRY | | | | 94 | -94 | -100.00 | .00 | .13 |
| PARK CITY | | | | 17 | -17 | -100.00 | .00 | .02 |
| STGS L CAL W RS | | | | 6 | -6 | -100.00 | .00 | .01 |
| JEKEL | | | | 5 | -5 | -100.00 | .00 | .01 |
| GND BND SNMA RS | | | | 5 | -5 | -100.00 | .00 | .01 |
| ARGYLE JOHNSBG | | | | 5 | -5 | -100.00 | .00 | .01 |
| BULLY HILL | | | | 5 | -5 | -100.00 | .00 | .01 |
| GUGLMO VNYD SEL | | | | 4 | -4 | -100.00 | .00 | .01 |
| ANAPAMU | | | | 3 | -3 | -100.00 | .00 | .00 |
| TUCKER JOHN RSL | | | | 2 | -2 | -100.00 | .00 | .00 |
| CSM LH H HVN RS | | | | 2 | -2 | -100.00 | .00 | .00 |
| PHELPS SP SL LH | | | | 2 | -2 | -100.00 | .00 | .00 |
| FIRESTONE RS SL | | | | 2 | -2 | -100.00 | .00 | .00 |
| WAGNER ICE WINE | | | | 2 | -2 | -100.00 | .00 | .00 |
| MONTINORE LH WH | | | | 1 | -1 | -100.00 | .00 | .00 |
| WORDEN JOH RSLG | | | | 1 | -1 | -100.00 | .00 | .00 |
| CARMELA L H RSL | | | | 1 | -1 | -100.00 | .00 | .00 |
| BARNARD GRIFFIN | | | | 1 | -1 | -100.00 | .00 | .00 |
| COL DRY RIESLING | | | | 1 | -1 | -100.00 | .00 | .00 |
| SILVER LK JH RS | | | | 1 | -1 | -100.00 | .00 | .00 |
| P THOMAS RESRVE | | | | 1 | -1 | -100.00 | .00 | .00 |
| TAGARIS JOH RSL | | | | 1 | -1 | -100.00 | .00 | .00 |
| TOTAL RIESLING | | | 82874 | 73503 | 9371 | 12.75 | | |
| SAV BL/FME BL | | | | | | | | |
| RM WOODBRIDGE SV | | | 60371 | 64192 | -3821 | -5.95 | 27.68 | 29.76 |
| SUTTER HM SV BL | | | 12185 | 10306 | 1879 | 18.23 | 5.59 | 4.78 |
| GALLO TWN V SAV | | | 8699 | 7829 | 870 | 11.11 | 3.99 | 3.63 |
| C D BOIS SAV BL | | | 6999 | 5795 | 1204 | 20.78 | 3.21 | 2.69 |
| VENDANGE SAV BL | | | 6977 | 6317 | 660 | 10.45 | 3.20 | 2.93 |
| REDWOOD CRK SAV | | | 6445 | 4187 | 2258 | 53.93 | 2.96 | 1.94 |
| COBBIT CYN SV B | | | 5793 | 5941 | -148 | -2.49 | 2.66 | 2.75 |
| KNDL-JKSN SV BL | | | 5633 | 5876 | -243 | -4.14 | 2.58 | 2.72 |
| KDL-JKSN SAV VR | | | 4649 | 4594 | 55 | 1.20 | 2.13 | 2.13 |
| HOGUE FUME BLNC | | | 4581 | 4425 | 156 | 3.53 | 2.10 | 2.05 |
| STERLING SAV BL | | | 4289 | 4185 | 104 | 2.49 | 1.97 | 1.94 |
| R MNDV CSTL SAV | | | 4124 | 4262 | -138 | -3.24 | 1.89 | 1.98 |
| CSM SAUVGN BLNC | | | 4071 | 4523 | -452 | -9.99 | 1.87 | 2.10 |
| TURNING LF FM B | | | 3776 | 3570 | 206 | 5.77 | 1.73 | 1.66 |
| KENWOOD SAUV BL | | | 3603 | 3560 | 43 | 1.21 | 1.65 | 1.65 |
| STONE CLR SV BL | | | 3594 | 1921 | 1673 | 87.09 | 1.65 | .89 |
| FTZR ECHO SV BL | | | 3302 | 2560 | 742 | 28.98 | 1.51 | 1.19 |
| MONDAVI CK SV B | | | 2993 | 4790 | -1797 | -37.52 | 1.37 | 2.22 |
| COL SAUV BLANC | | | 2919 | 3025 | -106 | -3.50 | 1.34 | 1.40 |
| B VISTA SAUV LC | | | 2786 | 1961 | 825 | 42.07 | 1.28 | .91 |
| R MNDVI FUME BL | | | 2757 | 2265 | 492 | 21.72 | 1.26 | 1.05 |
| FERARI-CRNO FME | | | 2542 | 2527 | 15 | .59 | 1.17 | 1.17 |
| BRNGR F EST SAV | | | 2473 | 2417 | 56 | 2.32 | 1.13 | 1.12 |
| MERIDIAN SAV BL | | | 2465 | 2264 | 201 | 8.88 | 1.13 | 1.05 |
| BERINGER SAV BL | | | 2451 | 2325 | 126 | 5.42 | 1.12 | 1.08 |
| RH PHLP NH SV B | | | 2425 | 2011 | 414 | 20.59 | 1.11 | .93 |
| G ELLN RSV SAUV | | | 2340 | 2246 | 94 | 4.19 | 1.07 | 1.04 |
| COVEY RUN FM SV | | | 2140 | 1346 | 794 | 58.99 | .98 | .62 |
| BARNRD GRFN F B | | | 2010 | 2135 | -125 | -5.85 | .92 | .99 |
| SILVERADO SV BL | | | 1935 | 1173 | 762 | 64.96 | .89 | .54 |
| LOCKWOOD SAV BL | | | 1838 | 342 | 1496 | 437.43 | .84 | .16 |
| ST SUPERY SV BL | | | 1696 | 1459 | 237 | 16.24 | .78 | .68 |
| GYSR PEAK SC SV | | | 1650 | 2237 | -587 | -26.24 | .76 | 1.04 |
| DRY CRK FUME BL | | | 1434 | 1492 | -58 | -3.89 | .66 | .69 |
| TURNING LF SV B | | | 1412 | 621 | 791 | 127.38 | .65 | .29 |
| BLOSSOM H SV BL | | | 1381 | 1479 | -98 | -6.63 | .63 | .69 |
| BY CSTL FUME BL | | | 1225 | 1157 | 68 | 5.88 | .56 | .54 |
| DELICATO FME/SV | | | 1218 | 1465 | -247 | -16.86 | .56 | .68 |
| SIMI SAUVGN BLC | | | 1191 | 945 | 246 | 26.03 | .55 | .44 |
| CAKEBREAD SV BL | | | 1157 | 1813 | -656 | -36.18 | .53 | .84 |
| BARFOOT SAV BL | | | 1058 | 1025 | 33 | 3.22 | .49 | .48 |
| MARKHAM SAUV BL | | | 960 | 1045 | -85 | -8.13 | .44 | .48 |
| CANYON RD SV BL | | | 888 | 1065 | -177 | -16.62 | .41 | .49 |
| CALLAWAY SAU BL | | | 810 | 990 | -180 | -18.18 | .37 | .46 |
| ST JEAN FUME BL | | | 773 | 867 | -94 | -10.84 | .35 | .40 |

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

ALL STATES-1/1/03 - 12/31/03

PAGE 53

| CLASS & TYPE BRAND | AGE / PROOF | RETAIL PRICE 750ml | CASE SALES | | CASES + or - | % OF + or - | % OF TYPE | |
|-----------------------|----------------|--------------------------|------------|-----------|-----------------|----------------|-----------|-----------|
| | | | This Year | Last Year | | | This Year | Last Year |
| RDNY STRNG F BL | | | 768 | 1003 | -235 | -23.43 | .35 | .46 |
| BENZGR SC FM BL | | | 720 | 613 | 107 | 17.46 | .33 | .28 |
| GOSSMR BY SV/FM | | | 693 | 4616 | -3923 | -84.99 | .32 | 2.14 |
| M-GOODS SAV/FME | | | 691 | 615 | 76 | 12.36 | .32 | .29 |
| CSM SV BL H HVN | | | 674 | 745 | -71 | -9.53 | .31 | .35 |
| FROGS LEAP SV B | | | 673 | 713 | -40 | -5.61 | .31 | .33 |
| GROTH SV BL NAP | | | 655 | 601 | 54 | 8.99 | .30 | .28 |
| STAGS LP SAV BL | | | 589 | 176 | 413 | 234.66 | .27 | .08 |
| MRPHY-GDE FM BL | | | 567 | 596 | -29 | -4.87 | .26 | .28 |
| CH ST JEAN FM B | | | 563 | 604 | -41 | -6.79 | .26 | .28 |
| SUTTER CLS SV B | | | 472 | 531 | -59 | -11.11 | .22 | .25 |
| ARBOR CRST SV B | | | 429 | 500 | -71 | -14.20 | .20 | .23 |
| GRGCH HLLS F BL | | | 408 | 386 | 22 | 5.70 | .19 | .18 |
| DUCKHORN SAV BL | | | 400 | 381 | 19 | 4.99 | .18 | .18 |
| HONIG SAUV BLNC | | | 353 | 204 | 149 | 73.04 | .16 | .09 |
| ZABACO R SAV DB | | | 341 | 341 | 0 | 100.00 | .16 | .00 |
| R MNDVI SAV SLD | | | 313 | 223 | 90 | 40.36 | .14 | .10 |
| CH SOVRN CSV SV | | | 298 | 289 | 9 | 3.11 | .14 | .13 |
| BLACKSTN SV MNT | | | 295 | 295 | 0 | 100.00 | .14 | .00 |
| HERITAGE SAV BL | | | 269 | 476 | -207 | -43.49 | .12 | .22 |
| PEPI SAUVGN BLC | | | 259 | 189 | 70 | 37.04 | .12 | .09 |
| HYATT FUME BLNC | | | 259 | 64 | 195 | 304.69 | .12 | .03 |
| WHITEHALL SV BL | | | 251 | 181 | 70 | 38.67 | .12 | .08 |
| BLACK OAK FM BL | | | 217 | 334 | -117 | -35.03 | .10 | .15 |
| HERITAGE FUME B | | | 211 | 254 | -43 | -16.93 | .10 | .12 |
| GUENOC EST SEL | | | 209 | 169 | 40 | 23.67 | .10 | .08 |
| NATHANSN CRK SV | | | 206 | 169 | 37 | 21.89 | .09 | .08 |
| SNQ SAUVGN BLNC | | | 199 | 398 | -199 | -50.00 | .09 | .18 |
| WASH HLL FME BL | | | 197 | 474 | -277 | -58.44 | .09 | .22 |
| BARBRSVLLE SV B | | | 196 | 206 | -10 | -4.85 | .09 | .10 |
| SILVER LK FM BL | | | 176 | 423 | -247 | -58.39 | .08 | .20 |
| BV NAPA SAUV BL | | | 174 | 188 | -14 | -7.45 | .08 | .09 |
| B HERZOG SAV BL | | | 173 | 162 | 11 | 6.79 | .08 | .08 |
| FIRESTONE SV BL | | | 170 | 326 | -156 | -47.85 | .08 | .15 |
| MASON CLR SV BL | | | 164 | 195 | -31 | -15.90 | .08 | .09 |
| KARLY SAUV BLNC | | | 157 | 115 | 42 | 36.52 | .07 | .05 |
| R STRNG CHAR SV | | | 151 | 158 | -7 | -4.43 | .07 | .07 |
| MATANZS CRK SAV | | | 145 | 152 | -7 | -4.61 | .07 | .07 |
| BOGLE FME/SV BL | | | 135 | 115 | 20 | 17.39 | .06 | .05 |
| FREY MNDVNO SAV | | | 127 | 45 | 82 | 182.22 | .06 | .02 |
| COMMON MAN FM B | | | 126 | 124 | 2 | 1.61 | .06 | .06 |
| MORGAN SNMA SAV | | | 124 | 61 | 63 | 103.28 | .06 | .03 |
| JEPSON SAV BLNC | | | 121 | 131 | -10 | -7.63 | .06 | .06 |
| CAMELOT SAUV BL | | | 119 | 162 | -43 | -26.54 | .05 | .08 |
| HONIG SV BL RSV | | | 115 | 78 | 37 | 47.44 | .05 | .04 |
| GYSR PK CAL SAV | | | 111 | 109 | 2 | 1.83 | .05 | .05 |
| CH POTELE SV B | | | 109 | 243 | -134 | -55.14 | .05 | .11 |
| BERNARDUS SV BL | | | 108 | 358 | -250 | -69.83 | .05 | .17 |
| ZABACO R SAV RR | | | 105 | 19 | 86 | 452.63 | .05 | .01 |
| MRPHY-GDE FM RS | | | 101 | 89 | 12 | 13.48 | .05 | .04 |
| MERRYVALE SV NV | | | 97 | 118 | -21 | -17.80 | .04 | .05 |
| VOSS SAUV BLANC | | | 95 | 69 | 26 | 37.68 | .04 | .03 |
| DE LOACH FM BLC | | | 94 | 112 | -18 | -16.07 | .04 | .05 |
| CHLK HL SV B EB | | | 90 | 112 | -22 | -19.64 | .04 | .05 |
| AMADOR FTHL FME | | | 77 | 59 | 18 | 30.51 | .04 | .03 |
| CONCANNON SV BL | | | 74 | 144 | -70 | -48.61 | .03 | .07 |
| PHELPS SAUV BLC | | | 72 | 61 | 11 | 18.03 | .03 | .03 |
| MONTEVINA SV BL | | | 72 | 72 | 0 | 100.00 | .03 | .00 |
| TAGARIS FME BLC | | | 71 | 2 | 69 | 3450.00 | .03 | .00 |
| WENTE SAUV BLNC | | | 70 | 76 | -6 | -7.89 | .03 | .04 |
| STONEHEDGE SV B | | | 70 | 62 | 8 | 12.90 | .03 | .03 |
| SHALE RIDGE SAV | | | 69 | 8 | 61 | 762.50 | .03 | .00 |
| R MNDVI FUME RS | | | 67 | 67 | 0 | 100.00 | .03 | .03 |
| BAREFOOT RESRVE | | | 67 | 67 | 0 | 100.00 | .03 | .00 |
| MONTEVINA FM BL | | | 66 | 158 | -92 | -58.23 | .03 | .07 |
| RAYMOND SAUV BL | | | 65 | 80 | -15 | -18.75 | .03 | .04 |
| KUNDE SAUV BLNC | | | 64 | 49 | 15 | 30.61 | .03 | .02 |
| RFRD RNCH SV BL | | | 64 | 30 | 34 | 113.33 | .03 | .01 |
| TIN ROOF SAV BL | | | 60 | 60 | 0 | 100.00 | .03 | .00 |
| FRARI-CNO FM RS | | | 59 | 39 | 20 | 51.28 | .03 | .02 |
| TRNCHRO FAM SAV | | | 56 | 46 | 10 | 21.74 | .03 | .02 |
| RH PHLP SAUV DH | | | 56 | 27 | 29 | 107.41 | .03 | .01 |
| DRY CRK FUME RS | | | 54 | 60 | -6 | -10.00 | .02 | .03 |
| HANNA SAV BLANC | | | 53 | 57 | -4 | -7.02 | .02 | .03 |
| C KRUG SAUV BLC | | | 52 | 9 | 43 | 477.78 | .02 | .00 |
| QUIVIRA SAV BLC | | | 49 | 7 | 42 | 600.00 | .02 | .00 |
| ARTESA SV BL RS | | | 44 | 10 | 34 | 340.00 | .02 | .00 |
| POZZAN NAPA VLY | | | 42 | 2 | 40 | 2000.00 | .02 | .00 |
| BABCOCK OAK SAV | | | 41 | 45 | -4 | -8.89 | .02 | .02 |
| CHALK HLL SV BL | | | 40 | 40 | 0 | 100.00 | .02 | .00 |
| SANFORD SAUV BL | | | 39 | 79 | -40 | -50.63 | .02 | .04 |
| CH SOVRN SV ALX | | | 38 | 45 | -7 | -15.56 | .02 | .02 |
| MRPHY-GDE FM II | | | 38 | 34 | 4 | 11.76 | .02 | .02 |
| JUSTIN MRRW S B | | | 37 | 55 | -18 | -32.73 | .02 | .03 |
| WLDHRST C LK SV | | | 37 | 54 | -17 | -31.48 | .02 | .03 |
| BLCKHDIA RGNNSI | | | 36 | 73 | -37 | -50.68 | .02 | .03 |
| CHMNY RCK FM BL | | | 36 | 16 | 20 | 125.00 | .02 | .01 |
| GUENOC CAL SAUV | | | 34 | 4 | 30 | 750.00 | .02 | .00 |
| GOOSECROSS SV B | | | 33 | 36 | -3 | -8.33 | .02 | .02 |
| PECOTA SAUV BLC | | | 33 | 18 | 15 | 83.33 | .02 | .01 |
| COASTL RDG SV B | | | 31 | 284 | -253 | -89.08 | .01 | .13 |
| ROCHIOLI SAV BL | | | 30 | 23 | 7 | 30.43 | .01 | .01 |
| BV CSTL SAUV BL | | | 30 | 30 | 0 | 100.00 | .01 | .00 |

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

ALL STATES-1/1/03 - 12/31/03

PAGE 54

| CLASS & TYPE BRAND | AGE / PROOF | RETAIL PRICE 750ml | CASE SALES | | CASES + or - | % OF + or - | % OF TYPE | |
|----------------------------|----------------|--------------------------|---------------|---------------|-----------------|----------------|-----------|-----------|
| | | | This Year | Last Year | | | This Year | Last Year |
| MARTINI SAV BLC | | | 29 | 16 | 13 | 81.25 | .01 | .01 |
| EOS SAUVGN BLNC | | | 28 | 37 | -9 | -24.32 | .01 | .02 |
| KENWOOD SV B RS | | | 27 | 42 | -15 | -35.71 | .01 | .02 |
| SHOOTING STR SAV | | | 27 | 9 | 18 | 200.00 | .01 | .00 |
| CARMENET SV CLR | | | 27 | 27 | 0 | 100.00 | .01 | .00 |
| SEBSTNI CV SV B | | | 24 | 8 | 16 | 200.00 | .01 | .00 |
| CH DIANA SAV BL | | | 22 | 34 | -12 | -35.29 | .01 | .02 |
| RAYMOND SAUV RS | | | 20 | 37 | -17 | -45.95 | .01 | .02 |
| STAGS LP SAV RC | | | 19 | 152 | -133 | -87.50 | .01 | .07 |
| PDRNCLLI FME BL | | | 18 | 16 | 2 | 12.50 | .01 | .01 |
| MERRYVL JV SAUV | | | 18 | 18 | 0 | 100.00 | .01 | .00 |
| PRSTN FM B (WA) | | | 17 | 57 | -40 | -70.18 | .01 | .03 |
| EMMOLO SAUV BLC | | | 16 | 27 | -11 | -40.74 | .01 | .01 |
| B VISTA SAV CAL | | | 15 | 34 | -19 | -55.88 | .01 | .02 |
| ANDRETTI SAV BL | | | 15 | 10 | 5 | 50.00 | .01 | .00 |
| SUNSTONE SV BL | | | 15 | 15 | 0 | 100.00 | .01 | .00 |
| VME SV BL COAST | | | 13 | 34 | -21 | -61.76 | .01 | .02 |
| ALDERBROOK SV B | | | 12 | 47 | -35 | -74.47 | .01 | .02 |
| ST JEAN ETL F B | | | 11 | 3 | 8 | 266.67 | .01 | .00 |
| CATERINA SAV BL | | | 10 | 47 | -37 | -78.72 | .01 | .02 |
| TAFT ST SAUV SC | | | 10 | 29 | -19 | -65.52 | .00 | .01 |
| DUNNEWOOD SV BL | | | 10 | 12 | -2 | -16.67 | .00 | .01 |
| BILTMORE SAV BL | | | 10 | 10 | 0 | 100.00 | .00 | .00 |
| WATERBROOK SV B | | | 9 | 45 | -36 | -80.00 | .00 | .02 |
| CAIN MUSQE SV B | | | 9 | 19 | -10 | -52.63 | .00 | .01 |
| ST CHAP FME BLC | | | 9 | 12 | -3 | -25.00 | .00 | .01 |
| INGLNK PS SV BL | | | 9 | 2 | 7 | 350.00 | .00 | .00 |
| POWERS FUME BLC | | | 8 | 165 | -157 | -95.15 | .00 | .08 |
| RABBIT RG SV BL | | | 8 | 59 | -51 | -86.44 | .00 | .03 |
| IRON HRSE FM BL | | | 8 | 9 | -1 | -11.11 | .00 | .00 |
| WHITE OAK SV BL | | | 8 | 3 | 5 | 166.67 | .00 | .00 |
| DYNAMITE NORTH | | | 8 | 8 | 0 | 100.00 | .00 | .00 |
| SIMI SNDL SV BL | | | 7 | 17 | -10 | -58.82 | .00 | .01 |
| NOVELLA SV PASO | | | 7 | 7 | 0 | 100.00 | .00 | .00 |
| MILL CRK SAV BL | | | 7 | 7 | 0 | 100.00 | .00 | .00 |
| FOLEY SAV BL SB | | | 7 | 7 | 0 | 100.00 | .00 | .00 |
| SUNNY S HLNA SV | | | 6 | 32 | -26 | -81.25 | .00 | .01 |
| GREENWD RG SV B | | | 6 | 24 | -18 | -75.00 | .00 | .01 |
| MONT CLS SAV BL | | | 6 | 6 | 0 | 100.00 | .00 | .00 |
| TURNBULL | | | 5 | 9 | -4 | -44.44 | .00 | .00 |
| JORY MBRS FM BL | | | 4 | 5 | -1 | -20.00 | .00 | .00 |
| STARGAZERS SV B | | | 4 | 4 | 0 | 100.00 | .00 | .00 |
| GIRARD SAUV BLC | | | 4 | 4 | 0 | 100.00 | .00 | .00 |
| AUDUBN SV B NAP | | | 3 | 7 | -4 | -57.14 | .00 | .00 |
| PDRNCLLI SAV BL | | | 3 | 6 | -3 | -50.00 | .00 | .00 |
| CLS PGSE MTSUKO | | | 3 | 3 | 0 | 100.00 | .00 | .00 |
| DELICATO PRP SV | | | 3 | 3 | 0 | 100.00 | .00 | .00 |
| FLORA SP SAV BL | | | 2 | 15 | -13 | -86.67 | .00 | .01 |
| WEINSTOCK SV BL | | | 2 | 12 | -10 | -83.33 | .00 | .01 |
| TAFT ST SAUV MC | | | 2 | 10 | -8 | -80.00 | .00 | .00 |
| HDDN CLLR SV BL | | | 2 | 8 | -6 | -75.00 | .00 | .00 |
| BV DRY SAUV BLC | | | 2 | 4 | -2 | -50.00 | .00 | .00 |
| R MNDVI SAV BOT | | | 2 | 1 | 1 | 100.00 | .00 | .00 |
| GAINNEY SAUV BLC | | | 2 | 2 | 0 | 100.00 | .00 | .00 |
| QUAIL RDG SV BL | | | 1 | 50 | -49 | -98.00 | .00 | .02 |
| WINE WORKS FM B | | | 1 | 35 | -34 | -97.14 | .00 | .02 |
| STONEGATE SAV B | | | 1 | 13 | -12 | -92.31 | .00 | .01 |
| M-GOODS SV B RS | | | 1 | 5 | -4 | -80.00 | .00 | .00 |
| MAYACAMAS SV BL | | | 1 | 3 | -2 | -66.67 | .00 | .00 |
| FRITZ POPLR SAV | | | 1 | 2 | -1 | -50.00 | .00 | .00 |
| FRITZ JENNR SAV | | | 1 | 1 | 0 | 100.00 | .00 | .00 |
| CHALK HL EB SAV | | | 1 | 1 | 0 | 100.00 | .00 | .00 |
| DM ST GEO SV BL | | | 1 | 1 | 0 | 100.00 | .00 | .00 |
| R MNDVI L BLOCK | | | 1 | 1 | 0 | 100.00 | .00 | .00 |
| PARDUCCI SAV BL | | | 1 | 1 | 0 | 100.00 | .00 | .00 |
| COL SAUV BL EST | | | | 366 | -366 | -100.00 | .00 | .17 |
| CSM SV BL B FRM | | | | 151 | -151 | -100.00 | .00 | .07 |
| FESS PARKER | | | | 58 | -58 | -100.00 | .00 | .03 |
| MARK WEST SV BL | | | | 53 | -53 | -100.00 | .00 | .02 |
| OAK RIDGE SV BL | | | | 24 | -24 | -100.00 | .00 | .01 |
| ST CLEMNT SV NP | | | | 19 | -19 | -100.00 | .00 | .01 |
| HOODSPORT SV BL | | | | 13 | -13 | -100.00 | .00 | .01 |
| CAYMUS SAUV BLC | | | | 12 | -12 | -100.00 | .00 | .01 |
| SPOTTSWOOD SV B | | | | 11 | -11 | -100.00 | .00 | .01 |
| LOLONIS FUME BL | | | | 6 | -6 | -100.00 | .00 | .00 |
| JUGTWN CTY SV B | | | | 6 | -6 | -100.00 | .00 | .00 |
| WATTLE CRK SV B | | | | 4 | -4 | -100.00 | .00 | .00 |
| SHENANDOAH SV B | | | | 4 | -4 | -100.00 | .00 | .00 |
| DM ST GEO SR FM | | | | 4 | -4 | -100.00 | .00 | .00 |
| HANDLEY SAUV BL | | | | 4 | -4 | -100.00 | .00 | .00 |
| DE LOACH SAV BL | | | | 3 | -3 | -100.00 | .00 | .00 |
| VAN ASPEREN | | | | 3 | -3 | -100.00 | .00 | .00 |
| EAGLE ROOST SAV | | | | 3 | -3 | -100.00 | .00 | .00 |
| HUSCH SAUV BLNC | | | | 2 | -2 | -100.00 | .00 | .00 |
| STEVENOT SAV BL | | | | 1 | -1 | -100.00 | .00 | .00 |
| MONTEREY VNEYRD | | | | 1 | -1 | -100.00 | .00 | .00 |
| BALCOM&MOE SV B | | | | 1 | -1 | -100.00 | .00 | .00 |
| ZABACO FUME/S B | | | | 1 | -1 | -100.00 | .00 | .00 |
| COVEY RUN FM RS | | | | 1 | -1 | -100.00 | .00 | .00 |
| MERRYVALE SV RS | | | | 1 | -1 | -100.00 | .00 | .00 |
| TOTAL SAV BL/FME BL | | | 218095 | 215699 | 2396 | 1.11 | | |

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

ALL STATES-1/1/03 - 12/31/03

PAGE 55

| CLASS & TYPE BRAND | AGE / PROOF | RETAIL PRICE 750ml | CASE SALES | | CASES + or - | % OF + or - | % OF TYPE | |
|-----------------------|----------------|--------------------------|------------|-----------|-----------------|----------------|-----------|-----------|
| | | | This Year | Last Year | | | This Year | Last Year |
| WHT VARTL OTH | | | | | | | | |
| FRAN SLVRBCH BX | | | 35950 | 29130 | 6820 | 23.41 | 25.80 | 31.46 |
| RM WOODBG P GRG | | | 19639 | 8897 | 10742 | 120.74 | 14.09 | 9.61 |
| TURNG LF PN GRG | | | 11187 | 9366 | 1821 | 19.44 | 8.03 | 10.11 |
| REDWD CRK P GRG | | | 4105 | | 4105 | 100.00 | 2.95 | .00 |
| HOGUE SEMILLON | | | 3911 | 233 | 3678 | 1578.54 | 2.81 | .25 |
| STR HME MUS ALX | | | 3714 | 2832 | 882 | 31.14 | 2.66 | 3.06 |
| STONE CLR P GRG | | | 3324 | 913 | 2411 | 264.07 | 2.39 | .99 |
| COL SEMLN CHARD | | | 3158 | 4137 | -979 | -23.66 | 2.27 | 4.47 |
| GLEN ELLN P GRG | | | 3047 | 57 | 2990 | 5245.61 | 2.19 | .06 |
| GOSSMR BY P GRG | | | 2855 | 4323 | -1468 | -33.96 | 2.05 | 4.67 |
| MONTEVINA P GRG | | | 1877 | 579 | 1298 | 224.18 | 1.35 | .63 |
| HOGUE SEM-CHARD | | | 1860 | 614 | 1246 | 202.93 | 1.33 | .66 |
| FOREST GLN PN G | | | 1775 | 1416 | 359 | 25.35 | 1.27 | 1.53 |
| NIEBM-CPLA BNCO | | | 1657 | 1022 | 635 | 62.13 | 1.19 | 1.10 |
| CAYMUS CONUNDRM | | | 1633 | 1181 | 452 | 38.27 | 1.17 | 1.28 |
| TALUS PNT GRGIO | | | 1621 | 911 | 710 | 77.94 | 1.16 | .98 |
| BULLY HLL NGARA | | | 1619 | 1502 | 117 | 7.79 | 1.16 | 1.62 |
| FTZR SUNDL P GR | | | 1566 | | 1566 | 100.00 | 1.12 | .00 |
| KING EST PN GRS | | | 1555 | 1433 | 122 | 8.51 | 1.12 | 1.55 |
| SUTTR HM PN GRG | | | 1399 | | 1399 | 100.00 | 1.00 | .00 |
| VENDANGE PN GRG | | | 1337 | | 1337 | 100.00 | .96 | .00 |
| LOCKWOOD PNT BL | | | 1160 | 486 | 674 | 138.68 | .83 | .52 |
| CSM SEMILLON | | | 1089 | 1153 | -64 | -5.55 | .78 | 1.25 |
| VENDNGE SEM-CHR | | | 1071 | 1117 | -46 | -4.12 | .77 | 1.21 |
| L FMGLA PNT GRG | | | 992 | 513 | 479 | 93.37 | .71 | .55 |
| HOGUE PINOT GRS | | | 900 | 606 | 294 | 48.51 | .65 | .65 |
| GALLO SNM P GRS | | | 880 | 171 | 709 | 414.62 | .63 | .18 |
| HEDGES FUME/CHR | | | 849 | 788 | 61 | 7.74 | .61 | .85 |
| CLMBIA PNT GRIS | | | 825 | 1058 | -233 | -22.02 | .59 | 1.14 |
| BLACK OAK P GRG | | | 670 | 649 | 21 | 3.24 | .48 | .70 |
| INGLNK CHR/PN G | | | 629 | 394 | 235 | 59.64 | .45 | .43 |
| LAETITIA PN BLC | | | 612 | | 612 | 100.00 | .44 | .00 |
| MONTINORE P GRS | | | 604 | 322 | 282 | 87.58 | .43 | .35 |
| KIONA VICKY WHT | | | 601 | | 601 | 100.00 | .43 | .00 |
| COVEY RUN SM/CH | | | 587 | 818 | -231 | -28.24 | .42 | .88 |
| IVN TMAS PN GRG | | | 579 | 416 | 163 | 39.18 | .42 | .45 |
| WASH HL SEM/CHR | | | 577 | 437 | 140 | 32.04 | .41 | .47 |
| CRBT CNYN P GRG | | | 573 | | 573 | 100.00 | .41 | .00 |
| FLK COVE PN GRS | | | 567 | 419 | 148 | 35.32 | .41 | .45 |
| CSM PNT GRIS CV | | | 560 | 280 | 280 | 100.00 | .40 | .30 |
| MONTNORE M THGU | | | 525 | 595 | -70 | -11.76 | .38 | .64 |
| COVEY MORIO MUS | | | 515 | 549 | -34 | -6.19 | .37 | .59 |
| ERATH EV PN GRS | | | 494 | 497 | -3 | -.60 | .35 | .54 |
| MERIDN P GRG CA | | | 489 | 299 | 190 | 63.55 | .35 | .32 |
| MARTN B MOS ALG | | | 438 | 1056 | -618 | -58.52 | .31 | 1.14 |
| TRINTY OAK PN G | | | 429 | | 429 | 100.00 | .31 | .00 |
| BARBRVL PNT GRG | | | 397 | 375 | 22 | 5.87 | .28 | .40 |
| WILCOX WEDDNG W | | | 381 | 104 | 277 | 266.35 | .27 | .11 |
| CHDSFRD PRP RSV | | | 375 | 342 | 33 | 9.65 | .27 | .37 |
| LUNA PNT GRGIO | | | 370 | 193 | 177 | 91.71 | .27 | .21 |
| WILD HORSE PN B | | | 350 | 449 | -99 | -22.05 | .25 | .48 |
| COL SEMILLON | | | 350 | 402 | -52 | -12.94 | .25 | .43 |
| COLUMBIA SMLN | | | 341 | 447 | -106 | -23.71 | .24 | .48 |
| CA D SLO BG HSE | | | 327 | 109 | 218 | 200.00 | .23 | .12 |
| LATAH CREEK MAY | | | 315 | 234 | 81 | 34.62 | .23 | .25 |
| FIRESTEED P GRS | | | 314 | 201 | 113 | 56.22 | .23 | .22 |
| P RDG CHEN VGNR | | | 306 | 453 | -147 | -32.45 | .22 | .49 |
| PEPPRWD G P GRG | | | 288 | 20 | 268 | 1340.00 | .21 | .02 |
| FRAN FME CHR BX | | | 277 | 400 | -123 | -30.75 | .20 | .43 |
| PEPPRWD GV VGNR | | | 258 | 269 | -11 | -4.09 | .19 | .29 |
| YN WHITE | | | 256 | | 256 | 100.00 | .18 | .00 |
| EQUUS VGNR C C | | | 250 | 25 | 225 | 900.00 | .18 | .03 |
| RH PHLLP VIOGNR | | | 241 | 242 | -1 | -.41 | .17 | .26 |
| PONZI PINOT GRS | | | 241 | 49 | 192 | 391.84 | .17 | .05 |
| SMOKNG LN VGNER | | | 237 | 241 | -4 | -1.66 | .17 | .26 |
| SOKL BLNR EV #9 | | | 237 | 115 | 122 | 106.09 | .17 | .12 |
| IRONSTN OBSESSN | | | 219 | 48 | 171 | 356.25 | .16 | .05 |
| BONNY DN BIG HS | | | 216 | 34 | 182 | 535.29 | .15 | .04 |
| CLINE CTE OAKLY | | | 186 | 163 | 23 | 14.11 | .13 | .18 |
| PHELPS PASTICHE | | | 179 | 106 | 73 | 68.87 | .13 | .11 |
| BERINGER ALLUVM | | | 171 | 171 | | .00 | .12 | .18 |
| CHDSFRD PN GRIG | | | 166 | 114 | 52 | 45.61 | .12 | .12 |
| OAK KNOLL PN GR | | | 166 | 29 | 137 | 472.41 | .12 | .03 |
| SUTTER HM SOLED | | | 165 | 240 | -75 | -31.25 | .12 | .26 |
| ROSNBLM RPK VGN | | | 156 | 1 | 155 | ***** | .11 | .00 |
| SNQ SEMILLON | | | 152 | 19 | 133 | 700.00 | .11 | .02 |
| O STH NBL SM SW | | | 148 | 135 | 13 | 9.63 | .11 | .15 |
| TEFFT PNT GRGIO | | | 148 | 102 | 46 | 45.10 | .11 | .11 |
| CHEHLM P GRS ES | | | 147 | 43 | 104 | 241.86 | .11 | .05 |
| PEPT PNT GRGIO | | | 139 | 158 | -19 | -12.03 | .10 | .17 |
| STEELE BN PN BL | | | 136 | 38 | 98 | 257.89 | .10 | .04 |
| BLUE MTN VIGNOL | | | 133 | 139 | -6 | -4.32 | .10 | .15 |
| CLOVR HLL P GRG | | | 129 | 77 | 52 | 67.53 | .09 | .08 |
| MARTN BRO P GRG | | | 127 | 107 | 20 | 18.69 | .09 | .12 |
| ZABACO R PN GRS | | | 126 | 48 | 78 | 162.50 | .09 | .05 |
| DUCK POND P GRS | | | 123 | 65 | 58 | 89.23 | .09 | .07 |
| RENWOOD VIOGNER | | | 122 | 16 | 106 | 662.50 | .09 | .02 |
| MCDWLL VIOGNER | | | 113 | 71 | 42 | 59.15 | .08 | .08 |
| SNQ SMLN/CHARD | | | 104 | | 104 | 100.00 | .07 | .00 |
| R MNDVI MOS ORO | | | 103 | 103 | | .00 | .07 | .11 |
| HORTON ECLIPSE | | | 101 | 105 | -4 | -3.81 | .07 | .11 |
| VALLY MOON PN B | | | 100 | 59 | 41 | 69.49 | .07 | .06 |

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

ALL STATES-1/1/03 - 12/31/03

PAGE 56

| CLASS & TYPE BRAND | AGE / PROOF | RETAIL PRICE 750ml | CASE SALES | | CASES + or - | % OF + or - | % OF TYPE | |
|-----------------------|----------------|--------------------------|------------|-----------|-----------------|----------------|-----------|-----------|
| | | | This Year | Last Year | | | This Year | Last Year |
| ADELSHM PNT GRS | | | 98 | 103 | -5 | -4.85 | .07 | .11 |
| HORTON ROUTE 33 | | | 97 | 69 | 28 | 40.58 | .07 | .07 |
| L FMGLA MSC BNC | | | 93 | 101 | -8 | -7.92 | .07 | .11 |
| KNG EST P GR RS | | | 93 | 77 | 16 | 20.78 | .07 | .08 |
| BARNRD GRFN SML | | | 90 | 141 | -51 | -36.17 | .06 | .15 |
| NAPA RDGE P GRG | | | 84 | 159 | -75 | -47.17 | .06 | .17 |
| BOOKWALTER JACT | | | 81 | 127 | -46 | -36.22 | .06 | .14 |
| REX HILL PN GRS | | | 80 | 31 | 49 | 158.06 | .06 | .03 |
| J PINOT GRIS RR | | | 73 | 68 | 5 | 7.35 | .05 | .07 |
| HORTON STNCSTLE | | | 71 | 92 | -21 | -22.83 | .05 | .10 |
| WLD HRS MLV BNC | | | 71 | 82 | -11 | -13.41 | .05 | .09 |
| TREANA MAR/VGNR | | | 71 | 67 | 4 | 5.97 | .05 | .07 |
| ECHOLON VIOGNER | | | 68 | 45 | 23 | 51.11 | .05 | .05 |
| BARGETTO PN GRG | | | 66 | 80 | -14 | -17.50 | .05 | .09 |
| COSENTNO NOVLS | | | 66 | 35 | 31 | 88.57 | .05 | .04 |
| FROG LP LPFMLCH | | | 65 | 71 | -6 | -8.45 | .05 | .08 |
| SILVN RDG E MUS | | | 64 | 27 | 37 | 137.04 | .05 | .03 |
| MCMRRY RCH P GR | | | 64 | 24 | 40 | 166.67 | .05 | .03 |
| JHNSN LBSTRPFCH | | | 58 | 53 | 5 | 9.43 | .04 | .06 |
| SILVAN RG P GRS | | | 56 | 63 | -7 | -11.11 | .04 | .07 |
| CALLAWAY VIOGNER | | | 55 | 69 | -14 | -20.29 | .04 | .07 |
| AU BN CLMT PB/PG | | | 54 | 43 | 11 | 25.58 | .04 | .05 |
| EYRIE PNT GRIS | | | 53 | 47 | 6 | 12.77 | .04 | .05 |
| MINER VIOGNER | | | 52 | 34 | 18 | 52.94 | .04 | .04 |
| ST SUPERY MERTG | | | 50 | 42 | 8 | 19.05 | .04 | .05 |
| SDDLEBACK P GRG | | | 48 | 11 | 37 | 336.36 | .03 | .01 |
| HGUE GNSIS VGNR | | | 47 | 110 | -63 | -57.27 | .03 | .12 |
| CLINE VIOGNER | | | 46 | 59 | -13 | -22.03 | .03 | .06 |
| JEWEL COL VGNR | | | 46 | 46 | 0 | 100.00 | .03 | .00 |
| B DOON MLV BNCA | | | 45 | 34 | 11 | 32.35 | .03 | .04 |
| CHEHLM P GRS RS | | | 44 | 34 | 10 | 29.41 | .03 | .04 |
| NITTANY PROP WH | | | 41 | 20 | 21 | 105.00 | .03 | .02 |
| MONTPLR VIOGNER | | | 41 | 41 | 0 | 100.00 | .03 | .00 |
| CHALONE PN BLNC | | | 40 | 48 | -8 | -16.67 | .03 | .05 |
| BADGER MTN SEVE | | | 38 | 4 | 34 | 850.00 | .03 | .00 |
| PRNC MCH PN GRG | | | 38 | 38 | 0 | 100.00 | .03 | .00 |
| CRISTOM PNT GRS | | | 37 | 14 | 23 | 164.29 | .03 | .02 |
| FESS PRKR VGNR | | | 37 | 37 | 0 | 100.00 | .03 | .00 |
| NISSLEY SYVL BL | | | 36 | 34 | 2 | 5.88 | .03 | .04 |
| ZACA MESA VGNR | | | 35 | 283 | -248 | -87.63 | .03 | .31 |
| HORTON VIOGNER | | | 35 | 49 | -14 | -28.57 | .03 | .05 |
| BETHL HTS P GRS | | | 35 | 15 | 20 | 133.33 | .03 | .02 |
| JEPSON VIOGNER | | | 34 | 34 | 0 | 100.00 | .02 | .00 |
| HORTON NIAGARA | | | 31 | 31 | 0 | 100.00 | .02 | .00 |
| CA D SLO MUSCTO | | | 30 | 9 | 21 | 233.33 | .02 | .01 |
| PACIFIC E SM/CH | | | 29 | 193 | -164 | -84.97 | .02 | .21 |
| NAPA RDGE TRIAD | | | 29 | 188 | -159 | -84.57 | .02 | .20 |
| LANGTRY MERTAGE | | | 29 | 28 | 1 | 3.57 | .02 | .03 |
| LINGANDRE RAVEN | | | 29 | 19 | 10 | 52.63 | .02 | .02 |
| CLAY STN VIOGNER | | | 29 | 29 | 0 | 100.00 | .02 | .00 |
| WILD HRSE P GRG | | | 28 | 45 | -17 | -37.78 | .02 | .05 |
| HGUE GNSIS SMLN | | | 26 | 41 | -15 | -36.59 | .02 | .04 |
| BERINGR NHTNGL | | | 26 | 8 | 18 | 225.00 | .02 | .01 |
| HORTON RHATSTEL | | | 25 | 25 | 0 | 100.00 | .02 | .00 |
| MCMANIS PNT GRG | | | 25 | 25 | 0 | 100.00 | .02 | .00 |
| TALOMAS CHR/VGN | | | 23 | 23 | 0 | 100.00 | .02 | .00 |
| KDL-JKSN MUS CN | | | 22 | 16 | 6 | 37.50 | .02 | .02 |
| BONTERRA VIOGNER | | | 19 | 47 | -28 | -59.57 | .01 | .05 |
| BETHL HTS PN BL | | | 19 | 19 | 0 | 100.00 | .01 | .00 |
| BERINGER VIOGNER | | | 17 | 11 | 6 | 54.55 | .01 | .01 |
| ARCHY SMT P GRS | | | 16 | 12 | 4 | 33.33 | .01 | .01 |
| STARGAZER PN GR | | | 16 | 7 | 9 | 128.57 | .01 | .01 |
| ERATH EV PNT BL | | | 16 | 6 | 10 | 166.67 | .01 | .01 |
| L'ECOLE SEMLLON | | | 15 | 33 | -18 | -54.55 | .01 | .04 |
| HORTON MARSANNE | | | 15 | 26 | -11 | -42.31 | .01 | .03 |
| BABCOCK PNG GRG | | | 15 | 12 | 3 | 25.00 | .01 | .01 |
| CARMENET SV SEM | | | 14 | 14 | 0 | 100.00 | .01 | .02 |
| CLAY STN PN GRG | | | 14 | 14 | 0 | 100.00 | .01 | .00 |
| MONTPLR SEM/CHR | | | 13 | 41 | -28 | -68.29 | .01 | .04 |
| LANGE PINOT GRS | | | 13 | 13 | 0 | 100.00 | .01 | .00 |
| SMTH&HK VIOGNER | | | 11 | 126 | -115 | -91.27 | .01 | .14 |
| CONCANNON VGNR | | | 11 | 48 | -37 | -77.08 | .01 | .05 |
| SUTTER HM MSCCTO | | | 11 | 35 | -24 | -68.57 | .01 | .04 |
| SILVR LK FM/CHR | | | 11 | 23 | -12 | -52.17 | .01 | .02 |
| LOEW TWILIGHT | | | 11 | 12 | -1 | -8.33 | .01 | .01 |
| SDDLEBACK PN BL | | | 11 | 8 | 3 | 37.50 | .01 | .01 |
| BLUE MT PN GRIS | | | 11 | 11 | 0 | 100.00 | .01 | .00 |
| AMITY PINOT BLC | | | 10 | 25 | -15 | -60.00 | .01 | .03 |
| ESTANCIA PN GRG | | | 10 | 10 | 0 | 100.00 | .01 | .00 |
| WILLKNZIE P GRS | | | 9 | 66 | -57 | -86.36 | .01 | .07 |
| CECHTI-SEB VGNR | | | 9 | 50 | -41 | -82.00 | .01 | .05 |
| CALERA VIOGNER | | | 9 | 12 | -3 | -25.00 | .01 | .01 |
| VN MSTR L VIOGNER | | | 9 | 7 | 2 | 28.57 | .01 | .01 |
| PRESTON MARSNNE | | | 9 | 6 | 3 | 50.00 | .01 | .01 |
| EDNA VLY PN GRS | | | 9 | 3 | 6 | 200.00 | .01 | .00 |
| PHELPS VIOGNER | | | 9 | 2 | 7 | 350.00 | .01 | .00 |
| CH BENOT M THGU | | | 9 | 1 | 8 | 800.00 | .01 | .00 |
| CSM PNT GRIS VS | | | 8 | 65 | -57 | -87.69 | .01 | .07 |
| AU BN CLMT HILD | | | 8 | 9 | -1 | -11.11 | .01 | .01 |
| BERINGER MERTGE | | | 8 | 5 | 3 | 60.00 | .01 | .01 |
| SADDLEBACK VGNR | | | 8 | 8 | 0 | 100.00 | .01 | .00 |
| JOHNSN DELAWARE | | | 8 | 8 | 0 | 100.00 | .01 | .00 |
| JOHNSN CHTGA BL | | | 8 | 8 | 0 | 100.00 | .01 | .00 |

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

ALL STATES-1/1/03 - 12/31/03

PAGE 57

| CLASS & TYPE BRAND | AGE / PROOF | RETAIL PRICE 750ml | CASE SALES | | CASES + or - | % OF + or - | % OF TYPE | |
|-----------------------|----------------|--------------------------|------------|-----------|-----------------|----------------|-----------|-----------|
| | | | This Year | Last Year | | | This Year | Last Year |
| TRIESTE PNT GRG | | | 7 | 22 | -15 | -68.18 | .01 | .02 |
| BRDVIEW PN GRS | | | 7 | 22 | -15 | -68.18 | .01 | .02 |
| BOORDY SYVL BLC | | | 7 | | | .00 | .01 | .01 |
| HINMN VYD P GRS | | | 7 | 5 | 2 | 40.00 | .01 | .01 |
| ARRWD SRLEE VGN | | | 7 | 3 | 4 | 133.33 | .01 | .00 |
| COOPER VYD VGNR | | | 7 | | | 100.00 | .01 | .00 |
| DE LOACH VIOGNR | | | 7 | | | 100.00 | .01 | .00 |
| STEELE C L VGNR | | | 6 | 5 | 1 | 20.00 | .00 | .01 |
| LINGANORE MAY | | | 6 | 4 | 2 | 50.00 | .00 | .00 |
| SOKL BLSR P GRS | | | 6 | 2 | 4 | 200.00 | .00 | .00 |
| JAMES RVR CHDNL | | | 6 | | | 100.00 | .00 | .00 |
| TAZ PINOT GRIS | | | 6 | | | 100.00 | .00 | .00 |
| PHELPS EISREBE | | | 6 | 18 | -13 | -72.22 | .00 | .02 |
| VME PNT BLNC GR | | | 5 | 13 | -8 | -61.54 | .00 | .01 |
| WRGHT FRDM H PB | | | 5 | 10 | -5 | -50.00 | .00 | .01 |
| GUND BND BEARTG | | | 5 | 8 | -3 | -37.50 | .00 | .01 |
| QUPE BN NCDO CV | | | 5 | | | 100.00 | .00 | .00 |
| SEGHEIO PN GRS | | | 4 | 2 | 2 | 100.00 | .00 | .00 |
| NOVELLA LH MOSC | | | 4 | | | 100.00 | .00 | .00 |
| ETUDE PINOT GRS | | | 3 | 8 | -5 | -62.50 | .00 | .01 |
| TERRY RNCH VDWD | | | 3 | 7 | -4 | -57.14 | .00 | .01 |
| CURTIS HERITAGE | | | 3 | 7 | -4 | -57.14 | .00 | .01 |
| WASH HLL SEMLLN | | | 3 | | | .00 | .00 | .00 |
| BONTRRA ROUSNNE | | | 3 | 1 | 2 | 200.00 | .00 | .00 |
| BONTRRA MUSCAT | | | 3 | | | 200.00 | .00 | .00 |
| BRDGVW RS P GRS | | | 3 | | | 100.00 | .00 | .00 |
| WILLKNZIE PN BL | | | 3 | | | 100.00 | .00 | .00 |
| SMT WHITE | | | 2 | 233 | -231 | -99.14 | .00 | .25 |
| ARBR CR L H SML | | | 2 | 14 | -12 | -85.71 | .00 | .02 |
| MD 20/20 KWI-LM | | | 2 | 8 | -6 | -75.00 | .00 | .01 |
| WLLMITE PN GRIS | | | 2 | 6 | -4 | -66.67 | .00 | .01 |
| W B BRDGMN VGNR | | | 2 | 3 | -1 | -33.33 | .00 | .00 |
| KUNDE VIOGNIER | | | 2 | | | 100.00 | .00 | .00 |
| ROSNBLM MARSANE | | | 2 | 1 | 1 | 100.00 | .00 | .00 |
| ST SUPERY SMLLN | | | 2 | | | 100.00 | .00 | .00 |
| NEWTN VOG PV BT | | | 2 | | | 100.00 | .00 | .00 |
| DARIOUSH S VGNR | | | 2 | | | 100.00 | .00 | .00 |
| MONTRRA PN GRG | | | 2 | | | 100.00 | .00 | .00 |
| KIONA SEMILLON | | | 2 | | | 100.00 | .00 | .00 |
| RABBT RG VIOGNR | | | 2 | | | 100.00 | .00 | .00 |
| DELRMIER SPCTRM | | | 1 | 70 | -69 | -98.57 | .00 | .08 |
| MERIDN P GRG MC | | | 1 | 27 | -26 | -96.30 | .00 | .03 |
| MENAGE A TROIS | | | 1 | 7 | -6 | -85.71 | .00 | .01 |
| DE LOACH PN GRS | | | 1 | 6 | -5 | -83.33 | .00 | .01 |
| MRTNI FLLE BLCH | | | 1 | 4 | -3 | -75.00 | .00 | .00 |
| BLSSM HL SYMPHY | | | 1 | 4 | -3 | -75.00 | .00 | .00 |
| COL ET HAR SEM | | | 1 | 3 | -2 | -66.67 | .00 | .00 |
| COOPER MT P GRS | | | 1 | 2 | -1 | -50.00 | .00 | .00 |
| BRNGR HDSN VGNR | | | 1 | | | .00 | .00 | .00 |
| DUCK POND SEMLN | | | 1 | 1 | | .00 | .00 | .00 |
| SILVER RDG VGNR | | | 1 | | | 100.00 | .00 | .00 |
| PNTHR CRK MELON | | | 1 | | | 100.00 | .00 | .00 |
| ALDERBROOK VGNR | | | 1 | | | 100.00 | .00 | .00 |
| STAGS LP VIOGNR | | | 1 | | | 100.00 | .00 | .00 |
| CALLWAY CR VGNR | | | 1 | | | 100.00 | .00 | .00 |
| NIEBW-CPLA BCNX | | | 1 | | | 100.00 | .00 | .00 |
| INGLSD PL VOGNR | | | 1 | | | 100.00 | .00 | .00 |
| TABLS D TBLS BL | | | 1 | | | 100.00 | .00 | .00 |
| VENEZA NVO MNDO | | | 1 | | | 100.00 | .00 | .00 |
| AMADOR FTHL SML | | | 1 | | | 100.00 | .00 | .00 |
| TALUS SEM-CHARD | | | | 147 | -147 | -100.00 | .00 | .16 |
| VIRETN BLC CLLN | | | | 41 | -41 | -100.00 | .00 | .04 |
| FLORA SPG P GRS | | | | 18 | -18 | -100.00 | .00 | .02 |
| SEB SYMPHONY DH | | | | 13 | -13 | -100.00 | .00 | .01 |
| SNTNL PK FM/CHR | | | | 8 | -8 | -100.00 | .00 | .01 |
| CSM SEMLN LH RS | | | | 7 | -7 | -100.00 | .00 | .01 |
| ARBR CRST P GRS | | | | 7 | -7 | -100.00 | .00 | .01 |
| KALIN SEMILLON | | | | 6 | -6 | -100.00 | .00 | .01 |
| LYETH WHT MERTG | | | | 6 | -6 | -100.00 | .00 | .01 |
| GALLO TV MLV/CH | | | | 4 | -4 | -100.00 | .00 | .00 |
| MTR VNYD SCPRNG | | | | 4 | -4 | -100.00 | .00 | .00 |
| BABCOCK PNT GRS | | | | 4 | -4 | -100.00 | .00 | .00 |
| COLUMBIA SML RS | | | | 4 | -4 | -100.00 | .00 | .00 |
| MRPHY-GDE PN BL | | | | 4 | -4 | -100.00 | .00 | .00 |
| HOGUE VIOGNIER | | | | 4 | -4 | -100.00 | .00 | .00 |
| COL ICE SEM 2ND | | | | 3 | -3 | -100.00 | .00 | .00 |
| EOLA HLL PN GRS | | | | 3 | -3 | -100.00 | .00 | .00 |
| ARCIERO EST CLS | | | | 3 | -3 | -100.00 | .00 | .00 |
| ARCIERO MUS CAN | | | | 3 | -3 | -100.00 | .00 | .00 |
| CA D SLO IL PSC | | | | 3 | -3 | -100.00 | .00 | .00 |
| HOGUE PINOT GRS | | | | 2 | -2 | -100.00 | .00 | .00 |
| CLINE MARSANNE | | | | 2 | -2 | -100.00 | .00 | .00 |
| ROSNBLM SB VGNR | | | | 2 | -2 | -100.00 | .00 | .00 |
| MT BAKER CHSSLS | | | | 2 | -2 | -100.00 | .00 | .00 |
| SGNRLLD EST SML | | | | 1 | -1 | -100.00 | .00 | .00 |
| DESRT WND SMLLN | | | | 1 | -1 | -100.00 | .00 | .00 |
| ROSNBLM SEM-CH | | | | 1 | -1 | -100.00 | .00 | .00 |
| MRS HRV RS PN B | | | | 1 | -1 | -100.00 | .00 | .00 |
| WNDY RVR WLF BL | | | | 1 | -1 | -100.00 | .00 | .00 |
| WAGNR VGNLS ICE | | | | 1 | -1 | -100.00 | .00 | .00 |
| BONTRRA MRSNNE | | | | 1 | -1 | -100.00 | .00 | .00 |
| SUMMIT BL BL BX | | | | 1 | -1 | -100.00 | .00 | .00 |
| APEX MONTAGE | | | | 1 | -1 | -100.00 | .00 | .00 |

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

ALL STATES-1/1/03 - 12/31/03

PAGE 58

| CLASS & TYPE BRAND | AGE / PROOF | RETAIL PRICE 750ml | CASE SALES | | CASES + or - | % OF + or - | % OF TYPE | |
|----------------------------|----------------|--------------------------|---------------|--------------|-----------------|----------------|-----------|-----------|
| | | | This Year | Last Year | | | This Year | Last Year |
| TOTAL WHT VARTL OTH | | | 139368 | 92602 | 46766 | 50.50 | | |
| APPLE | | | | | | | | |
| HORNSBY'S | | | 4032 | 4429 | -397 | -8.96 | 30.93 | 29.82 |
| HORNSBY'S DARK | | | 2730 | 2773 | -43 | -1.55 | 20.94 | 18.67 |
| HARD CORE CRISP | | | 2346 | 2920 | -574 | -19.66 | 18.00 | 19.66 |
| K CIDER | | | 1637 | 2276 | -639 | -28.08 | 12.56 | 15.33 |
| CHADDSFORD SPCD | | | 825 | 815 | 10 | 1.23 | 6.33 | 5.49 |
| SPIRE MNT CIDER | | | 681 | 501 | 180 | 35.93 | 5.22 | 3.37 |
| CLOVER HLL SPCD | | | 564 | 494 | 70 | 14.17 | 4.33 | 3.33 |
| ACE APPLE CIDER | | | 110 | 97 | 13 | 13.40 | .84 | .65 |
| NISSLEY | | | 95 | 54 | 41 | 75.93 | .73 | .36 |
| BOORDY APPLE | | | 7 | 7 | | .00 | .05 | .05 |
| CIDER JACK HARD | | | 3 | 8 | -5 | -62.50 | .02 | .05 |
| HRD CDR GLD CDR | | | 2 | 447 | -445 | -99.55 | .02 | 3.01 |
| METCALF HRD CDR | | | 2 | | 2 | 100.00 | .02 | .00 |
| NAYLOR APPLE | | | 1 | | 1 | 100.00 | .01 | .00 |
| TERRY RNCH CIDR | | | 1 | | 1 | 100.00 | .01 | .00 |
| GOLDN DELICIOUS | | | | 23 | -23 | -100.00 | .00 | .15 |
| CATOCTN APL DEW | | | | 6 | -6 | -100.00 | .00 | .04 |
| HARD CORE BLACK | | | | 1 | -1 | -100.00 | .00 | .01 |
| TOTAL APPLE | | | 13036 | 14851 | -1815 | -12.22 | | |
| BLACKBERRY | | | | | | | | |
| MANISCHEWITZ | | | 22902 | 21434 | 1468 | 6.85 | 58.34 | 57.69 |
| MOGEN DAVID | | | 14779 | 14105 | 674 | 4.78 | 37.65 | 37.96 |
| KINGS | | | 1425 | 1495 | -70 | -4.68 | 3.63 | 4.02 |
| HORTON CH CABIN | | | 151 | 107 | 44 | 41.12 | .38 | .29 |
| MANISCHEWITZ CR | | | 1 | 10 | -9 | -90.00 | .00 | .03 |
| MT BAKER | | | | 2 | -2 | -100.00 | .00 | .01 |
| MEIERS WILD MNT | | | | 2 | -2 | -100.00 | .00 | .01 |
| TOTAL BLACKBERRY | | | 39258 | 37155 | 2103 | 5.66 | | |
| FRUIT OTHER | | | | | | | | |
| ARBR MST FRT WZ | | | 57166 | 61881 | -4715 | -7.62 | 13.30 | 14.92 |
| ARBR MST STW WZ | | | 44414 | 51390 | -6976 | -13.57 | 10.34 | 12.39 |
| ARBR MST BLK ML | | | 30581 | 31319 | -738 | -2.36 | 7.12 | 7.55 |
| ARBR MST SNG ZN | | | 22921 | 21046 | 1875 | 8.91 | 5.33 | 5.07 |
| WLD VINE BLK ML | | | 22512 | 20433 | 2079 | 10.17 | 5.24 | 4.93 |
| ARBR MST PCH CH | | | 18791 | 22151 | -3360 | -15.17 | 4.37 | 5.34 |
| WLD VINE RSP ZN | | | 15745 | 17002 | -1257 | -7.39 | 3.66 | 4.10 |
| ARBR MST TF CHR | | | 14544 | 15351 | -807 | -5.26 | 3.38 | 3.70 |
| ARBR MST CRN TW | | | 14118 | 15294 | -1176 | -7.69 | 3.29 | 3.69 |
| WLD VINE STW WZ | | | 13830 | 15520 | -1690 | -10.89 | 3.22 | 3.74 |
| BOONE F STRW HL | | | 13256 | 12721 | 535 | 4.21 | 3.09 | 3.07 |
| ARBR MST WB STW | | | 12741 | | 12741 | 100.00 | 2.97 | .00 |
| PETER VELLA FLV | | | 12215 | 12305 | -90 | -.73 | 2.84 | 2.97 |
| ARBR MST MLN WZ | | | 12189 | 15707 | -3518 | -22.40 | 2.84 | 3.79 |
| WILD VNE PSN WZ | | | 11780 | 11846 | -66 | -.56 | 2.74 | 2.86 |
| MD 20/20 RD GRP | | | 11280 | 1769 | 9511 | 537.65 | 2.63 | .43 |
| MD 20/20 BAN RD | | | 11071 | 11636 | -565 | -4.86 | 2.58 | 2.81 |
| MNCHZ CRM PEACH | | | 9592 | 10321 | -729 | -7.06 | 2.23 | 2.49 |
| ARBR MST WB PCH | | | 8997 | | 8997 | 100.00 | 2.09 | .00 |
| SPANADA | | | 8856 | 8628 | 228 | 2.64 | 2.06 | 2.08 |
| ARBR MST WB BLK | | | 8803 | | 8803 | 100.00 | 2.05 | .00 |
| MD 20/20 ORG JB | | | 6623 | 858 | 5765 | 671.91 | 1.54 | .21 |
| MD 20/20 PCH CR | | | 5426 | 5971 | -545 | -9.13 | 1.26 | 1.44 |
| WLD VINE PCH CH | | | 4997 | 5327 | -330 | -6.19 | 1.16 | 1.28 |
| MD 20/20 KWI-LM | | | 4681 | 4864 | -183 | -3.76 | 1.09 | 1.17 |
| MD 20/20 STW-KW | | | 3954 | 4169 | -215 | -5.16 | .92 | 1.01 |
| MANICHWTZ CHRRY | | | 3613 | 3364 | 249 | 7.40 | .84 | .81 |
| MD 20/20 STW CR | | | 2735 | 3005 | -270 | -8.99 | .64 | .72 |
| TAYLR LK C PCH | | | 2359 | 2869 | -510 | -17.78 | .55 | .69 |
| WOODCHK CDR AMB | | | 1884 | 1690 | 194 | 11.48 | .44 | .41 |
| MANSchWtz ELDBY | | | 1784 | 1714 | 70 | 4.08 | .42 | .41 |
| KINSEN PLUM | | | 1538 | 1468 | 70 | 4.77 | .36 | .35 |
| BOONE BH KW-STW | | | 1526 | 3853 | -2327 | -60.39 | .36 | .93 |
| MD 20/20 BL RSP | | | 1454 | 1692 | -238 | -14.07 | .34 | .41 |
| MD 20/20 LMN IC | | | 1323 | 204 | 1119 | 548.53 | .31 | .05 |
| TAKARA PLUM | | | 1227 | 1183 | 44 | 3.72 | .29 | .29 |
| WOODCHK CDR G S | | | 1131 | 1116 | 15 | 1.34 | .25 | .27 |
| LATAH CRK HCKBY | | | 705 | 598 | 107 | 17.89 | .16 | .14 |
| THUNDRBRD CTRUS | | | 685 | 1061 | -376 | -35.44 | .16 | .26 |
| SPIRE PEAR CIDR | | | 659 | 465 | 194 | 41.72 | .15 | .11 |
| KIKKOMAN PLUM | | | 624 | 609 | 15 | 2.46 | .15 | .15 |
| WOODCK CDR PEAR | | | 583 | 505 | 78 | 15.45 | .14 | .12 |
| WOODCHK CDR DRK | | | 538 | 681 | -143 | -21.00 | .13 | .16 |
| MD 20/20 SPKD M | | | 475 | 849 | -374 | -44.05 | .11 | .20 |
| HOODSPRT RSBRY | | | 425 | 508 | -83 | -16.34 | .10 | .12 |
| ACE PEAR CIDER | | | 367 | 445 | -78 | -17.53 | .09 | .11 |
| BARGETTO MEAD | | | 350 | 295 | 55 | 18.64 | .08 | .07 |
| WLD VINE BL CHY | | | 279 | 3668 | -3389 | -92.39 | .06 | .88 |
| CHADDSFRD SPRNG | | | 273 | 321 | -48 | -14.95 | .06 | .08 |
| HOODSPRT PK RHB | | | 268 | 331 | -63 | -19.03 | .06 | .08 |
| HORTON CBN RSPY | | | 221 | 112 | 109 | 97.32 | .05 | .03 |
| HOODSPRT LGNBRY | | | 185 | 217 | -32 | -14.75 | .04 | .05 |
| HORTON CBN BLBY | | | 131 | 93 | 38 | 40.86 | .03 | .02 |
| P THOMAS BRTLTT | | | 127 | 269 | -142 | -52.79 | .03 | .06 |
| CISCO STRAWBRRY | | | 117 | 379 | -262 | -69.13 | .03 | .09 |
| BOONE SNWCK BRY | | | 67 | 80 | -13 | -16.25 | .02 | .02 |

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

ALL STATES-1/1/03 - 12/31/03

PAGE 59

| CLASS & TYPE BRAND | AGE / PROOF | RETAIL PRICE 750ml | CASE SALES | | CASES + or - | % OF + or - | % OF TYPE | |
|--------------------------|----------------|--------------------------|---------------|---------------|-----------------|----------------|-----------|-----------|
| | | | This Year | Last Year | | | This Year | Last Year |
| KOBAI PLUM | | | 67 | 10 | 57 | 570.00 | .02 | .00 |
| THUNDERBIRD | | | 60 | 37 | 23 | 62.16 | .01 | .01 |
| HORTON CBN PEAR | | | 59 | 45 | 14 | 31.11 | .01 | .01 |
| HORTON CBN PCH | | | 57 | 38 | 19 | 50.00 | .01 | .01 |
| ALBA RED RSPBRY | | | 52 | 50 | 2 | 4.00 | .01 | .01 |
| CAMAS WILD PLUM | | | 46 | 46 | 0 | 100.00 | .01 | .00 |
| WYOMING RASPBRY | | | 40 | 12 | 28 | 233.33 | .01 | .00 |
| CISCO BERRY | | | 39 | 82 | -43 | -52.44 | .01 | .02 |
| BERRYWNE RASPBRY | | | 37 | 24 | 13 | 54.17 | .01 | .01 |
| BOONE F APL C K | | | 36 | 46 | -10 | -21.74 | .01 | .01 |
| MAUI BLANC | | | 35 | 25 | 10 | 40.00 | .01 | .01 |
| MANCHWITZ LGNBRY | | | 33 | 26 | 7 | 26.92 | .01 | .01 |
| BERRYWINE MEAD | | | 32 | 22 | 10 | 45.45 | .01 | .01 |
| HAKUSAN RASPBRY | | | 31 | 14 | 17 | 121.43 | .01 | .00 |
| SOLEO ORCHD PCH | | | 29 | 36 | -7 | -19.44 | .01 | .01 |
| SOLEO RSPBY HRV | | | 28 | 35 | -7 | -20.00 | .01 | .01 |
| TERRY RNCH APCT | | | 27 | 9 | 18 | 200.00 | .01 | .00 |
| TERRY RNCH H MD | | | 25 | 52 | -27 | -51.92 | .01 | .01 |
| BERRYWINE PEACH | | | 24 | 10 | 14 | 140.00 | .01 | .00 |
| TERRY RNCH PLUM | | | 22 | 53 | -31 | -58.49 | .01 | .01 |
| MAUI SPLASH | | | 22 | 1 | 21 | 2100.00 | .01 | .00 |
| TRRY RNCH B PLM | | | 20 | 44 | -24 | -54.55 | .00 | .01 |
| TERRY RNCH CRAN | | | 16 | 43 | -27 | -62.79 | .00 | .01 |
| SOLEO VYD BERRY | | | 13 | 64 | -51 | -79.69 | .00 | .02 |
| POST PRFECT PCH | | | 12 | 34 | -22 | -64.71 | .00 | .01 |
| HORTON CBN APCT | | | 12 | 16 | -4 | -25.00 | .00 | .00 |
| SAMSON RASPBRRY | | | 11 | 11 | 0 | 100.00 | .00 | .00 |
| HAKUSAN PLUM | | | 10 | 10 | 0 | 100.00 | .00 | .00 |
| MANSCHWITZ MALGA | | | 9 | 41 | -32 | -78.05 | .00 | .01 |
| BARGETTO RASPBRY | | | 7 | 6 | 1 | 16.67 | .00 | .00 |
| PORTICO WZ MNGO | | | 6 | 9 | -3 | -33.33 | .00 | .00 |
| WYOMING ELDRBRY | | | 5 | 12 | -7 | -58.33 | .00 | .00 |
| LOEW BLUEBERRY | | | 5 | 4 | 1 | 25.00 | .00 | .00 |
| P THOMAS RSPBRY | | | 4 | 135 | -131 | -97.04 | .00 | .03 |
| POST GROOVY GRP | | | 4 | 25 | -21 | -84.00 | .00 | .01 |
| LOEW SERNDIPITY | | | 4 | 8 | -4 | -50.00 | .00 | .00 |
| MOGEN DVD W CHY | | | 4 | 3 | 1 | 33.33 | .00 | .00 |
| N RVR BLUBY/APL | | | 3 | 3 | 0 | 100.00 | .00 | .00 |
| M D 20/20 P GRP | | | 2 | 30 | -28 | -93.33 | .00 | .01 |
| PORTICO WZ KIWY | | | 2 | 24 | -22 | -91.67 | .00 | .01 |
| MANICHZ CRM CHY | | | 1 | 986 | -985 | -99.90 | .00 | .24 |
| TERRY RNCH HUCK | | | 1 | 4 | -3 | -75.00 | .00 | .00 |
| BARGETTO OLABRY | | | 1 | 2 | -1 | -50.00 | .00 | .00 |
| EMPIRE | | | 1 | 1 | 0 | 100.00 | .00 | .00 |
| HOODSPRT STELLA | | | 1 | 1 | 0 | 100.00 | .00 | .00 |
| TAYLR LK C BRRY | | | | 770 | -770 | -100.00 | .00 | .19 |
| CISCO BAHMA BRY | | | | 297 | -297 | -100.00 | .00 | .07 |
| CISCO ISL STRAW | | | | 258 | -258 | -100.00 | .00 | .06 |
| VERMONT HRD CDR | | | | 49 | -49 | -100.00 | .00 | .01 |
| PORTICO ZIN RSP | | | | 24 | -24 | -100.00 | .00 | .01 |
| CISCO BLK CHRRY | | | | 20 | -20 | -100.00 | .00 | .00 |
| CISCO PEACH | | | | 7 | -7 | -100.00 | .00 | .00 |
| MNCHWZ DLMJA CH | | | | 6 | -6 | -100.00 | .00 | .00 |
| TRRY RNCH PL SH | | | | 4 | -4 | -100.00 | .00 | .00 |
| WOODCHK CDR OAK | | | | 3 | -3 | -100.00 | .00 | .00 |
| MNICHZ BLK CHY | | | | 2 | -2 | -100.00 | .00 | .00 |
| MT BAKER PLUM | | | | 1 | -1 | -100.00 | .00 | .00 |
| TOTAL FRUIT OTHER | | | 429691 | 414721 | 14970 | 3.61 | | |
| TABLE OTHER | | | | | | | | |
| C ROSSI SANGRIA | | | 20786 | 17181 | 3605 | 20.98 | 16.94 | 17.05 |
| DAILY STRWBRY DQ | | | 10067 | 10219 | -152 | -1.49 | 8.20 | 10.14 |
| DAILY SWT&SOUR | | | 10040 | 8803 | 1237 | 14.05 | 8.18 | 8.74 |
| MSTR O MX SW&SR | | | 8122 | 7263 | 859 | 11.83 | 6.62 | 7.21 |
| MSTR O MX MARGT | | | 6955 | 5671 | 1284 | 22.64 | 5.67 | 5.63 |
| GRBLDI PASTAVNO | | | 5939 | 6408 | -469 | -7.32 | 4.84 | 6.36 |
| FRANZIA RD SNGR | | | 5716 | | 5716 | 100.00 | 4.66 | .00 |
| BOONES F SNGRIA | | | 5581 | 5759 | -178 | -3.09 | 4.55 | 5.71 |
| MSTR O MX ST DQ | | | 5454 | 4850 | 604 | 12.45 | 4.44 | 4.81 |
| DAILY PINA CLDA | | | 4364 | 4428 | -64 | -1.45 | 3.56 | 4.39 |
| MSTR O MX B MRY | | | 3669 | 3774 | -105 | -2.78 | 2.99 | 3.75 |
| WLD VNE SNGR WZ | | | 3587 | 2242 | 1345 | 59.99 | 2.92 | 2.22 |
| SPANIA SANGRIA | | | 3017 | 3384 | -367 | -10.85 | 2.46 | 3.36 |
| MSTR O MX P COL | | | 2284 | 2139 | 145 | 6.78 | 1.86 | 2.12 |
| DAILY GRN DEMON | | | 2265 | 2162 | 103 | 4.76 | 1.85 | 2.15 |
| ALMADEN RD SNGR | | | 2126 | | 2126 | 100.00 | 1.73 | .00 |
| BERINGER PVS | | | 1806 | | 1806 | 100.00 | 1.47 | .00 |
| DAILY BLD M T&S | | | 1673 | 1499 | 174 | 11.61 | 1.36 | 1.49 |
| MSTR MX BL M XS | | | 1667 | 1517 | 150 | 9.89 | 1.36 | 1.51 |
| ALMADEN WH SNGR | | | 1530 | | 1530 | 100.00 | 1.25 | .00 |
| MSTR O MX T COL | | | 1472 | 1471 | 1 | .07 | 1.20 | 1.46 |
| DAILY BLDY MARY | | | 1446 | 1444 | 2 | .14 | 1.18 | 1.43 |
| DAILY RSPBRY DQ | | | 1023 | 469 | 554 | 118.12 | .83 | .47 |
| DAILY MUDSLIDE | | | 988 | 964 | 24 | 2.49 | .80 | .96 |
| FINE CALL SW&SR | | | 945 | 867 | 78 | 9.00 | .77 | .86 |
| BROTHERHOOD HOL | | | 932 | 762 | 170 | 22.31 | .76 | .76 |
| FINE CALL GRNDN | | | 698 | 262 | 436 | 166.41 | .57 | .26 |
| DAILY BANANA DQ | | | 686 | 685 | 1 | .15 | .56 | .68 |
| DAILY MARGARITA | | | 567 | 434 | 133 | 30.65 | .46 | .43 |
| ARROWHEAD NGARA | | | 537 | 356 | 181 | 50.84 | .44 | .35 |
| FINE CALL STW P | | | 473 | 520 | -47 | -9.04 | .39 | .52 |
| MSTR O MX WH SR | | | 434 | 441 | -7 | -1.59 | .35 | .44 |

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

ALL STATES-1/1/03 - 12/31/03

PAGE 60

| CLASS & TYPE BRAND | AGE / PROOF | RETAIL PRICE 750ml | CASE SALES | | CASES + or - | % OF + or - | % OF TYPE | |
|--------------------------|----------------|--------------------------|---------------|---------------|-----------------|----------------|-----------|-----------|
| | | | This Year | Last Year | | | This Year | Last Year |
| MSTR O MX/BUCKT | | | 423 | | 423 | 100.00 | .34 | .00 |
| FETZER 6/2 GIFT | | | 407 | | 407 | 100.00 | .33 | .00 |
| FINE CALL MRGTA | | | 401 | 359 | 42 | 11.70 | .33 | .36 |
| DAILY LME JUICE | | | 392 | | 392 | 100.00 | .32 | .00 |
| FRST GLN CHR/ML | | | 371 | 215 | 156 | 72.56 | .30 | .21 |
| ZOE CAB/CH/MR/W | | | 360 | | 360 | 100.00 | .29 | .00 |
| PENN-SHORE KIR | | | 349 | 328 | 21 | 6.40 | .28 | .33 |
| FINE CALL B MRY | | | 348 | 396 | -48 | -12.12 | .28 | .39 |
| CHADDSFRD SNGRA | | | 321 | 230 | 91 | 39.57 | .26 | .23 |
| SWEET MAGNOLIA | | | 258 | 181 | 77 | 42.54 | .21 | .18 |
| MSTR MX B M PEP | | | 216 | 192 | 24 | 12.50 | .18 | .19 |
| BLUE BAYOU | | | 215 | 179 | 36 | 20.11 | .18 | .18 |
| FINE CALL PN CL | | | 205 | 240 | -35 | -14.58 | .17 | .24 |
| FINE CALL LIME | | | 205 | 47 | 158 | 336.17 | .17 | .05 |
| MSTR O MX COSMO | | | 125 | 82 | 44 | 53.66 | .10 | .08 |
| R MNDV PS CB GF | | | 122 | | 122 | 100.00 | .10 | .00 |
| RH PHLP CHR/SRHR | | | 106 | 155 | -49 | -31.61 | .09 | .15 |
| RM WDB RD CB GF | | | 98 | | 98 | 100.00 | .09 | .00 |
| SAVANNAH PIERRE | | | 91 | 6 | 85 | 1416.67 | .07 | .01 |
| R MNDV PV SL GF | | | 86 | | 86 | 100.00 | .07 | .00 |
| WLLMSBGR 3BT GF | | | 76 | 113 | -37 | -32.74 | .06 | .11 |
| YAGO SANT/GRIA | | | 76 | 94 | -18 | -19.15 | .06 | .09 |
| SOUTHERN BELLE | | | 61 | 72 | -11 | -15.28 | .05 | .07 |
| INGLSD CRAB 3PK | | | 59 | 76 | -17 | -22.37 | .05 | .08 |
| BYRON 2 BTL GFT | | | 56 | | 56 | 100.00 | .05 | .00 |
| WLLMSBGR SET SPC | | | 54 | 39 | 15 | 38.46 | .04 | .04 |
| SAND CASTLE ALP | | | 42 | | 42 | 100.00 | .03 | .00 |
| CASTLE CK GF 02 | | | 40 | 26 | 14 | 53.85 | .03 | .03 |
| RM WDBG CB/P GR | | | 39 | | 39 | 100.00 | .03 | .00 |
| ELK RUN SW KATH | | | 34 | 23 | 11 | 47.83 | .03 | .02 |
| CHDDSFDR MERCAN | | | 28 | 20 | 8 | 40.00 | .02 | .02 |
| FINE CALL BM LD | | | 28 | | 28 | 100.00 | .02 | .00 |
| CATOCTN EYE ORL | | | 27 | 37 | -10 | -27.03 | .02 | .04 |
| BARBRVLL GIFT | | | 23 | 26 | -3 | -11.54 | .02 | .03 |
| MSTR O MX LIME | | | 22 | 157 | -135 | -85.99 | .02 | .16 |
| CHAPLT O VN CV | | | 20 | 31 | -11 | -35.48 | .02 | .03 |
| MERIDN TRAY PCK | | | 19 | 409 | -390 | -95.35 | .02 | .41 |
| CHESPK BAY SNST | | | 15 | 3 | 12 | 400.00 | .01 | .00 |
| KESSER ZINFNTNI | | | 14 | | 14 | 100.00 | .01 | .00 |
| ELK RUN VN GLICE | | | 7 | 3 | 4 | 133.33 | .01 | .00 |
| MSTR O MX GRNDN | | | 6 | 259 | -253 | -97.68 | .00 | .26 |
| R MNDV 3 BT DEC | | | 6 | | 6 | 100.00 | .00 | .00 |
| R MNDV PRO PRDS | | | 6 | | 6 | 100.00 | .00 | .00 |
| PDRNCLLI ASSRT | | | 4 | 9 | -5 | -55.56 | .00 | .01 |
| DRY CRK ASRT PK | | | 4 | 5 | -1 | -20.00 | .00 | .00 |
| SETTLERS SPICED | | | 4 | 1 | 3 | 300.00 | .00 | .00 |
| KESSER TL BLSSM | | | 4 | | 4 | 100.00 | .00 | .00 |
| ANNAPOLIS SUNST | | | 3 | 10 | -7 | -70.00 | .00 | .01 |
| RM WDBG PRF PIC | | | 3 | | 3 | 100.00 | .00 | .00 |
| MONTERRA JAZZ | | | 2 | 20 | -18 | -90.00 | .00 | .02 |
| TALUS CHRDR&MRLT | | | 1 | 40 | -39 | -97.50 | .00 | .04 |
| DELICATO G HGRN | | | 1 | | 1 | 100.00 | .00 | .00 |
| FTZR/OLYMPIC PIN | | | | 435 | -435 | -100.00 | .00 | .43 |
| NATHANSON CB/CH | | | | 82 | -82 | -100.00 | .00 | .08 |
| CASTLE CK GF 01 | | | | 55 | -55 | -100.00 | .00 | .05 |
| VENDANGE MIXED | | | | 45 | -45 | -100.00 | .00 | .04 |
| RM WOODBG CH/CB | | | | 41 | -41 | -100.00 | .00 | .04 |
| ALMADN W ZN/CHR | | | | 17 | -17 | -100.00 | .00 | .02 |
| MERIDIAN 3BT GF | | | | 15 | -15 | -100.00 | .00 | .01 |
| SUTTR HM RAINBW | | | | 4 | -4 | -100.00 | .00 | .00 |
| RH PHLP CHRDR/CB | | | | 4 | -4 | -100.00 | .00 | .00 |
| MONTERRA CHD/ML | | | | 4 | -4 | -100.00 | .00 | .00 |
| MAYACAMAS CH/CB | | | | 3 | -3 | -100.00 | .00 | .00 |
| MONTERRA CHD/SH | | | | 3 | -3 | -100.00 | .00 | .00 |
| GUENOC MIX CASE | | | | 3 | -3 | -100.00 | .00 | .00 |
| MEIERS SPICED | | | | 1 | -1 | -100.00 | .00 | .00 |
| KUNDE RS CH/CAB | | | | 1 | -1 | -100.00 | .00 | .00 |
| MSTR O MX ST MR | | | | 1 | -1 | -100.00 | .00 | .00 |
| TOTAL TABLE OTHER | | | 122733 | 100771 | 21962 | 21.79 | | |
| CHMPAGNE BRUT | | | | | | | | |
| COOKS IMP BRUT | | | 33725 | 33851 | -126 | -.37 | 26.76 | 26.17 |
| KORBEL BRUT | | | 30729 | 32221 | -1492 | -4.63 | 24.38 | 24.91 |
| ANDRE BRUT | | | 16876 | 16897 | -21 | -.12 | 13.39 | 13.07 |
| DSM CUVEE BRUT | | | 10136 | 10118 | 18 | .18 | 8.04 | 7.82 |
| ROGET BRUT | | | 5575 | 5583 | -8 | -.14 | 4.42 | 4.32 |
| GRT WESTRN BRUT | | | 5288 | 5381 | -93 | -1.73 | 4.20 | 4.16 |
| TOTT'S BRUT | | | 5042 | 6829 | -1787 | -26.17 | 4.00 | 5.28 |
| PIPER SNM BRUT | | | 3288 | 3259 | 29 | .89 | 2.61 | 2.52 |
| DOM CHNDN NV BR | | | 2877 | 3170 | -293 | -9.24 | 2.28 | 2.45 |
| MUMM CUV NAP BR | | | 2564 | 2375 | 189 | 7.96 | 2.03 | 1.84 |
| ROEDERER EST AV | | | 1720 | 1632 | 88 | 5.39 | 1.36 | 1.26 |
| COOK IMP 6/4 PK | | | 1656 | 1592 | 64 | 4.02 | 1.31 | 1.23 |
| GLORIA FERR BRT | | | 1177 | 1089 | 88 | 8.08 | .93 | .84 |
| DOM CHNDN BR CV | | | 1082 | 955 | 127 | 13.30 | .86 | .74 |
| TAYLOR BRUT | | | 584 | 945 | -361 | -38.20 | .46 | .73 |
| WM WYCLIFF | | | 573 | 454 | 119 | 26.21 | .45 | .35 |
| BLACK OAK SNOMA | | | 462 | 38 | 424 | 115.79 | .37 | .03 |
| ST CHAP CHR BRT | | | 458 | 605 | -147 | -24.30 | .36 | .47 |
| PACIFIC ECHO | | | 445 | 482 | -37 | -7.68 | .35 | .37 |
| BARBOURSVILLE | | | 229 | 278 | -49 | -17.63 | .18 | .21 |
| MTN DOME BRT NV | | | 179 | 155 | 24 | 15.48 | .14 | .12 |

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

ALL STATES-1/1/03 - 12/31/03

PAGE 61

| CLASS & TYPE BRAND | AGE / PROOF | RETAIL PRICE 750ml | CASE SALES | | CASES + or - | % OF + or - | % OF TYPE | |
|----------------------------|----------------|--------------------------|---------------|---------------|-----------------|----------------|-----------|-----------|
| | | | This Year | Last Year | | | This Year | Last Year |
| KENWOOD CUV BRT | | | 148 | 124 | 24 | 19.35 | .12 | .10 |
| PACIFIC ECHO RS | | | 143 | 124 | 19 | 15.32 | .11 | .10 |
| DSM CUV VYD SEL | | | 133 | | 133 | 100.00 | .11 | .00 |
| DOM CHNDN BR RS | | | 120 | 135 | -15 | -11.11 | .10 | .10 |
| HANDLEY BRUT | | | 100 | | 100 | 100.00 | .08 | .00 |
| GLORIA F RYL CV | | | 94 | 157 | -63 | -40.13 | .07 | .12 |
| ARGYLE BRUT | | | 90 | 93 | -3 | -3.23 | .07 | .07 |
| ROEDERER EST RS | | | 83 | 62 | 21 | 33.87 | .07 | .05 |
| PRINCE MICHEL | | | 81 | 95 | -14 | -14.74 | .06 | .07 |
| HANDLEY BRT RSE | | | 67 | | 67 | 100.00 | .05 | .00 |
| MIRABELLE BRUT | | | 53 | 96 | -43 | -44.79 | .04 | .07 |
| ROEDERER L'ERMG | | | 48 | 34 | 14 | 41.18 | .04 | .03 |
| IRON HRSE BRUT | | | 33 | 31 | 2 | 6.45 | .03 | .02 |
| DOM CHNDN ETOIL | | | 21 | 14 | 7 | 50.00 | .02 | .01 |
| MUMM CUV NP DVX | | | 20 | 12 | 8 | 66.67 | .02 | .01 |
| IRON HRSE BR RS | | | 19 | 18 | 1 | 5.56 | .02 | .01 |
| PACFC ECHO BL B | | | 18 | 18 | | .00 | .01 | .01 |
| B HERZOG BRUT | | | 18 | 11 | 7 | 63.64 | .01 | .01 |
| TOAD HLW AMPLXS | | | 15 | 17 | -2 | -11.76 | .01 | .01 |
| PACIFIC ECHO CM | | | 14 | 11 | 3 | 27.27 | .01 | .01 |
| PACFC E PVT RSV | | | 12 | 6 | 6 | 100.00 | .01 | .00 |
| MUMM CV CHEF CV | | | 7 | 8 | -1 | -12.50 | .01 | .01 |
| BILTMORE BRUT | | | 7 | | 7 | 100.00 | .01 | .00 |
| ARMSTRONG RIDGE | | | 5 | 24 | -19 | -79.17 | .00 | .02 |
| LEDOMAIN BRUT | | | 5 | 7 | -2 | -28.57 | .00 | .01 |
| LDMAINE CUV BRT | | | 5 | 1 | 4 | 400.00 | .00 | .00 |
| GLORIA F PRV CV | | | 4 | 4 | | .00 | .00 | .00 |
| INDIGO HLL CHRDR | | | 3 | 30 | -27 | -90.00 | .00 | .02 |
| CHSE-LMOGERE BR | | | 2 | | 2 | 100.00 | .00 | .00 |
| KORBEL BRT KSHR | | | 1 | 2 | -1 | -50.00 | .00 | .00 |
| MUMM 21ST CNTRY | | | 1 | 2 | -1 | -50.00 | .00 | .00 |
| G FR RYL CV/GL | | | 1 | 1 | | .00 | .00 | .00 |
| MUMM CUV NAPA PK | | | 1 | | 1 | 100.00 | .00 | .00 |
| KORBEL OLYMC M | | | | 275 | -275 | -100.00 | .00 | .21 |
| HACIENDA BRUT | | | | 10 | -10 | -100.00 | .00 | .01 |
| SCHRAMSBERG BRT | | | | 1 | -1 | -100.00 | .00 | .00 |
| TOTAL CHMPAGNE BRUT | | | 126037 | 129328 | -3291 | -2.54 | | |
| CHMPGNE X DRY | | | | | | | | |
| ANDRE EX DRY | | | 39617 | 42941 | -3324 | -7.74 | 35.38 | 36.21 |
| COOKS IMP X DRY | | | 20541 | 21126 | -585 | -2.77 | 18.34 | 17.82 |
| ROGET EXTRA DRY | | | 14890 | 14636 | 254 | 1.74 | 13.30 | 12.34 |
| KORBEL X DRY | | | 14170 | 13836 | 334 | 2.41 | 12.66 | 11.67 |
| G WESTN EXT DRY | | | 13176 | 13982 | -806 | -5.76 | 11.77 | 11.79 |
| TOTT'S EXT DRY | | | 4020 | 5413 | -1393 | -25.73 | 3.59 | 4.56 |
| H MARCHANT X DR | | | 2648 | 3004 | -356 | -11.85 | 2.36 | 2.53 |
| TAYLOR EX DRY | | | 1753 | 2365 | -612 | -25.88 | 1.57 | 1.99 |
| LEDOMAIN X DRY | | | 538 | 583 | -45 | -7.72 | .48 | .49 |
| CRIBARI EXT DRY | | | 333 | 326 | 7 | 2.15 | .30 | .27 |
| DSM EXTRA DRY | | | 274 | 303 | -29 | -9.57 | .24 | .26 |
| ROCAR CALIF X D | | | 11 | 70 | -59 | -84.29 | .01 | .06 |
| TOTAL CHMPGNE X DRY | | | 111971 | 118585 | -6614 | -5.58 | | |
| CHMPGNE NATRL | | | | | | | | |
| KORBEL NATURAL | | | 1979 | 1954 | 25 | 1.28 | 66.88 | 66.10 |
| G WESTN NATUREL | | | 980 | 1002 | -22 | -2.20 | 33.12 | 33.90 |
| TOTAL CHMPGNE NATRL | | | 2959 | 2956 | 3 | .10 | | |
| CHAMPAGNE OTH | | | | | | | | |
| COOKS IMP GR RS | | | 4825 | 5776 | -951 | -16.46 | 28.67 | 29.43 |
| ROYAL SEAL | | | 4603 | 5623 | -1020 | -18.14 | 27.35 | 28.65 |
| KORBEL CHARDNNY | | | 3100 | 2913 | 187 | 6.42 | 18.42 | 14.84 |
| ST CHAPELLE RSL | | | 1028 | 1194 | -166 | -13.90 | 6.11 | 6.08 |
| PIPER SNM BL NR | | | 934 | 825 | 109 | 13.21 | 5.55 | 4.20 |
| MEIERS CH REIEM | | | 765 | 803 | -38 | -4.73 | 4.55 | 4.09 |
| CH VRSLLES FRMB | | | 544 | 1363 | -819 | -60.09 | 3.23 | 6.94 |
| KORBEL NOIR VNT | | | 252 | 443 | -191 | -43.12 | 1.50 | 2.26 |
| SCHRAM BLC D BL | | | 224 | 177 | 47 | 26.55 | 1.33 | .90 |
| KORBEL NOIR N V | | | 201 | 167 | 34 | 20.36 | 1.19 | .85 |
| IRON HRSE WD CV | | | 61 | 25 | 36 | 144.00 | .36 | .13 |
| WOODBRIDGE CLLR | | | 56 | 50 | 6 | 12.00 | .33 | .25 |
| SCHRAM BLC D NR | | | 39 | 43 | -4 | -9.30 | .23 | .22 |
| SHRMSBRG CREMNT | | | 38 | 40 | -2 | -5.00 | .23 | .20 |
| VAN OTIS | | | 36 | 24 | 12 | 50.00 | .21 | .12 |
| BAREFOOT BUBBLY | | | 34 | 76 | -42 | -55.26 | .20 | .39 |
| WEIBEL ALMNDAGE | | | 33 | | 33 | 100.00 | .20 | .00 |
| IRON HRSE BL BL | | | 15 | 10 | 5 | 50.00 | .09 | .05 |
| CH FRANK CELBRE | | | 9 | | 9 | 100.00 | .05 | .00 |
| SCHRAM J SCHRAM | | | 7 | 5 | 2 | 40.00 | .04 | .03 |
| DOM CHANDON RSV | | | 5 | 20 | -15 | -75.00 | .03 | .10 |
| IRON HRSE BL NR | | | 5 | 17 | -12 | -70.59 | .03 | .09 |
| GLORIA F CRN CV | | | 4 | 5 | -1 | -20.00 | .02 | .03 |
| SCHFFNBRG CRMNT | | | 4 | 1 | 3 | 300.00 | .02 | .01 |
| SCHRMSBRG RESRV | | | 2 | 3 | -1 | -33.33 | .01 | .02 |
| CH FRANK BL BLC | | | 2 | | 2 | 100.00 | .01 | .00 |
| TOTT'S BL D NOR | | | 1 | 6 | -5 | -83.33 | .01 | .03 |
| PLSNT VLY MLLNM | | | 1 | 3 | -2 | -66.67 | .01 | .02 |
| KRISTONE BLC NR | | | | 12 | -12 | -100.00 | .00 | .06 |
| KORBEL LE PREMR | | | | 4 | -4 | -100.00 | .00 | .02 |

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

ALL STATES-1/1/03 - 12/31/03

PAGE 62

| CLASS & TYPE BRAND | AGE / PROOF | RETAIL PRICE 750ml | CASE SALES | | CASES + or - | % OF + or - | % OF TYPE | |
|----------------------------|----------------|--------------------------|--------------|--------------|-----------------|----------------|-----------|-----------|
| | | | This Year | Last Year | | | This Year | Last Year |
| TOTAL CHAMPAGNE OTH | | | 16828 | 19628 | -2800 | -14.27 | | |
| CHAMP PNK/RED | | | | | | | | |
| ANDRE PINK BLSH | | | 15949 | 16508 | -559 | -3.39 | 48.18 | 47.52 |
| ANDRE COLD DUCK | | | 11352 | 12127 | -775 | -6.39 | 34.29 | 34.91 |
| COOKS WH ZNFNDL | | | 2466 | 2619 | -153 | -5.84 | 7.45 | 7.54 |
| COOKS IMP BLUSH | | | 1464 | 1513 | -49 | -3.24 | 4.42 | 4.36 |
| TAYLOR | | | 1334 | 1427 | -93 | -6.52 | 4.03 | 4.11 |
| KORBEL ROSE | | | 235 | 158 | 77 | 48.73 | .71 | .45 |
| G FERRER BLC NR | | | 226 | 209 | 17 | 8.13 | .68 | .60 |
| J ROGET | | | 27 | 55 | -28 | -50.91 | .08 | .16 |
| CHNDN ETOIL RSE | | | 21 | 18 | 3 | 16.67 | .06 | .05 |
| ROGET COLD DUCK | | | 15 | 43 | -28 | -65.12 | .05 | .12 |
| KORBEL ROUGE | | | 11 | 28 | -17 | -60.71 | .03 | .08 |
| GREAT WESTERN | | | 2 | 6 | -4 | -66.67 | .01 | .02 |
| G FERRER ROSE | | | 1 | 1 | | -100.00 | .00 | .00 |
| KRBL B RS KNY G | | | | 15 | -15 | -100.00 | .00 | .04 |
| KRBL B RS WOOP | | | | 8 | -8 | -100.00 | .00 | .02 |
| KRBL B RS SEYMR | | | | 3 | -3 | -100.00 | .00 | .01 |
| TOTAL CHAMP PNK/RED | | | 33103 | 34738 | -1635 | -4.71 | | |
| SPUMANTE | | | | | | | | |
| BALLATORE | | | 23041 | 22728 | 313 | 1.38 | 35.67 | 35.73 |
| ROGET SPUMANTE | | | 21789 | 20975 | 814 | 3.88 | 33.73 | 32.97 |
| ANDRE | | | 9314 | 9678 | -364 | -3.76 | 14.42 | 15.21 |
| COOKS IMPERIAL | | | 7125 | 7710 | -585 | -7.59 | 11.03 | 12.12 |
| BALLATORE ROSSO | | | 3300 | 1830 | 1470 | 80.33 | 5.11 | 2.88 |
| STE CHAPELLE | | | 10 | 64 | -54 | -84.38 | .02 | .10 |
| SORRENTI BL SPM | | | 6 | 17 | -11 | -64.71 | .01 | .03 |
| GREAT WESTERN | | | 4 | 338 | -334 | -98.82 | .01 | .53 |
| CRIBARI SPUMNTE | | | 2 | 156 | -154 | -98.72 | .00 | .25 |
| MEIERS RASPBRRY | | | 1 | 1 | | -100.00 | .00 | .00 |
| MEIERS CRANBRRY | | | 1 | 1 | | -100.00 | .00 | .00 |
| H MARCHANT | | | | 74 | -74 | -100.00 | .00 | .12 |
| BALLATORE TWIN | | | | 44 | -44 | -100.00 | .00 | .07 |
| MEIERS | | | | 1 | -1 | -100.00 | .00 | .00 |
| MEIERS PEACH | | | | 1 | -1 | -100.00 | .00 | .00 |
| MEIERS WILDBRRY | | | | 1 | -1 | -100.00 | .00 | .00 |
| TOTAL SPUMANTE | | | 64593 | 63619 | 974 | 1.53 | | |
| SPARKLING OTH | | | | | | | | |
| DSM EXTRA DRY | | | 3812 | 3499 | 313 | 8.95 | 21.62 | 17.27 |
| DSM BLNC D BLNC | | | 3322 | 3330 | -8 | -.24 | 18.84 | 16.44 |
| ANDRE MIMOSA | | | 2769 | 4032 | -1263 | -31.32 | 15.70 | 19.90 |
| CHNDN B D NOIRS | | | 2095 | 2422 | -327 | -13.50 | 11.88 | 11.95 |
| ANDRE STRAWBRRY | | | 1240 | | 1240 | 100.00 | 7.03 | .00 |
| DMN CARNROS BRT | | | 1149 | 1146 | 3 | .26 | 6.52 | 5.66 |
| MUMM CV BL D NR | | | 1075 | 904 | 171 | 18.92 | 6.10 | 4.46 |
| MOTIF TCH RSPBY | | | 582 | 2142 | -1560 | -72.83 | 3.30 | 10.57 |
| JORDAN | | | 464 | 486 | -22 | -4.53 | 2.63 | 2.40 |
| MOTIF BLACKBRRY | | | 195 | 397 | -202 | -50.88 | 1.11 | 1.96 |
| DSM BL D NOR NV | | | 185 | 287 | -102 | -35.54 | 1.05 | 1.42 |
| ARGYLE BRT SPKL | | | 159 | 126 | 33 | 26.19 | .90 | .62 |
| MOTIF TCH PEACH | | | 79 | 632 | -553 | -87.50 | .45 | 3.12 |
| SCHRAM BLC D NR | | | 57 | 116 | -59 | -50.86 | .32 | .57 |
| DOM CHNDON RCHE | | | 57 | 48 | 9 | 18.75 | .32 | .24 |
| SCHRM BRUT ROSE | | | 49 | 54 | -5 | -9.26 | .28 | .27 |
| DSM BL D NOR VV | | | 46 | 37 | 9 | 24.32 | .26 | .18 |
| J RUSSN RVR VLY | | | 37 | | 37 | 100.00 | .21 | .00 |
| MOTIF CLASSIC | | | 33 | 122 | -89 | -72.95 | .19 | .60 |
| MUMM CV BL D BL | | | 27 | 38 | -11 | -28.95 | .15 | .19 |
| KEDEM WHITE | | | 26 | 30 | -4 | -13.33 | .15 | .15 |
| TAYLOR SPKL BRG | | | 24 | 25 | -1 | -4.00 | .14 | .12 |
| DM CARNRS L RVE | | | 22 | 24 | -2 | -8.33 | .12 | .12 |
| IRON HRSE RS CV | | | 21 | 15 | 6 | 40.00 | .12 | .07 |
| FRANZIA ALMNDGE | | | 19 | 66 | -47 | -71.21 | .11 | .33 |
| CHANDON ETOILE | | | 18 | 32 | -14 | -43.75 | .10 | .16 |
| IRON HRSE BL BL | | | 17 | 1 | 16 | 1600.00 | .10 | .00 |
| MUMM CV NPA DVX | | | 14 | 14 | | -100.00 | .08 | .07 |
| KEDEM PINK | | | 11 | 7 | 4 | 57.14 | .06 | .03 |
| TUALTN SEMI MUS | | | 8 | 66 | -58 | -87.88 | .05 | .33 |
| TRAVIS BRUT RSV | | | 8 | 36 | -28 | -77.78 | .05 | .18 |
| KND-JK GR CV LR | | | 4 | 52 | -48 | -92.31 | .02 | .26 |
| FRENCH CRK RDGE | | | 3 | | 3 | 100.00 | .02 | .00 |
| INDGO HLL BL BL | | | 2 | 69 | -67 | -97.10 | .01 | .34 |
| G WSTRN CHD SPK | | | 2 | 1 | 1 | 100.00 | .01 | .00 |
| FRAN CPLA SOFIA | | | 1 | 1 | | 100.00 | .01 | .00 |
| KALIN CV BLANCH | | | 1 | 1 | | 100.00 | .01 | .00 |
| CODORNIU NPA BR | | | | 3 | -3 | -100.00 | .00 | .01 |
| ROGET SPKL BURG | | | | 1 | -1 | -100.00 | .00 | .00 |
| TOTAL SPARKLING OTH | | | 17633 | 20260 | -2627 | -12.97 | | |
| DOM COOLERS | | | | | | | | |
| SEAGRAM W BERRY | | | 16597 | 18174 | -1577 | -8.68 | 12.21 | 13.28 |
| BRTL&JMES BRY | | | 15696 | 17529 | -1833 | -10.46 | 11.55 | 12.80 |
| SGRM FZZY NAVEL | | | 12677 | 13906 | -1229 | -8.84 | 9.32 | 10.16 |
| BRTL&JMS STW DQ | | | 11452 | 11935 | -483 | -4.05 | 8.42 | 8.72 |
| SEAGRAM BLK CHY | | | 10625 | 11703 | -1078 | -9.21 | 7.82 | 8.55 |
| BRTL&JMS LMNADE | | | 8816 | 12437 | -3621 | -29.11 | 6.48 | 9.08 |
| BOONE F S C BRY | | | 8513 | 7715 | 798 | 10.34 | 6.26 | 5.64 |

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

ALL STATES-1/1/03 - 12/31/03

PAGE 63

| CLASS & TYPE BRAND | AGE / PROOF | RETAIL PRICE 750ml | CASE SALES | | CASES + or - | % OF + or - | % OF TYPE | |
|----------------------------|----------------|--------------------------|---------------|---------------|-----------------|----------------|-----------|-----------|
| | | | This Year | Last Year | | | This Year | Last Year |
| SGRM STRWBY DAQ | | | 8397 | 9062 | -665 | -7.34 | 6.18 | 6.62 |
| BRTL&JM RSP LMN | | | 7657 | 10013 | -2356 | -23.53 | 5.63 | 7.31 |
| BRTL&JMS BLKBRY | | | 5135 | 1948 | 3187 | 163.60 | 3.78 | 1.42 |
| BOONE F BLKBRRY | | | 4244 | 1864 | 2380 | 127.68 | 3.12 | 1.36 |
| BRTL&JM MLN SPL | | | 3771 | | 3771 | 100.00 | 2.77 | .00 |
| BOONE F WLD RSP | | | 3256 | 1140 | 2116 | 185.61 | 2.39 | .83 |
| BOONE F HRD LMN | | | 3156 | 3188 | -32 | -1.00 | 2.32 | 2.33 |
| BRTL&JMS FZ NVL | | | 1606 | 1489 | 117 | 7.86 | 1.18 | 1.09 |
| SEAGRAM ORG PNE | | | 1426 | | 1426 | 100.00 | 1.05 | .00 |
| BOONE F S P PCH | | | 1424 | 1972 | -548 | -27.79 | 1.05 | 1.44 |
| BOONE F WLD ISL | | | 1265 | 2751 | -1486 | -54.02 | .93 | 2.01 |
| BRTL&JMS PN COL | | | 1175 | 1030 | 145 | 14.08 | .86 | .75 |
| BRTL&JMS MRGRTA | | | 1157 | 1066 | 91 | 8.54 | .86 | .78 |
| BOONE MELON | | | 1104 | | 1104 | 100.00 | .81 | .00 |
| SEAGRAM RSP DAQ | | | 935 | | 935 | 100.00 | .69 | .00 |
| BRTLS&JYMES CLR | | | 757 | 1391 | -634 | -45.58 | .56 | 1.02 |
| BRTL&JM ASSRMT | | | 696 | | 696 | 100.00 | .51 | .00 |
| BRTL&JMS RSP DQ | | | 631 | 483 | 148 | 30.64 | .46 | .35 |
| BRTL&JMS STW CM | | | 436 | 484 | -48 | -9.92 | .32 | .35 |
| BOONE F FZY NVL | | | 342 | 384 | -42 | -10.94 | .25 | .28 |
| BOONE F RSP LMN | | | 335 | 540 | -205 | -37.96 | .25 | .39 |
| SEAGRAM MARGRTA | | | 334 | 302 | 32 | 10.60 | .25 | .22 |
| BRTL&JMS KW STW | | | 328 | 619 | -291 | -47.01 | .24 | .45 |
| SGRM WB PNA COL | | | 306 | 318 | -12 | -3.77 | .23 | .23 |
| SGRM RSP PCH SP | | | 250 | 127 | 123 | 96.85 | .18 | .09 |
| BRTLS&JYMES TRP | | | 231 | 738 | -507 | -68.70 | .17 | .54 |
| EVRCLE PRPL PSN | | | 207 | 215 | -8 | -3.72 | .15 | .16 |
| BOONE F STW DAQ | | | 202 | 511 | -309 | -60.47 | .15 | .37 |
| SGRM WLD BLKBRY | | | 172 | 414 | -242 | -58.45 | .13 | .30 |
| SGRM BERRY SNGRA | | | 170 | 132 | 38 | 28.79 | .13 | .10 |
| SGRM BERRY CSMO | | | 159 | 126 | 33 | 26.19 | .12 | .09 |
| SGRM TROP PUNCH | | | 141 | 11 | 130 | 1181.82 | .10 | .01 |
| BRTL&JMS BL CHY | | | 91 | 689 | -598 | -86.79 | .07 | .50 |
| BOONE MTN BERRY | | | 66 | 51 | 15 | 29.41 | .05 | .04 |
| SGRM W GRP KIWI | | | 9 | 38 | -29 | -76.32 | .01 | .03 |
| CRYSTA BLCK MRL | | | 3 | 78 | -75 | -96.15 | .00 | .06 |
| CRYSTA ALMONDGE | | | 1 | 90 | -89 | -98.89 | .00 | .07 |
| SGRM PINK LMNDE | | | 1 | 75 | -74 | -98.67 | .00 | .05 |
| BRTL&JMS CR RSP | | | 1 | | 1 | 100.00 | .00 | .00 |
| SGRM W BNA STRW | | | | 81 | -81 | -100.00 | .00 | .06 |
| BOONE F PIN COL | | | | 67 | -67 | -100.00 | .00 | .05 |
| CRYSTA PCH CHR | | | | 5 | -5 | -100.00 | .00 | .00 |
| ARCHES DSRT RSE | | | | 3 | -3 | -100.00 | .00 | .00 |
| LYRICA RSBY MRL | | | | 3 | -3 | -100.00 | .00 | .00 |
| LYRICA PCH CHR | | | | 1 | -1 | -100.00 | .00 | .00 |
| TOTAL DOM COOLERS | | | 135953 | 136898 | -945 | -.69 | | |
| DOM VRMTH DRY | | | | | | | | |
| TRIBUNO | | | 12052 | 11918 | 134 | 1.12 | 42.58 | 41.20 |
| GALLO | | | 9165 | 9296 | -131 | -1.41 | 32.38 | 32.14 |
| LEJON | | | 6913 | 7531 | -618 | -8.21 | 24.42 | 26.04 |
| G AND D | | | 152 | 165 | -13 | -7.88 | .54 | .57 |
| KEDEM | | | 9 | 5 | 4 | 80.00 | .03 | .02 |
| KING EIDER | | | 6 | 2 | 4 | 200.00 | .02 | .01 |
| MEIERS | | | 3 | 4 | -1 | -25.00 | .01 | .01 |
| CRIBARI | | | 3 | 3 | | .00 | .01 | .01 |
| VYA | | | 1 | | 1 | 100.00 | .00 | .00 |
| TOTAL DOM VRMTH DRY | | | 28304 | 28924 | -620 | -2.14 | | |
| DOM VRMTH SWT | | | | | | | | |
| TRIBUNO | | | 14851 | 14396 | 455 | 3.16 | 47.73 | 44.98 |
| GALLO | | | 10426 | 10644 | -218 | -2.05 | 33.51 | 33.26 |
| LEJON | | | 5572 | 6492 | -920 | -14.17 | 17.91 | 20.28 |
| G AND D | | | 256 | 466 | -210 | -45.06 | .82 | 1.46 |
| KEDEM | | | 4 | 4 | | .00 | .01 | .01 |
| CRIBARI | | | 3 | 2 | 1 | 50.00 | .01 | .01 |
| MEIERS | | | 3 | 2 | 1 | 50.00 | .01 | .01 |
| TOTAL DOM VRMTH SWT | | | 31115 | 32006 | -891 | -2.78 | | |
| IMP PORT RED | | | | | | | | |
| COCKBURN FN RBY | | | 2632 | 2452 | 180 | 7.34 | 16.36 | 15.71 |
| SNDMN FOUNDR RS | | | 2542 | 2540 | 2 | .08 | 15.80 | 16.28 |
| COCKBURN SP RSV | | | 1402 | 1496 | -94 | -6.28 | 8.72 | 9.59 |
| FONSECA BIN #27 | | | 1187 | 1127 | 60 | 5.32 | 7.38 | 7.22 |
| GRAHAM G GRAPES | | | 1106 | 926 | 180 | 19.44 | 6.88 | 5.93 |
| QNTA NVL LB RSV | | | 811 | 652 | 159 | 24.39 | 5.04 | 4.18 |
| TAYLR FLDGT LBV | | | 772 | 823 | -51 | -6.20 | 4.80 | 5.27 |
| SANDMN IS RUBY | | | 512 | 511 | 1 | .20 | 3.18 | 3.27 |
| WARRES LATE BOT | | | 449 | 417 | 32 | 7.67 | 2.79 | 2.67 |
| WARRES WARRIOR | | | 393 | 407 | -14 | -3.44 | 2.44 | 2.61 |
| COCKBURN LTE BT | | | 367 | 379 | -12 | -3.17 | 2.28 | 2.43 |
| WARRES RUBY | | | 345 | 340 | 5 | 1.47 | 2.14 | 2.18 |
| QUINTA NOV RUBY | | | 308 | 274 | 34 | 12.41 | 1.91 | 1.76 |
| KWV FULL RUBY | | | 287 | 284 | 3 | 1.06 | 1.78 | 1.82 |
| DOW S L B V | | | 279 | 245 | 34 | 13.88 | 1.73 | 1.57 |
| QUNTA NVL RAVEN | | | 185 | 8 | 177 | 2212.50 | 1.15 | .05 |
| PRESIDENTIAL RBY | | | 152 | 170 | -18 | -10.59 | .94 | 1.09 |
| CHURCHL V CHCTR | | | 119 | 117 | 2 | 1.71 | .74 | .75 |
| CHURCHLL LBV 94 | | | 119 | 82 | 37 | 45.12 | .74 | .53 |
| SNDMN FINE RUBY | | | 90 | 82 | 8 | 9.76 | .56 | .53 |

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

ALL STATES-1/1/03 - 12/31/03

PAGE 64

| CLASS & TYPE BRAND | AGE / PROOF | RETAIL PRICE 750ml | CASE SALES | | CASES + or - | % OF + or - | % OF TYPE | |
|-----------------------|----------------|--------------------------|------------|-----------|-----------------|----------------|-----------|-----------|
| | | | This Year | Last Year | | | This Year | Last Year |
| QUNTA NOVAL GFT | | | 87 | 63 | 24 | 38.10 | .54 | .40 |
| RAMOS PNT0 DUAS | | | 83 | 56 | 27 | 48.21 | .52 | .36 |
| FONSECA LBV | | | 83 | 55 | 28 | 50.91 | .52 | .35 |
| WARRES ALTANO | | | 75 | 80 | -5 | -6.25 | .47 | .51 |
| FONSECA RUBY | | | 68 | 53 | 15 | 28.30 | .42 | .34 |
| QNTA NVL LBV 96 | | | 64 | 69 | -5 | -7.25 | .40 | .44 |
| DOW'S FINE | | | 62 | 36 | 26 | 72.22 | .39 | .23 |
| BENJAMIN | | | 48 | 23 | 25 | 108.70 | .30 | .15 |
| GRAHAMS 2000 | | | 46 | 21 | 25 | 119.05 | .29 | .13 |
| QUNTA D NVL LBV | | | 45 | 50 | -5 | -10.00 | .28 | .32 |
| DOWS BOARDROOM | | | 44 | 46 | -2 | -4.35 | .27 | .29 |
| RAMOS PINTO RBY | | | 44 | 39 | 5 | 12.82 | .27 | .25 |
| WARRES 2000 | | | 43 | 2 | 41 | 2050.00 | .27 | .01 |
| WARRES 1985 | | | 39 | 40 | -1 | -2.50 | .24 | .26 |
| FERREIRA RUBY | | | 36 | 51 | -15 | -29.41 | .22 | .33 |
| ROZES 1991 VINT | | | 35 | 51 | -16 | -31.37 | .22 | .33 |
| FONSECA VINTAGE | | | 35 | 36 | -1 | -2.78 | .22 | .23 |
| QUNTA SLVL 2000 | | | 34 | | 34 | 100.00 | .21 | .00 |
| GRAHAM LT BT 96 | | | 33 | | 33 | 100.00 | .21 | .00 |
| FONSECA GUMRNS | | | 32 | 26 | 6 | 23.08 | .20 | .17 |
| YLMB GLWY PIPE | | | 31 | 25 | 6 | 24.00 | .19 | .16 |
| DOW'S LT BT 94 | | | 29 | 25 | 4 | 16.00 | .18 | .16 |
| WARRES Q CAVDNA | | | 28 | 27 | 1 | 3.70 | .17 | .17 |
| DOWS RUBY | | | 28 | 21 | 7 | 33.33 | .17 | .13 |
| GRAHAMS 1983 | | | 26 | 26 | | .00 | .16 | .17 |
| COCKBURN VINTGE | | | 25 | 12 | 13 | 108.33 | .16 | .08 |
| SMTH WOODHS LBV | | | 25 | 3 | 22 | 733.33 | .16 | .02 |
| GRAHAM LT BT 94 | | | 24 | 44 | -20 | -45.45 | .15 | .28 |
| FEIST RUBY | | | 24 | 24 | | .00 | .15 | .15 |
| COCKBURN Q CNAS | | | 23 | 4 | 19 | 475.00 | .14 | .03 |
| TYLR FLDGT VINT | | | 20 | 23 | -3 | -13.04 | .12 | .15 |
| DELAFORCE RUBY | | | 19 | 106 | -87 | -82.08 | .12 | .68 |
| DUFF GORDON 94 | | | 19 | 16 | 3 | 18.75 | .12 | .10 |
| FEIST COLHTA 94 | | | 19 | 3 | 16 | 533.33 | .12 | .02 |
| TYLR FLDGT 2000 | | | 17 | 43 | -26 | -60.47 | .11 | .28 |
| GRAHAM FNE RUBY | | | 17 | 16 | 1 | 6.25 | .11 | .10 |
| CRFT Q ROEDA 97 | | | 17 | 7 | 10 | 142.86 | .11 | .04 |
| GRAHAM MALVEDOS | | | 15 | 21 | -6 | -28.57 | .09 | .13 |
| CHURCHLL FINEST | | | 15 | 17 | -2 | -11.76 | .09 | .11 |
| SNDMN L BT 1989 | | | 15 | 15 | | .00 | .09 | .10 |
| ROZES 1987 VINT | | | 14 | 51 | -37 | -72.55 | .09 | .33 |
| MTZ MASTERS RSV | | | 14 | 37 | -23 | -62.16 | .09 | .24 |
| TAYLR FIRST EST | | | 14 | 29 | -15 | -51.72 | .09 | .19 |
| SMTH WDHS LODGE | | | 14 | 12 | 2 | 16.67 | .09 | .08 |
| GRAHAMS 1991 | | | 14 | 6 | 8 | 133.33 | .09 | .04 |
| GRAHAMS 1985 | | | 13 | 10 | 3 | 30.00 | .08 | .06 |
| CHURCHLL LBV 97 | | | 13 | | 13 | 100.00 | .08 | .00 |
| PRESIDENTIAL 77 | | | 12 | 7 | 5 | 71.43 | .07 | .04 |
| QUINTA D CRASTO | | | 11 | 22 | -11 | -50.00 | .07 | .14 |
| FEIST VNT CHCTR | | | 11 | 12 | -1 | -8.33 | .07 | .08 |
| SMTH WDHS 2000 | | | 11 | 5 | 6 | 120.00 | .07 | .03 |
| BROADBNT V 1994 | | | 11 | 2 | 9 | 450.00 | .07 | .01 |
| GRAHAMS 1980 | | | 10 | 18 | -8 | -44.44 | .06 | .12 |
| FEIST LT BLD V | | | 10 | 9 | 1 | 11.11 | .06 | .06 |
| DOW'S LT BT 96 | | | 10 | 6 | 4 | 66.67 | .06 | .04 |
| DOWS VINTAGE | | | 10 | 5 | 7 | 233.33 | .06 | .02 |
| PRESIDENTIAL 94 | | | 9 | 3 | 4 | 80.00 | .06 | .03 |
| TAYLOR FLDGT 85 | | | 8 | 2 | 7 | 350.00 | .06 | .01 |
| ROZES 1994 VINT | | | 8 | 34 | -26 | -76.47 | .05 | .22 |
| DOW QNTA BOMFIM | | | 8 | 18 | -10 | -55.56 | .05 | .12 |
| DOWS VINT 2000 | | | 8 | 11 | -3 | -27.27 | .05 | .07 |
| SNDMN QNTA D VU | | | 8 | 8 | | .00 | .05 | .05 |
| CROFT VINT 2000 | | | 8 | 3 | 5 | 166.67 | .05 | .02 |
| CHURCHLL VNTG 00 | | | 8 | 1 | 7 | 700.00 | .05 | .01 |
| QNTA NVL LBV 97 | | | 8 | | 8 | 100.00 | .05 | .00 |
| WARRES 1997 | | | 7 | 20 | -13 | -65.00 | .04 | .13 |
| SMTH WDHS 1997 | | | 7 | 9 | -2 | -22.22 | .04 | .06 |
| DOWS VINTAGE 85 | | | 7 | 7 | | .00 | .04 | .04 |
| QUINTA CRSTO LB | | | 7 | 6 | 1 | 16.67 | .04 | .04 |
| MTZ 1991 VINTGE | | | 7 | 5 | 2 | 40.00 | .04 | .03 |
| DOW QNT SNRA RB | | | 7 | 4 | 3 | 75.00 | .04 | .03 |
| DELAFORCE 2000V | | | 7 | 1 | 6 | 600.00 | .04 | .01 |
| CALEM VINTAGE | | | 7 | 1 | 6 | 600.00 | .04 | .01 |
| RMOS PNT0 Q URT | | | 6 | 12 | -6 | -50.00 | .04 | .08 |
| GRAHAM MLVDS 98 | | | 6 | 11 | -5 | -45.45 | .04 | .07 |
| BARROS PRTO 20Y | | | 6 | 7 | -1 | -14.29 | .04 | .04 |
| QNTA L ROSA VNT | | | 6 | 6 | | .00 | .04 | .04 |
| SMTH WDHS MDLNA | | | 6 | 6 | | .00 | .04 | .04 |
| TYLR FLDGT VRGL | | | 6 | 5 | 1 | 20.00 | .04 | .03 |
| SNDMN L BT 1997 | | | 6 | 2 | 4 | 200.00 | .04 | .01 |
| QUINTA RORIZ 00 | | | 6 | | 6 | 100.00 | .04 | .00 |
| FEIST 1997 | | | 6 | | 6 | 100.00 | .04 | .00 |
| GOULD CAMPBELL | | | 6 | | 6 | 100.00 | .04 | .00 |
| DOWS VINTAGE 77 | | | 6 | 11 | -6 | -54.55 | .03 | .07 |
| OSBORNE RUBY | | | 5 | 7 | -2 | -28.57 | .03 | .04 |
| CHURCHLL AGUA AL | | | 5 | 6 | -1 | -16.67 | .03 | .04 |
| FERREIRA VINTGE | | | 5 | 6 | -1 | -16.67 | .03 | .04 |
| CH REYNELLA VNT | | | 5 | 5 | | .00 | .03 | .03 |
| TAYLOR FLDGT 83 | | | 5 | 3 | 2 | 66.67 | .03 | .02 |
| PORTO ROCHA 96 | | | 5 | 2 | 3 | 150.00 | .03 | .01 |
| BROADBENT CLHTA | | | 5 | 1 | 4 | 400.00 | .03 | .01 |
| QUINTA NOV 2000 | | | 5 | | 5 | 100.00 | .03 | .00 |
| RAMOS PNT0 COLL | | | 5 | | 5 | 100.00 | .03 | .00 |

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

ALL STATES-1/1/03 - 12/31/03

PAGE 65

| CLASS & TYPE BRAND | AGE / PROOF | RETAIL PRICE 750ml | CASE SALES | | CASES + or - | % OF + or - | % OF TYPE | |
|-----------------------|----------------|--------------------------|------------|-----------|-----------------|----------------|-----------|-----------|
| | | | This Year | Last Year | | | This Year | Last Year |
| WHD CASK NO 24 | | | 5 | | 5 | 100.00 | .03 | .00 |
| FEIST COLHTA 78 | | | 5 | | 5 | 100.00 | .03 | .00 |
| FONSCA TRR ALTS | | | 4 | 26 | -22 | -84.62 | .02 | .17 |
| CROFT VINTGE 94 | | | 4 | 8 | -4 | -50.00 | .02 | .05 |
| BROADBNT V 2000 | | | 4 | 6 | -2 | -33.33 | .02 | .04 |
| DOWS RESERVE | | | 4 | 5 | -1 | -20.00 | .02 | .03 |
| FEIST COLHTA 67 | | | 4 | | 4 | 100.00 | .02 | .00 |
| DIE KRANS RS 99 | | | 4 | | 4 | 100.00 | .02 | .00 |
| QUINTA SILVL 97 | | | 3 | 8 | -5 | -62.50 | .02 | .05 |
| QUINTA D VESUVIO | | | 3 | 7 | -4 | -57.14 | .02 | .04 |
| TYLR QNTA VRGLS | | | 3 | 6 | -3 | -50.00 | .02 | .04 |
| GRAHAM MLVDS 87 | | | 3 | 5 | -2 | -40.00 | .02 | .03 |
| SANDEMAN 1994 | | | 3 | 5 | -2 | -40.00 | .02 | .03 |
| DOWS CRUSTED | | | 3 | 3 | | .00 | .02 | .02 |
| BROADBNT V 1997 | | | 3 | 3 | | .00 | .02 | .02 |
| GRAHAMS 1997 | | | 3 | 1 | 2 | 200.00 | .02 | .01 |
| FEIST COLHTA 66 | | | 3 | 3 | | 100.00 | .02 | .00 |
| SNDMN L BT 1987 | | | 2 | 104 | -102 | -98.08 | .01 | .67 |
| WARRES SIR WLLM | | | 2 | 9 | -7 | -77.78 | .01 | .06 |
| WARRES VINTAGE | | | 2 | 5 | -3 | -60.00 | .01 | .03 |
| FEIST 1995 | | | 2 | 4 | -2 | -50.00 | .01 | .03 |
| Q C TOURGA NCNL | | | 2 | 4 | -2 | -50.00 | .01 | .03 |
| RAMOS PINTO LBV | | | 2 | 3 | -1 | -33.33 | .01 | .02 |
| DELFORCE QT CRT | | | 2 | 2 | | .00 | .01 | .01 |
| FEIST 1999 | | | 2 | 1 | 1 | 100.00 | .01 | .01 |
| MTZ Q VLHA 1997 | | | 2 | 1 | 1 | 100.00 | .01 | .01 |
| SMTH WDHSE 1985 | | | 2 | 1 | 1 | 100.00 | .01 | .01 |
| RAMOS PINTO 94V | | | 2 | 1 | 1 | 100.00 | .01 | .01 |
| DOWS VINTAGE 97 | | | 2 | 2 | | 100.00 | .01 | .00 |
| SANDEMAN 2000 | | | 2 | 2 | | 100.00 | .01 | .00 |
| CHURCHILL GRICHA | | | 2 | 2 | | 100.00 | .01 | .00 |
| FEIST COLHTA 63 | | | 2 | 2 | | 100.00 | .01 | .00 |
| QUINTA RORIZ 95 | | | 2 | 2 | | 100.00 | .01 | .00 |
| TAYLOR FLDGT 77 | | | 2 | 2 | | 100.00 | .01 | .00 |
| CHURCHILL VNT 97 | | | 1 | 24 | -23 | -95.83 | .01 | .15 |
| QUINTA CRSTO RS | | | 1 | 19 | -18 | -94.74 | .01 | .12 |
| COCKBRN ANO LBV | | | 1 | 8 | -7 | -87.50 | .01 | .05 |
| QUINTA CRSTO 95 | | | 1 | 7 | -6 | -85.71 | .01 | .04 |
| SMTH WDHSE 1983 | | | 1 | 5 | -4 | -80.00 | .01 | .03 |
| FERREIRA 2000 | | | 1 | 5 | -4 | -80.00 | .01 | .03 |
| WARRES 1977 | | | 1 | 4 | -3 | -75.00 | .01 | .03 |
| QUINTA CRSTO 00 | | | 1 | 2 | -1 | -50.00 | .01 | .01 |
| MTZ Q VLHA 1995 | | | 1 | 2 | -1 | -50.00 | .01 | .01 |
| COCKBURN 1997 | | | 1 | 2 | -1 | -50.00 | .01 | .01 |
| CROFT/DALAFORCE | | | 1 | 1 | | .00 | .01 | .01 |
| RAMOS PINTO Q RET | | | 1 | 1 | | .00 | .01 | .01 |
| FERREIRA 1997 | | | 1 | 1 | | .00 | .01 | .01 |
| CHURCHILL VNT 94 | | | 1 | 1 | | .00 | .01 | .01 |
| QUINTA VSUVIO 98 | | | 1 | 1 | | .00 | .01 | .01 |
| QUINTA VSUVIO 96 | | | 1 | 1 | | .00 | .01 | .01 |
| CHURCHILL VNT 91 | | | 1 | 1 | | .00 | .01 | .01 |
| CROFT VNT 85/94 | | | 1 | 1 | | .00 | .01 | .01 |
| FEIST COLHTA 75 | | | 1 | 1 | | .00 | .01 | .00 |
| DOW/S LT BT 97 | | | 1 | 1 | 1 | 100.00 | .01 | .00 |
| FERREIRA 1950 | | | 1 | 1 | 1 | 100.00 | .01 | .00 |
| QUINTA NOV 1995 | | | 1 | 1 | 1 | 100.00 | .01 | .00 |
| FERREIRA 1950 | | | 1 | 1 | 1 | 100.00 | .01 | .00 |
| CROFT FINE RUBY | | | 1 | 1 | 1 | 100.00 | .01 | .00 |
| QUINTA NOV 1985 | | | 1 | 1 | 1 | 100.00 | .01 | .00 |
| SMTH WDHSE 1977 | | | 1 | 1 | 1 | 100.00 | .01 | .00 |
| QUINTA VSUVIO 99 | | | 1 | 1 | 1 | 100.00 | .01 | .00 |
| CROFT DISTINCTN | | | 1 | 1 | 1 | 100.00 | .01 | .00 |
| CROFT VINTGE 82 | | | 1 | 1 | 1 | 100.00 | .01 | .00 |
| CROFT VINTGE 85 | | | 1 | 1 | 1 | 100.00 | .01 | .00 |
| FERREIRA ESTEVA | | | 1 | 123 | -123 | -100.00 | .00 | .79 |
| MTZ FINE RUBY | | | 1 | 19 | -19 | -100.00 | .00 | .12 |
| ROZES LBV 94 RS | | | 1 | 16 | -16 | -100.00 | .00 | .10 |
| QUINTA TRDT LBV | | | 1 | 14 | -14 | -100.00 | .00 | .09 |
| SNDMN L BT 1991 | | | 1 | 9 | -9 | -100.00 | .00 | .06 |
| DOW/S LT BT 95 | | | 1 | 6 | -6 | -100.00 | .00 | .04 |
| FERREIRA ANTONA | | | 1 | 6 | -6 | -100.00 | .00 | .04 |
| BROADBNT SELCTN | | | 1 | 5 | -5 | -100.00 | .00 | .03 |
| MTZ 1985 VINTGE | | | 1 | 5 | -5 | -100.00 | .00 | .03 |
| PRESDNTL LBV 90 | | | 1 | 4 | -4 | -100.00 | .00 | .03 |
| GRAHAM LT BT 91 | | | 1 | 3 | -3 | -100.00 | .00 | .02 |
| TAYLR FLDGT RUB | | | 1 | 3 | -3 | -100.00 | .00 | .02 |
| MTZ LT BTL VNTG | | | 1 | 3 | -3 | -100.00 | .00 | .02 |
| WARRES NIMROD | | | 1 | 3 | -3 | -100.00 | .00 | .02 |
| MTZ 1987 VINTGE | | | 1 | 2 | -2 | -100.00 | .00 | .01 |
| QUINTA VSUVIO 97 | | | 1 | 2 | -2 | -100.00 | .00 | .01 |
| MTZ 1997 VINTGE | | | 1 | 2 | -2 | -100.00 | .00 | .01 |
| QUINTA VSUVIO 00 | | | 1 | 2 | -2 | -100.00 | .00 | .01 |
| PORTO ROCHA 93 | | | 1 | 1 | -1 | -100.00 | .00 | .01 |
| DOWS 1985 | | | 1 | 1 | -1 | -100.00 | .00 | .01 |
| SANDMN VAU 1997 | | | 1 | 1 | -1 | -100.00 | .00 | .01 |
| GRAHAM CENT COL | | | 1 | 1 | -1 | -100.00 | .00 | .01 |
| MTZ QNTA CHOUSA | | | 1 | 1 | -1 | -100.00 | .00 | .01 |
| OFLY B VST 1985 | | | 1 | 1 | -1 | -100.00 | .00 | .01 |
| SAO PEDRO 1996 | | | 1 | 1 | -1 | -100.00 | .00 | .01 |
| SAO PEDRO LBV | | | 1 | 1 | -1 | -100.00 | .00 | .01 |
| SMTH WDHSE 1980 | | | 1 | 1 | -1 | -100.00 | .00 | .01 |
| HARVEY'S 1983 | | | 1 | 1 | -1 | -100.00 | .00 | .01 |
| MTZ 1982 VINTGE | | | 1 | 1 | -1 | -100.00 | .00 | .01 |

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

ALL STATES-1/1/03 - 12/31/03

PAGE 66

| CLASS & TYPE BRAND | AGE / PROOF | RETAIL PRICE 750ml | CASE SALES | | CASES + or - | % OF + or - | % OF TYPE | |
|------------------------------------|----------------|--------------------------|------------|-----------|-----------------|----------------|-----------|-----------|
| | | | This Year | Last Year | | | This Year | Last Year |
| GRAHAM MLVDS 88 RAMOS PINTO VNT | | | | 1 | -1 | -100.00 | .00 | .01 |
| TOTAL IMP PORT | RED | | 16086 | 15605 | 481 | 3.08 | | |
| IMP PORT TWNY SANDMN TAWNY | | | 1134 | 1126 | 8 | .71 | 14.90 | 15.64 |
| SNDMN FINE TWNY | | | 777 | 649 | 128 | 19.72 | 10.21 | 9.02 |
| BENJAMIN | | | 457 | 487 | -30 | -6.16 | 6.01 | 6.76 |
| YALUMBA CLCKTWR | | | 382 | 366 | 16 | 4.37 | 5.02 | 5.08 |
| COCKBURN 10Y TW | | | 376 | 323 | 53 | 16.41 | 4.94 | 4.49 |
| HARDYS WSKR BLK | | | 367 | 378 | -11 | -2.91 | 4.82 | 5.25 |
| QUINTA DO NOVAL | | | 355 | 355 | .00 | .00 | 4.67 | 4.93 |
| DOW'S BOARDROOM | | | 346 | 370 | -24 | -6.49 | 4.55 | 5.14 |
| SANDMN 20Y TWNY | | | 329 | 344 | -15 | -4.36 | 4.32 | 4.78 |
| TAYLR FLDGT 10Y | | | 267 | 209 | 58 | 27.75 | 3.51 | 2.90 |
| PENFOLD CLB RSV | | | 204 | | 204 | 100.00 | 2.68 | .00 |
| WARRES OTMA 10Y | | | 195 | 170 | 25 | 14.71 | 2.56 | 2.36 |
| COCKBURN FN TWY | | | 188 | 144 | 44 | 30.56 | 2.47 | 2.00 |
| RAMOS PINTO 20Y | | | 174 | 186 | -12 | -6.45 | 2.29 | 2.58 |
| KWV FULL | | | 167 | 152 | 15 | 9.87 | 2.19 | 2.11 |
| PRESIDENTIAL | | | 161 | 179 | -18 | -10.06 | 2.12 | 2.49 |
| TAYLR FLDGT 20Y | | | 147 | 125 | 22 | 17.60 | 1.93 | 1.74 |
| SEPPELT TRAFFRD | | | 144 | 147 | -3 | -2.04 | 1.89 | 2.04 |
| FONSECA 10 YR | | | 136 | 103 | 33 | 32.04 | 1.79 | 1.43 |
| GRAHAM 10 YR | | | 107 | 95 | 12 | 12.63 | 1.41 | 1.32 |
| GRAHAM 20 YR | | | 106 | 130 | -24 | -18.46 | 1.39 | 1.81 |
| FEIST 10 YR OLD | | | 80 | 65 | 15 | 23.08 | 1.05 | .90 |
| DOW'S 10YR | | | 73 | 61 | 12 | 19.67 | .96 | .85 |
| PRESIDENTL 10YR | | | 67 | 77 | -10 | -12.99 | .88 | 1.07 |
| DOW'S 20YR | | | 65 | 64 | 1 | 1.56 | .85 | .89 |
| WARRES 20 YEAR | | | 62 | 43 | 19 | 44.19 | .80 | .60 |
| PRESIDENTL 20YR | | | 61 | 54 | 7 | 12.96 | .80 | .75 |
| COCKBURN 20Y TW | | | 60 | 57 | 3 | 5.26 | .79 | .79 |
| FONSECA 20 YR | | | 59 | 63 | -4 | -6.35 | .78 | .88 |
| DOW'S FINE | | | 52 | 51 | 1 | 1.96 | .68 | .71 |
| CHURCHILL 10YR | | | 45 | 27 | 18 | 66.67 | .59 | .38 |
| RAMOS PINTO SUP | | | 39 | 33 | 6 | 18.18 | .51 | .46 |
| QUINTA NOVL 10Y | | | 33 | 32 | 1 | 3.13 | .43 | .44 |
| PENFOLDS | | | 33 | | 33 | 100.00 | .43 | .00 |
| DELAFORCE 20-YR | | | 32 | 11 | 21 | 190.91 | .42 | .15 |
| WARRES KNG TWNY | | | 27 | 34 | -7 | -20.59 | .35 | .47 |
| FEIST TAWNY | | | 27 | 14 | 13 | 92.86 | .35 | .19 |
| CH REYNLLA 0 CV | | | 23 | 28 | -5 | -17.86 | .30 | .39 |
| PRESIDENTL 30YR | | | 21 | 6 | 15 | 250.00 | .28 | .08 |
| TAYLR FLDGT TWY | | | 16 | 86 | -70 | -81.40 | .21 | 1.19 |
| QUINTA NOVL 20Y | | | 16 | 1 | 15 | 1500.00 | .21 | .01 |
| CH REYNELLA | | | 15 | 16 | -1 | -6.25 | .20 | .22 |
| MCGUIGAN P RSRV | | | 15 | 16 | -1 | -6.25 | .20 | .22 |
| ROSEMOUNT | | | 15 | | 15 | 100.00 | .20 | .00 |
| DOW'S RESERVE | | | 13 | 13 | | .00 | .17 | .18 |
| BULLER PRM FINE | | | 13 | | 13 | 100.00 | .17 | .00 |
| RAMOS PINTO 10Y | | | 12 | 15 | -3 | -20.00 | .16 | .21 |
| PRESIDENTL 40YR | | | 12 | 4 | 8 | 200.00 | .16 | .06 |
| GRAHAM FINE | | | 11 | 18 | -7 | -38.89 | .14 | .25 |
| FEIST 20 YR OLD | | | 11 | 10 | 1 | 10.00 | .14 | .14 |
| WARRES RSV 1987 | | | 11 | 14 | -4 | -28.57 | .13 | .19 |
| CROFT FINE | | | 10 | 9 | 1 | 11.11 | .13 | .13 |
| PENFOLD GRDFTHR | | | 8 | 1 | 7 | 700.00 | .11 | .01 |
| YALUMBA ANTIQUE | | | 7 | 6 | 1 | 16.67 | .09 | .08 |
| MTZ 10YR TAWNY | | | 7 | 4 | 3 | 75.00 | .09 | .06 |
| DELAFORCE 10YR | | | 7 | 4 | 3 | 75.00 | .09 | .06 |
| TAYLR FLDGT 30Y | | | 5 | 4 | 1 | 25.00 | .07 | .06 |
| SANDMN 40Y TWNY | | | 4 | 5 | -1 | -20.00 | .05 | .07 |
| FONSECA TAWNY | | | 3 | 33 | -30 | -90.91 | .04 | .46 |
| FERREIRA 10YR | | | 3 | 2 | 1 | 50.00 | .04 | .03 |
| ROSEMOUNT SOLRA | | | 3 | | 3 | 100.00 | .04 | .00 |
| OSBORNE PORTO | | | 2 | 7 | -5 | -71.43 | .03 | .10 |
| DOW NV #1 TAWNY | | | 2 | 6 | -4 | -66.67 | .03 | .08 |
| FEIST 30 YR OLD | | | 2 | | 2 | 100.00 | .03 | .00 |
| BARWANG | | | 2 | | 2 | 100.00 | .03 | .00 |
| MTZ FINE TAWNY | | | 1 | 41 | -40 | -97.56 | .01 | .57 |
| SMTH WDHSE 1976 | | | 1 | 2 | -1 | -50.00 | .01 | .03 |
| S & J TAWNY | | | 1 | | 1 | 100.00 | .01 | .03 |
| RAMOS PINTO 30Y | | | 1 | 1 | | .00 | .01 | .01 |
| KOPKE 20 YR | | | 1 | 1 | | .00 | .01 | .01 |
| QUINTA NOVL 40Y | | | 1 | 1 | | .00 | .01 | .01 |
| FONSECA 40YR | | | 1 | | 1 | 100.00 | .01 | .00 |
| GRAHAMS 30 YR | | | | 44 | -44 | -100.00 | .00 | .61 |
| GRAHAMS 40 YR | | | | 44 | -44 | -100.00 | .00 | .61 |
| ROZES 40 YEAR | | | | 11 | -11 | -100.00 | .00 | .15 |
| WYNDHAM OLD | | | | 6 | -6 | -100.00 | .00 | .08 |
| RAMOS PNTD ERVA | | | | 4 | -4 | -100.00 | .00 | .06 |
| ROZES 10Y ISABL | | | | 3 | -3 | -100.00 | .00 | .04 |
| SAO PEDRO 10YR | | | | 3 | -3 | -100.00 | .00 | .04 |
| ROZES 20 YEAR | | | | 2 | -2 | -100.00 | .00 | .03 |
| WAR NMRD TAWNY | | | | 1 | -1 | -100.00 | .00 | .01 |
| TAYLR FLDGT SPC | | | | 1 | -1 | -100.00 | .00 | .01 |
| TOTAL IMP PORT | TWNY | | 7609 | 7199 | 410 | 5.70 | | |
| IMP PORT WHT FONSECA SIROCO | | | 11 | 8 | 3 | 37.50 | 61.11 | 57.14 |

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

ALL STATES-1/1/03 - 12/31/03

PAGE 67

| CLASS & TYPE BRAND | AGE / PROOF | RETAIL PRICE 750ml | CASE SALES | | CASES + or - | % OF + or - | % OF TYPE | |
|----------------------------|----------------|--------------------------|--------------|--------------|-----------------|----------------|-----------|-----------|
| | | | This Year | Last Year | | | This Year | Last Year |
| TYLR FLDGT CHIP | | | 3 | 1 | 2 | 200.00 | 16.67 | 7.14 |
| PORTO ROCHA DRY | | | 2 | 2 | | .00 | 11.11 | 14.29 |
| RAMOS PNT0 LGRM | | | 1 | 1 | | .00 | 5.56 | 7.14 |
| RAMOS PNT0 FINE | | | 1 | 1 | | .00 | 5.56 | 7.14 |
| CHURCHILL | | | | 1 | -1 | -100.00 | .00 | 7.14 |
| TOTAL IMP PORT | WHT | | 18 | 14 | 4 | 28.57 | | |
| IMP PORT OTHR | | | | | | | | |
| DOW PORT/TAWNY | | | 1 | | 1 | 100.00 | 100.00 | 0.00 |
| TOTAL IMP PORT | OTHR | | 1 | | 1 | 100.00 | | |
| IMP SHRRY REG | | | | | | | | |
| S & J AMNTLDO | | | 1035 | 988 | 47 | 4.76 | 29.85 | 28.04 |
| TIO PEPE | | | 934 | 980 | -46 | -4.69 | 26.94 | 27.82 |
| S & J FINO | | | 483 | 457 | 26 | 5.69 | 13.93 | 12.97 |
| HARTLY&GBSN AMT | | | 339 | 368 | -29 | -7.88 | 9.78 | 10.45 |
| LUSTAU AMNTLDO | | | 195 | 175 | 20 | 11.43 | 5.62 | 4.97 |
| SNDMN CHARACTER | | | 125 | 110 | 15 | 13.64 | 3.61 | 3.12 |
| LUSTAU FINO | | | 78 | 86 | -8 | -9.30 | 2.25 | 2.44 |
| P DOMEQ L INA | | | 74 | 78 | -4 | -5.13 | 2.13 | 2.21 |
| SNDMN DON FINO | | | 60 | 54 | 6 | 11.11 | 1.73 | 1.53 |
| HARTLY&GBSN MNZ | | | 20 | 13 | 7 | 53.85 | .58 | .37 |
| OSBORNE FINO | | | 14 | 7 | 7 | 100.00 | .40 | .20 |
| S & J MANZANLLA | | | 13 | 12 | 1 | 8.33 | .37 | .34 |
| WISDOM EX AMTLD | | | 11 | 19 | -8 | -42.11 | .32 | .54 |
| VALDSPNO AMTLD0 | | | 10 | 14 | -4 | -28.57 | .29 | .40 |
| HARVEY ISIS | | | 10 | 7 | 3 | 42.86 | .29 | .20 |
| HARVEY DUNE | | | 7 | 14 | -7 | -50.00 | .20 | .40 |
| BARBADLLO SWEET | | | 7 | 5 | 2 | 40.00 | .20 | .14 |
| LUSTAU MANZNLIA | | | 6 | 6 | | .00 | .17 | .17 |
| OSBORNE AMNTLDO | | | 5 | 9 | -4 | -44.44 | .14 | .26 |
| BDGA G PED JMNZ | | | 5 | 2 | 3 | 150.00 | .14 | .06 |
| P XMNZ SAN EMIL | | | 5 | 1 | 4 | 400.00 | .14 | .03 |
| ROMATE FINO | | | 4 | 33 | -29 | -87.88 | .12 | .94 |
| BDGA G LCRM CHR | | | 4 | 5 | -1 | -20.00 | .12 | .14 |
| OSBORNE MNZNLIA | | | 4 | 3 | 1 | 33.33 | .12 | .09 |
| ROMATE AMNTLDO | | | 3 | 10 | -7 | -70.00 | .09 | .28 |
| VALDSPNO IN FNO | | | 3 | 2 | 1 | 50.00 | .09 | .06 |
| LST AMTLD0 EDGD | | | 3 | 2 | 1 | 50.00 | .09 | .06 |
| LUSTAU PL CRTDO | | | 3 | 1 | 2 | 200.00 | .09 | .03 |
| DESOTO FINO | | | 2 | 13 | -11 | -84.62 | .06 | .37 |
| HARVEY CLB CLSC | | | 1 | 24 | -23 | -95.83 | .03 | .68 |
| LA GITANA MNZLA | | | 1 | 19 | -18 | -94.74 | .03 | .54 |
| SNDMN ROY CRGDR | | | 1 | 4 | -3 | -75.00 | .03 | .11 |
| PANESA MANZNLIA | | | 1 | 2 | -1 | -50.00 | .03 | .06 |
| S&J MRQUIS GLDN | | | 1 | | 1 | 100.00 | .03 | .00 |
| TOTAL IMP SHRRY REG | | | 3467 | 3523 | -56 | -1.59 | | |
| IMP SHRRY CRM | | | | | | | | |
| HARVEY BRST CRM | | | 11559 | 12217 | -658 | -5.39 | 68.42 | 69.78 |
| S & J CREAM | | | 3977 | 3844 | 133 | 3.46 | 23.54 | 21.96 |
| HARTLY&GBSN CR | | | 790 | 808 | -18 | -2.23 | 4.68 | 4.62 |
| HRTLY&GBSN OLR | | | 123 | 116 | 7 | 6.03 | .73 | .66 |
| HRVY BR CRM GLS | | | 91 | 82 | 9 | 10.98 | .54 | .47 |
| BARBADLLO CREAM | | | 78 | 77 | 1 | 1.30 | .46 | .44 |
| SNDMN ARMADA CR | | | 72 | 74 | -2 | -2.70 | .43 | .42 |
| LUSTAU CREAM | | | 62 | 62 | | .00 | .37 | .35 |
| BARBADILLO PALE | | | 38 | 35 | 3 | 8.57 | .22 | .20 |
| ARGUESO | | | 31 | 70 | -39 | -55.71 | .18 | .40 |
| ALFASI | | | 31 | 26 | 5 | 19.23 | .18 | .15 |
| LUSTAU SOLERA | | | 14 | 27 | -13 | -48.15 | .08 | .15 |
| OSBORNE | | | 12 | 10 | 2 | 20.00 | .07 | .06 |
| BODGA GMRA MLGA | | | 7 | 3 | 4 | 133.33 | .04 | .02 |
| HILDAGO SPECIAL | | | 4 | 6 | -2 | -33.33 | .02 | .03 |
| ROMATE CREAM | | | 1 | 26 | -25 | -96.15 | .01 | .15 |
| DE SOTO | | | 1 | 17 | -16 | -94.12 | .01 | .10 |
| WISDOM DELCT CR | | | 1 | 1 | | .00 | .01 | .01 |
| GOMEZ PIE D REY | | | 1 | 1 | | .00 | .01 | .01 |
| HRLTY&GBSN DIEZ | | | | 4 | -4 | -100.00 | .00 | .02 |
| HIDALGO NAPLEON | | | | 1 | -1 | -100.00 | .00 | .01 |
| PANESA | | | | 1 | -1 | -100.00 | .00 | .01 |
| TOTAL IMP SHRRY CRM | | | 16893 | 17508 | -615 | -3.51 | | |
| IMP SHRRY DRY | | | | | | | | |
| WM & H DRY SACK | | | 3412 | 3656 | -244 | -6.67 | 76.90 | 79.37 |
| HARTLY&GBSN FNO | | | 323 | 321 | 2 | .62 | 7.28 | 6.97 |
| BARBADILLO AMNT | | | 187 | 162 | 25 | 15.43 | 4.21 | 3.52 |
| P DOM AMNTLDO | | | 138 | 92 | 46 | 50.00 | 3.11 | 2.00 |
| BARBADILLO FINO | | | 99 | 91 | 8 | 8.79 | 2.23 | 1.98 |
| BARBADILLO OLR | | | 82 | 74 | 8 | 10.81 | 1.85 | 1.61 |
| BARBDLLO MNZNLIA | | | 77 | 61 | 16 | 26.23 | 1.74 | 1.32 |
| P DOM MANZANLLA | | | 52 | 50 | 2 | 4.00 | 1.17 | 1.09 |
| DRY SACK SOLERA | | | 33 | 49 | -16 | -32.65 | .74 | 1.06 |
| DESOTO AMNT DRY | | | 12 | 12 | | .00 | .27 | .26 |
| WM&H DRY SCK/TN | | | 6 | 22 | -16 | -72.73 | .14 | .48 |
| DESOTO MANZ DRY | | | 4 | 3 | 1 | 33.33 | .09 | .07 |
| TIO PEPE DRY | | | 4 | 2 | 2 | 100.00 | .09 | .04 |
| HILDAGO AMNTLDO | | | 2 | 4 | -2 | -50.00 | .05 | .09 |
| LUSTAU OLRSO RS | | | 2 | 3 | -1 | -33.33 | .05 | .07 |

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

ALL STATES-1/1/03 - 12/31/03

PAGE 68

| CLASS & TYPE BRAND | AGE / PROOF | RETAIL PRICE 750ml | CASE SALES | | CASES + or - | % OF + or - | % OF TYPE | |
|---|----------------|--------------------------|---------------------------------|--------------------------------|-------------------------------|--|--------------------------------------|--------------------------------------|
| | | | This Year | Last Year | | | This Year | Last Year |
| KWV RENASAN MED GOMEZ AMONTLLDO SOLERA 1847 OSBORNE OLOROSO | | | 2 1 1 1 | 2 1 1 1 | | .00 .00 100.00 -100.00 | .05 .02 .02 .00 | .04 .02 .00 .02 |
| TOTAL IMP SHRRY DRY | | | 4437 | 4606 | -169 | -3.67 | | |
| IMPORTED PLUM FU-KI PLUM JAP GEKKEIKAN PLUM | | | 1839 1570 | 1757 1873 | 82 -303 | 4.67 -16.18 | 50.87 43.43 | 45.90 48.93 |
| AKADAMA PLM RYL KIKKOMAN PLUM | | | 160 46 | 160 38 | | .00 21.05 | 4.43 1.27 | 4.18 .99 |
| TOTAL IMPORTED PLUM | | | 3615 | 3828 | -213 | -5.56 | | |
| IMP FRUIT OTH KIJAJA CHERRY KIJAJA CHC CHRY KIJAJA BLK RSBY RODRIGUES BLBRY | | | 2646 9 6 1 | 2310 8 2 2 | 336 1 4 -1 | 14.55 12.50 200.00 -50.00 | 99.40 .34 .23 .04 | 99.40 .34 .09 .09 |
| MARASKA CHERRY RODRIGUES STWBV | | | | 1 1 | -1 -1 | -100.00 -100.00 | .00 .00 | .04 .04 |
| TOTAL IMP FRUIT OTH | | | 2662 | 2324 | 338 | 14.54 | | |
| IMP MADEIRA SNDMN FINE RICH JUSTINO FINE 3Y FEIST FULL RICH JUSTINO RAIN 3Y | | | 569 214 202 166 | 608 130 94 106 | -39 84 108 60 | -6.41 64.62 114.89 56.60 | 34.80 13.09 12.35 10.15 | 44.35 9.48 6.86 7.73 |
| BLANDY MLMSY 5Y SNDMN RAINWATER FEIST RAINWATER LEACOCK RAINWTR BROADBNT RAINWT | | | 118 95 88 46 21 | 117 134 39 16 19 | -1 -39 49 30 2 | -29.85 -29.10 125.64 187.50 10.53 | 7.22 5.81 5.38 2.81 1.28 | 8.53 9.77 2.84 1.17 1.39 |
| BLANDYS SRCL 5Y LEACOCK MALMSEY BLANDY 5YR BUAL BLANDYS RAINWTR BLANDY MLMS 10Y | | | 21 12 11 11 10 | 10 9 7 3 23 | 11 3 4 8 -13 | 110.00 33.33 57.14 266.67 -56.52 | 1.28 .73 .67 .67 .61 | .73 .66 .51 .22 1.68 |
| COSSRT 5YR BUAL JUSTINO MALMSEY JUSTINO RAINWTR MILES MLMSY 5Y BLANDY MLMS 15Y | | | 7 7 5 5 4 | 8 1 3 2 11 | -1 6 2 3 -7 | -12.50 600.00 66.67 150.00 -63.64 | .43 .43 .31 .31 .24 | .58 .07 .22 .15 .80 |
| BROADBNT RSV 5Y COSSART RAINWTR BROADBNT 10YR LEACOCK SRCL 5Y CSSRT #22 MLMSY | | | 4 4 3 3 2 | 4 4 10 2 4 | | .00 .00 -70.00 50.00 -50.00 | .24 .24 .18 .18 .12 | .29 .29 .73 .15 .29 |
| JUSTNO MLSY 10Y JUSTNO BOAL 10Y BROADBNT TRNTZ JUSTNO SRCL 10Y JUSTNO O RS 10Y | | | 2 2 1 1 1 | 3 1 1 1 1 | -1 2 1 1 1 | -33.33 100.00 .00 100.00 100.00 | .12 .12 .06 .06 .06 | .22 .00 .07 .00 .00 |
| MILES RAINWATER BROADBNT MALMSY | | | | 2 1 | -2 -1 | -100.00 -100.00 | .00 .00 | .15 .07 |
| TOTAL IMP MADEIRA | | | 1635 | 1371 | 264 | 19.26 | | |
| IMP MARSALA FLORIO SWEET FLORIO DRY COLOMBO SWEET LMBRDO MRSLA DR | | | 3892 2529 1245 919 | 4115 2847 1183 122 | -223 -318 62 797 | -5.42 -11.17 5.24 653.28 | 35.43 23.02 11.33 8.37 | 39.20 27.12 11.27 1.16 |
| COLOMBO DRY SANTINI RED SWT MELILLO MRSL SW SANTINI WHT DRY PELLEGRINO SWT | | | 814 440 358 325 190 | 848 294 304 351 92 | -34 146 54 -26 98 | -4.01 49.66 17.76 -7.41 106.52 | 7.41 4.01 3.21 2.96 1.73 | 8.08 2.80 2.90 3.34 .88 |
| PELLEGRINO DRY MELILLO MRSL DR LMBRDO MRSLA SW RALLO SUPROR SW OPICI DRY | | | 154 65 28 11 5 | 97 68 9 5 6 | 57 -3 19 6 -1 | 58.76 -4.41 211.11 120.00 -16.67 | 1.40 .59 .25 .10 .05 | .92 .65 .09 .05 .06 |
| OPICI SWEET FLORIO DR CRRBB | | | 5 4 | 5 152 | | .00 -97.37 | .05 .04 | .05 1.45 |
| TOTAL IMP MARSALA | | | 10984 | 10498 | 486 | 4.63 | | |
| IM MSCTL/MSCT GC MUSCAT SUMRRCA DR MUCT BULLER PRM FINE VIN DE CASA MCT | | | 23 21 20 9 | 22 22 22 9 | 1 21 20 9 | 4.55 100.00 100.00 100.00 | 23.23 21.21 20.20 9.09 | 32.84 .00 .00 .00 |
| CAMPBELL MUSCAT CHAPOUTR RVSLTE DMN COYX BM VNS PLLGRNO MOSCATO CARMELO MOSCATO | | | 8 5 3 3 3 | 13 5 12 1 3 | -5 5 -9 2 3 | -38.46 100.00 -75.00 200.00 100.00 | 8.08 5.05 3.03 3.03 3.03 | 19.40 .00 17.91 1.49 .00 |
| HAUTE FVRIE MUS WINEMAKER MUSCT BENJAMIN MUSCAT | | | 2 2 2 | 16 2 2 | -14 2 -2 | -87.50 100.00 -100.00 | 2.02 2.02 .00 | 23.88 .00 2.99 |

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

ALL STATES-1/1/03 - 12/31/03

PAGE 69

| CLASS & TYPE BRAND | AGE / PROOF | RETAIL PRICE 750ml | CASE SALES | | CASES + or - | % OF + or - | % OF TYPE | |
|-----------------------|----------------|--------------------------|------------|-----------|-----------------|----------------|-----------|-----------|
| | | | This Year | Last Year | | | This Year | Last Year |
| WEINBCH MSCT RS | | | | 1 | -1 | -100.00 | .00 | 1.49 |
| TOTAL IM MSCTL/MSCT | | | 99 | 67 | 32 | 47.76 | | |
| IMPORTED SAKE | | | | | | | | |
| HAKUTSURI SAKE | | | 3140 | 2897 | 243 | 8.39 | 41.86 | 39.78 |
| GEKKEIKAN GOLD | | | 1236 | 1213 | 23 | 1.90 | 16.48 | 16.66 |
| SHIRAYUKI SAKE | | | 1213 | 1245 | -32 | -2.57 | 16.17 | 17.10 |
| FU-KI SAKE | | | 1151 | 1163 | -12 | -1.03 | 15.34 | 15.97 |
| SHO CHKU SK BIB | | | 460 | 374 | 86 | 22.99 | 6.13 | 5.14 |
| OZEKI SAKE | | | 72 | 185 | -113 | -61.08 | .96 | 2.54 |
| HORIN GEKKEIKAN | | | 52 | 51 | 1 | 1.96 | .69 | .70 |
| GEKKEIKAN DELUX | | | 52 | 49 | 3 | 6.12 | .69 | .67 |
| GKKEKN SLV SAKE | | | 42 | 43 | -1 | -2.33 | .56 | .59 |
| HAKUTSURI S JUN | | | 28 | 24 | 4 | 16.67 | .37 | .33 |
| TAKARA SIERRA | | | 20 | | 20 | 100.00 | .27 | .00 |
| GKKN GNZO TK ST | | | 19 | 9 | 10 | 111.11 | .25 | .12 |
| KIKU MASN SAKE | | | 6 | 13 | -7 | -53.85 | .08 | .18 |
| GKKEKN DRAFT SK | | | 5 | 1 | 4 | 400.00 | .07 | .01 |
| GEKKEKN BLK&GLD | | | 4 | | 4 | 100.00 | .05 | .00 |
| HAKUSHIKA DRY | | | 2 | 9 | -7 | -77.78 | .03 | .12 |
| HAKUSHIKA | | | | 6 | -6 | -100.00 | .00 | .08 |
| TOTAL IMPORTED SAKE | | | 7502 | 7282 | 220 | 3.02 | | |
| IMP DSSRT OTH | | | | | | | | |
| O'MARA IRSH CRM | | | 2119 | 1794 | 325 | 18.12 | 38.45 | 36.28 |
| LILLET BLANC | | | 2024 | 2007 | 17 | .85 | 36.73 | 40.59 |
| BUNRTTY MDE CRK | | | 642 | 555 | 87 | 15.68 | 11.65 | 11.22 |
| CLAUS MAVRODAPN | | | 360 | 246 | 114 | 46.34 | 6.53 | 4.97 |
| LILLET ROUGE | | | 87 | 77 | 10 | 12.99 | 1.58 | 1.56 |
| VLA GRZA LMNCLO | | | 75 | 48 | 27 | 56.25 | 1.36 | .97 |
| NUMANO SNRY MIR | | | 46 | 33 | 13 | 39.39 | .83 | .67 |
| BUNRTTY MDE GLS | | | 28 | 20 | 8 | 40.00 | .51 | .40 |
| TOKAJI 5 PUTNYS | | | 21 | 16 | 5 | 31.25 | .38 | .32 |
| CYNAR APERITIF | | | 21 | 14 | 7 | 50.00 | .38 | .28 |
| GC KAGOR | | | 17 | 27 | -10 | -37.04 | .31 | .55 |
| BULLER FN TOKAY | | | 14 | | 14 | 100.00 | .25 | .00 |
| GC LIDIA | | | 10 | 13 | -3 | -23.08 | .18 | .26 |
| WINCARNIS APRTF | | | 10 | | 10 | 100.00 | .18 | .00 |
| KEO COMMANDARIA | | | 8 | 5 | 3 | 60.00 | .15 | .10 |
| GEKKEKN CAP ACE | | | 6 | | 6 | 100.00 | .11 | .00 |
| LOS CABOS AGAVE | | | 4 | 17 | -13 | -76.47 | .07 | .34 |
| CAMPBELL TOKAY | | | 4 | 7 | -3 | -42.86 | .07 | .14 |
| O'MARA IRSH/GLS | | | 3 | 21 | -18 | -85.71 | .05 | .42 |
| PLSN PNU D CHAR | | | 2 | 9 | -7 | -77.78 | .04 | .18 |
| GC NECTAR | | | 2 | 1 | 1 | 100.00 | .04 | .02 |
| TOKAJI ASZU 4 P | | | 2 | 1 | 1 | 100.00 | .04 | .02 |
| PLLGRNO PNTLLRA | | | 2 | | 2 | 100.00 | .04 | .00 |
| MRNIER PN CHRNT | | | 1 | 17 | -16 | -94.12 | .02 | .34 |
| DOM COUM ROY 79 | | | 1 | 2 | -1 | -50.00 | .02 | .04 |
| BULLR CLPE TOKY | | | 1 | | 1 | 100.00 | .02 | .00 |
| MSCDLLO D MNTLC | | | 1 | | 1 | 100.00 | .02 | .00 |
| O'MARA IRSH/MUG | | | | 8 | -8 | -100.00 | .00 | .16 |
| MARIKA BAD SZRK | | | | 4 | -4 | -100.00 | .00 | .08 |
| TOKAJI ASZU 3 P | | | | 1 | -1 | -100.00 | .00 | .02 |
| BULLR&SONS MSCT | | | | 1 | -1 | -100.00 | .00 | .02 |
| TOKAJI NYULASZO | | | | 1 | -1 | -100.00 | .00 | .02 |
| TOTAL IMP DSSRT OTH | | | 5511 | 4945 | 566 | 11.45 | | |
| FRENCH ALSACE | | | | | | | | |
| TRIMBCH PIN GRS | | | 1375 | 1321 | 54 | 4.09 | 23.45 | 20.65 |
| TRIMBCH GEWURZT | | | 1060 | 1038 | 22 | 2.12 | 18.08 | 16.23 |
| TRIMBCH ALS RSL | | | 815 | 809 | 6 | .74 | 13.90 | 12.65 |
| TRIMBCH PNT BLC | | | 497 | 484 | 13 | 2.69 | 8.48 | 7.57 |
| HUGEL GENTIL WH | | | 430 | 477 | -47 | -9.85 | 7.33 | 7.46 |
| HUGEL GERWZTRMR | | | 285 | 149 | 136 | 91.28 | 4.86 | 2.33 |
| HUGEL RIESLING | | | 211 | 88 | 123 | 139.77 | 3.60 | 1.38 |
| DPF&TRION CRUST | | | 206 | 44 | 162 | 368.18 | 3.51 | .69 |
| P SPRR PN BL RS | | | 135 | | 135 | 100.00 | 2.30 | .00 |
| HUGEL CV PN BLC | | | 115 | 115 | | .00 | 1.96 | 1.80 |
| PIERRE SPRR ONE | | | 109 | | 109 | 100.00 | 1.86 | .00 |
| TRIMBACH RSLNG | | | 104 | 100 | 4 | 4.00 | 1.77 | 1.56 |
| SCHLMBGR PNT BL | | | 72 | 59 | 13 | 22.03 | 1.23 | .92 |
| DPF&TRION GWURZ | | | 63 | 475 | -412 | -86.74 | 1.07 | 7.43 |
| TRIM RS CV FRED | | | 59 | 97 | -38 | -39.18 | 1.01 | 1.52 |
| LOUIS SIPP PN B | | | 42 | 33 | 9 | 27.27 | .72 | .52 |
| DM BTT GEYL PNT | | | 37 | | 37 | 100.00 | .63 | .00 |
| GNTRM SYLVNR YL | | | 33 | 21 | 12 | 57.14 | .56 | .33 |
| J B ADAM RSL RS | | | 28 | 480 | -452 | -94.17 | .48 | 7.50 |
| SCHLMBGR GWZ CV | | | 22 | 32 | -10 | -31.25 | .38 | .50 |
| TRMBCH GWR RBPR | | | 18 | 28 | -10 | -35.71 | .31 | .44 |
| JOSMEYER PIN BL | | | 13 | 13 | | .00 | .22 | .20 |
| HUGL TKY PN GRS | | | 13 | 6 | 7 | 116.67 | .22 | .09 |
| ZND-HMBRCHT-PIN | | | 11 | 7 | 4 | 57.14 | .19 | .11 |
| KUENTZ BAS PN B | | | 10 | 5 | 5 | 100.00 | .17 | .08 |
| J B ADAM PB RES | | | 7 | 216 | -209 | -96.76 | .12 | 3.38 |
| WNBCH RS CV CTH | | | 7 | 7 | | .00 | .12 | .11 |
| ZND-HMBRCHT GWZ | | | 6 | 3 | 3 | 100.00 | .10 | .05 |
| SCHLMBGR PN GRS | | | 6 | | 6 | 100.00 | .10 | .00 |
| DM MARC KK PN B | | | 6 | | 6 | 100.00 | .10 | .00 |
| HUGEL RSLNG JUB | | | 5 | 3 | 2 | 66.67 | .09 | .05 |

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

ALL STATES-1/1/03 - 12/31/03

PAGE 70

| CLASS & TYPE BRAND | AGE / PROOF | RETAIL PRICE 750ml | CASE SALES | | CASES + or - | % OF + or - | % OF TYPE | |
|----------------------------|----------------|--------------------------|-------------|-------------|-----------------|----------------|-----------|-----------|
| | | | This Year | Last Year | | | This Year | Last Year |
| WNBACH GWZ LAUR | | | 5 | | 5 | 100.00 | .09 | .00 |
| WNBACH PN BL RS | | | 4 | 12 | -8 | -66.67 | .07 | .19 |
| Z-HMBT PIN GRIS | | | 4 | 6 | -2 | -33.33 | .07 | .09 |
| WEINBCH GWZ RSV | | | 4 | 6 | -2 | -33.33 | .07 | .09 |
| WEIN RS SCH CTH | | | 4 | 1 | 3 | 300.00 | .07 | .02 |
| ZND-HMB RSL HRR | | | 4 | | 4 | 100.00 | .07 | .00 |
| TRIM PNT GRS RP | | | 3 | 8 | -5 | -62.50 | .05 | .13 |
| HUGL PN GRS JUB | | | 3 | 3 | | .00 | .05 | .05 |
| HUGEL GWURZ JUB | | | 3 | 2 | 1 | 50.00 | .05 | .03 |
| JOSMEYER RISLNG | | | 3 | 1 | 1 | 50.00 | .05 | .03 |
| WEINBCH RS THEO | | | 2 | 5 | -3 | -60.00 | .03 | .08 |
| JOSMEYER GWZ FL | | | 2 | 2 | | .00 | .03 | .03 |
| JOSMEYER PG FMT | | | 2 | | 2 | 100.00 | .03 | .00 |
| TRIM GW VND TDV | | | 2 | | 2 | 100.00 | .03 | .00 |
| BEYER PNT BL BL | | | 1 | 184 | -183 | -99.46 | .02 | 2.88 |
| HAAG GWURZTRMNR | | | 1 | 10 | -9 | -90.00 | .02 | .16 |
| TRMBCH CLS S HN | | | 1 | 4 | -3 | -75.00 | .02 | .06 |
| Z-HMBCHT WLFBRG | | | 1 | 4 | -3 | -75.00 | .02 | .06 |
| SCHLMBGR RESRVE | | | 1 | 2 | -1 | -50.00 | .02 | .03 |
| WNBACH TOKY GRS | | | 1 | 1 | | .00 | .02 | .02 |
| HUGL T PNGR HMG | | | 1 | 1 | | .00 | .02 | .02 |
| SCHLMBGR RSL PA | | | 1 | 1 | | .00 | .02 | .02 |
| WEINBACH TOKAY | | | 1 | 1 | | .00 | .02 | .02 |
| SCHLMBGR SYLVNR | | | 1 | | 1 | 100.00 | .02 | .00 |
| SCHLMBGR GWZ FL | | | 1 | | 1 | 100.00 | .02 | .00 |
| WNBACH TKY LAUR | | | 1 | | 1 | 100.00 | .02 | .00 |
| DM MARC RB RSLG | | | 1 | | 1 | 100.00 | .02 | .00 |
| P SPRR PN GR RS | | | 1 | | 1 | 100.00 | .02 | .00 |
| DM MARK RBG P G | | | 1 | | 1 | 100.00 | .02 | .00 |
| DM MARK KK GWRZ | | | 1 | | 1 | 100.00 | .02 | .00 |
| DM MARK MNC P G | | | 1 | | 1 | 100.00 | .02 | .00 |
| DM MARK LBG P G | | | 1 | | 1 | 100.00 | .02 | .00 |
| WEINBCH RSL RSV | | | | 6 | -6 | -100.00 | .00 | .09 |
| HUGEL PINOT NOR | | | | 3 | -3 | -100.00 | .00 | .05 |
| DOM RIEFLE GWRZ | | | | 3 | -3 | -100.00 | .00 | .05 |
| TRMBCH PN NR RS | | | | 3 | -3 | -100.00 | .00 | .05 |
| BEYER RIESLING | | | | 3 | -3 | -100.00 | .00 | .05 |
| HUGEL PN NR JUB | | | | 3 | -3 | -100.00 | .00 | .05 |
| TRIM RS VND TDV | | | | 3 | -3 | -100.00 | .00 | .05 |
| TRMBCH MSCT RSV | | | | 3 | -3 | -100.00 | .00 | .05 |
| HUGL MUSCAT TRD | | | | 1 | -1 | -100.00 | .00 | .02 |
| WEINBACH SYLVNR | | | | 1 | -1 | -100.00 | .00 | .02 |
| HUGEL GWZTR TRD | | | | 1 | -1 | -100.00 | .00 | .02 |
| HUGEL RSLNG HMG | | | | 1 | -1 | -100.00 | .00 | .02 |
| WNBACH GWZ THEO | | | | 1 | -1 | -100.00 | .00 | .02 |
| TOTAL FRENCH ALSACE | | | 5863 | 6397 | -534 | -8.35 | | |
| FR BORDEAUX | | | | | | | | |
| BG MERLOT VDP | | | 14114 | 16366 | -2252 | -13.76 | 14.24 | 15.34 |
| MOUTN CADET RED | | | 11566 | 11803 | -237 | -2.01 | 11.67 | 11.06 |
| BG CAB SAUV VDP | | | 8460 | 9858 | -1398 | -14.18 | 8.54 | 9.24 |
| G DUBOEIF MERLT | | | 6590 | 7416 | -826 | -11.14 | 6.65 | 6.95 |
| MOUTN CADET WHT | | | 6483 | 6561 | -78 | -1.19 | 6.54 | 6.15 |
| CH LRSE TRNT MD | | | 2994 | 3388 | -394 | -11.63 | 3.02 | 3.18 |
| MOUEIX CHR MRLT | | | 2090 | 2501 | -411 | -16.43 | 2.11 | 2.34 |
| NICOLAS MRL RSV | | | 1925 | 1874 | 51 | 2.72 | 1.94 | 1.76 |
| CH GREYSAC MED | | | 1838 | 1915 | -77 | -4.02 | 1.85 | 1.79 |
| BG FNDRS MERLOT | | | 1795 | 2141 | -346 | -16.16 | 1.81 | 2.01 |
| LABEL PINOT NOR | | | 1725 | 1767 | -42 | -2.38 | 1.74 | 1.66 |
| NICOLAS CHR RSV | | | 1640 | 1654 | -14 | -0.85 | 1.65 | 1.55 |
| B ROTH RS SPC R | | | 1599 | 2159 | -560 | -25.94 | 1.61 | 2.02 |
| BG FNDRS SAUVGN | | | 1489 | 1470 | 19 | 1.29 | 1.50 | 1.38 |
| CH D PLLT QNCRD | | | 1389 | 1360 | 29 | 2.13 | 1.40 | 1.27 |
| BG ST EMILION | | | 1063 | 1101 | -38 | -3.45 | 1.07 | 1.03 |
| CH SIMARD | | | 1002 | 1060 | -58 | -5.47 | 1.01 | .99 |
| CH BELAIR HT MD | | | 963 | 1139 | -176 | -15.45 | .97 | 1.07 |
| B PHLP MERLOT | | | 903 | 1087 | -184 | -16.93 | .91 | 1.02 |
| CH CARIGNAN | | | 864 | 606 | 258 | 42.57 | .87 | .57 |
| MARQS D CHSS RD | | | 771 | 750 | 21 | 2.80 | .78 | .70 |
| CH LA CARDONNE | | | 763 | 535 | 228 | 42.62 | .77 | .50 |
| B PHLP CAB SAUV | | | 746 | 888 | -142 | -15.99 | .75 | .83 |
| LACOUR PVLN MRL | | | 742 | 1113 | -371 | -33.33 | .75 | 1.04 |
| MARQS D CHSS WH | | | 687 | 693 | -6 | -0.87 | .69 | .68 |
| CH PLAGNAC MEDC | | | 657 | 726 | -69 | -9.50 | .66 | .68 |
| CH BONNET RED | | | 640 | 610 | 30 | 4.92 | .65 | .57 |
| CH ST SULPICE | | | 630 | 542 | 88 | 16.24 | .64 | .51 |
| BG SYRAH | | | 620 | 597 | 23 | 3.85 | .63 | .56 |
| CH LE CROCK RED | | | 614 | 76 | 538 | 707.89 | .62 | .07 |
| CH MALSCY EXPRY | | | 601 | 15 | 586 | 3906.67 | .61 | .01 |
| CH T FLR CRT W | | | 526 | 484 | 42 | 8.68 | .53 | .45 |
| MOUTON CADT 2BT | | | 519 | 363 | 156 | 42.98 | .52 | .34 |
| CHEVALR ST ONDE | | | 443 | 585 | -142 | -24.27 | .45 | .55 |
| B ROTH RS SPC W | | | 442 | 594 | -152 | -25.59 | .45 | .56 |
| M MARCHERE MRLT | | | 418 | 1141 | -723 | -63.37 | .42 | 1.07 |
| BG GRAVES | | | 415 | 510 | -95 | -18.63 | .42 | .48 |
| CH PUY BLANQUET | | | 407 | 342 | 65 | 19.01 | .41 | .32 |
| CH DUPLESSY | | | 404 | 189 | 215 | 113.76 | .41 | .18 |
| CH CLAIRFONT | | | 385 | 337 | 48 | 14.24 | .39 | .32 |
| CHAT ROMEFORT | | | 380 | 398 | -18 | -4.52 | .38 | .37 |
| MICHL LYNCH MRL | | | 360 | 681 | -321 | -47.14 | .36 | .64 |
| NICOLAS MERLOT | | | 341 | 633 | -292 | -46.13 | .34 | .59 |
| NICOLAS CAB SAV | | | 337 | 484 | -147 | -30.37 | .34 | .45 |

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

ALL STATES-1/1/03 - 12/31/03

PAGE 71

| CLASS & TYPE BRAND | AGE / PROOF | RETAIL PRICE 750ml | CASE SALES | | CASES + or - | % OF + or - | % OF TYPE | |
|-----------------------|----------------|--------------------------|------------|-----------|-----------------|----------------|-----------|-----------|
| | | | This Year | Last Year | | | This Year | Last Year |
| MOUEIX EMILION | | | 329 | 342 | -13 | -3.80 | .33 | .32 |
| FERRANDE WHITE | | | 266 | 277 | -11 | -3.97 | .27 | .26 |
| J D LAURENT WHT | | | 265 | 187 | 78 | 41.71 | .27 | .18 |
| CH GLORIA | | | 254 | 99 | 155 | 156.57 | .26 | .09 |
| CH MARTINET | | | 241 | 325 | -84 | -25.85 | .24 | .30 |
| CH LAURETAN RED | | | 232 | 310 | -78 | -25.16 | .23 | .29 |
| CH MOULN BEAUGT | | | 230 | 21 | 209 | 995.24 | .23 | .02 |
| CH MACARD RED | | | 229 | 25 | 204 | 816.00 | .23 | .02 |
| BLSSN TMBRLY RG | | | 226 | 77 | 149 | 193.51 | .23 | .07 |
| J D LAURENT RED | | | 224 | 190 | 34 | 17.89 | .23 | .18 |
| CH GRAND MOUEYS | | | 223 | 68 | 155 | 227.94 | .23 | .06 |
| DOURTHE VIN BLC | | | 218 | 254 | -36 | -14.17 | .22 | .24 |
| MALESAN ROUGE | | | 214 | 293 | -79 | -26.96 | .22 | .27 |
| CH CARBONNX BLC | | | 201 | 193 | 8 | 4.15 | .20 | .18 |
| CH LMTHE BRGRON | | | 198 | 24 | 174 | 725.00 | .20 | .02 |
| FERRANDE RED | | | 197 | 199 | -2 | -1.01 | .20 | .19 |
| CH MEYNEY | | | 192 | 273 | -81 | -29.67 | .19 | .26 |
| CHAT COUFRAN | | | 192 | 205 | -13 | -6.34 | .19 | .19 |
| CH DE GAZIN | | | 189 | 21 | 168 | 800.00 | .19 | .02 |
| MICHL LYNCH SAV | | | 181 | 301 | -120 | -39.87 | .18 | .28 |
| CH BONFORT | | | 163 | 140 | 23 | 16.43 | .16 | .13 |
| CH LAF PAL RSRV | | | 163 | | 163 | 100.00 | .16 | .00 |
| BICHOT MERLOT | | | 161 | 259 | -98 | -37.84 | .16 | .24 |
| CH BEAUSEJOUR | | | 147 | 41 | 106 | 258.54 | .15 | .04 |
| BUZET MRL TRDTN | | | 146 | 204 | -58 | -28.43 | .15 | .19 |
| CHAT SUAU RED | | | 143 | 221 | -78 | -35.29 | .14 | .21 |
| CH TALBOT RED | | | 142 | 90 | 52 | 57.78 | .14 | .08 |
| CH L ROSE VOSEL | | | 140 | 19 | 121 | 636.84 | .14 | .02 |
| CH HAUT GRD CRU | | | 137 | 17 | 120 | 705.88 | .14 | .02 |
| CH DE SALES | | | 134 | 82 | 52 | 63.41 | .14 | .08 |
| CH CARRUADS LFT | | | 133 | 51 | 82 | 160.78 | .13 | .05 |
| CHAT TIMBERLAY | | | 131 | 130 | 1 | .77 | .13 | .12 |
| CH LYNCH BAGES | | | 130 | 45 | 85 | 188.89 | .13 | .04 |
| CH MIREFLEURS | | | 129 | 135 | -6 | -4.44 | .13 | .13 |
| BLSSN TMBRLY BL | | | 129 | 59 | 70 | 118.64 | .13 | .06 |
| FORTNT KSHR MRL | | | 125 | 197 | -72 | -36.55 | .13 | .18 |
| MALESAN BLANC | | | 124 | 69 | 55 | 79.71 | .13 | .06 |
| DMN DE GOURDINS | | | 122 | 69 | 53 | 76.81 | .12 | .06 |
| CH CAMENSAC | | | 120 | 16 | 104 | 650.00 | .12 | .01 |
| CH L GRNG S JUL | | | 119 | 66 | 53 | 80.30 | .12 | .06 |
| B PHLP ST EMILN | | | 117 | 161 | -44 | -27.33 | .12 | .15 |
| BG SAUTERNES | | | 115 | 127 | -12 | -9.45 | .12 | .12 |
| CH RCHR BLLV FG | | | 115 | 61 | 54 | 88.52 | .12 | .06 |
| CH CANON MOUIEX | | | 114 | 62 | 52 | 83.87 | .12 | .06 |
| CH CANTEMERLE | | | 114 | 41 | 73 | 178.05 | .12 | .04 |
| CH VIEUX PREZAT | | | 113 | 86 | 27 | 31.40 | .11 | .08 |
| CH GRAULET | | | 113 | 34 | 79 | 232.35 | .11 | .03 |
| CH OLIVIER RED | | | 112 | 9 | 103 | 1144.44 | .11 | .01 |
| CH ROMEFORT | | | 107 | 84 | 23 | 27.38 | .11 | .08 |
| CH PRIEURE LCHN | | | 107 | 30 | 77 | 256.67 | .11 | .03 |
| CH L CRX ST ANN | | | 106 | 24 | 82 | 341.67 | .11 | .02 |
| CH DU CARTILLON | | | 104 | 89 | 15 | 16.85 | .10 | .08 |
| CH MEYNY ST EST | | | 104 | 40 | 64 | 160.00 | .10 | .04 |
| CH TIMBRLY BLNC | | | 102 | 82 | 20 | 24.39 | .10 | .08 |
| CH PHELAN SEGUR | | | 102 | 19 | 83 | 436.84 | .10 | .02 |
| CH LAROSEY | | | 101 | 130 | -29 | -22.31 | .10 | .12 |
| LACR PAV WHITE | | | 98 | 222 | -124 | -55.86 | .10 | .21 |
| CH HAUT GUILBT | | | 96 | 142 | -46 | -32.39 | .10 | .13 |
| CH FLEUR D RIGD | | | 96 | | 96 | 100.00 | .10 | .00 |
| CH HAUT-BAILLAN | | | 93 | 105 | -12 | -11.43 | .09 | .10 |
| CH FRANCO PIPEAU | | | 92 | 101 | -9 | -8.91 | .09 | .09 |
| CH CARPA BL WHT | | | 92 | 14 | 78 | 557.14 | .09 | .01 |
| CH HT-SERR CAHR | | | 89 | 173 | -84 | -48.55 | .09 | .16 |
| CH BONNET WHITE | | | 89 | 88 | 1 | 1.14 | .09 | .08 |
| CH BOUSCAUT RED | | | 88 | 208 | -120 | -57.69 | .09 | .19 |
| CH LE BOCAGE | | | 88 | 91 | -3 | -3.30 | .09 | .09 |
| CH LYNCH BGS PA | | | 87 | 122 | -35 | -28.69 | .09 | .11 |
| CH LES TONNELLE | | | 87 | 95 | -8 | -8.42 | .09 | .09 |
| CH HAUT AVEROUS | | | 83 | 52 | 31 | 59.62 | .08 | .05 |
| CH LTR D MN MGX | | | 80 | 19 | 61 | 321.05 | .08 | .02 |
| CH CLOS D JCBNS | | | 79 | 6 | 73 | 1216.67 | .08 | .01 |
| CH RIBEBON RED | | | 78 | 119 | -41 | -34.45 | .08 | .11 |
| PREMIUS RED | | | 78 | 17 | 61 | 358.82 | .08 | .02 |
| CH HAUT BAITTLY | | | 77 | 76 | 1 | 1.32 | .08 | .07 |
| NICOLAS P NR RS | | | 76 | 135 | -59 | -43.70 | .08 | .13 |
| CH ROBIN C CSTL | | | 76 | 36 | 40 | 111.11 | .08 | .03 |
| CH SOCIANDO MLT | | | 75 | 24 | 51 | 212.50 | .08 | .02 |
| CH HAUT-MAILLET | | | 74 | 39 | 35 | 89.74 | .07 | .04 |
| CH D CPTOUL RSE | | | 74 | 9 | 65 | 722.22 | .07 | .01 |
| CH LA COMMNDRIE | | | 72 | 146 | -74 | -50.68 | .07 | .14 |
| FERRANDE SAV BL | | | 69 | 28 | 41 | 146.43 | .07 | .03 |
| RSV S MRTN CB S | | | 69 | 35 | 31 | 88.57 | .07 | .03 |
| CH FOURCAS HSTN | | | 65 | 97 | -32 | -32.99 | .07 | .09 |
| CH COS D'ESTRNL | | | 65 | 27 | 38 | 140.74 | .07 | .03 |
| BARON ROTHCHILD | | | 64 | 44 | 20 | 45.45 | .06 | .04 |
| CH BEYCHEVELLE | | | 64 | 42 | 22 | 52.38 | .06 | .04 |
| CH CAROLINE | | | 63 | 68 | -5 | -7.35 | .06 | .06 |
| PREMIUS WHITE | | | 63 | | 63 | 100.00 | .06 | .00 |
| CH LA PAPETERIE | | | 62 | 42 | 20 | 47.62 | .06 | .04 |
| CH D'ARCINS MDC | | | 61 | 90 | -29 | -32.22 | .06 | .08 |
| MNTSQUIEU MRLT | | | 61 | 72 | -11 | -15.28 | .06 | .07 |
| B PHLP MEDOC | | | 59 | 46 | 13 | 28.26 | .06 | .04 |
| CH PICHON BARON | | | 59 | 30 | 29 | 96.67 | .06 | .03 |

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

ALL STATES-1/1/03 - 12/31/03

PAGE 72

| CLASS & TYPE BRAND | AGE / PROOF | RETAIL PRICE 750ml | CASE SALES | | CASES + or - | % OF + or - | % OF TYPE | |
|-----------------------|----------------|--------------------------|------------|-----------|-----------------|----------------|-----------|-----------|
| | | | This Year | Last Year | | | This Year | Last Year |
| CH TIMBRLY CLRT | | | 59 | 26 | 33 | 126.92 | .06 | .02 |
| CH VLLA B A GRV | | | 57 | | 57 | 100.00 | .06 | .00 |
| CH L GRNGE CLNT | | | 56 | 339 | -283 | -83.48 | .06 | .32 |
| B PHL P GRVS SEC | | | 56 | 59 | -3 | -5.08 | .06 | .06 |
| DOURTHE VIN RGE | | | 54 | 99 | -45 | -45.45 | .05 | .09 |
| CH MLCST ST EXP | | | 51 | 34 | 17 | 50.00 | .05 | .03 |
| CH MARSAU | | | 51 | 25 | 26 | 104.00 | .05 | .02 |
| CH RAYNE VGNEAU | | | 51 | 10 | 41 | 410.00 | .05 | .01 |
| CH PNSES D LFLR | | | 51 | 2 | 49 | 2450.00 | .05 | .00 |
| CH L RSE BLVUE | | | 50 | 81 | -31 | -38.27 | .05 | .08 |
| CH D PEZ ESTPHE | | | 50 | 42 | 8 | 19.05 | .05 | .04 |
| CH PICAU PERNA | | | 50 | 29 | 21 | 72.41 | .05 | .03 |
| CH LEOVL BARTON | | | 49 | 20 | 29 | 145.00 | .05 | .02 |
| CH LIGEAC | | | 48 | 13 | 35 | 269.23 | .05 | .01 |
| ROTHSCHLD RSV W | | | 46 | 25 | 20 | 76.92 | .05 | .02 |
| CH GRND PUY LAC | | | 45 | 41 | 4 | 9.76 | .05 | .04 |
| CH LES ORMES | | | 45 | 38 | 7 | 18.42 | .05 | .04 |
| CH DHRT MLN RTH | | | 45 | 29 | 16 | 55.17 | .05 | .03 |
| CH CHEVAL BRUN | | | 45 | 14 | 31 | 221.43 | .05 | .01 |
| CH RECOUGNE SUP | | | 44 | 83 | -39 | -46.99 | .04 | .08 |
| CH DUCRU BEAUCA | | | 44 | 25 | 19 | 76.00 | .04 | .02 |
| CH CORNEMPS | | | 43 | 41 | 2 | 4.88 | .04 | .04 |
| CH LEOVL POYFER | | | 43 | 24 | 19 | 79.17 | .04 | .02 |
| CH BAHAN HT BRN | | | 43 | 5 | 38 | 760.00 | .04 | .00 |
| CH DES PELERINS | | | 42 | 33 | 9 | 27.27 | .04 | .03 |
| CH VILLEMAURINE | | | 41 | 65 | -24 | -36.92 | .04 | .06 |
| CH LAFITE ROTH | | | 41 | 24 | 17 | 70.83 | .04 | .02 |
| CH GARRAUD POM | | | 40 | 85 | -45 | -52.94 | .04 | .08 |
| CHAT R RIEUSSC | | | 40 | 7 | 33 | 471.43 | .04 | .01 |
| CH CALLAC GR RG | | | 39 | | 39 | 100.00 | .04 | .00 |
| MNTSQUIEU RS RD | | | 38 | 47 | -9 | -19.15 | .04 | .04 |
| MAUREGARD BLANC | | | 37 | 59 | -22 | -37.29 | .04 | .06 |
| CALVET BLANC | | | 37 | 47 | -10 | -21.28 | .04 | .04 |
| CH MOUTON ROTH | | | 36 | 24 | 12 | 50.00 | .04 | .02 |
| CH POUJX MOULIS | | | 36 | 4 | 32 | 800.00 | .04 | .00 |
| CH GRAUD LRS JL | | | 35 | 31 | 4 | 12.90 | .04 | .03 |
| CH OLIVIER WHT | | | 34 | 39 | -5 | -12.82 | .03 | .04 |
| CH LA VERGNE | | | 34 | 20 | 14 | 70.00 | .03 | .02 |
| CH FERRON DUMEZ | | | 34 | | 34 | 100.00 | .03 | .00 |
| CH CARBONNX RGE | | | 32 | 63 | -31 | -49.21 | .03 | .06 |
| CH POTENSAC | | | 32 | 32 | | 100.00 | .03 | .03 |
| CH MARGAUX | | | 32 | 14 | 18 | 128.57 | .03 | .01 |
| CH BERARD SUPER | | | 31 | 51 | -20 | -39.22 | .03 | .05 |
| CH CABANNE PMRL | | | 31 | 16 | 15 | 93.75 | .03 | .01 |
| CH PICHON LALAN | | | 31 | 15 | 16 | 106.67 | .03 | .01 |
| CH D'ARCHE | | | 31 | 14 | 17 | 121.43 | .03 | .01 |
| CHAT MARBUZET | | | 29 | 18 | 11 | 61.11 | .03 | .02 |
| CHATEAU PALMER | | | 29 | 16 | 13 | 81.25 | .03 | .01 |
| CH LACSTE BORIE | | | 29 | 9 | 20 | 222.22 | .03 | .01 |
| CH MARGUX G CRU | | | 29 | 1 | 28 | 2800.00 | .03 | .00 |
| CH MOULN DUHART | | | 28 | 2 | 26 | 1300.00 | .03 | .00 |
| CH HAUT BEAUSJR | | | 27 | 60 | -33 | -55.00 | .03 | .06 |
| YVECOURT BLANC | | | 27 | 56 | -29 | -51.79 | .03 | .05 |
| CALVET ROUGE | | | 27 | 49 | -22 | -44.90 | .03 | .05 |
| CH BOUSOT CT BG | | | 27 | 44 | -17 | -38.64 | .03 | .04 |
| YVECOURT ROUGE | | | 27 | 38 | -11 | -28.95 | .03 | .04 |
| CH BOURGNEUF | | | 27 | 24 | 3 | 12.50 | .03 | .02 |
| CH BRTNU LND PM | | | 26 | 126 | -100 | -79.37 | .03 | .12 |
| CH LASCOMBES | | | 26 | 36 | -10 | -27.78 | .03 | .03 |
| CH GRUAUD LRS R | | | 26 | 29 | -3 | -10.34 | .03 | .03 |
| YVECOURT GFT BX | | | 26 | 23 | 3 | 13.04 | .03 | .02 |
| BG BLNC D BLNCS | | | 25 | 25 | | 100.00 | .03 | .02 |
| CH LAVAGNAC | | | 25 | 23 | 2 | 8.70 | .03 | .02 |
| M BESSE ALT EGO | | | 25 | 18 | 7 | 38.89 | .03 | .02 |
| CH TIMBRLY CUV B | | | 25 | 13 | 12 | 92.31 | .03 | .01 |
| CH MALARTIC GRV | | | 25 | 1 | 24 | 2400.00 | .03 | .00 |
| CH DUHRT MLN RT | | | 24 | 23 | 1 | 4.35 | .02 | .02 |
| CH CANTENAC BRN | | | 24 | 15 | 9 | 60.00 | .02 | .01 |
| CH L GAFFELIERE | | | 24 | 10 | 14 | 140.00 | .02 | .01 |
| CH CLOS D MAROS | | | 23 | 16 | 7 | 43.75 | .02 | .01 |
| CH BRANE CANTNC | | | 23 | 14 | 9 | 64.29 | .02 | .01 |
| CH ST PIERRE | | | 23 | 13 | 10 | 76.92 | .02 | .01 |
| CH CHNTGRVE BLC | | | 22 | 222 | -200 | -90.09 | .02 | .21 |
| CH PAV DCSSE GC | | | 22 | 25 | -3 | -12.00 | .02 | .02 |
| CH LA GRAVE POM | | | 22 | 14 | 8 | 57.14 | .02 | .01 |
| CH HT-BRN BAHAN | | | 22 | 4 | 18 | 450.00 | .02 | .00 |
| CH PRUR LCH MGX | | | 22 | 2 | 20 | 1000.00 | .02 | .00 |
| CH CALON SEGUR | | | 21 | 9 | 12 | 133.33 | .02 | .01 |
| CHAT HT SOCINDO | | | 20 | 22 | -2 | -9.09 | .02 | .02 |
| CH GISCOURS MGX | | | 20 | 18 | 2 | 11.11 | .02 | .02 |
| CH LAF ROTH PAL | | | 20 | 8 | 12 | 150.00 | .02 | .01 |
| CH D ARMAILHAC | | | 19 | 19 | | 100.00 | .02 | .02 |
| ALEXANDRE ROUGE | | | 18 | 62 | -44 | -70.97 | .02 | .06 |
| BUZET D'ARDEVIL | | | 18 | 28 | -10 | -35.71 | .02 | .03 |
| CH HAUT CORBIN | | | 18 | 23 | -5 | -21.74 | .02 | .02 |
| CH DE MONTAGE W | | | 18 | 21 | -3 | -14.29 | .02 | .02 |
| CH MONTROSE | | | 18 | 12 | 6 | 50.00 | .02 | .01 |
| CH PCRD S ESTPH | | | 18 | 6 | 12 | 200.00 | .02 | .01 |
| CH LA FLEUR PEY | | | 18 | 33 | 15 | 500.00 | .02 | .00 |
| CH DE LA GRV RD | | | 17 | 19 | -2 | -10.53 | .02 | .02 |
| CH L MISSN HT B | | | 17 | 2 | 2 | 13.33 | .02 | .01 |
| CLOS LARCIS | | | 17 | 2 | 15 | 750.00 | .02 | .00 |
| CH DE L TOUR RS | | | 16 | 47 | -31 | -65.96 | .02 | .04 |

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

ALL STATES-1/1/03 - 12/31/03

PAGE 73

| CLASS & TYPE BRAND | AGE / PROOF | RETAIL PRICE 750ml | CASE SALES | | CASES + or - | % OF + or - | % OF TYPE | |
|-----------------------|----------------|--------------------------|------------|-----------|-----------------|----------------|-----------|-----------|
| | | | This Year | Last Year | | | This Year | Last Year |
| CH TALBOT BLANC | | | 16 | 24 | -8 | -33.33 | .02 | .02 |
| CH LEOVILLE S JL | | | 16 | 21 | -5 | -23.81 | .02 | .02 |
| CH PAVL BL MRGX | | | 16 | 10 | 6 | 60.00 | .02 | .01 |
| CH PETIT BOCK | | | 16 | 6 | 10 | 166.67 | .02 | .01 |
| RENE JUNOT CHR D | | | 15 | 371 | -356 | -95.96 | .02 | .35 |
| CH LAFON ROCHET | | | 15 | 62 | -47 | -75.81 | .02 | .06 |
| CH PAVL RG MRGX | | | 15 | 30 | -15 | -50.00 | .02 | .03 |
| CH LYNCH BGS BL | | | 15 | 16 | -1 | -6.25 | .02 | .01 |
| CH D TERTRE MGX | | | 15 | 8 | 7 | 87.50 | .02 | .01 |
| CH LA FAURET | | | 14 | 91 | -77 | -84.62 | .01 | .09 |
| B PHLP SAUV BLC | | | 14 | 31 | -17 | -54.84 | .01 | .03 |
| CH CLERC MILON | | | 14 | 19 | -5 | -26.32 | .01 | .02 |
| DMN STE ANNE RD | | | 14 | 8 | 6 | 75.00 | .01 | .01 |
| CH TMBRLY CUV R | | | 13 | 53 | -40 | -75.47 | .01 | .05 |
| CH COS D'ESTRNL | | | 13 | 44 | -31 | -70.45 | .01 | .04 |
| SFF WAN FU WHT | | | 13 | 17 | -4 | -23.53 | .01 | .02 |
| CHAT RIEUSSEC | | | 13 | 16 | -3 | -18.75 | .01 | .01 |
| CH CADILLAC RED | | | 13 | 9 | 4 | 44.44 | .01 | .01 |
| CH CERTAN D MAY | | | 13 | 6 | 7 | 116.67 | .01 | .01 |
| DMN STE ANNE WH | | | 13 | 1 | 12 | 1200.00 | .01 | .00 |
| BG CHAT MAGNOL | | | 13 | | 13 | 100.00 | .01 | .00 |
| CH LAF PEYRAGUY | | | 12 | 16 | -4 | -25.00 | .01 | .01 |
| CH FRANC MAYNE | | | 12 | 8 | 4 | 50.00 | .01 | .01 |
| CH LATOUR RED | | | 12 | 4 | 8 | 200.00 | .01 | .00 |
| CH DE LA GRV WH | | | 11 | 10 | 1 | 10.00 | .01 | .01 |
| CH LEOVLL L CSE | | | 11 | 3 | 8 | 266.67 | .01 | .00 |
| CH VLLA BL AR W | | | 11 | | 11 | 100.00 | .01 | .00 |
| CH D JAU L JAJA | | | 10 | 24 | -14 | -58.33 | .01 | .02 |
| CH TOUR D'HRBLE | | | 10 | 21 | -11 | -52.38 | .01 | .02 |
| CH FOURCADE GC | | | 10 | 20 | -10 | -50.00 | .01 | .02 |
| CH GRD LRS SRGT | | | 10 | 12 | -2 | -16.67 | .01 | .01 |
| CH PONTET CANET | | | 10 | 10 | | 100.00 | .01 | .01 |
| CH PAPE CLEMENT | | | 10 | 7 | 3 | 42.86 | .01 | .01 |
| CH SMTH HT LAFT | | | 10 | 4 | 6 | 150.00 | .01 | .00 |
| CH MRRST BL DOG | | | 10 | 2 | 8 | 400.00 | .01 | .00 |
| CH GRVL LACOSTE | | | 10 | | 10 | 100.00 | .01 | .00 |
| CH LA JORINE LS | | | 9 | 80 | -71 | -88.75 | .01 | .07 |
| CH DE MONTAGE R | | | 9 | 39 | -30 | -76.92 | .01 | .04 |
| BG ST JULIEN | | | 9 | 10 | -1 | -10.00 | .01 | .01 |
| CH YOT CAST RED | | | 9 | 7 | 2 | 28.57 | .01 | .01 |
| BG MARGAUX | | | 9 | 6 | 3 | 50.00 | .01 | .01 |
| CH PCHN LNG BRN | | | 8 | 43 | -35 | -81.40 | .01 | .04 |
| CH PAVL RG MRGX | | | 8 | 32 | -24 | -75.00 | .01 | .03 |
| CH D YQUEM | | | 8 | 11 | -3 | -27.27 | .01 | .01 |
| CH CORGLHS CORB | | | 8 | 10 | -2 | -20.00 | .01 | .01 |
| CH FOMBRAUGE | | | 8 | 3 | 5 | 166.67 | .01 | .00 |
| CH CHEVAL BLANC | | | 8 | 1 | 7 | 700.00 | .01 | .00 |
| CH EGLISE MEDOC | | | 8 | | 8 | 100.00 | .01 | .00 |
| CH CLARKE LSTRC | | | 8 | | 8 | 100.00 | .01 | .00 |
| MAUREGARD ROUGE | | | 7 | 343 | -336 | -97.96 | .01 | .32 |
| CH LA TONNELLE | | | 7 | 307 | -300 | -97.72 | .01 | .29 |
| CH CARDUS MEDOC | | | 7 | 102 | -95 | -93.14 | .01 | .10 |
| CH D JAU RUSLLN | | | 7 | 10 | -3 | -30.00 | .01 | .01 |
| CH PCHN LNG LAL | | | 7 | 9 | -2 | -22.22 | .01 | .01 |
| CH LA COURONNE | | | 6 | 30 | -24 | -80.00 | .01 | .03 |
| CH L FLEUR PMRL | | | 6 | 24 | -18 | -75.00 | .01 | .02 |
| CH CALLAC GR BL | | | 6 | 24 | -18 | -75.00 | .01 | .02 |
| YVON MAU BLANC | | | 6 | 16 | -10 | -62.50 | .01 | .01 |
| CH CLOS L'EGLIS | | | 6 | 13 | -7 | -53.85 | .01 | .01 |
| CH FORTS LATOUR | | | 6 | 10 | -4 | -40.00 | .01 | .01 |
| CH LATOUR PAUL | | | 6 | 3 | 3 | 100.00 | .01 | .00 |
| CH PREUILLAC | | | 6 | 2 | 4 | 200.00 | .01 | .00 |
| BG MEDOC | | | 6 | 2 | 4 | 200.00 | .01 | .00 |
| FERRANDE MERLOT | | | 6 | 1 | 5 | 500.00 | .01 | .00 |
| RENE JUNOT MRLT | | | 6 | 1 | 5 | 500.00 | .01 | .00 |
| BG SAUV BLANC | | | 6 | 303 | -298 | -98.35 | .01 | .28 |
| CH HT BRION R | | | 6 | 13 | -8 | -61.54 | .01 | .01 |
| CH TROTANOY | | | 6 | 13 | -8 | -61.54 | .01 | .01 |
| CH FIEF LAGRNGE | | | 6 | 12 | -7 | -58.33 | .01 | .01 |
| CH COUTET SAUTN | | | 6 | 8 | -3 | -37.50 | .01 | .01 |
| CH FUISSSE S VRN | | | 6 | 5 | | 100.00 | .01 | .00 |
| CH LTR HT BRION | | | 6 | 4 | 1 | 25.00 | .01 | .00 |
| CH PETRUS | | | 6 | 4 | 1 | 25.00 | .01 | .00 |
| CH L DAME MNTRS | | | 6 | 3 | 2 | 66.67 | .01 | .00 |
| CH LATOUR/MRGUX | | | 6 | 2 | 3 | 150.00 | .01 | .00 |
| CH LTR BLANCHE | | | 6 | 2 | 4 | 400.00 | .01 | .00 |
| CH FRANC MAILLT | | | 6 | 1 | 4 | 400.00 | .01 | .00 |
| AUGEY RED | | | 6 | | 5 | 100.00 | .01 | .00 |
| CH MARTINENS | | | 6 | | 5 | 100.00 | .01 | .00 |
| AUGEY MERLOT | | | 6 | | 5 | 100.00 | .01 | .00 |
| CH BERNADOTTE | | | 6 | | 5 | 100.00 | .01 | .00 |
| CH D CPTOUL LNG | | | 4 | 48 | -44 | -91.67 | .00 | .04 |
| CH MOULN ROUGE | | | 4 | 34 | -30 | -88.24 | .00 | .03 |
| CH TETRE LAUNAY | | | 4 | 33 | -29 | -87.88 | .00 | .03 |
| CH GABARON | | | 4 | 17 | -13 | -76.47 | .00 | .02 |
| CH CALCE ROUSLN | | | 4 | 13 | -9 | -69.23 | .00 | .01 |
| CH SUDUITRAUT | | | 4 | 5 | -1 | -20.00 | .00 | .00 |
| CH DUHART-MILON | | | 4 | 4 | | 100.00 | .00 | .00 |
| M BESSE CH BIRE | | | 4 | 4 | | 100.00 | .00 | .00 |
| RSV D L COMTESE | | | 4 | 2 | 2 | 100.00 | .00 | .00 |
| B HERZOG CHATNF | | | 4 | 2 | 2 | 100.00 | .00 | .00 |
| CH FLOJAGUE | | | 4 | | 4 | 100.00 | .00 | .00 |
| CH LABGORCE MRX | | | 4 | | 4 | 100.00 | .00 | .00 |

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

ALL STATES-1/1/03 - 12/31/03

PAGE 74

| CLASS & TYPE BRAND | AGE / PROOF | RETAIL PRICE 750ml | CASE SALES | | CASES + or - | % OF + or - | % OF TYPE | |
|-----------------------|----------------|--------------------------|------------|-----------|-----------------|----------------|-----------|-----------|
| | | | This Year | Last Year | | | This Year | Last Year |
| CH LAFLEUR GAZN | | | 4 | | 4 | 100.00 | .00 | .00 |
| CH MUSAR ROUGE | | | 3 | 15 | -12 | -80.00 | .00 | .01 |
| LES TOUR DE LNG | | | 3 | 14 | -11 | -78.57 | .00 | .01 |
| CH RAMAFORT MED | | | 3 | 11 | -8 | -72.73 | .00 | .01 |
| CH L'ANGLS S EM | | | 3 | 7 | -4 | -57.14 | .00 | .01 |
| CH CHNTRGRV CRLN | | | 3 | 4 | -1 | -25.00 | .00 | .00 |
| ALEXANDRE BLANC | | | 3 | 4 | -1 | -25.00 | .00 | .00 |
| LES PAGODES COS | | | 3 | 2 | 1 | 50.00 | .00 | .00 |
| CH L CRX BEAUCL | | | 3 | 1 | 2 | 200.00 | .00 | .00 |
| M BESSE CH PLMR | 00 | | 3 | | 3 | 100.00 | .00 | .00 |
| CH LES MOISELLS | | | 3 | | 3 | 100.00 | .00 | .00 |
| VERBAU MERLOT | | | 3 | | 3 | 100.00 | .00 | .00 |
| AUGEY WHITE | | | 3 | | 3 | 100.00 | .00 | .00 |
| CH SRNE GSCOURS | | | 3 | | 3 | 100.00 | .00 | .00 |
| M MRCHRE CHARD | | | 3 | 59 | -57 | -96.61 | .00 | .06 |
| CH CNNTBLE TLBT | | | 2 | 54 | -52 | -96.30 | .00 | .05 |
| MOUNTN CDT MEDOC | | | 2 | 23 | -21 | -91.30 | .00 | .02 |
| CH LE JURAT | | | 2 | 4 | -2 | -50.00 | .00 | .00 |
| CH D COSSE SAUT | | | 2 | 3 | -1 | -33.33 | .00 | .00 |
| CHAT HAUT BRION | | | 2 | 3 | -1 | -33.33 | .00 | .00 |
| B PHLP PAULLAC | | | 2 | 2 | | .00 | .00 | .00 |
| CH PCHN LNG BRN | | | 2 | 2 | | .00 | .00 | .00 |
| CH PAVIE ST EML | | | 2 | 2 | | .00 | .00 | .00 |
| B PHLP SAUTERNE | | | 2 | 1 | 1 | 100.00 | .00 | .00 |
| CH PUIITS DU ROY | | | 2 | 1 | 1 | 100.00 | .00 | .00 |
| CH AUSONE | | | 2 | 1 | 1 | 100.00 | .00 | .00 |
| CH L BEINFAINC | | | 2 | 1 | 1 | 100.00 | .00 | .00 |
| MNTSQUIEU PRSNN | | | 2 | | 2 | 100.00 | .00 | .00 |
| CHATEAU CORDET | | | 2 | | 2 | 100.00 | .00 | .00 |
| CH ROUGET POMRL | | | 2 | | 2 | 100.00 | .00 | .00 |
| MNTSQUIEU MLLUX | | | 2 | | 2 | 100.00 | .00 | .00 |
| CH DAME MONTRSE | | | 2 | | 2 | 100.00 | .00 | .00 |
| CH LES FORT LTR | | | 2 | | 2 | 100.00 | .00 | .00 |
| VERBAU CAB SAV | | | 2 | | 2 | 100.00 | .00 | .00 |
| CH L CRX MRGTOT | | | 1 | 84 | -83 | -98.81 | .00 | .08 |
| CH D MILLE ANGS | | | 1 | 26 | -25 | -96.15 | .00 | .02 |
| CH L CRX CANNON | | | 1 | 19 | -18 | -94.74 | .00 | .02 |
| CH ST CRX D MNT | | | 1 | 10 | -9 | -90.00 | .00 | .01 |
| CH TOUR PRIGNAC | | | 1 | 9 | -8 | -88.89 | .00 | .01 |
| CH DUCRU BEAUCA | | | 1 | 9 | -8 | -80.00 | .00 | .00 |
| CH HOSANNA PMRL | | | 1 | 5 | -4 | -80.00 | .00 | .00 |
| MNTSQUIEU SV BL | | | 1 | 5 | -4 | -80.00 | .00 | .00 |
| CH SMTH HT L BL | | | 1 | 4 | -3 | -75.00 | .00 | .00 |
| D&H SIG SAV/SEM | | | 1 | 4 | -3 | -75.00 | .00 | .00 |
| CH RAYAS ROUGE | | | 1 | 4 | -3 | -75.00 | .00 | .00 |
| CH CMSC/CNON MX | | | 1 | 2 | -1 | -50.00 | .00 | .00 |
| CH MAZEYRES POM | | | 1 | 1 | | .00 | .00 | .00 |
| CH L MISSN HT B | | | 1 | 1 | | .00 | .00 | .00 |
| CHAT HT BRION W | | | 1 | 1 | | .00 | .00 | .00 |
| CH LF PYRGY SAU | | | 1 | 1 | | .00 | .00 | .00 |
| CH MLLRT HT MDC | | | 1 | 1 | | .00 | .00 | .00 |
| CH CHSSE SPLEEN | | | 1 | | 1 | 100.00 | .00 | .00 |
| CH LANESSAN | | | 1 | | 1 | 100.00 | .00 | .00 |
| BROADBENT MAG 7 | | | 1 | | 1 | 100.00 | .00 | .00 |
| CH BEAUSJR BECT | | | 1 | | 1 | 100.00 | .00 | .00 |
| CH CUGAT CV PRM | | | 1 | | 1 | 100.00 | .00 | .00 |
| CH PAGODES D COS | | | 1 | | 1 | 100.00 | .00 | .00 |
| AUGEY WHITE | | | 1 | | 1 | 100.00 | .00 | .00 |
| CH FNPLGDE S EM | | | 1 | | 1 | 100.00 | .00 | .00 |
| CH LTR MTRLC PS | | | 1 | | 1 | 100.00 | .00 | .00 |
| CH PRIEUR ST EM | | | 1 | | 1 | 100.00 | .00 | .00 |
| MOUEIX MRL WOOD | | | | 111 | -111 | -100.00 | .00 | .10 |
| EAGLE ROOST MRL | | | | 81 | -81 | -100.00 | .00 | .08 |
| CH PARIDS CAS R | | | | 60 | -60 | -100.00 | .00 | .06 |
| CH LAPELLETRIE | | | | 37 | -37 | -100.00 | .00 | .03 |
| SGNEURS BRGRC R | | | | 34 | -34 | -100.00 | .00 | .03 |
| CH TOUR BLEVUE | | | | 32 | -32 | -100.00 | .00 | .03 |
| CH DUCLA ROUGE | | | | 23 | -23 | -100.00 | .00 | .02 |
| CH LABORY D TYC | | | | 23 | -23 | -100.00 | .00 | .02 |
| CH VALROSE SUPR | | | | 22 | -22 | -100.00 | .00 | .02 |
| PIERRE JEAN MRL | | | | 21 | -21 | -100.00 | .00 | .02 |
| CH D'ARCIN H MD | | | | 19 | -19 | -100.00 | .00 | .02 |
| CH DUCLA ENTRE | | | | 18 | -18 | -100.00 | .00 | .02 |
| CH LOUDENNE MDC | | | | 15 | -15 | -100.00 | .00 | .01 |
| CH ETNG D CLMBE | | | | 15 | -15 | -100.00 | .00 | .01 |
| CH RAYAS L PLAD | | | | 14 | -14 | -100.00 | .00 | .01 |
| CH BARTHE GRAVE | | | | 13 | -13 | -100.00 | .00 | .01 |
| MALESAN GFT 2BT | | | | 13 | -13 | -100.00 | .00 | .01 |
| CH L VIELLE CUR | | | | 11 | -11 | -100.00 | .00 | .01 |
| CH CHNTRGRVE RG | | | | 10 | -10 | -100.00 | .00 | .01 |
| PARTAGER CAB SV | | | | 9 | -9 | -100.00 | .00 | .01 |
| CH PITRAY | | | | 8 | -8 | -100.00 | .00 | .01 |
| CH LOUDN MDC BL | | | | 8 | -8 | -100.00 | .00 | .01 |
| CH TAYAC STURNY | | | | 7 | -7 | -100.00 | .00 | .01 |
| CH ST GERMAIN | | | | 7 | -7 | -100.00 | .00 | .01 |
| MOULIN D DUHART | | | | 7 | -7 | -100.00 | .00 | .01 |
| CH MONET | | | | 6 | -6 | -100.00 | .00 | .01 |
| CH FOURCS LSTRC | | | | 6 | -6 | -100.00 | .00 | .01 |
| CALVET RSV WOOD | | | | 6 | -6 | -100.00 | .00 | .01 |
| MICHL LYNCH CAB | | | | 5 | -5 | -100.00 | .00 | .00 |
| CH SUIDURAUT | | | | 4 | -4 | -100.00 | .00 | .00 |
| CH LA LOUVR RED | | | | 4 | -4 | -100.00 | .00 | .00 |
| CH LA LAGUNE | | | | 4 | -4 | -100.00 | .00 | .00 |

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

ALL STATES-1/1/03 - 12/31/03

PAGE 75

| CLASS & TYPE BRAND | AGE / PROOF | RETAIL PRICE 750ml | CASE SALES | | CASES + or - | % OF + or - | % OF TYPE | |
|--------------------------|----------------|--------------------------|--------------|---------------|-----------------|----------------|-----------|-----------|
| | | | This Year | Last Year | | | This Year | Last Year |
| CH FERRE HT MDC | | | | | 3 | -3 | -100.00 | .00 |
| PIERRE JEAN CHR | | | | | 3 | -3 | -100.00 | .00 |
| CH SOUTARD | | | | | 3 | -3 | -100.00 | .00 |
| CH BELLEGRAVE | | | | | 3 | -3 | -100.00 | .00 |
| CH PTGNAN | | | | | 3 | -3 | -100.00 | .00 |
| CH GRD CHVL BLC | | | | | 3 | -3 | -100.00 | .00 |
| CH GRAND MAINE | | | | | 3 | -3 | -100.00 | .00 |
| CH CNTENAC BRWN | | | | | 3 | -3 | -100.00 | .00 |
| LABET MERLOT | | | | | 3 | -3 | -100.00 | .00 |
| CH FUISSE L CLS | | | | | 3 | -3 | -100.00 | .00 |
| CH CARCANIEUX | | | | | 3 | -3 | -100.00 | .00 |
| CH FIEUZAL RGE | | | | | 3 | -3 | -100.00 | .00 |
| CLOS RENE POMER | | | | | 2 | -2 | -100.00 | .00 |
| CH L'ESPGN FTOU | | | | | 2 | -2 | -100.00 | .00 |
| CH L CROIX GLIT | | | | | 2 | -2 | -100.00 | .00 |
| LABET CAB SAUV | | | | | 2 | -2 | -100.00 | .00 |
| M BESSE CH SEIZ | | | | | 2 | -2 | -100.00 | .00 |
| CH TERRE DOUCES | | | | | 2 | -2 | -100.00 | .00 |
| CH LVRSN CRU BG | | | | | 2 | -2 | -100.00 | .00 |
| CH LATOUR | | | | | 1 | -1 | -100.00 | .00 |
| CH BEYCHILLE RED | | | | | 1 | -1 | -100.00 | .00 |
| L'AMANDIER WHI | | | | | 1 | -1 | -100.00 | .00 |
| CH DALIOT GRAVS | | | | | 1 | -1 | -100.00 | .00 |
| CH TOUR VAUCLUS | | | | | 1 | -1 | -100.00 | .00 |
| CH STE EULALIE | | | | | 1 | -1 | -100.00 | .00 |
| CH D'ESTOURNL | | | | | 1 | -1 | -100.00 | .00 |
| SGNEURS BRGRC B | | | | | 1 | -1 | -100.00 | .00 |
| CH BEL-AIR | | | | | 1 | -1 | -100.00 | .00 |
| CH PESANGE MEDC | | | | | 1 | -1 | -100.00 | .00 |
| CH PCHN LNG LAL | | | | | 1 | -1 | -100.00 | .00 |
| CH RAUSAN SEGLA | | | | | 1 | -1 | -100.00 | .00 |
| CH L CRX S VNCT | | | | | 1 | -1 | -100.00 | .00 |
| CH LA CNSELLNTE | | | | | 1 | -1 | -100.00 | .00 |
| CH LA GARDE RED | | | | | 1 | -1 | -100.00 | .00 |
| TOTAL FR BORDEAUX | | | 99107 | 106690 | -7583 | -7.11 | | |
| FR BURGUNDY | | | | | | | | |
| DUBOEUFB JLS VL | | | 12210 | 13582 | -1372 | -10.10 | 10.57 | 10.50 |
| JADOT BEAUJ VLG | | | 11696 | 12685 | -989 | -7.80 | 10.12 | 9.80 |
| DUBOEUFB JLS NV | | | 9811 | 9746 | 65 | .67 | 8.49 | 7.53 |
| BG CHR D VIN PAY | | | 8618 | 10306 | -1688 | -16.38 | 7.46 | 7.96 |
| DUBOEUFB CHARDNY | | | 5905 | 6309 | -404 | -6.40 | 5.11 | 4.88 |
| RENE JUNOT RED | | | 4651 | 4956 | -305 | -6.15 | 4.03 | 3.83 |
| DUBOEUFB BEAUJLS | | | 4404 | 4300 | 104 | 2.42 | 3.81 | 3.32 |
| BG JLS ST LOUS | | | 3993 | 4875 | -882 | -18.09 | 3.46 | 3.77 |
| JADOT PLY FUIS | | | 3832 | 4610 | -778 | -16.88 | 3.32 | 3.56 |
| JADOT MACON BLC | | | 3188 | 3727 | -539 | -14.46 | 2.76 | 2.88 |
| JADOT BEAUJOLAS | | | 2845 | 3154 | -309 | -9.80 | 2.46 | 2.44 |
| DUBOEUFB CUVEE R | | | 2727 | 3055 | -328 | -10.74 | 2.36 | 2.36 |
| RENE JUNOT WHI | | | 2564 | 2688 | -124 | -4.61 | 2.22 | 2.08 |
| LES CHARMES MCN | | | 2513 | 3130 | -617 | -19.71 | 2.18 | 2.42 |
| BG MV CHR S LOU | | | 2393 | 2698 | -305 | -11.30 | 2.07 | 2.08 |
| JADOT CHARDNNY | | | 2225 | 2597 | -372 | -14.32 | 1.93 | 2.01 |
| DUBOEUFB PLY FSE | | | 1880 | 2024 | -144 | -7.11 | 1.63 | 1.56 |
| JADOT PIN NOTR | | | 1661 | 2012 | -351 | -17.45 | 1.44 | 1.55 |
| DUBOEUFB CUVEE W | | | 1402 | 1628 | -226 | -13.88 | 1.21 | 1.26 |
| CH CHAIZE BRLLY | | | 1400 | 1541 | -141 | -9.15 | 1.21 | 1.19 |
| ST AUBIN BEA NV | | | 1286 | 1254 | 32 | 2.55 | 1.11 | .97 |
| DUBOEUFB CAB SAV | | | 1083 | 1347 | -264 | -19.60 | .94 | 1.04 |
| RENE JNT RD BNS | | | 1039 | 1149 | -110 | -9.57 | .90 | .89 |
| BG POUILLY FUIS | | | 931 | 1091 | -160 | -14.67 | .81 | .84 |
| JD BEAU VILLAGE | | | 925 | 1166 | -241 | -20.67 | .80 | .90 |
| ST AUBIN PLY F | | | 899 | 1001 | -102 | -10.19 | .78 | .77 |
| DUBOEUFB BJ V NV | | | 817 | 969 | -152 | -15.69 | .71 | .75 |
| JD LFRT PIN NOR | | | 746 | 887 | -141 | -15.90 | .65 | .69 |
| DUBOEUFB MCN VIL | | | 618 | 671 | -53 | -7.90 | .53 | .52 |
| NICOLAS CHARDNY | | | 486 | 902 | -416 | -46.12 | .42 | .70 |
| L LTR BEAUJ VIL | | | 471 | 342 | 129 | 37.72 | .41 | .26 |
| B PHLP CHARDNNY | | | 469 | 644 | -175 | -27.17 | .41 | .50 |
| JD LAF BORG CHR | | | 464 | 482 | -18 | -3.73 | .40 | .37 |
| JADOT CH JQS MV | | | 460 | 151 | 309 | 204.64 | .40 | .12 |
| DUBOEUFB VGNR BL | | | 449 | 499 | -50 | -10.02 | .39 | .39 |
| JV PLY FUISSE | | | 439 | 586 | -147 | -25.09 | .38 | .45 |
| L LTR PLY FUSSE | | | 427 | 566 | -139 | -24.56 | .37 | .44 |
| GEO DUB ST VERN | | | 406 | 483 | -77 | -15.94 | .35 | .37 |
| JV WH PIN CHARD | | | 367 | 459 | -92 | -20.04 | .32 | .35 |
| JADOT MCN LGY W | | | 315 | 348 | -33 | -9.48 | .27 | .27 |
| DUBOEUFB MOL-VNT | | | 312 | 155 | 157 | 101.29 | .27 | .12 |
| L LTR MCN GNVR | | | 287 | 214 | 73 | 34.11 | .25 | .17 |
| L LTR CUVEE BLC | | | 285 | 377 | -92 | -24.40 | .25 | .29 |
| MOMSSN BJ NOUV | | | 283 | 311 | -28 | -9.00 | .24 | .24 |
| JADOT FLEURIE | | | 267 | 366 | -99 | -27.05 | .23 | .28 |
| L LTR VALMSSINE | | | 263 | 177 | 86 | 48.59 | .23 | .14 |
| DUBOEUFB MERLOT | | | 246 | 282 | -36 | -12.77 | .21 | .22 |
| JD PREM CR CHAB | | | 242 | 309 | -67 | -21.68 | .21 | .24 |
| CH D MLIGNY CHB | | | 231 | 311 | -80 | -25.72 | .20 | .24 |
| DUBOEUFB MORGON | | | 230 | 346 | -116 | -33.53 | .20 | .27 |
| VINCENT PLY FSE | | | 223 | 302 | -79 | -26.16 | .19 | .23 |
| JV MOULIN VENT | | | 218 | 382 | -164 | -42.93 | .19 | .30 |
| LB ROI MERLOT | | | 207 | 167 | 40 | 23.95 | .18 | .13 |
| MP BEAUJOLS NOV | | | 207 | 134 | 73 | 54.48 | .18 | .10 |
| JD CHABLIS | | | 199 | 215 | -16 | -7.44 | .17 | .17 |

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

ALL STATES-1/1/03 - 12/31/03

PAGE 76

| CLASS & TYPE BRAND | AGE / PROOF | RETAIL PRICE 750ml | CASE SALES | | CASES + or - | % OF + or - | % OF TYPE | |
|-----------------------|----------------|--------------------------|------------|-----------|-----------------|----------------|-----------|-----------|
| | | | This Year | Last Year | | | This Year | Last Year |
| JV CHABLIS | | | 192 | 218 | -26 | -11.93 | .17 | .17 |
| L LTR GR ARDCHE | | | 184 | 206 | -22 | -10.68 | .16 | .16 |
| DUBOEU FLEURIE | | | 170 | 217 | -47 | -21.66 | .15 | .17 |
| JD ST VERAN | | | 164 | 115 | 49 | 42.61 | .14 | .09 |
| G DUB MCN BL VL | | | 163 | 156 | 7 | 4.49 | .14 | .12 |
| LB ROI PLY FUS | | | 162 | 111 | 51 | 45.95 | .14 | .09 |
| LB ROI CHARDNNY | | | 161 | 184 | -23 | -12.50 | .14 | .14 |
| JD POUILLY FUIS | | | 156 | 197 | -41 | -20.81 | .14 | .15 |
| DM ALN RY M 1CR | | | 153 | 20 | 133 | 665.00 | .13 | .02 |
| BCHRD A&F PN NR | | | 150 | 96 | 54 | 56.25 | .13 | .07 |
| BG BEAUJ VLLAGE | | | 141 | 197 | -56 | -28.43 | .12 | .15 |
| DUBOEU JULIENS | | | 141 | 114 | 27 | 23.68 | .12 | .09 |
| L CHAB PRMR CRU | | | 139 | 81 | 58 | 71.60 | .12 | .06 |
| L LTR CHR ARDCH | | | 135 | 20 | 115 | 575.00 | .12 | .02 |
| JD RULLY RED | | | 134 | | 134 | 100.00 | .12 | .00 |
| BICHOT BJLS VLG | | | 131 | 121 | 10 | 8.26 | .11 | .09 |
| DMN CATON MERLT | | | 124 | 161 | -37 | -22.98 | .11 | .12 |
| BICHOT PLY FSSE | | | 119 | 122 | -3 | -2.46 | .10 | .09 |
| BG MCN VLG WHT | | | 114 | 186 | -72 | -38.71 | .10 | .14 |
| FORTNT KSHR CHR | | | 114 | 141 | -27 | -19.15 | .10 | .11 |
| BCHRD A&F MC VL | | | 114 | 62 | 52 | 83.87 | .10 | .05 |
| BICHOT CHARDNNY | | | 112 | 174 | -62 | -35.63 | .10 | .13 |
| JV CHSGNE MNT | | | 99 | 87 | 12 | 13.79 | .09 | .07 |
| L LTR ST VERAN | | | 98 | 36 | 62 | 172.22 | .08 | .03 |
| DMN CATON CB SV | | | 95 | 79 | 16 | 20.25 | .08 | .06 |
| BICHOT MACON VL | | | 93 | 150 | -57 | -38.00 | .08 | .12 |
| DM SABLS O RVR | | | 89 | 165 | -76 | -46.06 | .08 | .13 |
| FVRE CHB ROYAUX | | | 89 | 27 | 62 | 229.63 | .08 | .02 |
| MOREAU CHABLIS | | | 88 | 173 | -85 | -49.13 | .08 | .13 |
| BICHOT BRG PN N | | | 84 | 123 | -39 | -31.71 | .07 | .10 |
| JV GVRV CHMBRTN | | | 80 | 118 | -38 | -32.20 | .07 | .09 |
| JD BEAU NOUVEAU | | | 79 | 120 | -41 | -34.17 | .07 | .09 |
| DM TOUZOT MC VL | | | 76 | 123 | -47 | -38.21 | .07 | .10 |
| LB ROI MACN VLG | | | 74 | 97 | -23 | -23.71 | .06 | .07 |
| RENE JNT WH BNS | | | 73 | 90 | -17 | -18.89 | .06 | .07 |
| ST AUBN PUL MNT | | | 70 | 31 | 39 | 125.81 | .06 | .02 |
| JV PULIGNY MONT | | | 69 | 79 | -10 | -12.66 | .06 | .06 |
| BCHRD P&F P FSE | | | 68 | 90 | -22 | -24.44 | .06 | .07 |
| DM BERTHR PL FM | | | 68 | 84 | -16 | -19.05 | .06 | .06 |
| ST AUBIN MRSULT | | | 67 | 40 | 27 | 67.50 | .06 | .03 |
| LFLVE PLGN MONT | | | 66 | 86 | -20 | -23.26 | .06 | .07 |
| BICHOT CHSS MNT | | | 65 | 31 | 34 | 109.68 | .06 | .02 |
| MOMMSN BJ V NOV | | | 64 | 43 | 21 | 48.84 | .06 | .03 |
| BCHRD A&F CHARD | | | 61 | 84 | -23 | -27.38 | .05 | .06 |
| BCHD P&F PN VGN | | | 60 | 94 | -34 | -36.17 | .05 | .07 |
| DUBOEU REGNIE | | | 60 | 91 | -31 | -34.07 | .05 | .07 |
| L LTR CHABLIS | | | 58 | 69 | -11 | -15.94 | .05 | .05 |
| DUBOEU BROULLY | | | 57 | 124 | -67 | -54.03 | .05 | .10 |
| MARCEL PLY FME | | | 56 | 42 | 14 | 33.33 | .05 | .03 |
| JADOT SNT MLT B | | | 56 | 31 | 25 | 80.65 | .05 | .02 |
| L LTR MEURSAULT | | | 53 | 70 | -17 | -24.29 | .05 | .05 |
| L LTR BJ V CHMY | | | 52 | 50 | 2 | 4.00 | .05 | .04 |
| CUV CLEMNCE EDM | | | 52 | 47 | 5 | 10.64 | .05 | .04 |
| JADOT BRLY MENN | | | 52 | 30 | 22 | 73.33 | .05 | .02 |
| BEAUN DMN MRSLT | | | 51 | 103 | -52 | -50.49 | .04 | .08 |
| JADOT GVRV CHMB | | | 51 | 23 | 28 | 121.74 | .04 | .02 |
| CHAVY PUL MONT | | | 49 | 16 | 33 | 206.25 | .04 | .01 |
| MP BJLS VLG RED | | | 48 | 61 | -13 | -21.31 | .04 | .05 |
| JADOT FLR PONCI | | | 48 | 17 | 31 | 182.35 | .04 | .01 |
| JADOT CHS MNT B | | | 47 | 3 | 44 | 1466.67 | .04 | .00 |
| TLT CHRY CT BN | | | 44 | 109 | -65 | -59.63 | .04 | .08 |
| JADOT MRGN BELL | | | 44 | 27 | 17 | 62.96 | .04 | .02 |
| MP VOARCK MER R | | | 44 | 12 | 32 | 266.67 | .04 | .01 |
| DUBOIS PLY FUSS | | | 43 | 48 | -5 | -10.42 | .04 | .04 |
| LEROY BRGNE RGE | | | 41 | 13 | 28 | 215.38 | .04 | .01 |
| JADOT BJ V LYSE | | | 38 | 16 | 22 | 137.50 | .03 | .01 |
| LB ROI COT NUIT | | | 37 | 15 | 22 | 146.67 | .03 | .01 |
| JADOT NT ST GEO | | | 37 | 7 | 30 | 428.57 | .03 | .01 |
| L LTR POMMARD | | | 35 | 55 | -20 | -36.36 | .03 | .04 |
| CH D TOUR BRLLY | | | 34 | 53 | -19 | -35.85 | .03 | .04 |
| DARNAT MERSAULT | | | 33 | 27 | 6 | 22.22 | .03 | .02 |
| FAIVLEY RG JCQL | | | 33 | 10 | 23 | 230.00 | .03 | .01 |
| BCHRD A&F BJ VL | | | 30 | 26 | 4 | 15.38 | .03 | .02 |
| B HERZOG CHATNF | | | 30 | 13 | 17 | 130.77 | .03 | .01 |
| L LTR PINOT NOR | | | 29 | 67 | -38 | -56.72 | .03 | .05 |
| LFLVE MEURSAULT | | | 29 | 33 | -4 | -12.12 | .03 | .03 |
| JADOT POMMARD | | | 29 | 6 | 23 | 383.33 | .03 | .00 |
| GRIVOT VOS RMNE | | | 29 | 6 | 23 | 383.33 | .03 | .00 |
| FAIVLEY BRG CHR | | | 28 | 22 | 6 | 27.27 | .02 | .02 |
| GIRARDN BORG SV | | | 27 | 34 | -7 | -20.59 | .02 | .03 |
| DUBOEU GMY NOV | | | 26 | 185 | -159 | -85.95 | .02 | .14 |
| TALMARD MCN CHR | | | 26 | 42 | -16 | -38.10 | .02 | .03 |
| MOMMSSN SAVIGNY | | | 26 | 41 | -15 | -36.59 | .02 | .03 |
| MOMMSSN BJL VLG | | | 26 | 28 | -2 | -7.14 | .02 | .02 |
| L LTR ST AUBIN | | | 26 | 8 | 18 | 225.00 | .02 | .01 |
| LFLVE VOLNAY | | | 26 | 5 | 21 | 420.00 | .02 | .00 |
| DM D TSRNDT GVR | | | 26 | 4 | 22 | 550.00 | .02 | .00 |
| JADOT BNE AVAUX | | | 26 | 2 | 24 | 1200.00 | .02 | .00 |
| LB ROI BJLS NOV | | | 26 | | 26 | 100.00 | .02 | .00 |
| BICHOT NT S GEO | | | 24 | 16 | 8 | 50.00 | .02 | .01 |
| DM COURCEL POMM | | | 24 | 7 | 17 | 242.86 | .02 | .01 |
| DM CLN DLGR CHN | | | 24 | 5 | 19 | 380.00 | .02 | .00 |
| L LTR PUL MONT | | | 24 | 4 | 20 | 500.00 | .02 | .00 |

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

ALL STATES-1/1/03 - 12/31/03

PAGE 77

| CLASS & TYPE BRAND | AGE / PROOF | RETAIL PRICE 750ml | CASE SALES | | CASES + or - | % OF + or - | % OF TYPE | |
|-----------------------|----------------|--------------------------|------------|-----------|-----------------|----------------|-----------|-----------|
| | | | This Year | Last Year | | | This Year | Last Year |
| JD MERSAULT | | | 23 | 28 | -5 | -17.86 | .02 | .02 |
| L LTR CHARDONNY | | | 23 | 11 | 12 | 109.09 | .02 | .01 |
| DARNAT BURGN BL | | | 22 | 95 | -73 | -76.84 | .02 | .07 |
| JD MONTAGNY | | | 22 | 47 | -25 | -53.19 | .02 | .04 |
| MOREAU ROUGE | | | 22 | 30 | -8 | -26.67 | .02 | .02 |
| BOILLT MSLT CHN | | | 22 | 26 | -4 | -15.38 | .02 | .02 |
| BCHRD A&F PL FS | | | 22 | 26 | -4 | -15.38 | .02 | .02 |
| GAUNX PMMD TVNS | | | 21 | 19 | 2 | 10.53 | .02 | .01 |
| JD GEVREY CHMBT | | | 21 | 13 | 8 | 61.54 | .02 | .01 |
| DM R ARNOUX NTS | | | 21 | 4 | 17 | 425.00 | .02 | .00 |
| DMNE L MCHL CHB | | | 21 | 4 | 17 | 425.00 | .02 | .00 |
| DM J-MRC B VLN | | | 21 | 3 | 18 | 600.00 | .02 | .00 |
| LEROY BOURG BLC | | | 21 | | 21 | 100.00 | .02 | .00 |
| RION BOUR PN NR | | | 20 | 101 | -81 | -80.20 | .02 | .08 |
| DMN CATON CHARD | | | 20 | 17 | 3 | 17.65 | .02 | .01 |
| REGNRD MCN LGNY | | | 20 | 13 | 7 | 53.85 | .02 | .01 |
| VOCORET CHABLIS | | | 19 | 25 | -6 | -24.00 | .02 | .02 |
| JD CHOREY L BNE | | | 19 | 21 | -2 | -9.52 | .02 | .02 |
| RION CT D NT VG | | | 19 | 20 | -1 | -5.00 | .02 | .02 |
| BICHOT VOS RMNE | | | 19 | 17 | 2 | 11.76 | .02 | .01 |
| M-MGNRT BOURG R | | | 19 | 11 | 8 | 72.73 | .02 | .01 |
| LFLV S AUBN RML | | | 19 | 10 | 9 | 90.00 | .02 | .01 |
| GUYON SAVIGNY | | | 19 | 8 | 11 | 137.50 | .02 | .01 |
| MATRT BOURG CHR | | | 19 | 6 | 13 | 216.67 | .02 | .00 |
| L CHAB PC LECHT | | | 19 | 6 | 13 | 216.67 | .02 | .00 |
| MATROT CHV MSLT | | | 19 | 3 | 16 | 533.33 | .02 | .00 |
| JD PULIGNY MONT | | | 18 | 11 | 7 | 63.64 | .02 | .01 |
| BICHOT ECHX CRU | | | 18 | 4 | 14 | 350.00 | .02 | .00 |
| BCHRD PF MOUSSE | | | 18 | 4 | 14 | 350.00 | .02 | .00 |
| BCHRD P&F RULLY | | | 18 | | 18 | 100.00 | .02 | .00 |
| RODET BOURG CHR | | | 17 | 36 | -19 | -52.78 | .01 | .03 |
| DOM B MICHLT MR | | | 17 | 4 | 13 | 325.00 | .01 | .00 |
| RAMNT CHS MN RG | | | 17 | | 17 | 100.00 | .01 | .00 |
| VNCNT MACON VLG | | | 16 | 33 | -17 | -51.52 | .01 | .03 |
| BICHOT MOUTN GC | | | 16 | 4 | 12 | 300.00 | .01 | .00 |
| DUBOEUF NOV VDP | | | 15 | 129 | -114 | -88.37 | .01 | .10 |
| BCHD PF VG JSUS | | | 15 | 15 | | 0.00 | .01 | .01 |
| L CHAB VAULRNNTS | | | 15 | 12 | 3 | 25.00 | .01 | .01 |
| BICHT PL MN GRN | | | 15 | 8 | 7 | 87.50 | .01 | .01 |
| JADOT SVGNV DOM | | | 15 | 6 | 9 | 150.00 | .01 | .00 |
| FEVRE CHB MNTMN | | | 15 | 1 | 14 | 1400.00 | .01 | .00 |
| L LTR MNTGY CRU | | | 15 | | 15 | 100.00 | .01 | .00 |
| DUBOIS GEO CHLT | | | 14 | 79 | -65 | -82.28 | .01 | .06 |
| JADOT PUL MNTRC | | | 14 | 30 | -16 | -53.33 | .01 | .02 |
| VOCRT CHBLS LFT | | | 14 | 20 | -6 | -30.00 | .01 | .02 |
| LAMBLIN BORG PN | | | 14 | 17 | -3 | -17.65 | .01 | .01 |
| RION NT S GR GV | | | 13 | 18 | -5 | -27.78 | .01 | .01 |
| RION NT S GR VV | | | 13 | 16 | -3 | -18.75 | .01 | .01 |
| TOLLT BT AC VRC | | | 13 | 14 | -1 | -7.14 | .01 | .01 |
| JD CHS MONTRCHT | | | 13 | 13 | | 0.00 | .01 | .01 |
| L CHAB FOURCHME | | | 13 | 9 | 4 | 44.44 | .01 | .01 |
| GUYON CHMB MUSG | | | 13 | 6 | 7 | 116.67 | .01 | .00 |
| JADOT SVG GTT B | | | 13 | 6 | 7 | 116.67 | .01 | .00 |
| MOMMSSN MLN-VNT | | | 13 | 6 | 7 | 116.67 | .01 | .00 |
| M-MGNRT SAVIGNY | | | 13 | 6 | 7 | 116.67 | .01 | .00 |
| LB ROI MERSAULT | | | 13 | 1 | 12 | 1200.00 | .01 | .00 |
| DM LUQUET PL FS | | | 12 | 63 | -51 | -80.95 | .01 | .05 |
| L CHAB MNT MLLU | | | 12 | 43 | -31 | -72.09 | .01 | .03 |
| PGUT-GRDN SNTNY | | | 12 | 4 | 8 | 200.00 | .01 | .00 |
| NICOLAS POT BGN | | | 12 | | 12 | 100.00 | .01 | .00 |
| CH FUISSE P FSE | | | 11 | 39 | -28 | -71.79 | .01 | .03 |
| MOMMSN PLY FSSE | | | 11 | 16 | -5 | -31.25 | .01 | .01 |
| JADOT MEURSAULT | | | 11 | 15 | -4 | -26.67 | .01 | .01 |
| L CHAB PC MILEU | | | 11 | 10 | 1 | 10.00 | .01 | .01 |
| JD CHN MNT LGCH | | | 11 | 4 | 7 | 175.00 | .01 | .00 |
| FAIVLEY MNT JNC | | | 11 | 4 | 7 | 175.00 | .01 | .00 |
| DM PERROT GV CH | | | 11 | | 11 | 100.00 | .01 | .00 |
| L CHAB CUVEE LC | | | 11 | | 11 | 100.00 | .01 | .00 |
| LFLVE POMMARD | | | 10 | 17 | -7 | -41.18 | .01 | .01 |
| JD LAURENE | | | 10 | 4 | 6 | 150.00 | .01 | .00 |
| JADOT FIXIN | | | 10 | 4 | 6 | 150.00 | .01 | .00 |
| L LTR CHSS MONT | | | 10 | 3 | 7 | 233.33 | .01 | .00 |
| JD CRTN CHRML W | | | 10 | 1 | 9 | 900.00 | .01 | .00 |
| RION BOURG CHR | | | 9 | 51 | -42 | -82.35 | .01 | .04 |
| BCHD P&F CHMVL | | | 9 | 32 | -23 | -71.88 | .01 | .02 |
| JAFFELIN WHITE | | | 9 | 32 | -23 | -71.88 | .01 | .02 |
| CLAIR MRSNNY BL | | | 9 | 5 | 4 | 80.00 | .01 | .00 |
| BCHRD P&F SNTNY | | | 9 | 4 | 5 | 125.00 | .01 | .00 |
| ALIGOTE BOURGNE | | | 9 | 3 | 6 | 200.00 | .01 | .00 |
| JD CTS BEAUN VL | | | 9 | 2 | 7 | 350.00 | .01 | .00 |
| JD BNE MOUCH RG | | | 9 | 1 | 8 | 800.00 | .01 | .00 |
| JADOT DM MONNET | | | 9 | 1 | 8 | 800.00 | .01 | .00 |
| POTEL AVRN FLUR | | | 9 | | 9 | 100.00 | .01 | .00 |
| LFLVE CHABLIS | | | 9 | | 9 | 100.00 | .01 | .00 |
| D'ANG BRG ALGTE | | | 9 | | 9 | 100.00 | .01 | .00 |
| LE FLVE CHSG WH | | | 8 | 22 | -14 | -63.64 | .01 | .02 |
| BOILLT PUL MNT | | | 8 | 16 | -8 | -50.00 | .01 | .01 |
| BADER MMR CHS M | | | 8 | 14 | -6 | -42.86 | .01 | .01 |
| L CHAB CH GRNLL | | | 8 | 10 | -2 | -20.00 | .01 | .01 |
| GIRARDN MARGES | | | 8 | 5 | 3 | 60.00 | .01 | .00 |
| JADOT CHMB MUSG | | | 8 | 4 | 4 | 100.00 | .01 | .00 |
| LAROCHE VAILLON | | | 8 | 4 | 4 | 100.00 | .01 | .00 |
| BRCRD L CLS CHB | | | 8 | 4 | 4 | 100.00 | .01 | .00 |

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

ALL STATES-1/1/03 - 12/31/03

PAGE 78

| CLASS & TYPE BRAND | AGE / PROOF | RETAIL PRICE 750ml | CASE SALES | | CASES + or - | % OF + or - | % OF TYPE | |
|-----------------------|----------------|--------------------------|------------|-----------|-----------------|----------------|-----------|-----------|
| | | | This Year | Last Year | | | This Year | Last Year |
| CHAVY PL M FLTR | | | 8 | 3 | 5 | 166.67 | .01 | .00 |
| GELIN GV CHMBTN | | | 8 | 2 | 6 | 300.00 | .01 | .00 |
| DELEGR CHSS MNT | | | 8 | | 8 | 100.00 | .01 | .00 |
| BCHRD P&F CHS M | | | 8 | | 8 | 100.00 | .01 | .00 |
| DOM SEQ-BDT CHB | | | 7 | 46 | -39 | -84.78 | .01 | .04 |
| JADOT VSNE RMNE | | | 7 | 15 | -8 | -53.33 | .01 | .01 |
| JADOT MARSNNY R | | | 7 | 11 | -4 | -36.36 | .01 | .01 |
| JADOT BNE URSLR | | | 7 | 11 | -4 | -36.36 | .01 | .01 |
| JD CHMBL MUSGNY | | | 7 | 6 | 1 | 16.67 | .01 | .00 |
| GIRARDN CHS MRG | | | 7 | 6 | 1 | 16.67 | .01 | .00 |
| BCHD PF CTN CHR | | | 7 | 3 | 4 | 133.33 | .01 | .00 |
| GAGNRD CHS M MR | | | 7 | | 7 | 100.00 | .01 | .00 |
| L CHB L CLS CRU | | | 7 | | 7 | 100.00 | .01 | .00 |
| POTEL AVRN JLNS | | | 7 | | 7 | 100.00 | .01 | .00 |
| TOLLT BT BORGNE | | | 6 | 90 | -84 | -93.33 | .01 | .07 |
| GRARDN SANT MCH | | | 6 | 30 | -24 | -80.00 | .01 | .02 |
| BCHRD VALBN BLC | | | 6 | 17 | -11 | -64.71 | .01 | .01 |
| LFLVE CHSS MONT | | | 6 | 16 | -10 | -62.50 | .01 | .01 |
| REGNRD CHB GRND | | | 6 | 13 | -7 | -53.85 | .01 | .01 |
| GAUNX MSLT GOUT | | | 6 | 12 | -6 | -50.00 | .01 | .01 |
| L LTR AC CHALLT | | | 6 | 10 | -4 | -40.00 | .01 | .01 |
| GAUNX PMMD EPNT | | | 6 | 10 | -4 | -40.00 | .01 | .01 |
| JD MORGON | | | 6 | 8 | -2 | -25.00 | .01 | .01 |
| MOMMSSN GV CHMB | | | 6 | 7 | -1 | -14.29 | .01 | .01 |
| GAUNX BN MOUCHS | | | 6 | 5 | 1 | 20.00 | .01 | .00 |
| GRARDN RLY PUCL | | | 6 | 5 | 1 | 20.00 | .01 | .00 |
| GRIVT S GEO CHM | | | 6 | 4 | 2 | 50.00 | .01 | .00 |
| LFLV PUL M GAIN | | | 6 | 3 | 3 | 100.00 | .01 | .00 |
| RAMNT CHS MN SJ | | | 6 | 1 | 5 | 500.00 | .01 | .00 |
| POTEL C D N VLG | | | 6 | 1 | 6 | 100.00 | .01 | .00 |
| JD MERSAULT PER | | | 6 | 6 | 6 | 100.00 | .01 | .00 |
| L CHB GC BLNCHT | | | 5 | 15 | -10 | -66.67 | .00 | .01 |
| DMN DU MAGE WHT | | | 5 | 14 | -9 | -64.29 | .00 | .01 |
| BRCRD VGNES CHB | | | 5 | 12 | -7 | -58.33 | .00 | .01 |
| LFLV PUL MT PCL | | | 5 | 11 | -6 | -54.55 | .00 | .01 |
| TOLLT BT ALX-CT | | | 5 | 11 | -6 | -54.55 | .00 | .01 |
| GIRARDN VOL CHN | | | 5 | 10 | -5 | -50.00 | .00 | .01 |
| MATROT MERSAULT | | | 5 | 9 | -4 | -44.44 | .00 | .01 |
| JD MACON VLLGES | | | 5 | 9 | -4 | -44.44 | .00 | .01 |
| CORTON CHRL MTY | | | 5 | 7 | -2 | -28.57 | .00 | .01 |
| JADOT CHS MRG R | | | 5 | 6 | -1 | -16.67 | .00 | .00 |
| L LTR MCN CHNRY | | | 5 | 5 | | .00 | .00 | .00 |
| GIRARDN CHS CAL | | | 5 | 5 | | .00 | .00 | .00 |
| L LTR CT BEAUNE | | | 5 | 4 | 1 | 25.00 | .00 | .00 |
| GUYON BOURG RGE | | | 5 | 3 | 2 | 66.67 | .00 | .00 |
| JADOT MACON VLG | | | 5 | 3 | 2 | 66.67 | .00 | .00 |
| LFLVE BATRD MNT | | | 5 | 2 | 3 | 150.00 | .00 | .00 |
| DUJAC M ST DNIS | | | 5 | 1 | 4 | 400.00 | .00 | .00 |
| JADOT CHR M MSLT | | | 5 | 1 | 4 | 400.00 | .00 | .00 |
| JD PLG MNT FLTR | | | 5 | 1 | 4 | 400.00 | .00 | .00 |
| JADOT CHP AX LP | | | 5 | 1 | 4 | 400.00 | .00 | .00 |
| SAUZT PL M COMB | | | 5 | 1 | 4 | 400.00 | .00 | .00 |
| TOLLT BT BN ROI | | | 5 | | 5 | 100.00 | .00 | .00 |
| M-MGNRT CLS VGT | | | 5 | | 5 | 100.00 | .00 | .00 |
| BCHD P&F CHR VG | | | 4 | 54 | -50 | -92.59 | .00 | .04 |
| MOREAU BLANC | | | 4 | 28 | -24 | -85.71 | .00 | .02 |
| REGNRD PN BOURG | | | 4 | 25 | -21 | -84.00 | .00 | .02 |
| JADOT SNT MLT R | | | 4 | 18 | -14 | -77.78 | .00 | .01 |
| GAUNX VOLNY CHN | | | 4 | 12 | -8 | -66.67 | .00 | .01 |
| GUYON GEV CHAMB | | | 4 | 8 | -4 | -50.00 | .00 | .01 |
| GIRARDN POM LAM | | | 4 | 7 | -3 | -42.86 | .00 | .01 |
| CH DE POMMARD | | | 4 | 5 | -1 | -20.00 | .00 | .01 |
| JADOT PUL M PER | | | 4 | 5 | -1 | -20.00 | .00 | .00 |
| LFLV BRG SETLLS | | | 4 | 5 | -1 | -20.00 | .00 | .00 |
| BOILLT VOLNAY | | | 4 | 4 | | .00 | .00 | .00 |
| MOREAU CHB VLLN | | | 4 | 4 | | .00 | .00 | .00 |
| L LTR CTN CHRLM | | | 4 | 3 | 1 | 33.33 | .00 | .00 |
| JADOT CTN CHRLM | | | 4 | 3 | 1 | 33.33 | .00 | .00 |
| GRIVT S GEO BDT | | | 4 | 3 | 1 | 33.33 | .00 | .00 |
| GAUNX PULG MONT | | | 4 | 1 | 3 | 300.00 | .00 | .00 |
| L LTR SANTENAY | | | 4 | 1 | 3 | 300.00 | .00 | .00 |
| D'ANG VOLNY CRU | | | 4 | 1 | 3 | 300.00 | .00 | .00 |
| RAMONET CHS MNT | | | 4 | | 4 | 100.00 | .00 | .00 |
| POTEL MONTL V V | | | 4 | | 4 | 100.00 | .00 | .00 |
| BOILLT MTGY CRU | | | 4 | | 4 | 100.00 | .00 | .00 |
| RAMMT BURGN ALG | | | 4 | | 4 | 100.00 | .00 | .00 |
| DLGR CHS MN MRG | | | 4 | | 4 | 100.00 | .00 | .00 |
| BCHRD P&F MNTGY | | | 4 | | 4 | 100.00 | .00 | .00 |
| FAIVELEY NSG PR | | | 4 | | 4 | 100.00 | .00 | .00 |
| B HERZOG MERLOT | | | 4 | | 4 | 100.00 | .00 | .00 |
| CHAVY ST AB RML | | | 4 | | 4 | 100.00 | .00 | .00 |
| FEVRE CHB FRCHM | | | 4 | | 4 | 100.00 | .00 | .00 |
| BICHOT MSLT BCH | | | 3 | 27 | -24 | -88.89 | .00 | .02 |
| VNCT CH FS VIEL | | | 3 | 11 | -8 | -72.73 | .00 | .01 |
| BADR M CHS M BL | | | 3 | 9 | -6 | -66.67 | .00 | .01 |
| DOM CRLLN PUL M | | | 3 | 7 | -4 | -57.14 | .00 | .01 |
| LFLV DM PUL MNT | | | 3 | 7 | -4 | -57.14 | .00 | .01 |
| RION VOS RMN VG | | | 3 | 5 | -2 | -40.00 | .00 | .00 |
| DUFLR NAP PN NR | | | 3 | 5 | -2 | -40.00 | .00 | .00 |
| JADOT BN THEURN | | | 3 | 4 | -1 | -25.00 | .00 | .00 |
| GRARDN CHMP VOL | | | 3 | 4 | -1 | -25.00 | .00 | .00 |
| JD MNTGY/ROMAIN | | | 3 | 3 | | .00 | .00 | .00 |
| VNCNT CHP BR MV | | | 3 | 3 | | .00 | .00 | .00 |

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

ALL STATES-1/1/03 - 12/31/03

PAGE 79

| CLASS & TYPE BRAND | AGE / PROOF | RETAIL PRICE 750ml | CASE SALES | | CASES + or - | % OF + or - | % OF TYPE | |
|-----------------------|----------------|--------------------------|------------|-----------|-----------------|----------------|-----------|-----------|
| | | | This Year | Last Year | | | This Year | Last Year |
| LFLVE BOURG BLC | | | 3 | 3 | | .00 | .00 | .00 |
| BCHD PF VOL CAL | | | 3 | 3 | | .00 | .00 | .00 |
| DUJAC GVRV CHMB | | | 3 | 2 | 1 | 50.00 | .00 | .00 |
| DUJAC C LA RCHE | | | 3 | 2 | 1 | 50.00 | .00 | .00 |
| SAUZET PUL MONT | | | 3 | 2 | 1 | 50.00 | .00 | .00 |
| JADOT PUL CHAMP | | | 3 | 1 | 2 | 200.00 | .00 | .00 |
| BCHRD GVV CHMBT | | | 3 | 1 | 2 | 200.00 | .00 | .00 |
| DM PRDRX NT GEO | | | 3 | 1 | 2 | 200.00 | .00 | .00 |
| LFLVE CHEV MONT | | | 3 | 1 | 2 | 200.00 | .00 | .00 |
| VNCNT MRT S VRN | | | 3 | 1 | 2 | 200.00 | .00 | .00 |
| JADOT S GEO BDT | | | 3 | 1 | 2 | 200.00 | .00 | .00 |
| NICOLAS POT VVV | | | 3 | 1 | 2 | 200.00 | .00 | .00 |
| JADOT GVRV ESTO | | | 3 | 1 | 2 | 200.00 | .00 | .00 |
| GAGNRD CHS M BD | | | 3 | 3 | 3 | 100.00 | .00 | .00 |
| MATRT PRR MRSLT | | | 3 | 3 | 3 | 100.00 | .00 | .00 |
| POTEL GVV CHMTN | | | 3 | 3 | 3 | 100.00 | .00 | .00 |
| RAMNT CHS M MOR | | | 3 | 3 | 3 | 100.00 | .00 | .00 |
| M-MGNRT ECHZ VL | | | 3 | 3 | 3 | 100.00 | .00 | .00 |
| FVRE VALMUR CHB | | | 3 | 3 | 3 | 100.00 | .00 | .00 |
| DM CHNRION BRLY | | | | 20 | -18 | -90.00 | .00 | .02 |
| JADOT CT NT VLG | | | 2 | 17 | -15 | -88.24 | .00 | .01 |
| JD RULLY WHITE | | | 2 | 11 | -9 | -81.82 | .00 | .01 |
| JADOT PUL FOLTR | | | 2 | 10 | -8 | -80.00 | .00 | .01 |
| LFLV CHB FOURCH | | | 2 | 9 | -7 | -77.78 | .00 | .01 |
| JD POMMARD | | | 2 | 7 | -5 | -71.43 | .00 | .01 |
| JADOT P VRGLS R | | | 2 | 6 | -4 | -66.67 | .00 | .00 |
| JADOT PMD POUTR | | | 2 | 6 | -4 | -66.67 | .00 | .00 |
| JADOT CHORY BNE | | | 2 | 6 | -4 | -66.67 | .00 | .00 |
| GIGARDN PUL CHM | | | 2 | 6 | -4 | -66.67 | .00 | .00 |
| LFLV PUL MT CLV | | | 2 | 6 | -4 | -66.67 | .00 | .00 |
| JADOT VGRLS CRX | | | 2 | 5 | -3 | -60.00 | .00 | .00 |
| RION CHBL MG CR | | | 2 | 5 | -3 | -60.00 | .00 | .00 |
| C D'AUXRRE CHRDR | | | 2 | 4 | -2 | -50.00 | .00 | .00 |
| GUYON ALX C VCT | | | 2 | 4 | -2 | -50.00 | .00 | .00 |
| CH FUISSE MRGON | | | 2 | 4 | -2 | -50.00 | .00 | .00 |
| DUJAC C ST DENIS | | | 2 | 3 | -1 | -33.33 | .00 | .00 |
| DUFLR NAP CHARD | | | 2 | 3 | -1 | -33.33 | .00 | .00 |
| BCHRD P&F CORTN | | | 2 | 3 | -1 | -33.33 | .00 | .00 |
| DUJAC MERSAULT | | | 2 | 3 | -1 | -33.33 | .00 | .00 |
| JADOT BRLY MONN | | | 2 | 2 | | .00 | .00 | .00 |
| JADOT CLS CCHRX | | | 2 | 2 | | .00 | .00 | .00 |
| JADOT MLST-GNVR | | | 2 | 2 | | .00 | .00 | .00 |
| TOLLT CTN BRSDND | | | 2 | 2 | | .00 | .00 | .00 |
| RODET CHMRY MRC | | | 2 | 2 | | .00 | .00 | .00 |
| JADOT GVRV JCQS | | | 2 | 2 | | .00 | .00 | .00 |
| CORNIN M CHN SR | | | 2 | 2 | | .00 | .00 | .00 |
| CHAVY PUL PERR | | | 2 | 1 | 1 | 100.00 | .00 | .00 |
| D'ANG VLNY CHMP | | | 2 | 1 | 1 | 100.00 | .00 | .00 |
| JADOT CHV DMSLL | | | 2 | 1 | 1 | 100.00 | .00 | .00 |
| LAROCHE BLNSHOT | | | 2 | 1 | 1 | 100.00 | .00 | .00 |
| FVRE L CLOS CHB | | | 2 | 1 | 1 | 100.00 | .00 | .00 |
| LAROCHE ST MRTN | | | 2 | 1 | 1 | 100.00 | .00 | .00 |
| COURCL POM RUGN | | | 2 | 1 | 1 | 100.00 | .00 | .00 |
| NIELLN CHS CHMP | | | 2 | 1 | 1 | 100.00 | .00 | .00 |
| LFLV PUL M CHMP | | | 2 | 1 | 1 | 100.00 | .00 | .00 |
| REGNRD MACON RG | | | 2 | 1 | 1 | 100.00 | .00 | .00 |
| FAIVLEY MCRY MY | | | 2 | 1 | 1 | 100.00 | .00 | .00 |
| GUYON PRND VRGL | | | 2 | 2 | | 100.00 | .00 | .00 |
| LB ROI POMMARD | | | 2 | 2 | | 100.00 | .00 | .00 |
| GIRARDN MSL NRV | | | 2 | 2 | | 100.00 | .00 | .00 |
| GELIN FIXN NPLN | | | 2 | 2 | | 100.00 | .00 | .00 |
| JADOT BLVUE MGN | | | 2 | 2 | | 100.00 | .00 | .00 |
| LFLVE CHS MORGT | | | 2 | 2 | | 100.00 | .00 | .00 |
| CHRTN&TRB RULLY | | | 2 | 2 | | 100.00 | .00 | .00 |
| MP PNT NR BOURG | | | 2 | 2 | | 100.00 | .00 | .00 |
| JD CHB VAUDESIR | | | 2 | 2 | | 100.00 | .00 | .00 |
| POTEL AVRN MAV | | | 2 | 2 | | 100.00 | .00 | .00 |
| JADOT CRTN PGTS | | | 2 | 2 | | 100.00 | .00 | .00 |
| GAGNRD CHS M RG | | | 2 | 2 | | 100.00 | .00 | .00 |
| JADOT BN BCHRTT | | | 2 | 2 | | 100.00 | .00 | .00 |
| BCHRD P&F SVGNV | | | 2 | 2 | | 100.00 | .00 | .00 |
| BCHD PF MRST PR | | | 2 | 2 | | 100.00 | .00 | .00 |
| BCHD PF N S GEO | | | 2 | 2 | | 100.00 | .00 | .00 |
| MOREAU CH LS CL | | | 2 | 2 | | 100.00 | .00 | .00 |
| JADOT PMRD EPNT | | | 2 | 2 | | 100.00 | .00 | .00 |
| CHITRY CHARDNNY | | | 2 | 2 | | 100.00 | .00 | .00 |
| JV BEAUJ GARELL | | | 1 | 190 | -189 | -99.47 | .00 | .15 |
| GUYON HT CT NTS | | | 1 | 177 | -176 | -99.44 | .00 | .14 |
| EAGLE ROOST CHR | | | 1 | 113 | -112 | -99.12 | .00 | .09 |
| BCHRD P&F GENVR | | | 1 | 19 | -18 | -94.74 | .00 | .01 |
| DM ROCHES MCN V | | | 1 | 11 | -10 | -90.91 | .00 | .01 |
| L METRIEU MRLN | | | 1 | 11 | -10 | -90.91 | .00 | .01 |
| DUBOEUF SAV BLC | | | 1 | 11 | -10 | -90.91 | .00 | .01 |
| COURCL POM EPNT | | | 1 | 11 | -10 | -90.91 | .00 | .01 |
| GAUNX PMMD G EP | | | 1 | 9 | -8 | -88.89 | .00 | .01 |
| JADOT ST AUBIN | | | 1 | 8 | -7 | -87.50 | .00 | .01 |
| JADOT CLS VGEOT | | | 1 | 8 | -7 | -87.50 | .00 | .01 |
| DM VSSGAUD P FS | | | 1 | 8 | -7 | -87.50 | .00 | .01 |
| MATROT PUL CMBT | | | 1 | 9 | -5 | -83.33 | .00 | .00 |
| L CHAB L PREUSE | | | 1 | 9 | -5 | -83.33 | .00 | .00 |
| GAGNRD CHS M CL | | | 1 | 5 | -4 | -80.00 | .00 | .00 |
| BRTGNA MARSANAY | | | 1 | 5 | -4 | -80.00 | .00 | .00 |
| LFLVE MSLT CHRMR | | | 1 | 5 | -4 | -80.00 | .00 | .00 |

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

ALL STATES-1/1/03 - 12/31/03

PAGE 80

| CLASS & TYPE BRAND | AGE / PROOF | RETAIL PRICE 750ml | CASE SALES | | CASES + or - | % OF + or - | % OF TYPE | |
|-----------------------|----------------|--------------------------|------------|-----------|-----------------|----------------|-----------|-----------|
| | | | This Year | Last Year | | | This Year | Last Year |
| GIRARDIN PUL CG | | | 1 | 5 | -4 | -80.00 | .00 | .00 |
| C D'AUXRRE P NR | | | 4 | 4 | -3 | -75.00 | .00 | .00 |
| REGNRD CHABLIS | | | 1 | 4 | -3 | -75.00 | .00 | .00 |
| BRTGNA VR BEAUX | | | 1 | 4 | -3 | -75.00 | .00 | .00 |
| PARTAGER CHARD | | | 1 | 4 | -3 | -75.00 | .00 | .00 |
| CH FUISSE CMBTT | | | 1 | 4 | -3 | -75.00 | .00 | .00 |
| JADOT CT BN VLG | | | 1 | 3 | -2 | -66.67 | .00 | .00 |
| JADOT SVG/PN/MR | | | 1 | 3 | -2 | -66.67 | .00 | .00 |
| GIRARDN CHS TRF | | | 1 | 3 | -2 | -66.67 | .00 | .00 |
| BCHARD CHV MONT | | | 1 | 3 | -2 | -66.67 | .00 | .00 |
| BCHRD A&F POMRD | | | 1 | 3 | -2 | -66.67 | .00 | .00 |
| MOMMSSN POMMARD | | | 1 | 3 | -2 | -66.67 | .00 | .00 |
| LEROY VLNY SNTS | | | 1 | 3 | -2 | -66.67 | .00 | .00 |
| MOMMSSN MCN VLG | | | 1 | 3 | -2 | -66.67 | .00 | .00 |
| LFLVE PLGN M FL | | | 1 | 2 | -1 | -50.00 | .00 | .00 |
| DOM RMNE ST VNT | | | 1 | 2 | -1 | -50.00 | .00 | .00 |
| ROUGET B PASSET | | | 1 | 2 | -1 | -50.00 | .00 | .00 |
| DOM RMNE ASSORT | | | 1 | 2 | -1 | -50.00 | .00 | .00 |
| JADOT BN GRV BL | | | 1 | 2 | -1 | -50.00 | .00 | .00 |
| L CHAB BEAUROY | | | 1 | 2 | -1 | -50.00 | .00 | .00 |
| DOM RMNE TACHE | | | 1 | 2 | -1 | -50.00 | .00 | .00 |
| JD BURGUNDY SEL | | | 1 | 2 | -1 | -50.00 | .00 | .00 |
| GIRARDN MSL PRR | | | 1 | 2 | -1 | -50.00 | .00 | .00 |
| JADOT CHS MRG B | | | 1 | 1 | | .00 | .00 | .00 |
| VNCNT P FS ANTO | | | 1 | 1 | | .00 | .00 | .00 |
| JD BNE MOUCH BL | | | 1 | 1 | | .00 | .00 | .00 |
| MOMMSSN CHMB MUS | | | 1 | 1 | | .00 | .00 | .00 |
| ROUGET ECHZEAX | | | 1 | 1 | | .00 | .00 | .00 |
| RION CHBL MG CH | | | 1 | 1 | | .00 | .00 | .00 |
| DOM RMNE ECHEZX | | | 1 | 1 | | .00 | .00 | .00 |
| LFLVE MSLT NRX | | | 1 | 1 | | .00 | .00 | .00 |
| JADOT CHMB BAUD | | | 1 | 1 | | .00 | .00 | .00 |
| DUJAC ECHEZEAX | | | 1 | 1 | | .00 | .00 | .00 |
| DUJAC CHR-MSGN | | | 1 | 1 | | .00 | .00 | .00 |
| ROUGET VSNE ROM | | | 1 | 1 | | .00 | .00 | .00 |
| GRARDN SNT BEAU | | | 1 | 1 | | .00 | .00 | .00 |
| B HERZOG BJL VL | | | 1 | 1 | | .00 | .00 | .00 |
| BCHRD P&F PUL M | | | 1 | 1 | | .00 | .00 | .00 |
| GUYON CTN CHRLM | | | 1 | 1 | | .00 | .00 | .00 |
| JADOT CHS RMNEE | | | 1 | 1 | 1 | 100.00 | .00 | .00 |
| L CHAB PC MNTMN | | | 1 | 1 | 1 | 100.00 | .00 | .00 |
| LB ROI GYV CHMB | | | 1 | 1 | 1 | 100.00 | .00 | .00 |
| POTEL AVRN GLRD | | | 1 | 1 | 1 | 100.00 | .00 | .00 |
| A PIC 1ER CHBLS | | | 1 | 1 | 1 | 100.00 | .00 | .00 |
| DUFOLR PUL MNT | | | 1 | 1 | 1 | 100.00 | .00 | .00 |
| JADOT PUL M REF | | | 1 | 1 | 1 | 100.00 | .00 | .00 |
| BCHD P&F BN MAR | | | 1 | 1 | 1 | 100.00 | .00 | .00 |
| DOM RMNE RCHBRG | | | 1 | 1 | 1 | 100.00 | .00 | .00 |
| DM ARLOT NT GEO | | | 1 | 1 | 1 | 100.00 | .00 | .00 |
| REGNRD POMMARD | | | 1 | 1 | 1 | 100.00 | .00 | .00 |
| REGNRD PF L'ANC | | | 1 | 1 | 1 | 100.00 | .00 | .00 |
| D'ANG BRG MRQIS | | | 1 | 1 | 1 | 100.00 | .00 | .00 |
| JD CHSN/PUL/MRS | | | 1 | 1 | 1 | 100.00 | .00 | .00 |
| DLGR CHS MN VGR | | | 1 | 1 | 1 | 100.00 | .00 | .00 |
| A PIC CHB VILLN | | | 1 | 1 | 1 | 100.00 | .00 | .00 |
| LFLV PUL MT CMB | | | 1 | 1 | 1 | 100.00 | .00 | .00 |
| JADOT BTRD MTRC | | | 1 | 1 | 1 | 100.00 | .00 | .00 |
| SAUV DE ST BRIS | | | 1 | 1 | 1 | 100.00 | .00 | .00 |
| JD CHRMS CHMBTN | | | 1 | 1 | 1 | 100.00 | .00 | .00 |
| CRSTN MOREAU CB | | | 1 | 1 | 1 | 100.00 | .00 | .00 |
| FAIVLEY CLS ROI | | | 1 | 1 | 1 | 100.00 | .00 | .00 |
| CH FUISSE CLOS | | | 1 | 1 | 1 | 100.00 | .00 | .00 |
| DM ROMANE ECHZX | | | 1 | 1 | 1 | 100.00 | .00 | .00 |
| JADOT ECHEZEAX | | | 1 | 1 | 1 | 100.00 | .00 | .00 |
| DRUID WN PL MNT | | | 1 | 1 | 1 | 100.00 | .00 | .00 |
| GRIVOT CLS VOGT | | | 1 | 1 | 1 | 100.00 | .00 | .00 |
| GUYON MERSAULT | | | 1 | 1 | 1 | 100.00 | .00 | .00 |
| MATRT MSLT CHMS | | | 1 | 1 | 1 | 100.00 | .00 | .00 |
| VOCORT CHB CLOS | | | 1 | 1 | 1 | 100.00 | .00 | .00 |
| GAGNRD BTRD MNT | | | 1 | 1 | 1 | 100.00 | .00 | .00 |
| MOMMSSN BNE GRV | | | 1 | 1 | 1 | 100.00 | .00 | .00 |
| DUJAC BNES MARS | | | 1 | 1 | 1 | 100.00 | .00 | .00 |
| ROUGET VR BEAMN | | | 1 | 1 | 1 | 100.00 | .00 | .00 |
| JADOT ST ROMAIN | | | 1 | 1 | 1 | 100.00 | .00 | .00 |
| JN-CHRL PVT B V | | | | 134 | -134 | -100.00 | .00 | .10 |
| GOUBRD MNTVRL R | | | | 94 | -94 | -100.00 | .00 | .07 |
| REISSIER PLY FS | | | | 64 | -64 | -100.00 | .00 | .05 |
| NCLAS BJLS NOUV | | | | 56 | -56 | -100.00 | .00 | .04 |
| DM SQ-BDT CB VV | | | | 53 | -53 | -100.00 | .00 | .04 |
| BCHRD A&F BJ NV | | | | 39 | -39 | -100.00 | .00 | .03 |
| G DUB CHROUBLES | | | | 28 | -28 | -100.00 | .00 | .02 |
| DMN DU MAGE RED | | | | 24 | -24 | -100.00 | .00 | .02 |
| CRSTN MOREAU VL | | | | 20 | -20 | -100.00 | .00 | .02 |
| PR ROYL RSV CHR | | | | 16 | -16 | -100.00 | .00 | .01 |
| BRUNET FLR BJLS | | | | 12 | -12 | -100.00 | .00 | .01 |
| BICHOT BJ V NOV | | | | 12 | -12 | -100.00 | .00 | .01 |
| MOMMESSIN MERLT | | | | 11 | -11 | -100.00 | .00 | .01 |
| JADOT SVG GTT R | | | | 11 | -11 | -100.00 | .00 | .01 |
| ABBAYE THOLMIES | | | | 10 | -10 | -100.00 | .00 | .01 |
| GRARDN SNT GRVR | | | | 9 | -9 | -100.00 | .00 | .01 |
| CHANSN BOURG RG | | | | 9 | -9 | -100.00 | .00 | .01 |
| MOREY CHSS MONT | | | | 9 | -9 | -100.00 | .00 | .01 |
| CHANSN MNTG CRU | | | | 9 | -9 | -100.00 | .00 | .01 |

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

ALL STATES-1/1/03 - 12/31/03

PAGE 81

| CLASS & TYPE BRAND | AGE / PROOF | RETAIL PRICE 750ml | CASE SALES | | CASES + or - | % OF + or - | % OF TYPE | |
|-----------------------|----------------|--------------------------|------------|-----------|-----------------|----------------|-----------|-----------|
| | | | This Year | Last Year | | | This Year | Last Year |
| JADOT SVGN B BL | | | | | 9 | -9 | -100.00 | .00 |
| BRCRD CHR KMRDG | | | | | 9 | -9 | -100.00 | .00 |
| GIRARDN RLY CLX | | | | | 8 | -8 | -100.00 | .00 |
| JD CHAMBERTIN | | | | | 8 | -8 | -100.00 | .00 |
| LFLVE RLY L CRU | | | | | 8 | -8 | -100.00 | .00 |
| ROUMR CHMBL MUS | | | | | 7 | -7 | -100.00 | .00 |
| ABBYE VLMGN LNG | | | | | 7 | -7 | -100.00 | .00 |
| JUILLT MRCRY BL | | | | | 6 | -6 | -100.00 | .00 |
| FAIVLEY MCRY RY | | | | | 6 | -6 | -100.00 | .00 |
| JADOT CHMB CHRM | | | | | 6 | -6 | -100.00 | .00 |
| BCHD PF PMD RGN | | | | | 6 | -6 | -100.00 | .00 |
| CH MIQUEL RED | | | | | 6 | -6 | -100.00 | .00 |
| GRARDN SAV PLLT | | | | | 6 | -6 | -100.00 | .00 |
| L LTR AC LATOUR | | | | | 6 | -6 | -100.00 | .00 |
| MOMMSN PN N/SRH | | | | | 6 | -6 | -100.00 | .00 |
| PR MRD LDX CHLT | | | | | 5 | -5 | -100.00 | .00 |
| JADOT CHS MNTRC | | | | | 5 | -5 | -100.00 | .00 |
| BCHRD P&F MRCRY | | | | | 5 | -5 | -100.00 | .00 |
| DLGR CHS MN MLT | | | | | 5 | -5 | -100.00 | .00 |
| DLGR CHS M BOUD | | | | | 5 | -5 | -100.00 | .00 |
| BRCRD FRCHM CHB | | | | | 5 | -5 | -100.00 | .00 |
| BCHRD P&F CLOUS | | | | | 5 | -5 | -100.00 | .00 |
| DUFLR M ST DENIS | | | | | 4 | -4 | -100.00 | .00 |
| BICHOT BRG MUJN | | | | | 4 | -4 | -100.00 | .00 |
| GAUNX BRGN RED | | | | | 4 | -4 | -100.00 | .00 |
| MOREY ST DENIS | | | | | 4 | -4 | -100.00 | .00 |
| VNCNT ST VERAN | | | | | 4 | -4 | -100.00 | .00 |
| GEO DUB ST AMOR | | | | | 3 | -3 | -100.00 | .00 |
| SAUZT PL M CHMP | | | | | 3 | -3 | -100.00 | .00 |
| R PED BJ BRTRND | | | | | 3 | -3 | -100.00 | .00 |
| RION VOS RMN BM | | | | | 3 | -3 | -100.00 | .00 |
| JD NUIITS ST GEO | | | | | 3 | -3 | -100.00 | .00 |
| JFLN CHMBL MUSG | | | | | 3 | -3 | -100.00 | .00 |
| FAIVLEY CHM MSG | | | | | 3 | -3 | -100.00 | .00 |
| MOREY CHS M RGE | | | | | 3 | -3 | -100.00 | .00 |
| GIRARDN CHS ROM | | | | | 3 | -3 | -100.00 | .00 |
| POTEL AVRN BRLY | | | | | 3 | -3 | -100.00 | .00 |
| FEVRE CHBLS DOM | | | | | 3 | -3 | -100.00 | .00 |
| JOLIVET CV P FM | | | | | 3 | -3 | -100.00 | .00 |
| MATRT MRS BLGNY | | | | | 3 | -3 | -100.00 | .00 |
| GIRARDN PUL REF | | | | | 3 | -3 | -100.00 | .00 |
| GRMAIN LMZN MRS | | | | | 3 | -3 | -100.00 | .00 |
| BCHRD P&F CHLMX | | | | | 2 | -2 | -100.00 | .00 |
| SANCTUS GRD CRU | | | | | 2 | -2 | -100.00 | .00 |
| D'ANG VLNY DUCS | | | | | 2 | -2 | -100.00 | .00 |
| JADOT MOULN-VNT | | | | | 2 | -2 | -100.00 | .00 |
| GIRARDN PM RUGN | | | | | 2 | -2 | -100.00 | .00 |
| MOMMSN S PRR W | | | | | 2 | -2 | -100.00 | .00 |
| GOUG S GEO PRRT | | | | | 2 | -2 | -100.00 | .00 |
| FAIVLEY VOUGEOT | | | | | 2 | -2 | -100.00 | .00 |
| BCHD PF RM RGNT | | | | | 2 | -2 | -100.00 | .00 |
| SAUZT ST ROMAIN | | | | | 2 | -2 | -100.00 | .00 |
| LFLV CRTN CHRMG | | | | | 2 | -2 | -100.00 | .00 |
| ROUSSEAU CHMBNT | | | | | 2 | -2 | -100.00 | .00 |
| BICHOT SYRAH | | | | | 2 | -2 | -100.00 | .00 |
| NICOLAS POT SNT | | | | | 2 | -2 | -100.00 | .00 |
| DUFLR VOLNAY | | | | | 2 | -2 | -100.00 | .00 |
| CHAT ESTATE SEL | | | | | 2 | -2 | -100.00 | .00 |
| BRCRD SV SNT-BR | | | | | 2 | -2 | -100.00 | .00 |
| GRARDN MRSLT PZ | | | | | 2 | -2 | -100.00 | .00 |
| LFLVE CT BN VLG | | | | | 2 | -2 | -100.00 | .00 |
| FAIVLEY NSG CHG | | | | | 2 | -2 | -100.00 | .00 |
| ROUMR BNNS MARE | | | | | 2 | -2 | -100.00 | .00 |
| NEILLON CHS MNT | | | | | 2 | -2 | -100.00 | .00 |
| RSSEAU CLS BEZE | | | | | 2 | -2 | -100.00 | .00 |
| MOMMSN CLS TRT | | | | | 2 | -2 | -100.00 | .00 |
| BRTGNA NT S GEO | | | | | 2 | -2 | -100.00 | .00 |
| GIRARDN PUL PER | | | | | 2 | -2 | -100.00 | .00 |
| BCHRD P&F PUCLL | | | | | 2 | -2 | -100.00 | .00 |
| MOMMSN CNT VGNS | | | | | 2 | -2 | -100.00 | .00 |
| GRMAIN HNRI MRS | | | | | 2 | -2 | -100.00 | .00 |
| GIRARDN SAV VRG | | | | | 2 | -2 | -100.00 | .00 |
| DAVSSNT CHB VLN | | | | | 2 | -2 | -100.00 | .00 |
| RSSEAU CLS ROCH | | | | | 2 | -2 | -100.00 | .00 |
| LEROY V RMN BEA | | | | | 1 | -1 | -100.00 | .00 |
| BOILLT BT MN BL | | | | | 1 | -1 | -100.00 | .00 |
| LEROY CLS VOUGT | | | | | 1 | -1 | -100.00 | .00 |
| LEROY RMN VIVNT | | | | | 1 | -1 | -100.00 | .00 |
| BRTGNA CHAMBRN | | | | | 1 | -1 | -100.00 | .00 |
| BCHRD P&F PIERR | | | | | 1 | -1 | -100.00 | .00 |
| B CLAIR M DENIS | | | | | 1 | -1 | -100.00 | .00 |
| GIRARDN MNTRCHT | | | | | 1 | -1 | -100.00 | .00 |
| LEROY AUX LAYER | | | | | 1 | -1 | -100.00 | .00 |
| JFLN RLLY/S ROM | | | | | 1 | -1 | -100.00 | .00 |
| ROUGET BRG ALGT | | | | | 1 | -1 | -100.00 | .00 |
| L CHAB BAUGROS | | | | | 1 | -1 | -100.00 | .00 |
| BCHRD A&F C ROI | | | | | 1 | -1 | -100.00 | .00 |
| JADOT VR BXMONT | | | | | 1 | -1 | -100.00 | .00 |
| ROUSSEAU RUCHTE | | | | | 1 | -1 | -100.00 | .00 |
| A PIC CHB MNTMN | | | | | 1 | -1 | -100.00 | .00 |
| RAMNT CHS CLLRT | | | | | 1 | -1 | -100.00 | .00 |
| LFLVE P VERGELS | | | | | 1 | -1 | -100.00 | .00 |
| SAUZET BTRD MNT | | | | | 1 | -1 | -100.00 | .00 |

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

ALL STATES-1/1/03 - 12/31/03

PAGE 82

| CLASS & TYPE BRAND | AGE / PROOF | RETAIL PRICE 750ml | CASE SALES | | CASES + or - | % OF + or - | % OF TYPE | |
|--------------------------|----------------|--------------------------|---------------|---------------|-----------------|----------------|-----------|-----------|
| | | | This Year | Last Year | | | This Year | Last Year |
| GIRARDN CHM MUS | | | | 1 | -1 | -100.00 | .00 | .00 |
| GIRARDN CTN ROI | | | | 1 | -1 | -100.00 | .00 | .00 |
| GIRARDN CL RCHE | | | | 1 | -1 | -100.00 | .00 | .00 |
| MOULN GSSA DAUM | | | | 1 | -1 | -100.00 | .00 | .00 |
| BICHOT BRG ALGT | | | | 1 | -1 | -100.00 | .00 | .00 |
| GRARDN SANT MAL | | | | 1 | -1 | -100.00 | .00 | .00 |
| JADOT VOLNAY | | | | 1 | -1 | -100.00 | .00 | .00 |
| DM ROMANE CONTI | | | | 1 | -1 | -100.00 | .00 | .00 |
| DLGR CHSS CHNVT | | | | 1 | -1 | -100.00 | .00 | .00 |
| D'ANG VLNY TLPD | | | | 1 | -1 | -100.00 | .00 | .00 |
| BCHRD A&F MRSLT | | | | 1 | -1 | -100.00 | .00 | .00 |
| JADOT BN BRSSND | | | | 1 | -1 | -100.00 | .00 | .00 |
| GIRARDN CLS VGT | | | | 1 | -1 | -100.00 | .00 | .00 |
| FAIVLEY ECHZAUX | | | | 1 | -1 | -100.00 | .00 | .00 |
| GRARDN CHR CHMB | | | | 1 | -1 | -100.00 | .00 | .00 |
| BRTGNA CLS VOGT | | | | 1 | -1 | -100.00 | .00 | .00 |
| LFLVE SATNY GRV | | | | 1 | -1 | -100.00 | .00 | .00 |
| LEROY AUX BOUDT | | | | 1 | -1 | -100.00 | .00 | .00 |
| MORTET GEV MTRT | | | | 1 | -1 | -100.00 | .00 | .00 |
| CORNIN BJLS BLC | | | | 1 | -1 | -100.00 | .00 | .00 |
| ROUSSEAU GVY CH | | | | 1 | -1 | -100.00 | .00 | .00 |
| D'AUVNY AUX BTN | | | | 1 | -1 | -100.00 | .00 | .00 |
| BOILLT PM CANET | | | | 1 | -1 | -100.00 | .00 | .00 |
| JADOT SVG VRG R | | | | 1 | -1 | -100.00 | .00 | .00 |
| GRARDN SANT MAL | | | | 1 | -1 | -100.00 | .00 | .00 |
| TOLLT BT BN GRV | | | | 1 | -1 | -100.00 | .00 | .00 |
| JADOT AUX DURSS | | | | 1 | -1 | -100.00 | .00 | .00 |
| GRIVOT ECHZEAUX | | | | 1 | -1 | -100.00 | .00 | .00 |
| MATRT PUL CHLMX | | | | 1 | -1 | -100.00 | .00 | .00 |
| CHANSN BOURG BL | | | | 1 | -1 | -100.00 | .00 | .00 |
| JADOT RULLY BLC | | | | 1 | -1 | -100.00 | .00 | .00 |
| DAVSSNT CHB CLS | | | | 1 | -1 | -100.00 | .00 | .00 |
| JADOT PMRD RUGN | | | | 1 | -1 | -100.00 | .00 | .00 |
| GIRARDN CTN CHR | | | | 1 | -1 | -100.00 | .00 | .00 |
| D'AUVNY BG ALGT | | | | 1 | -1 | -100.00 | .00 | .00 |
| MOMMSSN BROULLY | | | | 1 | -1 | -100.00 | .00 | .00 |
| D'ANG MSLT SANT | | | | 1 | -1 | -100.00 | .00 | .00 |
| BCHRD A&F FIXIN | | | | 1 | -1 | -100.00 | .00 | .00 |
| LEROY NTS AUXLL | | | | 1 | -1 | -100.00 | .00 | .00 |
| MP MACN-VLG WHT | | | | 1 | -1 | -100.00 | .00 | .00 |
| MORTET GEV COMB | | | | 1 | -1 | -100.00 | .00 | .00 |
| MOMMSN CT NT VL | | | | 1 | -1 | -100.00 | .00 | .00 |
| TOTAL FR BURGUNDY | | | 115539 | 129404 | -13865 | -10.71 | | |
| FRENCH LOIRE | | | | | | | | |
| BG VOUVRAY | | | 3826 | 3336 | 490 | 14.69 | 29.78 | 24.53 |
| CH D MONT VOUVY | | | 827 | 845 | -18 | -2.13 | 6.44 | 6.21 |
| SANCRE PER LOIR | | | 730 | 920 | -190 | -20.65 | 5.68 | 6.76 |
| R MICHELE VOVRY | | | 626 | 632 | -6 | -.95 | 4.87 | 4.65 |
| CLOS PERR SANCRE | | | 507 | 556 | -49 | -8.81 | 3.95 | 4.09 |
| STJ MSCDT D HYV | | | 496 | 409 | 87 | 21.27 | 3.86 | 3.01 |
| NICOLAS VVY WHT | | | 484 | 491 | -7 | -1.43 | 3.77 | 3.61 |
| CH MONTFRT VVRY | | | 443 | 348 | 95 | 27.30 | 3.45 | 2.56 |
| DM ST LAURNT PF | | | 431 | 493 | -62 | -12.58 | 3.36 | 3.62 |
| MORLETTE VOUVRY | | | 410 | 364 | 46 | 12.64 | 3.19 | 2.68 |
| DENIS MRCHS VVY | | | 400 | 845 | -445 | -52.66 | 3.11 | 6.21 |
| JOLIVET SANCRR | | | 385 | 252 | 133 | 52.78 | 3.00 | 1.85 |
| MSCDT DOM BATRD | | | 344 | 455 | -111 | -24.40 | 2.68 | 3.35 |
| BATARDIERE MSCD | | | 268 | 302 | -34 | -11.26 | 2.09 | 2.22 |
| CH RAGOTIER MSC | | | 244 | 195 | 49 | 25.13 | 1.90 | 1.43 |
| DM CHERER SANCRE | | | 235 | 225 | 10 | 4.44 | 1.83 | 1.65 |
| COTAT SANCRR VV | | | 235 | 198 | 37 | 18.69 | 1.83 | 1.46 |
| SAGET VOUVRAY | | | 208 | 223 | -15 | -6.73 | 1.62 | 1.64 |
| DUP FLRNT VOUVY | | | 170 | 387 | -217 | -56.07 | 1.32 | 2.85 |
| MELLOT RAB SNCR | | | 116 | 213 | -97 | -45.54 | .90 | 1.57 |
| LADOUCTTE PL FM | | | 108 | 157 | -49 | -31.21 | .84 | 1.15 |
| SANCRE PND CV FL | | | 97 | 148 | -51 | -34.46 | .76 | 1.09 |
| SALMN SNCR VL V | | | 96 | 145 | -49 | -33.79 | .75 | 1.07 |
| SAUVN CLRY MUSC | | | 92 | 143 | -51 | -35.66 | .72 | 1.05 |
| JOLIVET PLY FME | | | 88 | 101 | -13 | -12.87 | .69 | .74 |
| MSCDT SURLIE PR | | | 86 | 115 | -29 | -25.22 | .67 | .85 |
| RMY PANNIER VVY | | | 78 | 115 | -37 | -32.17 | .61 | .85 |
| DOM RNCEE CHNON | | | 72 | 11 | 61 | 554.55 | .56 | .08 |
| DOM GAUD PLY FM | | | 65 | 74 | -9 | -12.16 | .51 | .54 |
| RMY PANNIER MUS | | | 63 | 23 | 40 | 173.91 | .49 | .17 |
| M REDDE SANCERE | | | 59 | 52 | 7 | 13.46 | .46 | .38 |
| MRC BRDF VOUVRY | | | 47 | 47 | .00 | .00 | .37 | .35 |
| HNRY PLLE PL FM | | | 45 | 10 | 35 | 350.00 | .35 | .07 |
| CH DE SANCERRE | | | 39 | 120 | -81 | -67.50 | .30 | .88 |
| SANCRE DM SAUTR | | | 38 | 26 | 12 | 46.15 | .30 | .19 |
| SAUVION VOUVRAY | | | 31 | 54 | -23 | -42.59 | .24 | .40 |
| M REDDE PLY FM | | | 31 | 22 | 9 | 40.91 | .24 | .16 |
| COMTE LFND SNCR | | | 31 | 19 | 12 | 63.16 | .24 | .14 |
| MRQS GLNE VOUVY | | | 29 | 1 | 28 | 2800.00 | .23 | .01 |
| DM COYEUX MSCDT | | | 27 | 30 | -3 | -10.00 | .21 | .22 |
| PICHOT VVY MLLX | | | 22 | 27 | -5 | -18.52 | .17 | .20 |
| LAROSE VOUVRAY | | | 20 | 87 | -67 | -77.01 | .16 | .64 |
| REIGNY SNCR RSE | | | 19 | 16 | 3 | 18.75 | .15 | .12 |
| MRQS D GLNE VDP | | | 19 | | 19 | 100.00 | .15 | .00 |
| CH MONCONTR VVY | | | 15 | 30 | -15 | -50.00 | .12 | .22 |
| LAPORTE SANCERE | | | 13 | 3 | 10 | 333.33 | .10 | .02 |
| CHATELAIN PL FM | | | 12 | 23 | -11 | -47.83 | .09 | .17 |

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

ALL STATES-1/1/03 - 12/31/03

PAGE 83

| CLASS & TYPE BRAND | AGE / PROOF | RETAIL PRICE 750ml | CASE SALES | | CASES + or - | % OF + or - | % OF TYPE | |
|---------------------------|----------------|--------------------------|--------------|--------------|-----------------|----------------|-----------|-----------|
| | | | This Year | Last Year | | | This Year | Last Year |
| ERNEST JEAN VVY | | | 12 | 18 | -6 | -33.33 | .09 | .13 |
| CH FESLES ANJ R | | | 12 | 18 | -6 | -33.33 | .09 | .13 |
| PATIENT CT SNCR | | | 12 | | 12 | 100.00 | .09 | .00 |
| LAROSE MUSCADET | | | 11 | 49 | -38 | -77.55 | .09 | .36 |
| CH D VNRN MSCDT | | | 11 | 35 | -24 | -68.57 | .09 | .26 |
| PINARD SANCER RG | | | 10 | 12 | -2 | -16.67 | .08 | .09 |
| B HRZG MLLX VVY | | | 10 | 9 | 1 | 11.11 | .08 | .07 |
| M BREDIF VOUVRY | | | 7 | 20 | -13 | -65.00 | .05 | .15 |
| LADOUCTTE BARON | | | 6 | 1 | 5 | 500.00 | .05 | .01 |
| SAUVN ORMX MUSC | | | 5 | 21 | -16 | -76.19 | .04 | .15 |
| M PICARD VOUVRY | | | 5 | 9 | -4 | -44.44 | .04 | .07 |
| CH FESLES BNNZX | | | 3 | 4 | -1 | -25.00 | .02 | .03 |
| MOREAU VOUVRAY | | | 3 | | 3 | 100.00 | .02 | .00 |
| JLVT SNCR L CLT | | | 3 | | 3 | 100.00 | .02 | .00 |
| LADOUCTTE SNCR | | | 2 | 2 | | | .02 | .01 |
| L POUSSE SNCR B | | | 2 | 1 | 1 | 100.00 | .02 | .01 |
| BG MUSCADET | | | 1 | 3 | -2 | -66.67 | .01 | .02 |
| L POUSSE SNCR R | | | 1 | 2 | -1 | -50.00 | .01 | .01 |
| JLVT SNCR GR CV | | | 1 | 2 | -1 | -50.00 | .01 | .01 |
| JLVT SNCR CL RY | | | 1 | | 1 | 100.00 | .01 | .00 |
| JOLY CUL D SRNT | | | 1 | | 1 | 100.00 | .01 | .00 |
| DM GIBAUT SV B | | | | 22 | -22 | -100.00 | .00 | .16 |
| DM VACHERN SNCR | | | | 20 | -20 | -100.00 | .00 | .15 |
| DOM PICHOT VVRY | | | | 20 | -20 | -100.00 | .00 | .15 |
| SANCRE CM LAFND | | | | 12 | -12 | -100.00 | .00 | .09 |
| DM LNGLS SMR RG | | | | 11 | -11 | -100.00 | .00 | .08 |
| DM LNGLS SMR BL | | | | 7 | -7 | -100.00 | .00 | .05 |
| BAUDRY CHNON DM | | | | 7 | -7 | -100.00 | .00 | .05 |
| CH D EPR SVNRS | | | | 3 | -3 | -100.00 | .00 | .02 |
| MRQS GLNE CV ML | | | | 2 | -2 | -100.00 | .00 | .01 |
| DM DELPORT SNCR | | | | 1 | -1 | -100.00 | .00 | .01 |
| H BOURGS SANCRE | | | | 1 | -1 | -100.00 | .00 | .01 |
| THM-LBLLE SNCRE | | | | 1 | -1 | -100.00 | .00 | .01 |
| TOTAL FRENCH LOIRE | | | 12846 | 13601 | -755 | -5.55 | | |
| FRENCH RHONE | | | | | | | | |
| JBOULT PRLE 45 | | | 5515 | 5440 | 75 | 1.38 | 18.20 | 16.61 |
| L VILLE FRM VNTX | | | 2757 | 2674 | 83 | 3.10 | 9.10 | 8.16 |
| GUIGAL CT RH RG | | | 2100 | 1987 | 113 | 5.69 | 6.93 | 6.07 |
| PERRIN RSRV RED | | | 1469 | 1500 | -31 | -2.07 | 4.85 | 4.58 |
| BG COTE D RHONE | | | 1440 | 1142 | 298 | 26.09 | 4.75 | 3.49 |
| BG CHAT DU PAPE | | | 1311 | 1445 | -134 | -9.27 | 4.33 | 4.41 |
| DUBOEUF CT D RH | | | 1093 | 970 | 123 | 12.68 | 3.61 | 2.96 |
| BERNARD CDR VLG | | | 1054 | 1438 | -384 | -26.70 | 3.48 | 4.39 |
| L VIE FRM C LUB | | | 990 | 999 | -9 | -.90 | 3.27 | 3.05 |
| JV CTS DU RONE | | | 605 | 815 | -210 | -25.77 | 2.00 | 2.49 |
| BERNARD CT D RH | | | 601 | 1080 | -479 | -44.35 | 1.98 | 3.30 |
| JBOULT CRZE HRM | | | 546 | 644 | -98 | -15.22 | 1.80 | 1.97 |
| DM D COURON CDR | | | 530 | 346 | 184 | 53.18 | 1.75 | 1.06 |
| LA ROQUETTE CDP | | | 509 | 506 | 3 | .59 | 1.68 | 1.54 |
| COLOMBO L MOULN | | | 472 | 113 | 359 | 317.70 | 1.56 | .34 |
| COLOMBO CDR ABL | | | 458 | 805 | -347 | -43.11 | 1.51 | 2.46 |
| GUIGAL CDR ROSE | | | 404 | 305 | 99 | 32.46 | 1.33 | .93 |
| CH MT REDON CDP | | | 403 | 499 | -96 | -19.24 | 1.33 | 1.52 |
| K LYNCH CT D RH | | | 403 | 173 | 230 | 132.95 | 1.33 | .53 |
| DELAS CDR ESP R | | | 402 | 553 | -151 | -27.31 | 1.33 | 1.69 |
| RENJARDE C D RH | | | 398 | 597 | -199 | -33.33 | 1.31 | 1.82 |
| GUIGAL CT RH BL | | | 368 | 329 | 39 | 11.85 | 1.21 | 1.00 |
| CHAT CABRIERES | | | 334 | 272 | 62 | 22.79 | 1.10 | .83 |
| CH DOMAZIN CDR | | | 325 | 8 | 317 | 3962.50 | 1.07 | .02 |
| GUIGAL C D PAPE | | | 288 | 304 | -16 | -5.26 | .95 | .93 |
| CH MNT REDN CDR | | | 283 | 416 | -133 | -31.97 | .93 | 1.27 |
| LA CHASSE ROUGE | | | 275 | | 275 | 100.00 | .91 | .00 |
| PERRIN RSRV WHT | | | 262 | 305 | -43 | -14.10 | .86 | .93 |
| CH DU TRIGN CDR | | | 242 | 216 | 26 | 12.04 | .80 | .66 |
| DM TULR CT VNTX | | | 195 | 262 | -67 | -25.57 | .64 | .80 |
| RASTEAU PRSTIGE | | | 184 | | 184 | 100.00 | .61 | .00 |
| IMAGE DU SUD | | | 178 | 971 | -793 | -81.67 | .59 | 2.96 |
| DELAS C DU VNTX | | | 160 | 233 | -73 | -31.33 | .53 | .71 |
| BERNARD CH PAPE | | | 155 | 207 | -52 | -25.12 | .51 | .63 |
| OLD FART C VNTX | | | 151 | | 151 | 100.00 | .50 | .00 |
| CHAPOUTR CDR RD | | | 148 | 147 | 1 | .68 | .49 | .45 |
| GUIGAL GIGONDAS | | | 147 | 62 | 85 | 137.10 | .49 | .19 |
| DMN LA BUISSONE | | | 142 | 155 | -13 | -8.39 | .47 | .47 |
| DUBOEUF CDR RED | | | 133 | 134 | -1 | -.75 | .44 | .41 |
| DM DANZN CTS RH | | | 124 | 279 | -155 | -55.56 | .41 | .85 |
| CH BEAUCASTL RG | | | 104 | 38 | 66 | 173.68 | .34 | .12 |
| CHAP CRZ MYSNRR | | | 103 | | 103 | 100.00 | .34 | .00 |
| G GARDIOL C D P | | | 100 | 133 | -33 | -24.81 | .33 | .41 |
| CH NERTHE C PAP | | | 99 | 70 | 29 | 41.43 | .33 | .21 |
| BERNARD GARRIGN | | | 99 | 42 | 57 | 135.71 | .33 | .13 |
| CHPTR BRNDN CDP | | | 95 | 75 | 20 | 26.67 | .31 | .23 |
| DM SOLITUDE CDP | | | 86 | 20 | 66 | 330.00 | .28 | .06 |
| BERNARD GIGONDS | | | 77 | 84 | -7 | -8.33 | .25 | .26 |
| COLMBO SYRAH VT | | | 71 | | 71 | 100.00 | .23 | .00 |
| CH PSQUIE VNTUX | | | 69 | 288 | -219 | -76.04 | .23 | .88 |
| J ASTR CT D RNE | | | 69 | 4 | 65 | 1625.00 | .23 | .01 |
| TAIN CRZ HRN RG | | | 68 | 45 | 23 | 51.11 | .22 | .14 |
| MOUSSET CDR RGE | | | 60 | 19 | 41 | 215.79 | .20 | .06 |
| DM MS D BQT VAC | | | 59 | | 59 | 100.00 | .19 | .00 |
| ST MICHEL CDP | | | 58 | 61 | -3 | -4.92 | .19 | .19 |
| PERRIN CH D PAP | | | 58 | 60 | -2 | -3.33 | .19 | .18 |

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

ALL STATES-1/1/03 - 12/31/03

PAGE 84

| CLASS & TYPE BRAND | AGE / PROOF | RETAIL PRICE 750ml | CASE SALES | | CASES + or - | % OF + or - | % OF TYPE | |
|-----------------------|----------------|--------------------------|------------|-----------|-----------------|----------------|-----------|-----------|
| | | | This Year | Last Year | | | This Year | Last Year |
| BERNARD VACQYRS | | | 56 | 10 | 46 | 460.00 | .18 | .03 |
| LA CHPL NTRÉ DM | | | 55 | 37 | 18 | 48.65 | .18 | .11 |
| PERRIN GIGONDAS | | | 53 | 63 | -10 | -15.87 | .17 | .19 |
| CHUSCLN CDR FDG | | | 52 | 77 | -25 | -32.47 | .17 | .24 |
| CH SEGRIES LIRC | | | 51 | 26 | 25 | 96.15 | .17 | .08 |
| DUBOEU F NOUVEAU | | | 49 | 117 | -68 | -58.12 | .16 | .36 |
| COUDLT BCSTL RG | | | 49 | 86 | -37 | -43.02 | .16 | .26 |
| GUIGAL COTE RTE | | | 47 | 49 | -2 | -4.08 | .16 | .15 |
| COLOMBO P COUCH | | | 47 | 47 | 0 | 100.00 | .16 | .00 |
| BICHOT CTS D RH | | | 46 | 124 | -78 | -62.90 | .15 | .38 |
| BERNARD LUBERON | | | 45 | 34 | 11 | 32.35 | .15 | .10 |
| JV CROZES HERM | | | 38 | 131 | -93 | -70.99 | .13 | .40 |
| CH NERTHE CADET | | | 38 | 4 | 34 | 850.00 | .13 | .01 |
| CH BOIS GRD CDR | | | 35 | 50 | -15 | -30.00 | .12 | .15 |
| DELAS MERLT VDP | | | 34 | 149 | -115 | -77.18 | .11 | .45 |
| JBOULT MSCT BME | | | 34 | 18 | 16 | 88.89 | .11 | .05 |
| JBOULT BME VNSE | | | 32 | 32 | 0 | 100.00 | .11 | .00 |
| COLOMBO MEJEANS | | | 30 | 7 | 23 | 328.57 | .10 | .02 |
| VIEUX TGRPH CDP | | | 26 | 50 | -24 | -48.00 | .09 | .15 |
| GUIGAL CONDRIEU | | | 26 | 19 | 7 | 36.84 | .09 | .06 |
| M PICARD CH PAP | | | 26 | 16 | 10 | 62.50 | .09 | .05 |
| COLOMBO CRZ HRM | | | 26 | 10 | 16 | 160.00 | .09 | .03 |
| CHAPOUTR CRZ HM | | | 25 | 54 | -29 | -53.70 | .08 | .16 |
| CHAPTR CH ALOUT | | | 24 | 24 | 0 | 100.00 | .08 | .00 |
| GUIGAL HERM RGE | | | 23 | 60 | -37 | -61.67 | .08 | .18 |
| JBOULT C D P RD | | | 21 | 23 | -2 | -8.70 | .07 | .07 |
| COLOMBO L CHNCE | | | 19 | 40 | -21 | -52.50 | .06 | .12 |
| M PICARD CT RHN | | | 19 | 14 | 5 | 35.71 | .06 | .04 |
| CHAVE ST JOSEPH | | | 18 | 18 | 0 | 100.00 | .06 | .00 |
| JBOULT CDR VLLG | | | 17 | 39 | -22 | -56.41 | .06 | .12 |
| MONMSSN CT D RH | | | 17 | 34 | -17 | -50.00 | .06 | .10 |
| CH SEGRIES CDR | | | 17 | 29 | -12 | -41.38 | .06 | .09 |
| CHAPTR CH D PAP | | | 17 | 5 | 12 | 240.00 | .06 | .02 |
| DELAS CDR ESP W | | | 16 | 8 | 8 | 100.00 | .05 | .02 |
| DM ST GAYAN CDR | | | 15 | 51 | -36 | -70.59 | .05 | .16 |
| DOM VERDE VACQR | | | 15 | 19 | -4 | -21.05 | .05 | .06 |
| GUIGAL TAVEL | | | 12 | 16 | -4 | -25.00 | .04 | .05 |
| DELAS CROZE HRM | | | 12 | 16 | -4 | -25.00 | .04 | .05 |
| MONTMRAIL GIGND | | | 12 | 11 | 1 | 9.09 | .04 | .03 |
| CH DOMAZON CDR | | | 11 | 285 | -274 | -96.14 | .04 | .87 |
| JBLT C PAP CDRS | | | 11 | 12 | -1 | -8.33 | .04 | .04 |
| BERNARD CDR RES | | | 10 | 39 | -29 | -74.36 | .03 | .12 |
| JBOULT GIGONDAS | | | 10 | 31 | -21 | -67.74 | .03 | .09 |
| CH D'ORSAN CDR | | | 10 | 26 | -16 | -61.54 | .03 | .08 |
| PERRIN MSCT BDV | | | 10 | 13 | -3 | -23.08 | .03 | .04 |
| COLMBO FORTS CT | | | 9 | 144 | -135 | -93.75 | .03 | .44 |
| VDL FLEUR CDR R | | | 9 | 60 | -51 | -85.00 | .03 | .18 |
| JBOULT HRM JALT | | | 9 | 53 | -44 | -83.02 | .03 | .16 |
| CH D AIGUEVILLE | | | 9 | 25 | -16 | -64.00 | .03 | .08 |
| DOM D ARNSQ CDP | | | 9 | 21 | -12 | -57.14 | .03 | .06 |
| BRARD RSCSS CDR | | | 8 | 29 | -21 | -72.41 | .03 | .09 |
| FINEROCHES CDP | | | 8 | 21 | -13 | -61.90 | .03 | .06 |
| DM ST GAYAN GIG | | | 8 | 14 | -6 | -42.86 | .03 | .04 |
| DUBOEU F VIOGNER | | | 7 | 17 | -10 | -58.82 | .02 | .05 |
| GUIGAL HERM BLC | | | 7 | 3 | 4 | 133.33 | .02 | .01 |
| CHAPOUTR CDR WH | | | 7 | 3 | 4 | 133.33 | .02 | .01 |
| ENCLAVE CT D RH | | | 6 | 19 | -13 | -68.42 | .02 | .06 |
| VDL FLEUR VENTX | | | 6 | 12 | -6 | -50.00 | .02 | .04 |
| JBOULT HRMT CHP | | | 6 | 4 | 2 | 50.00 | .02 | .01 |
| COLOMBO ST JOSP | | | 5 | 85 | -80 | -94.12 | .02 | .26 |
| MARTINES SYRAH | | | 5 | 30 | -25 | -83.33 | .02 | .09 |
| RASTEAU CDR VLG | | | 5 | 20 | -15 | -75.00 | .02 | .06 |
| BCSTL CDP HMMAG | | | 5 | 5 | 0 | 100.00 | .02 | .00 |
| GRND TNEL C D P | | | 4 | 31 | -27 | -87.10 | .01 | .09 |
| DOM MRCHN COTES | | | 4 | 6 | -2 | -33.33 | .01 | .02 |
| LUCIEN DSHX CDP | | | 4 | 5 | -1 | -20.00 | .01 | .02 |
| DMN BONSRIN C R | | | 4 | 4 | 0 | 100.00 | .01 | .00 |
| CHAP HERM SZRNN | | | 4 | 4 | 0 | 100.00 | .01 | .00 |
| BERTEAU CT D RH | | | 3 | 272 | -269 | -98.90 | .01 | .83 |
| DELAS CH D PAPE | | | 3 | 13 | -10 | -76.92 | .01 | .04 |
| CHAPTR ST JOSPH | | | 3 | 8 | -5 | -62.50 | .01 | .02 |
| CHAPOUTR CORNAS | | | 3 | 4 | -1 | -25.00 | .01 | .01 |
| CHAP CDP CRX DB | | | 3 | 3 | 0 | 100.00 | .01 | .00 |
| LES CALADONS CV | | | 2 | 97 | -95 | -97.94 | .01 | .30 |
| RASTEAU RASTEAU | | | 2 | 45 | -43 | -95.56 | .01 | .14 |
| DOM ESPIERS CDR | | | 2 | 31 | -29 | -93.55 | .01 | .09 |
| TAIN LHRM HRMTG | | | 2 | 12 | -10 | -83.33 | .01 | .04 |
| JBOULT S JOS GP | | | 2 | 7 | -5 | -71.43 | .01 | .02 |
| JBLT CRNAS PRRE | | | 2 | 7 | -5 | -71.43 | .01 | .02 |
| COUDLT BCSTL BL | | | 2 | 5 | -3 | -60.00 | .01 | .02 |
| DELAS GIG REING | | | 2 | 3 | -1 | -33.33 | .01 | .01 |
| CHAPTR CT ROTIE | | | 2 | 2 | 0 | .00 | .01 | .01 |
| JBOULT CRZE ROU | | | 2 | 2 | 0 | .00 | .01 | .01 |
| CH BEAUCASTL BL | | | 2 | 1 | 1 | 100.00 | .01 | .00 |
| CH NERTH CDP BL | | | 2 | 2 | 0 | 100.00 | .01 | .00 |
| COLOMBO L VIGNR | | | 2 | 2 | 0 | 100.00 | .01 | .00 |
| LA ROQUETTE BLC | | | 2 | 2 | 0 | 100.00 | .01 | .00 |
| COLOMBO L TUILR | | | 2 | 2 | 0 | 100.00 | .01 | .00 |
| COLOMBO CNP BTV | | | 1 | 28 | -27 | -96.43 | .00 | .09 |
| B CHAVE CDR HRM | | | 1 | 9 | -8 | -88.89 | .00 | .03 |
| MOUSSET CDR BLC | | | 1 | 6 | -5 | -83.33 | .00 | .02 |
| DM BRUNEL C D R | | | 1 | 2 | -1 | -50.00 | .00 | .01 |
| CH FNSLTT ROUGE | | | 1 | 2 | -1 | -50.00 | .00 | .01 |

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

ALL STATES-1/1/03 - 12/31/03

PAGE 85

| CLASS & TYPE BRAND | AGE / PROOF | RETAIL PRICE 750ml | CASE SALES | | CASES + or - | % OF + or - | % OF TYPE | |
|---------------------------|----------------|--------------------------|--------------|--------------|-----------------|----------------|-----------|-----------|
| | | | This Year | Last Year | | | This Year | Last Year |
| BURGAUD C ROTIE | | | 1 | 2 | -1 | -50.00 | .00 | .01 |
| CH FNSLTT BLANC | | | 1 | 1 | | .00 | .00 | .00 |
| DELAS HRM LNS W | | | 1 | 1 | | .00 | .00 | .00 |
| CH FNSLTT SYRAH | | | 1 | 1 | | .00 | .00 | .00 |
| CHAP EMTG ER RG | | | 1 | 1 | | .00 | .00 | .00 |
| CH RAYAS C D P | | | 1 | 1 | 1 | 100.00 | .00 | .00 |
| CHAP EMTG D ORE | | | 1 | 1 | 1 | 100.00 | .00 | .00 |
| M RDDE CH D PAP | | | 1 | 1 | 1 | 100.00 | .00 | .00 |
| CHAP CDP BRB RC | | | 1 | 1 | 1 | 100.00 | .00 | .00 |
| JBOULT C D P WH | | | 1 | 1 | 1 | 100.00 | .00 | .00 |
| CHAP EMTG LM RG | | | 1 | 1 | 1 | 100.00 | .00 | .00 |
| DELAS CNDRU GAL | | | 1 | 1 | 1 | 100.00 | .00 | .00 |
| CHAP EMTG ER BL | | | 1 | 1 | 1 | 100.00 | .00 | .00 |
| P GAILLRD VLLRE | | | 1 | 1 | 1 | 100.00 | .00 | .00 |
| DELAS HRM LNS R | | | 1 | 1 | 1 | 100.00 | .00 | .00 |
| DUBOEU F C D PAP | | | 1 | 1 | 1 | 100.00 | .00 | .00 |
| P GAILLRD L CRT | | | 1 | 1 | 1 | 100.00 | .00 | .00 |
| CH ROUBD PRESTG | | | | 205 | -205 | -100.00 | .00 | .63 |
| DM D L PRES PRT | | | | 56 | -56 | -100.00 | .00 | .17 |
| DUBOEU F MOULINS | | | | 36 | -36 | -100.00 | .00 | .11 |
| FERRTN CRZ MTNR | | | | 21 | -21 | -100.00 | .00 | .06 |
| MAUFOUX C D RHN | | | | 20 | -20 | -100.00 | .00 | .06 |
| CH D TOUR CDR R | | | | 11 | -11 | -100.00 | .00 | .03 |
| DM QUILLA MSCDT | | | | 9 | -9 | -100.00 | .00 | .03 |
| MAS D CEDRE CDD | | | | 8 | -8 | -100.00 | .00 | .02 |
| SEVE PRVNC VNTX | | | | 7 | -7 | -100.00 | .00 | .02 |
| JBOULT ST PERAY | | | | 5 | -5 | -100.00 | .00 | .02 |
| DM CYRN GIGNDAS | | | | 5 | -5 | -100.00 | .00 | .02 |
| SABLET ROUGE | | | | 5 | -5 | -100.00 | .00 | .02 |
| CH M RDN CDP BL | | | | 5 | -5 | -100.00 | .00 | .02 |
| CH ST ESTVE CDR | | | | 4 | -4 | -100.00 | .00 | .01 |
| JBLT CT RTE JML | | | | 3 | -3 | -100.00 | .00 | .01 |
| B CHAVE HRMTAGE | | | | 2 | -2 | -100.00 | .00 | .01 |
| DELAS CT RT SGR | | | | 2 | -2 | -100.00 | .00 | .01 |
| BERNARD CT VNTX | | | | 2 | -2 | -100.00 | .00 | .01 |
| DFLR CDR DM CHP | | | | 2 | -2 | -100.00 | .00 | .01 |
| JBOULT CONDRIEU | | | | 2 | -2 | -100.00 | .00 | .01 |
| JBLT HRM STRMBG | | | | 2 | -2 | -100.00 | .00 | .01 |
| MOMMSSN CH PAPE | | | | 2 | -2 | -100.00 | .00 | .01 |
| CH ROBAUD CUVEE | | | | 1 | -1 | -100.00 | .00 | .00 |
| GUIGAL L LOUVRE | | | | 1 | -1 | -100.00 | .00 | .00 |
| DELAS ST JOSEPH | | | | 1 | -1 | -100.00 | .00 | .00 |
| DM CHAPL SP CDR | | | | 1 | -1 | -100.00 | .00 | .00 |
| DUFOULEUR C D P | | | | 1 | -1 | -100.00 | .00 | .00 |
| G BRNRD CT RTIE | | | | 1 | -1 | -100.00 | .00 | .00 |
| JBOULT CRZ RYMD | | | | 1 | -1 | -100.00 | .00 | .00 |
| TOTAL FRENCH RHONE | | | 30300 | 32756 | -2456 | -7.50 | | |
| FRENCH ROSE | | | | | | | | |
| CH D DONJON RSE | | | 291 | | 291 | 100.00 | 29.31 | .00 |
| COLOMBO PEC RSE | | | 192 | | 192 | 100.00 | 19.34 | .00 |
| CH DE POURCIEUX | | | 138 | 174 | -36 | -20.69 | 13.90 | 22.72 |
| OLV CH AQ TAVEL | | | 132 | 128 | 4 | 3.13 | 13.29 | 16.71 |
| CH GRAUD LAROSE | | | 62 | 17 | 45 | 264.71 | 6.24 | 2.22 |
| BG ST LOU D'ANJ | | | 46 | 45 | 1 | 2.22 | 4.63 | 5.87 |
| RMY PAN D'ANJOU | | | 46 | | 46 | 100.00 | 4.63 | .00 |
| LES JAMELLS CNS | | | 32 | 36 | -4 | -11.11 | 3.22 | 4.70 |
| MOC BRL CAB ANJ | | | 23 | 25 | -2 | -8.00 | 2.32 | 3.26 |
| CH DES SARRINS | | | 14 | 29 | -15 | -51.72 | 1.41 | 3.79 |
| JOGUET CHINON | | | 9 | | 9 | 100.00 | .91 | .00 |
| L'ESTANDON ROSE | | | 3 | 1 | 2 | 200.00 | .30 | .13 |
| DELAS TAVEL RSE | | | 2 | 12 | -10 | -83.33 | .20 | 1.57 |
| LONGVAL TAVEL | | | 2 | 1 | 1 | 100.00 | .20 | .13 |
| LA POUSSIE SNCR | | | 1 | 1 | | .00 | .10 | .13 |
| COMMNDRE BARGMN | | | | 284 | -284 | -100.00 | .00 | 37.08 |
| L POUSE SNCR RS | | | | 5 | -5 | -100.00 | .00 | .65 |
| CH MIQUEL ROSE | | | | 5 | -5 | -100.00 | .00 | .65 |
| CHAPOUTIER | | | | 3 | -3 | -100.00 | .00 | .39 |
| TOTAL FRENCH ROSE | | | 993 | 766 | 227 | 29.63 | | |
| FRENCH OTHER | | | | | | | | |
| CUVEE DE PEN A | | | 6435 | 3869 | 2566 | 66.32 | 11.21 | 6.17 |
| FAT BASTRD CHR D | | | 5905 | 4246 | 1659 | 39.07 | 10.29 | 6.77 |
| FAT BASTRD SYRH | | | 4844 | 3253 | 1591 | 48.91 | 8.44 | 5.19 |
| F LABET MERLOT | | | 3735 | 4512 | -777 | -17.22 | 6.51 | 7.20 |
| CHNTEFLEUR MRLT | | | 1928 | 703 | 1225 | 174.25 | 3.36 | 1.12 |
| M PICARD MERLOT | | | 1705 | 1922 | -217 | -11.29 | 2.97 | 3.07 |
| M PICARD CHR DNY | | | 1550 | 1344 | 206 | 15.33 | 2.70 | 2.14 |
| MAS VIALA MERLT | | | 1354 | | 1354 | 100.00 | 2.36 | .00 |
| FORTANT MERLOT | | | 1273 | 2529 | -1256 | -49.66 | 2.22 | 4.03 |
| DM D PMRDES MRL | | | 1140 | 2209 | -1069 | -48.39 | 1.99 | 3.52 |
| DM TRESOR CB SV | | | 1139 | 1258 | -119 | -9.46 | 1.98 | 2.01 |
| ARIANNA CHARDNY | | | 1072 | 1031 | 41 | 3.98 | 1.87 | 1.64 |
| DM TRESOR MERLT | | | 953 | 1216 | -263 | -21.63 | 1.66 | 1.94 |
| DUBOEU F SYRAH | | | 919 | 948 | -29 | -3.06 | 1.60 | 1.51 |
| BOUCHERON CV RG | | | 892 | 850 | 42 | 4.94 | 1.55 | 1.36 |
| FORTANT CHARDNY | | | 885 | 1380 | -495 | -35.87 | 1.54 | 2.20 |
| DM OLVTTE FGRES | | | 782 | | 782 | 100.00 | 1.36 | .00 |
| SHEILA'S SHIRAZ | | | 606 | 246 | 360 | 146.34 | 1.06 | .39 |
| CH DE LANCYRE | | | 597 | 91 | 506 | 556.04 | 1.04 | .15 |
| LES JAMELLS MRL | | | 575 | 1207 | -632 | -52.36 | 1.00 | 1.93 |

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

ALL STATES-1/1/03 - 12/31/03

PAGE 86

| CLASS & TYPE BRAND | AGE / PROOF | RETAIL PRICE 750ml | CASE SALES | | CASES + or - | % OF + or - | % OF TYPE | |
|-----------------------|----------------|--------------------------|------------|-----------|-----------------|----------------|-----------|-----------|
| | | | This Year | Last Year | | | This Year | Last Year |
| VICHON CHARDNNY | | | 572 | 792 | -220 | -27.78 | 1.00 | 1.26 |
| MAISN NCLAS MRL | | | 512 | 565 | -53 | -9.38 | .89 | .90 |
| ARIANNA CAB SAV | | | 485 | 539 | -54 | -10.02 | .84 | .86 |
| CHNTEFLEUR CHR | | | 473 | 344 | 129 | 37.50 | .82 | .55 |
| CH TOUR GUPN RG | | | 455 | 527 | -72 | -13.66 | .79 | .84 |
| CHNTEFLEUR CB S | | | 444 | 442 | 2 | .45 | .77 | .71 |
| M PICARD SYRAH | | | 442 | 728 | -286 | -39.29 | .77 | 1.16 |
| MAISN NCLAS CAB | | | 391 | 423 | -32 | -7.57 | .68 | .67 |
| RSV NICOLAS CHR | | | 386 | 936 | -550 | -58.76 | .67 | 1.49 |
| M PICARD CAB SV | | | 376 | 288 | 88 | 30.56 | .66 | .46 |
| BOISSET CHARDNY | | | 368 | 161 | 207 | 128.57 | .64 | .26 |
| DUBOEUF MILENGE | | | 367 | 755 | -388 | -51.39 | .64 | 1.20 |
| VICHON MERLOT | | | 360 | 692 | -332 | -47.98 | .63 | 1.10 |
| CHNTEFLEUR BLNC | | | 350 | 497 | -147 | -29.58 | .61 | .79 |
| CH ANGLDE FGRES | | | 341 | | 341 | 100.00 | .59 | .00 |
| BOISSET MERLOT | | | 328 | 247 | 81 | 32.79 | .57 | .39 |
| CH RUSSL GR SYH | | | 327 | | 327 | 100.00 | .57 | .00 |
| MARTINE SYRAH | | | 323 | 1281 | -958 | -74.79 | .56 | 2.04 |
| THE FIFTEEN GRN | | | 319 | 321 | -2 | -.62 | .56 | .51 |
| ARIANNA MERLOT | | | 315 | 328 | -13 | -3.96 | .55 | .52 |
| CH PNNAUTR CBRD | | | 312 | 20 | 292 | 1460.00 | .54 | .03 |
| L'ORVAL VDP MRL | | | 299 | 1082 | -783 | -72.37 | .52 | 1.73 |
| FORTANT CAB SAV | | | 289 | 504 | -215 | -42.66 | .50 | .80 |
| HUGUES PIC PNET | | | 289 | 2 | 287 | ***** | .50 | .00 |
| MARTNE ESCR P SH | | | 279 | 1308 | -1029 | -78.67 | .49 | 2.09 |
| ARIANNA WHT ZIN | | | 270 | 191 | 79 | 41.36 | .47 | .30 |
| DOM CATON MERLT | | | 255 | 642 | -387 | -60.28 | .44 | 1.02 |
| BOISSET CAB SAV | | | 253 | 228 | 25 | 10.96 | .44 | .36 |
| LES JAMELLS CHR | | | 250 | 538 | -288 | -53.53 | .44 | .86 |
| LES JAMELLS CAB | | | 250 | 393 | -143 | -36.39 | .44 | .63 |
| J D LAURENT CAB | | | 241 | 139 | 102 | 73.38 | .42 | .22 |
| DOM FONTNLL SAV | | | 211 | 122 | 89 | 72.95 | .37 | .19 |
| L MARIONTTE CHR | | | 204 | 120 | 84 | 70.00 | .36 | .19 |
| RSV NICOLAS B V | | | 196 | 123 | 73 | 59.35 | .34 | .20 |
| DOM COURON MRLT | | | 192 | 181 | 11 | 6.08 | .33 | .29 |
| CH MALGNY FRCHM | | | 191 | 147 | 44 | 29.93 | .33 | .23 |
| L'ORVAL VDP CHR | | | 190 | 635 | -445 | -70.08 | .33 | 1.01 |
| BG BLANC BLANC | | | 186 | 241 | -55 | -22.82 | .32 | .38 |
| CH TOUR GUPN BL | | | 182 | 282 | -100 | -35.46 | .32 | .45 |
| OLD FART CHRDNV | | | 182 | | 182 | 100.00 | .32 | .00 |
| CH TRRFRT-QUNCD | | | 180 | 166 | -14 | -8.43 | .31 | .26 |
| PUECH COCUT MRL | | | 178 | 299 | -121 | -40.47 | .31 | .48 |
| RSV NICOLAS PIN | | | 172 | 163 | 9 | 5.52 | .30 | .26 |
| J D LAURENT MRL | | | 167 | 89 | 78 | 87.64 | .29 | .14 |
| BLLENTNE CHRDNV | | | 159 | | 159 | 100.00 | .28 | .00 |
| J D LAURENT CHR | | | 158 | 116 | 42 | 36.21 | .28 | .19 |
| DOM DES ROZETS | | | 157 | 24 | 133 | 554.17 | .27 | .04 |
| RSV ST MARTN RD | | | 154 | 38 | 116 | 305.26 | .27 | .06 |
| L MARIONTTE MRL | | | 152 | 113 | 39 | 34.51 | .26 | .18 |
| BLLENTNE TRT SV | | | 144 | 143 | 1 | .70 | .25 | .23 |
| DOM TARIQUET SB | | | 142 | 46 | 96 | 208.70 | .25 | .07 |
| PUECH COCUT CAB | | | 128 | 191 | -63 | -32.98 | .22 | .30 |
| DM T FRERES CHR | | | 120 | 130 | -10 | -7.69 | .21 | .21 |
| CH VAL JOANIS R | | | 120 | 77 | 43 | 55.84 | .21 | .12 |
| FORTNT KSHR CAB | | | 118 | 101 | 17 | 16.83 | .21 | .16 |
| PUECH COCUT CHR | | | 117 | 196 | -79 | -40.31 | .20 | .31 |
| LES JAMELLS SYH | | | 116 | 151 | -35 | -23.18 | .20 | .24 |
| CH VX CRDNL LAF | | | 116 | 121 | -5 | -4.13 | .20 | .19 |
| CH PRAT DE CEST | | | 114 | 54 | 60 | 111.11 | .20 | .09 |
| CAHORS GRAVLOUS | | | 113 | 170 | -57 | -33.53 | .20 | .27 |
| DOM DE MULN MRL | | | 110 | 52 | 58 | 111.54 | .19 | .08 |
| DUBOEUF CHR/MRL | | | 93 | | 93 | 100.00 | .16 | .00 |
| LES JAMELLES SV | | | 92 | 103 | -11 | -10.68 | .16 | .16 |
| MARTINES VIOGNR | | | 91 | 21 | 70 | 333.33 | .16 | .03 |
| BVI MERLOT RES | | | 85 | 209 | -124 | -59.33 | .15 | .33 |
| L MRNTTE CH-VGN | | | 77 | 227 | -150 | -66.08 | .13 | .36 |
| MAS VIALA SYRAH | | | 76 | 826 | -750 | -90.80 | .13 | 1.32 |
| NOVELLUM CHR RS | | | 76 | 92 | -16 | -17.39 | .13 | .15 |
| MARTINES SAV BL | | | 71 | 539 | -468 | -86.83 | .12 | .86 |
| CH HAUT-LOGAT | | | 71 | 154 | -83 | -53.90 | .12 | .25 |
| MARTINES CHRDNV | | | 69 | 847 | -778 | -91.85 | .12 | 1.35 |
| DOM CANTON CB S | | | 69 | 55 | 14 | 25.45 | .12 | .09 |
| HANOVR COOP CAB | | | 67 | 30 | 37 | 123.33 | .12 | .05 |
| MOREAU SAUV BLC | | | 66 | 102 | -36 | -35.29 | .11 | .16 |
| VICHON CAB SAUV | | | 64 | 450 | -386 | -85.78 | .11 | .72 |
| B HERZOG CABRNT | | | 63 | 84 | -21 | -25.00 | .11 | .13 |
| HANOVR COOP MRL | | | 63 | 35 | 28 | 80.00 | .11 | .06 |
| OLD FART MERLOT | | | 62 | | 62 | 100.00 | .11 | .00 |
| TAIN CPGE SYRAH | | | 61 | 88 | -27 | -30.68 | .11 | .14 |
| BP ROTH CDT MRL | | | 59 | 112 | -53 | -47.32 | .10 | .18 |
| CH PENNA ROUSLLN | | | 59 | 75 | -16 | -21.33 | .10 | .12 |
| HANOVR COOP CHR | | | 56 | 63 | -7 | -11.11 | .10 | .10 |
| CHENET CHR V PY | | | 53 | 89 | -36 | -40.45 | .09 | .14 |
| VGNRN ARD CHDNV | | | 53 | | 53 | 100.00 | .09 | .00 |
| VICHON SYRAH | | | 52 | 219 | -167 | -76.26 | .09 | .35 |
| L MARIONTTE CAB | | | 52 | 18 | 34 | 188.89 | .09 | .03 |
| CH L'ERMIGE RED | | | 52 | | 52 | 100.00 | .09 | .00 |
| LAURUS GIGONDAS | | | 51 | 9 | 42 | 466.67 | .09 | .01 |
| LE VIEUX LG CHR | | | 51 | | 51 | 100.00 | .09 | .00 |
| CHENET MRL V PY | | | 49 | 95 | -46 | -48.42 | .09 | .15 |
| L'ORVAL VDP CAB | | | 44 | 106 | -62 | -58.49 | .08 | .17 |
| DM MARQS ST CHN | | | 42 | 11 | 31 | 281.82 | .07 | .02 |
| L'ORVAL VDP SRH | | | 40 | 446 | -406 | -91.03 | .07 | .71 |

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

ALL STATES-1/1/03 - 12/31/03

PAGE 87

| CLASS & TYPE BRAND | AGE / PROOF | RETAIL PRICE 750ml | CASE SALES | | CASES + or - | % OF + or - | % OF TYPE | |
|-----------------------|----------------|--------------------------|------------|-----------|-----------------|----------------|-----------|-----------|
| | | | This Year | Last Year | | | This Year | Last Year |
| RSV ST MARTN WH | | | 40 | 7 | 33 | 471.43 | .07 | .01 |
| J BELMNT MRL RS | | | 39 | 67 | -28 | -41.79 | .07 | .11 |
| L FAUX FROG MRL | | | 38 | 17 | 21 | 123.53 | .07 | .03 |
| CH PNNAUTIER ML | | | 37 | | 37 | 100.00 | .06 | .00 |
| CH L'ERMTEGE WHT | | | 36 | | 36 | 100.00 | .06 | .00 |
| J BELMNT CAB RS | | | 35 | 45 | -10 | -22.22 | .06 | .07 |
| G BERTRND SV BL | | | 34 | 6 | 28 | 466.67 | .06 | .01 |
| DOM FABAS CRGNN | | | 34 | 4 | 30 | 750.00 | .06 | .01 |
| PIERE TNNL CB S | | | 33 | 36 | -3 | -8.33 | .06 | .06 |
| DM RIEUX GRASSA | | | 32 | 148 | -116 | -78.38 | .06 | .24 |
| VGNRN ARD MERLT | | | 32 | | 32 | 100.00 | .06 | .00 |
| LUC PIRLET P NR | | | 32 | | 32 | 100.00 | .06 | .00 |
| J BELMNT CHR RS | | | 31 | 69 | -38 | -55.07 | .05 | .11 |
| HAUT-CARLES FRN | | | 30 | 16 | 14 | 87.50 | .05 | .03 |
| CH DE CMPGT MRL | | | 30 | | 30 | 100.00 | .05 | .00 |
| DOM CATON CHARD | | | 29 | 292 | -263 | -90.07 | .05 | .47 |
| GOULEYANT CAHOR | | | 29 | 34 | -5 | -14.71 | .05 | .05 |
| CMMNDRE BRGM RD | | | 28 | 22 | 6 | 27.27 | .05 | .04 |
| L'ORVAL CH/CHSN | | | 27 | 51 | -24 | -47.06 | .05 | .08 |
| HEART OF DRKNSS | | | 27 | 11 | 16 | 145.45 | .05 | .02 |
| NICOLAS MRL/SYH | | | 26 | 60 | -34 | -56.67 | .05 | .10 |
| LA FLEUR BLNCH | | | 26 | 43 | -17 | -39.53 | .05 | .07 |
| RSV NICOLAS MRL | | | 25 | 338 | -313 | -92.60 | .04 | .54 |
| DUBOEUFL MNG WH | | | 24 | 22 | 2 | 9.09 | .04 | .04 |
| NOVELLUM CT LNG | | | 24 | 16 | 8 | 50.00 | .04 | .03 |
| MARC BRDF CHNON | | | 23 | 26 | -3 | -11.54 | .04 | .04 |
| L FAUX FROG SYR | | | 23 | 6 | 17 | 283.33 | .04 | .01 |
| CH LNCYRE HT TR | | | 21 | | 21 | 100.00 | .04 | .00 |
| CH VAL JOANS RS | | | 20 | 18 | 2 | 11.11 | .03 | .03 |
| BVI CHRDNRY RES | | | 19 | 222 | -203 | -91.44 | .03 | .35 |
| RSV NICOLAS CAB | | | 19 | 37 | -18 | -48.65 | .03 | .06 |
| MAISN NCL ML SR | | | 19 | 23 | -4 | -17.39 | .03 | .04 |
| JULIETTA CAB SV | | | 19 | 17 | 2 | 11.76 | .03 | .03 |
| DM D PMRDES RED | | | 18 | 468 | -450 | -96.15 | .03 | .75 |
| DOM CANTON CHR | | | 18 | 1 | 17 | 1700.00 | .03 | .00 |
| LE VIEUX LG MLT | | | 18 | | 18 | 100.00 | .03 | .00 |
| TORTSE CR CH/VG | | | 16 | 9 | 7 | 77.78 | .03 | .01 |
| RS S MRTN RS SH | | | 15 | 145 | -130 | -89.66 | .03 | .23 |
| L FAUX FROG CHR | | | 15 | 19 | -4 | -21.05 | .03 | .03 |
| L MARIONTTE SRH | | | 15 | 9 | 6 | 66.67 | .03 | .01 |
| SNCRR DM NOZAY | | | 15 | | 15 | 100.00 | .03 | .00 |
| DOM FONTNLL MRL | | | 14 | 21 | -7 | -33.33 | .02 | .03 |
| DM LOYER BST SB | | | 14 | 19 | -5 | -26.32 | .02 | .03 |
| B DN BLGURS SYH | | | 14 | | 14 | 100.00 | .02 | .00 |
| ST CHNIAN JOUGL | | | 13 | 19 | -6 | -31.58 | .02 | .03 |
| J BELMNT MERLOT | | | 12 | 125 | -113 | -90.40 | .02 | .20 |
| LA CUV MYTHIQUE | | | 12 | 25 | -13 | -52.00 | .02 | .04 |
| L'AIGLON CHRDNRY | | | 12 | | 12 | 100.00 | .02 | .00 |
| DOM MIQUEL SYRH | | | 11 | 29 | -18 | -62.07 | .02 | .05 |
| TORTSE CR SR/MV | | | 11 | 4 | 7 | 175.00 | .02 | .01 |
| DM CTN PN N ANT | | | 11 | 2 | 9 | 450.00 | .02 | .00 |
| CH D L LQ CISTS | | | 10 | 18 | -8 | -44.44 | .02 | .03 |
| TAIN CPGE MRSNE | | | 10 | 15 | -5 | -33.33 | .02 | .02 |
| DOM PUGET MERLT | | | 10 | 12 | -2 | -16.67 | .02 | .02 |
| TORTSE CR ML/CB | | | 10 | 10 | | 100.00 | .02 | .02 |
| B HERZOG MERLOT | | | 10 | 8 | 2 | 25.00 | .02 | .01 |
| BOSSARD MUSCADT | | | 10 | 5 | 5 | 100.00 | .02 | .01 |
| RSV S MRTN MRLT | | | 9 | 249 | -240 | -96.39 | .02 | .40 |
| LE JAJA CAB/MRL | | | 9 | 23 | -14 | -60.87 | .02 | .04 |
| CH BARREJAT MAD | | | 9 | 18 | -9 | -50.00 | .02 | .03 |
| RSV S MRTN CHR | | | 8 | 79 | -71 | -89.87 | .01 | .13 |
| L DX RVS CORBRE | | | 8 | 69 | -61 | -88.41 | .01 | .11 |
| LA FLEUR ROUGE | | | 8 | 61 | -53 | -86.89 | .01 | .10 |
| CH DE CAMPUGET | | | 8 | 46 | -38 | -82.61 | .01 | .07 |
| DM TRIENNS SYRH | | | 8 | 24 | -16 | -66.67 | .01 | .04 |
| NOVELLUM MRL RS | | | 8 | 11 | -3 | -27.27 | .01 | .02 |
| DM TRIENNS RSV | | | 7 | 20 | -13 | -65.00 | .01 | .03 |
| G DUB MLNAGE 2B | | | 7 | 6 | 1 | 16.67 | .01 | .01 |
| J BELMNT MRL/CB | | | 6 | 51 | -45 | -88.24 | .01 | .08 |
| DOM DE POUY | | | 6 | 46 | -40 | -86.96 | .01 | .07 |
| VINIVAL MRLT/CB | | | 6 | 17 | -11 | -64.71 | .01 | .03 |
| BARON FOULON SB | | | 6 | 13 | -7 | -53.85 | .01 | .02 |
| CH VL JN GRIOTT | | | 6 | 12 | -6 | -50.00 | .01 | .02 |
| CH D PRZA MNRVS | | | 6 | 6 | | 100.00 | .01 | .01 |
| DOM CATON FM BL | | | 6 | 1 | 5 | 500.00 | .01 | .00 |
| G DUB MRL/CHARD | | | 5 | 149 | -144 | -96.64 | .01 | .24 |
| VINIVAL CH/CLMB | | | 5 | 26 | -21 | -80.77 | .01 | .04 |
| DM COUSSRGS SAV | | | 5 | 20 | -15 | -75.00 | .01 | .03 |
| CH DOURNIE CUV | | | 5 | 5 | | 100.00 | .01 | .01 |
| G BERTRND CHARD | | | 5 | | 5 | 100.00 | .01 | .00 |
| CH LOYER CRBRES | | | 4 | 30 | -26 | -86.67 | .01 | .05 |
| FORTANT SAUV BL | | | 4 | 11 | -7 | -63.64 | .01 | .02 |
| B HERZOG MUSCDT | | | 4 | 6 | -2 | -33.33 | .01 | .01 |
| D'ARDHUY CORTON | | | 4 | 6 | -2 | -33.33 | .01 | .01 |
| BARON FOULON CH | | | 4 | 5 | -1 | -20.00 | .01 | .01 |
| HERAULT ROUGE | | | 4 | | 4 | 100.00 | .01 | .00 |
| FORTANT WHT MRL | | | 3 | 77 | -74 | -96.10 | .01 | .12 |
| WAN FU WHITE | | | 3 | 45 | -42 | -93.33 | .01 | .07 |
| DOM TEMPR BANDL | | | 3 | 27 | -24 | -88.89 | .01 | .04 |
| CH VAL JOANIS W | | | 3 | 20 | -17 | -85.00 | .01 | .03 |
| DOM MIQUEL VGNR | | | 3 | 19 | -16 | -84.21 | .01 | .03 |
| ST VRN LES TROI | | | 3 | 7 | -4 | -57.14 | .01 | .01 |
| DOM MIQUEL MRLT | | | 3 | 6 | -3 | -50.00 | .01 | .01 |

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

ALL STATES-1/1/03 - 12/31/03

PAGE 88

| CLASS & TYPE BRAND | AGE / PROOF | RETAIL PRICE 750ml | CASE SALES | | CASES + or - | % OF + or - | % OF TYPE | |
|---------------------------|----------------|--------------------------|--------------|--------------|-----------------|----------------|-----------|-----------|
| | | | This Year | Last Year | | | This Year | Last Year |
| J BELMNT CHARD | | | 2 | 136 | -134 | -98.53 | .00 | .22 |
| CH ROUET CTS CV | | | 2 | 15 | -13 | -86.67 | .00 | .02 |
| DM PREURE PN/CH | | | 2 | 14 | -12 | -85.71 | .00 | .02 |
| L MARIONTE SAV | | | 2 | 10 | -8 | -80.00 | .00 | .02 |
| FORTANT SYRAH | | | 2 | 9 | -7 | -77.78 | .00 | .01 |
| J BELMONT SYRAH | | | 2 | 8 | -6 | -75.00 | .00 | .01 |
| TRIENNS RSV RED | | | 2 | 7 | -5 | -71.43 | .00 | .01 |
| DM RUSSL RPHL B | | | 2 | 7 | -5 | -71.43 | .00 | .01 |
| CH MONTUS CV PR | | | 2 | 5 | -3 | -60.00 | .00 | .01 |
| PIERE TNNL MRLT | | | 2 | 2 | | .00 | .00 | .00 |
| DM CTN MRLT AGE | | | 2 | 1 | 1 | 100.00 | .00 | .00 |
| PIERE TNNL CHR | | | 2 | 1 | 1 | 100.00 | .00 | .00 |
| CANYON CRST MRL | | | 2 | 1 | 1 | 100.00 | .00 | .00 |
| CANYON CRST CHR | | | 2 | 1 | 1 | 100.00 | .00 | .00 |
| MONT TAUCH OV W | | | 1 | 2 | -2 | -100.00 | .00 | .00 |
| PARENT BNE EPNT | | | 1 | 16 | -15 | -93.75 | .00 | .03 |
| CH PNNAUTIER CH | | | 1 | 16 | -15 | -93.75 | .00 | .03 |
| DOM CANTON MRLT | | | 1 | 11 | -10 | -90.91 | .00 | .02 |
| DM CNTN CB S VV | | | 1 | 10 | -9 | -90.00 | .00 | .02 |
| M PICARD CHABLS | | | 1 | 8 | -7 | -87.50 | .00 | .01 |
| DM CTN CHR | | | 1 | 2 | -1 | -50.00 | .00 | .00 |
| DM CTN CHR AGE | | | 1 | 2 | -1 | -50.00 | .00 | .00 |
| TRIENNES VIOGNR | | | 1 | 2 | -1 | -50.00 | .00 | .00 |
| BARON FOULON ML | | | 1 | 1 | | .00 | .00 | .00 |
| DOM PUGET CB SV | | | 1 | 1 | | .00 | .00 | .00 |
| SNCRR L TULRS | | | 1 | 1 | 1 | 100.00 | .00 | .00 |
| CH LOYER CHRDN | | | | 192 | -192 | -100.00 | .00 | .31 |
| BOUCHERON MERLT | | | | 186 | -186 | -100.00 | .00 | .30 |
| DM D PMRDES CAB | | | | 122 | -122 | -100.00 | .00 | .19 |
| ARIANNA RED | | | | 120 | -120 | -100.00 | .00 | .19 |
| ARIANNA WHITE | | | | 120 | -120 | -100.00 | .00 | .19 |
| CH SAINTE CROIX | | | | 103 | -103 | -100.00 | .00 | .16 |
| DM L GLNRE CRGN | | | | 64 | -64 | -100.00 | .00 | .10 |
| DM LOYER BST CB | | | | 55 | -55 | -100.00 | .00 | .09 |
| ENSERUNE MERLOT | | | | 51 | -51 | -100.00 | .00 | .08 |
| DANILE L'ANS SB | | | | 47 | -47 | -100.00 | .00 | .07 |
| L DX RUS CRB WH | | | | 41 | -41 | -100.00 | .00 | .07 |
| MONT TAUCH OV R | | | | 40 | -40 | -100.00 | .00 | .06 |
| CH MONTUS MADRN | | | | 36 | -36 | -100.00 | .00 | .06 |
| DM LOYER BST ML | | | | 27 | -27 | -100.00 | .00 | .04 |
| VGNRN ARD VG-CH | | | | 25 | -25 | -100.00 | .00 | .04 |
| DM DONJON MERLT | | | | 19 | -19 | -100.00 | .00 | .03 |
| VIEUX TELGRPH R | | | | 15 | -15 | -100.00 | .00 | .02 |
| JEAN PIERRE MRL | | | | 14 | -14 | -100.00 | .00 | .02 |
| DM CNTN CHR VV | | | | 12 | -12 | -100.00 | .00 | .02 |
| DUBOEUF MLNG GF | | | | 12 | -12 | -100.00 | .00 | .02 |
| CH BELINGARD BL | | | | 12 | -12 | -100.00 | .00 | .02 |
| CH LE RENAUDIE | | | | 12 | -12 | -100.00 | .00 | .02 |
| BONIFACE RSSTTE | | | | 10 | -10 | -100.00 | .00 | .02 |
| PASSETOUTGRAINS | | | | 10 | -10 | -100.00 | .00 | .02 |
| RIVEFORT MERLOT | | | | 8 | -8 | -100.00 | .00 | .01 |
| MATAYAC CAHORS | | | | 6 | -6 | -100.00 | .00 | .01 |
| J BELMNT CAB SV | | | | 5 | -5 | -100.00 | .00 | .01 |
| MAS VIALA CV TS | | | | 5 | -5 | -100.00 | .00 | .01 |
| COURCHEVAL MRLT | | | | 5 | -5 | -100.00 | .00 | .01 |
| CH LNCYRE ROUVR | | | | 4 | -4 | -100.00 | .00 | .01 |
| J BELMONT SV BL | | | | 4 | -4 | -100.00 | .00 | .01 |
| ABBOTT BOREAS C | | | | 4 | -4 | -100.00 | .00 | .01 |
| LE JRDNT ROUGE | | | | 4 | -4 | -100.00 | .00 | .01 |
| PINON VVRY TRAD | | | | 4 | -4 | -100.00 | .00 | .01 |
| B HERZOG VALFRE | | | | 4 | -4 | -100.00 | .00 | .01 |
| DM DU BOSC MRLT | | | | 4 | -4 | -100.00 | .00 | .01 |
| CH BELINGARD MN | | | | 4 | -4 | -100.00 | .00 | .01 |
| CHANSON SEL RED | | | | 4 | -4 | -100.00 | .00 | .01 |
| CH DE CLOSTRE | | | | 3 | -3 | -100.00 | .00 | .00 |
| LE PIGEFOULT RGE | | | | 3 | -3 | -100.00 | .00 | .00 |
| RIVEFORT CAB SV | | | | 3 | -3 | -100.00 | .00 | .00 |
| F LABET CHRDN | | | | 3 | -3 | -100.00 | .00 | .00 |
| PARTAGER MRL/CB | | | | 3 | -2 | -100.00 | .00 | .00 |
| DM D MNTPZT MRL | | | | 2 | -2 | -100.00 | .00 | .00 |
| DM DU BOSC CHR | | | | 2 | -2 | -100.00 | .00 | .00 |
| DULONG VDP CHR | | | | 2 | -2 | -100.00 | .00 | .00 |
| J BELMNT RS SRH | | | | 2 | -2 | -100.00 | .00 | .00 |
| DOM CANTELAUZE | | | | 2 | -2 | -100.00 | .00 | .00 |
| ABBOTT CUM SHRZ | | | | 2 | -2 | -100.00 | .00 | .00 |
| DOM DE VIPUR | | | | 2 | -2 | -100.00 | .00 | .00 |
| LE JRDNT BLANC | | | | 2 | -2 | -100.00 | .00 | .00 |
| DM D'AUV A-D BL | | | | 1 | -1 | -100.00 | .00 | .00 |
| DM CNTN MRLT VV | | | | 1 | -1 | -100.00 | .00 | .00 |
| FITOU GLD MEDAL | | | | 1 | -1 | -100.00 | .00 | .00 |
| RICHEMONT CHARD | | | | 1 | -1 | -100.00 | .00 | .00 |
| ST CHIN CH MQUL | | | | 1 | -1 | -100.00 | .00 | .00 |
| PIAT D'OR RED | | | | 1 | -1 | -100.00 | .00 | .00 |
| CLOS LES FOUGER | | | | 1 | -1 | -100.00 | .00 | .00 |
| DM CTN CB S ANT | | | | 1 | -1 | -100.00 | .00 | .00 |
| DM D'AUV AUX CL | | | | 1 | -1 | -100.00 | .00 | .00 |
| DM CTN MRLT ANT | | | | 1 | -1 | -100.00 | .00 | .00 |
| TOTAL FRENCH OTHER | | | 57403 | 62685 | -5282 | -8.43 | | |
| GRM LIEBFMCH | | | | | | | | |
| HSS LIEB BL NUN | | | 12093 | 12046 | 47 | .39 | 60.99 | 59.01 |
| KREUSCH LEONARD | | | 2974 | 2481 | 493 | 19.87 | 15.00 | 12.15 |
| FRZ WEBER LIEBF | | | 2143 | 2306 | -163 | -7.07 | 10.81 | 11.30 |

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

ALL STATES-1/1/03 - 12/31/03

PAGE 89

| CLASS & TYPE BRAND | AGE / PROOF | RETAIL PRICE 750ml | CASE SALES | | CASES + or - | % OF + or - | % OF TYPE | |
|-----------------------------|----------------|--------------------------|--------------|--------------|-----------------|----------------|-----------|-----------|
| | | | This Year | Last Year | | | This Year | Last Year |
| SOEHNE LIEB QBA | | | 1336 | 1379 | -43 | -3.12 | 6.74 | 6.75 |
| LITTLE RH BR LB | | | 352 | 1079 | -727 | -67.38 | 1.78 | 5.29 |
| BRNNR LIEBF QBA | | | 315 | 383 | -68 | -17.75 | 1.59 | 1.88 |
| RHINE BEAR | | | 204 | | 204 | 100.00 | 1.03 | .00 |
| JAKOB DMMR LIEB | | | 128 | 150 | -22 | -14.67 | .65 | .73 |
| ST CHRISTOPHER | | | 98 | 75 | 23 | 30.67 | .49 | .37 |
| DR ZENZEN | | | 95 | 87 | 8 | 9.20 | .48 | .43 |
| VLCK LIEB MDNNA | | | 83 | 13 | 70 | 538.46 | .42 | .06 |
| LUDWIG NEUHAUS | | | 4 | 14 | -10 | -71.43 | .02 | .07 |
| LANGBART LIEB | | | 3 | 12 | -9 | -75.00 | .02 | .06 |
| JK LIEBF GLOCK | | | | 390 | -390 | -100.00 | .00 | 1.91 |
| TOTAL GRM LIEBF RMCH | | | 19828 | 20415 | -587 | -2.88 | | |
| GRM MOSELLE | | | | | | | | |
| KRSH ZL SCH KTZ | | | 4976 | 4664 | 312 | 6.69 | 21.43 | 21.77 |
| SOHN PSP MCH SP | | | 1465 | 1356 | 109 | 8.04 | 6.31 | 6.33 |
| C REH PSP MCH S | | | 1452 | 1201 | 251 | 20.90 | 6.25 | 5.61 |
| FW ZLR SCH KATZ | | | 1145 | 1172 | -27 | -2.30 | 4.93 | 5.47 |
| C REH BRN KF SP | | | 876 | 814 | 62 | 7.62 | 3.77 | 3.80 |
| C REH PSP GLDTR | | | 810 | 754 | 56 | 7.43 | 3.49 | 3.52 |
| VALCKBG RSL ZSK | | | 779 | 571 | 208 | 36.43 | 3.36 | 2.67 |
| KREUSCH MOSBL | | | 735 | 744 | -9 | -1.21 | 3.17 | 3.47 |
| FW PIESPTR MICH | | | 722 | 800 | -78 | -9.75 | 3.11 | 3.73 |
| GRACH HIML SPAT | | | 696 | 472 | 224 | 47.46 | 3.00 | 2.20 |
| CG MICHLBRG PSP | | | 640 | 466 | 174 | 37.34 | 2.76 | 2.18 |
| BLUE NUN RIESLG | | | 638 | 3 | 635 | ***** | 2.75 | .01 |
| SCHLNK HAUS SPT | | | 637 | 634 | 3 | .47 | 2.74 | 2.96 |
| SCHLNK HAUS AUS | | | 567 | 350 | 217 | 62.00 | 2.44 | 1.63 |
| KRSH PSP MCHLBG | | | 560 | 588 | -28 | -4.76 | 2.41 | 2.74 |
| C REH TRTNHM SP | | | 560 | 472 | 88 | 18.64 | 2.41 | 2.20 |
| SCHLNK HAUS KAB | | | 469 | 284 | 185 | 65.14 | 2.02 | 1.33 |
| SCHLNK HAUS RSL | | | 465 | 791 | -326 | -41.21 | 2.00 | 3.69 |
| SOHN PSP MCH KB | | | 454 | 524 | -70 | -13.36 | 1.96 | 2.45 |
| SOHN PSP MCH Q | | | 418 | 322 | 94 | 29.19 | 1.79 | 1.50 |
| MOSLND P MC RSL | | | 396 | 349 | 49 | 14.04 | 1.71 | 1.63 |
| HARRT PSP TRPCH | | | 336 | 154 | 182 | 118.18 | 1.45 | .72 |
| DR LOOSEN RISLG | | | 300 | 63 | 237 | 376.19 | 1.29 | .29 |
| DR ZENZEN SPATLS | | | 290 | 354 | -64 | -18.08 | 1.25 | 1.65 |
| VALCKBG RSL KAB | | | 270 | 230 | 40 | 17.39 | 1.16 | 1.07 |
| WEH SONN SPTLSE | | | 231 | 345 | -114 | -33.04 | 1.00 | 1.61 |
| SOHN ZLR S KATZ | | | 206 | 260 | -54 | -20.77 | .89 | 1.21 |
| SOHN PSP MCH AU | | | 184 | 204 | -20 | -9.80 | .79 | .95 |
| BRNNR ZLR S KTZ | | | 167 | 282 | -115 | -40.78 | .72 | 1.32 |
| ST CHRIS PM QBA | | | 164 | 99 | 65 | 65.66 | .71 | .46 |
| R WTEST RVR SEL | | | 163 | 36 | 127 | 352.78 | .70 | .17 |
| MOSLND RSLG AV | | | 144 | 106 | 38 | 35.85 | .62 | .49 |
| VALCKBG RSL SPT | | | 123 | 14 | 109 | 778.57 | .53 | .07 |
| ST CHRIS ZSK | | | 115 | 67 | 48 | 71.64 | .50 | .31 |
| BRNNR BRN KRF S | | | 109 | 127 | -18 | -14.17 | .47 | .59 |
| C GRAFF PSP GLD | | | 86 | 80 | 6 | 7.50 | .37 | .37 |
| KRSH PSP MCH AU | | | 78 | 68 | 10 | 14.71 | .34 | .32 |
| BRNNR PSP GLD K | | | 77 | 106 | -29 | -27.36 | .33 | .49 |
| SOEHNE BRNK KUR | | | 77 | 47 | 30 | 63.83 | .33 | .22 |
| MOSLND RSLG ZSK | | | 65 | 83 | -18 | -21.69 | .28 | .39 |
| SOHN PSP GLD SP | | | 64 | 46 | 18 | 39.13 | .28 | .21 |
| JJ PRM BRNKSTLR | | | 64 | | 64 | 100.00 | .28 | .00 |
| RM PSP G KAB RS | | | 53 | | 53 | 100.00 | .23 | .00 |
| JJ PRUM GRCH KB | | | 42 | | 42 | 100.00 | .18 | .00 |
| HAART P GD RS K | | | 41 | 14 | 27 | 192.86 | .18 | .07 |
| SELBACH RIESLNG | | | 36 | | 36 | 100.00 | .16 | .00 |
| LANGBART PSP MC | | | 32 | 30 | 2 | 6.67 | .14 | .14 |
| JJ PRUM WH SN S | | | 29 | 24 | 5 | 20.83 | .12 | .11 |
| BRNNR PSP MCH S | | | 28 | 131 | -103 | -78.63 | .12 | .61 |
| JJ PRUM WH SN A | | | 28 | 11 | 17 | 154.55 | .12 | .05 |
| JK ZLLR SCH KTZ | | | 24 | 383 | -359 | -93.73 | .10 | 1.79 |
| WEGLR BRN DC SP | | | 17 | 22 | -5 | -22.73 | .07 | .10 |
| F HAAG JF SN SP | | | 9 | 4 | 5 | 125.00 | .04 | .02 |
| WNGUT EM SCZ RS | | | 8 | 11 | -3 | -27.27 | .03 | .05 |
| LANGBART Z S K | | | 7 | 11 | -4 | -36.36 | .03 | .05 |
| WEGLR BRN DC KB | | | 7 | 5 | 2 | 40.00 | .03 | .02 |
| F HAAG BR JF RS | | | 7 | | 7 | 100.00 | .03 | .00 |
| ST CHRIS BK SPT | | | 7 | | 7 | 100.00 | .03 | .00 |
| ST CHRIS PM SPT | | | 6 | | 6 | 100.00 | .03 | .00 |
| DR ZENZEN MSLBLM | | | 5 | 7 | -2 | -28.57 | .02 | .03 |
| ST CHRIS P MC AU | | | 5 | 5 | | .00 | .02 | .02 |
| ST CHRIS BK AUS | | | 5 | | 5 | 100.00 | .02 | .00 |
| ST CHRIS P GD AU | | | 5 | | 5 | 100.00 | .02 | .00 |
| JJ PRUM GRCH AU | | | 5 | | 5 | 100.00 | .02 | .00 |
| C GRAFF RSL KAB | | | 4 | 104 | -100 | -96.15 | .02 | .49 |
| KRSH TW RVR RSL | | | 4 | 16 | -12 | -75.00 | .02 | .07 |
| KESSEL PSP GD S | | | 4 | 8 | -4 | -50.00 | .02 | .04 |
| ST CHRIS PM KAB | | | 4 | | 4 | 100.00 | .02 | .00 |
| MOSLND RSLG AV | | | 3 | 28 | -25 | -89.29 | .01 | .13 |
| JKB DM P MC AUS | | | 3 | | 3 | 100.00 | .01 | .00 |
| ST CHRIS P GD SP | | | 3 | | 3 | 100.00 | .01 | .00 |
| ST CHRIS P GD KB | | | 3 | | 3 | 100.00 | .01 | .00 |
| MOLTOR BK BD RS | | | 2 | 6 | -4 | -66.67 | .01 | .03 |
| SOHN KAB BRNKST | | | 1 | 23 | -22 | -95.65 | .00 | .11 |
| SCHLNK HAUS ZBT | | | 1 | 15 | -14 | -93.33 | .00 | .07 |
| KRSH TW R RS LH | | | 1 | 13 | -12 | -92.31 | .00 | .06 |
| HSS PSP GLD SPT | | | 1 | | 1 | -50.00 | .00 | .01 |
| MOLTOR WK RS KB | | | 1 | 2 | -1 | -50.00 | .00 | .01 |

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

ALL STATES-1/1/03 - 12/31/03

PAGE 90

| CLASS & TYPE BRAND | AGE / PROOF | RETAIL PRICE 750ml | CASE SALES | | CASES + or - | % OF + or - | % OF TYPE | |
|---------------------------|----------------|--------------------------|--------------|--------------|-----------------|----------------|-----------|-----------|
| | | | This Year | Last Year | | | This Year | Last Year |
| WEGELER EST RSL | | | 1 | | 1 | 100.00 | .00 | .00 |
| JK PIESPRTR MCH | | | | 233 | -233 | -100.00 | .00 | 1.09 |
| JJ PRUM WH SN K | | | | 83 | -83 | -100.00 | .00 | .39 |
| SOHN AUS BRNKST | | | | 40 | -40 | -100.00 | .00 | .19 |
| F HAAG EST RSL | | | | 15 | -15 | -100.00 | .00 | .07 |
| DR PAULY WH SON | | | | 15 | -15 | -100.00 | .00 | .07 |
| BRNNR BRN KRF Q | | | | 14 | -14 | -100.00 | .00 | .07 |
| ST CHRIS GF BOX | | | | 8 | -8 | -100.00 | .00 | .04 |
| KRSH RSL EST BT | | | | 5 | -5 | -100.00 | .00 | .02 |
| KRSH PSP GLDTRP | | | | 5 | -5 | -100.00 | .00 | .02 |
| KRSH RHNHSN SPT | | | | 5 | -5 | -100.00 | .00 | .02 |
| SOHN SPT BRNKST | | | | 4 | -4 | -100.00 | .00 | .02 |
| AYLR KP ERB KAB | | | | 3 | -3 | -100.00 | .00 | .01 |
| KRSH PSP MCH KB | | | | 2 | -2 | -100.00 | .00 | .01 |
| MOLTOR GH RS SP | | | | 2 | -2 | -100.00 | .00 | .01 |
| ST CHRIS NGD KAB | | | | 2 | -2 | -100.00 | .00 | .01 |
| MOLTOR RSL TRKN | | | | 2 | -2 | -100.00 | .00 | .01 |
| KRSH PSP MCH SP | | | | 2 | -2 | -100.00 | .00 | .01 |
| ST CHRIS NGD AUS | | | | 2 | -2 | -100.00 | .00 | .01 |
| JKB DM CLSC RSL | | | | 1 | -1 | -100.00 | .00 | .00 |
| KRSH ZSK SPATLS | | | | 1 | -1 | -100.00 | .00 | .00 |
| WNGUT EM SCZ KB | | | | 1 | -1 | -100.00 | .00 | .00 |
| MOLTOR ZS RS AU | | | | 1 | -1 | -100.00 | .00 | .00 |
| KRSH BRN KRF RS | | | | 1 | -1 | -100.00 | .00 | .00 |
| JKB DM P MC QBA | | | | 1 | -1 | -100.00 | .00 | .00 |
| TOTAL GRM MOSELLE | | | 23215 | 21425 | 1790 | 8.35 | | |
| GERMAN RHINE | | | | | | | | |
| SOHNE RSLNG QBA | | | 7145 | 5373 | 1772 | 32.98 | 31.98 | 29.26 |
| BLACK TOWER WHT | | | 6790 | 6736 | 54 | .80 | 30.39 | 36.69 |
| C REH RSLNG QBA | | | 2559 | 1621 | 938 | 57.87 | 11.45 | 8.83 |
| KELLER GEISTER | | | 919 | 1004 | -85 | -8.47 | 4.11 | 5.47 |
| VLKNBG GWZ PFLZ | | | 914 | 545 | 369 | 67.71 | 4.09 | 2.97 |
| SOHNE RSL SPTLS | | | 543 | 409 | 134 | 32.76 | 2.43 | 2.23 |
| C REH FLNHMR SP | | | 515 | 473 | 42 | 8.88 | 2.30 | 2.58 |
| LANZNRTR NRSTNR | | | 422 | 274 | 148 | 54.01 | 1.89 | 1.49 |
| SOHNE RSLNG PCK | | | 312 | 38 | 274 | 721.05 | 1.40 | .21 |
| GNTRM NRSTN RSL | | | 293 | 223 | 70 | 31.39 | 1.31 | 1.21 |
| F WEBER RIESLNG | | | 266 | 61 | 205 | 336.07 | 1.19 | .33 |
| SOHNE RSLNG AUS | | | 246 | 171 | 75 | 43.86 | 1.10 | .93 |
| SOHNE RSLNG KAB | | | 190 | 125 | 65 | 52.00 | .85 | .68 |
| GNTRM RS AUS OP | | | 159 | 95 | 64 | 67.37 | .71 | .52 |
| JAKOB DEMMR AUS | | | 158 | 179 | -21 | -11.73 | .71 | .97 |
| SOHN BRCH BG AU | | | 135 | 120 | 15 | 12.50 | .60 | .65 |
| SOHN BCH BGN SP | | | 110 | 78 | 32 | 41.03 | .49 | .42 |
| SOHN BCH BGN KB | | | 109 | 80 | 29 | 36.25 | .49 | .44 |
| BLACK TOWER RSL | | | 109 | | 109 | 100.00 | .49 | .00 |
| VLKNBG MDNA AUS | | | 101 | 229 | -128 | -55.90 | .45 | 1.25 |
| SOHNE CLSC RSLG | | | 69 | 43 | 26 | 60.47 | .31 | .23 |
| SOHNE NRS G DOM | | | 61 | 40 | 21 | 52.50 | .27 | .22 |
| BRNNR OPP KR SP | | | 48 | 89 | -41 | -46.07 | .21 | .48 |
| BRNNR NTS GT DM | | | 44 | 101 | -57 | -56.44 | .20 | .55 |
| KRSH GT DMTL SP | | | 44 | 45 | -1 | -2.22 | .20 | .25 |
| R WIEST RVR SEL | | | 36 | 24 | 12 | 50.00 | .16 | .13 |
| ST CHRIS GEWURZT | | | 9 | 5 | 4 | 80.00 | .04 | .03 |
| ST CHRSTPHR RSL | | | 5 | | 5 | 100.00 | .02 | .00 |
| ST CHRIS OP K SP | | | 5 | | 5 | 100.00 | .02 | .00 |
| R WEIL GRFBG SP | | | 4 | | 4 | 100.00 | .02 | .00 |
| ST CHRIS NGD SPT | | | 3 | 2 | 1 | 50.00 | .01 | .01 |
| KRSH SAPPHR SPT | | | 3 | | 3 | 100.00 | .01 | .00 |
| R WEIL EST RSLN | | | 2 | 7 | -5 | -71.43 | .01 | .04 |
| KRSH RHNHSN AUS | | | 2 | 3 | -1 | -33.33 | .01 | .02 |
| WHS HEGER PN NR | | | 2 | 2 | | .00 | .01 | .01 |
| C REH B RVR RSL | | | 2 | | 2 | 100.00 | .01 | .00 |
| KRSH SAPPHR AUS | | | 2 | | 2 | 100.00 | .01 | .00 |
| NIER LANZENRTR | | | 1 | 38 | -37 | -97.37 | .00 | .21 |
| KREUSCH JOHAN | | | 1 | 13 | -12 | -92.31 | .00 | .07 |
| LANGBART OP KRT | | | 1 | 1 | | .00 | .00 | .01 |
| KRSH SAPPHR KAB | | | 1 | 1 | | .00 | .00 | .01 |
| ST CHRIS OP K AU | | | 1 | | 1 | 100.00 | .00 | .00 |
| R WEIL GRFBG AU | | | 1 | | 1 | 100.00 | .00 | .00 |
| ST CHRIS OP K KB | | | 1 | | 1 | 100.00 | .00 | .00 |
| SCHNLBR HALNBGR | | | 1 | | 1 | 100.00 | .00 | .00 |
| SIMMRMN RHN RSL | | | | 84 | -84 | -100.00 | .00 | .46 |
| KRSH TW RV GWZT | | | | 7 | -7 | -100.00 | .00 | .04 |
| GNTRM RS BRNSLS | | | | 6 | -6 | -100.00 | .00 | .03 |
| KRSH RHNHSN KAB | | | | 5 | -5 | -100.00 | .00 | .03 |
| ST CHRIS BNGR AU | | | | 4 | -4 | -100.00 | .00 | .02 |
| GNTRM PNGN ESWN | | | | 3 | -3 | -100.00 | .00 | .02 |
| KRSH GT DMTL AU | | | | 2 | -2 | -100.00 | .00 | .01 |
| KRSH GT DMTL KB | | | | 1 | -1 | -100.00 | .00 | .01 |
| KRSH WORM LB SP | | | | 1 | -1 | -100.00 | .00 | .01 |
| TOTAL GERMAN RHINE | | | 22344 | 18361 | 3983 | 21.69 | | |
| GERMAN OTHER | | | | | | | | |
| KREUSCH AUSLESE | | | 602 | 556 | 46 | 8.27 | 15.60 | 14.68 |
| NUERNBRGR GLUWN | | | 558 | 527 | 31 | 5.88 | 14.46 | 13.91 |
| C REH KRNBNS SP | | | 550 | 559 | -9 | -1.61 | 14.25 | 14.76 |
| GUNTRUM RY BL R | | | 522 | 307 | 215 | 70.03 | 13.52 | 8.10 |
| FRANZ WEBER MAY | | | 473 | 564 | -91 | -16.13 | 12.25 | 14.89 |
| SCHLS R RSL KAB | | | 431 | 353 | 78 | 22.10 | 11.17 | 9.32 |

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

ALL STATES-1/1/03 - 12/31/03

PAGE 91

| CLASS & TYPE BRAND | AGE / PROOF | RETAIL PRICE 750ml | CASE SALES | | CASES + or - | % OF + or - | % OF TYPE | |
|----------------------------|----------------|--------------------------|--------------|--------------|-----------------|----------------|-----------|-----------|
| | | | This Year | Last Year | | | This Year | Last Year |
| JAKOB DMMR SPAT | | | 279 | 252 | 27 | 10.71 | 7.23 | 6.65 |
| BLK TWR DORN PN | | | 148 | 281 | -133 | -47.33 | 3.83 | 7.42 |
| GUNTRUM SCH KAB | | | 104 | 106 | -2 | -1.89 | 2.69 | 2.80 |
| MILZ TRT ALT SP | | | 44 | | 44 | 100.00 | 1.14 | .00 |
| DR PAULY RISLNG | | | 30 | 15 | 15 | 100.00 | .78 | .40 |
| AFFENTALER SPTB | | | 21 | 37 | -16 | -43.24 | .54 | .98 |
| ST CHRIS GLUHWN | | | 13 | 1 | 12 | 1200.00 | .34 | .03 |
| AFFENTALER RSLG | | | 12 | | 12 | 100.00 | .31 | .00 |
| FURST VN METNCH | | | 9 | 8 | 1 | 12.50 | .23 | .21 |
| POSSMAN FRNKETR | | | 9 | | 9 | 100.00 | .23 | .00 |
| KRSH DEX DOK SP | | | 7 | 13 | -6 | -46.15 | .18 | .34 |
| DR PAULY GH SPT | | | 7 | 10 | -3 | -30.00 | .18 | .26 |
| KREUSCH MAY | | | 6 | 10 | -4 | -40.00 | .16 | .26 |
| SCHLSS VLRD QBA | | | 6 | 4 | 2 | 50.00 | .16 | .11 |
| VALKENBERG KAB | | | 5 | 20 | -15 | -75.00 | .13 | .53 |
| DR PAULY BB AUS | | | 4 | | 4 | 100.00 | .10 | .00 |
| WURTEMBERGER TRL | | | 3 | 2 | 1 | 50.00 | .08 | .05 |
| SCHNK BRN RSLNG | | | 2 | 20 | -18 | -90.00 | .05 | .53 |
| KSLSTATT SCH RS | | | 2 | 14 | -12 | -85.71 | .05 | .37 |
| KRSH DEX DOK AU | | | 2 | | 2 | 100.00 | .05 | .00 |
| URZIGER WZTN RS | | | 2 | | 2 | 100.00 | .05 | .00 |
| SCHNK GH RSL SP | | | 1 | 18 | -17 | -94.44 | .03 | .48 |
| VALKNBERG KB/SP | | | 1 | 15 | -14 | -93.33 | .03 | .40 |
| SCHNK GH RSL KB | | | 1 | 9 | -8 | -88.89 | .03 | .24 |
| SCHLSS VLRD KAB | | | 1 | 8 | -7 | -87.50 | .03 | .21 |
| SCHNK BRN RS KB | | | 1 | 3 | -2 | -66.67 | .03 | .08 |
| DR PAULY GH KAB | | | 1 | | 1 | 100.00 | .03 | .00 |
| V BUHL HBTCK JL | | | 1 | | 1 | 100.00 | .03 | .00 |
| SCHMT KINDER BC | | | 1 | | 1 | 100.00 | .03 | .00 |
| KRSH DEX DOK KB | | | 1 | | 1 | 100.00 | .03 | .00 |
| HSS GEWRZTRAMNR | | | | 22 | -22 | -100.00 | .00 | .58 |
| DR ZENZEN KABNT | | | | 13 | -13 | -100.00 | .00 | .34 |
| DR PAULY BB SPT | | | | 11 | -11 | -100.00 | .00 | .29 |
| BRNNR BLUR ST M | | | | 9 | -9 | -100.00 | .00 | .24 |
| RHNRT OCK RS KB | | | | 3 | -3 | -100.00 | .00 | .08 |
| EBRBCH RSLG QBA | | | | 3 | -3 | -100.00 | .00 | .08 |
| S SRRG HRR RS K | | | | 3 | -3 | -100.00 | .00 | .08 |
| LANGBART MAY | | | | 3 | -3 | -100.00 | .00 | .08 |
| RHNRT AK RSL SP | | | | 3 | -3 | -100.00 | .00 | .08 |
| EBRBCH RB RS SP | | | | 2 | -2 | -100.00 | .00 | .05 |
| DEER MTN DRY RS | | | | 2 | -2 | -100.00 | .00 | .05 |
| V BUHL RUPBGR D | | | | 1 | -1 | -100.00 | .00 | .03 |
| HFKLLR WZ RS KB | | | | 1 | -1 | -100.00 | .00 | .03 |
| TOTAL GERMAN OTHER | | | 3860 | 3788 | 72 | 1.90 | | |
| ITL BARDOLINO | | | | | | | | |
| BOLLA BARDOLINO | | | 5670 | 5814 | -144 | -2.48 | 81.30 | 77.63 |
| FOLNRI BARDLNO | | | 1255 | 1633 | -378 | -23.15 | 18.00 | 21.81 |
| CA'MONTINI CLSS | | | 45 | 41 | 4 | 9.76 | .65 | .55 |
| MASI BRDLNO CLS | | | 4 | | 4 | 100.00 | .06 | .00 |
| SARTORI BRDOLNO | | | | 1 | -1 | -100.00 | .00 | .01 |
| TOTAL ITL BARDOLINO | | | 6974 | 7489 | -515 | -6.88 | | |
| ITL BIANCO | | | | | | | | |
| RIUNITE BIANCO | | | 32571 | 31842 | 729 | 2.29 | 65.04 | 61.52 |
| RIUNITE BLS BNC | | | 11803 | 12663 | -860 | -6.79 | 23.57 | 24.46 |
| PRNCPTO VLD BNC | | | 2728 | 2929 | -201 | -6.86 | 5.45 | 5.66 |
| CELLA CHR VNETO | | | 1469 | 2804 | -1335 | -47.61 | 2.93 | 5.42 |
| ANTNORI VLLA WH | | | 927 | 1063 | -136 | -12.79 | 1.85 | 2.05 |
| PRINCIPATO FLK | | | 259 | 188 | 71 | 37.77 | .52 | .36 |
| POZZI SICILIA | | | 106 | 43 | 63 | 146.51 | .21 | .08 |
| IL PGGIONE STRW | | | 68 | 5 | 63 | 1260.00 | .14 | .01 |
| CAVIT PRNCTO BN | | | 57 | 26 | 31 | 119.23 | .11 | .05 |
| FOSSI | | | 39 | 75 | -36 | -48.00 | .08 | .14 |
| LA ISOLA | | | 25 | 5 | 20 | 400.00 | .05 | .01 |
| REGALEALI | | | 21 | 13 | 8 | 61.54 | .04 | .03 |
| LA SCOLCA GAVI | | | 3 | 13 | -10 | -76.92 | .01 | .03 |
| MONTRESOR CUSTZ | | | 1 | 6 | -5 | -83.33 | .00 | .01 |
| MAREGA PINOT | | | 1 | | 1 | 100.00 | .00 | .00 |
| MAREGA HOLBAR | | | 1 | | 1 | 100.00 | .00 | .00 |
| IL PGGIONE GLSS | | | 1 | | 1 | 100.00 | .00 | .00 |
| DELLA TORRE | | | | 84 | -84 | -100.00 | .00 | .16 |
| TFNBRNNR PN BNC | | | | 1 | -1 | -100.00 | .00 | .00 |
| MSTBDNO IRPINIA | | | | 1 | -1 | -100.00 | .00 | .00 |
| BARTNURA RYL 18 | | | | 1 | -1 | -100.00 | .00 | .00 |
| TOTAL ITL BIANCO | | | 50080 | 51762 | -1682 | -3.25 | | |
| ITL CHIANTI | | | | | | | | |
| RUFFINO RED | | | 11594 | 12330 | -736 | -5.97 | 10.28 | 11.16 |
| STRACCALI | | | 8604 | 7874 | 730 | 9.27 | 7.63 | 7.13 |
| MELINI BRGH ELS | | | 6992 | 7177 | -185 | -2.58 | 6.20 | 6.50 |
| RUFF RSRVA DCAL | | | 6303 | 5955 | 348 | 5.84 | 5.59 | 5.39 |
| CECCHI CLASSICO | | | 5784 | 5176 | 608 | 11.75 | 5.13 | 4.69 |
| BELL'AGIO | | | 5514 | 5359 | 155 | 2.89 | 4.89 | 4.85 |
| BANFI V CLS RSV | | | 5419 | 5167 | 252 | 4.88 | 4.81 | 4.68 |
| ELMO PIO | | | 5349 | 5640 | -291 | -5.16 | 4.74 | 5.11 |
| PLACIDO BORDEAU | | | 4626 | 5319 | -693 | -13.03 | 4.10 | 4.81 |
| ROCCA DEL MACIE | | | 4242 | 4248 | -6 | -.14 | 3.76 | 3.85 |
| PICCINI | | | 3710 | 4891 | -1181 | -24.15 | 3.29 | 4.43 |
| ECCO DOMANI | | | 3417 | 1530 | 1887 | 123.33 | 3.03 | 1.39 |

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

ALL STATES-1/1/03 - 12/31/03

PAGE 92

| CLASS & TYPE BRAND | AGE / PROOF | RETAIL PRICE 750ml | CASE SALES | | CASES + or - | % OF + or - | % OF TYPE | |
|-----------------------|----------------|--------------------------|------------|-----------|-----------------|----------------|-----------|-----------|
| | | | This Year | Last Year | | | This Year | Last Year |
| CSTILLO D'ALBOLA | | | 3069 | 3035 | 34 | 1.12 | 2.72 | 2.75 |
| GABBIANO | | | 2602 | 2543 | 59 | 2.32 | 2.31 | 2.30 |
| PIETRAFITTA | | | 2427 | 2494 | -67 | -2.69 | 2.15 | 2.26 |
| GABBIANO CLSSCO | | | 2078 | 1639 | 439 | 26.78 | 1.84 | 1.48 |
| ANTRI RISERVA | | | 1919 | 2061 | -142 | -6.89 | 1.70 | 1.87 |
| PLACIDO | | | 1838 | 1446 | 392 | 27.11 | 1.63 | 1.31 |
| MONTICELLO | | | 1619 | 1670 | -51 | -3.05 | 1.44 | 1.51 |
| NOZZOLE CLS RSV | | | 1504 | 1489 | 15 | 1.01 | 1.33 | 1.35 |
| RUFFINO CLASSCO | | | 1477 | 1361 | 116 | 8.52 | 1.31 | 1.23 |
| BROLIO CLASSICO | | | 1472 | 1600 | -128 | -8.00 | 1.31 | 1.45 |
| RCA MACIE CL RS | | | 1407 | 1142 | 265 | 23.20 | 1.25 | 1.03 |
| RENZO MASI | | | 1265 | 1345 | -80 | -5.95 | 1.12 | 1.22 |
| CSTLO VRZNO CLS | | | 1117 | 1178 | -61 | -5.18 | .99 | 1.07 |
| PLACIDO DOCG | | | 982 | 838 | 144 | 17.18 | .87 | .76 |
| MELINI ISASI CL | | | 933 | 1087 | -154 | -14.17 | .83 | .98 |
| RUFFNO RS DCL G | | | 893 | 791 | 102 | 12.90 | .79 | .72 |
| ANTRI RSV CLSC | | | 746 | 531 | 215 | 40.49 | .66 | .48 |
| SAN RIPOLO | | | 715 | 709 | 6 | .85 | .63 | .64 |
| SENSI DOCG | | | 675 | 528 | 147 | 27.84 | .60 | .48 |
| RUFF AZIANO CLS | | | 633 | 929 | -296 | -31.86 | .56 | .84 |
| SOLO ARTE RSRVA | | | 563 | | 563 | 100.00 | .50 | .00 |
| QUERCETO CLSSCO | | | 554 | 590 | -36 | -6.10 | .49 | .53 |
| CASTELLANI SUPR | | | 542 | | 542 | 100.00 | .48 | .00 |
| PICCINI STRAW | | | 446 | 492 | -46 | -9.35 | .40 | .45 |
| 1141 CLASSICO | | | 439 | 460 | -21 | -4.57 | .39 | .42 |
| ZONIN | | | 438 | 362 | 76 | 20.99 | .39 | .33 |
| BROLIO CLASSICO | | | 435 | 638 | -203 | -31.82 | .39 | .58 |
| RCCA GUCCRDA RS | | | 358 | 303 | 55 | 18.15 | .32 | .27 |
| CASTIGLIONI RED | | | 344 | 3 | 341 | ***** | .31 | .00 |
| SANTA ROSALIA | | | 321 | 490 | -169 | -34.49 | .28 | .44 |
| IL PIAGGNE STRW | | | 321 | | 321 | 100.00 | .28 | .00 |
| ROMANELLI DOCG | | | 319 | 360 | -41 | -11.39 | .28 | .33 |
| MELINI LABOREL | | | 314 | 437 | -123 | -28.15 | .28 | .40 |
| NANDO CLASSICO | | | 287 | | 287 | 100.00 | .25 | .00 |
| MONSANTO CLS RS | | | 264 | 268 | -4 | -1.49 | .23 | .24 |
| VEREZANO CLSSCO | | | 263 | 268 | -5 | -1.87 | .23 | .24 |
| FRSCBLDI NPZANO | | | 242 | 56 | 186 | 332.14 | .21 | .05 |
| PICCINI CLASSCO | | | 225 | 261 | -36 | -13.79 | .20 | .24 |
| VIGNAMAGGIO CCR | | | 207 | 63 | 144 | 228.57 | .18 | .06 |
| ANTRI CLS PEPI | | | 205 | 131 | 74 | 56.49 | .18 | .12 |
| DIEVOLE CLASSCO | | | 203 | 216 | -13 | -6.02 | .18 | .20 |
| BADIOLO | | | 202 | 224 | -22 | -9.82 | .18 | .20 |
| VILLA FILICAJA | | | 198 | 211 | -13 | -6.16 | .18 | .19 |
| SENSI RISERVA | | | 178 | 169 | 9 | 5.33 | .16 | .15 |
| TOSCOLO | | | 140 | 171 | -31 | -18.13 | .12 | .15 |
| STRACCALI STRAW | | | 138 | 157 | -19 | -12.10 | .12 | .14 |
| RICASOLI CLSSCO | | | 136 | 288 | -152 | -52.78 | .12 | .26 |
| CASTELLANI | | | 130 | 587 | -457 | -77.85 | .12 | .53 |
| PICCINI CLS RSV | | | 126 | 111 | 15 | 13.51 | .11 | .10 |
| GRAZIOSI | | | 125 | 154 | -29 | -18.83 | .11 | .14 |
| SPALLETTI | | | 124 | 208 | -84 | -40.38 | .11 | .19 |
| FATTORIA GALIGA | | | 124 | | 124 | 100.00 | .11 | .00 |
| GABBIANO SP SEL | | | 115 | | 115 | 100.00 | .10 | .00 |
| PICCINI SUPRIOR | | | 112 | 45 | 67 | 148.89 | .10 | .04 |
| MELINI SELVNLIA | | | 111 | 123 | -12 | -9.76 | .10 | .11 |
| FOSSI | | | 111 | 62 | 49 | 79.03 | .10 | .06 |
| SACRDI CL RS | | | 106 | 178 | -72 | -40.45 | .09 | .16 |
| CASTELLANI RESV | | | 105 | 44 | 61 | 138.64 | .09 | .04 |
| LA ROSA | | | 104 | 91 | 13 | 14.29 | .09 | .08 |
| VILLA CFGGO CLS | | | 101 | 139 | -38 | -27.34 | .09 | .13 |
| VILLA CERNA CLS | | | 100 | 74 | 26 | 35.14 | .09 | .07 |
| TIZIANO | | | 100 | 55 | 45 | 81.82 | .09 | .05 |
| ROMANELLI RSRVA | | | 100 | 16 | 84 | 525.00 | .09 | .01 |
| CAST VALIANO RS | | | 92 | 128 | -36 | -28.13 | .08 | .12 |
| SENSI CLASSICO | | | 92 | 70 | 22 | 31.43 | .08 | .06 |
| CAST VALNO PGGO | | | 90 | 168 | -78 | -46.43 | .08 | .15 |
| RUFFINO IL LEO | | | 82 | 108 | -26 | -24.07 | .07 | .10 |
| QUERCETO DOCG | | | 82 | 66 | 16 | 24.24 | .07 | .06 |
| CECCHI ARCANO | | | 76 | 50 | 26 | 52.00 | .07 | .05 |
| CAST VALIANO CL | | | 72 | 90 | -18 | -20.00 | .06 | .08 |
| PICCINI RISERVA | | | 65 | 172 | -107 | -62.21 | .06 | .16 |
| VOLPAIA CLASSCO | | | 55 | 47 | 8 | 17.02 | .05 | .04 |
| LA TRIGI CL RES | | | 52 | 55 | -3 | -5.45 | .05 | .05 |
| COLTNO RB STUC | | | 47 | 43 | 4 | 9.30 | .04 | .04 |
| VOLPAIA BRGIANI | | | 44 | 61 | -17 | -27.87 | .04 | .06 |
| TIZIANO RESERVA | | | 43 | | 43 | 100.00 | .04 | .00 |
| IL PIAGGIONE | | | 40 | | 40 | 100.00 | .04 | .00 |
| IL PIAGGIONE RS | | | 38 | | 38 | 100.00 | .03 | .00 |
| GABBIANO RESRVA | | | 37 | 56 | -19 | -33.93 | .03 | .05 |
| VILLA MAGI | | | 33 | 71 | -38 | -53.52 | .03 | .06 |
| ANTRI PSSGNO RS | | | 31 | 30 | 1 | 3.33 | .03 | .03 |
| FONTRTOLI CLSCO | | | 30 | 34 | -4 | -11.76 | .03 | .03 |
| CONTE PRIOLA | | | 30 | 9 | 21 | 233.33 | .03 | .01 |
| BROLIO CSTLO CL | | | 27 | 12 | 15 | 125.00 | .02 | .01 |
| RUFF SANTE DAME | | | 26 | 33 | -7 | -21.21 | .02 | .03 |
| LILLIANO CLSSCO | | | 26 | | 26 | 100.00 | .02 | .00 |
| RICASOLI RISRVA | | | 22 | 31 | -9 | -29.03 | .02 | .03 |
| BORGO PRETALE | | | 21 | 47 | -26 | -55.32 | .02 | .04 |
| OMBRENERE CLSCO | | | 21 | 33 | -12 | -36.36 | .02 | .03 |
| SAN MICHL CLASS | | | 21 | 16 | 5 | 31.25 | .02 | .01 |
| GEOGRPHCO C SEN | | | 20 | 18 | 2 | 11.11 | .02 | .02 |
| TENUTA ORNL VLT | | | 20 | 8 | 12 | 150.00 | .02 | .01 |
| RUFINA SAN CRLO | | | 20 | 8 | 12 | 150.00 | .02 | .01 |

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

ALL STATES-1/1/03 - 12/31/03

PAGE 93

| CLASS & TYPE BRAND | AGE / PROOF | RETAIL PRICE 750ml | CASE SALES | | CASES + or - | % OF + or - | % OF TYPE | |
|----------------------------|----------------|--------------------------|---------------|---------------|-----------------|----------------|-----------|-----------|
| | | | This Year | Last Year | | | This Year | Last Year |
| FELSINA CLS RSV | | | 19 | 16 | 3 | 18.75 | .02 | .01 |
| CECCHI TZZO RSV | | | 19 | 7 | 12 | 171.43 | .02 | .01 |
| CSTLO VRZ CL RS | | | 19 | | 19 | 100.00 | .02 | .00 |
| RCCA MCIE FZZNO | | | 17 | 106 | -89 | -83.96 | .02 | .10 |
| BADIA RISERVA | | | 17 | 67 | -50 | -74.63 | .02 | .06 |
| QUERCETO CLS RS | | | 17 | 27 | -10 | -37.04 | .02 | .02 |
| MARCONI CLSSICO | | | 17 | 22 | -5 | -22.73 | .02 | .02 |
| CSTLLO D'ALB RS | | | 17 | 17 | | .00 | .02 | .02 |
| TOSCOLO CLASSCO | | | 15 | 10 | 5 | 50.00 | .01 | .01 |
| VLLA ARCENO RIS | | | 15 | 2 | 13 | 650.00 | .01 | .00 |
| FARNETELLA CLLI | | | 14 | 27 | -13 | -48.15 | .01 | .02 |
| VLA CERNA CL RS | | | 14 | 8 | 6 | 75.00 | .01 | .01 |
| MELINI VGN SLVN | | | 13 | 4 | 9 | 225.00 | .01 | .00 |
| ALAURA | | | 13 | | 13 | 100.00 | .01 | .00 |
| FABBRI SAVGNOLA | | | 12 | 24 | -12 | -50.00 | .01 | .02 |
| PIETRASERENA | | | 12 | | 12 | 100.00 | .01 | .00 |
| LANDOZZI | | | 12 | | 12 | 100.00 | .01 | .00 |
| ANTRI MARCHESE | | | 11 | 52 | -41 | -78.85 | .01 | .05 |
| ORIGIN | | | 11 | | 11 | 100.00 | .01 | .00 |
| CELSUS TRAM WKR | | | 10 | 61 | -51 | -83.61 | .01 | .06 |
| TERRABNCA SCENO | | | 9 | 8 | 1 | 12.50 | .01 | .01 |
| DIEVOLE CLS NOV | | | 9 | 3 | 6 | 200.00 | .01 | .00 |
| VOLPAIA RISERVA | | | 9 | 3 | 6 | 200.00 | .01 | .00 |
| ANTRI MRCHS CCR | | | 9 | | 9 | 100.00 | .01 | .00 |
| COLOGNOLE RUFNA | | | 7 | 53 | -46 | -86.79 | .01 | .05 |
| SAN LEONINO CLS | | | 7 | 24 | -17 | -70.83 | .01 | .02 |
| MONSANTO IL PGG | | | 7 | 17 | -10 | -58.82 | .01 | .02 |
| BADIA CLSCO RIS | | | 7 | 11 | -4 | -36.36 | .01 | .01 |
| BRANCAIA CLSICO | | | 6 | | 6 | 100.00 | .01 | .00 |
| BARTENURA CLSCO | | | 5 | 30 | -25 | -83.33 | .00 | .03 |
| ST GIORGIO CLSS | | | 4 | 52 | -48 | -92.31 | .00 | .05 |
| PRINCIPE | | | 4 | 12 | -8 | -66.67 | .00 | .01 |
| SAN FELICE POGI | | | 4 | 11 | -7 | -63.64 | .00 | .01 |
| FONTRTOLI CL RS | | | 4 | 5 | -1 | -20.00 | .00 | .00 |
| GBBANO CL RS OR | | | 4 | 3 | 1 | 33.33 | .00 | .00 |
| SACCARDI CLSSCO | | | 4 | | 4 | 100.00 | .00 | .00 |
| DA VINCI CLSSCO | | | 3 | 29 | -26 | -89.66 | .00 | .03 |
| RICASOLI RIPLO | | | 3 | 17 | -14 | -82.35 | .00 | .02 |
| FRSCBLDI REMOLE | | | 3 | | 3 | 100.00 | .00 | .00 |
| CLEMENTE VII CL | | | 2 | 196 | -194 | -98.98 | .00 | .18 |
| PAOLO TOSCANO | | | 2 | 15 | -13 | -86.67 | .00 | .01 |
| SAN FABIANO CLS | | | 2 | 14 | -12 | -85.71 | .00 | .01 |
| MELINI STRAW BT | | | 2 | 9 | -7 | -77.78 | .00 | .01 |
| CECCHI DOCG | | | 2 | 3 | -1 | -33.33 | .00 | .00 |
| FRSCBDI MNTSODI | | | 2 | | 2 | 100.00 | .00 | .00 |
| COLI RISERVA | | | 1 | 53 | -52 | -98.11 | .00 | .05 |
| CAROBBIIO RSV CL | | | 1 | 24 | -23 | -95.83 | .00 | .02 |
| QUERCETO | | | 1 | 10 | -9 | -90.00 | .00 | .01 |
| BROLIO VIN SNT0 | | | 1 | 7 | -6 | -85.71 | .00 | .01 |
| ANT TEN/PSG/CRV | | | 1 | 3 | -2 | -66.67 | .00 | .00 |
| BADIOLO RISERVA | | | 1 | 1 | | .00 | .00 | .00 |
| BORGIANNI | | | 1 | 1 | | .00 | .00 | .00 |
| GABBIANO | | | 1 | | 1 | 100.00 | .00 | .00 |
| BADIA CETAMURA | | | | 168 | -168 | -100.00 | .00 | .15 |
| ANTICHE TORRI | | | | 85 | -85 | -100.00 | .00 | .08 |
| SAN JACOPO VCCH | | | | 21 | -21 | -100.00 | .00 | .02 |
| SELVAPIANA RFNA | | | | 15 | -15 | -100.00 | .00 | .01 |
| D VINCI RS UNVS | | | | 14 | -14 | -100.00 | .00 | .01 |
| DA VINCI VNCINO | | | | 12 | -12 | -100.00 | .00 | .01 |
| SOMMAVITE RSRVA | | | | 7 | -7 | -100.00 | .00 | .01 |
| FELSINA CLSSICO | | | | 6 | -6 | -100.00 | .00 | .01 |
| STRACCALI ORVTO | | | | 5 | -5 | -100.00 | .00 | .01 |
| GHIBELLO RISRVA | | | | 4 | -4 | -100.00 | .00 | .00 |
| SOMMAVITE CLSSCO | | | | 3 | -3 | -100.00 | .00 | .00 |
| VLLA CFGGO RSVA | | | | 2 | -2 | -100.00 | .00 | .00 |
| VILLA CAFAGGIO | | | | 2 | -2 | -100.00 | .00 | .00 |
| CANTORI FLASK | | | | 2 | -2 | -100.00 | .00 | .00 |
| CSTLLO D AMA CL | | | | 1 | -1 | -100.00 | .00 | .00 |
| SALVANZA COLLI | | | | 1 | -1 | -100.00 | .00 | .00 |
| FRESCOBALDI | | | | 1 | -1 | -100.00 | .00 | .00 |
| VALTELLINA CLSC | | | | 1 | -1 | -100.00 | .00 | .00 |
| MELINI CLS RSVA | | | | 1 | -1 | -100.00 | .00 | .00 |
| FATTORIA LAVCHI | | | | 1 | -1 | -100.00 | .00 | .00 |
| SOMMAVITE | | | | 1 | -1 | -100.00 | .00 | .00 |
| TOTAL ITL CHIANTI | | | 112778 | 110468 | 2310 | 2.09 | | |
| ITL LAMBRUSCO | | | | | | | | |
| RIUNITE LMBRSO | | | 169625 | 161197 | 8428 | 5.23 | 88.78 | 86.28 |
| RIUNITE WHITE | | | 10907 | 9936 | 971 | 9.77 | 5.71 | 5.32 |
| CELLA LAMBRUSCO | | | 10293 | 14834 | -4541 | -30.61 | 5.39 | 7.94 |
| CA DE MEDICI | | | 128 | 109 | 19 | 17.43 | .07 | .06 |
| CANEI LAMBRUSCO | | | 87 | 734 | -647 | -88.15 | .05 | .39 |
| BARTENURA | | | 29 | 15 | 14 | 93.33 | .02 | .01 |
| GIONELLI | | | 1 | 2 | -1 | -50.00 | .00 | .00 |
| ZONIN | | | | 1 | -1 | -100.00 | .00 | .00 |
| TOTAL ITL LAMBRUSCO | | | 191070 | 186828 | 4242 | 2.27 | | |
| ITL PIN GRIGO | | | | | | | | |
| CAVIT PN GRIGIO | | | 126071 | 126565 | -494 | -.39 | 30.07 | 35.18 |
| BELLA SERA | | | 83708 | 45788 | 37920 | 82.82 | 19.96 | 12.73 |
| BOLLA PN GRIGIO | | | 30035 | 31715 | -1680 | -5.30 | 7.16 | 8.81 |

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

ALL STATES-1/1/03 - 12/31/03

PAGE 94

| CLASS & TYPE BRAND | AGE / PROOF | RETAIL PRICE 750ml | CASE SALES | | CASES + or - | % OF + or - | % OF TYPE | |
|-----------------------|----------------|--------------------------|------------|-----------|-----------------|----------------|-----------|-----------|
| | | | This Year | Last Year | | | This Year | Last Year |
| ECCO DOMANI B L | | | 28556 | 22693 | 5863 | 25.84 | 6.81 | 6.31 |
| FOLNRI PN GRGIO | | | 21091 | 21354 | -263 | -1.23 | 5.03 | 5.94 |
| MEZZACORONA | | | 15094 | 12979 | 2115 | 16.30 | 3.60 | 3.61 |
| PLACIDO | | | 15038 | 11017 | 4021 | 36.50 | 3.59 | 3.06 |
| SNTA MARGHERITA | | | 11704 | 11003 | 701 | 6.37 | 2.79 | 3.06 |
| FONTANA CANDIDA | | | 10876 | 11273 | -397 | -3.52 | 2.59 | 3.13 |
| STIVAL | | | 8241 | 7033 | 1208 | 17.18 | 1.97 | 1.95 |
| WALNUT CR P GRG | | | 4336 | | 4336 | 100.00 | 1.03 | .00 |
| DE CANAL | | | 4173 | 4277 | -104 | -2.43 | 1.00 | 1.19 |
| TORRESLLA P GRG | | | 3663 | 2982 | 681 | 22.84 | .87 | .83 |
| S ANGELO PN GRG | | | 3476 | 4044 | -568 | -14.05 | .83 | 1.12 |
| DANZANTE | | | 3399 | 2418 | 981 | 40.57 | .81 | .67 |
| SANTI | | | 2602 | 2464 | 138 | 5.60 | .66 | .68 |
| ZENATO | | | 2430 | 2393 | 37 | 1.55 | .58 | .67 |
| CAMPANILE | | | 2236 | 1887 | 349 | 18.49 | .53 | .52 |
| VILLA CORNARO | | | 2114 | 2150 | -36 | -1.67 | .50 | .60 |
| SARTORI PN GRGO | | | 2088 | 1790 | 298 | 16.65 | .50 | .50 |
| GIOVELLO | | | 1868 | 2347 | -479 | -20.41 | .45 | .65 |
| L FRNCESCA P GR | | | 1739 | 1758 | -19 | -1.08 | .41 | .49 |
| BELMONDO | | | 1720 | 1521 | 199 | 13.08 | .41 | .42 |
| ALBOLA | | | 1624 | 1647 | -23 | -1.40 | .39 | .46 |
| PIGHIN | | | 1537 | 1715 | -178 | -10.38 | .37 | .48 |
| DONATELLO | | | 1457 | 769 | 688 | 89.47 | .35 | .21 |
| CA MNTNI ARSTCT | | | 1296 | 1384 | -88 | -6.36 | .31 | .38 |
| MARCUS JAMES | | | 1251 | 500 | 751 | 150.20 | .30 | .14 |
| SAN GIUSEPPE | | | 1240 | 1102 | 138 | 12.52 | .30 | .31 |
| LAGARIA | | | 1237 | 1102 | 135 | 12.25 | .29 | .31 |
| ZONIN | | | 1196 | 921 | 275 | 29.86 | .29 | .26 |
| KRIS ALTO ADIGE | | | 1148 | 1004 | 144 | 14.34 | .27 | .28 |
| VINUVA | | | 1099 | 1758 | -659 | -37.49 | .26 | .49 |
| MOLETTO | | | 1094 | 1134 | -40 | -3.53 | .26 | .32 |
| ELMO PIO | | | 1030 | 1525 | -495 | -32.46 | .25 | .42 |
| MORASSUTTI | | | 1019 | | 1019 | 100.00 | .24 | .00 |
| BOTTEGA VINAIA | | | 998 | 761 | 237 | 31.14 | .24 | .21 |
| CORTENOVA | | | 898 | 321 | 577 | 179.75 | .21 | .09 |
| BOLLINI PN GRIG | | | 872 | 823 | 49 | 5.95 | .21 | .23 |
| DUE TORRI | | | 814 | 1184 | -370 | -31.25 | .19 | .33 |
| GABBIANO | | | 739 | 394 | 345 | 87.56 | .18 | .11 |
| CSTLO D'ALBOLA | | | 720 | 743 | -23 | -3.10 | .17 | .21 |
| ZEMMER | | | 649 | 623 | 26 | 4.17 | .15 | .17 |
| CASA DI RODELLA | | | 646 | 38 | 608 | 1600.00 | .15 | .01 |
| LAGARIA VENEZIE | | | 630 | 648 | -18 | -2.78 | .15 | .18 |
| TOMMASI LE RSSE | | | 629 | 227 | 402 | 177.09 | .15 | .06 |
| SPASSO | | | 554 | 76 | 478 | 628.95 | .13 | .02 |
| RITRATTI | | | 519 | 623 | -104 | -16.69 | .12 | .17 |
| STELLA | | | 516 | 368 | 148 | 40.22 | .12 | .10 |
| SAN GIORGIO | | | 457 | 468 | -11 | -2.35 | .11 | .13 |
| FELLUGA LIVIO | | | 449 | 307 | 142 | 46.25 | .11 | .09 |
| BRAVADO | | | 428 | 655 | -227 | -34.66 | .10 | .18 |
| COLLAVNI COLLIO | | | 409 | 436 | -27 | -6.19 | .10 | .12 |
| LIRICO | | | 405 | 419 | -14 | -3.34 | .10 | .12 |
| TIEFENBRUNNER | | | 377 | 440 | -63 | -14.32 | .09 | .12 |
| BOLLINI RESERVE | | | 352 | 312 | 40 | 12.82 | .08 | .09 |
| ECCO DMNI M CNL | | | 295 | 73 | 222 | 304.11 | .07 | .02 |
| CANALETTO WNMKR | | | 295 | | 295 | 100.00 | .07 | .00 |
| SCARLATTA | | | 294 | 246 | 48 | 19.51 | .07 | .07 |
| CASARSA | | | 286 | | 286 | 100.00 | .07 | .00 |
| PRINCIPATO | | | 215 | 1 | 214 | ***** | .05 | .00 |
| CA BOLANI | | | 212 | | 212 | 100.00 | .05 | .00 |
| VILLA FRATTINA | | | 196 | 197 | -1 | -.51 | .05 | .05 |
| LUNGAROTTI | | | 193 | 204 | -11 | -5.39 | .05 | .06 |
| TRAVANTO | | | 168 | | 168 | 100.00 | .04 | .00 |
| MARINI DEL VNT0 | | | 159 | 162 | -3 | -1.85 | .04 | .05 |
| BISO PIN GRIGIO | | | 152 | | 152 | 100.00 | .04 | .00 |
| LA GIOIOSA | | | 150 | 173 | -23 | -13.29 | .04 | .05 |
| BELLA SERA COLL | | | 145 | | 145 | 100.00 | .03 | .00 |
| BELVINO | | | 128 | | 128 | 100.00 | .03 | .00 |
| CASTLLNI PN GRG | | | 126 | 30 | 96 | 320.00 | .03 | .01 |
| D'AQUINO VNEZIE | | | 120 | 416 | -296 | -71.15 | .03 | .12 |
| CANDONI | | | 114 | | 114 | 100.00 | .03 | .00 |
| CONCILIO TRNTNO | | | 111 | | 111 | 100.00 | .03 | .00 |
| FABIANO D VENZE | | | 110 | | 110 | 100.00 | .03 | .00 |
| RUFFINO | | | 101 | | 101 | 100.00 | .02 | .00 |
| FURLAN PNT GRGO | | | 97 | 47 | 50 | 106.38 | .02 | .01 |
| CASTELLARIN | | | 94 | 124 | -30 | -24.19 | .02 | .03 |
| TORRE DI LUNA | | | 92 | 117 | -25 | -21.37 | .02 | .03 |
| KRIS DLLA VENZI | | | 88 | 37 | 51 | 137.84 | .02 | .01 |
| VILLA BORGO | | | 73 | 115 | -42 | -36.52 | .02 | .03 |
| BARTENURA | | | 66 | 42 | 24 | 57.14 | .02 | .01 |
| BORGESE | | | 62 | 75 | -13 | -17.33 | .01 | .02 |
| TORRE DI MONTE | | | 53 | | 53 | 100.00 | .01 | .00 |
| LA TUNELLA P GR | | | 45 | 272 | -227 | -83.46 | .01 | .08 |
| LETRARI | | | 42 | 3 | 39 | 1300.00 | .01 | .00 |
| CHASSO | | | 37 | 2 | 35 | 1750.00 | .01 | .00 |
| PRINCIPATO SCLA | | | 37 | | 37 | 100.00 | .01 | .00 |
| MIONETTO | | | 36 | 118 | -82 | -69.49 | .01 | .03 |
| CASTEL SAN VLTN | | | 35 | 62 | -27 | -43.55 | .01 | .02 |
| RUFFINO LUMINA | | | 34 | | 34 | 100.00 | .01 | .00 |
| ARMANI PNT GRGO | | | 33 | 45 | -12 | -26.67 | .01 | .01 |
| JERMANN PNT GRG | | | 29 | 22 | 7 | 31.82 | .01 | .01 |
| CONTE PRIOLA | | | 27 | 20 | 7 | 35.00 | .01 | .01 |
| ALBERTONI | | | 26 | 42 | -16 | -38.10 | .01 | .01 |
| SAN ROCCO | | | 25 | | 25 | 100.00 | .01 | .00 |

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

ALL STATES-1/1/03 - 12/31/03

PAGE 95

| CLASS & TYPE BRAND | AGE / PROOF | RETAIL PRICE 750ml | CASE SALES | | CASES + or - | % OF + or - | % OF TYPE | |
|----------------------------|----------------|--------------------------|---------------|---------------|-----------------|----------------|-----------|-----------|
| | | | This Year | Last Year | | | This Year | Last Year |
| PLOZNER | | | 24 | 30 | -6 | -20.00 | .01 | .01 |
| SANTA ROSALIA | | | 22 | 5 | 17 | 340.00 | .01 | .00 |
| ORIGIN PN GRGIO | | | 20 | | 20 | 100.00 | .00 | .00 |
| FORMENTINI | | | 19 | 73 | -54 | -73.97 | .00 | .02 |
| CITRA | | | 16 | | 16 | 100.00 | .00 | .00 |
| CA/DONINI | | | 14 | 1 | 13 | 1300.00 | .00 | .00 |
| GIONELLI | | | 13 | 10 | 3 | 30.00 | .00 | .00 |
| AMISTANI GUARDA | | | 13 | | 13 | 100.00 | .00 | .00 |
| W SPA LA PIEVE | | | 8 | 20 | -12 | -60.00 | .00 | .01 |
| MAREGA | | | 8 | 13 | -5 | -38.46 | .00 | .00 |
| GAIERHOF | | | 5 | 74 | -69 | -93.24 | .00 | .02 |
| PIGHIN COLLIO | | | 5 | 2 | 3 | 150.00 | .00 | .00 |
| TRE FRATELLI | | | 1 | 45 | -44 | -97.78 | .00 | .01 |
| VIALA | | | 1 | 18 | -17 | -94.44 | .00 | .01 |
| LIVIO ZORZETTIG | | | 1 | 12 | -11 | -91.67 | .00 | .00 |
| TRE FRTLI 2B GF | | | 1 | 11 | -10 | -90.91 | .00 | .00 |
| VILLA ABA | | | 1 | 6 | -5 | -83.33 | .00 | .00 |
| VOLPE PASINI | | | 1 | 5 | -4 | -80.00 | .00 | .00 |
| MASO POLI | | | 1 | 2 | -1 | -50.00 | .00 | .00 |
| SCHIOPETTO COLL | | | 1 | 1 | | .00 | .00 | .00 |
| J BRGL ALTO ADG | | | 1 | | 1 | 100.00 | .00 | .00 |
| ATTEMS | | | 1 | | 1 | 100.00 | .00 | .00 |
| VILLA CARA WHT | | | | 224 | -224 | -100.00 | .00 | .06 |
| BARBELLA | | | | 195 | -195 | -100.00 | .00 | .05 |
| VILLA FIORE | | | | 142 | -142 | -100.00 | .00 | .04 |
| LAMBERTI | | | | 114 | -114 | -100.00 | .00 | .03 |
| VILLA RUZZIA | | | | 97 | -97 | -100.00 | .00 | .03 |
| ANTICHE TRRI VN | | | | 87 | -87 | -100.00 | .00 | .02 |
| VILLA SANDI | | | | 26 | -26 | -100.00 | .00 | .01 |
| LA VILLA | | | | 26 | -26 | -100.00 | .00 | .01 |
| ROCCA | | | | 10 | -10 | -100.00 | .00 | .00 |
| PRIMOSIC COLLIO | | | | 8 | -8 | -100.00 | .00 | .00 |
| SIGNORA ROSA | | | | 4 | -4 | -100.00 | .00 | .00 |
| ZONIN FRIULI AQ | | | | 3 | -3 | -100.00 | .00 | .00 |
| KETTMEIR PN GRG | | | | 1 | -1 | -100.00 | .00 | .00 |
| LA MARCA | | | | 1 | -1 | -100.00 | .00 | .00 |
| TOTAL ITL PIN GRIGO | | | 419325 | 359789 | 59536 | 16.55 | | |
| ITL RSTO/BLSH | | | | | | | | |
| PRINCIPATO BLSH | | | 8019 | 8129 | -110 | -1.35 | 44.38 | 39.37 |
| RIUNITE ROSATO | | | 5411 | 7094 | -1683 | -23.72 | 29.95 | 34.36 |
| CANEI ROSE | | | 3951 | 4868 | -917 | -18.84 | 21.87 | 23.58 |
| PRINCIPATO FLSK | | | 591 | 463 | 128 | 27.65 | 3.27 | 2.24 |
| CAVIT PRNCTO RS | | | 55 | 66 | -11 | -16.67 | .30 | .32 |
| REGALEALI | | | 22 | 19 | 3 | 15.79 | .12 | .09 |
| BARTNURA RYL 18 | | | 18 | 7 | 11 | 157.14 | .10 | .03 |
| TOTAL ITL RSTO/BLSH | | | 18067 | 20646 | -2579 | -12.49 | | |
| ITL SOAVE | | | | | | | | |
| FOLNRI SOAVE WT | | | 5318 | 6433 | -1115 | -17.33 | 47.62 | 49.50 |
| BOLLA SOAVE WHT | | | 5181 | 6198 | -1017 | -16.41 | 46.39 | 47.69 |
| BERTANI SOAVE | | | 376 | 13 | 363 | 2792.31 | 3.37 | .10 |
| ANSELMI SOAVE | | | 162 | 174 | -12 | -6.90 | 1.45 | 1.34 |
| PIEROPN V CLVRN | | | 71 | 82 | -11 | -13.41 | .64 | .63 |
| CA/MONTINI CLSS | | | 26 | 25 | 1 | 4.00 | .23 | .19 |
| CA/RUGATE CLSSC | | | 19 | 24 | -5 | -20.83 | .17 | .18 |
| BARTENURA | | | 9 | 20 | -11 | -55.00 | .08 | .15 |
| ANSELMI CAPTLI | | | 5 | 19 | -14 | -73.68 | .04 | .15 |
| VILLA FIORE | | | 1 | 1 | | 100.00 | .01 | .00 |
| BARBELLA SOAVE | | | | 8 | -8 | -100.00 | .00 | .06 |
| TOTAL ITL SOAVE | | | 11168 | 12996 | -1828 | -14.07 | | |
| ITL VLPCLLA | | | | | | | | |
| BOLLA VALPLCLA | | | 18426 | 19400 | -974 | -5.02 | 73.24 | 71.76 |
| FOLNRI VALPLCEL | | | 3234 | 4330 | -1096 | -25.31 | 12.85 | 16.02 |
| BERTANI | | | 984 | 1258 | -274 | -21.78 | 3.91 | 4.65 |
| MASI VLP CLS SP | | | 761 | 643 | 118 | 18.35 | 3.02 | 2.38 |
| BERTANI SECCO | | | 353 | 328 | 25 | 7.62 | 1.40 | 1.21 |
| TOMMASI RAFAEL | | | 260 | 197 | 63 | 31.98 | 1.03 | .73 |
| ZENATO CLASSICO | | | 228 | 177 | 51 | 28.81 | .91 | .65 |
| ZENATO RIPASSA | | | 195 | 214 | -19 | -8.88 | .78 | .79 |
| ALLEGRIANI CLSCO | | | 163 | 56 | 107 | 191.07 | .65 | .21 |
| CA/MONTINI CLSS | | | 90 | 53 | 37 | 69.81 | .36 | .20 |
| ZENI AMARONE | | | 53 | 16 | 37 | 231.25 | .21 | .06 |
| L RAGOSE RIP CL | | | 51 | 3 | 48 | 1600.00 | .20 | .01 |
| RIGHETTI AMRNE | | | 47 | 48 | -1 | -2.08 | .19 | .18 |
| ALLEGRIANI | | | 44 | 46 | -2 | -4.35 | .17 | .17 |
| ACINUM CLSC | | | 42 | 83 | -41 | -49.40 | .17 | .31 |
| SANTI SOLANE CL | | | 30 | 36 | -6 | -16.67 | .12 | .13 |
| TOMMASI RIPASS | | | 29 | | 29 | 100.00 | .12 | .00 |
| SANTA SOFIA VAL | | | 23 | 6 | 17 | 283.33 | .09 | .02 |
| ZENATO AMARONE | | | 19 | 25 | -6 | -24.00 | .08 | .09 |
| SARTORI VLPCLLA | | | 18 | 13 | 5 | 38.46 | .07 | .05 |
| BERTANI CLS SUP | | | 18 | 12 | 6 | 50.00 | .07 | .04 |
| ZENI AMARNE CLS | | | 17 | 2 | 15 | 750.00 | .07 | .01 |
| BOLLA LEPOIANE | | | 16 | 36 | -20 | -55.56 | .06 | .13 |
| BARTENURA | | | 12 | 20 | -8 | -40.00 | .05 | .07 |
| VLLA BLLNI TASO | | | 10 | 6 | 4 | 66.67 | .04 | .02 |
| BOLLA ARCALE | | | 8 | 2 | 6 | 300.00 | .03 | .01 |
| BOSCAINI VLPCLA | | | 7 | | 7 | 100.00 | .03 | .00 |

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

ALL STATES-1/1/03 - 12/31/03

PAGE 96

| CLASS & TYPE BRAND | AGE / PROOF | RETAIL PRICE 750ml | CASE SALES | | CASES + or - | % OF + or - | % OF TYPE | |
|----------------------------|----------------|--------------------------|--------------|--------------|-----------------|----------------|-----------|-----------|
| | | | This Year | Last Year | | | This Year | Last Year |
| BERTANI AMARONE | | | 6 | | 6 | 100.00 | .02 | .00 |
| SNTA SOFIA MONT | | | 4 | 5 | -1 | -20.00 | .02 | .02 |
| SANTI | | | 4 | 4 | | .00 | .02 | .01 |
| L RAGOSE AMR DL | | | 4 | 4 | | .00 | .02 | .01 |
| VILLA FIORE | | | 2 | | 2 | 100.00 | .01 | .00 |
| CORTE SANT'ALDA | | | | 8 | -8 | -100.00 | .00 | .03 |
| LAMBERTI L PRML | | | | 1 | -1 | -100.00 | .00 | .00 |
| SANTI AMRN RCTO | | | | 1 | -1 | -100.00 | .00 | .00 |
| TOTAL ITL VLPLCELLA | | | 25158 | 27033 | -1875 | -6.94 | | |
| ITALIAN OTHER | | | | | | | | |
| BOLLA MERLOT | | | 20798 | 22187 | -1389 | -6.26 | 4.96 | 5.59 |
| LUNA CHR/GRIGIO | | | 20717 | 19791 | 926 | 4.68 | 4.95 | 4.99 |
| BELLA SERA MRLT | | | 16610 | 15907 | 703 | 4.42 | 3.97 | 4.01 |
| RIUNITE D'ORO | | | 15731 | 16549 | -818 | -4.94 | 3.76 | 4.17 |
| CANEI WHITE | | | 15676 | 14831 | 845 | 5.70 | 3.74 | 3.74 |
| CAVIT PINOT NOR | | | 15372 | 10709 | 4663 | 43.54 | 3.67 | 2.70 |
| RIUNITE BLK MRL | | | 15052 | 10810 | 4242 | 39.24 | 3.59 | 2.73 |
| CAVIT MERLOT | | | 15025 | 13943 | 1082 | 7.76 | 3.59 | 3.52 |
| RIUNITE RSP CAB | | | 13920 | 13377 | 543 | 4.06 | 3.32 | 3.37 |
| E DOMANI MRL BL | | | 12433 | 12465 | -32 | -0.26 | 2.97 | 3.14 |
| CITRA MONT ABRZ | | | 11234 | 10735 | 499 | 4.65 | 2.68 | 2.71 |
| PIO MSCT D PMNT | | | 9451 | 8990 | 461 | 5.13 | 2.25 | 2.27 |
| LUNA LNA MRL/CB | | | 7469 | 7768 | -299 | -3.85 | 1.78 | 1.96 |
| CITRA TREBB ABZ | | | 6314 | 6321 | -7 | -0.11 | 1.51 | 1.59 |
| C ROSSI CABERNT | | | 6077 | 401 | 5676 | 1415.46 | 1.45 | 1.10 |
| BOLLA CAB SAUV | | | 6024 | 5402 | 622 | 11.51 | 1.44 | 1.36 |
| PRNCPTO VLD RSO | | | 5902 | 6189 | -287 | -4.64 | 1.41 | 1.56 |
| FNTA CNDA FRST | | | 5728 | 5754 | -26 | -0.45 | 1.37 | 1.45 |
| RIUNITE PCH CHR | | | 5091 | 5481 | -390 | -7.12 | 1.22 | 1.38 |
| RIUNITE STW MRL | | | 4926 | 5745 | -819 | -14.26 | 1.18 | 1.45 |
| BELLA SERA SANG | | | 4737 | 2941 | 1796 | 61.07 | 1.13 | 1.74 |
| BOLLA SANGIOVSE | | | 4527 | 4440 | 87 | 1.96 | 1.08 | 1.12 |
| BELLA SERA CB S | | | 4268 | 3899 | 369 | 9.46 | 1.02 | 0.98 |
| BOLLA CHARDONNY | | | 4251 | 4600 | -349 | -7.59 | 1.01 | 1.16 |
| CAVIT CHARDONNY | | | 4123 | 3414 | 709 | 20.77 | .98 | .86 |
| PLCDD PRMVA SNG | | | 4055 | 3805 | 250 | 6.57 | .97 | .96 |
| DRAGNI MONT ABZ | | | 3749 | 3340 | 409 | 12.25 | .89 | .84 |
| LUNA SNGVSE/MRL | | | 3698 | 3249 | 449 | 13.82 | .88 | .82 |
| ANTRI SNTA CRIS | | | 3619 | 3321 | 298 | 8.97 | .86 | .84 |
| CASARSA MERLOT | | | 3328 | 3736 | -408 | -10.92 | .79 | .94 |
| CITRA TC MERLOT | | | 3033 | 2746 | 287 | 10.45 | .72 | .69 |
| CASARSA GRG/BLC | | | 3030 | 1389 | 1641 | 118.14 | .72 | .35 |
| PLCDD PRMVA TRB | | | 2988 | 3007 | -19 | -0.63 | .71 | .76 |
| PRNCPTO PN G/CH | | | 2985 | 2586 | 399 | 15.43 | .71 | .65 |
| FOLONARI MERLOT | | | 2968 | 2617 | 351 | 13.41 | .71 | .66 |
| CENTINE | | | 2915 | 2014 | 901 | 44.74 | .70 | .51 |
| COL-SASO SNG/CB | | | 2474 | 2237 | 237 | 10.59 | .59 | .56 |
| CITRA TC CHRDNV | | | 2338 | 2180 | 158 | 7.25 | .56 | .55 |
| LERIME PN G/CHR | | | 2298 | 2113 | 185 | 8.76 | .55 | .53 |
| RUFF ORVIETO CL | | | 2268 | 2395 | -127 | -5.30 | .54 | .60 |
| MEZZACRONA MRLT | | | 2213 | 2348 | -135 | -5.75 | .53 | .59 |
| CAVIT CAB TRNTO | | | 2131 | 2198 | -67 | -3.05 | .51 | .55 |
| CASARSA CHRDNV | | | 1950 | 2025 | -75 | -3.70 | .47 | .51 |
| DE CANAL MNT AZ | | | 1892 | 2038 | -146 | -7.16 | .45 | .51 |
| PLCDD PRMVA MNT | | | 1888 | 1233 | 655 | 53.12 | .45 | .31 |
| BISO ROSSO | | | 1880 | 611 | 1269 | 207.69 | .45 | .15 |
| STIVAL MERLOT | | | 1857 | 2098 | -241 | -11.49 | .44 | .53 |
| BELLA SERA CHRDR | | | 1814 | 799 | 1015 | 127.03 | .43 | .20 |
| E DOMANI SNGVSE | | | 1774 | 1589 | 185 | 11.64 | .42 | .40 |
| CASARSA CAB SAV | | | 1753 | 1839 | -86 | -4.68 | .42 | .46 |
| FOLNRI PN G CHR | | | 1668 | 2159 | -491 | -22.74 | .40 | .54 |
| MONTE ANTICO RSO | | | 1516 | 1113 | 403 | 36.21 | .36 | .28 |
| FOLNRI MRL SANG | | | 1499 | 1995 | -496 | -24.86 | .36 | .50 |
| PIO BLCKBY FRST | | | 1459 | 2571 | -1112 | -43.25 | .35 | .65 |
| ANTRI ORV CLSCO | | | 1389 | 1076 | 313 | 29.09 | .33 | .27 |
| FOLNRI CHARD | | | 1378 | 1650 | -272 | -16.48 | .33 | .42 |
| LUNA PN BNCO/SV | | | 1339 | 784 | 555 | 70.79 | .32 | .20 |
| RUFFINO AZIANO | | | 1266 | 594 | 672 | 113.13 | .30 | .15 |
| FALESCO VITIANO | | | 1239 | 1045 | 194 | 18.56 | .30 | .26 |
| FOLNRI VRONA RD | | | 1232 | 1251 | -19 | -1.52 | .29 | .32 |
| ZONIN MNT D'ABZ | | | 1185 | 871 | 314 | 36.05 | .28 | .22 |
| RIUNITE RASPBRY | | | 1180 | 1690 | -510 | -30.18 | .28 | .43 |
| CORVO RED | | | 1176 | 1136 | 40 | 3.52 | .28 | .29 |
| PRNCPTO VNZ RSO | | | 1172 | 1477 | -305 | -20.65 | .28 | .37 |
| MEZZACRONA CB S | | | 1167 | 1838 | -671 | -36.51 | .28 | .46 |
| LUNA PN GRG/BNC | | | 1145 | | 1145 | 100.00 | .27 | .00 |
| CHIARLO BRB AST | | | 1142 | 531 | 611 | 115.07 | .27 | .13 |
| BELMONDO MERLOT | | | 1119 | 1166 | -47 | -4.03 | .27 | .29 |
| FOLNRI VRONA WH | | | 1072 | 1146 | -74 | -6.46 | .26 | .29 |
| GAVIA PRINCPSA | | | 1051 | 748 | 303 | 40.51 | .25 | .19 |
| PESCEVINO WHITE | | | 1010 | 1047 | -37 | -3.53 | .24 | .26 |
| DE CANAL MERLOT | | | 984 | 912 | 72 | 7.89 | .23 | .23 |
| PLACIDO MERLOT | | | 963 | 1029 | -66 | -6.41 | .23 | .26 |
| RUFFINO FONT SOL | | | 960 | 1158 | -198 | -17.10 | .23 | .29 |
| CITRA SNGVS TDC | | | 941 | 1762 | -821 | -46.59 | .22 | .44 |
| SCRILTIA MNTPLCN | | | 924 | 964 | -40 | -4.15 | .22 | .24 |
| DANZANTE MERLOT | | | 924 | 307 | 617 | 200.98 | .22 | .08 |
| A MANO PRIMITVO | | | 918 | 207 | 711 | 343.48 | .22 | .05 |
| SNTA MRGHTA MRL | | | 906 | 779 | 127 | 16.30 | .22 | .20 |
| PIO MERLOT | | | 895 | 2030 | -1135 | -55.91 | .21 | .51 |
| E DOMANI CABERNT | | | 885 | 835 | 50 | 5.99 | .21 | .21 |

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

ALL STATES-1/1/03 - 12/31/03

PAGE 97

| CLASS & TYPE BRAND | AGE / PROOF | RETAIL PRICE 750ml | CASE SALES | | CASES + or - | % OF + or - | % OF TYPE | |
|-----------------------|----------------|--------------------------|------------|-----------|-----------------|----------------|-----------|-----------|
| | | | This Year | Last Year | | | This Year | Last Year |
| BERTANI DUE UVE | | | 868 | 785 | 83 | 10.57 | .21 | .20 |
| VENDI MRLT/SANG | | | 860 | 1021 | -161 | -15.77 | .21 | .26 |
| PIETRFFITA VRNCI | | | 835 | 982 | -147 | -14.97 | .20 | .25 |
| BOLLA 3/4 WD GF | | | 834 | 14 | 820 | 5857.14 | .20 | .00 |
| RUFFINO LIBAIO | | | 830 | 1014 | -184 | -18.15 | .20 | .26 |
| BELMONDO CHRDN | | | 829 | 701 | 128 | 18.26 | .20 | .18 |
| BOLLA 4/3 BASKT | | | 801 | 880 | -79 | -8.98 | .19 | .22 |
| FAZI BTGLA VERD | | | 775 | 829 | -54 | -6.51 | .19 | .21 |
| VENDI CHR/P GRG | | | 770 | 944 | -174 | -18.43 | .18 | .24 |
| CASARSA CAB/MLT | | | 763 | 1008 | -245 | -24.31 | .18 | .25 |
| MAESTRO CHR/GRG | | | 761 | 707 | 54 | 7.64 | .18 | .18 |
| FARNESE MNTPLCN | | | 750 | 608 | 142 | 23.36 | .18 | .15 |
| CECCHI SNGIOVSE | | | 743 | 730 | 13 | 1.78 | .18 | .18 |
| M ANTCO S LUCIA | | | 741 | 1060 | -319 | -30.09 | .18 | .27 |
| MAESTRO MRL/CAB | | | 737 | 860 | -123 | -14.30 | .18 | .22 |
| RCCA DEL SNGVSE | | | 722 | 679 | 43 | 6.33 | .17 | .17 |
| GIOVELLO MERLOT | | | 708 | 1026 | -318 | -30.99 | .17 | .26 |
| CANEI RASPBERRY | | | 708 | 606 | 102 | 16.83 | .17 | .15 |
| ENTREE RED | | | 698 | 1040 | -342 | -32.88 | .17 | .26 |
| MARCH BRLO BRLO | | | 693 | 513 | 180 | 35.09 | .17 | .13 |
| CASTLLNI BIAGIO | | | 693 | 254 | 439 | 172.83 | .17 | .06 |
| DUCA LNRDO MONT | | | 675 | 552 | 123 | 22.28 | .16 | .14 |
| BOLLA AMARONE | | | 667 | 662 | 5 | .76 | .16 | .17 |
| MORASSUTTI MRLT | | | 650 | | 650 | 100.00 | .16 | .00 |
| MEZZACRONA CHR | | | 643 | 1243 | -600 | -48.27 | .15 | .31 |
| TAURINO SAL SLN | | | 636 | 644 | -8 | -1.24 | .15 | .16 |
| PRINCIPATO FLK | | | 634 | 689 | -55 | -7.98 | .15 | .17 |
| CSTLLO BRUN MNT | | | 617 | 711 | -94 | -13.22 | .15 | .18 |
| VLA SNDI PRSCCO | | | 596 | 503 | 93 | 18.49 | .14 | .13 |
| MELINI SECO ORV | | | 558 | 510 | 48 | 9.41 | .13 | .13 |
| CASTLNI BOTTARO | | | 553 | 602 | -49 | -8.14 | .13 | .15 |
| CASTLNI ESSENZA | | | 552 | | 552 | 100.00 | .13 | .00 |
| MEZZACRONA GIFT | | | 551 | 176 | 375 | 213.07 | .13 | .04 |
| ANTINORI PEPLI | | | 549 | 454 | 95 | 20.93 | .13 | .11 |
| DRAGANI MERLOT | | | 531 | 442 | 89 | 20.14 | .13 | .11 |
| DI MAJO SNGVESE | | | 526 | 711 | -185 | -26.02 | .13 | .18 |
| STA MRG CHR ORT | | | 517 | 457 | 60 | 13.13 | .12 | .12 |
| CARPNTO DGJL TS | | | 510 | 210 | 300 | 142.86 | .12 | .05 |
| BOLLA 6/2 CARTN | | | 497 | | 497 | 100.00 | .12 | .00 |
| CAVIT PN GRG/PN | | | 495 | 417 | 78 | 18.71 | .12 | .11 |
| CORVO WHITE | | | 494 | 526 | -32 | -6.08 | .12 | .13 |
| COLOSI RSSO SCL | | | 478 | 253 | 225 | 88.93 | .11 | .06 |
| TRVGLNI GATTNRA | | | 454 | 486 | -32 | -6.58 | .11 | .12 |
| MARCH BRLO ALBA | | | 454 | 461 | -7 | -1.52 | .11 | .12 |
| RIUNITE LANCLTA | | | 429 | 1417 | -988 | -69.72 | .10 | .36 |
| MOLETTA MERLOT | | | 425 | 701 | -276 | -39.37 | .10 | .18 |
| MORASSUTTI CAB | | | 408 | | 408 | 100.00 | .10 | .00 |
| BERTANI CATULLO | | | 405 | 266 | 139 | 52.26 | .10 | .07 |
| ENTREE WHITE | | | 403 | 757 | -354 | -46.76 | .10 | .19 |
| TERRALE PRMITVO | | | 402 | 415 | -13 | -3.13 | .10 | .10 |
| BELMONDO CABRNT | | | 388 | 326 | 62 | 19.02 | .09 | .08 |
| PLACIDO CHARDNY | | | 376 | 74 | 302 | 408.11 | .09 | .02 |
| PIO CSR BRB ALB | | | 369 | 433 | -64 | -14.78 | .09 | .11 |
| SPASSO MRL/SNGV | | | 363 | 84 | 279 | 332.14 | .09 | .02 |
| IL BSTRDO SNGVS | | | 341 | | 341 | 100.00 | .08 | .00 |
| MORASSUTTI CHR | | | 340 | | 340 | 100.00 | .08 | .00 |
| DANZANTE SNGVSE | | | 339 | 539 | -200 | -37.11 | .08 | .14 |
| VISTORTA MERLOT | | | 318 | 1 | 317 | ***** | .08 | .00 |
| VESTINI MNT ABZ | | | 312 | | 312 | 100.00 | .07 | .00 |
| CASTLNI MONT AB | | | 312 | | 312 | 100.00 | .07 | .00 |
| C B RSSO D MONT | | | 308 | 237 | 71 | 29.96 | .07 | .06 |
| FNTVCHA BRN MNT | | | 307 | 236 | 71 | 30.08 | .07 | .06 |
| ALGRNI PLZO TRR | | | 304 | 133 | 171 | 128.57 | .07 | .03 |
| PIO CESARE DOLC | | | 296 | 235 | 61 | 25.96 | .07 | .06 |
| RAPITALA NUHAR | | | 289 | 62 | 227 | 366.13 | .07 | .02 |
| POZZI SCLA RSSO | | | 284 | 75 | 209 | 278.67 | .07 | .02 |
| MSCRLLI MNTPLCN | | | 281 | 269 | 12 | 4.46 | .07 | .07 |
| FNTVCHA RSO MNT | | | 274 | 244 | 30 | 12.30 | .07 | .06 |
| TERRALE NRO SGV | | | 268 | 401 | -133 | -33.17 | .06 | .10 |
| VINUVA MERLOT | | | 263 | 884 | -621 | -70.25 | .06 | .22 |
| CORTE VGNA MONT | | | 258 | 40 | 218 | 545.00 | .06 | .01 |
| PRNCPTO CAB/MRL | | | 256 | 253 | 3 | 1.19 | .06 | .06 |
| BELVINO MERLOT | | | 256 | | 256 | 100.00 | .06 | .00 |
| CANALTO PRMTVO | | | 254 | 203 | 51 | 25.12 | .06 | .05 |
| REGALEALI RED | | | 249 | 87 | 162 | 186.21 | .06 | .02 |
| ANTRI TORMRSC R | | | 247 | 6 | 241 | 4016.67 | .06 | .00 |
| PCCNI L RCCHE W | | | 245 | 95 | 150 | 157.89 | .06 | .02 |
| MARCH BR BRB RS | | | 242 | 203 | 39 | 19.21 | .06 | .05 |
| FOLNRI ORVIETO | | | 239 | 371 | -132 | -35.58 | .06 | .09 |
| FEUDO MNCI PRMV | | | 237 | 63 | 174 | 276.19 | .06 | .02 |
| MIONETTO SFT WH | | | 232 | 259 | -27 | -10.42 | .06 | .07 |
| RIUNITE PEACH | | | 231 | 680 | -449 | -66.03 | .06 | .17 |
| MARCH BRLO BARB | | | 231 | 140 | 91 | 65.00 | .06 | .04 |
| F MONACI PRMTVO | | | 230 | 292 | -62 | -21.23 | .05 | .07 |
| MSTRBRDNO LC WH | | | 230 | 258 | -28 | -10.85 | .05 | .07 |
| L CSTRS SLC SAL | | | 229 | 261 | -32 | -12.26 | .05 | .07 |
| ANTRI TGNANELLO | | | 221 | 97 | 124 | 127.84 | .05 | .02 |
| LA CARRAIA SNGV | | | 218 | 195 | 23 | 11.79 | .05 | .05 |
| FALESCO MERLOT | | | 218 | 191 | 27 | 14.14 | .05 | .05 |
| VILLA CORN PRSC | | | 217 | 106 | 111 | 104.72 | .05 | .03 |
| SLLA&MSCA CNNON | | | 215 | 166 | 49 | 29.52 | .05 | .04 |
| PIO FRASCATI | | | 214 | 382 | -168 | -43.98 | .05 | .10 |
| CANDIDO SLC SAL | | | 212 | 254 | -42 | -16.54 | .05 | .06 |

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

ALL STATES-1/1/03 - 12/31/03

PAGE 98

| CLASS & TYPE BRAND | AGE / PROOF | RETAIL PRICE 750ml | CASE SALES | | CASES + or - | % OF + or - | % OF TYPE | |
|-----------------------|----------------|--------------------------|------------|-----------|-----------------|----------------|-----------|-----------|
| | | | This Year | Last Year | | | This Year | Last Year |
| FNTA CNDA MERLT | | | 211 | 283 | -72 | -25.44 | .05 | .07 |
| ZONIN MRLT VNTO | | | 206 | 207 | -1 | -.48 | .05 | .05 |
| LUCENTE ROSSO | | | 202 | 182 | 20 | 10.99 | .05 | .05 |
| MARCH BRLO DOLC | | | 199 | 17 | 182 | 1070.59 | .05 | .00 |
| LA TUNELLA CB F | | | 194 | | 194 | 100.00 | .05 | .00 |
| PCCNI L RRCHE R | | | 189 | 114 | 75 | 65.79 | .05 | .03 |
| RASHI MOSC ASTI | | | 187 | 170 | 17 | 10.00 | .04 | .04 |
| MASI AMRONE CLS | | | 186 | 195 | -9 | -4.62 | .04 | .05 |
| TERUZZI VRNCCIA | | | 186 | 146 | 40 | 27.40 | .04 | .04 |
| BIGI EST EST | | | 185 | 190 | -5 | -2.63 | .04 | .05 |
| LA TUNLLA RFSCO | | | 184 | | 184 | 100.00 | .04 | .00 |
| PIO CSR CRTS GV | | | 183 | 270 | -87 | -32.22 | .04 | .07 |
| CHIARLO NVL MSC | | | 183 | 127 | 56 | 44.09 | .04 | .03 |
| LA TUNLLA P NRO | | | 183 | | 183 | 100.00 | .04 | .00 |
| S GIUSEPPE MRLT | | | 182 | 266 | -84 | -31.58 | .04 | .07 |
| BOLLINI MERLOT | | | 182 | 200 | -18 | -9.00 | .04 | .05 |
| FEUDI FALANGHNA | | | 178 | 5 | 173 | 3460.00 | .04 | .00 |
| LIRICO MNTPLCNO | | | 175 | 439 | -264 | -60.14 | .04 | .11 |
| SANTA SOFIA AMR | | | 175 | 142 | 33 | 23.24 | .04 | .04 |
| MASI CAMPOFIORN | | | 175 | 71 | 104 | 146.48 | .04 | .02 |
| BOLLA LUGANA WH | | | 175 | | 175 | 100.00 | .04 | .00 |
| PIO CESARE BRLO | | | 174 | 217 | -43 | -19.82 | .04 | .05 |
| ROCCA DEL VRNCA | | | 173 | 73 | 100 | 136.99 | .04 | .02 |
| F MNACI SLC SLN | | | 171 | 260 | -89 | -34.23 | .04 | .07 |
| DE CANAL CHARD | | | 167 | 286 | -119 | -41.61 | .04 | .07 |
| LA TUNELLA P BN | | | 167 | 92 | 75 | 81.52 | .04 | .02 |
| D'ORCIA RSO MNT | | | 165 | 148 | 17 | 11.49 | .04 | .04 |
| TOMMASI AMARONE | | | 165 | 77 | 88 | 114.29 | .04 | .02 |
| RUFFNO LDLA NVA | | | 164 | 70 | 94 | 134.29 | .04 | .02 |
| TERZZI TRR TUFI | | | 156 | 73 | 83 | 113.70 | .04 | .02 |
| BERTANI LE LAVE | | | 155 | 243 | -88 | -36.21 | .04 | .06 |
| GIOVELLO CHRDNV | | | 154 | 260 | -106 | -40.77 | .04 | .07 |
| M NEGRI MSC AST | | | 153 | 24 | 129 | 537.50 | .04 | .01 |
| VLLA VIVALDO RD | | | 153 | | 153 | 100.00 | .04 | .00 |
| PRODTTRI BRB BR | | | 150 | 99 | 51 | 51.52 | .04 | .02 |
| MASI MODELLO | | | 147 | 122 | 25 | 20.49 | .04 | .03 |
| GAVIA P PERLANT | | | 145 | 88 | 57 | 64.77 | .03 | .02 |
| LA TUNELLA SV B | | | 144 | 73 | 71 | 97.26 | .03 | .02 |
| TAURINO NTRPNRO | | | 142 | 183 | -41 | -22.40 | .03 | .05 |
| CHIARLO BAROLO | | | 142 | 139 | 3 | 2.16 | .03 | .04 |
| TRAVANTO SNGVSE | | | 139 | | 139 | 100.00 | .03 | .00 |
| V DIANA MNT ABZ | | | 138 | 158 | -20 | -12.66 | .03 | .04 |
| FEUDI FIANO AVL | | | 137 | | 137 | 100.00 | .03 | .00 |
| KRIS HEART MRLT | | | 136 | 89 | 47 | 52.81 | .03 | .02 |
| CANTELE SLC RES | | | 133 | 123 | 10 | 8.13 | .03 | .03 |
| LA TUNELLA MRLT | | | 133 | | 133 | 100.00 | .03 | .00 |
| BIGI ORVTO CLSC | | | 132 | 179 | -47 | -26.26 | .03 | .05 |
| CANEI SANGRIA | | | 131 | 122 | 9 | 7.38 | .03 | .03 |
| ARGIOLAS PEDERA | | | 131 | 60 | 71 | 118.33 | .03 | .02 |
| REGALEALI WHITE | | | 131 | 53 | 78 | 147.17 | .03 | .01 |
| CATALDI MONT AB | | | 130 | 101 | 29 | 28.71 | .03 | .03 |
| D'ORCIA BRUNLLO | | | 129 | 3 | 126 | 4200.00 | .03 | .00 |
| FORMULAE | | | 128 | 15 | 113 | 753.33 | .03 | .00 |
| ZENATO LUGANA | | | 127 | 92 | 35 | 38.04 | .03 | .02 |
| RAPITALA CASALJ | | | 127 | 20 | 107 | 535.00 | .03 | .01 |
| DUE TORRI MERLT | | | 122 | 133 | -11 | -8.27 | .03 | .03 |
| S ANSTZIA NR AV | | | 117 | | 117 | 100.00 | .03 | .00 |
| CECCHI VNO NOBL | | | 116 | 48 | 68 | 141.67 | .03 | .01 |
| PODERI CLLA ALB | | | 116 | 25 | 91 | 364.00 | .03 | .01 |
| BOVE MONT D'ABZ | | | 113 | 99 | 14 | 14.14 | .03 | .02 |
| DUE TRRI 2BT GF | | | 110 | | 110 | 100.00 | .03 | .00 |
| UMBRTO FIOR BRB | | | 109 | 129 | -20 | -15.50 | .03 | .03 |
| TERRBNCA CMPCCO | | | 109 | 84 | 25 | 29.76 | .03 | .02 |
| CASTLLO CUM LDE | | | 109 | 20 | 89 | 445.00 | .03 | .01 |
| PTRFIA L SUG RS | | | 107 | 36 | 71 | 197.22 | .03 | .01 |
| BADIA FRM ABZ | | | 106 | 96 | 10 | 10.42 | .03 | .02 |
| CECCHI VRNCCIA | | | 105 | 385 | -280 | -72.73 | .03 | .10 |
| TERRA CTTA MRLT | | | 105 | 59 | 46 | 77.97 | .03 | .01 |
| IL POG BRUN MNT | | | 104 | 53 | 51 | 96.23 | .02 | .01 |
| DEL PALIO SNGVS | | | 101 | 183 | -82 | -44.81 | .02 | .05 |
| VIETTI MOS CSNT | | | 101 | 115 | -14 | -12.17 | .02 | .03 |
| ROCCA DEL RBZZO | | | 98 | 90 | 8 | 8.89 | .02 | .02 |
| TENUTA TRE NB M | | | 98 | 15 | 83 | 553.33 | .02 | .00 |
| CAVIT CAB SAUV | | | 96 | 12 | 84 | 700.00 | .02 | .00 |
| FAZI BTGLA SNG | | | 95 | 122 | -27 | -22.13 | .02 | .03 |
| FRSCBDI RMLE RD | | | 94 | 546 | -452 | -82.78 | .02 | .14 |
| CANEI PEACH | | | 94 | 12 | 82 | 683.33 | .02 | .00 |
| PIO CSR BRBRSCO | | | 92 | 44 | 48 | 109.09 | .02 | .01 |
| CST MNTAUTO VRN | | | 90 | | 90 | 100.00 | .02 | .00 |
| CPZNA CNTI SNGV | | | 88 | 38 | 50 | 131.58 | .02 | .01 |
| V SELVA FELCATA | | | 88 | 18 | 70 | 388.89 | .02 | .00 |
| SCARLATA MERLT | | | 87 | 153 | -66 | -43.14 | .02 | .04 |
| PLZIANO ASINONE | | | 87 | 43 | 44 | 102.33 | .02 | .01 |
| LIRICO MERLOT | | | 87 | 23 | 64 | 278.26 | .02 | .01 |
| GATTNRA GATTNRA | | | 86 | 96 | -10 | -10.42 | .02 | .02 |
| LA TUNELLA TCAI | | | 86 | 84 | 2 | 2.38 | .02 | .02 |
| PRODTTRI BRB NB | | | 86 | 81 | 5 | 6.17 | .02 | .02 |
| MARINI MERLOT | | | 86 | 28 | 58 | 207.14 | .02 | .01 |
| BATASIOLO B ALB | | | 85 | 35 | 50 | 142.86 | .02 | .01 |
| L FRANCESCA MRL | | | 83 | 318 | -235 | -73.90 | .02 | .08 |
| LE VOLTE | | | 83 | 107 | -24 | -22.43 | .02 | .03 |
| VILLA CORN CHRDP | | | 80 | 116 | -36 | -31.03 | .02 | .03 |
| SENSI ABRZ MNTP | | | 80 | 77 | 3 | 3.90 | .02 | .02 |

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

ALL STATES-1/1/03 - 12/31/03

PAGE 99

| CLASS & TYPE BRAND | AGE / PROOF | RETAIL PRICE 750ml | CASE SALES | | CASES + or - | % OF + or - | % OF TYPE | |
|-----------------------|----------------|--------------------------|------------|-----------|-----------------|----------------|-----------|-----------|
| | | | This Year | Last Year | | | This Year | Last Year |
| SLLA&MSCA VRMNT | | | 79 | 75 | 4 | 5.33 | .02 | .02 |
| BOLLA 6/2 GIFT | | | 78 | 631 | -553 | -87.64 | .02 | .16 |
| PICCINI ORVIETO | | | 78 | 76 | 2 | 2.63 | .02 | .02 |
| SARTRILLI VRDCHO | | | 78 | 19 | 59 | 310.53 | .02 | .00 |
| NZZLE CHR L BRN | | | 77 | 124 | -47 | -37.90 | .02 | .03 |
| VLA ROSA GVI GV | | | 77 | 93 | -16 | -17.20 | .02 | .02 |
| LA TUNELLA CHR | | | 77 | 76 | 1 | 1.32 | .02 | .02 |
| ANTRI D SLA CHR | | | 76 | 66 | 10 | 15.15 | .02 | .02 |
| FEUDI GRECO DOC | | | 76 | 40 | 36 | 90.00 | .02 | .01 |
| FORADORI TRLDGO | | | 76 | 8 | 68 | 850.00 | .02 | .00 |
| CRITTO BRLO ZNCH | | | 75 | 33 | 42 | 127.27 | .02 | .01 |
| LA CARRAIA OVTO | | | 75 | 32 | 43 | 134.38 | .02 | .01 |
| PLACDO CHNTI/PG | | | 74 | 236 | -162 | -68.64 | .02 | .06 |
| MIONETTO NOVILLO | | | 74 | 51 | 23 | 45.10 | .02 | .01 |
| CASTELLO SUMMUS | | | 74 | 51 | 23 | 45.10 | .02 | .01 |
| L FRANCSCS SNGV | | | 74 | | 74 | 100.00 | .02 | .00 |
| LA TUNELLA RBLA | | | 71 | 71 | | .00 | .02 | .02 |
| ARGIOLAS COS VM | | | 71 | 70 | 1 | 1.43 | .02 | .02 |
| FONTEANELLE CHR | | | 71 | 44 | 27 | 61.36 | .02 | .01 |
| ZONIN WHT MERLT | | | 70 | 409 | -339 | -82.89 | .02 | .10 |
| CANTINA MNTLCNO | | | 70 | 23 | 47 | 204.35 | .02 | .01 |
| MNTCLLO VR RIFL | | | 70 | | 70 | 100.00 | .02 | .00 |
| FALESCO EST EST | | | 69 | 93 | -24 | -25.81 | .02 | .02 |
| MARCH BRLO MRAI | | | 69 | 55 | 14 | 25.45 | .02 | .01 |
| LA GIOSA MERLOT | | | 68 | 164 | -96 | -58.54 | .02 | .04 |
| CASTELVERO BARB | | | 67 | 252 | -185 | -73.41 | .02 | .06 |
| SASSETO MNT ABZ | | | 67 | 221 | -154 | -69.68 | .02 | .06 |
| SALVIANO ORVITO | | | 67 | 69 | -2 | -2.90 | .02 | .02 |
| ANSELMI S VNCZO | | | 67 | 48 | 19 | 39.58 | .02 | .01 |
| MARCH BRLO CNBI | | | 67 | 39 | 28 | 71.79 | .02 | .01 |
| SASSETO TRB ABZ | | | 66 | 156 | -90 | -57.69 | .02 | .04 |
| BATASIOLO BROLO | | | 66 | 49 | 17 | 34.69 | .02 | .01 |
| SENSI TESTARDO | | | 65 | 98 | -33 | -33.67 | .02 | .02 |
| CASNO-CLMBO BRN | | | 64 | 37 | 27 | 72.97 | .02 | .01 |
| S GIORGIO P SLN | | | 64 | 37 | 27 | 72.97 | .02 | .01 |
| APLLNIO P TERRG | | | 63 | 254 | -191 | -75.20 | .02 | .06 |
| SCRITTA TRB ABZ | | | 63 | 113 | -50 | -44.25 | .02 | .03 |
| ALGRNI LA GROLA | | | 63 | 34 | 29 | 85.29 | .02 | .01 |
| CPPO ROUSS BRBA | | | 62 | 48 | 14 | 29.17 | .01 | .01 |
| STELLA MERLOT | | | 62 | 46 | 16 | 34.78 | .01 | .01 |
| FOSSI ROSSO | | | 61 | 141 | -80 | -56.74 | .01 | .04 |
| APLLNIO COPRTNO | | | 60 | 162 | -102 | -62.96 | .01 | .04 |
| LUCENTE LAVITE | | | 59 | 106 | -47 | -44.34 | .01 | .03 |
| ANTRI MARCHESE | | | 59 | 62 | -3 | -4.84 | .01 | .02 |
| MRLINO SCAN RSV | | | 59 | 5 | 54 | 1080.00 | .01 | .00 |
| PIO CSR NEBBOLO | | | 59 | | 59 | 100.00 | .01 | .00 |
| RUVET BRBRA ALB | | | 59 | | 59 | 100.00 | .01 | .00 |
| MNTCLLO VR KNGT | | | 59 | | 59 | 100.00 | .01 | .00 |
| DONTLLO MTPLCNO | | | | 46 | 12 | 26.09 | .01 | .01 |
| BATASIOLO GAVI | | | 58 | 33 | 25 | 75.76 | .01 | .01 |
| MASI SRG ALH VL | | | 56 | 52 | 4 | 7.69 | .01 | .01 |
| PLZIANO RSO MNT | | | 55 | 28 | 27 | 96.43 | .01 | .01 |
| BROGLIA GV MRNA | | | 54 | 51 | 3 | 5.88 | .01 | .01 |
| DEL CERRO VN NB | | | 54 | 46 | 8 | 17.39 | .01 | .01 |
| CANTELE PRM SLN | | | 53 | 38 | 15 | 39.47 | .01 | .01 |
| CESARI AMARONE | | | 53 | 21 | 32 | 152.38 | .01 | .01 |
| PIO CSR ARNEYS | | | 52 | 32 | 20 | 62.50 | .01 | .01 |
| PROMESSA ROSSO | | | 51 | 24 | 27 | 112.50 | .01 | .01 |
| MARCONI TRB ABZ | | | 50 | 51 | -1 | -1.96 | .01 | .01 |
| BERTANI AMARONE | | | 50 | 45 | 5 | 11.11 | .01 | .01 |
| D VINCI SANGVSE | | | 49 | 58 | -9 | -15.52 | .01 | .01 |
| PLACIDO CAB SAV | | | 48 | 68 | -20 | -29.41 | .01 | .02 |
| MNTCLLO VR GODS | | | 48 | | 48 | 100.00 | .01 | .00 |
| C D'ORCA RS MNT | | | 47 | 150 | -103 | -68.67 | .01 | .04 |
| PIO CSR MOS AST | | | 47 | 46 | 1 | 2.17 | .01 | .01 |
| SNTA MRGHTA CHR | | | 47 | 32 | 15 | 46.88 | .01 | .01 |
| GAGLRDO BRB ALB | | | 47 | | 47 | 100.00 | .01 | .00 |
| FRSCBLDI SNGVSE | | | 46 | | 46 | 100.00 | .01 | .00 |
| MNTCLLO VNO RSO | | | 46 | | 46 | 100.00 | .01 | .00 |
| UMBRTO FIOR GVI | | | 45 | 36 | 9 | 25.00 | .01 | .01 |
| LNA LNA VARIETY | | | 45 | 4 | 41 | 1025.00 | .01 | .00 |
| CASA CNTN S SAL | | | 45 | | 45 | 100.00 | .01 | .00 |
| VILLA CORN MRLT | | | 44 | 59 | -15 | -25.42 | .01 | .01 |
| CABREO IL BORGO | | | 44 | 30 | 14 | 46.67 | .01 | .01 |
| SAN MAURO PAZO | | | 44 | 20 | 24 | 120.00 | .01 | .01 |
| FABIANO MNT ABZ | | | 44 | | 44 | 100.00 | .01 | .00 |
| UMBRTO FRE MSCT | | | 43 | 28 | 15 | 53.57 | .01 | .01 |
| ALLEGRI AMRNE | | | 42 | 17 | 25 | 147.06 | .01 | .00 |
| ANTRI CSTLA ORV | | | 42 | | 42 | 100.00 | .01 | .00 |
| FEUDI GRECO TUF | | | 42 | | 42 | 100.00 | .01 | .00 |
| ARGIOLAS COSTRA | | | 41 | 22 | 19 | 86.36 | .01 | .01 |
| VIETTI DLTO ALB | | | 40 | 34 | 6 | 17.65 | .01 | .01 |
| TENUTA VET BERG | | | 40 | 7 | 33 | 471.43 | .01 | .00 |
| SANTI MERLOT | | | 39 | 145 | -106 | -73.10 | .01 | .04 |
| TRBNCO CIPRESSO | | | 39 | 123 | -84 | -68.29 | .01 | .03 |
| LA VIS MERLOT | | | 39 | 55 | -16 | -29.09 | .01 | .01 |
| BIANCHI SAV BLC | | | 39 | 30 | 9 | 30.00 | .01 | .01 |
| BRAVADO MERLOT | | | 39 | 15 | 24 | 160.00 | .01 | .00 |
| BATASIOLO SOVRN | | | 39 | | 39 | 100.00 | .01 | .00 |
| FABIANO VENZ MR | | | 38 | | 38 | 100.00 | .01 | .00 |
| CANDONI MERLOT | | | 38 | | 38 | 100.00 | .01 | .00 |
| TRRDORA AGLNICO | | | 37 | 100 | -63 | -63.00 | .01 | .03 |
| ILLUMINATI RIPA | | | 37 | 74 | -37 | -50.00 | .01 | .02 |

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

ALL STATES-1/1/03 - 12/31/03

PAGE 100

| CLASS & TYPE BRAND | AGE / PROOF | RETAIL PRICE 750ml | CASE SALES | | CASES + or - | % OF + or - | % OF TYPE | |
|-----------------------|----------------|--------------------------|------------|-----------|-----------------|----------------|-----------|-----------|
| | | | This Year | Last Year | | | This Year | Last Year |
| LNGRTI VIN SNT0 | | | 37 | 46 | -9 | -19.57 | .01 | .01 |
| MARINI CHARDNNY | | | 37 | 24 | 13 | 54.17 | .01 | .01 |
| SARTORI MERLOT | | | 36 | 331 | -295 | -89.12 | .01 | .08 |
| CASTELVERO CRTS | | | 36 | 57 | -21 | -36.84 | .01 | .01 |
| REGALEALI ROSSO | | | 36 | 30 | 6 | 20.00 | .01 | .01 |
| BARTNRA MSC AST | | | 36 | 5 | 31 | 620.00 | .01 | .00 |
| BOTTEGA VN P NR | | | 36 | | 36 | 100.00 | .01 | .00 |
| SASSICAIA | | | 35 | 50 | -15 | -30.00 | .01 | .01 |
| UMBRTO FIOR BRL | | | 35 | 33 | 2 | 6.06 | .01 | .01 |
| BRZZA BRB CNUBI | | | 35 | 33 | 2 | 6.06 | .01 | .01 |
| DEL VISPO VRNCC | | | 35 | 7 | 28 | 400.00 | .01 | .00 |
| CORTESE BRB RBJ | | | 35 | | 35 | 100.00 | .01 | .00 |
| BIG MAMMA NGR R | | | 35 | | 35 | 100.00 | .01 | .00 |
| CA/DEL SRTO MRL | | | 35 | | 35 | 100.00 | .01 | .00 |
| CASTLLNI SNGVSE | | | 34 | 150 | -116 | -77.33 | .01 | .04 |
| BOLLINI CHARD | | | 34 | 43 | -9 | -20.93 | .01 | .01 |
| TAVERNELLE CBNT | | | 34 | 39 | -5 | -12.82 | .01 | .01 |
| STIVAL CHARDNNY | | | 34 | 31 | 3 | 9.68 | .01 | .01 |
| RICASOLI SNGVSE | | | 33 | 14 | 19 | 135.71 | .01 | .00 |
| PLANETA SEGRETA | | | 33 | 13 | 20 | 153.85 | .01 | .00 |
| LA ISOLA ROSSO | | | 33 | 4 | 29 | 725.00 | .01 | .00 |
| TOLLO V DNA MNT | | | 33 | 1 | 32 | 3200.00 | .01 | .00 |
| V CORNARO P CB | | | 32 | 68 | -36 | -52.94 | .01 | .02 |
| VLLONE BRND RIS | | | 32 | 42 | -10 | -23.81 | .01 | .01 |
| ARGSTO DLC D/AQ | | | 32 | 40 | -8 | -20.00 | .01 | .01 |
| RINASCIMENTO | | | 32 | 28 | 4 | 14.29 | .01 | .01 |
| ANTRI GUADO TSO | | | 31 | 31 | | .00 | .01 | .01 |
| S QUIRICO VRNCCA | | | 31 | 24 | 7 | 29.17 | .01 | .01 |
| FEUDI RUBRATO | | | 31 | 3 | 28 | 933.33 | .01 | .00 |
| F ARANCIO SYRAH | | | 31 | | 31 | 100.00 | .01 | .00 |
| F ARANCIO MERLT | | | 31 | 31 | | 100.00 | .01 | .00 |
| SNTA MRGHTA CAB | | | 30 | 193 | -163 | -84.46 | .01 | .05 |
| MSTRBRDNO LC RD | | | 30 | 19 | 11 | 57.89 | .01 | .00 |
| DEL PALIO MERLT | | | 30 | 12 | 18 | 150.00 | .01 | .00 |
| PRUNOTTO BARBRA | | | 30 | 4 | 26 | 650.00 | .01 | .00 |
| VIGNLI STF MSCT | | | 30 | 30 | | 100.00 | .01 | .00 |
| NARDI BRNLO MNT | | | 29 | 58 | -29 | -50.00 | .01 | .01 |
| CA/MTNI ARST SV | | | 29 | 53 | -24 | -45.28 | .01 | .01 |
| SENSI CERBAIOLO | | | 29 | 21 | 8 | 38.10 | .01 | .01 |
| CA/MNTNI CB COR | | | 29 | 16 | 13 | 81.25 | .01 | .00 |
| TERRALE NRO SRH | | | 29 | | 29 | 100.00 | .01 | .00 |
| MNTCLLO VR CMLN | | | 29 | | 29 | 100.00 | .01 | .00 |
| LNA LNA/B&P GFT | | | 28 | 588 | -560 | -95.24 | .01 | .15 |
| LUNA LUNA CNTNA | | | 28 | 518 | -490 | -94.59 | .01 | .13 |
| CASTELLO EXCLUS | | | 28 | 5 | 23 | 460.00 | .01 | .00 |
| MARINI CAB SAUV | | | 28 | | 28 | 100.00 | .01 | .00 |
| CRTO MOSCATO | | | 27 | 52 | -25 | -48.08 | .01 | .01 |
| S TRSSA PRMTVO | | | 27 | 38 | -11 | -28.95 | .01 | .01 |
| ANTONELLI ROSSO | | | 27 | 31 | -4 | -12.90 | .01 | .01 |
| LETRARI MARZMNO | | | 27 | 28 | -1 | -3.57 | .01 | .01 |
| LNA LNA/R&G GFT | | | 26 | 307 | -281 | -91.53 | .01 | .08 |
| RIUNITE STRWBRY | | | 26 | 171 | -145 | -84.80 | .01 | .04 |
| ORNELLAIA | | | 26 | 28 | -2 | -7.14 | .01 | .01 |
| SARTORI REGOLO | | | 26 | 26 | | .00 | .01 | .01 |
| V SELVA VN SNT0 | | | 26 | 21 | 5 | 23.81 | .01 | .01 |
| ARANO VALPO CLS | | | 26 | 8 | 18 | 225.00 | .01 | .00 |
| CRTO ARNS BLNG | | | 26 | 5 | 21 | 420.00 | .01 | .00 |
| PLANETA SGRT BL | | | 26 | | 26 | 100.00 | .01 | .00 |
| SALVIANO TURLO | | | 25 | 50 | -25 | -50.00 | .01 | .01 |
| GAVI GAVI FIGIN | | | 25 | 44 | -19 | -43.18 | .01 | .01 |
| LUCE DELLA VITE | | | 25 | 33 | -8 | -24.24 | .01 | .01 |
| CORNACCHIA MONT | | | 25 | 29 | -4 | -13.79 | .01 | .01 |
| TENUTA TERR TSS | | | 25 | 23 | 2 | 8.70 | .01 | .01 |
| OPICI TSCNO STW | | | 25 | 21 | 4 | 19.05 | .01 | .01 |
| BRZZA BRL SRMSA | | | 25 | 19 | 6 | 31.58 | .01 | .00 |
| SCARLATTI CBRNT | | | 25 | 8 | 17 | 212.50 | .01 | .00 |
| SARCNO RSSO DRN | | | 24 | 169 | -145 | -85.80 | .01 | .04 |
| JERMANN CHRDNRY | | | 24 | 27 | -3 | -11.11 | .01 | .01 |
| MRCO MACI S SAL | | | 24 | 16 | 8 | 50.00 | .01 | .00 |
| CAPUTO CHRST RS | | | 24 | 3 | 21 | 700.00 | .01 | .00 |
| ANTRI TORMRSC W | | | 24 | 3 | 21 | 700.00 | .01 | .00 |
| ARGIANO BRUNELO | | | 24 | 1 | 23 | 2300.00 | .01 | .00 |
| CAPUTO L CHRSTI | | | 24 | | 24 | 100.00 | .01 | .00 |
| S ANSTIA PSMGO | | | 23 | 271 | -248 | -91.51 | .01 | .07 |
| ANTNELLI SGRTNO | | | 23 | 28 | -5 | -17.86 | .01 | .01 |
| GIOVELLO PROSCO | | | 23 | 21 | 2 | 9.52 | .01 | .01 |
| SAN LRNZO MNTPL | | | 23 | 19 | 4 | 21.05 | .01 | .00 |
| CANDIDO DUC ARG | | | 23 | 18 | 5 | 27.78 | .01 | .00 |
| D VINCI IPPOLTO | | | 23 | 17 | 6 | 35.29 | .01 | .00 |
| W SPA PIEVE CAB | | | 23 | 8 | 15 | 187.50 | .01 | .00 |
| CARPNT0 DOGJOLO | | | 22 | 88 | -66 | -75.00 | .01 | .02 |
| PICCINI PTRARCA | | | 22 | 69 | -47 | -68.12 | .01 | .02 |
| ANTINORI SOLAIA | | | 22 | 26 | -4 | -15.38 | .01 | .01 |
| BOLLA CLFRT MRL | | | 22 | 26 | -4 | -15.38 | .01 | .01 |
| VLLA PCN OK AGE | | | 22 | 9 | 13 | 144.44 | .01 | .00 |
| PLOZNER TOCAI | | | 22 | 5 | 17 | 340.00 | .01 | .00 |
| F ARANCIO NR AV | | | 22 | | 22 | 100.00 | .01 | .00 |
| DANZANTE 3BT GF | | | 22 | | 22 | 100.00 | .01 | .00 |
| GRANDUCA CORTSE | | | 22 | | 22 | 100.00 | .01 | .00 |
| MSTRBDNO G TUFO | | | 21 | 56 | -35 | -62.50 | .01 | .01 |
| BRGONO BAROLO | | | 21 | 24 | -3 | -12.50 | .01 | .01 |
| ANTRI PN DL VIG | | | 21 | 23 | -2 | -8.70 | .01 | .01 |
| D VINCI SAN ZIO | | | 21 | 18 | 3 | 16.67 | .01 | .00 |

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

ALL STATES-1/1/03 - 12/31/03

PAGE 101

| CLASS & TYPE BRAND | AGE / PROOF | RETAIL PRICE 750ml | CASE SALES | | CASES + or - | % OF + or - | % OF TYPE | |
|-----------------------|----------------|--------------------------|------------|-----------|-----------------|----------------|-----------|-----------|
| | | | This Year | Last Year | | | This Year | Last Year |
| BUCCI VRDCHO CL | | | 21 | 9 | 12 | 133.33 | .01 | .00 |
| BECCRIS MCT AST | | | 21 | | 21 | 100.00 | .01 | .00 |
| IL PGGIONE PTRE | | | 21 | | 21 | 100.00 | .01 | .00 |
| MANDRIELLE MRLT | | | 20 | 38 | -18 | -47.37 | .00 | .01 |
| LAGARIA MERLOT | | | 20 | 29 | -9 | -31.03 | .00 | .01 |
| MSSLINO BARILOT | | | 20 | 25 | -5 | -20.00 | .00 | .01 |
| BERTANI NOV ALB | | | 20 | 21 | -1 | -4.76 | .00 | .01 |
| CECCHI SPARGOLO | | | 20 | 20 | | .00 | .00 | .01 |
| VAL D SUGA BRNL | | | 20 | 16 | 4 | 25.00 | .00 | .00 |
| RBULI VLDBBIDNE | | | 20 | 13 | 7 | 53.85 | .00 | .00 |
| CASALFERRO | | | 20 | 12 | 8 | 66.67 | .00 | .00 |
| CRITO BRBSC ASJ | | | 20 | 8 | 12 | 150.00 | .00 | .00 |
| CHIASSO MERLOT | | | 20 | 1 | 19 | 1900.00 | .00 | .00 |
| NCDMI MT ABRZZO | | | 20 | | 20 | 100.00 | .00 | .00 |
| CASNO-CLMBO RSO | | | 19 | 40 | -21 | -52.50 | .00 | .01 |
| CLLVNI MRL RSVA | | | 19 | 26 | -7 | -26.92 | .00 | .01 |
| MARCH BRLO GAVI | | | 19 | 25 | -6 | -24.00 | .00 | .01 |
| COPPO BARBERA | | | 19 | 17 | 2 | 11.76 | .00 | .00 |
| SASSTTI BRN MNT | | | 19 | 14 | 5 | 35.71 | .00 | .00 |
| MORGNTN N D'AVL | | | 19 | 11 | 8 | 72.73 | .00 | .00 |
| FRSCBLDI GCONDO | | | 19 | 1 | 18 | 1800.00 | .00 | .00 |
| TOLLO MNTOLN RD | | | 19 | 1 | 18 | 1800.00 | .00 | .00 |
| PRUNOTTO BRBSCO | | | 19 | 1 | 18 | 1800.00 | .00 | .00 |
| F ARANCIO CHARD | | | 19 | | 19 | 100.00 | .00 | .00 |
| FALESCO POG GEL | | | 19 | | 19 | 100.00 | .00 | .00 |
| PETROLO GALTRNA | | | 18 | 185 | -167 | -90.27 | .00 | .05 |
| CPRZO RSSO MONT | | | 18 | 94 | -76 | -80.85 | .00 | .02 |
| CO PRO VLTRI RS | | | 18 | 51 | -33 | -64.71 | .00 | .01 |
| POGGIO ANTC RSO | | | 18 | 32 | -14 | -43.75 | .00 | .01 |
| CA'DONINI MERLT | | | 18 | 28 | -10 | -35.71 | .00 | .01 |
| BATASIOLO DLCTO | | | 18 | 27 | -9 | -33.33 | .00 | .01 |
| PLOZNER MERLOT | | | 18 | 21 | -3 | -14.29 | .00 | .01 |
| GIACOSA A ROERO | | | 18 | 9 | 9 | 100.00 | .00 | .00 |
| VIETTI ROR ARNS | | | 18 | 6 | 12 | 200.00 | .00 | .00 |
| FNTFDA CSTA RBN | | | 17 | 204 | -187 | -91.67 | .00 | .05 |
| BIANCI CHARDNNY | | | 17 | 26 | -9 | -34.62 | .00 | .01 |
| PGGO AL'MURA BR | | | 17 | 25 | -8 | -32.00 | .00 | .01 |
| ROCCA DEL RCATO | | | 17 | 25 | -8 | -32.00 | .00 | .01 |
| PIO CSR BRL ORN | | | 17 | 5 | 12 | 240.00 | .00 | .00 |
| BOTTEGA VIN CHD | | | 17 | 2 | 15 | 750.00 | .00 | .00 |
| LETRARI CHARDNY | | | 17 | 17 | 17 | 100.00 | .00 | .00 |
| ALTSINO RSO ALT | | | 16 | 40 | -24 | -60.00 | .00 | .01 |
| PETROSCO SNGVSE | | | 16 | 39 | -23 | -58.97 | .00 | .01 |
| CLLVNI SASS CHR | | | 16 | 38 | -22 | -57.89 | .00 | .01 |
| LETRARI CAB RSV | | | 16 | 38 | -22 | -57.89 | .00 | .01 |
| ALTSINO BRN MNT | | | 16 | 38 | -22 | -57.89 | .00 | .01 |
| TERRA CTTA CHR | | | 16 | 32 | -16 | -50.00 | .00 | .01 |
| ALBRTONI PRMTVO | | | 16 | 27 | -11 | -40.74 | .00 | .01 |
| MIONTTO PRSC CH | | | 16 | 26 | -10 | -38.46 | .00 | .01 |
| DI MAJO RMITLLO | | | 16 | 14 | 2 | 14.29 | .00 | .00 |
| CHIARLO CORTESI | | | 16 | 14 | 2 | 14.29 | .00 | .00 |
| SCARLTTA CHRDNV | | | 16 | 9 | 7 | 77.78 | .00 | .00 |
| S NARDI RSO MNT | | | 16 | 5 | 11 | 220.00 | .00 | .00 |
| CA'MNTI CHR GAR | | | 16 | 5 | 11 | 220.00 | .00 | .00 |
| JERMANN PN BNCO | | | 16 | 2 | 14 | 700.00 | .00 | .00 |
| TENUTA TRE RENA | | | 16 | 16 | 16 | 100.00 | .00 | .00 |
| PIO CSR BRB FID | | | 16 | 16 | 16 | 100.00 | .00 | .00 |
| MRLINO SCANSANO | | | 16 | 16 | 16 | 100.00 | .00 | .00 |
| ROCCA DEL MORLL | | | 16 | 16 | 16 | 100.00 | .00 | .00 |
| FNTA CNDA SNGVS | | | 16 | 16 | 16 | 100.00 | .00 | .00 |
| CPRZO CDTA MONT | | | 15 | 220 | -205 | -93.18 | .00 | .06 |
| CASTELLARN MRLT | | | 15 | 50 | -35 | -70.00 | .00 | .01 |
| TRRE DORA FIANO | | | 15 | 34 | -19 | -55.88 | .00 | .01 |
| GIACSA BRB ALBA | | | 15 | 28 | -13 | -46.43 | .00 | .01 |
| ORSOLA FRASCATI | | | 15 | 26 | -11 | -42.31 | .00 | .01 |
| TIAMO ROSSO PUG | | | 15 | 22 | -7 | -31.82 | .00 | .01 |
| PRNTTO DOLC MSC | | | 15 | 18 | -3 | -16.67 | .00 | .00 |
| RASHI JOYVIN | | | 15 | 15 | | .00 | .00 | .00 |
| S ANSTISIA ROSSA | | | 15 | 12 | 3 | 25.00 | .00 | .00 |
| PLOZNER CHARDNY | | | 15 | 9 | 6 | 66.67 | .00 | .00 |
| SCRMGLO BRB AST | | | 15 | 9 | 6 | 66.67 | .00 | .00 |
| TERRE GALTR PET | | | 15 | 7 | 8 | 114.29 | .00 | .00 |
| AVGNSI TSCNY CH | | | 15 | 6 | 9 | 150.00 | .00 | .00 |
| GAJA BARBARESCO | | | 15 | 4 | 11 | 275.00 | .00 | .00 |
| VIETTI BAROLO | | | 15 | 3 | 12 | 400.00 | .00 | .00 |
| SAN ROCCO MERLT | | | 15 | | 15 | 100.00 | .00 | .00 |
| E FRNCO PRMTVO | | | 15 | | 15 | 100.00 | .00 | .00 |
| CASTLNI PRMTVO | | | 14 | 613 | -599 | -97.72 | .00 | .15 |
| AVGNSI RSO TSCN | | | 14 | 111 | -97 | -87.39 | .00 | .03 |
| FRESCO D FRITZO | | | 14 | 60 | -46 | -76.67 | .00 | .02 |
| FASSATI SL ROSSO | | | 14 | 31 | -17 | -54.84 | .00 | .01 |
| BATASIOLO BRBSC | | | 14 | 24 | -10 | -41.67 | .00 | .01 |
| ERIK BANTI RSSO | | | 14 | 20 | -6 | -30.00 | .00 | .01 |
| ANTRI CRV D SAL | | | 14 | 17 | -3 | -17.65 | .00 | .00 |
| BARTENURA MLVSA | | | 14 | 10 | 4 | 40.00 | .00 | .00 |
| TERRABNCA CMP R | | | 14 | 8 | 6 | 75.00 | .00 | .00 |
| ANSLMI CP FSRNO | | | 14 | 4 | 10 | 250.00 | .00 | .00 |
| BARBI DEI BRSCO | | | 13 | 67 | -54 | -80.60 | .00 | .02 |
| ROCCA DEL GVETO | | | 13 | 42 | -29 | -69.05 | .00 | .01 |
| POGGIO ANTC BRN | | | 13 | 38 | -25 | -65.79 | .00 | .01 |
| VLLONE SLC SALN | | | 13 | 37 | -24 | -64.86 | .00 | .01 |
| TERRALE CAT TBN | | | 13 | 28 | -15 | -53.57 | .00 | .01 |
| L CSTRS DNA LSA | | | 13 | 21 | -8 | -38.10 | .00 | .01 |

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

ALL STATES-1/1/03 - 12/31/03

PAGE 102

| CLASS & TYPE BRAND | AGE / PROOF | RETAIL PRICE 750ml | CASE SALES | | CASES + or - | % OF + or - | % OF TYPE | |
|-----------------------|----------------|--------------------------|------------|-----------|-----------------|----------------|-----------|-----------|
| | | | This Year | Last Year | | | This Year | Last Year |
| RASHI BRBRA DRY | | | 13 | 14 | -1 | -7.14 | .00 | .00 |
| CATALDI MONT CR | | | 13 | 3 | 10 | 333.33 | .00 | .00 |
| POGGIO SLVI ROS | | | 12 | 93 | -81 | -87.10 | .00 | .02 |
| CPRZO BRN M CSA | | | 12 | 70 | -58 | -82.86 | .00 | .02 |
| MARCH BRLO NBBE | | | 12 | 27 | -15 | -55.56 | .00 | .01 |
| MNSNTD CLSS RIS | | | 12 | 19 | -7 | -36.84 | .00 | .00 |
| ILLUMINATI ZANA | | | 12 | 16 | -4 | -25.00 | .00 | .00 |
| CAPUTO SNO AGLN | | | 12 | 9 | 3 | 33.33 | .00 | .00 |
| ANTRNI GALESTRO | | | 12 | 8 | 4 | 50.00 | .00 | .00 |
| JERMANN VINNAE | | | 12 | 8 | 4 | 50.00 | .00 | .00 |
| TERRABNC CL CHN | | | 12 | 6 | 6 | 100.00 | .00 | .00 |
| MRCO MACI SIRE | | | 12 | 4 | 8 | 200.00 | .00 | .00 |
| MSTBDNO AVLLNIO | | | 12 | 4 | 8 | 200.00 | .00 | .00 |
| BERSANO GVI GVI | | | 12 | 4 | 8 | 200.00 | .00 | .00 |
| SARTORI AMARONE | | | 12 | 4 | 8 | 200.00 | .00 | .00 |
| BELMONDO MNTPNQ | | | 12 | | 12 | 100.00 | .00 | .00 |
| ABBZA NVCLA LGR | | | 11 | 13 | -2 | -15.38 | .00 | .00 |
| ROYAL 18 PEACH | | | 11 | 10 | 1 | 10.00 | .00 | .00 |
| RASHI CORTS SMI | | | 11 | 10 | 1 | 10.00 | .00 | .00 |
| LILLIANO ANGLLS | | | 11 | 10 | 1 | 10.00 | .00 | .00 |
| MRCO MACI MOJGN | | | 11 | 6 | 5 | 83.33 | .00 | .00 |
| TERRADORA TRASI | | | 11 | 4 | 7 | 175.00 | .00 | .00 |
| TENUTA ST PONTI | | | 11 | 3 | 8 | 266.67 | .00 | .00 |
| MRCO MACI DAVLO | | | 11 | 3 | 8 | 266.67 | .00 | .00 |
| VIETTI DLTO VGN | | | 11 | 3 | 8 | 266.67 | .00 | .00 |
| FELSINA FNTLLRO | | | 11 | 2 | 9 | 450.00 | .00 | .00 |
| L CSTRS PRMITVO | | | 11 | 1 | 10 | 1000.00 | .00 | .00 |
| VOLPE PSINI MRL | | | 11 | | 11 | 100.00 | .00 | .00 |
| CASTELLARIN CAB | | | 11 | | 11 | 100.00 | .00 | .00 |
| MELINI ORVTO CL | | | 10 | 36 | -26 | -72.22 | .00 | .01 |
| SANTI BNDI SASS | | | 10 | 20 | -10 | -50.00 | .00 | .01 |
| MIONTTO SCRO RS | | | 10 | 19 | -9 | -47.37 | .00 | .00 |
| MARCONI ORVT CL | | | 10 | 15 | -5 | -33.33 | .00 | .00 |
| RASHI BRB SMI D | | | 10 | 15 | -5 | -33.33 | .00 | .00 |
| PIO CESARE CHRD | | | 10 | 10 | | .00 | .00 | .00 |
| AVGNSI VN NOBLE | | | 10 | 6 | 4 | 66.67 | .00 | .00 |
| BARTENURA CHARD | | | 10 | 4 | 6 | 150.00 | .00 | .00 |
| TERUZZI PEPRINO | | | 10 | 4 | 6 | 150.00 | .00 | .00 |
| LETRARI FSA BND | | | 10 | 1 | 9 | 900.00 | .00 | .00 |
| CRITO BRLO PRAP | | | 10 | 1 | 9 | 900.00 | .00 | .00 |
| FRSCBLDI PMNO R | | | 10 | 1 | 9 | 900.00 | .00 | .00 |
| LNGRTI RUBESCO | | | 10 | | 10 | 100.00 | .00 | .00 |
| LETRARI PNT BNC | | | 10 | | 10 | 100.00 | .00 | .00 |
| LAGARIA CHARDNY | | | 10 | | 10 | 100.00 | .00 | .00 |
| BARTNRA MSC PIE | | | 10 | | 10 | 100.00 | .00 | .00 |
| PIO CHARDONNAY | | | 9 | 229 | -220 | -96.07 | .00 | .06 |
| V SELVA SELVMGG | | | 9 | 13 | -4 | -30.77 | .00 | .00 |
| PGGO AL'ORO BRN | | | 9 | 12 | -3 | -25.00 | .00 | .00 |
| CH MARCNDIA PRMS | | | 9 | | | .00 | .00 | .00 |
| PGO SLVI BRN BS | | | 9 | | | .00 | .00 | .00 |
| CANTINE BOT GRV | | | 9 | 8 | 1 | 12.50 | .00 | .00 |
| GIONELLI CHARD | | | 9 | 7 | 2 | 28.57 | .00 | .00 |
| BARTNRA BRB AST | | | 9 | 5 | 4 | 80.00 | .00 | .00 |
| GAJA SITO MRSCO | | | 9 | 4 | 5 | 125.00 | .00 | .00 |
| CSTILO COLV SYRH | | | 9 | 4 | 5 | 125.00 | .00 | .00 |
| MAST AMRN GF BG | | | 9 | 3 | 6 | 200.00 | .00 | .00 |
| PIO CESARE BRIC | | | 9 | 2 | 7 | 350.00 | .00 | .00 |
| PRUNOTTO BAROLO | | | 9 | 2 | 7 | 350.00 | .00 | .00 |
| BOSCRLLI MNTPLC | | | 9 | | 9 | 100.00 | .00 | .00 |
| FEUDI AGLIANICO | | | 9 | | 9 | 100.00 | .00 | .00 |
| VNO IN MUSICA | | | 9 | | 9 | 100.00 | .00 | .00 |
| FASSATI VNO NBL | | | 8 | 146 | -138 | -94.52 | .00 | .04 |
| BONGIOVNNI DQLC | | | 8 | 140 | -132 | -94.29 | .00 | .04 |
| PIO RED BARBERA | | | 8 | 105 | -97 | -92.38 | .00 | .03 |
| COLI ORVIEITO | | | 8 | 60 | -52 | -86.67 | .00 | .02 |
| SARACCO MOSCATO | | | 8 | 35 | -27 | -77.14 | .00 | .01 |
| FNTA CNDA ORVTO | | | 8 | 29 | -21 | -72.41 | .00 | .01 |
| LUCE FRESCBALDI | | | 8 | 21 | -13 | -61.90 | .00 | .01 |
| STRACCALI SNGVS | | | 8 | 20 | -12 | -60.00 | .00 | .01 |
| MONSNTD FAB SNG | | | 8 | 13 | -5 | -38.46 | .00 | .00 |
| MIONTTO CHRO RS | | | 8 | 13 | -5 | -38.46 | .00 | .00 |
| S NARDI BRN MNT | | | 8 | 11 | -3 | -27.27 | .00 | .00 |
| CON VENTO | | | 8 | 6 | 2 | 33.33 | .00 | .00 |
| CRTO BRCO A FST | | | 8 | 3 | 5 | 166.67 | .00 | .00 |
| FIRESTD BRB AST | | | 8 | 3 | 5 | 166.67 | .00 | .00 |
| FLLGA RSAZZO RS | | | 8 | | 8 | 100.00 | .00 | .00 |
| SNTA SFA AMR GI | | | 8 | | 8 | 100.00 | .00 | .00 |
| MARCONI FRSC SP | | | 7 | 18 | -11 | -61.11 | .00 | .00 |
| IL VSCVO PRMTVO | | | 7 | 13 | -6 | -46.15 | .00 | .00 |
| MELINI COLTRI 2 | | | 7 | 12 | -5 | -41.67 | .00 | .00 |
| LA SCOLCA GAVI | | | 7 | 12 | -5 | -41.67 | .00 | .00 |
| MARCONI MNT ABZ | | | 7 | 11 | -4 | -36.36 | .00 | .00 |
| GIONELLI MERLOT | | | 7 | 9 | -2 | -22.22 | .00 | .00 |
| TERRCCO RONDNAI | | | 7 | 9 | -2 | -22.22 | .00 | .00 |
| POGGIO ALLE GZZ | | | 7 | 7 | | .00 | .00 | .00 |
| GAJA ROSSJ-BASS | | | 7 | 5 | 2 | 40.00 | .00 | .00 |
| CHIARLO BARBSCO | | | 7 | 2 | 5 | 250.00 | .00 | .00 |
| BATASIOLO BSCTO | | | 7 | | 7 | 100.00 | .00 | .00 |
| FEUDI TAURASI | | | 7 | | 7 | 100.00 | .00 | .00 |
| FALESCO MNTIAND | | | 7 | | 7 | 100.00 | .00 | .00 |
| MNSNTD PGGIO RS | | | 7 | | 7 | 100.00 | .00 | .00 |
| CAPUTO GRCO TFO | | | 7 | | 7 | 100.00 | .00 | .00 |
| COPPO CHARDONNY | | | 7 | | 7 | 100.00 | .00 | .00 |

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

ALL STATES-1/1/03 - 12/31/03

PAGE 103

| CLASS & TYPE BRAND | AGE / PROOF | RETAIL PRICE 750ml | CASE SALES | | CASES + or - | % OF + or - | % OF TYPE | |
|-----------------------|----------------|--------------------------|------------|-----------|-----------------|----------------|-----------|-----------|
| | | | This Year | Last Year | | | This Year | Last Year |
| F ARANCIO GRILLO | | | 7 | | 7 | 100.00 | .00 | .00 |
| D'ORCIA BANDTLA | | | 7 | | 7 | 100.00 | .00 | .00 |
| MONTI MONTPLCNO | | | 6 | 44 | -38 | -86.36 | .00 | .01 |
| MECCELLA VRDCHO | | | 6 | 31 | -25 | -80.65 | .00 | .01 |
| FEUDI ALBENTE | | | 6 | 28 | -22 | -78.57 | .00 | .01 |
| VLPO CRT SNTALD | | | 6 | 22 | -16 | -72.73 | .00 | .01 |
| CRITO DLCL RSNA | | | 6 | 14 | -8 | -57.14 | .00 | .00 |
| LNGRTI RUB RSRV | | | 6 | 13 | -7 | -53.85 | .00 | .00 |
| BOLLA TUFAlE CL | | | 6 | 12 | -6 | -50.00 | .00 | .00 |
| FAM ZUCCDI MLBC | | | 6 | 9 | -3 | -33.33 | .00 | .00 |
| MASI CAMP GF BG | | | 6 | 9 | -3 | -33.33 | .00 | .00 |
| FONTRTLI BDIOLA | | | 6 | 8 | -2 | -25.00 | .00 | .00 |
| BOLLA CRESO | | | 6 | 5 | 1 | 20.00 | .00 | .00 |
| CAPZZNA BRCO RL | | | 6 | 3 | 3 | 100.00 | .00 | .00 |
| S FLPPD BRN MNT | | | 6 | 2 | 4 | 200.00 | .00 | .00 |
| GAJA GAIA & REY | | | 6 | | 6 | 100.00 | .00 | .00 |
| FAM ZUCCDI CHR | | | 6 | | 6 | 100.00 | .00 | .00 |
| CITRA TC CB SV | | | 6 | | 6 | 100.00 | .00 | .00 |
| BATASIOLO BOFAN | | | 6 | | 6 | 100.00 | .00 | .00 |
| PLZIANO VNO NBL | | | 6 | | 6 | 100.00 | .00 | .00 |
| BELMONDO ZIN | | | 5 | 174 | -169 | -97.13 | .00 | .04 |
| COLI VERNACCIA | | | 5 | 43 | -38 | -88.37 | .00 | .01 |
| CRITO BRLO BRUN | | | 5 | 32 | -27 | -84.38 | .00 | .01 |
| CPRZO BRN MN RS | | | 5 | 25 | -20 | -80.00 | .00 | .01 |
| MORENO MNTPLCNO | | | 5 | 23 | -18 | -78.26 | .00 | .01 |
| CA'DONINI CHARD | | | 5 | 16 | -11 | -68.75 | .00 | .00 |
| FOSSI PRIMITIVO | | | 5 | 16 | -11 | -68.75 | .00 | .00 |
| CANLITTO MRLT WC | | | 5 | 15 | -10 | -66.67 | .00 | .00 |
| CABREO LA PETRA | | | 5 | 11 | -6 | -54.55 | .00 | .00 |
| VALIANO VNO MUS | | | 5 | 7 | -2 | -28.57 | .00 | .00 |
| W SPA PIEVE MRL | | | 5 | | 5 | 100.00 | .00 | .00 |
| GAJA SPERS | | | 5 | | 4 | 25.00 | .00 | .00 |
| DEL CERRO ROSSO | | | 5 | | 4 | 25.00 | .00 | .00 |
| ROYAL 18 BLANC | | | 5 | | 3 | 66.67 | .00 | .00 |
| JERMANN DRM CHR | | | 5 | | 3 | 66.67 | .00 | .00 |
| RASHI CORTS DRY | | | 5 | | 3 | 66.67 | .00 | .00 |
| TENUTA TERR LUP | | | 5 | | 3 | 66.67 | .00 | .00 |
| LETRARI L GREIN | | | 5 | | 2 | 150.00 | .00 | .00 |
| L SPNONA DLCTTO | | | 5 | | 2 | 150.00 | .00 | .00 |
| BOLLINI MRL RSV | | | 5 | | 2 | 150.00 | .00 | .00 |
| CA'MRCNDA MGARI | | | 5 | | 1 | 400.00 | .00 | .00 |
| VIETTI BRL CSTG | | | 5 | | 1 | 400.00 | .00 | .00 |
| VIETTI BRL BRNT | | | 5 | | 5 | 100.00 | .00 | .00 |
| BATASIOLO BRICO | | | 5 | | 5 | 100.00 | .00 | .00 |
| BATASIOLO CERQD | | | 5 | | 5 | 100.00 | .00 | .00 |
| MARCH BRLO SRMS | | | 5 | | 5 | 100.00 | .00 | .00 |
| MOLETTA CLM RSS | | | 5 | | 5 | 100.00 | .00 | .00 |
| CASANOVA BRNLLO | | | 5 | | 5 | 100.00 | .00 | .00 |
| LETRARI SAV BLC | | | 5 | | 5 | 100.00 | .00 | .00 |
| BELGUARDO | | | 5 | | 5 | 100.00 | .00 | .00 |
| VIETTI BRL RCCH | | | 5 | | 5 | 100.00 | .00 | .00 |
| VIETTI DLC/PRBC | | | 5 | | 5 | 100.00 | .00 | .00 |
| PICCINI HLDAY GF | | | 4 | 100 | -96 | -96.00 | .00 | .03 |
| LA MARCA MERLOT | | | 4 | 36 | -32 | -88.89 | .00 | .01 |
| RICASOLI ORV CL | | | 4 | 29 | -25 | -86.21 | .00 | .01 |
| MNTBLI RSO MNT | | | 4 | 22 | -18 | -81.82 | .00 | .01 |
| GUIDO PORRO BRB | | | 4 | 22 | -18 | -81.82 | .00 | .01 |
| BARBI BRNLO MNT | | | 4 | 18 | -14 | -77.78 | .00 | .00 |
| GRILLSNO MRLINO | | | 4 | 17 | -13 | -76.47 | .00 | .00 |
| STIVAL CABERNET | | | 4 | 16 | -12 | -75.00 | .00 | .00 |
| CAPARZO BRN MNT | | | 4 | 13 | -9 | -69.23 | .00 | .00 |
| TERRALE CHARDNY | | | 4 | 11 | -7 | -63.64 | .00 | .00 |
| GIACOSA NBBIQLO | | | 4 | 8 | -4 | -50.00 | .00 | .00 |
| CRITO BRDNO CAB | | | 4 | 8 | -4 | -50.00 | .00 | .00 |
| FEUDI LCRM CHR | | | 4 | 8 | -4 | -50.00 | .00 | .00 |
| VLA LNT BR SUCL | | | 4 | 7 | -3 | -42.86 | .00 | .00 |
| L SPNONA BRBSCO | | | 4 | 7 | -3 | -42.86 | .00 | .00 |
| CAPZZNA G FURBA | | | 4 | 7 | -3 | -42.86 | .00 | .00 |
| MORORDER CONERO | | | 4 | 6 | -2 | -33.33 | .00 | .00 |
| CHIARLO BRL CRQ | | | 4 | 5 | -1 | -20.00 | .00 | .00 |
| ABRGO DIANO GRB | | | 4 | 5 | -1 | -20.00 | .00 | .00 |
| MSCRLI TRB ABZ | | | 4 | 5 | -1 | -20.00 | .00 | .00 |
| JOSEPH CAB/MRLT | | | 4 | 4 | | .00 | .00 | .00 |
| CSTLO ALB ACCLO | | | 4 | 4 | | .00 | .00 | .00 |
| ZENATO MERLOT | | | 4 | 3 | 1 | 33.33 | .00 | .00 |
| D'ORCIA OLMAIA | | | 4 | 2 | 2 | 100.00 | .00 | .00 |
| PIEVE RT RENINA | | | 4 | 2 | 2 | 100.00 | .00 | .00 |
| CRITO BRDNO ROS | | | 4 | 2 | 2 | 100.00 | .00 | .00 |
| ARGIANO TS SLNG | | | 4 | 2 | 2 | 100.00 | .00 | .00 |
| VAL D SUGA RSSO | | | 4 | 1 | 3 | 300.00 | .00 | .00 |
| CAPZZNA CARMGNO | | | 4 | | 4 | 100.00 | .00 | .00 |
| CAPARZO SANGVSE | | | 4 | | 4 | 100.00 | .00 | .00 |
| CRITO BRB D'AST | | | 4 | | 4 | 100.00 | .00 | .00 |
| SAN ROCCO CHARD | | | 4 | | 4 | 100.00 | .00 | .00 |
| CERETTO BERNDOT | | | 4 | | 4 | 100.00 | .00 | .00 |
| MAREGA MERLOT | | | 4 | | 4 | 100.00 | .00 | .00 |
| GAJA SITOREY | | | 4 | | 4 | 100.00 | .00 | .00 |
| BOLLA 4/3 CARTN | | | 3 | 1036 | -1033 | -99.71 | .00 | .26 |
| CASTELVERO NBBO | | | 3 | 59 | -56 | -94.92 | .00 | .01 |
| L FLGA PN GR RM | | | 3 | 40 | -37 | -92.50 | .00 | .01 |
| RITRATTI MERLOT | | | 3 | 35 | -32 | -91.43 | .00 | .01 |
| TORRESELLA MRLT | | | 3 | 30 | -27 | -90.00 | .00 | .01 |
| TORRE LUNA MRLT | | | 3 | 28 | -25 | -89.29 | .00 | .01 |

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

ALL STATES-1/1/03 - 12/31/03

PAGE 104

| CLASS & TYPE BRAND | AGE / PROOF | RETAIL PRICE 750ml | CASE SALES | | CASES + or - | % OF + or - | % OF TYPE | |
|-----------------------|----------------|--------------------------|------------|-----------|-----------------|----------------|-----------|-----------|
| | | | This Year | Last Year | | | This Year | Last Year |
| VLLA PGGOLO CAB | | | 3 | 22 | -19 | -86.36 | .00 | .01 |
| PALAZONE ORVETO | | | 3 | 17 | -14 | -82.35 | .00 | .00 |
| BARTENURA MERLT | | | 3 | 17 | -14 | -82.35 | .00 | .00 |
| FOLNRI CAB SAUV | | | 3 | 17 | -14 | -82.35 | .00 | .00 |
| MNTPLCIANO ABRZ | | | 3 | 16 | -13 | -81.25 | .00 | .00 |
| CANLITO CHRD WC | | | 3 | 15 | -12 | -80.00 | .00 | .00 |
| MONCHERO CARBNE | | | 3 | 14 | -11 | -78.57 | .00 | .00 |
| CSTLO BLNRO P N | | | 3 | 11 | -8 | -72.73 | .00 | .00 |
| ROCCA SVE AMRNE | | | 3 | 9 | -6 | -66.67 | .00 | .00 |
| COLVECCHIO SYRH | | | 3 | 9 | -6 | -66.67 | .00 | .00 |
| ANTRI VIN SANTO | | | 3 | 6 | -3 | -50.00 | .00 | .00 |
| CLLVNI REFOSCO | | | 3 | 6 | -3 | -50.00 | .00 | .00 |
| MSTRBDNO TAURSI | | | 3 | 6 | -2 | -40.00 | .00 | .00 |
| GRCNO CLVNO VNM | | | 3 | 5 | -2 | -40.00 | .00 | .00 |
| ORSOLA BAROLO | | | 3 | 5 | -2 | -40.00 | .00 | .00 |
| BOLLA LUNAI SAV | | | 3 | 5 | -2 | -40.00 | .00 | .00 |
| BREZZA DOLCETTO | | | 3 | 4 | -1 | -25.00 | .00 | .00 |
| PRINCIPIANO RED | | | 3 | 3 | | .00 | .00 | .00 |
| CSTLO MNDRL MLT | | | 3 | 3 | | .00 | .00 | .00 |
| L FRANCESCA CHR | | | 3 | 3 | | .00 | .00 | .00 |
| TRRE D GNSTRA W | | | 3 | 3 | | .00 | .00 | .00 |
| ANTRI VERMNTINO | | | 3 | 2 | 1 | 50.00 | .00 | .00 |
| CRITO BRB D'ALB | | | 3 | 1 | 2 | 200.00 | .00 | .00 |
| GAJA SORI TILDN | | | 3 | 1 | 2 | 200.00 | .00 | .00 |
| S LEONRDO GNZGA | | | 3 | 1 | 2 | 200.00 | .00 | .00 |
| SLLA&MSCA RAIM | | | 3 | 1 | 2 | 200.00 | .00 | .00 |
| LNGRTI TRRE GNO | | | 3 | 1 | 2 | 200.00 | .00 | .00 |
| CASCNA NBB ALBA | | | 3 | | 3 | 100.00 | .00 | .00 |
| L SPNONA BRB RS | | | 3 | | 3 | 100.00 | .00 | .00 |
| GHSILFI B BR VS | | | 3 | | 3 | 100.00 | .00 | .00 |
| RUFF CBRO BORGIO | | | 3 | | 3 | 100.00 | .00 | .00 |
| SCHIOPETT COLLI | | | 3 | | 3 | 100.00 | .00 | .00 |
| VICARA CANTICO | | | 3 | | 3 | 100.00 | .00 | .00 |
| D'ORCIA SPEZIRI | | | 3 | | 3 | 100.00 | .00 | .00 |
| CHIARLO CRT AST | | | 3 | | 3 | 100.00 | .00 | .00 |
| BRGOGNO BARBERA | | | 3 | | 3 | 100.00 | .00 | .00 |
| PLZIANO LSH MLN | | | 3 | | 3 | 100.00 | .00 | .00 |
| ORENO | | | 3 | | 3 | 100.00 | .00 | .00 |
| BADIA CLTB SNGV | | | 3 | | 3 | 100.00 | .00 | .00 |
| FRSCBLDI MRMRTO | | | 3 | | 3 | 100.00 | .00 | .00 |
| FNTFDA BRL SERR | | | 2 | 216 | -214 | -99.07 | .00 | .05 |
| LUNA LUNA/CD PK | | | 2 | 73 | -71 | -97.26 | .00 | .02 |
| VLLA PCN ML/SNG | | | 2 | 41 | -39 | -95.12 | .00 | .01 |
| FORMENTINI MRLT | | | 2 | 30 | -28 | -93.33 | .00 | .01 |
| CANDIDO CAP PRT | | | 2 | 19 | -17 | -89.47 | .00 | .00 |
| CASARSA PIN NOR | | | 2 | 13 | -11 | -84.62 | .00 | .00 |
| ANSLMA BRLO RND | | | 2 | 12 | -10 | -83.33 | .00 | .00 |
| ANFORA ZINFNDEL | | | 2 | 10 | -8 | -80.00 | .00 | .00 |
| NOZZOLE IL PRTO | | | 2 | 8 | -6 | -75.00 | .00 | .00 |
| VLLA PGGOLO SAV | | | 2 | 6 | -4 | -66.67 | .00 | .00 |
| PIETRSRN VNC GM | | | 2 | 5 | -3 | -60.00 | .00 | .00 |
| NARDI RSSO MONT | | | 2 | 5 | -3 | -60.00 | .00 | .00 |
| LIBRANDI GRVLLO | | | 2 | 4 | -2 | -50.00 | .00 | .00 |
| FALESCO GRCHTTO | | | 2 | 4 | -2 | -50.00 | .00 | .00 |
| RUFFINO SOLATIA | | | 2 | 4 | -2 | -50.00 | .00 | .00 |
| CSTLO PGGIO BRUN | | | 2 | 4 | -2 | -50.00 | .00 | .00 |
| ZENATO AMRN CLS | | | 2 | 3 | -1 | -33.33 | .00 | .00 |
| VILLA ABA MERLT | | | 2 | 3 | -1 | -33.33 | .00 | .00 |
| ANTRI BRRO SALA | | | 2 | 3 | -1 | -33.33 | .00 | .00 |
| ABBZZA NVCLA SYL | | | 2 | 2 | | .00 | .00 | .00 |
| FLLGA LI PICLIT | | | 2 | 2 | | .00 | .00 | .00 |
| VARRAMISTA SYRH | | | 2 | 2 | | .00 | .00 | .00 |
| BRGOGNO BRL RSV | | | 2 | 2 | | .00 | .00 | .00 |
| MASI TOAR RED | | | 2 | 2 | | .00 | .00 | .00 |
| SOMMAVITE | | | 2 | 2 | | .00 | .00 | .00 |
| RUFFINO SANTDME | | | 2 | 2 | | .00 | .00 | .00 |
| CHIARLO BRL CAN | | | 2 | 2 | | .00 | .00 | .00 |
| BRZZA BRL CNNBI | | | 2 | 1 | 1 | 100.00 | .00 | .00 |
| FRNSE VCCHI MNT | | | 2 | 1 | 1 | 100.00 | .00 | .00 |
| GAJA SORI LRNZO | | | 2 | 1 | 1 | 100.00 | .00 | .00 |
| BIANCI CAB SAUV | | | 2 | 1 | 1 | 100.00 | .00 | .00 |
| MELINI COLTRI 1 | | | 2 | 1 | 1 | 100.00 | .00 | .00 |
| PALMA ARAGOSTA | | | 2 | 1 | 1 | 100.00 | .00 | .00 |
| LA VILLA MERLOT | | | 2 | 1 | 1 | 100.00 | .00 | .00 |
| CSTLO VRZN SASS | | | 2 | 2 | | 100.00 | .00 | .00 |
| D CASTRS DL RSO | | | 2 | 2 | | 100.00 | .00 | .00 |
| MASI OSAR | | | 2 | 2 | | 100.00 | .00 | .00 |
| VIETTI DLTO LZZ | | | 2 | 2 | | 100.00 | .00 | .00 |
| FRSCBDI LAMATNE | | | 2 | 2 | | 100.00 | .00 | .00 |
| LE RAGOSE CB SV | | | 2 | 2 | | 100.00 | .00 | .00 |
| IL POG RSSO MNT | | | 2 | 2 | | 100.00 | .00 | .00 |
| L SCOLCA GV BLK | | | 2 | 2 | | 100.00 | .00 | .00 |
| BLLA SRA COL ML | | | 2 | 2 | | 100.00 | .00 | .00 |
| STA MRGHT FELDI | | | 2 | 2 | | 100.00 | .00 | .00 |
| CRITO BRL B RCH | | | 2 | 2 | | 100.00 | .00 | .00 |
| VIETTI NBO/BARB | | | 2 | 2 | | 100.00 | .00 | .00 |
| CHIARLO GVI GVI | | | 2 | 2 | | 100.00 | .00 | .00 |
| MASI AMR CLS 85 | | | 2 | 2 | | 100.00 | .00 | .00 |
| PATRIALE PCCINI | | | 2 | 2 | | 100.00 | .00 | .00 |
| VIETTI BRB ASTI | | | 2 | 2 | | 100.00 | .00 | .00 |
| FRSCBLD GCDO RS | | | 2 | 2 | | 100.00 | .00 | .00 |
| MASI AMR CLS 83 | | | 2 | 2 | | 100.00 | .00 | .00 |
| BERTANI GIFT PK | | | 1 | 225 | -224 | -99.56 | .00 | .06 |

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

ALL STATES-1/1/03 - 12/31/03

PAGE 105

| CLASS & TYPE BRAND | AGE / PROOF | RETAIL PRICE 750ml | CASE SALES | | CASES + or - | % OF + or - | % OF TYPE | |
|-----------------------|----------------|--------------------------|------------|-----------|-----------------|----------------|-----------|-----------|
| | | | This Year | Last Year | | | This Year | Last Year |
| BROLIO SNGIOVSE | | | 1 | 108 | -107 | -99.07 | .00 | .03 |
| DELLA TORRE RSO | | | 1 | 72 | -71 | -98.61 | .00 | .02 |
| E DOMANI BARBRA | | | 1 | 30 | -29 | -96.67 | .00 | .01 |
| COLLE BARDELLNI | | | 1 | 21 | -20 | -95.24 | .00 | .01 |
| TERRA DAGLI ABRU | | | 1 | 17 | -16 | -94.12 | .00 | .00 |
| VLA BLINI AMRNE | | | 1 | 10 | -9 | -90.00 | .00 | .00 |
| TERRALE SNG/PRM | | | 1 | 8 | -7 | -87.50 | .00 | .00 |
| MANCHRA BRN MNT | | | 1 | 7 | -6 | -85.71 | .00 | .00 |
| CITRA WHT SNGVS | | | 1 | 5 | -4 | -80.00 | .00 | .00 |
| D CSTRS MNA RSO | | | 1 | 4 | -3 | -75.00 | .00 | .00 |
| VOLPAIA CLTSSLA | | | 1 | 4 | -3 | -75.00 | .00 | .00 |
| GABBIANO PRANIA | | | 1 | 4 | -3 | -75.00 | .00 | .00 |
| POGGIO ANT B RS | | | 1 | 4 | -3 | -75.00 | .00 | .00 |
| JERMANN SAUV BL | | | 1 | 4 | -3 | -75.00 | .00 | .00 |
| MSTBDNO PLN/GRC | | | 1 | 3 | -2 | -66.67 | .00 | .00 |
| MASSETO RED | | | 1 | 3 | -2 | -66.67 | .00 | .00 |
| CIU CIU RS PCNO | | | 1 | 3 | -2 | -66.67 | .00 | .00 |
| SANTI BNDI PGGO | | | 1 | 3 | -2 | -66.67 | .00 | .00 |
| BATASIOLO NBBLO | | | 1 | 3 | -2 | -66.67 | .00 | .00 |
| NZZLE VGNT0 FOR | | | 1 | 3 | -2 | -66.67 | .00 | .00 |
| CARRTTA BRL CNB | | | 1 | 3 | -2 | -66.67 | .00 | .00 |
| CHIARLO COUNTCC | | | 1 | 3 | -2 | -66.67 | .00 | .00 |
| CALSSNO BRLO RS | | | 1 | 3 | -2 | -66.67 | .00 | .00 |
| SANTADI VRMNTNO | | | 1 | 2 | -1 | -50.00 | .00 | .00 |
| COPPO MONDACCNE | | | 1 | 2 | -1 | -50.00 | .00 | .00 |
| RUFFINO MODUS | | | 1 | 2 | -1 | -50.00 | .00 | .00 |
| GAJA ALTENI BR5 | | | 1 | 1 | | .00 | .00 | .00 |
| MNTEPRZO FR5CTI | | | 1 | 1 | | .00 | .00 | .00 |
| CHIARLO BARILOT | | | 1 | 1 | | .00 | .00 | .00 |
| LUNGAROTTI CHRD | | | 1 | 1 | | .00 | .00 | .00 |
| SANTI-BNDI RVLO | | | 1 | 1 | | .00 | .00 | .00 |
| TOLLO SANGIOVES | | | 1 | 1 | | .00 | .00 | .00 |
| GAJA COSTA RUSS | | | 1 | 1 | | .00 | .00 | .00 |
| ARGIANO ROSSO | | | 1 | 1 | 1 | 100.00 | .00 | .00 |
| TENUTA SN GUIDO | | | 1 | 1 | 1 | 100.00 | .00 | .00 |
| CONTI SERRISTR1 | | | 1 | 1 | 1 | 100.00 | .00 | .00 |
| BRZZA BROLO CL5 | | | 1 | 1 | 1 | 100.00 | .00 | .00 |
| CHIARLO VAL SOL | | | 1 | 1 | 1 | 100.00 | .00 | .00 |
| VIETTI BARBERA | | | 1 | 1 | 1 | 100.00 | .00 | .00 |
| FEUDI PRIVILEGIO | | | 1 | 1 | 1 | 100.00 | .00 | .00 |
| NINO NGRI MAZER | | | 1 | 1 | 1 | 100.00 | .00 | .00 |
| CPZNA BCCO REAL | | | 1 | 1 | 1 | 100.00 | .00 | .00 |
| FEUDI SERPICO | | | 1 | 1 | 1 | 100.00 | .00 | .00 |
| L SPNONA BAROLO | | | 1 | 1 | 1 | 100.00 | .00 | .00 |
| BORGOGNO GRIGLO | | | 1 | 1 | 1 | 100.00 | .00 | .00 |
| PRNTTO BRB ALBA | | | 1 | 1 | 1 | 100.00 | .00 | .00 |
| IL SAULNO GV CM | | | 1 | 1 | 1 | 100.00 | .00 | .00 |
| FEUDI PATRIMO | | | 1 | 1 | 1 | 100.00 | .00 | .00 |
| BERSANO BAROLO | | | 1 | 1 | 1 | 100.00 | .00 | .00 |
| CSISNO VGNA COL | | | 1 | 1 | 1 | 100.00 | .00 | .00 |
| CA/MNTNI AMRONE | | | 1 | 1 | 1 | 100.00 | .00 | .00 |
| CA/DONINI CB SV | | | 1 | 1 | 1 | 100.00 | .00 | .00 |
| MASCHIO PRM UVE | | | 1 | 1 | 1 | 100.00 | .00 | .00 |
| PIGHIN MERLOT | | | 1 | 1 | 1 | 100.00 | .00 | .00 |
| FNTFDA BRB RMDA | | | | 313 | -313 | -100.00 | .00 | .08 |
| DALFUME SNGVSE | | | | 307 | -307 | -100.00 | .00 | .08 |
| MONTE PRZO FR5C | | | | 167 | -167 | -100.00 | .00 | .04 |
| BANOLIS MERLOT | | | | 145 | -145 | -100.00 | .00 | .04 |
| ZENATO NOVELLO | | | | 125 | -125 | -100.00 | .00 | .03 |
| BARBELLA MERLOT | | | | 125 | -125 | -100.00 | .00 | .03 |
| VILLA FIORE MRL | | | | 122 | -122 | -100.00 | .00 | .03 |
| CAST ALBLA SANG | | | | 100 | -100 | -100.00 | .00 | .03 |
| PROMESSA SNGVSE | | | | 98 | -98 | -100.00 | .00 | .02 |
| DALFUME CHRDNV | | | | 89 | -89 | -100.00 | .00 | .02 |
| MIGLNC0 MNT ABZ | | | | 77 | -77 | -100.00 | .00 | .02 |
| CASTLNI TOS RSO | | | | 73 | -73 | -100.00 | .00 | .02 |
| RIUNITE CHERRY | | | | 73 | -73 | -100.00 | .00 | .02 |
| D&A SNGVSE RBCN | | | | 64 | -64 | -100.00 | .00 | .02 |
| MORENO TRBBIANO | | | | 41 | -41 | -100.00 | .00 | .01 |
| MSTRBRDNO ROSSO | | | | 39 | -39 | -100.00 | .00 | .01 |
| VIALA MRLT VNZE | | | | 34 | -34 | -100.00 | .00 | .01 |
| FLLUGA LIV MRLT | | | | 22 | -22 | -100.00 | .00 | .01 |
| LA CARRAIA MRLT | | | | 20 | -20 | -100.00 | .00 | .01 |
| VILLA CORN S BL | | | | 20 | -20 | -100.00 | .00 | .01 |
| ANIME MERLOT | | | | 19 | -19 | -100.00 | .00 | .00 |
| MORIS MRLNO SCN | | | | 17 | -17 | -100.00 | .00 | .00 |
| ALTSNO BR MN RS | | | | 17 | -17 | -100.00 | .00 | .00 |
| FOLNRI MNTPLCNO | | | | 15 | -15 | -100.00 | .00 | .00 |
| MACULLAN MERLOT | | | | 14 | -14 | -100.00 | .00 | .00 |
| VLLA NOVA TOCAT | | | | 14 | -14 | -100.00 | .00 | .00 |
| COPPO POMOROSSO | | | | 14 | -14 | -100.00 | .00 | .00 |
| LA SERA BARBERA | | | | 12 | -12 | -100.00 | .00 | .00 |
| LNA LNA CLUB PK | | | | 12 | -12 | -100.00 | .00 | .00 |
| COLOMBA PLATINO | | | | 11 | -11 | -100.00 | .00 | .00 |
| CELLA SANGIOVSE | | | | 10 | -10 | -100.00 | .00 | .00 |
| ADRIANO MRC BRB | | | | 9 | -9 | -100.00 | .00 | .00 |
| L BRNRDNA P NRO | | | | 9 | -9 | -100.00 | .00 | .00 |
| MSTBDNO LCRM RS | | | | 9 | -9 | -100.00 | .00 | .00 |
| GIACOSA DOLCTTO | | | | 8 | -8 | -100.00 | .00 | .00 |
| CRITTO MNDRO SRH | | | | 8 | -8 | -100.00 | .00 | .00 |
| FOLNRI MRL/PN N | | | | 7 | -7 | -100.00 | .00 | .00 |
| RAINLDI INFERNO | | | | 7 | -7 | -100.00 | .00 | .00 |
| GATTVCHI V NBLE | | | | 7 | -7 | -100.00 | .00 | .00 |

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

ALL STATES-1/1/03 - 12/31/03

PAGE 106

| CLASS & TYPE BRAND | AGE / PROOF | RETAIL PRICE 750ml | CASE SALES | | CASES + or - | % OF + or - | % OF TYPE | |
|-----------------------|----------------|--------------------------|------------|-----------|-----------------|----------------|-----------|-----------|
| | | | This Year | Last Year | | | This Year | Last Year |
| MOLETO CB FRNC | | | | | 6 | -6 | -100.00 | .00 |
| GALEONE MNT ABZ | | | | | 6 | -6 | -100.00 | .00 |
| CANEI RED | | | | | 6 | -6 | -100.00 | .00 |
| VICARA BARBERA | | | | | 5 | -5 | -100.00 | .00 |
| VICARA RUBELLO | | | | | 5 | -5 | -100.00 | .00 |
| AURORA MOSCATO | | | | | 5 | -5 | -100.00 | .00 |
| VLA BLLNI BROLO | | | | | 5 | -5 | -100.00 | .00 |
| LUNA LUNA DUETO | | | | | 5 | -5 | -100.00 | .00 |
| EINAUDI BRL CAN | | | | | 5 | -5 | -100.00 | .00 |
| VLLA PGGLO BRBA | | | | | 5 | -5 | -100.00 | .00 |
| CANLTO NRO AVLA | | | | | 5 | -5 | -100.00 | .00 |
| BELISARIO VRDCH | | | | | 5 | -5 | -100.00 | .00 |
| FLGA LIV T FRL | | | | | 4 | -4 | -100.00 | .00 |
| VIETTI D ST ANN | | | | | 4 | -4 | -100.00 | .00 |
| VILLA SPRNA GVI | | | | | 4 | -4 | -100.00 | .00 |
| CELSUS TUSCANO | | | | | 4 | -4 | -100.00 | .00 |
| BERSANO BRBRSCO | | | | | 4 | -4 | -100.00 | .00 |
| CERVOLES WHITE | | | | | 4 | -4 | -100.00 | .00 |
| FOLNRI PN G/SAV | | | | | 4 | -4 | -100.00 | .00 |
| CANEI PASSN FRT | | | | | 4 | -4 | -100.00 | .00 |
| ANTCHE TR CH/SV | | | | | 4 | -4 | -100.00 | .00 |
| CITRA TC MNTPLC | | | | | 4 | -4 | -100.00 | .00 |
| TRBCCI AMARONE | | | | | 4 | -4 | -100.00 | .00 |
| BAROLO RS G ANN | | | | | 3 | -3 | -100.00 | .00 |
| PIEVE RT PROMIS | | | | | 3 | -3 | -100.00 | .00 |
| LE STANZE | | | | | 3 | -3 | -100.00 | .00 |
| LA CORTE ZINFDL | | | | | 3 | -3 | -100.00 | .00 |
| VILLA SANDI CHR | | | | | 3 | -3 | -100.00 | .00 |
| ANTCHE TR TOSSO | | | | | 3 | -3 | -100.00 | .00 |
| D CSTRS PM SANT | | | | | 3 | -3 | -100.00 | .00 |
| PROMESSA NEGRMR | | | | | 3 | -3 | -100.00 | .00 |
| CANEI LEMON | | | | | 3 | -3 | -100.00 | .00 |
| PICCINI SANGVSE | | | | | 3 | -3 | -100.00 | .00 |
| SLLA&MSCA TN FR | | | | | 3 | -3 | -100.00 | .00 |
| TRE FRTLLI MRLT | | | | | 3 | -3 | -100.00 | .00 |
| FOLNRI SNGIOVSE | | | | | 3 | -3 | -100.00 | .00 |
| CHIARLO BRL RSV | | | | | 3 | -3 | -100.00 | .00 |
| CHIARLO BRB RBJ | | | | | 3 | -3 | -100.00 | .00 |
| VAL D SUGA SPUN | | | | | 3 | -3 | -100.00 | .00 |
| FNTFDA BRL GLRY | | | | | 2 | -2 | -100.00 | .00 |
| CORVO DCA ENRCO | | | | | 2 | -2 | -100.00 | .00 |
| SIGILLO BRB ALB | | | | | 2 | -2 | -100.00 | .00 |
| CITRA TC TRBBNO | | | | | 2 | -2 | -100.00 | .00 |
| SORDO BAROLO | | | | | 2 | -2 | -100.00 | .00 |
| MONTECUCCO CSTE | | | | | 2 | -2 | -100.00 | .00 |
| TORRITO DLC DOG | | | | | 2 | -2 | -100.00 | .00 |
| MNTPRZO FRSCATI | | | | | 2 | -2 | -100.00 | .00 |
| LETRARI BLLSTRS | | | | | 2 | -2 | -100.00 | .00 |
| SANTI BNDI RSSO | | | | | 2 | -2 | -100.00 | .00 |
| ANSELMA BAROLO | | | | | 2 | -2 | -100.00 | .00 |
| TORRE GRNDE MNT | | | | | 2 | -2 | -100.00 | .00 |
| COLLGTA MNT ABZ | | | | | 2 | -2 | -100.00 | .00 |
| CHIARLO BRL RDS | | | | | 2 | -2 | -100.00 | .00 |
| VILLANOVA SB BL | | | | | 2 | -2 | -100.00 | .00 |
| UMBRTO FIOR ARN | | | | | 2 | -2 | -100.00 | .00 |
| PETROSCO SNGVSE | | | | | 2 | -2 | -100.00 | .00 |
| MALVIRA ARNEIS | | | | | 1 | -1 | -100.00 | .00 |
| DLTETTO A ROERO | | | | | 1 | -1 | -100.00 | .00 |
| VLLA BLLNI RCTO | | | | | 1 | -1 | -100.00 | .00 |
| TENUTA D ORNLLA | | | | | 1 | -1 | -100.00 | .00 |
| CSTLO D VL BALF | | | | | 1 | -1 | -100.00 | .00 |
| RUFF CBRO PIETR | | | | | 1 | -1 | -100.00 | .00 |
| GHBLLO CMP D RE | | | | | 1 | -1 | -100.00 | .00 |
| FNTNFRDA BRBRSD | | | | | 1 | -1 | -100.00 | .00 |
| FNTFRDA CHR AMP | | | | | 1 | -1 | -100.00 | .00 |
| CSISNO BRNLO RS | | | | | 1 | -1 | -100.00 | .00 |
| RAMPOLLA SMRRCO | | | | | 1 | -1 | -100.00 | .00 |
| VESCOV II CRTNA | | | | | 1 | -1 | -100.00 | .00 |
| MADNNA DOLC ALB | | | | | 1 | -1 | -100.00 | .00 |
| CALSSNO BRBRSCO | | | | | 1 | -1 | -100.00 | .00 |
| RUFF GRPPNE MZI | | | | | 1 | -1 | -100.00 | .00 |
| CHIARLO ASILI | | | | | 1 | -1 | -100.00 | .00 |
| D CASTRS DL CHR | | | | | 1 | -1 | -100.00 | .00 |
| FRANCESCO TSCNO | | | | | 1 | -1 | -100.00 | .00 |
| LA SCOLCA DLCTO | | | | | 1 | -1 | -100.00 | .00 |
| TENUTA TRE SNTO | | | | | 1 | -1 | -100.00 | .00 |
| COSTNTI BRN MNT | | | | | 1 | -1 | -100.00 | .00 |
| GAJA DARMAGI | | | | | 1 | -1 | -100.00 | .00 |
| GIACOSA BRB RBJ | | | | | 1 | -1 | -100.00 | .00 |
| BOVE POGGOI ALB | | | | | 1 | -1 | -100.00 | .00 |
| LUGANA CLASSIC | | | | | 1 | -1 | -100.00 | .00 |
| CALISSNO BAROLO | | | | | 1 | -1 | -100.00 | .00 |
| BRGOGNO BRBRSCO | | | | | 1 | -1 | -100.00 | .00 |
| PRINCIPATO CHRD | | | | | 1 | -1 | -100.00 | .00 |
| W SPA PIEVE CHR | | | | | 1 | -1 | -100.00 | .00 |
| SPASSO CHRDPNG | | | | | 1 | -1 | -100.00 | .00 |
| MELINI SNGIOVSE | | | | | 1 | -1 | -100.00 | .00 |
| SLLA&MSCA ARNRE | | | | | 1 | -1 | -100.00 | .00 |
| LA PIEVE SUGARL | | | | | 1 | -1 | -100.00 | .00 |
| TOTAL ITALIAN | OTHER | | 418899 | 396563 | 22336 | 5.63 | | |
| AUSTRALIAN | | | | | | | | |

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

ALL STATES-1/1/03 - 12/31/03

PAGE 107

| CLASS & TYPE BRAND | AGE / PROOF | RETAIL PRICE 750ml | CASE SALES | | CASES + or - | % OF + or - | % OF TYPE | |
|-----------------------|----------------|--------------------------|------------|-----------|-----------------|----------------|-----------|-----------|
| | | | This Year | Last Year | | | This Year | Last Year |
| YELLOW TAIL SHRZ | | | 63952 | 10515 | 53437 | 508.20 | 8.79 | 2.27 |
| YELLOW TAIL CHR | | | 63813 | 11477 | 52336 | 456.01 | 8.77 | 2.48 |
| LINDEMAN CHARD | | | 29675 | 27829 | 1846 | 6.63 | 4.08 | 6.02 |
| ROSEMNT EST SHZ | | | 29321 | 28342 | 979 | 3.45 | 4.03 | 6.13 |
| ALICE WHITE CHR | | | 27761 | 30571 | -2810 | -9.19 | 3.82 | 6.61 |
| YELLOW TAIL MRLT | | | 27159 | 2568 | 24591 | 957.59 | 3.73 | 1.56 |
| ORLDO JACOB CHR | | | 26722 | 27375 | -653 | -2.39 | 3.67 | 5.92 |
| RSMNT SHRZ/CAB | | | 21600 | 18766 | 2834 | 15.10 | 2.97 | 4.06 |
| ORLDO JCB SZ/CB | | | 19201 | 17742 | 1459 | 8.22 | 2.64 | 3.83 |
| BLACK SWAN SHRZ | | | 15309 | | 15309 | 100.00 | 2.10 | 1.00 |
| LNDMN SZ/CB CAW | | | 14215 | 13404 | 811 | 6.05 | 1.95 | 2.90 |
| BLACK SWAN CHARD | | | 12692 | | 12692 | 100.00 | 1.74 | 1.00 |
| LINDEMAN SHRZ | | | 11647 | 7715 | 3932 | 50.97 | 1.60 | 1.67 |
| ORLDO JACOB MRL | | | 11389 | 9833 | 1556 | 15.82 | 1.57 | 2.13 |
| ORLDO JACOB SHZ | | | 10791 | 6302 | 4489 | 71.23 | 1.48 | 1.36 |
| ROSEMNT EST CHR | | | 9610 | 10254 | -644 | -6.28 | 1.32 | 2.22 |
| ROSEMNT CAB-MRL | | | 9273 | 8469 | 804 | 9.49 | 1.27 | 1.83 |
| LINDMN BIN MRLT | | | 8596 | 6721 | 1875 | 27.90 | 1.18 | 1.45 |
| ORLDO JACOB CAB | | | 8448 | 7377 | 1071 | 14.52 | 1.16 | 1.59 |
| BLACK SWAN MRLT | | | 8353 | | 8353 | 100.00 | 1.15 | 1.00 |
| ALICE WHITE SHZ | | | 8223 | 6997 | 1226 | 17.52 | 1.13 | 1.51 |
| BNRCK STN SHRZ | | | 7774 | 4054 | 3720 | 91.76 | 1.07 | 1.88 |
| WYNDHAM SHZ BIN | | | 7508 | 7492 | 16 | .21 | 1.03 | 1.62 |
| BLK OPL SHZ SEA | | | 7397 | 6842 | 555 | 8.11 | 1.02 | 1.48 |
| LINDEMAN CAB BN | | | 7157 | 6307 | 850 | 13.48 | .98 | 1.36 |
| PENFLD KH SZ/CB | | | 6978 | 5514 | 1464 | 26.55 | .96 | 1.19 |
| HARDY STAMP CHD | | | 6928 | | 6928 | 100.00 | .95 | 1.00 |
| HARDY STAMP SHZ | | | 6428 | | 6428 | 100.00 | .88 | 1.00 |
| ROSEMNT CHR SML | | | 6210 | 4550 | 1660 | 36.48 | .85 | .98 |
| ROSEMNT GRN SHZ | | | 6164 | 5310 | 854 | 16.08 | .85 | 1.15 |
| LNDMN SM/CH CAW | | | 6144 | 7671 | -1527 | -19.91 | .84 | 1.66 |
| BLACK SWAN CB SV | | | 6087 | | 6087 | 100.00 | .84 | 1.00 |
| YELLOW TAIL CB S | | | 5697 | 203 | 5494 | 2706.40 | .78 | .04 |
| BANROCK CHR U/W | | | 5691 | 4360 | 1331 | 30.53 | .78 | .94 |
| STONEHAVEN SHRZ | | | 5576 | 5576 | | .00 | .77 | 1.21 |
| MCPHERSON SHRZ | | | 5568 | 4790 | 778 | 16.24 | .77 | 1.04 |
| BNRCK STN SZ/CB | | | 5473 | 4314 | 1159 | 26.87 | .75 | .93 |
| G NORMAN CB-MLT | | | 4965 | 4601 | -364 | -7.91 | .68 | .99 |
| BLK OPL CB/MLT | | | 4830 | 4868 | -38 | -.78 | .66 | 1.05 |
| ROSEMNT EST MRL | | | 4402 | 4934 | -532 | -10.78 | .60 | 1.07 |
| BLACK OPL CHR | | | 4377 | 4023 | 354 | 8.80 | .60 | .87 |
| BLACK OPL CB S | | | 4362 | 4456 | -94 | -2.11 | .60 | .96 |
| RSMNT TRMNR/RSL | | | 4249 | 3616 | 633 | 17.51 | .58 | .78 |
| STONEHAVN CHARD | | | 4240 | 3764 | 476 | 12.65 | .58 | .81 |
| ROSEMNT EST CAB | | | 4019 | 4097 | -78 | -1.90 | .55 | .89 |
| STONEHVN SHZ CB | | | 3313 | 2175 | 1138 | 52.32 | .46 | .47 |
| LINDEMAN PNT NR | | | 3307 | 2551 | 756 | 29.64 | .45 | .55 |
| AUSTIN VALE SHZ | | | 3284 | 1366 | 1918 | 140.41 | .45 | .30 |
| PENFLD KOON CHR | | | 3196 | 3120 | 76 | 2.44 | .44 | .67 |
| BNRCK STN MRLT | | | 3036 | 1164 | 1872 | 160.82 | .42 | .25 |
| WYNDHAM CHR BIN | | | 2971 | 3381 | -410 | -12.13 | .41 | .73 |
| PENFLD RWSN MRL | | | 2970 | 883 | 2087 | 236.35 | .41 | .19 |
| AUSTIN VALE CHR | | | 2942 | 1666 | 1276 | 76.59 | .40 | .36 |
| YELLOW TL SHZ/CB | | | 2835 | | 2835 | 100.00 | .39 | 1.00 |
| G NORMAN SHRZ | | | 2788 | 1663 | 1125 | 67.65 | .38 | .36 |
| MCGUIGAN MRL BN | | | 2786 | 2738 | 48 | 1.75 | .38 | .59 |
| W BLSS CAB YLLW | | | 2741 | 2048 | 693 | 33.84 | .38 | .44 |
| ORLDO JCB SZ RS | | | 2644 | 1660 | 984 | 59.28 | .36 | .36 |
| PENFLD RWSN CHR | | | 2496 | 667 | 1829 | 274.21 | .34 | .14 |
| ORLDO JCB SM/CH | | | 2481 | 2532 | -51 | -2.01 | .34 | .55 |
| ORLDO JCB GR/SZ | | | 2469 | 467 | 2002 | 428.69 | .34 | 1.10 |
| WYNDHAM CAB BIN | | | 2439 | 2701 | -262 | -9.70 | .34 | .58 |
| HRDY NTTGE MRLT | | | 2430 | 2504 | -74 | -2.96 | .33 | .54 |
| BNRCK STN SM/CH | | | 2382 | 2570 | -188 | -7.32 | .33 | .56 |
| HRDY NTTGE CHR | | | 2321 | 2406 | -85 | -3.53 | .32 | .52 |
| PNFLD RAW SZ/CB | | | 2292 | 823 | 1469 | 178.49 | .32 | .18 |
| MCPHERSON CHARD | | | 2277 | 2463 | -186 | -7.55 | .31 | .53 |
| MCGUIGAN SHZ BN | | | 2266 | 2108 | 158 | 7.50 | .31 | .46 |
| LINDEMAN SHZ/CB | | | 2080 | 2757 | -677 | -24.56 | .29 | .60 |
| HRDY NTTGE SHRZ | | | 1987 | 2384 | -397 | -16.65 | .27 | .52 |
| PENFLD HYLD SHZ | | | 1776 | 158 | 1618 | 1024.05 | .24 | .03 |
| BLACK MARLN CHR | | | 1713 | 2507 | -794 | -31.67 | .24 | .54 |
| WYNDHAM MRL 999 | | | 1593 | 1612 | -19 | -1.18 | .22 | .35 |
| STONEHAVEN MRLT | | | 1524 | 728 | 796 | 109.34 | .21 | .16 |
| ROTHBRY EST CHR | | | 1512 | 809 | 703 | 86.90 | .21 | .17 |
| ROTHBRY EST SHZ | | | 1496 | 272 | 1224 | 450.00 | .21 | .06 |
| MCWILLMS SHZ HE | | | 1473 | 253 | 1220 | 482.21 | .20 | .05 |
| G NORMAN CHRDN | | | 1433 | 1498 | -65 | -4.34 | .20 | .32 |
| LINDEMAN SEM CH | | | 1431 | 1870 | -439 | -23.48 | .20 | .40 |
| W BLSS CHARD SE | | | 1317 | 1106 | 211 | 19.08 | .18 | .24 |
| ALICE WHITE MRL | | | 1227 | 157 | 1070 | 681.53 | .17 | .03 |
| YANGRRA PRK CHR | | | 1210 | 671 | 539 | 80.33 | .17 | .15 |
| BLK OPL SHRZ/CB | | | 1204 | | 1204 | 100.00 | .17 | 1.00 |
| HRDY NTTG CB/SZ | | | 1143 | 1241 | -98 | -7.90 | .16 | .27 |
| W BLSS GR LB SZ | | | 1135 | 58 | 1077 | 1856.90 | .16 | .01 |
| ROTHBRY SHRZ HV | | | 1118 | 244 | 874 | 358.20 | .15 | .05 |
| RTHBURY EST MRL | | | 1116 | 441 | 675 | 153.06 | .15 | .10 |
| YANGRRA PRK SHZ | | | 1091 | 645 | 446 | 69.15 | .15 | .14 |
| ORLDO JCB CH RS | | | 1026 | 654 | 372 | 56.88 | .14 | .14 |
| YALUMBA OX CHR | | | 1006 | 1121 | -115 | -10.26 | .14 | .24 |
| RSMNT SH RS SRH | | | 1001 | 1051 | -50 | -4.76 | .14 | .23 |
| ROTHBRY CHR HV | | | 956 | 318 | 638 | 200.63 | .13 | .07 |
| ALICE WHITE CAB | | | 951 | 99 | 852 | 860.61 | .13 | .02 |

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

ALL STATES-1/1/03 - 12/31/03

PAGE 108

| CLASS & TYPE BRAND | AGE / PROOF | RETAIL PRICE 750ml | CASE SALES | | CASES + or - | % OF + or - | % OF TYPE | |
|-----------------------|----------------|--------------------------|------------|-----------|-----------------|----------------|-----------|-----------|
| | | | This Year | Last Year | | | This Year | Last Year |
| BULLTN PLCE SHZ | | | 926 | 651 | 275 | 42.24 | .13 | .14 |
| BUCKELEY SHIRAZ | | | 923 | 1446 | -523 | -36.17 | .13 | .31 |
| LINDEMAN CHR RS | | | 902 | | 902 | 100.00 | .12 | .00 |
| YANGRRA PRK MRL | | | 868 | 415 | 453 | 109.16 | .12 | .09 |
| GHOST GUM SHRAZ | | | 859 | 374 | 485 | 129.68 | .12 | .08 |
| MCGUIGN SHZ GRN | | | 856 | 650 | 206 | 31.69 | .12 | .14 |
| RSMNT DMND SHRZ | | | 840 | 29 | 811 | 2796.55 | .12 | .01 |
| KOALA BLUE SHRZ | | | 816 | 56 | 760 | 1357.14 | .11 | .01 |
| MCWILLMS CHR HE | | | 793 | 203 | 590 | 290.64 | .11 | .04 |
| RTHBURY EST CAB | | | 768 | 174 | 594 | 341.38 | .11 | .04 |
| ROSEMOUNT PN NR | | | 751 | 815 | -64 | -7.85 | .10 | .18 |
| BARWANG SHIRAZ | | | 742 | 2318 | -1576 | -67.99 | .10 | .50 |
| ORL JACB CAB RS | | | 733 | | 733 | 100.00 | .10 | .00 |
| MCPHERSN CB SHZ | | | 728 | 1015 | -287 | -28.28 | .10 | .22 |
| KANGA SHRAZ RSV | | | 724 | 236 | 488 | 206.78 | .10 | .05 |
| BNROCK STN CHRZ | | | 707 | 83 | 624 | 751.81 | .10 | .02 |
| WALLABY CRK CHR | | | 672 | 319 | 353 | 110.66 | .09 | .07 |
| YALUMBA OX MRLT | | | 670 | 639 | 31 | 4.85 | .09 | .14 |
| AUSTIN VALE MRL | | | 648 | 645 | 3 | .47 | .09 | .14 |
| PENFLD CAB/SHRZ | | | 613 | 879 | -266 | -30.26 | .08 | .19 |
| KOALA BLUE CHRZ | | | 601 | 68 | 533 | 783.82 | .08 | .01 |
| WALLABY CRK SHZ | | | 595 | 282 | 313 | 110.99 | .08 | .06 |
| PENFLD SEM/CHRZ | | | 588 | 802 | -214 | -26.68 | .08 | .17 |
| BUCKELEY CHRDNZ | | | 580 | 1107 | -527 | -47.61 | .08 | .24 |
| MADFISH CHARDNY | | | 572 | 227 | 345 | 151.98 | .08 | .05 |
| RSMNT SHW RS CH | | | 546 | 703 | -157 | -22.33 | .08 | .15 |
| OWENS EST SHRAZ | | | 538 | 360 | 178 | 49.44 | .07 | .08 |
| JINDALEE SHIRAZ | | | 522 | 8 | 514 | 6425.00 | .07 | .00 |
| LINDMN BIN SV B | | | 482 | 449 | 33 | 7.35 | .07 | .10 |
| ORL JACB RSL RS | | | 482 | | 482 | 100.00 | .07 | .00 |
| AUSTIN VALE CAB | | | 461 | 521 | -60 | -11.52 | .06 | .11 |
| LNDMN CB/ML CAW | | | 461 | 17 | 444 | 2611.76 | .06 | .00 |
| HERITAGE RD SHZ | | | 457 | 682 | -225 | -32.99 | .06 | .15 |
| BAROSSA VLY SHZ | | | 453 | 334 | 119 | 35.63 | .06 | .07 |
| BARWANG CHARDNY | | | 450 | 1360 | -910 | -66.91 | .06 | .29 |
| GHOST GUM CABNT | | | 446 | 284 | 162 | 57.04 | .06 | .06 |
| MADFISH SHIRAZ | | | 430 | 75 | 355 | 473.33 | .06 | .02 |
| DE BORTOLI CHRZ | | | 427 | | 427 | 100.00 | .06 | .00 |
| RSMNT CS SHW RS | | | 424 | 406 | 18 | 4.43 | .06 | .09 |
| DE BORTOLI SHRZ | | | 423 | | 423 | 100.00 | .06 | .00 |
| FIRE FLY SHIRAZ | | | 417 | | 417 | 100.00 | .06 | .00 |
| WYNDHAM C/M 888 | | | 407 | 6 | 401 | 6683.33 | .06 | .00 |
| MCGUIGAN CHR BN | | | 389 | 666 | -277 | -41.59 | .05 | .14 |
| LONG FLAT SHRAZ | | | 383 | 592 | -209 | -35.30 | .05 | .13 |
| YANGRRA PRK CAB | | | 383 | 261 | 122 | 46.74 | .05 | .06 |
| WATER WHEEL CAB | | | 382 | | 382 | 100.00 | .05 | .00 |
| ALICE WHT CB-SZ | | | 381 | 107 | 274 | 256.07 | .05 | .02 |
| GHOST GUM CHARD | | | 371 | 258 | 113 | 43.80 | .05 | .06 |
| OWENS EST CB SZ | | | 370 | 229 | 141 | 61.57 | .05 | .05 |
| JINDALEE CHRDNZ | | | 367 | | 367 | 100.00 | .05 | .00 |
| HARDY STAMP CAB | | | 361 | | 361 | 100.00 | .05 | .00 |
| HLL CNTNT GN/SZ | | | 350 | 392 | -42 | -10.71 | .05 | .08 |
| BUCKELEY CB/MRL | | | 347 | 218 | 129 | 59.17 | .05 | .05 |
| ROSEMNT SHZ HOG | | | 345 | 273 | 72 | 26.37 | .05 | .06 |
| PENFLD CB S 407 | | | 342 | 331 | 11 | 3.32 | .05 | .07 |
| WATER WHEEL SHZ | | | 338 | | 338 | 100.00 | .05 | .00 |
| MCWILLMS MRL HE | | | 337 | | 337 | 100.00 | .05 | .00 |
| MCWILLMS CAB HE | | | 334 | | 334 | 100.00 | .05 | .00 |
| W BLSS SHRAZ PS | | | 329 | 262 | 67 | 25.57 | .05 | .06 |
| YELLOW TL SHZ RS | | | 323 | | 323 | 100.00 | .04 | .00 |
| BNROCK STN CB S | | | 317 | 10 | 307 | 3070.00 | .04 | .00 |
| COCKTO RD SHRZ | | | 314 | 213 | 101 | 47.42 | .04 | .05 |
| YELLOW TL CHR RS | | | 312 | | 312 | 100.00 | .04 | .00 |
| PENFLD KH CB/ML | | | 308 | 203 | 105 | 51.72 | .04 | .04 |
| FAT CROC CHRDNZ | | | 307 | 171 | 136 | 79.53 | .04 | .04 |
| REYNOLDS SHIRAZ | | | 299 | 185 | 114 | 61.62 | .04 | .04 |
| YALUMBA OX CB/S | | | 297 | 189 | 108 | 57.14 | .04 | .04 |
| FAT CROC SHIRAZ | | | 294 | 193 | 101 | 52.33 | .04 | .04 |
| LINDEMAN SHZ RS | | | 293 | | 293 | 100.00 | .04 | .00 |
| BULLTN PLCE CHR | | | 288 | 405 | -117 | -28.89 | .04 | .09 |
| BLEASDALE SZ/CB | | | 280 | | 280 | 100.00 | .04 | .00 |
| WYNN/S CB-SZ-ML | | | 276 | 38 | 238 | 626.32 | .04 | .01 |
| REYNOLDS MERLOT | | | 275 | 125 | 150 | 120.00 | .04 | .03 |
| BLK OPL SHRZ BV | | | 270 | 52 | 218 | 419.23 | .04 | .01 |
| WISHNG TREE SHZ | | | 270 | | 270 | 100.00 | .04 | .00 |
| 4 SISTRS SHIRAZ | | | 268 | | 268 | 100.00 | .04 | .00 |
| COCKTO RD CB/ML | | | 259 | 122 | 137 | 112.30 | .04 | .03 |
| BONDI BLUE SHRZ | | | 258 | | 258 | 100.00 | .04 | .00 |
| LINDEMAN CAB RS | | | 255 | | 255 | 100.00 | .04 | .00 |
| LONG FLAT RED | | | 251 | 544 | -293 | -53.86 | .03 | .12 |
| LEHMAN SHRZ RED | | | 251 | 489 | -238 | -48.67 | .03 | .11 |
| PETALUMA SHIRAZ | | | 246 | 2 | 244 | ***** | .03 | .00 |
| W BLSS CB/SZ RL | | | 240 | 207 | 33 | 15.94 | .03 | .04 |
| 4 SISTR SV B/SM | | | 238 | | 238 | 100.00 | .03 | .00 |
| BARWANG SHZ REG | | | 235 | 241 | -6 | -2.49 | .03 | .05 |
| COCKTO RD CHARD | | | 230 | 107 | 123 | 114.95 | .03 | .02 |
| TEAL LAKE SHRAZ | | | 229 | 151 | 78 | 51.66 | .03 | .03 |
| LNDMAN MRLT RSV | | | 228 | 1 | 227 | ***** | .03 | .00 |
| PENFOLD BIN 128 | | | 225 | 361 | -136 | -37.67 | .03 | .08 |
| PENFOLD BIN 28 | | | 222 | 229 | -7 | -3.06 | .03 | .05 |
| REYNOLDS CHRDNZ | | | 222 | 144 | 78 | 54.17 | .03 | .03 |
| FIRE FLY CHRDNZ | | | 221 | | 221 | 100.00 | .03 | .00 |
| MCPHERSN SEM CH | | | 213 | 507 | -294 | -57.99 | .03 | .11 |

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

ALL STATES-1/1/03 - 12/31/03

PAGE 109

| CLASS & TYPE BRAND | AGE / PROOF | RETAIL PRICE 750ml | CASE SALES | | CASES + or - | % OF + or - | % OF TYPE | |
|-----------------------|----------------|--------------------------|------------|-----------|-----------------|----------------|-----------|-----------|
| | | | This Year | Last Year | | | This Year | Last Year |
| PNFLD RAW SM/CH | | | 212 | 264 | -52 | -19.70 | .03 | .06 |
| LNDMN PDTHWY SZ | | | 212 | 61 | 151 | 247.54 | .03 | .01 |
| YALUMBA OX SAUV | | | 208 | 98 | 110 | 112.24 | .03 | .02 |
| BAROSSA VLY CHR | | | 207 | 186 | 21 | 11.29 | .03 | .04 |
| HERITGE RD CHR | | | 206 | 127 | 79 | 62.20 | .03 | .03 |
| BROWN BRO SHRAZ | | | 198 | | 198 | 100.00 | .03 | .00 |
| HERITGE RD MRLT | | | 195 | 108 | 87 | 80.56 | .03 | .02 |
| BLACK MARLN SHZ | | | 192 | 203 | -11 | -5.42 | .03 | .04 |
| RSMNT SH RS SHZ | | | 192 | 141 | 51 | 36.17 | .03 | .03 |
| LNDMN PDTHWY CH | | | 189 | 944 | -755 | -79.98 | .03 | .20 |
| CRANSWCK CHRNY | | | 184 | 177 | 7 | 3.95 | .03 | .04 |
| PENFLD SHZ/MVDR | | | 183 | 176 | 7 | 3.98 | .03 | .04 |
| HILL CNTNT SHRZ | | | 180 | 17 | 163 | 958.82 | .02 | .00 |
| WALLY'S HUT SHRZ | | | 179 | 38 | 141 | 371.05 | .02 | .01 |
| ANGOVE'S CHRNY | | | 176 | 295 | -119 | -40.34 | .02 | .06 |
| COOKTHAMA CB/MR | | | 175 | 101 | 74 | 73.27 | .02 | .02 |
| WYNN'S COON SHRZ | | | 174 | 62 | 112 | 180.65 | .02 | .01 |
| W BLSS CB SV PS | | | 172 | 212 | -40 | -18.87 | .02 | .05 |
| WALLY'S HT CB/SZ | | | 169 | 36 | 133 | 369.44 | .02 | .01 |
| HILL CNTNT BNJM | | | 163 | 192 | -29 | -15.10 | .02 | .04 |
| ROSEMNT BAL SRH | | | 156 | 130 | 26 | 20.00 | .02 | .03 |
| WYNN'S CAB COON | | | 156 | 59 | 97 | 164.41 | .02 | .01 |
| BONDI BLUE CHR | | | 155 | | 155 | 100.00 | .02 | .00 |
| BROWN BRO CHARD | | | 145 | | 145 | 100.00 | .02 | .00 |
| MILTO PARK SHRZ | | | 145 | | 145 | 100.00 | .02 | .00 |
| PENFLD HYLDR CHR | | | 144 | 41 | 103 | 251.22 | .02 | .01 |
| PNFLD RAWSN CAB | | | 144 | | 144 | 100.00 | .02 | .00 |
| PENFOLD BIN 2 | | | 141 | 138 | 3 | 2.17 | .02 | .03 |
| COOKOOTHAMA CHR | | | 140 | 81 | 59 | 72.84 | .02 | .02 |
| TEAL LAKE CHARD | | | 139 | 101 | 38 | 37.62 | .02 | .02 |
| COOKOOTHAMA SHR | | | 138 | 90 | 48 | 53.33 | .02 | .02 |
| ROSEMNT EST GSM | | | 131 | 97 | 34 | 35.05 | .02 | .02 |
| ELDTN INTLS SHZ | | | 126 | 39 | 87 | 223.08 | .02 | .01 |
| ROSEMNT CAB HOG | | | 125 | 132 | -7 | -5.30 | .02 | .03 |
| PARINGA SHIRAZ | | | 124 | 434 | -310 | -71.43 | .02 | .09 |
| OXFD LND SHZ LR | | | 124 | 129 | -5 | -3.88 | .02 | .03 |
| HOPE EST SHIRAZ | | | 124 | 20 | 104 | 520.00 | .02 | .00 |
| HEATHFLD R SHRZ | | | 124 | | 124 | 100.00 | .02 | .00 |
| STONEHVN CAB LC | | | 122 | 91 | 31 | 34.07 | .02 | .02 |
| STONEHVN SHZ LC | | | 120 | 154 | -34 | -22.08 | .02 | .03 |
| LONG FLAT CHARD | | | 116 | 159 | -43 | -27.04 | .02 | .03 |
| LEASINGHAM SHRZ | | | 115 | 88 | 27 | 30.68 | .02 | .02 |
| PIKES SHIRAZ | | | 114 | 80 | 34 | 42.50 | .02 | .02 |
| STONEHVN CHR LC | | | 114 | 49 | 65 | 132.65 | .02 | .01 |
| JINDALEE MERLOT | | | 114 | 22 | 92 | 418.18 | .02 | .00 |
| WALLY'S HUT CHR | | | 113 | 32 | 81 | 253.13 | .02 | .01 |
| PENLEY SHRZ/CAB | | | 110 | 7 | 103 | 1471.43 | .02 | .00 |
| PENLEY SHIRAZ | | | 109 | 112 | -3 | -2.68 | .01 | .02 |
| JINDALEE CAB SV | | | 107 | | 107 | 100.00 | .01 | .00 |
| PENFLD HNRI SHZ | | | 105 | 29 | 76 | 262.07 | .01 | .01 |
| OWENS EST CB SV | | | 103 | 137 | -34 | -24.82 | .01 | .03 |
| WATER WHEEL CHR | | | 99 | | 99 | 100.00 | .01 | .00 |
| CH REYNELLA SHZ | | | 98 | 52 | 46 | 88.46 | .01 | .01 |
| RSMNT EST SV BL | | | 88 | 99 | -11 | -11.11 | .01 | .02 |
| BULLTN PLCE CAB | | | 86 | 180 | -94 | -52.22 | .01 | .04 |
| LEHMAN CAB SAUV | | | 86 | 107 | -21 | -19.63 | .01 | .02 |
| OWENS EST CHARD | | | 85 | 268 | -183 | -68.28 | .01 | .06 |
| ROSEMNT CHR HOG | | | 82 | 94 | -12 | -12.77 | .01 | .02 |
| ELDERTN CMND SZ | | | 76 | 70 | 6 | 8.57 | .01 | .02 |
| REYNOLDS CAB SV | | | 71 | 88 | -17 | -19.32 | .01 | .02 |
| ANGVE B C CHDNY | | | 70 | | 70 | 100.00 | .01 | .00 |
| BLK OPL CB/M R | | | 67 | 96 | -29 | -30.21 | .01 | .02 |
| BLK OPL WB CB/M | | | 67 | | 67 | 100.00 | .01 | .00 |
| BULLTN PLC MRLT | | | 65 | 55 | 10 | 18.18 | .01 | .01 |
| BRDGWTR MLL SHZ | | | 65 | 54 | 11 | 20.37 | .01 | .01 |
| ANGVE B C CB/SZ | | | 65 | | 65 | 100.00 | .01 | .00 |
| NUGAN CAB SAVGN | | | 64 | 37 | 27 | 72.97 | .01 | .01 |
| HOPE ESTATE CHR | | | 64 | 24 | 40 | 166.67 | .01 | .01 |
| IRONWOOD SHIRAZ | | | 61 | 73 | -12 | -16.44 | .01 | .02 |
| MARQUIS PHLP CB | | | 61 | 10 | 51 | 510.00 | .01 | .00 |
| PEPPR TREE CB R | | | 60 | | 60 | 100.00 | .01 | .00 |
| BRDGWTR MLL CHR | | | 59 | 100 | -41 | -41.00 | .01 | .02 |
| NUGAN CHARDNAY | | | 58 | 29 | 29 | 100.00 | .01 | .01 |
| TALTARNI SHIRAZ | | | 57 | 45 | 12 | 26.67 | .01 | .01 |
| ARROWFLD CB MRL | | | 56 | 12 | 44 | 366.67 | .01 | .00 |
| TALTARNI BR TCH | | | 54 | 54 | | .00 | .01 | .01 |
| YALUMBA OX SHRZ | | | 54 | | 54 | 100.00 | .01 | .00 |
| WYNN'S CHR COON | | | 52 | 4 | 48 | 1200.00 | .01 | .00 |
| BARWANG CAB VNT | | | 51 | 105 | -54 | -51.43 | .01 | .02 |
| CAPE MNTL CB/ML | | | 50 | 29 | 21 | 72.41 | .01 | .01 |
| OWENS EST MERLT | | | 50 | 26 | 24 | 92.31 | .01 | .01 |
| PENFLD GRNGE SZ | | | 49 | 18 | 31 | 172.22 | .01 | .00 |
| PENFLD GR HRMTG | | | 49 | 16 | 33 | 206.25 | .01 | .00 |
| ROSEMNT TRADTNL | | | 48 | 78 | -30 | -38.46 | .01 | .02 |
| ANGOVE'S CLS PN | | | 48 | | 48 | 100.00 | .01 | .00 |
| AZURE BAY SHRAZ | | | 48 | | 48 | 100.00 | .01 | .00 |
| NUGAN SHIRAZ | | | 47 | 47 | | .00 | .01 | .01 |
| PALANDRI SHIRAZ | | | 47 | | 47 | 100.00 | .01 | .00 |
| FLNDRS BAY PRCL | | | 46 | 25 | 21 | 84.00 | .01 | .01 |
| PENFLD SHRZ RWT | | | 46 | 13 | 33 | 253.85 | .01 | .00 |
| PARINGA CAB SAV | | | 46 | | 46 | 100.00 | .01 | .00 |
| PENFLD CB S 707 | | | 44 | 62 | -18 | -29.03 | .01 | .01 |
| MARQUIS PHLP SR | | | 44 | 30 | 14 | 46.67 | .01 | .01 |

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

ALL STATES-1/1/03 - 12/31/03

PAGE 110

| CLASS & TYPE BRAND | AGE / PROOF | RETAIL PRICE 750ml | CASE SALES | | CASES + or - | % OF + or - | % OF TYPE | |
|-----------------------|----------------|--------------------------|------------|-----------|-----------------|----------------|-----------|-----------|
| | | | This Year | Last Year | | | This Year | Last Year |
| BAROSA V SP CHR | | | 44 | | 44 | 100.00 | .01 | .00 |
| KIRRALAA MERLOT | | | 44 | | 44 | 100.00 | .01 | .00 |
| RSMNT MB SHZ/CB | | | 43 | 62 | -19 | -30.65 | .01 | .01 |
| IRONWOOD CABRNT | | | 43 | 44 | -1 | -2.27 | .01 | .01 |
| IRONWOOD CHRDNV | | | 42 | 36 | 6 | 16.67 | .01 | .01 |
| AZURE BAY CHARD | | | 42 | | 42 | 100.00 | .01 | .00 |
| TALTARNI SV BLC | | | 41 | 121 | -80 | -66.12 | .01 | .03 |
| MARQUIS PHLP SZ | | | 41 | 80 | -39 | -48.75 | .01 | .02 |
| LEHMAN SEMILLON | | | 41 | 64 | -23 | -35.94 | .01 | .01 |
| ANGVE B C CB/ML | | | 41 | | 41 | 100.00 | .01 | .00 |
| ANNIE LANE SHRZ | | | 41 | | 41 | 100.00 | .01 | .00 |
| WIRRA CHRCH BLK | | | 40 | 21 | 19 | 90.48 | .01 | .00 |
| AUSSIE CAB/SHRZ | | | 39 | | 39 | 100.00 | .01 | .00 |
| PNFLD HYLND CAB | | | 38 | | 38 | 100.00 | .01 | .00 |
| HEATHFLD R CHRZ | | | 38 | | 38 | 100.00 | .01 | .00 |
| MCWILLMS CHR MP | | | 37 | | 37 | 100.00 | .01 | .00 |
| ROSEMOUNT SEMLN | | | 36 | 90 | -54 | -60.00 | .00 | .02 |
| GLDWTR SV B DOG | | | 36 | 78 | -42 | -53.85 | .00 | .02 |
| LEHMANN CLANCY | | | 36 | 54 | -18 | -33.33 | .00 | .01 |
| LEHMAN SEM/SAUT | | | 36 | 46 | -10 | -21.74 | .00 | .01 |
| WEDGETAIL SHIRZ | | | 35 | 6 | 30 | 500.00 | .00 | .00 |
| ELDERTON SHIRAZ | | | 35 | 18 | 17 | 94.44 | .00 | .00 |
| BUCKLEY CB/SHR | | | 35 | 14 | 21 | 150.00 | .00 | .00 |
| BAROSA V EB CHR | | | 35 | 6 | 29 | 483.33 | .00 | .00 |
| XANADU CAB SAUV | | | 35 | 6 | 29 | 483.33 | .00 | .00 |
| W BLSS CHARD PS | | | 34 | 44 | -10 | -22.73 | .00 | .01 |
| W BLSS RSLNG GL | | | 34 | 21 | 13 | 61.90 | .00 | .00 |
| KIRRALAA CB SV | | | 34 | | 34 | 100.00 | .00 | .00 |
| XANADU SHIRAZ | | | 33 | 10 | 23 | 230.00 | .00 | .00 |
| YALUMBA MSM MUS | | | 33 | 6 | 27 | 450.00 | .00 | .00 |
| ARROWFLD SHIRAZ | | | 33 | 4 | 29 | 725.00 | .00 | .00 |
| BLUE TONGUE SHZ | | | 33 | | 33 | 100.00 | .00 | .00 |
| KIRRALAA SHIRAZ | | | 33 | | 33 | 100.00 | .00 | .00 |
| LINDEMN BIN RSL | | | 33 | | 33 | 100.00 | .00 | .00 |
| ROSEMNT EST RSL | | | 33 | | 33 | 100.00 | .00 | .00 |
| CRANSWCK SHIRAZ | | | 32 | 438 | -406 | -92.69 | .00 | .09 |
| GRNT SMTH SZ/ML | | | 32 | 366 | -334 | -91.26 | .00 | .08 |
| JMIESON RUN RED | | | 32 | 66 | -34 | -51.52 | .00 | .01 |
| MCGUIGAN CAB BN | | | 32 | 42 | -10 | -23.81 | .00 | .01 |
| GRNT SMTH CH/SM | | | 31 | 322 | -291 | -90.37 | .00 | .07 |
| HARDY INTRA CAB | | | 31 | 61 | -30 | -49.18 | .00 | .01 |
| BLUE TONGUE CHR | | | 31 | | 31 | 100.00 | .00 | .00 |
| AUSSIE CHARDNNY | | | 31 | | 31 | 100.00 | .00 | .00 |
| TEAL LAKE CB/ML | | | 31 | | 31 | 100.00 | .00 | .00 |
| HARDY INTRA SHZ | | | 30 | 11 | 19 | 172.73 | .00 | .00 |
| ARROWFIELD CHRZ | | | 30 | 5 | 25 | 500.00 | .00 | .00 |
| XANADU CHARD | | | 29 | 5 | 24 | 480.00 | .00 | .00 |
| TYRRELL MC SHRZ | | | 29 | | 29 | 100.00 | .00 | .00 |
| LEHMAN CHARDNNY | | | 28 | 34 | -6 | -17.65 | .00 | .01 |
| WEDGETAIL SZ/CB | | | 28 | 14 | 14 | 100.00 | .00 | .00 |
| ALKOOMI CHRDNV | | | 28 | 13 | 15 | 115.38 | .00 | .00 |
| BALLANTRAE SHRZ | | | 28 | | 28 | 100.00 | .00 | .00 |
| PENFLD CHR VLLY | | | 28 | | 28 | 100.00 | .00 | .00 |
| ARRWFLD SHZ RSV | | | 27 | 1 | 26 | 2600.00 | .00 | .00 |
| ROSEMNT CHR ROX | | | 26 | 30 | -4 | -13.33 | .00 | .01 |
| ANNIE LN CAB/ML | | | 26 | | 26 | 100.00 | .00 | .00 |
| YALUMBA SHIRAZ | | | 25 | 46 | -21 | -45.65 | .00 | .01 |
| ELDERTON SEMLLN | | | 25 | 18 | 7 | 38.89 | .00 | .00 |
| FAT CROC MERLOT | | | 25 | | 25 | 100.00 | .00 | .00 |
| SHW&SMTH SAV BL | | | 24 | 32 | -8 | -25.00 | .00 | .01 |
| XANADU MERLOT | | | 24 | 1 | 23 | 2300.00 | .00 | .00 |
| TYRRELL MC CHRZ | | | 24 | | 24 | 100.00 | .00 | .00 |
| JACKAROO BIG RD | | | 24 | | 24 | 100.00 | .00 | .00 |
| ARRWFLD CAB RSV | | | 23 | 7 | 16 | 228.57 | .00 | .00 |
| COLDSTRM PNT NR | | | 23 | | 23 | 100.00 | .00 | .00 |
| PENFLD O VN BRS | | | 22 | 86 | -64 | -74.42 | .00 | .02 |
| DEAKIN EST CHRZ | | | 22 | 51 | -29 | -56.86 | .00 | .01 |
| CH TAHBILK MRSN | | | 22 | 42 | -20 | -47.62 | .00 | .01 |
| PLANTAGENT SHRZ | | | 22 | 3 | 19 | 633.33 | .00 | .00 |
| STANLEY BLK SHP | | | 22 | | 22 | 100.00 | .00 | .00 |
| BLUE TONGUE CAB | | | 22 | | 22 | 100.00 | .00 | .00 |
| ALKOOMI SAUV BL | | | 21 | 42 | -21 | -50.00 | .00 | .01 |
| MIRANDA OV SHRZ | | | 21 | 30 | -9 | -30.00 | .00 | .01 |
| FRNKLN EST RSL | | | 21 | 11 | 10 | 90.91 | .00 | .00 |
| ALKOOMI RIESLNG | | | 21 | | 21 | 100.00 | .00 | .00 |
| G BURGE HOLY TR | | | 20 | 19 | 1 | 5.26 | .00 | .00 |
| CLRNDN GRN CLAR | | | 20 | 1 | 19 | 1900.00 | .00 | .00 |
| W BLSS CB S BLK | | | 19 | 12 | 7 | 58.33 | .00 | .00 |
| WIRRA SCRBBY WH | | | 19 | 5 | 14 | 280.00 | .00 | .00 |
| HEWITSON MH GSM | | | 19 | 5 | 14 | 280.00 | .00 | .00 |
| TYRRELLS MC CAB | | | 19 | | 19 | 100.00 | .00 | .00 |
| YALUMBA GRNACHE | | | 18 | 47 | -29 | -61.70 | .00 | .01 |
| ROSEMNT CHR ORG | | | 18 | 30 | -12 | -40.00 | .00 | .01 |
| TEAL LAKE PN NR | | | 18 | 19 | -1 | -5.26 | .00 | .00 |
| PALANDRI MERLOT | | | 18 | | 18 | 100.00 | .00 | .00 |
| JACKAROO CHARD | | | 18 | | 18 | 100.00 | .00 | .00 |
| GREEN VY SHIRAZ | | | 18 | | 18 | 100.00 | .00 | .00 |
| BARWANG CHR SEL | | | 17 | 97 | -80 | -82.47 | .00 | .02 |
| DEAKIN EST SHRZ | | | 17 | 47 | -30 | -63.83 | .00 | .01 |
| BLEASDALE SHRAZ | | | 17 | 1 | 16 | 1600.00 | .00 | .00 |
| W BLSS MERLOT | | | 17 | | 17 | 100.00 | .00 | .00 |
| RNDLL BRDG SHRZ | | | 16 | 857 | -841 | -98.13 | .00 | .19 |
| PIKES RIESLG RS | | | 16 | 2 | 14 | 700.00 | .00 | .00 |

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

ALL STATES-1/1/03 - 12/31/03

PAGE 111

| CLASS & TYPE BRAND | AGE / PROOF | RETAIL PRICE 750ml | CASE SALES | | CASES + or - | % OF + or - | % OF TYPE | |
|-----------------------|----------------|--------------------------|------------|-----------|-----------------|----------------|-----------|-----------|
| | | | This Year | Last Year | | | This Year | Last Year |
| PALANDRI CB/MRL | | | 16 | | 16 | 100.00 | .00 | .00 |
| MARQUIS PHLP ML | | | 15 | 13 | 2 | 15.38 | .00 | .00 |
| CAPE MENTLL SEM | | | 15 | 11 | 4 | 36.36 | .00 | .00 |
| PENFLD RSLG RSV | | | 15 | | 15 | 100.00 | .00 | .00 |
| ORIGIN CHARDNNY | | | 15 | | 15 | 100.00 | .00 | .00 |
| SEPLT CAB SHRZ | | | 14 | 46 | -32 | -69.57 | .00 | .01 |
| SALISBURY CB SV | | | 14 | 19 | -5 | -26.32 | .00 | .00 |
| GRNT SMTH CH RS | | | 14 | 16 | -2 | -12.50 | .00 | .00 |
| ST HLLTT GAME R | | | 14 | 13 | 1 | 7.69 | .00 | .00 |
| NORMN MNSTR ZIN | | | 14 | 8 | 6 | 75.00 | .00 | .00 |
| PALANDRI CAB SV | | | 14 | | 14 | 100.00 | .00 | .00 |
| ORIGIN SHIRAZ | | | 14 | | 14 | 100.00 | .00 | .00 |
| PLANTAGENT CHR | | | 13 | 3 | 10 | 333.33 | .00 | .00 |
| PNFLD HNR/SZ/CB | | | 13 | | 13 | 100.00 | .00 | .00 |
| KOALA CRK SHRAZ | | | 13 | | 13 | 100.00 | .00 | .00 |
| BARWANG CAB REG | | | 12 | 61 | -49 | -80.33 | .00 | .01 |
| OWENS EST SV BL | | | 12 | 26 | -14 | -53.85 | .00 | .01 |
| BAROSA V EB SHZ | | | 12 | 15 | -3 | -20.00 | .00 | .00 |
| ALICE WHT SM-CH | | | 12 | 3 | 9 | 300.00 | .00 | .00 |
| WIRRA SAV BLANC | | | 12 | | 12 | 100.00 | .00 | .00 |
| ALKOOMI SHIRAZ | | | 12 | | 12 | 100.00 | .00 | .00 |
| BLUE PYRNS SHRZ | | | 11 | 39 | -28 | -71.79 | .00 | .01 |
| BRDGWTR MLL CAB | | | 11 | 14 | -3 | -21.43 | .00 | .00 |
| FIFTH LG RV RED | | | 11 | 6 | 5 | 83.33 | .00 | .00 |
| JINKS CRK SV BL | | | 11 | | 11 | 100.00 | .00 | .00 |
| PENNA LANE SHRZ | | | 11 | | 11 | 100.00 | .00 | .00 |
| G BURGE BAR SHZ | | | 10 | 17 | -7 | -41.18 | .00 | .00 |
| CLRNDN GRN BLWT | | | 10 | 14 | -4 | -28.57 | .00 | .00 |
| BAROSA V BP SHZ | | | 10 | 8 | 2 | 25.00 | .00 | .00 |
| WEDGETAIL CHDNY | | | 10 | 7 | 3 | 42.86 | .00 | .00 |
| HRDY EILEEN SHZ | | | 10 | 4 | 6 | 150.00 | .00 | .00 |
| PETALUMA CHRDN | | | 10 | 4 | 6 | 150.00 | .00 | .00 |
| FRNKLN SHIRAZ | | | 9 | 32 | -23 | -71.88 | .00 | .01 |
| LEASNGHM CAB CC | | | 9 | 16 | -7 | -43.75 | .00 | .00 |
| ROSEMNT CHR | | | 9 | 15 | -6 | -40.00 | .00 | .00 |
| LEASNGHM SHZ CC | | | 9 | 10 | -1 | -10.00 | .00 | .00 |
| PETALUMA RIESLG | | | 9 | 5 | 4 | 80.00 | .00 | .00 |
| MCPHERSON MRLT | | | 9 | 4 | 5 | 125.00 | .00 | .00 |
| PASSNG CLD SHRZ | | | 9 | 9 | 9 | 100.00 | .00 | .00 |
| TYRLL CHR O WNY | | | 8 | 99 | -91 | -91.92 | .00 | .02 |
| PENFLD RWSN GFT | | | 8 | 63 | -55 | -87.30 | .00 | .01 |
| SALISBURY SHRAZ | | | 8 | 38 | -30 | -78.95 | .00 | .01 |
| BORTOLI CH WNDY | | | 8 | 15 | -7 | -46.67 | .00 | .00 |
| PENFLD YATTARNA | | | 8 | 7 | 1 | 14.29 | .00 | .00 |
| XANADU LGAN RSV | | | 8 | 4 | 4 | 100.00 | .00 | .00 |
| TALTARNI CAB SV | | | 8 | 3 | 5 | 166.67 | .00 | .00 |
| LNDMN S GEO CAB | | | 8 | 3 | 5 | 166.67 | .00 | .00 |
| CAPE MENTLL SHZ | | | 8 | 1 | 7 | 700.00 | .00 | .00 |
| PENNA LANE CBNT | | | 8 | | 8 | 100.00 | .00 | .00 |
| WIRRA RIESLING | | | 8 | | 8 | 100.00 | .00 | .00 |
| BLUE TONGUE MRL | | | 8 | | 8 | 100.00 | .00 | .00 |
| KOALA CRK CHRAD | | | 8 | | 8 | 100.00 | .00 | .00 |
| RIDDOCH CAB/SHZ | | | 7 | 27 | -20 | -74.07 | .00 | .01 |
| ELDTN CB/SZ/MLT | | | 7 | 22 | -15 | -68.18 | .00 | .00 |
| OXFD LDG GRN LR | | | 7 | 20 | -13 | -65.00 | .00 | .00 |
| FRNKLN OLMO | | | 7 | 19 | -12 | -63.16 | .00 | .00 |
| CLARENDON MERLT | | | 7 | 15 | -8 | -53.33 | .00 | .00 |
| PIKES RIESLING | | | 7 | 11 | -4 | -36.36 | .00 | .00 |
| LNDMN CB/ML PAD | | | 7 | 8 | -1 | -12.50 | .00 | .00 |
| MCGUIGAN BL MRL | | | 7 | 7 | | 100.00 | .00 | .00 |
| LNDMN PYRUS RED | | | 7 | 4 | 3 | 75.00 | .00 | .00 |
| MICHLTN TM SHRZ | | | 7 | | 7 | 100.00 | .00 | .00 |
| KIRRALAA CHRDN | | | 7 | | 7 | 100.00 | .00 | .00 |
| CCKFTR GHST SHZ | | | 7 | | 7 | 100.00 | .00 | .00 |
| YARRA BURN SHRZ | | | 7 | | 7 | 100.00 | .00 | .00 |
| JINKS CRK PN NR | | | 7 | | 7 | 100.00 | .00 | .00 |
| YNGRA PK AS SHZ | | | 7 | | 7 | 100.00 | .00 | .00 |
| DEAKIN EST MRLT | | | 6 | 30 | -24 | -80.00 | .00 | .01 |
| UBET SHIRAZ | | | 6 | 12 | -6 | -50.00 | .00 | .00 |
| EVANS CHARDONNY | | | 6 | 10 | -4 | -40.00 | .00 | .00 |
| WYNHAM CAB MRL | | | 6 | 8 | -2 | -25.00 | .00 | .00 |
| MT HORRCK W RSL | | | 6 | 6 | | 100.00 | .00 | .00 |
| CLRNDN NRTN CHR | | | 6 | 6 | | 100.00 | .00 | .00 |
| ELDERTON MERLOT | | | 6 | 5 | 1 | 20.00 | .00 | .00 |
| YALUMBA BOT SEM | | | 6 | 5 | 1 | 20.00 | .00 | .00 |
| HEWITSN BV SHRZ | | | 6 | | 6 | 100.00 | .00 | .00 |
| STARVEDOG SV BL | | | 6 | | 6 | 100.00 | .00 | .00 |
| BNRCK STN WH SZ | | | 6 | | 6 | 100.00 | .00 | .00 |
| PICARDY MRL/CAB | | | 6 | | 6 | 100.00 | .00 | .00 |
| JMSON RUN CHARD | | | 6 | 14 | -9 | -64.29 | .00 | .00 |
| CLRNDN KANG GRN | | | 6 | 11 | -5 | -54.55 | .00 | .00 |
| CH THBLK SHZ OV | | | 6 | 10 | -4 | -50.00 | .00 | .00 |
| CH REYNELLA CHR | | | 6 | 8 | -2 | -33.33 | .00 | .00 |
| MAJELLA CAB SAV | | | 6 | 5 | | 100.00 | .00 | .00 |
| ROSEMNT SHZ ORG | | | 6 | 5 | | 100.00 | .00 | .00 |
| MAJELLA SHIRAZ | | | 6 | 5 | | 100.00 | .00 | .00 |
| HARDY BOT SMLLN | | | 6 | 3 | | 100.00 | .00 | .00 |
| G MERRLL SHZ RS | | | 6 | 1 | 2 | 66.67 | .00 | .00 |
| COLDSTRM CHRDN | | | 6 | | 4 | 400.00 | .00 | .00 |
| HEATHFLD R SV B | | | 6 | | 6 | 100.00 | .00 | .00 |
| PASSNG CLD GRHM | | | 6 | | 6 | 100.00 | .00 | .00 |
| PICARDY PN NOIR | | | 6 | | 6 | 100.00 | .00 | .00 |
| ANNIE LANE CHR | | | 6 | | 6 | 100.00 | .00 | .00 |

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

ALL STATES-1/1/03 - 12/31/03

PAGE 112

| CLASS & TYPE BRAND | AGE / PROOF | RETAIL PRICE 750ml | CASE SALES | | CASES + or - | % OF + or - | % OF TYPE | |
|-----------------------|----------------|--------------------------|------------|-----------|-----------------|----------------|-----------|-----------|
| | | | This Year | Last Year | | | This Year | Last Year |
| ALKOOMI CAB SAV | | | 5 | | 5 | 100.00 | .00 | .00 |
| TEAL LK P VD/CB | | | 4 | | 5 | 100.00 | .00 | .00 |
| SEAVIEW CAB SAV | | | 4 | 92 | -88 | -95.65 | .00 | .02 |
| MOUNTADAM CHARD | | | 4 | 61 | -57 | -93.44 | .00 | .01 |
| BUCKELEY SM/CHR | | | 4 | 48 | -44 | -91.67 | .00 | .01 |
| DEAKIN EST CAB | | | 4 | 17 | -13 | -76.47 | .00 | .00 |
| PIKES GRN SZ MV | | | 4 | 11 | -7 | -63.64 | .00 | .00 |
| FLINDRS BAY SHZ | | | 4 | 6 | -2 | -33.33 | .00 | .00 |
| LINDEMAN SAV BL | | | 4 | 5 | -1 | -20.00 | .00 | .00 |
| ARROWFLD SAV BL | | | 4 | 1 | 3 | 300.00 | .00 | .00 |
| PENFOLD RWT SHZ | | | 4 | 1 | 3 | 300.00 | .00 | .00 |
| KOALA CRK CAB S | | | 4 | | 4 | 100.00 | .00 | .00 |
| CAPE MNTL SV/SM | | | 4 | | 4 | 100.00 | .00 | .00 |
| CIMCKY RED BLND | | | 4 | | 4 | 100.00 | .00 | .00 |
| BROWN BRO CB SV | | | 4 | | 4 | 100.00 | .00 | .00 |
| ALKOOMI BLCKBTT | | | 4 | | 4 | 100.00 | .00 | .00 |
| BOONAROO SHZ/CB | | | 4 | | 4 | 100.00 | .00 | .00 |
| BROWN BRO MERLT | | | 4 | | 4 | 100.00 | .00 | .00 |
| CUPID CHARDONNY | | | 3 | 46 | -43 | -93.48 | .00 | .01 |
| TYRLL O WNY SHZ | | | 3 | 44 | -41 | -93.18 | .00 | .01 |
| DE BORTLI CB/SZ | | | 3 | 11 | -8 | -72.73 | .00 | .00 |
| VOSS VYD MERLOT | | | 3 | 10 | -7 | -70.00 | .00 | .00 |
| WYNDHAM PNT NOR | | | 3 | 9 | -6 | -66.67 | .00 | .00 |
| WYNDHAM CHR RSV | | | 3 | 9 | -6 | -66.67 | .00 | .00 |
| HGHBNK COONWRA | | | 3 | 8 | -5 | -62.50 | .00 | .00 |
| CLARENDON CB SV | | | 3 | 5 | -2 | -40.00 | .00 | .00 |
| PETALUMA CB-MRL | | | 3 | 3 | | .00 | .00 | .00 |
| MCPHERSN CAB SV | | | 3 | 3 | | .00 | .00 | .00 |
| CORIOLE REDSTNE | | | 3 | 2 | 1 | 50.00 | .00 | .00 |
| ROSEMNT MRL ORG | | | 3 | 1 | 2 | 200.00 | .00 | .00 |
| YARRA BURN CHR | | | 3 | 1 | 2 | 200.00 | .00 | .00 |
| TYRLL RF STN SZ | | | 3 | 1 | 2 | 200.00 | .00 | .00 |
| ROSEMNT CHR G C | | | 3 | 1 | 2 | 200.00 | .00 | .00 |
| SEPPLT CHR TRRN | | | 3 | 1 | 2 | 200.00 | .00 | .00 |
| YELLOW TAIL CB S | | | 3 | | 3 | 100.00 | .00 | .00 |
| FERNGRVE SHIRAZ | | | 3 | | 3 | 100.00 | .00 | .00 |
| FERNGRVE SM/SAV | | | 3 | | 3 | 100.00 | .00 | .00 |
| FERNGRVE CHRDNV | | | 3 | | 3 | 100.00 | .00 | .00 |
| LEHMAN MENTOR | | | 3 | | 3 | 100.00 | .00 | .00 |
| FERNGRVE CB/MRL | | | 3 | | 3 | 100.00 | .00 | .00 |
| GROSSET WTV RSL | | | 3 | | 3 | 100.00 | .00 | .00 |
| HARDY TNTRA CHR | | | 2 | 201 | -199 | -99.00 | .00 | .04 |
| MT LNGI GHRN BC | | | 2 | 18 | -16 | -88.89 | .00 | .00 |
| SALISBURY CHARD | | | 2 | 18 | -16 | -88.89 | .00 | .00 |
| RIDDOCH CAB/MRL | | | 2 | 17 | -15 | -88.24 | .00 | .00 |
| CORIOLE SHIRAZ | | | 2 | 12 | -10 | -83.33 | .00 | .00 |
| PENFLD ADE CHR | | | 2 | 9 | -7 | -77.78 | .00 | .00 |
| MITCHELTON SHRZ | | | 2 | 7 | -5 | -71.43 | .00 | .00 |
| LONG FLAT WHITE | | | 2 | 5 | -3 | -60.00 | .00 | .00 |
| PENFLD SHZ MGLL | | | 2 | 5 | -3 | -60.00 | .00 | .00 |
| G MERRLL CAB RS | | | 2 | 4 | -2 | -50.00 | .00 | .00 |
| CLARENDON SHRAZ | | | 2 | 4 | -2 | -50.00 | .00 | .00 |
| IRONWOOD MERLOT | | | 2 | 2 | | .00 | .00 | .00 |
| LEHMN STNWL SHZ | | | 2 | 2 | | .00 | .00 | .00 |
| TYRLL BRKNBK SZ | | | 2 | 2 | | .00 | .00 | .00 |
| ST HLLTT BL SHZ | | | 2 | 2 | | .00 | .00 | .00 |
| BLUE PYRNS CHR | | | 2 | 2 | | .00 | .00 | .00 |
| CH REYNLA CB/ML | | | 2 | 1 | 1 | 100.00 | .00 | .00 |
| WYNDHAM SHZ RSV | | | 2 | | 2 | 100.00 | .00 | .00 |
| STARVEDOG SHIRZ | | | 2 | | 2 | 100.00 | .00 | .00 |
| PICARDY SHIRAZ | | | 2 | | 2 | 100.00 | .00 | .00 |
| G NORMAN CAB SV | | | 2 | | 2 | 100.00 | .00 | .00 |
| LEYDENS V CABNT | | | 2 | | 2 | 100.00 | .00 | .00 |
| ALKOOMI JRH SHZ | | | 2 | | 2 | 100.00 | .00 | .00 |
| ANNIE LANE RSLG | | | 2 | | 2 | 100.00 | .00 | .00 |
| YELLOW TL SHZ/CB | | | 2 | | 2 | 100.00 | .00 | .00 |
| WIRRA SCRBBY RD | | | 2 | | 2 | 100.00 | .00 | .00 |
| YARRA RDG SV BL | | | 2 | | 2 | 100.00 | .00 | .00 |
| WYNN JN RDCH CB | | | 2 | | 2 | 100.00 | .00 | .00 |
| XANADU SAUV BLC | | | 2 | | 2 | 100.00 | .00 | .00 |
| JABTRU VLY CHR | | | 1 | 40 | -39 | -97.50 | .00 | .01 |
| HILL CNTNT P NR | | | 1 | 13 | -12 | -92.31 | .00 | .00 |
| ORL JC LR SZ/CB | | | 1 | 9 | -8 | -88.89 | .00 | .00 |
| MCGUIGAN CAB PR | | | 1 | 8 | -7 | -87.50 | .00 | .00 |
| BARWANG MERLOT | | | 1 | 6 | -5 | -83.33 | .00 | .00 |
| CRITTNDN SNGVSE | | | 1 | 6 | -5 | -83.33 | .00 | .00 |
| GROSSET PIC CHR | | | 1 | 5 | -4 | -80.00 | .00 | .00 |
| WYNDHAM SEM/CHR | | | 1 | 5 | -4 | -80.00 | .00 | .00 |
| SEPPLT CHR CRLA | | | 1 | 5 | -4 | -80.00 | .00 | .00 |
| MILBURN PRK CHR | | | 1 | 4 | -3 | -75.00 | .00 | .00 |
| ROCHFORD PNT NR | | | 1 | 3 | -2 | -66.67 | .00 | .00 |
| CEDAR CRK CHARD | | | 1 | 3 | -2 | -66.67 | .00 | .00 |
| MITCHLTN VIC CB | | | 1 | 2 | -1 | -50.00 | .00 | .00 |
| DEVIL LR CAB/ML | | | 1 | 2 | -1 | -50.00 | .00 | .00 |
| CLRNDN ROMS GRN | | | 1 | 2 | -1 | -50.00 | .00 | .00 |
| PYRUS RED COON | | | 1 | 1 | | .00 | .00 | .00 |
| CRAIGLEE SHIRAZ | | | 1 | 1 | | .00 | .00 | .00 |
| CLRNDN ASTRL SZ | | | 1 | 1 | | .00 | .00 | .00 |
| WYNN S MCHL SHZ | | | 1 | 1 | | .00 | .00 | .00 |
| MITCHLTN VIC CH | | | 1 | 1 | | .00 | .00 | .00 |
| BROKENWD SHZ GV | | | 1 | 1 | | .00 | .00 | .00 |
| ARROWFLD VERDLO | | | 1 | | 1 | 100.00 | .00 | .00 |
| REILLY D LND SZ | | | 1 | | 1 | 100.00 | .00 | .00 |

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

ALL STATES-1/1/03 - 12/31/03

PAGE 113

| CLASS & TYPE BRAND | AGE / PROOF | RETAIL PRICE 750ml | CASE SALES | | CASES + or - | % OF + or - | % OF TYPE | |
|-----------------------|----------------|--------------------------|------------|-----------|-----------------|----------------|-----------|-----------|
| | | | This Year | Last Year | | | This Year | Last Year |
| FOX CRK VERDLHO | | | 1 | | 1 | 100.00 | .00 | .00 |
| LEASNGHM SHZ/CB | | | 1 | | 1 | 100.00 | .00 | .00 |
| LNDMN PDTHWY ML | | | 1 | | 1 | 100.00 | .00 | .00 |
| KOORYONG PN NOIR | | | 1 | | 1 | 100.00 | .00 | .00 |
| HRDY EILEEN CHR | | | 1 | | 1 | 100.00 | .00 | .00 |
| MICHLTN THMS CH | | | 1 | | 1 | 100.00 | .00 | .00 |
| W BLSS SHRAZ PL | | | 1 | | 1 | 100.00 | .00 | .00 |
| YNGRA PK AS MRL | | | 1 | | 1 | 100.00 | .00 | .00 |
| ST HLLTT OB SHZ | | | 1 | | 1 | 100.00 | .00 | .00 |
| KAESLER OV SHRZ | | | 1 | | 1 | 100.00 | .00 | .00 |
| SHW&SMTH M3 CHR | | | 1 | | 1 | 100.00 | .00 | .00 |
| ED&CHF CH/CB/SZ | | | 1 | | 1 | 100.00 | .00 | .00 |
| BROKENWOOD HRON | | | 1 | | 1 | 100.00 | .00 | .00 |
| TRENTHAM SHIRAZ | | | 1 | | 1 | 100.00 | .00 | .00 |
| COLDSTRM PNT RS | | | 1 | | 1 | 100.00 | .00 | .00 |
| CLDSTRM CB/M/CF | | | 1 | | 1 | 100.00 | .00 | .00 |
| EDEN SPGS SHIRZ | | | 1 | | 1 | 100.00 | .00 | .00 |
| MARGAN FM CHARD | | | 1 | | 1 | 100.00 | .00 | .00 |
| BNNCKBN SAIGNEE | | | 1 | | 1 | 100.00 | .00 | .00 |
| HEWITSON OG MVD | | | 1 | | 1 | 100.00 | .00 | .00 |
| KILLERBY SHIRAZ | | | 1 | | 1 | 100.00 | .00 | .00 |
| BRUMBY PLN SHRZ | | | | 480 | -480 | -100.00 | .00 | .10 |
| RNDLL BRDG CHRZ | | | | 387 | -387 | -100.00 | .00 | .08 |
| SEPPELT CHRZ RS | | | | 369 | -369 | -100.00 | .00 | .08 |
| TYRL O WN PN NR | | | | 79 | -79 | -100.00 | .00 | .02 |
| TYRELL CAB/MRLT | | | | 78 | -78 | -100.00 | .00 | .02 |
| HARDY SIG CB/SZ | | | | 56 | -56 | -100.00 | .00 | .01 |
| JABIRU VLY SHRZ | | | | 54 | -54 | -100.00 | .00 | .01 |
| WALKABOUT CHARD | | | | 38 | -38 | -100.00 | .00 | .01 |
| LA BAUME MERLOT | | | | 37 | -37 | -100.00 | .00 | .01 |
| CUPID SHRAZ CAB | | | | 36 | -36 | -100.00 | .00 | .01 |
| SEAVIEW CHARDNY | | | | 34 | -34 | -100.00 | .00 | .01 |
| D'ARNBG FOOTBLT | | | | 31 | -31 | -100.00 | .00 | .01 |
| BLACK CREEK SHZ | | | | 30 | -30 | -100.00 | .00 | .01 |
| WALKABOUT SHRAZ | | | | 24 | -24 | -100.00 | .00 | .01 |
| BLACK CRK PN NR | | | | 24 | -24 | -100.00 | .00 | .01 |
| WYNDHAM CHR OAK | | | | 23 | -23 | -100.00 | .00 | .00 |
| BIG RIVER SHRAZ | | | | 21 | -21 | -100.00 | .00 | .00 |
| EVANS SHRAZ/CAB | | | | 20 | -20 | -100.00 | .00 | .00 |
| BIG RIVER MERLT | | | | 17 | -17 | -100.00 | .00 | .00 |
| BIG RIVER CHARD | | | | 17 | -17 | -100.00 | .00 | .00 |
| BLACK CRK CHARD | | | | 16 | -16 | -100.00 | .00 | .00 |
| OXFD LDG VGN LR | | | | 16 | -16 | -100.00 | .00 | .00 |
| BIG RIVER CB SV | | | | 15 | -15 | -100.00 | .00 | .00 |
| LEASNGHM CB/MLB | | | | 14 | -14 | -100.00 | .00 | .00 |
| KUMALA PINOTAGE | | | | 12 | -12 | -100.00 | .00 | .00 |
| CRANSWCK CAB SV | | | | 12 | -12 | -100.00 | .00 | .00 |
| CLRNDN LNDRA SZ | | | | 11 | -11 | -100.00 | .00 | .00 |
| HUNTER RDG SHRZ | | | | 11 | -11 | -100.00 | .00 | .00 |
| HARDY COLL CB S | | | | 11 | -11 | -100.00 | .00 | .00 |
| WYNN DAVID SHRZ | | | | 11 | -11 | -100.00 | .00 | .00 |
| ORLDO JC CHR LR | | | | 9 | -9 | -100.00 | .00 | .00 |
| LA BAUME SYRAH | | | | 9 | -9 | -100.00 | .00 | .00 |
| LINDMN COON CAB | | | | 8 | -8 | -100.00 | .00 | .00 |
| SEPPLT CB SV BL | | | | 7 | -7 | -100.00 | .00 | .00 |
| HEWITSON MH GRN | | | | 7 | -7 | -100.00 | .00 | .00 |
| CRANSWCK SHZ ML | | | | 7 | -7 | -100.00 | .00 | .00 |
| CASSEGRN CB/MRL | | | | 7 | -7 | -100.00 | .00 | .00 |
| CLRNDN KANG SHZ | | | | 7 | -7 | -100.00 | .00 | .00 |
| MIRANDA CAB/SHZ | | | | 6 | -6 | -100.00 | .00 | .00 |
| CLNKLLA HLP SZ | | | | 6 | -6 | -100.00 | .00 | .00 |
| KATNOOK EST CAB | | | | 6 | -6 | -100.00 | .00 | .00 |
| UBET CHARDONNAY | | | | 6 | -6 | -100.00 | .00 | .00 |
| LA BAUME SAV BL | | | | 6 | -6 | -100.00 | .00 | .00 |
| CRYSTAL PEAK | | | | 6 | -6 | -100.00 | .00 | .00 |
| MCGUIGAN SHZ PR | | | | 6 | -6 | -100.00 | .00 | .00 |
| LA BAUME CHRDNY | | | | 6 | -6 | -100.00 | .00 | .00 |
| CEDAR CRK CB SV | | | | 6 | -6 | -100.00 | .00 | .00 |
| PIKES SAUV BLNC | | | | 6 | -6 | -100.00 | .00 | .00 |
| LA BAUME CAB SV | | | | 5 | -5 | -100.00 | .00 | .00 |
| LNDMN CHR WM RS | | | | 5 | -5 | -100.00 | .00 | .00 |
| LEASINGHAM RSLG | | | | 5 | -5 | -100.00 | .00 | .00 |
| TORBRECK JUVENL | | | | 5 | -5 | -100.00 | .00 | .00 |
| LNDMN PDTHWY PN | | | | 4 | -4 | -100.00 | .00 | .00 |
| KANGAROO RG SHZ | | | | 4 | -4 | -100.00 | .00 | .00 |
| CH REYNELLA CHR | | | | 4 | -4 | -100.00 | .00 | .00 |
| CRAIGLEE VC CHR | | | | 3 | -3 | -100.00 | .00 | .00 |
| DEVIL LAIR CHRZ | | | | 3 | -3 | -100.00 | .00 | .00 |
| W BLSS GRNCH PS | | | | 3 | -3 | -100.00 | .00 | .00 |
| MARTENBG CAB RS | | | | 3 | -3 | -100.00 | .00 | .00 |
| G NRMN SZ RS MV | | | | 3 | -3 | -100.00 | .00 | .00 |
| GRFFTH BTRYS SM | | | | 3 | -3 | -100.00 | .00 | .00 |
| FOX CRK SHZ/GRN | | | | 3 | -3 | -100.00 | .00 | .00 |
| PIKES LUCCIO RD | | | | 2 | -2 | -100.00 | .00 | .00 |
| PIKES CHR CLARE | | | | 2 | -2 | -100.00 | .00 | .00 |
| G BURGE BV CHRZ | | | | 2 | -2 | -100.00 | .00 | .00 |
| MCGUIGAN BL CHR | | | | 2 | -2 | -100.00 | .00 | .00 |
| KPPMRA CAB-MRL | | | | 2 | -2 | -100.00 | .00 | .00 |
| BNNCKBN PN NOIR | | | | 2 | -2 | -100.00 | .00 | .00 |
| BRIAN BARRY CAB | | | | 2 | -2 | -100.00 | .00 | .00 |
| FIFTH LG RV WHT | | | | 2 | -2 | -100.00 | .00 | .00 |
| MILBRN PRK SHRZ | | | | 2 | -2 | -100.00 | .00 | .00 |
| MCHLTN GLBN SHZ | | | | 2 | -2 | -100.00 | .00 | .00 |

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

ALL STATES-1/1/03 - 12/31/03

PAGE 114

| CLASS & TYPE BRAND | AGE / PROOF | RETAIL PRICE 750ml | CASE SALES | | CASES + or - | % OF + or - | % OF TYPE | |
|-------------------------|----------------|--------------------------|---------------|---------------|-----------------|----------------|-----------|-----------|
| | | | This Year | Last Year | | | This Year | Last Year |
| G MERRLL CHR RS | | | | | 2 | -2 | -100.00 | .00 |
| MAXWELL CHARDNY | | | | | 1 | -1 | -100.00 | .00 |
| BROKENWD SML GV | | | | | 1 | -1 | -100.00 | .00 |
| CLARNDN SZ PGGT | | | | | 1 | -1 | -100.00 | .00 |
| ANGOVE'S SHIRAZ | | | | | 1 | -1 | -100.00 | .00 |
| STONEHVN SHZ RS | | | | | 1 | -1 | -100.00 | .00 |
| YARRA BURN P NR | | | | | 1 | -1 | -100.00 | .00 |
| HOLLICK CAB-MRL | | | | | 1 | -1 | -100.00 | .00 |
| CH XANADU CB SV | | | | | 1 | -1 | -100.00 | .00 |
| CLRNDN HICK PNT | | | | | 1 | -1 | -100.00 | .00 |
| CLRNDN KANG CAB | | | | | 1 | -1 | -100.00 | .00 |
| PIKES CAB SAUV | | | | | 1 | -1 | -100.00 | .00 |
| MCGUIGN SAV BIN | | | | | 1 | -1 | -100.00 | .00 |
| CH REYNELLA CAB | | | | | 1 | -1 | -100.00 | .00 |
| PETALMA TRS CHR | | | | | 1 | -1 | -100.00 | .00 |
| ROSEMNT CAB ORG | | | | | 1 | -1 | -100.00 | .00 |
| MITCHLTN MARSNN | | | | | 1 | -1 | -100.00 | .00 |
| ARRWFLD LWR CHR | | | | | 1 | -1 | -100.00 | .00 |
| PIKES MERLOT | | | | | 1 | -1 | -100.00 | .00 |
| GROSSET PH RSLG | | | | | 1 | -1 | -100.00 | .00 |
| STONEHVN CAB RS | | | | | 1 | -1 | -100.00 | .00 |
| SHW&SMTH CHR UD | | | | | 1 | -1 | -100.00 | .00 |
| LENSWOOD PNT NR | | | | | 1 | -1 | -100.00 | .00 |
| HRDY THOMAS CAB | | | | | 1 | -1 | -100.00 | .00 |
| JOSEPH RIESLING | | | | | 1 | -1 | -100.00 | .00 |
| KNAPPSTEIN PLTN | | | | | 1 | -1 | -100.00 | .00 |
| PENFLD YATT CHR | | | | | 1 | -1 | -100.00 | .00 |
| SEPPLT CB HARPR | | | | | 1 | -1 | -100.00 | .00 |
| TOTAL AUSTRALIAN | | | 727617 | 462636 | 264981 | 57.28 | | |
| GREECE | | | | | | | | |
| CLAUS RETSINA | | | 472 | 336 | 136 | 40.48 | 18.90 | 15.29 |
| KOURTAKI RETSNA | | | 429 | 424 | 5 | 1.18 | 17.18 | 19.30 |
| CLAUS DEMST RED | | | 198 | 148 | 50 | 33.78 | 7.93 | 6.74 |
| SITIA RETSINA | | | 165 | 86 | 79 | 91.86 | 6.61 | 3.91 |
| BOUTRI SNTRNI W | | | 114 | 118 | -4 | -3.39 | 4.57 | 5.37 |
| CLAUS DEMST WHT | | | 112 | 116 | -4 | -3.45 | 4.49 | 5.28 |
| SITIA CRETAN RD | | | 89 | 27 | 62 | 229.63 | 3.56 | 1.23 |
| BOUTARI RETSINA | | | 88 | 84 | 4 | 4.76 | 3.52 | 3.82 |
| KOURTAKI RED | | | 76 | 110 | -34 | -30.91 | 3.04 | 5.01 |
| BOUTARI NAOUSSA | | | 63 | 65 | -2 | -3.08 | 2.52 | 2.96 |
| BOUTRI NEMEA RD | | | 61 | 55 | 6 | 10.91 | 2.44 | 2.50 |
| BOUTRI KRETIKOS | | | 58 | 53 | 5 | 9.43 | 2.32 | 2.41 |
| KOURTKI MVRDPHN | | | 53 | 41 | 12 | 29.27 | 2.12 | 1.87 |
| KOURTAKI WHITE | | | 49 | 68 | -19 | -27.94 | 1.96 | 3.10 |
| CLAUS NEMEA RED | | | 49 | 28 | 21 | 75.00 | 1.96 | 1.27 |
| KOURTAKI KOUROS | | | 46 | 11 | 35 | 318.18 | 1.84 | .50 |
| BOUTRI G R NSSA | | | 42 | 97 | -55 | -56.70 | 1.68 | 4.42 |
| SITIA CRETAN WH | | | 41 | 16 | 25 | 156.25 | 1.64 | .73 |
| SAMOS SWEET WHT | | | 40 | 20 | 20 | 100.00 | 1.60 | .91 |
| INO DRY WHITE | | | 32 | 12 | 20 | 166.67 | 1.28 | .55 |
| CLAUS CHATEAU | | | 30 | 20 | 10 | 50.00 | 1.20 | .91 |
| BOUTRI MOSCHOFL | | | 28 | 45 | -17 | -37.78 | 1.12 | 2.05 |
| SKOURS CMBLLO R | | | 20 | 15 | 5 | 33.33 | .80 | .68 |
| KOUROS DRY WHT | | | 20 | 2 | 18 | 900.00 | .80 | .09 |
| BOUTARI MERLOT | | | 18 | 41 | -23 | -56.10 | .72 | 1.87 |
| INO DRY RED | | | 15 | 14 | 1 | 7.14 | .60 | .64 |
| KOUROS DRY RED | | | 15 | 5 | 10 | 200.00 | .60 | .23 |
| CLAUS ST HELENA | | | 14 | 17 | -3 | -17.65 | .56 | .77 |
| THIVI RETSINA | | | 14 | 17 | -3 | -17.65 | .56 | .77 |
| REMI RETSINA | | | 10 | 1 | 9 | 900.00 | .40 | .05 |
| BOUTRI KALLISTI | | | 7 | 48 | -41 | -85.42 | .28 | 2.18 |
| BOUTRI ROT RDTs | | | 6 | 18 | -12 | -66.67 | .24 | .82 |
| BOUTRI ROCHE WH | | | 6 | 11 | -5 | -45.45 | .24 | .50 |
| BOUTRI RTNDA RD | | | 6 | 11 | -5 | -45.45 | .24 | .50 |
| AMETHYSTOS RED | | | 5 | 7 | -2 | -28.57 | .20 | .32 |
| BOUTRI MVRDPHNE | | | 4 | 1 | 3 | 300.00 | .16 | .05 |
| CLAUS DEMST RSE | | | 1 | 1 | | .00 | .04 | .05 |
| CLAUS NMEA/PTRS | | | 1 | | 1 | 100.00 | .04 | .00 |
| BOUTARI PAROS | | | | 5 | -5 | -100.00 | .00 | .23 |
| BOUTRI RTNDA WH | | | | 3 | -3 | -100.00 | .00 | .14 |
| TOTAL GREECE | | | 2497 | 2197 | 300 | 13.65 | | |
| PORTUGAL | | | | | | | | |
| LANCER'S ROSE | | | 4430 | 4736 | -306 | -6.46 | 35.68 | 38.22 |
| MATEUS ROSE | | | 4301 | 4607 | -306 | -6.64 | 34.64 | 37.18 |
| LANCRS VN BRNCO | | | 645 | 724 | -79 | -10.91 | 5.19 | 5.84 |
| CASAL G VNH VRD | | | 557 | 559 | -2 | -.36 | 4.49 | 4.51 |
| AVELEDA VNHO VR | | | 537 | 532 | 5 | .94 | 4.33 | 4.29 |
| MATEUS WHITE | | | 497 | 545 | -48 | -8.81 | 4.00 | 4.40 |
| ARCA NOVA VN VR | | | 475 | 225 | 250 | 111.11 | 3.83 | 1.82 |
| BERCO D INFANTE | | | 301 | | 301 | 100.00 | 2.42 | .00 |
| CHARMBA INTO RD | | | 220 | 200 | 20 | 10.00 | 1.77 | 1.61 |
| FONSCA JM PRQTA | | | 111 | 53 | 58 | 109.43 | .89 | .43 |
| FONSCA PRQTA CL | | | 101 | | 101 | 100.00 | .81 | .00 |
| CAVES VELHAS | | | 46 | | 46 | 100.00 | .37 | .00 |
| CAVES VLHS RMRA | | | 42 | 62 | -20 | -32.26 | .34 | .50 |
| QNTA CRST DOURO | | | 37 | 46 | -9 | -19.57 | .30 | .37 |
| LANCRS RSE/CHLR | | | 26 | | 26 | 100.00 | .21 | .00 |
| ALIANCA VNH VRD | | | 22 | 26 | -4 | -15.38 | .18 | .21 |
| ALIANCA BRDA RD | | | 19 | 18 | 1 | 5.56 | .15 | .15 |

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

ALL STATES-1/1/03 - 12/31/03

PAGE 115

| CLASS & TYPE BRAND | AGE / PROOF | RETAIL PRICE 750ml | CASE SALES | | CASES + or - | % OF + or - | % OF TYPE | |
|-----------------------|----------------|--------------------------|--------------|--------------|-----------------|----------------|-----------|-----------|
| | | | This Year | Last Year | | | This Year | Last Year |
| QUINTA COTTO RD | | | 14 | | 14 | 100.00 | .11 | .00 |
| CAVES VLHS BCLS | | | 10 | 11 | -1 | -9.09 | .08 | .09 |
| ALIANCA BRDA WH | | | 6 | 22 | -16 | -72.73 | .05 | .18 |
| ALIANCA TRA BOA | | | 5 | | 5 | 100.00 | .04 | .00 |
| GAZELA VNHO VRD | | | 4 | | 4 | 100.00 | .03 | .00 |
| FONSCA JM ALBIS | | | 3 | 5 | -2 | -40.00 | .02 | .04 |
| ALIANCA VNH BRN | | | 2 | 12 | -10 | -83.33 | .02 | .10 |
| DUAS QNTA V TNT | | | 2 | 2 | | .00 | .02 | .02 |
| FONSCA SETBL 62 | | | 2 | 1 | 1 | 100.00 | .02 | .01 |
| DUAS QUINTA RSV | | | 1 | | 1 | 100.00 | .01 | .00 |
| FERREIRA BARCA | | | | 2 | -2 | -100.00 | .00 | .02 |
| FONSCA STBL 20Y | | | | 1 | -1 | -100.00 | .00 | .01 |
| FONSCA JM SETBL | | | | 1 | -1 | -100.00 | .00 | .01 |
| TOTAL PORTUGAL | | | 12416 | 12390 | 26 | .21 | | |
| SOUTH AMERICA | | | | | | | | |
| WALNUT CR MERLT | | | 49481 | 52586 | -3105 | -5.90 | 12.40 | 12.66 |
| FRNTRA CB S/MRL | | | 47417 | 46659 | 758 | 1.62 | 11.88 | 11.24 |
| WALNUT CR CHARD | | | 25569 | 26704 | -1135 | -4.25 | 6.41 | 6.43 |
| FRNTRA MRL/MLBC | | | 24531 | 24545 | -14 | -.06 | 6.15 | 5.91 |
| FRONTERA CHRDNV | | | 23185 | 23941 | -756 | -3.16 | 5.81 | 5.77 |
| WALNUT CR CB SV | | | 18660 | 19909 | -1249 | -6.27 | 4.68 | 4.79 |
| MRC5 JM MDZ MRL | | | 14003 | 15428 | -1425 | -9.24 | 3.51 | 3.72 |
| MRC5 JM MDZ CHR | | | 13447 | 16184 | -2737 | -16.91 | 3.37 | 3.90 |
| S CRLNA CB/MRLT | | | 9319 | 9272 | 47 | .51 | 2.33 | 2.23 |
| MRC5 JMS MDZ CB | | | 9032 | 10197 | -1165 | -11.42 | 2.26 | 2.46 |
| SUNRISE MERLOT | | | 7591 | 8390 | -799 | -9.52 | 1.90 | 2.02 |
| S CRLNA MRLT/CB | | | 7416 | 7526 | -110 | -1.46 | 1.86 | 1.81 |
| FRONTERA SAV BL | | | 7230 | 6572 | 658 | 10.01 | 1.81 | 1.58 |
| S CRLNA CH/SV B | | | 7103 | 6838 | 265 | 3.88 | 1.78 | 1.65 |
| SUNRISE CHARDNY | | | 6732 | 7226 | -494 | -6.84 | 1.69 | 1.74 |
| CYT FRONTRA SHZ | | | 5548 | 4445 | 1103 | 24.81 | 1.39 | 1.07 |
| LA SIERRA CHARD | | | 4706 | 4465 | 241 | 5.40 | 1.18 | 1.08 |
| SUNRISE CAB SAV | | | 4570 | 4807 | -237 | -4.93 | 1.14 | 1.16 |
| LOS VASCOS CB S | | | 3939 | 3764 | 175 | 4.65 | .99 | .91 |
| GATO NGR0 CB/ML | | | 3798 | 4180 | -382 | -9.14 | .95 | 1.01 |
| LA SIERRA MERLT | | | 3413 | 3509 | -96 | -2.74 | .86 | .85 |
| GATO NEGRO MRLT | | | 3295 | 3274 | 21 | .64 | .83 | .79 |
| CNCHA CS DB MRL | | | 2550 | 2280 | 270 | 11.84 | .64 | .55 |
| CNCHA T MRL/CAB | | | 2522 | 1852 | 670 | 36.18 | .63 | .45 |
| SANTA RITA MRLT | | | 2476 | 3127 | -651 | -20.82 | .62 | .75 |
| CNCHA CHR VALLE | | | 2427 | 2310 | 117 | 5.06 | .61 | .56 |
| MARCUS JMS W ZN | | | 2371 | 3316 | -945 | -28.50 | .59 | .80 |
| GATO NEGRO CB S | | | 2367 | 2918 | -551 | -18.88 | .59 | .70 |
| SANTA RTA CB SV | | | 2300 | 2709 | -409 | -15.10 | .58 | .65 |
| STONY HOLLW MRL | | | 2272 | 2732 | -460 | -16.84 | .57 | .66 |
| LA SIERRA CB SV | | | 1987 | 1630 | 357 | 21.90 | .50 | .39 |
| GATO BLNCO CHRD | | | 1934 | 2145 | -211 | -9.84 | .48 | .52 |
| CNCHA CS DB CAB | | | 1828 | 1747 | 81 | 4.64 | .46 | .42 |
| STA MARVSTA MRL | | | 1692 | 2045 | -353 | -17.26 | .42 | .49 |
| CNCHA XPLOR MRL | | | 1691 | 1583 | 108 | 6.82 | .42 | .38 |
| LA SIERRA SHRZ | | | 1669 | 1786 | -117 | -6.55 | .42 | .43 |
| SANTA RTA CB RS | | | 1637 | 1696 | -59 | -3.48 | .41 | .41 |
| WALNUT CR SV BL | | | 1607 | 1676 | -69 | -4.12 | .40 | .40 |
| CNCHA XPLOR CAB | | | 1497 | 1390 | 107 | 7.70 | .38 | .33 |
| CALITERRA MERLT | | | 1471 | 1750 | -279 | -15.94 | .37 | .42 |
| ST MRVSTA ML RS | | | 1390 | 590 | 800 | 135.59 | .35 | .14 |
| COUSINO CAB RSV | | | 1234 | 1531 | -297 | -19.40 | .31 | .37 |
| FRNTRA CRMENERE | | | 1212 | 585 | 627 | 107.18 | .30 | .14 |
| STA MARVSTA CHR | | | 1193 | 1530 | -337 | -22.03 | .30 | .37 |
| SNTA RTA MRL RS | | | 1176 | 1231 | -55 | -4.47 | .29 | .30 |
| VERAMONTE CB SV | | | 1154 | 1008 | 146 | 14.48 | .29 | .24 |
| VERAMONTE MERLT | | | 1139 | 1385 | -246 | -17.76 | .29 | .33 |
| STA MARVSTA CAB | | | 1139 | 1378 | -239 | -17.34 | .29 | .33 |
| ST MRVSTA CH RS | | | 1120 | 509 | 611 | 120.04 | .28 | .12 |
| S CRLNA CLC CAB | | | 1073 | 1693 | -620 | -36.62 | .27 | .41 |
| CALITERRA CB SV | | | 1072 | 1388 | -316 | -22.77 | .27 | .33 |
| TRPCHC MLBC OAK | | | 1056 | 980 | 76 | 7.76 | .26 | .24 |
| NVRRO CRRS MLBC | | | 1054 | 926 | 128 | 13.82 | .26 | .22 |
| VALDVSO MERLOT | | | 1015 | 548 | 467 | 85.22 | .25 | .13 |
| CARMEN MERLOT | | | 1010 | 1176 | -166 | -14.12 | .25 | .28 |
| CARMEN CAB SAUV | | | 990 | 912 | 78 | 8.55 | .25 | .22 |
| CALITERRA CHARD | | | 970 | 1406 | -436 | -31.01 | .24 | .34 |
| NAVRR0 CRRS CAB | | | 941 | 898 | 43 | 4.79 | .24 | .22 |
| ALAMOS MALBEC | | | 905 | 683 | 222 | 32.50 | .23 | .16 |
| VERAMONTE CHARD | | | 901 | 1319 | -418 | -31.69 | .23 | .32 |
| COUSINO CHARDNY | | | 893 | 813 | 80 | 9.84 | .22 | .20 |
| SANTA RTA CHARD | | | 856 | 925 | -69 | -7.46 | .21 | .22 |
| ST MRVSTA CB RS | | | 856 | 365 | 491 | 134.52 | .21 | .09 |
| COUSINO CAB SAV | | | 846 | 672 | 174 | 25.89 | .21 | .16 |
| COUSINO MRL RSV | | | 811 | 772 | 39 | 5.05 | .20 | .19 |
| S CRLNA CLC MRL | | | 776 | 1744 | -968 | -55.50 | .19 | .42 |
| TRAPICHE CAB RS | | | 769 | 741 | 28 | 3.78 | .19 | .18 |
| WALNUT CR SHRAZ | | | 697 | | 697 | 100.00 | .17 | .00 |
| CARMEN CHARDNNY | | | 695 | 775 | -80 | -10.32 | .17 | .19 |
| BIG TATTOO RED | | | 692 | 58 | 634 | 1093.10 | .17 | .01 |
| ALAMOS CHARDNNY | | | 621 | 602 | 19 | 3.16 | .16 | .14 |
| LOS VASCOS CHRD | | | 588 | 590 | -2 | -.34 | .15 | .14 |
| ALAMOS CAB SAUV | | | 588 | 187 | 401 | 214.44 | .15 | .05 |
| TRPCHC CB S OAK | | | 580 | 852 | -272 | -31.92 | .15 | .21 |
| GATO NEGRO SHRZ | | | 580 | | 580 | 100.00 | .15 | .00 |
| TAPIZ MALBEC | | | 546 | 421 | 125 | 29.69 | .14 | .10 |

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

ALL STATES-1/1/03 - 12/31/03

PAGE 116

| CLASS & TYPE BRAND | AGE / PROOF | RETAIL PRICE 750ml | CASE SALES | | CASES + or - | % OF + or - | % OF TYPE | |
|-----------------------|----------------|--------------------------|------------|-----------|-----------------|----------------|-----------|-----------|
| | | | This Year | Last Year | | | This Year | Last Year |
| SNTA RTA S B RS | | | 534 | 408 | 126 | 30.88 | .13 | .10 |
| MARCUS JMS SHRZ | | | 528 | 412 | 116 | 28.16 | .13 | .10 |
| ESCUDO ROJO | | | 509 | 314 | 195 | 62.10 | .12 | .08 |
| CNCHA MRQ CS CB | | | 493 | 183 | 310 | 169.40 | .13 | .04 |
| UNDURRAGA MERLT | | | 488 | 1074 | -586 | -54.56 | .12 | .26 |
| ELSA VNYD MALBC | | | 488 | 432 | 56 | 12.96 | .12 | .10 |
| C LAPSTLE MERLT | | | 467 | 766 | -299 | -39.03 | .12 | .18 |
| SANTA RTA SV BL | | | 466 | 475 | -9 | -1.89 | .12 | .11 |
| ARESTI MERLOT | | | 459 | 456 | 3 | .66 | .11 | .11 |
| S CRLNA CLC CHR | | | 448 | 1075 | -627 | -58.33 | .11 | .26 |
| STA CRLNA CB/ML | | | 441 | 595 | -154 | -25.88 | .11 | .14 |
| STA ALCA MRL RS | | | 433 | 444 | -11 | -2.48 | .11 | .11 |
| C LAPSTLE CB SV | | | 414 | 423 | -9 | -2.13 | .10 | .10 |
| TRAPICHE EB CHR | | | 401 | 430 | -29 | -6.74 | .10 | .10 |
| SNTA RTA CHR RS | | | 395 | 415 | -20 | -4.82 | .10 | .10 |
| FELIPE RUT MLBC | | | 389 | | 389 | 100.00 | .10 | .00 |
| NVRRO CRRS SYRH | | | 374 | 336 | 38 | 11.31 | .09 | .08 |
| TRUMPETER MALBC | | | 373 | 335 | 38 | 11.34 | .09 | .08 |
| TAPIZ MERLOT | | | 367 | 369 | -2 | -.54 | .09 | .09 |
| ERRAZURIZ MERLT | | | 362 | 256 | 106 | 41.41 | .09 | .06 |
| FRONTERA MERLOT | | | 352 | 138 | 214 | 155.07 | .09 | .03 |
| CATENA CHR RSVA | | | 350 | 407 | -57 | -14.00 | .09 | .10 |
| BAGGIO MERLOT | | | 344 | 96 | 248 | 258.33 | .09 | .02 |
| DLLAS CONTE MRL | | | 343 | 567 | -224 | -39.51 | .09 | .14 |
| ARESTI CHARDNNY | | | 335 | 313 | 22 | 7.03 | .08 | .08 |
| FELIPE RUT CHR | | | 330 | | 330 | 100.00 | .08 | .00 |
| UNDURRAGA CB SV | | | 324 | 1056 | -732 | -69.32 | .08 | .25 |
| CNCHA CS DB CRM | | | 316 | | 316 | 100.00 | .08 | .00 |
| GASCON MALBEC | | | 280 | 208 | 72 | 34.62 | .07 | .05 |
| CATENA CAB RSVA | | | 279 | 326 | -47 | -14.42 | .07 | .08 |
| ARESTI CAB SAUV | | | 279 | 306 | -27 | -8.82 | .07 | .07 |
| TRUMPETER CB SV | | | 277 | 697 | -420 | -60.26 | .07 | .17 |
| COUSINO MERLOT | | | 269 | 651 | -382 | -58.68 | .07 | .16 |
| TRAPCHE EB MLBC | | | 267 | 213 | 54 | 25.35 | .07 | .05 |
| FELIPE RUT MRLT | | | 267 | | 267 | 100.00 | .07 | .00 |
| CNCHA MQ CSA CH | | | 261 | 129 | 132 | 102.33 | .07 | .03 |
| TRUMPETER MRLT | | | 255 | 314 | -59 | -18.79 | .06 | .08 |
| TRAPACA CAB SAV | | | 253 | 718 | -465 | -64.76 | .06 | .17 |
| CNCHA MQ CS MRL | | | 244 | 261 | -17 | -6.51 | .06 | .06 |
| TRAPACA MERLOT | | | 238 | 587 | -349 | -59.45 | .06 | .14 |
| ERRAZURIZ CHARD | | | 238 | 177 | 61 | 34.46 | .06 | .04 |
| CATENA MALBEC | | | 235 | 159 | 76 | 47.80 | .06 | .04 |
| CALITERRA SV BL | | | 233 | 289 | -56 | -19.38 | .06 | .07 |
| ARESTI MRLT RES | | | 232 | 275 | -43 | -15.64 | .06 | .07 |
| CATENA CHARDNNY | | | 228 | 83 | 145 | 174.70 | .06 | .02 |
| ARESTI CAB RESV | | | 223 | 166 | 57 | 34.34 | .06 | .04 |
| DLLAS CONTE CAB | | | 217 | 376 | -159 | -42.29 | .05 | .09 |
| MRCUS JMS SM/CH | | | 216 | 241 | -25 | -10.37 | .05 | .06 |
| CNCHA CSL DB CH | | | 212 | 282 | -70 | -24.82 | .05 | .07 |
| CNCHA XPLOR CHR | | | 210 | 318 | -108 | -33.96 | .05 | .08 |
| BAGGIO CHARDNNY | | | 210 | 40 | 170 | 425.00 | .05 | .01 |
| TRAPACA CHARDNY | | | 201 | 641 | -440 | -68.64 | .05 | .15 |
| UNDURRAGA CHARD | | | 191 | 316 | -125 | -39.56 | .05 | .08 |
| NAVRRO CRRS CHR | | | 187 | 218 | -31 | -14.22 | .05 | .05 |
| STA ALCA CHR RS | | | 180 | 201 | -21 | -10.45 | .05 | .05 |
| SNTA RTA MR CAB | | | 178 | 209 | -31 | -14.83 | .04 | .05 |
| TRAPICHE EB CAB | | | 175 | 200 | -25 | -12.50 | .04 | .05 |
| C LAPSTLE CHR | | | 173 | 179 | -6 | -3.35 | .04 | .04 |
| C LAPSTLE SV BL | | | 167 | 328 | -161 | -49.09 | .04 | .08 |
| TRRZS ANDS MLBC | | | 164 | 219 | -55 | -25.11 | .04 | .05 |
| CALTRRA ARB CAB | | | 163 | 19 | 144 | 757.89 | .04 | .00 |
| ARESTI SAUV BLC | | | 157 | 169 | -12 | -7.10 | .04 | .04 |
| SNTA JULIA TORR | | | 156 | 192 | -36 | -18.75 | .04 | .05 |
| VERAMNTE CB CUR | | | 156 | | 156 | 100.00 | .04 | .00 |
| STA ALCA CAB RS | | | 155 | 182 | -27 | -14.84 | .04 | .04 |
| ALFASI MERLOT | | | 152 | 119 | 33 | 27.73 | .04 | .03 |
| LOS VSCOS CB RS | | | 146 | 240 | -94 | -39.17 | .04 | .06 |
| TRPCHC CHR OAK | | | 145 | 234 | -89 | -38.03 | .04 | .06 |
| TRAPCHE EB MRLT | | | 145 | 160 | -15 | -9.38 | .04 | .04 |
| STONY HOLLW CHR | | | 144 | 293 | -149 | -50.85 | .04 | .07 |
| CALTRRA ARB MRL | | | 144 | 14 | 130 | 928.57 | .04 | .00 |
| CALAMA MERLOT | | | 140 | 66 | 74 | 112.12 | .04 | .02 |
| TRRZS ANDS CB S | | | 138 | 140 | -2 | -1.43 | .03 | .03 |
| STONY HOLLW CAB | | | 136 | 533 | -397 | -74.48 | .03 | .13 |
| CALAMA CAB SVGN | | | 133 | 103 | 30 | 29.13 | .03 | .02 |
| GATO BLNCO SV B | | | 131 | 124 | 7 | 5.65 | .03 | .03 |
| VNO EYZGRRE CAB | | | 125 | 165 | -40 | -24.24 | .03 | .04 |
| TRPCHC MRL/MLBC | | | 124 | 569 | -445 | -78.21 | .03 | .14 |
| STA CRLNA CH/SV | | | 122 | 226 | -104 | -46.02 | .03 | .05 |
| STA ALCA MLB RS | | | 120 | 55 | 65 | 118.18 | .03 | .01 |
| VINA ETB PS CAB | | | 120 | | 120 | 100.00 | .03 | .00 |
| ELSA VNYD CB SV | | | 119 | 118 | 1 | .85 | .03 | .03 |
| BODEGA NRTN MLB | | | 117 | 104 | 13 | 12.50 | .03 | .03 |
| CALTRRA ARB CHR | | | 115 | | 115 | 100.00 | .03 | .00 |
| TRUMPETER CHARD | | | 114 | 238 | -124 | -52.10 | .03 | .06 |
| SANTA EMA ML RS | | | 114 | 98 | 16 | 16.33 | .03 | .02 |
| VALENTIN MLBC R | | | 113 | 317 | -204 | -64.35 | .03 | .08 |
| VNO EYZGRRE MRL | | | 112 | 84 | 28 | 33.33 | .03 | .02 |
| CALAMA CHARDNAY | | | 110 | 86 | 24 | 27.91 | .03 | .02 |
| WLNT CR MRL/GFT | | | 110 | | 110 | 100.00 | .03 | .00 |
| VINA ETB RS MRL | | | 109 | | 109 | 100.00 | .03 | .00 |
| LOS BOLDOS CB S | | | 105 | | 105 | 100.00 | .03 | .05 |
| WLNT CR CHD/GFT | | | 101 | 216 | -111 | -51.39 | .03 | .05 |

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

ALL STATES-1/1/03 - 12/31/03

PAGE 117

| CLASS & TYPE BRAND | AGE / PROOF | RETAIL PRICE 750ml | CASE SALES | | CASES + or - | % OF + or - | % OF TYPE | |
|-----------------------|----------------|--------------------------|------------|-----------|-----------------|----------------|-----------|-----------|
| | | | This Year | Last Year | | | This Year | Last Year |
| LF EDWARD CB SV | | | 100 | 131 | -31 | -23.66 | .03 | .03 |
| BODGA NRTN MLBC | | | 96 | 15 | 81 | 540.00 | .02 | .00 |
| ALFASI CAB SAUV | | | 95 | 90 | 5 | 5.56 | .02 | .02 |
| LF EDWD CAB EST | | | 94 | 60 | 34 | 56.67 | .02 | .01 |
| SNTA RTA CRMNRE | | | 93 | 114 | -21 | -18.42 | .02 | .03 |
| BALBT MALBEC | | | 91 | 100 | -9 | -9.00 | .02 | .02 |
| VERAMONTE SV BL | | | 90 | 98 | -8 | -8.16 | .02 | .02 |
| C MOLINA CAB RS | | | 90 | 80 | 10 | 12.50 | .02 | .02 |
| UNDURRAGA SV BL | | | 89 | 117 | -28 | -23.93 | .02 | .03 |
| STA ALCA SV RES | | | 89 | 32 | 57 | 178.13 | .02 | .01 |
| C LPSTL CUV MRL | | | 88 | 94 | -6 | -6.38 | .02 | .02 |
| SNTA JULIA MLBC | | | 87 | 119 | -32 | -26.89 | .02 | .03 |
| CONCEPCN MRL FG | | | 86 | 27 | 59 | 218.52 | .02 | .01 |
| ALAMOS PNT NOIR | | | 86 | | 86 | 100.00 | .02 | .00 |
| BALBT SYRAH | | | 85 | 91 | -6 | -6.59 | .02 | .02 |
| BENDI MERLOT | | | 84 | 121 | -37 | -30.58 | .02 | .03 |
| CONCEPCN CAB FG | | | 81 | 23 | 58 | 252.17 | .02 | .01 |
| ALFASI CHARDNNY | | | 78 | 76 | 2 | 2.63 | .02 | .02 |
| CALAMA SAV BLNC | | | 77 | 71 | 6 | 8.45 | .02 | .02 |
| TRAPCHE EB PN N | | | 76 | 84 | -8 | -9.52 | .02 | .02 |
| CONCEPCN CHR FG | | | 73 | 19 | 54 | 284.21 | .02 | .00 |
| TAPIZ MALBEC | | | 72 | 102 | -30 | -29.41 | .02 | .02 |
| C LPSTL CUV CAB | | | 72 | 52 | 20 | 38.46 | .02 | .01 |
| GUARDN PK CB/SH | | | 71 | 42 | 29 | 69.05 | .02 | .01 |
| ERRZURZ CAB SAV | | | 70 | 82 | -12 | -14.63 | .02 | .02 |
| BODGA NRTN SV B | | | 70 | 39 | 31 | 79.49 | .02 | .01 |
| BODEGA NRTN MRL | | | 69 | 182 | -113 | -62.09 | .02 | .04 |
| FUNDACN MLBC RS | | | 69 | 34 | 35 | 102.94 | .02 | .01 |
| DLLAS CONTE CHR | | | 68 | 131 | -63 | -48.09 | .02 | .03 |
| SANTA JULIA CAB | | | 68 | 91 | -23 | -25.27 | .02 | .02 |
| ELSA VNYD SM/CH | | | 68 | 15 | 53 | 353.33 | .02 | .00 |
| UNDURRGA C S RS | | | 67 | 93 | -26 | -27.96 | .02 | .02 |
| SANTA EMA CB RS | | | 67 | 74 | -7 | -9.46 | .02 | .02 |
| SNTA JULIA MRLT | | | 65 | 95 | -30 | -31.58 | .02 | .02 |
| CALINA CARM RSV | | | 65 | 3 | 62 | 2066.67 | .02 | .00 |
| ALFASI SAV BLNC | | | 64 | 46 | 18 | 39.13 | .02 | .01 |
| ERRZURZ FME BLC | | | 60 | 9 | 51 | 566.67 | .02 | .00 |
| TRANQUITY MERLT | | | 60 | | 60 | 100.00 | .02 | .00 |
| TRRZS ANDS CHRD | | | 59 | 42 | 17 | 40.48 | .01 | .01 |
| ALTOS L HMG MAL | | | 57 | 24 | 33 | 137.50 | .01 | .01 |
| CH LAJOYA ML GR | | | 55 | 2 | 53 | 2650.00 | .01 | .00 |
| CNCHA MLCHR C S | | | 54 | 67 | -13 | -19.40 | .01 | .02 |
| LF EDWARD CB RS | | | 52 | 16 | 36 | 225.00 | .01 | .00 |
| PAPA JOE MERLOT | | | 51 | | 51 | 100.00 | .01 | .00 |
| CH DIANA MDZ ML | | | 50 | 74 | -24 | -32.43 | .01 | .02 |
| CARMEN SAUV BLC | | | 50 | 39 | 11 | 28.21 | .01 | .01 |
| C LPSTL CUV CHR | | | 50 | 32 | 18 | 56.25 | .01 | .01 |
| COUSINO CHR RSV | | | 49 | 255 | -206 | -80.78 | .01 | .06 |
| TRANQUITY TINTO | | | 49 | 143 | -94 | -65.73 | .01 | .03 |
| CALINA MRLT RSV | | | 49 | 4 | 45 | 1125.00 | .01 | .00 |
| ROYAL BITCH CHR | | | 49 | | 49 | 100.00 | .01 | .00 |
| TAPIZ CHARDONNY | | | 48 | 86 | -38 | -44.19 | .01 | .02 |
| SUTER MALBEC | | | 48 | 11 | 37 | 336.36 | .01 | .00 |
| STA ALC CB GR R | | | 46 | 33 | 13 | 39.39 | .01 | .01 |
| ROYAL BITCH MRL | | | 46 | | 46 | 100.00 | .01 | .00 |
| ARESTI SV BL RS | | | 45 | 31 | 14 | 45.16 | .01 | .01 |
| CALINA CHR RSV | | | 45 | 5 | 40 | 800.00 | .01 | .00 |
| LA PLAYA MRL RS | | | 44 | 49 | -5 | -10.20 | .01 | .01 |
| CALTRRA ARB SRH | | | 43 | 135 | -92 | -68.15 | .01 | .03 |
| STA ALC ML GR R | | | 43 | 33 | 10 | 30.30 | .01 | .01 |
| SUTER RJO CB SV | | | 43 | 9 | 34 | 377.78 | .01 | .00 |
| SENA SELECT | | | 41 | | 41 | 100.00 | .01 | .00 |
| CASA TNG CB RES | | | 41 | | 41 | 100.00 | .01 | .00 |
| CASA TNG MLB RS | | | 40 | | 40 | 100.00 | .01 | .00 |
| PLACIDO MERLOT | | | 39 | 74 | -35 | -47.30 | .01 | .02 |
| GASCON VIOGNIER | | | 39 | 12 | 27 | 225.00 | .01 | .00 |
| CALINA CB S RSV | | | 39 | 4 | 35 | 875.00 | .01 | .00 |
| CNCHA TRNYO CRM | | | 38 | 18 | 20 | 111.11 | .01 | .00 |
| CALINA MERLOT | | | 37 | 81 | -44 | -54.32 | .01 | .02 |
| BODGA NRTN PRIV | | | 37 | 27 | 10 | 37.04 | .01 | .01 |
| BALBT CHR/MLN | | | 37 | 23 | 14 | 60.87 | .01 | .01 |
| LOS BOLDOS SV B | | | 36 | 53 | -17 | -32.08 | .01 | .01 |
| ELSA VYD BRBERA | | | 36 | 29 | 7 | 24.14 | .01 | .01 |
| VERAMNTE PRIMUS | | | 36 | 25 | 11 | 44.00 | .01 | .01 |
| CNCHA TRIO MRLT | | | 35 | 196 | -161 | -82.14 | .01 | .05 |
| TRPCH FALL CHR | | | 34 | 141 | -107 | -75.89 | .01 | .03 |
| ALMAVIVA | | | 34 | 13 | 21 | 161.54 | .01 | .00 |
| LA PLAYA MRL EC | | | 33 | 77 | -44 | -57.14 | .01 | .02 |
| ETCHART TORRNTS | | | 33 | 47 | -14 | -29.79 | .01 | .01 |
| TRRZ AND MLB RS | | | 33 | | 33 | 100.00 | .01 | .00 |
| TAPIZ MERLOT | | | 32 | 91 | -59 | -64.84 | .01 | .02 |
| SNTA JULIA CHR | | | 32 | 43 | -11 | -25.58 | .01 | .01 |
| GUARDN PK SHIRZ | | | 31 | | 31 | 100.00 | .01 | .00 |
| AGUSTOS C S RES | | | 31 | | 31 | 100.00 | .01 | .00 |
| AGUSTOS CHR RSV | | | 30 | | 30 | 100.00 | .01 | .00 |
| TRUMPETER SYRAH | | | 29 | 489 | -460 | -94.07 | .01 | .12 |
| VALENTIN CHRDNY | | | 29 | 166 | -137 | -82.53 | .01 | .04 |
| STA JLA MLBC RS | | | 29 | 60 | -31 | -51.67 | .01 | .01 |
| VINA ETB GR CAB | | | 29 | | 29 | 100.00 | .01 | .00 |
| GATO BLNC SV/SM | | | 28 | 43 | -15 | -34.88 | .01 | .01 |
| SANTA ANA CB SV | | | 28 | 36 | -8 | -22.22 | .01 | .01 |
| LOS BOLDOS MRLT | | | 28 | 36 | -8 | -22.22 | .01 | .01 |
| SANTA ANA MERLT | | | 28 | 17 | 11 | 64.71 | .01 | .00 |

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

ALL STATES-1/1/03 - 12/31/03

PAGE 118

| CLASS & TYPE BRAND | AGE / PROOF | RETAIL PRICE 750ml | CASE SALES | | CASES + or - | % OF + or - | % OF TYPE | |
|-----------------------|----------------|--------------------------|------------|-----------|-----------------|----------------|-----------|-----------|
| | | | This Year | Last Year | | | This Year | Last Year |
| ALFASI MRLT RES | | | 28 | 2 | 26 | 1300.00 | .01 | .00 |
| AGUSTOS MRLT RS | | | 28 | | 28 | 100.00 | .01 | .00 |
| VNA M GRS CB/SH | | | 27 | | 27 | 100.00 | .01 | .00 |
| VNO EYZGRRE SRH | | | 27 | | 27 | 100.00 | .01 | .00 |
| TORRES PINOT NR | | | 26 | 30 | -4 | -13.33 | .01 | .01 |
| SUTER CAB SAUV | | | 26 | 16 | 10 | 62.50 | .01 | .00 |
| LF EDWARD CRMNR | | | 26 | | 26 | 100.00 | .01 | .00 |
| SNTA ANA CB/MRL | | | 25 | 336 | -311 | -92.56 | .01 | .08 |
| CALINA CHARDNNY | | | 25 | 64 | -39 | -60.94 | .01 | .02 |
| CNCHA TRIO CHR | | | 25 | 64 | -39 | -60.94 | .01 | .02 |
| CARMEN CHARD RS | | | 25 | 19 | 6 | 31.58 | .01 | .00 |
| CH LAJOYA CH RS | | | 25 | 9 | 16 | 177.78 | .01 | .00 |
| BROQUEL MALBEC | | | 25 | | 25 | 100.00 | .01 | .00 |
| BIANCHI MLBC/CH | | | 24 | 69 | -45 | -65.22 | .01 | .02 |
| PORTAL CB SV RS | | | 24 | 39 | -15 | -38.46 | .01 | .01 |
| ALFASI CB SV RS | | | 24 | 2 | 22 | 1100.00 | .01 | .00 |
| CH LAJOYA CB RS | | | 22 | | 22 | 100.00 | .01 | .00 |
| VNA MNT GRS CHR | | | 22 | | 22 | 100.00 | .01 | .00 |
| LF EDWRD CAB GR | | | 22 | | 22 | 100.00 | .01 | .00 |
| ETCHART CAF CHR | | | 21 | 23 | -2 | -8.70 | .01 | .01 |
| BDGA NRTN R CHR | | | 21 | 4 | 17 | 425.00 | .01 | .00 |
| UNDURRAGA PN NR | | | 20 | 48 | -28 | -58.33 | .01 | .01 |
| TRZZ AND CAB RS | | | 20 | | 20 | 100.00 | .01 | .00 |
| VINA ETB RS CHR | | | 20 | | 20 | 100.00 | .01 | .00 |
| JULIETTA CHRDNY | | | 19 | 21 | -2 | -9.52 | .00 | .01 |
| AGUSTOS MERLOT | | | 19 | | 19 | 100.00 | .00 | .00 |
| BODEGA NRTN CAB | | | 18 | 49 | -31 | -63.27 | .00 | .01 |
| CALINA CAB SAUV | | | 17 | 36 | -19 | -52.78 | .00 | .01 |
| LF EDWARD MRLT | | | 17 | 34 | -17 | -50.00 | .00 | .01 |
| LF EDWARD CHARD | | | 17 | 26 | -9 | -34.62 | .00 | .01 |
| CARMEN CB SV RS | | | 17 | 11 | 6 | 54.55 | .00 | .00 |
| AGUSTOS CHRDNY | | | 17 | | 17 | 100.00 | .00 | .00 |
| ETCHART ARNALDO | | | 16 | 23 | -7 | -30.43 | .00 | .01 |
| WEINERT CAB SAV | | | 16 | 1 | 15 | 1500.00 | .00 | .00 |
| AGUSTOS CAB SAV | | | 16 | | 16 | 100.00 | .00 | .00 |
| VNA M GRS NINGN | | | 16 | | 16 | 100.00 | .00 | .00 |
| ETCHART CAF CAB | | | 14 | 52 | -38 | -73.08 | .00 | .01 |
| CARTA VIEJA CAB | | | 14 | 49 | -35 | -71.43 | .00 | .01 |
| SENA RED BLEND | | | 14 | 21 | -7 | -33.33 | .00 | .01 |
| WEINERT CRSC TN | | | 14 | 2 | 12 | 600.00 | .00 | .00 |
| CNCHA DBLO S B | | | 13 | 40 | -27 | -67.50 | .00 | .01 |
| TAPIZ CAB SAVGN | | | 13 | 14 | -1 | -7.14 | .00 | .00 |
| SUTER CHRDNNDZ | | | 13 | 1 | 12 | 1200.00 | .00 | .00 |
| WEINERT CVS BLD | | | 13 | | 13 | 100.00 | .00 | .00 |
| VINA ESTBAN CRM | | | 13 | | 13 | 100.00 | .00 | .00 |
| ETCHART CAB SAV | | | 12 | 27 | -15 | -55.56 | .00 | .01 |
| CARTA VIEJA CHR | | | 12 | 24 | -12 | -50.00 | .00 | .01 |
| J&F LRTN MLB RS | | | 12 | 9 | 3 | 33.33 | .00 | .00 |
| CNCHA AMLIA CHR | | | 12 | 2 | 10 | 500.00 | .00 | .00 |
| S MONICA SAV BL | | | 11 | 25 | -14 | -56.00 | .00 | .01 |
| TRPCH CV SB/SEM | | | 11 | 21 | -10 | -47.62 | .00 | .01 |
| DOMUS AUREA CAB | | | 11 | 14 | -3 | -21.43 | .00 | .00 |
| ALLENDE RJA RED | | | 11 | 9 | 2 | 22.22 | .00 | .00 |
| ERRZURZ CB S RS | | | 11 | 7 | 4 | 57.14 | .00 | .00 |
| FUNDACN CAB SAV | | | 11 | 4 | 7 | 175.00 | .00 | .00 |
| SINCERITY ML/CB | | | 11 | | 11 | 100.00 | .00 | .00 |
| CALTRRA ARB CRM | | | 11 | | 11 | 100.00 | .00 | .00 |
| GATO BLNC CH/SM | | | 11 | | 11 | 100.00 | .00 | .00 |
| CARTA VIEJA MRL | | | 10 | 35 | -25 | -71.43 | .00 | .01 |
| SNTA RTA FLRSTA | | | 10 | 12 | -2 | -16.67 | .00 | .00 |
| TRPCH FS SV/SEM | | | 10 | 11 | -1 | -9.09 | .00 | .00 |
| VALDVSO CBLO LC | | | 10 | 4 | 6 | 150.00 | .00 | .00 |
| BROQUEL CAB SAV | | | 10 | | 10 | 100.00 | .00 | .00 |
| BROQUEL CHRDNY | | | 10 | | 10 | 100.00 | .00 | .00 |
| ECHVRRIA CAB RS | | | 9 | 24 | -15 | -62.50 | .00 | .01 |
| CNCHA TRNYO CAB | | | 9 | 11 | -2 | -18.18 | .00 | .00 |
| CARTA VIEJA SAV | | | 9 | 9 | | .00 | .00 | .00 |
| CATENA ALTA CAB | | | 9 | 6 | 3 | 50.00 | .00 | .00 |
| F MONTMAYOU CAB | | | 9 | 4 | 5 | 125.00 | .00 | .00 |
| WEINERT MERLOT | | | 9 | | 9 | 100.00 | .00 | .00 |
| PROSPERITY MRLT | | | 8 | 20 | -12 | -60.00 | .00 | .00 |
| CH LAJOYA CB GR | | | 8 | 9 | -1 | -11.11 | .00 | .00 |
| ETCHART MERLOT | | | 8 | 8 | | .00 | .00 | .00 |
| SANTA ANA CHARD | | | 8 | 6 | 2 | 33.33 | .00 | .00 |
| WEINERT MALBEC | | | 8 | 1 | 7 | 700.00 | .00 | .00 |
| VALDVSO CB S RS | | | 8 | | 8 | 100.00 | .00 | .00 |
| CARMEN CRMNR RS | | | 8 | | 8 | 100.00 | .00 | .00 |
| TRAPACA SAV BLC | | | 7 | 100 | -93 | -93.00 | .00 | .02 |
| LA PLAYA CHR EC | | | 7 | 31 | -24 | -77.42 | .00 | .01 |
| VLLA ROSA CHARD | | | 7 | 18 | -11 | -61.11 | .00 | .00 |
| SNTA ANA CH/CHN | | | 7 | 11 | -4 | -36.36 | .00 | .00 |
| ERRZURZ CHR WF | | | 7 | 10 | -3 | -30.00 | .00 | .00 |
| TORRES SAUV BLC | | | 7 | 1 | 6 | 600.00 | .00 | .00 |
| C LAPSTL APALTA | | | 7 | | 7 | 100.00 | .00 | .00 |
| LA PLAYA CAB RS | | | 7 | | 7 | 100.00 | .00 | .00 |
| CH LAJOYA SB RS | | | 6 | 9 | -3 | -33.33 | .00 | .00 |
| COUSINO FIN TER | | | 6 | 8 | -2 | -25.00 | .00 | .00 |
| PSADO VRRY VGNR | | | 6 | | | .00 | .00 | .00 |
| TORRES CAB SAUV | | | 6 | 3 | 3 | 100.00 | .00 | .00 |
| ARESTI ROSE | | | 6 | | 6 | 100.00 | .00 | .00 |
| CH LAJOYA MB RS | | | 6 | | 6 | 100.00 | .00 | .00 |
| ORIGIN MALBEC | | | 6 | | 6 | 100.00 | .00 | .00 |
| CH LAJOYA SH RS | | | 6 | | 6 | 100.00 | .00 | .00 |

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

ALL STATES-1/1/03 - 12/31/03

PAGE 119

| CLASS & TYPE BRAND | AGE / PROOF | RETAIL PRICE 750ml | CASE SALES | | CASES + or - | % OF + or - | % OF TYPE | |
|-----------------------|----------------|--------------------------|------------|-----------|-----------------|----------------|-----------|-----------|
| | | | This Year | Last Year | | | This Year | Last Year |
| ARESTI GEWURZTR | | | 6 | | 6 | 100.00 | .00 | .00 |
| SAN TELMO MALBC | | | 58 | 58 | -53 | -91.38 | .00 | .01 |
| ETCHART CHARDNY | | | 26 | 26 | -21 | -80.77 | .00 | .01 |
| MOLINO VJO CB S | | | 23 | 23 | -18 | -78.26 | .00 | .01 |
| ETCHART MALBEC | | | 9 | 9 | -4 | -44.44 | .00 | .00 |
| VALENTIN CAB RS | | | 5 | 5 | | 100.00 | .00 | .00 |
| CNCHA TRNYO SAV | | | 5 | 5 | 5 | 100.00 | .00 | .00 |
| MOLINO VJO MRLT | | | 4 | 25 | -21 | -84.00 | .00 | .01 |
| PSADO VRRY TNNT | | | 4 | 8 | -4 | -50.00 | .00 | .00 |
| TORINO DD MALBC | | | 4 | 4 | | 100.00 | .00 | .00 |
| ETCHART CHR RIO | | | 4 | 4 | | 100.00 | .00 | .00 |
| TRIVENTO MALBEC | | | 4 | 1 | 3 | 300.00 | .00 | .00 |
| CH LAJOYA CH GR | | | 4 | 4 | 4 | 100.00 | .00 | .00 |
| VALDVSO MRLT SV | | | 4 | 4 | 4 | 100.00 | .00 | .00 |
| GR DMNIO CAB GR | | | 4 | 4 | 4 | 100.00 | .00 | .00 |
| TRPCH ISC MR/MB | | | 4 | 4 | 4 | 100.00 | .00 | .00 |
| PORTAL MERLOT | | | 3 | 34 | -31 | -91.18 | .00 | .01 |
| LA PLAYA CAB EC | | | 3 | 27 | -24 | -88.89 | .00 | .01 |
| U DEL SOL TRRNT | | | 3 | 7 | -4 | -57.14 | .00 | .00 |
| CATENA ZAPATA | | | 3 | 3 | | 100.00 | .00 | .00 |
| LF EDWD SHZ EST | | | 3 | 3 | 3 | 100.00 | .00 | .00 |
| TORINO DD CHDNY | | | 3 | 3 | 3 | 100.00 | .00 | .00 |
| GR DMNIO CHR GR | | | 3 | 3 | 3 | 100.00 | .00 | .00 |
| ERRZRZ MRLT RSV | | | 3 | 3 | 3 | 100.00 | .00 | .00 |
| TRAPACA MRL RSV | | | 2 | 58 | -56 | -96.55 | .00 | .01 |
| PORTAL CAB SAUV | | | 2 | 48 | -46 | -95.83 | .00 | .01 |
| TRAPACA CB S RS | | | 2 | 43 | -41 | -95.35 | .00 | .01 |
| COUSINO RIESLNG | | | 2 | 5 | -3 | -60.00 | .00 | .00 |
| TORINO DD CB SV | | | 2 | 2 | | 100.00 | .00 | .00 |
| ERRZRZ D MAXMNO | | | 2 | 1 | 1 | 100.00 | .00 | .00 |
| TRPCH PN N RSV | | | 2 | 1 | 1 | 100.00 | .00 | .00 |
| CALINA CARMENRE | | | 2 | 2 | 2 | 100.00 | .00 | .00 |
| CH LAJOYA CM GR | | | 2 | 2 | 2 | 100.00 | .00 | .00 |
| LF EDWARD PUPLA | | | 2 | 2 | 2 | 100.00 | .00 | .00 |
| VALDVSO PN N RS | | | 2 | 2 | 2 | 100.00 | .00 | .00 |
| FUNDACN CAB/MLB | | | 2 | 2 | 2 | 100.00 | .00 | .00 |
| MRCUS JMS SNGVS | | | 2 | 2 | 2 | 100.00 | .00 | .00 |
| FUNDACION TRRNT | | | 2 | 2 | 2 | 100.00 | .00 | .00 |
| SNTA JULIA SNGV | | | 2 | 2 | 2 | 100.00 | .00 | .00 |
| GOYENECHEA MRLT | | | 2 | 2 | 2 | 100.00 | .00 | .00 |
| VEGA ALTA SHIRZ | | | 2 | 2 | 2 | 100.00 | .00 | .00 |
| TORINO MLBC COL | | | 2 | 2 | 2 | 100.00 | .00 | .00 |
| STA ALCA MERLOT | | | 1 | 174 | -173 | -99.43 | .00 | .04 |
| SAN TELMO CB SV | | | 1 | 28 | -27 | -96.43 | .00 | .01 |
| TRAPACA CHR RSV | | | 1 | 13 | -12 | -92.31 | .00 | .00 |
| MOLINO VJO CHR D | | | 1 | 13 | -12 | -92.31 | .00 | .00 |
| BALBI MALBC/SVH | | | 1 | 11 | -10 | -90.91 | .00 | .00 |
| VALDVSO MALBEC | | | 1 | 10 | -9 | -90.00 | .00 | .00 |
| PROSPERITY RED | | | 1 | 10 | -9 | -90.00 | .00 | .00 |
| MOLNO VJO CB/ML | | | 1 | 8 | -7 | -87.50 | .00 | .00 |
| LF EDWD CMNR GR | | | 1 | 2 | -1 | -50.00 | .00 | .00 |
| S MONICA MERLOT | | | 1 | 1 | | 100.00 | .00 | .00 |
| F MONTMAYOU MRL | | | 1 | 1 | | 100.00 | .00 | .00 |
| C LAPSTLE SYRAH | | | 1 | 1 | 1 | 100.00 | .00 | .00 |
| VALDVSO CHR D RS | | | 1 | 1 | 1 | 100.00 | .00 | .00 |
| WALNUT CR ML/CB | | | 1 | 1 | 1 | 100.00 | .00 | .00 |
| CNCHA XPLR MLBC | | | 1 | 1 | 1 | 100.00 | .00 | .00 |
| VNA M GRS ML RS | | | 1 | 1 | 1 | 100.00 | .00 | .00 |
| LA PLAYA CHR RS | | | 1 | 1 | 1 | 100.00 | .00 | .00 |
| PAPA JOE CHR DNY | | | 1 | 1 | 1 | 100.00 | .00 | .00 |
| LF EDWRD MRL GR | | | 1 | 1 | 1 | 100.00 | .00 | .00 |
| DONA PAULA MLBC | | | 1 | 1 | 1 | 100.00 | .00 | .00 |
| VALDVSO CB F SV | | | 1 | 1 | 1 | 100.00 | .00 | .00 |
| LEWELLYN CHR DNY | | | 1 | 161 | -161 | -100.00 | .00 | .04 |
| CNCHA TRIO CB S | | | 1 | 142 | -142 | -100.00 | .00 | .03 |
| CANEPA SAUV BLC | | | 1 | 105 | -105 | -100.00 | .00 | .03 |
| ST MORILLON MRL | | | 1 | 69 | -69 | -100.00 | .00 | .02 |
| LEWELLYN MERLOT | | | 1 | 57 | -57 | -100.00 | .00 | .01 |
| SAN TELMO MERLT | | | 1 | 49 | -49 | -100.00 | .00 | .01 |
| C LAPSTLE CHR S | | | 1 | 49 | -49 | -100.00 | .00 | .01 |
| ECHVRRRIA CAB SV | | | 1 | 43 | -43 | -100.00 | .00 | .01 |
| VLLA ROSA CB SV | | | 1 | 36 | -36 | -100.00 | .00 | .01 |
| SNTA AMELIA CAB | | | 1 | 35 | -35 | -100.00 | .00 | .01 |
| VLLA ROSA MRLT | | | 1 | 35 | -35 | -100.00 | .00 | .01 |
| STA JULA CAB RS | | | 1 | 27 | -27 | -100.00 | .00 | .01 |
| ST MORILLON CAB | | | 1 | 25 | -25 | -100.00 | .00 | .01 |
| SAN TELMO CHR DY | | | 1 | 21 | -21 | -100.00 | .00 | .01 |
| VINA ANITA SMLN | | | 1 | 21 | -21 | -100.00 | .00 | .01 |
| U DEL SOL MALBC | | | 1 | 19 | -19 | -100.00 | .00 | .00 |
| ECHVRRRIA MRL RS | | | 1 | 19 | -19 | -100.00 | .00 | .00 |
| SNTA JULIA CH R | | | 1 | 18 | -18 | -100.00 | .00 | .00 |
| CONCEPCN CHR RS | | | 1 | 18 | -18 | -100.00 | .00 | .00 |
| STA JULA MLB/CB | | | 1 | 17 | -17 | -100.00 | .00 | .00 |
| J&F LURTN BNRDA | | | 1 | 15 | -15 | -100.00 | .00 | .00 |
| ST MORILLON CHR | | | 1 | 14 | -14 | -100.00 | .00 | .00 |
| PIDUCO CRK MRLT | | | 1 | 11 | -11 | -100.00 | .00 | .00 |
| ST MORILLON SAV | | | 1 | 9 | -9 | -100.00 | .00 | .00 |
| SNTA RTA MR CHR | | | 1 | 9 | -9 | -100.00 | .00 | .00 |
| TRPCH FALL CAB | | | 1 | 9 | -9 | -100.00 | .00 | .00 |
| J&F LURTN CB SV | | | 1 | 8 | -8 | -100.00 | .00 | .00 |
| U DEL SOL TEMP | | | 1 | 7 | -7 | -100.00 | .00 | .00 |
| ELSA VNYD CHN B | | | 1 | 7 | -7 | -100.00 | .00 | .00 |
| PIDUCO CRK CHR D | | | 1 | 7 | -7 | -100.00 | .00 | .00 |

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

ALL STATES-1/1/03 - 12/31/03

PAGE 120

| CLASS & TYPE BRAND | AGE / PROOF | RETAIL PRICE 750ml | CASE SALES | | CASES + or - | % OF + or - | % OF TYPE | |
|----------------------------|----------------|--------------------------|---------------|---------------|-----------------|----------------|-----------|-----------|
| | | | This Year | Last Year | | | This Year | Last Year |
| J&F LURTN CB RS | | | | 6 | -6 | -100.00 | .00 | .00 |
| VALDVSO CHARDNY | | | | 6 | -6 | -100.00 | .00 | .00 |
| U DL SOL CAB RS | | | | 5 | -5 | -100.00 | .00 | .00 |
| VALDVSO SAUV BL | | | | 5 | -5 | -100.00 | .00 | .00 |
| U DEL SOL ARG R | | | | 5 | -5 | -100.00 | .00 | .00 |
| CARMEN MRLT RSV | | | | 5 | -5 | -100.00 | .00 | .00 |
| VALDVSO CAB SAV | | | | 4 | -4 | -100.00 | .00 | .00 |
| CNCHA TRNYO CHR | | | | 4 | -4 | -100.00 | .00 | .00 |
| CH LAJOYA CB SV | | | | 4 | -4 | -100.00 | .00 | .00 |
| CONCEPCN CAB RS | | | | 4 | -4 | -100.00 | .00 | .00 |
| U DEL SOL SNGVS | | | | 3 | -3 | -100.00 | .00 | .00 |
| VNA MNT GRS CAB | | | | 3 | -3 | -100.00 | .00 | .00 |
| U DL SOL MLB/CB | | | | 3 | -3 | -100.00 | .00 | .00 |
| STONELAKE CHARD | | | | 3 | -3 | -100.00 | .00 | .00 |
| TRAPCHE FB SV B | | | | 3 | -3 | -100.00 | .00 | .00 |
| LA PLAYA CLARET | | | | 3 | -3 | -100.00 | .00 | .00 |
| CNCHA T LH SV B | | | | 3 | -3 | -100.00 | .00 | .00 |
| TORINO DD TORRN | | | | 2 | -2 | -100.00 | .00 | .00 |
| FUNDACN CAB RSV | | | | 2 | -2 | -100.00 | .00 | .00 |
| CONCEPCN CAB GR | | | | 2 | -2 | -100.00 | .00 | .00 |
| TRIVENTO CHRDNV | | | | 2 | -2 | -100.00 | .00 | .00 |
| TRIVENTO SYRAH | | | | 2 | -2 | -100.00 | .00 | .00 |
| S MONICA CAB SV | | | | 2 | -2 | -100.00 | .00 | .00 |
| J&F LURTN LNTRO | | | | 2 | -2 | -100.00 | .00 | .00 |
| ARESTI CARMENRE | | | | 2 | -2 | -100.00 | .00 | .00 |
| SNTA ALICIA CAB | | | | 2 | -2 | -100.00 | .00 | .00 |
| VALDVSO CHRD BS | | | | 1 | -1 | -100.00 | .00 | .00 |
| S MONICA CHARD | | | | 1 | -1 | -100.00 | .00 | .00 |
| SNTA ALICIA MRL | | | | 1 | -1 | -100.00 | .00 | .00 |
| CONCEPCN MRL RS | | | | 1 | -1 | -100.00 | .00 | .00 |
| STONELAKE CAB S | | | | 1 | -1 | -100.00 | .00 | .00 |
| U DL SOL CHR RS | | | | 1 | -1 | -100.00 | .00 | .00 |
| NVRRO CRRS PN N | | | | 1 | -1 | -100.00 | .00 | .00 |
| RAFAEL EST SNGV | | | | 1 | -1 | -100.00 | .00 | .00 |
| CNCHA MRQ CB SV | | | | 1 | -1 | -100.00 | .00 | .00 |
| CALTRRA CHR RSV | | | | 1 | -1 | -100.00 | .00 | .00 |
| ARESTI CHRD RSV | | | | 1 | -1 | -100.00 | .00 | .00 |
| SNTA ALICIA CHR | | | | 1 | -1 | -100.00 | .00 | .00 |
| CNCHA XPLDR GFT | | | | 1 | -1 | -100.00 | .00 | .00 |
| VALDVSO CB S BS | | | | 1 | -1 | -100.00 | .00 | .00 |
| BODGA NRTN SNGV | | | | 1 | -1 | -100.00 | .00 | .00 |
| CONCEPCN CHR GR | | | | 1 | -1 | -100.00 | .00 | .00 |
| VALDVSO MRLT BS | | | | 1 | -1 | -100.00 | .00 | .00 |
| MNTE XNIC CB/ML | | | | 1 | -1 | -100.00 | .00 | .00 |
| TRUMPETER WHITE | | | | 1 | -1 | -100.00 | .00 | .00 |
| TOTAL SOUTH AMERICA | | | 399132 | 415250 | -16118 | -3.88 | | |
| SPAIN | | | | | | | | |
| C GRCIA SANGRIA | | | 5560 | 4813 | 747 | 15.52 | 12.32 | 12.47 |
| MRQ CACRS RJ RD | | | 4192 | 4191 | 1 | .02 | 9.29 | 10.86 |
| GANDIA CADENAS | | | 2562 | 1933 | 629 | 32.54 | 5.68 | 5.01 |
| R BARBIER MED W | | | 1935 | 1906 | 29 | 1.52 | 4.29 | 4.94 |
| MARQUES RIS RJA | | | 1921 | 1935 | -14 | - .72 | 4.26 | 5.01 |
| R BARBIER MED R | | | 1728 | 1657 | 71 | 4.28 | 3.83 | 4.29 |
| TORRES SNGR TRO | | | 1629 | 1329 | 300 | 22.57 | 3.61 | 3.44 |
| CAMPO BRJA BRSA | | | 1393 | 979 | 414 | 42.29 | 3.09 | 2.54 |
| FAUSTNO VII RJA | | | 1362 | 1112 | 250 | 22.48 | 3.02 | 2.88 |
| MNTCLLO CMBRO R | | | 1150 | 892 | 258 | 28.92 | 2.55 | 2.31 |
| MRQS CACRS BLCO | | | 956 | 827 | 129 | 15.60 | 2.12 | 2.14 |
| CODICE RIOJA RD | | | 900 | 469 | 431 | 91.90 | 1.99 | 1.22 |
| CAPCNS DNS CNZ | | | 713 | 115 | 598 | 520.00 | 1.58 | 1.30 |
| EL COTO CRIANZA | | | 676 | 449 | 227 | 50.56 | 1.50 | 1.16 |
| VINA ALRB OV GN | | | 608 | 541 | 67 | 12.38 | 1.35 | 1.40 |
| FINCA LUZON MRL | | | 569 | 202 | 367 | 181.68 | 1.26 | 1.52 |
| MARQUES RIS WHT | | | 568 | 539 | 29 | 5.38 | 1.26 | 1.40 |
| CNDSA LGNZA CRZ | | | 567 | 421 | 146 | 34.68 | 1.26 | 1.09 |
| CASA DE LA ERMT | | | 497 | 275 | 222 | 80.73 | 1.10 | .71 |
| TINTO LENA | | | 495 | | 495 | 100.00 | 1.10 | .00 |
| AGRCLA BRJA BOR | | | 484 | 9 | 475 | 5277.78 | 1.07 | .02 |
| FAUSTNO V RSV R | | | 478 | 345 | 133 | 38.55 | 1.06 | .89 |
| SIGLO RED | | | 464 | 528 | -64 | -12.12 | 1.03 | 1.37 |
| RETLUERTA RV ABD | | | 417 | 320 | 97 | 30.31 | .92 | .83 |
| OSBORNE SOLAZ | | | 414 | 19 | 395 | 2078.95 | .92 | .05 |
| MRQ CACRS RJ WH | | | 388 | 285 | 103 | 36.14 | .86 | .74 |
| MRQS CACRS RSVA | | | 380 | 385 | -5 | -1.30 | .84 | 1.00 |
| MRQS CACRS ROSE | | | 337 | 302 | 35 | 11.59 | .75 | .78 |
| PENASCAL PRM RD | | | 318 | 288 | 30 | 10.42 | .70 | .75 |
| SANTANA TEMPNLA | | | 315 | 242 | 73 | 30.17 | .70 | .63 |
| EGUREN PROTCOLO | | | 309 | 615 | -306 | -49.76 | .68 | 1.59 |
| MRQS ARNZO ROJA | | | 287 | 271 | 16 | 5.90 | .64 | .70 |
| FALSET ETIM GRN | | | 285 | 241 | 44 | 18.26 | .63 | .62 |
| BSA RUEDA GRNJA | | | 281 | 300 | -19 | -6.33 | .62 | .78 |
| LORINON RJ CRNZ | | | 274 | 287 | -13 | -4.53 | .61 | .74 |
| CASTL DE RMI GT | | | 269 | 91 | 178 | 195.60 | .60 | .24 |
| V SINDOA TMPNLA | | | 262 | 147 | 115 | 78.23 | .58 | .38 |
| FAUSTNO D CRNZA | | | 259 | 8 | 251 | 3137.50 | .57 | .02 |
| HRNCA ANTCA TMP | | | 259 | | 259 | 100.00 | .57 | .00 |
| CSTLLO ALMANSA | | | 242 | 335 | -93 | -27.76 | .54 | .87 |
| SIERRA CN RJ CZ | | | 238 | | 238 | 100.00 | .53 | .00 |
| CAST LBST RIOJA | | | 225 | | 225 | 100.00 | .50 | .00 |
| MARQS RIS RUEDA | | | 221 | 180 | 41 | 22.78 | .49 | .47 |
| CASTANO MNSTREL | | | 218 | | 218 | 100.00 | .48 | .00 |

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

ALL STATES-1/1/03 - 12/31/03

PAGE 121

| CLASS & TYPE BRAND | AGE / PROOF | RETAIL PRICE 750ml | CASE SALES | | CASES + or - | % OF + or - | % OF TYPE | |
|-----------------------|----------------|--------------------------|------------|-----------|-----------------|----------------|-----------|-----------|
| | | | This Year | Last Year | | | This Year | Last Year |
| VEGA SN EL CHAP | | | 217 | 49 | 168 | 342.86 | .48 | .13 |
| TERRA UNCA TEMP | | | 214 | | 214 | 100.00 | .47 | .00 |
| MRQS D MRTA RED | | | 212 | 190 | 22 | 11.58 | .47 | .49 |
| FAUSTNO V BLNCO | | | 204 | | 204 | 100.00 | .45 | .00 |
| PROTOCOLD RED | | | 199 | 278 | -79 | -28.42 | .44 | .72 |
| MNTCLO CMBRO W | | | 197 | 157 | 40 | 25.48 | .44 | .41 |
| LAS BRISUS CB S | | | 174 | 114 | 60 | 52.63 | .39 | .30 |
| V SINDOA TMP/ML | | | 170 | 87 | 83 | 95.40 | .38 | .23 |
| CNDE VLDMR RSV | | | 169 | 122 | 47 | 38.52 | .37 | .32 |
| BORJA V BORGIA | | | 168 | 198 | -30 | -15.15 | .37 | .51 |
| GRAN ORSTN G RS | | | 166 | 224 | -58 | -25.89 | .37 | .58 |
| YAGO SANTGRIA | | | 151 | 152 | -1 | -.66 | .33 | .39 |
| V SINDOA VRA/CH | | | 147 | 63 | 84 | 133.33 | .33 | .16 |
| CASTANO SOLNERA | | | 145 | 91 | 54 | 59.34 | .32 | .24 |
| TRES PICOS GRNC | | | 143 | 137 | 6 | 4.38 | .32 | .35 |
| BORJA BORSAO RD | | | 142 | 777 | -635 | -81.72 | .31 | 2.01 |
| CNDE VLDMR CSCA | | | 140 | 131 | 9 | 6.87 | .31 | .34 |
| EGUREN CODICE | | | 140 | 106 | 34 | 32.08 | .31 | .27 |
| V SINDOA CB/TMP | | | 139 | 95 | 44 | 46.32 | .31 | .25 |
| CASA SOLAR ORO | | | 138 | 132 | 6 | 4.55 | .31 | .34 |
| TORRES CARONAS | | | 130 | 144 | -14 | -9.72 | .29 | .37 |
| VNA ALBNA RS RD | | | 129 | 49 | 80 | 163.27 | .29 | .13 |
| TRESANTOS ROBLE | | | 128 | | 128 | 100.00 | .28 | .00 |
| TORRES VINA SOL | | | 123 | 115 | 8 | 6.95 | .27 | .30 |
| MUGA RIOJA RSV | | | 117 | 159 | -42 | -26.42 | .26 | .41 |
| VNA ALRB OV MLV | | | 113 | 132 | -19 | -14.39 | .25 | .34 |
| VNA REY TPRNLO | | | 111 | 487 | -376 | -77.21 | .25 | 1.26 |
| CASTANO HECULA | | | 110 | 54 | 56 | 103.70 | .24 | .14 |
| MRQS ARNZO CRNZ | | | 104 | 48 | 56 | 116.67 | .23 | .12 |
| PALACIO MND RUD | | | 97 | | 97 | 100.00 | .21 | .00 |
| FAUSTNO I G RSV | | | 92 | 11 | 81 | 736.36 | .20 | .03 |
| MRQS MRTA NNATO | | | 87 | 2 | 85 | 4250.00 | .19 | .01 |
| CAMPILLO RIO RS | | | 82 | 219 | -137 | -62.56 | .18 | .57 |
| CARCHELO RED | | | 80 | 47 | 33 | 70.21 | .18 | .12 |
| COTO DE IMAZ RS | | | 79 | 69 | 10 | 14.49 | .18 | .18 |
| CASA CSTLO MNST | | | 76 | 74 | 2 | 2.70 | .17 | .19 |
| MANTEL BLNC RUE | | | 71 | 34 | 37 | 108.82 | .16 | .09 |
| BASA RUEDA | | | 70 | 143 | -73 | -51.05 | .16 | .37 |
| VNA REY BARRICS | | | 65 | 291 | -226 | -77.66 | .14 | .75 |
| MRQ CACRS ANTEA | | | 65 | 53 | 12 | 22.64 | .14 | .14 |
| TORRES GRN SNGR | | | 64 | 48 | 16 | 33.33 | .14 | .12 |
| MRQS VLA TORO R | | | 64 | 29 | 35 | 120.69 | .14 | .08 |
| VNA ALRB MLVND | | | 63 | 39 | 24 | 61.54 | .14 | .10 |
| VINA COLLADO | | | 57 | 92 | -35 | -38.04 | .13 | .24 |
| MARTN CDX ALBNO | | | 56 | 94 | -38 | -40.43 | .12 | .24 |
| BURGANS ALBRNO | | | 56 | 60 | -4 | -6.67 | .12 | .16 |
| VEGA PRIVANZA | | | 54 | 28 | 26 | 92.86 | .12 | .07 |
| CANTBRA CSCH RJ | | | 52 | 92 | -40 | -43.48 | .12 | .24 |
| LAS CMPNAS CRNZ | | | 50 | 178 | -128 | -71.91 | .11 | .46 |
| R BRBIER MD MRL | | | 50 | 52 | -2 | -3.85 | .11 | .13 |
| CNDE VLDMR G RS | | | 49 | 47 | 2 | 4.26 | .11 | .12 |
| V SINDOA CHRDN | | | 49 | 18 | 31 | 172.22 | .11 | .05 |
| LAS BRISAS RUDA | | | 47 | | 47 | 100.00 | .10 | .00 |
| NAVARRA CRIANZA | | | 45 | 100 | -55 | -55.00 | .10 | .26 |
| CMPO BRJA BRGIA | | | 45 | 94 | -49 | -52.13 | .10 | .24 |
| SANTANA VIURA W | | | 45 | 73 | -28 | -38.36 | .10 | .19 |
| MONTECILO CRNZA | | | 41 | 46 | -5 | -10.87 | .09 | .12 |
| MARQS RSCL TEMP | | | 32 | 21 | 11 | 52.38 | .07 | .05 |
| MRQ MRTA BR ABR | | | 29 | 14 | 15 | 107.14 | .06 | .04 |
| CUNE VINA REAL | | | 28 | 163 | -135 | -82.82 | .06 | .42 |
| GANDIA MERLOT | | | 28 | 143 | -115 | -80.42 | .06 | .37 |
| R BARBR CRZ CAB | | | 28 | 34 | -6 | -17.65 | .06 | .09 |
| TRES PICOS TEMP | | | 28 | | 28 | 100.00 | .06 | .00 |
| ALBET NOYA TEMP | | | 27 | 1 | 26 | 2600.00 | .06 | .00 |
| ARTAZURI NAVARRA | | | 27 | | 27 | 100.00 | .06 | .00 |
| SUMRRCA TPRNLL | | | 27 | | 27 | 100.00 | .06 | .00 |
| PRADO REY ROBLE | | | 26 | 15 | 11 | 73.33 | .06 | .04 |
| GANDIA M FST NV | | | 25 | 49 | -24 | -48.98 | .06 | .13 |
| MUGA RIOJA WHT | | | 25 | 31 | -6 | -19.35 | .06 | .08 |
| MONTECILO RESRV | | | 25 | 9 | 16 | 177.78 | .06 | .02 |
| RMIRZ GANUZA RJ | | | 25 | 4 | 21 | 525.00 | .06 | .01 |
| MARTINSNCHO RUE | | | 24 | 21 | 3 | 14.29 | .05 | .05 |
| C GARCIA PEACH | | | 24 | 15 | 9 | 60.00 | .05 | .04 |
| MRQS MRTA P LGR | | | 24 | 11 | 13 | 118.18 | .05 | .03 |
| TORRES GRAN CRN | | | 23 | 33 | -10 | -30.30 | .05 | .09 |
| MRQ MRTA CPLN W | | | 23 | 9 | 14 | 155.56 | .05 | .02 |
| CNDSA LGNZA RSV | | | 23 | | 23 | 100.00 | .05 | .00 |
| GANDIA CAB SAUV | | | 21 | 179 | -158 | -88.27 | .05 | .46 |
| SIGLO GRAN RSV | | | 21 | 18 | 3 | 16.67 | .05 | .05 |
| CAPCNS DNS BAR | | | 21 | 12 | 9 | 75.00 | .05 | .03 |
| VEGAVAL PL G RS | | | 21 | 4 | 17 | 425.00 | .05 | .01 |
| CARCHELO MERLOT | | | 20 | 77 | -57 | -74.03 | .04 | .20 |
| CUNE IMP RESRVE | | | 20 | 25 | -5 | -20.00 | .04 | .06 |
| GANDIA CHARDNNY | | | 19 | 77 | -58 | -75.32 | .04 | .20 |
| LLANOS RESERVA | | | 19 | 15 | 4 | 26.67 | .04 | .04 |
| CASTL D RM PL B | | | 19 | | 19 | 100.00 | .04 | .00 |
| V SINDOA MERLOT | | | 18 | 57 | -39 | -68.42 | .04 | .15 |
| TORRES BLCK LBL | | | 18 | 3 | 15 | 500.00 | .04 | .01 |
| UALDBN RBRA DRO | | | 18 | 2 | 16 | 800.00 | .04 | .01 |
| R BARBR COS CHR | | | 17 | 33 | -16 | -48.48 | .04 | .09 |
| MRQS VLA TORO W | | | 17 | 29 | -12 | -41.38 | .04 | .08 |
| ALLENDE RIO EST | | | 17 | 19 | -2 | -10.53 | .04 | .05 |
| SIERRA CAN CNCS | | | 15 | 14 | 1 | 7.14 | .03 | .04 |

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

ALL STATES-1/1/03 - 12/31/03

PAGE 122

| CLASS & TYPE BRAND | AGE / PROOF | RETAIL PRICE 750ml | CASE SALES | | CASES + or - | % OF + or - | % OF TYPE | |
|-----------------------|----------------|--------------------------|------------|-----------|-----------------|----------------|-----------|-----------|
| | | | This Year | Last Year | | | This Year | Last Year |
| VEGA RJA CRNZA | | | 14 | 138 | -124 | -89.86 | .03 | .36 |
| MRQS CAC GR RSV | | | 14 | 31 | -17 | -54.84 | .03 | .08 |
| TINTO PESQUERA | | | 14 | 16 | -2 | -12.50 | .03 | .04 |
| PRIORAT ONIX R | | | 14 | 16 | -2 | -12.50 | .03 | .04 |
| PRADO REY CRNZA | | | 14 | 8 | 6 | 75.00 | .03 | .02 |
| CONDADA DE HAZA | | | 14 | | 14 | 100.00 | .03 | .00 |
| VNA VERMETA RES | | | 13 | 5 | 8 | 160.00 | .03 | .01 |
| RTUERTA SEL ESP | | | 13 | | 13 | 100.00 | .03 | .00 |
| TEOFILO REY DUE | | | 12 | 12 | | .00 | .03 | .03 |
| MRQS ARNZO RSVA | | | 11 | 77 | -66 | -85.71 | .02 | .20 |
| VNA MAYOR CRNZA | | | 11 | 47 | -36 | -76.60 | .02 | .12 |
| LLANOS GRAN RSV | | | 11 | 8 | 3 | 37.50 | .02 | .02 |
| RMIRZ D L PSCIN | | | 11 | | 11 | 100.00 | .02 | .00 |
| MRQ MRTA RS ESP | | | 10 | 37 | -27 | -72.97 | .02 | .10 |
| TORRES VNA MRLT | | | 10 | 18 | -8 | -44.44 | .02 | .05 |
| GANDIA TMRNLLLO | | | 10 | 18 | -8 | -44.44 | .02 | .05 |
| FAUSTNO V RSV B | | | 10 | 12 | -2 | -16.67 | .02 | .03 |
| BODEGS MORO DRO | | | 10 | | 10 | 100.00 | .02 | .00 |
| MAYORAL COSECHA | | | 9 | 33 | -24 | -72.73 | .02 | .09 |
| SIGLO CRNZA RED | | | 9 | 10 | -1 | -10.00 | .02 | .03 |
| EDERRA RIO CRNZ | | | 9 | 3 | 6 | 200.00 | .02 | .01 |
| IBERNOBLE CRNZA | | | 9 | 7 | 2 | 350.00 | .02 | .01 |
| COTO DE IMAZ GR | | | 9 | 1 | 8 | 800.00 | .02 | .00 |
| LORINON BLC B F | | | 8 | 106 | -98 | -92.45 | .02 | .27 |
| TINTO ZAMORA | | | 8 | 42 | -34 | -80.95 | .02 | .11 |
| BODEGS ARZG CRZ | | | 8 | 11 | -3 | -27.27 | .02 | .03 |
| CUNE BLNCO SCCO | | | 8 | 9 | -1 | -11.11 | .02 | .02 |
| HACIENDA CRINZA | | | 8 | 6 | 2 | 33.33 | .02 | .02 |
| CUNE VNA RL RSV | | | 8 | 5 | 3 | 60.00 | .02 | .01 |
| TORRES VINA ESM | | | 7 | 13 | -6 | -46.15 | .02 | .03 |
| CAPCANES VAL DL | | | 7 | 12 | -5 | -41.67 | .02 | .03 |
| VEGA SAUCO CRNZ | | | 7 | 7 | | .00 | .02 | .02 |
| MARQUES RIS RSV | | | 7 | 5 | 2 | 40.00 | .02 | .01 |
| LLANOS PATA NEG | | | 7 | 4 | 3 | 75.00 | .02 | .01 |
| VINA BORGIA | | | 6 | 38 | -32 | -84.21 | .01 | .10 |
| MRQ MRTA YGAY R | | | 6 | 13 | -7 | -53.85 | .01 | .03 |
| ALBET NOYA CB S | | | 6 | 4 | 2 | 50.00 | .01 | .01 |
| TORREMUGA RIOJA | | | 6 | 2 | 4 | 200.00 | .01 | .01 |
| CUNE RJ CLARETE | | | 6 | 2 | 4 | 200.00 | .01 | .01 |
| CARCHELO SYRAH | | | 6 | 1 | 5 | 500.00 | .01 | .00 |
| BELTRAN CRIANZA | | | 6 | 75 | -70 | -93.33 | .01 | .19 |
| SIGLO WHITE | | | 6 | 15 | -10 | -66.67 | .01 | .04 |
| MRQS PUERTO RJA | | | 5 | 3 | 2 | 66.67 | .01 | .01 |
| R BRBIER MD TMP | | | 5 | 3 | 2 | 66.67 | .01 | .01 |
| EL COTO ROSADO | | | 5 | 2 | 3 | 150.00 | .01 | .01 |
| CAPCANES CST SG | | | 5 | 1 | 4 | 400.00 | .01 | .00 |
| RMLRT RJ GRANJA | | | 5 | | 5 | 100.00 | .01 | .00 |
| CAMPILLO CRIANZ | | | 5 | | 5 | 100.00 | .01 | .00 |
| RAMON BILB TEMP | | | 5 | | 5 | 100.00 | .01 | .00 |
| OCHOA TMLP CRNZ | | | 4 | 12 | -8 | -66.67 | .01 | .03 |
| SIGLO RESERVA | | | 4 | 6 | -2 | -33.33 | .01 | .02 |
| COASTL CRST MRL | | | 4 | 5 | -1 | -20.00 | .01 | .01 |
| FAUSTNO V RSADO | | | 4 | 2 | 2 | 100.00 | .01 | .01 |
| ARROYO RESERVA | | | 4 | 2 | 2 | 100.00 | .01 | .01 |
| SGRA VIUDS TEMP | | | 4 | 2 | 2 | 100.00 | .01 | .01 |
| MRQS RSCL SV B | | | 4 | 1 | 3 | 300.00 | .01 | .00 |
| VEGA TERMES | | | 4 | | 4 | 100.00 | .01 | .00 |
| V ALBLI TMP CRZ | | | 4 | | 4 | 100.00 | .01 | .00 |
| PALACIO MND SAV | | | 3 | 42 | -39 | -92.86 | .01 | .11 |
| CASA CSTLO GRVS | | | 3 | 16 | -13 | -81.25 | .01 | .04 |
| VEGA SAUCO JOVN | | | 3 | 6 | -3 | -50.00 | .01 | .02 |
| PRIORAT BRNC CL | | | 3 | 4 | -1 | -25.00 | .01 | .01 |
| BDGS VL PRT CRZ | | | 3 | 2 | 1 | 50.00 | .01 | .01 |
| IBERNOBLE RSRVE | | | 3 | 2 | 1 | 50.00 | .01 | .01 |
| V ALBLI TINTO GR | | | 3 | | 3 | 100.00 | .01 | .00 |
| R BRBIER GF PCK | | | 3 | | 3 | 100.00 | .01 | .00 |
| GRTLLPS PRT ONX | | | 2 | 16 | -14 | -87.50 | .00 | .04 |
| PAZO SNRN ALBAR | | | 2 | 14 | -12 | -85.71 | .00 | .04 |
| PRIORAT M FA206 | | | 2 | 12 | -10 | -83.33 | .00 | .03 |
| VEGA SAUCO RESV | | | 2 | 6 | -4 | -66.67 | .00 | .02 |
| COASTL CRST CHR | | | 2 | 4 | -2 | -50.00 | .00 | .01 |
| R BRBIER MD RSE | | | 2 | 4 | -2 | -50.00 | .00 | .01 |
| MRQS MRTA TINTO | | | 2 | 2 | | .00 | .00 | .01 |
| LOS MOLNOS TEMP | | | 2 | 1 | | 100.00 | .00 | .00 |
| MQ GRINON SYRAH | | | 2 | | 2 | 100.00 | .00 | .00 |
| MRQS MRTA MZULO | | | 2 | | 2 | 100.00 | .00 | .00 |
| CAMPILLO GR ESP | | | 2 | | 2 | 100.00 | .00 | .00 |
| R BARBIER CB SV | | | 1 | 6 | -5 | -83.33 | .00 | .02 |
| BODEGS VN ALION | | | 1 | 5 | -4 | -80.00 | .00 | .01 |
| MRQS D MRTA WHT | | | 1 | 4 | -3 | -75.00 | .00 | .01 |
| PRIORAT M FA112 | | | 1 | 3 | -2 | -66.67 | .00 | .01 |
| CLOS L'ORBAC | | | 1 | 2 | -1 | -50.00 | .00 | .01 |
| GANDIA MERLT RS | | | 1 | 2 | -1 | -50.00 | .00 | .01 |
| VILLACRECES CNZ | | | 1 | | 1 | 100.00 | .00 | .00 |
| FORTIUS TMRNLO | | | 1 | | 1 | 100.00 | .00 | .00 |
| EL COTO REAL RS | | | 1 | | 1 | 100.00 | .00 | .00 |
| TORRES FRANSOLA | | | 1 | | 1 | 100.00 | .00 | .00 |
| CUNE IMP GR RES | | | 1 | | 1 | 100.00 | .00 | .00 |
| FAUSTNO I RIOJA | | | 1 | | 1 | 100.00 | .00 | .00 |
| MARQS RIS CHREL | | | 1 | | 1 | 100.00 | .00 | .00 |
| MRQS ARNZO G RS | | | 1 | | 1 | 100.00 | .00 | .00 |
| BODEGS ESP CRZA | | | | 42 | -42 | -100.00 | .00 | .11 |
| MURICE IJBL CRZ | | | | 42 | -42 | -100.00 | .00 | .11 |

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

ALL STATES-1/1/03 - 12/31/03

PAGE 123

| CLASS & TYPE BRAND | AGE / PROOF | RETAIL PRICE 750ml | CASE SALES | | CASES + or - | % OF + or - | % OF TYPE | |
|-----------------------|----------------|--------------------------|--------------|--------------|-----------------|----------------|-----------|-----------|
| | | | This Year | Last Year | | | This Year | Last Year |
| MUGA RIOJA ESPC | | | | 18 | -18 | -100.00 | .00 | .05 |
| ARROYO VSTL DUE | | | | 16 | -16 | -100.00 | .00 | .04 |
| M M YGAY R 2100 | | | | 15 | -15 | -100.00 | .00 | .04 |
| CAPCANES MS CLT | | | | 13 | -13 | -100.00 | .00 | .03 |
| V SARDA PNEDS R | | | | 12 | -12 | -100.00 | .00 | .03 |
| RETUERTA RIV DU | | | | 11 | -11 | -100.00 | .00 | .03 |
| ENATE CRIANZA | | | | 10 | -10 | -100.00 | .00 | .03 |
| ENATE ROSADO | | | | 10 | -10 | -100.00 | .00 | .03 |
| SIERRA CAN CDCE | | | | 9 | -9 | -100.00 | .00 | .02 |
| MRQS DE VELILLA | | | | 9 | -9 | -100.00 | .00 | .02 |
| BERBRNA DRGN TM | | | | 9 | -9 | -100.00 | .00 | .02 |
| ROQUERO TINTO RD | | | | 8 | -8 | -100.00 | .00 | .02 |
| ARTADI CRIANZA | | | | 7 | -7 | -100.00 | .00 | .02 |
| PRDOREY RL SITO | | | | 6 | -6 | -100.00 | .00 | .02 |
| ENATE TINTO | | | | 6 | -6 | -100.00 | .00 | .02 |
| TORREMUGA RS MG | | | | 5 | -5 | -100.00 | .00 | .01 |
| V SARDA PNEDS W | | | | 4 | -4 | -100.00 | .00 | .01 |
| VEGA NUMANTHIA | | | | 4 | -4 | -100.00 | .00 | .01 |
| VNA IJALBA LVOR | | | | 4 | -4 | -100.00 | .00 | .01 |
| MUGA RIOJA PRDO | | | | 4 | -4 | -100.00 | .00 | .01 |
| CUNE RIOJA RSYA | | | | 4 | -4 | -100.00 | .00 | .01 |
| CAPCANES MS DNS | | | | 3 | -3 | -100.00 | .00 | .01 |
| ENATE LS FAUNOS | | | | 3 | -3 | -100.00 | .00 | .01 |
| BODEGAS G PMRTO | | | | 3 | -3 | -100.00 | .00 | .01 |
| S VNCNT SNRO RJ | | | | 3 | -3 | -100.00 | .00 | .01 |
| TORRES GR VINA | | | | 3 | -3 | -100.00 | .00 | .01 |
| GANDIA CB SV RS | | | | 2 | -2 | -100.00 | .00 | .01 |
| B CHIREL RJA RS | | | | 2 | -2 | -100.00 | .00 | .01 |
| HRNCA LSNTA RJA | | | | 1 | -1 | -100.00 | .00 | .00 |
| VLDAMOR ALBRNO | | | | 1 | -1 | -100.00 | .00 | .00 |
| CONTINO RJ RSYA | | | | 1 | -1 | -100.00 | .00 | .00 |
| GANDIA CHARD RS | | | | 1 | -1 | -100.00 | .00 | .00 |
| JAUME MACBEO WH | | | | 1 | -1 | -100.00 | .00 | .00 |
| RTUERTA DU PLMR | | | | 1 | -1 | -100.00 | .00 | .00 |
| SOLABAL RIJ RSV | | | | 1 | -1 | -100.00 | .00 | .00 |
| BODEGS ARZG RES | | | | 1 | -1 | -100.00 | .00 | .00 |
| VALDUMIA ALBRNO | | | | 1 | -1 | -100.00 | .00 | .00 |
| TOTAL SPAIN | | | 45139 | 38594 | 6545 | 16.96 | | |
| IMP TABLE OTH | | | | | | | | |
| SANT GRIA YAGO | | | 9929 | 9406 | 523 | 5.56 | 12.50 | 14.87 |
| L HRZON CAB MRL | | | 7852 | 6992 | 860 | 12.30 | 9.89 | 11.05 |
| L HRZON CHRDNRY | | | 4405 | 4097 | 308 | 7.52 | 5.55 | 6.48 |
| AVIA MERLOT | | | 2943 | 2913 | 30 | 1.03 | 3.71 | 4.60 |
| QUANTUM RHPSODY | | | 2749 | 1956 | 793 | 40.54 | 3.46 | 3.09 |
| AVIA CAB SAUV | | | 2632 | 3041 | -409 | -13.45 | 3.31 | 4.81 |
| EGRI BK BULLBLD | | | 2618 | 2627 | -9 | -.34 | 3.30 | 4.15 |
| NOBILO SAUV BLC | | | 2249 | 1014 | 1235 | 121.79 | 2.83 | 1.60 |
| GOATS DO ROAM R | | | 2175 | 605 | 1570 | 259.50 | 2.74 | .96 |
| AVIA RIESLING | | | 2165 | 1870 | 295 | 15.78 | 2.73 | 2.96 |
| AVIA CHARDONNAY | | | 1835 | 1857 | -22 | -1.18 | 2.31 | 2.94 |
| VLLA MARIA SV B | | | 1664 | 1666 | -2 | -.12 | 2.10 | 2.63 |
| AVIA CB SV/MRLT | | | 1659 | 1683 | -24 | -1.43 | 2.09 | 2.66 |
| EXCELSIOR CB SV | | | 1541 | 37 | 1504 | 4064.86 | 1.94 | .06 |
| BRANCTT SAV RSV | | | 1421 | 901 | 520 | 57.71 | 1.79 | 1.42 |
| GIESEN SAUV BLC | | | 1333 | 1197 | 136 | 11.36 | 1.68 | 1.89 |
| BRANCTT VAR SAV | | | 1279 | 430 | 849 | 197.44 | 1.61 | .68 |
| VAMPIRE MERLOT | | | 1181 | 854 | 327 | 38.29 | 1.49 | 1.35 |
| RBT RCK CH B/CH | | | 1099 | 616 | 483 | 78.41 | 1.38 | .97 |
| RBRT RCK CB/MRL | | | 1027 | 501 | 526 | 104.99 | 1.29 | .79 |
| NOBILO FH SV BL | | | 995 | 769 | 226 | 29.39 | 1.25 | 1.22 |
| AVIA PINOT NOIR | | | 817 | 693 | 124 | 17.89 | 1.03 | 1.10 |
| PREMIAT PN NOIR | | | 752 | 942 | -190 | -20.17 | .95 | 1.49 |
| CAPE INDABA SAV | | | 740 | 557 | 183 | 32.85 | .93 | .88 |
| CAPE INDABA CHR | | | 698 | 592 | 106 | 17.91 | .88 | .94 |
| KWV ROODEBRG RD | | | 673 | 380 | 293 | 77.11 | .85 | .60 |
| BRANCTT PNT RSV | | | 644 | 231 | 413 | 178.79 | .81 | .37 |
| PREMIAT MERLOT | | | 588 | 659 | -71 | -10.77 | .74 | 1.04 |
| PREMIAT CABRNET | | | 579 | 683 | -104 | -15.23 | .73 | 1.08 |
| NEDERBURG PNOTG | | | 579 | 673 | -94 | -13.97 | .73 | 1.06 |
| TOHU SAUV BLANC | | | 556 | | 556 | 100.00 | .70 | .00 |
| CRML ISL CONRD | | | 548 | 474 | 74 | 15.61 | .69 | .75 |
| SPY VALLEY SV B | | | 545 | 307 | 238 | 77.52 | .69 | .49 |
| OMAKA SPR SV BL | | | 541 | 138 | 403 | 292.03 | .68 | .22 |
| L HRZON RUBY RD | | | 500 | 45 | 455 | 1011.11 | .63 | .07 |
| BRANCTT VAR CHR | | | 447 | 376 | 71 | 18.88 | .56 | .59 |
| BRANCTT CHR GIS | | | 427 | 385 | 42 | 10.91 | .54 | .61 |
| BRANCTT PN NOIR | | | 388 | | 388 | 100.00 | .49 | .00 |
| KWV MERLOT | | | 356 | 157 | 199 | 126.75 | .45 | .25 |
| CARMEL VS W MRL | | | 352 | 7 | 345 | 4928.57 | .44 | .01 |
| CARMEL VYD MRLT | | | 344 | 316 | 28 | 8.86 | .43 | .50 |
| CARMEL VYD CB S | | | 331 | 284 | 47 | 16.55 | .42 | .45 |
| PORCPNE RDG SAV | | | 328 | 106 | 222 | 209.43 | .41 | .17 |
| VLLA MARIA CHRD | | | 312 | 294 | 18 | 6.12 | .39 | .46 |
| KWV CHARDONNAY | | | 308 | 111 | 197 | 177.48 | .39 | .18 |
| L HRZON 2BTL WD | | | 291 | 322 | -31 | -9.63 | .37 | .51 |
| VAMPIRE PNT GRG | | | 274 | 66 | 208 | 315.15 | .35 | .10 |
| BABICH MRLB S B | | | 241 | 42 | 199 | 473.81 | .30 | .07 |
| CLOUDY BAY SV B | | | 209 | 152 | 57 | 37.50 | .26 | .24 |
| ZONNEBLOEM PNTG | | | 207 | 161 | 46 | 28.57 | .26 | .25 |
| NEMES KADARKA | | | 207 | 67 | 140 | 208.96 | .26 | .11 |
| CHUNG HA RICE | | | 203 | 59 | 144 | 244.07 | .26 | .09 |

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

ALL STATES-1/1/03 - 12/31/03

PAGE 124

| CLASS & TYPE BRAND | AGE / PROOF | RETAIL PRICE 750ml | CASE SALES | | CASES + or - | % OF + or - | % OF TYPE | |
|-----------------------|----------------|--------------------------|------------|-----------|-----------------|----------------|-----------|-----------|
| | | | This Year | Last Year | | | This Year | Last Year |
| VLLA MARIA RSLN | | | 187 | 291 | -104 | -35.74 | .24 | .46 |
| LA CETTO PT SRH | | | 180 | 106 | 74 | 69.81 | .23 | .17 |
| KWV PINOTAGE | | | 177 | 161 | 16 | 9.94 | .22 | .25 |
| CAPE INDABA CAB | | | 175 | 139 | 36 | 25.90 | .22 | .22 |
| GROVE MLL SV BL | | | 167 | 12 | 155 | 1291.67 | .21 | .02 |
| EGRI BIKAVER | | | 166 | 40 | 126 | 315.00 | .21 | .06 |
| AVIA PNOT GRGIO | | | 165 | 123 | 42 | 34.15 | .21 | .19 |
| MATUA SV B MARL | | | 165 | | 165 | 100.00 | .21 | .00 |
| RBT RCK SZ/MLBC | | | 161 | 415 | -254 | -61.20 | .20 | .66 |
| CRAWFRD KIM SAV | | | 157 | 68 | 89 | 130.88 | .20 | .11 |
| FL D CAP PINOTG | | | 156 | 11 | 145 | 1318.18 | .20 | .02 |
| FL D CAP CHRDN | | | 153 | 9 | 144 | 1600.00 | .19 | .01 |
| HOPLER RIESLING | | | 150 | 47 | 103 | 219.15 | .19 | .07 |
| YARDEN MERLOT | | | 147 | 90 | 57 | 63.33 | .19 | .14 |
| GRY FRIAR BDSNY | | | 146 | 34 | 112 | 329.41 | .18 | .05 |
| SPRINGBOK MERLT | | | 143 | 152 | -9 | -5.92 | .18 | .24 |
| STONES GNGR CUR | | | 143 | 126 | 17 | 13.49 | .18 | .20 |
| KWV CABRNT SVGN | | | 140 | 125 | 15 | 12.00 | .18 | .20 |
| CARMEL VYD CHR | | | 138 | 138 | | .00 | .17 | .22 |
| VAMPIRE CAB SAV | | | 135 | 94 | 41 | 43.62 | .17 | .15 |
| CLOUDY BAY CHR | | | 133 | 71 | 62 | 87.32 | .17 | .11 |
| KINDZMARULI RD | | | 132 | 77 | 55 | 71.43 | .17 | .12 |
| HOPLER PNT NOIR | | | 128 | 84 | 44 | 52.38 | .16 | .13 |
| KWV STEEN WHITE | | | 128 | 60 | 68 | 113.33 | .16 | .09 |
| BRANCTT MRL RSV | | | 126 | 75 | 51 | 68.00 | .16 | .12 |
| NEDERBURG CB SV | | | 123 | 96 | 27 | 28.13 | .15 | .15 |
| YARDEN SAUV BLC | | | 123 | 70 | 53 | 75.71 | .15 | .11 |
| HOPLER GRNR VLT | | | 123 | | 123 | 100.00 | .15 | .00 |
| KHVANCHKARA RED | | | 120 | 66 | 54 | 81.82 | .15 | .10 |
| E DONG RICE WNE | | | 120 | | 120 | 100.00 | .15 | .00 |
| MILLS RF S B RS | | | 115 | 150 | -35 | -23.33 | .14 | .24 |
| ZONNEBLOEM SHRZ | | | 113 | 80 | 33 | 41.25 | .14 | .13 |
| GOLAN CAB SAUVG | | | 109 | 168 | -59 | -35.12 | .14 | .27 |
| NOBILO FH CHARD | | | 108 | 150 | -42 | -28.00 | .14 | .24 |
| GLEN CARLOU CHR | | | 105 | 70 | 35 | 50.00 | .13 | .11 |
| KOOK SOON DANG | | | 105 | | 105 | 100.00 | .13 | .00 |
| GOLAN CHARDONNY | | | 103 | 85 | 18 | 21.18 | .13 | .13 |
| STEENBERG SV BL | | | 102 | 27 | 75 | 277.78 | .13 | .04 |
| YARDEN CHARDNAY | | | 99 | 83 | 16 | 19.28 | .12 | .13 |
| EXCELSIOR CHDNY | | | 98 | | 98 | 100.00 | .12 | .00 |
| YARDEN CAB SAUV | | | 97 | 51 | 46 | 90.20 | .12 | .08 |
| FAIRHLL DWN SAV | | | 96 | 85 | 11 | 12.94 | .12 | .13 |
| ZONNEBLOEM SV B | | | 96 | 66 | 30 | 45.45 | .12 | .10 |
| GOAT DO ROAM WH | | | 93 | | 93 | 100.00 | .12 | .00 |
| CROSSING SV BL | | | 92 | | 92 | 100.00 | .12 | .00 |
| CAPE INDABA MRL | | | 91 | 39 | 52 | 133.33 | .11 | .06 |
| ALAZANIS VALLEY | | | 90 | 29 | 61 | 210.34 | .11 | .05 |
| GRT CONSTA ROOD | | | 88 | 46 | 42 | 91.30 | .11 | .07 |
| SAXENBURG MERLT | | | 88 | 39 | 49 | 125.64 | .11 | .06 |
| GOAT DO ROAM RS | | | 86 | | 86 | 100.00 | .11 | .00 |
| LAKE CHALICE SB | | | 82 | 39 | 43 | 110.26 | .10 | .06 |
| JCKSN EST SV BL | | | 81 | 33 | 48 | 145.45 | .10 | .05 |
| AKHASHENI RED | | | 81 | 31 | 50 | 161.29 | .10 | .05 |
| PORCPNE RDG MLT | | | 79 | 74 | 5 | 6.76 | .10 | .12 |
| AVIA ZINFANY | | | 78 | 42 | 36 | 85.71 | .10 | .07 |
| KSARA RSV COVNT | | | 76 | 31 | 45 | 145.16 | .10 | .05 |
| KUMEU RVR CHARD | | | 75 | 67 | 8 | 11.94 | .09 | .11 |
| CRAWFRD KIM CHR | | | 72 | 42 | 30 | 71.43 | .09 | .07 |
| MISSN HLL P GRS | | | 70 | 27 | 43 | 159.26 | .09 | .04 |
| FAIRVIEW PNTAGE | | | 69 | 17 | 52 | 305.88 | .09 | .03 |
| SERESIN SAUV BL | | | 66 | 12 | 54 | 450.00 | .08 | .02 |
| DYED IN WOOL SB | | | 65 | | 65 | 100.00 | .08 | .00 |
| NOBILO ICN S BL | | | 63 | 1 | 62 | 6200.00 | .08 | .00 |
| BULMR WDPKR CDR | | | 62 | 43 | 19 | 44.19 | .08 | .07 |
| VLLA MRIA ML/CB | | | 62 | 38 | 24 | 63.15 | .08 | .06 |
| GOAT-ROTI | | | 61 | | 61 | 100.00 | .08 | .00 |
| MISCELLANEOUS | | | 60 | 120 | -60 | -50.00 | .08 | .19 |
| SPY VALLEY PN N | | | 59 | 227 | -168 | -74.01 | .07 | .36 |
| VAMPIRE PIN NOR | | | 59 | 81 | -22 | -27.16 | .07 | .13 |
| SAPERAVI RED | | | 59 | 54 | 5 | 9.26 | .07 | .09 |
| HOPLER PNT BL | | | 58 | 37 | 21 | 56.76 | .07 | .06 |
| GAMLA CAB SAUV | | | 55 | 47 | 8 | 17.02 | .07 | .07 |
| CARMEL WHT ZNFD | | | 53 | 198 | -145 | -73.23 | .07 | .31 |
| MISSN HLL MRLT | | | 50 | 25 | 24 | 92.31 | .06 | .04 |
| NAUTILUS SAV BL | | | 48 | 40 | 8 | 20.00 | .06 | .06 |
| LINDEN EST SV B | | | 47 | 11 | 36 | 327.27 | .06 | .02 |
| RVRSD E SAV HAWK | | | 45 | 92 | -47 | -51.09 | .06 | .15 |
| GLAZEBROOK SV B | | | 44 | 78 | -34 | -43.59 | .06 | .12 |
| SACRED HL SV BL | | | 44 | 57 | -13 | -22.81 | .06 | .09 |
| GIESEN RIESLING | | | 41 | 1 | 40 | 4000.00 | .05 | .00 |
| MULDERBCH ST SB | | | 40 | | 40 | 100.00 | .05 | .00 |
| JURTS GRV GRN V | | | 38 | 5 | 33 | 660.00 | .05 | .01 |
| AZURE BAY SV/SM | | | 38 | | 38 | 100.00 | .05 | .00 |
| CATHEDRAL CHARD | | | 37 | 42 | -5 | -11.90 | .05 | .07 |
| CLS MALVRNE CAB | | | 36 | 27 | 9 | 33.33 | .05 | .04 |
| WARWICK 3 CP LD | | | 34 | | 34 | 100.00 | .04 | .00 |
| BRNCOTT SAV EST | | | 33 | 33 | | .00 | .04 | .05 |
| NEDERBURG CHARD | | | 33 | 30 | 3 | 10.00 | .04 | .05 |
| CRML ALMOG MALG | | | 33 | 16 | 17 | 106.25 | .04 | .03 |
| GUARDIAN CHRDN | | | 33 | | 33 | 100.00 | .04 | .00 |
| BEYRSKLOOF PNTG | | | 32 | 89 | -57 | -64.04 | .04 | .14 |
| D FROST ML PLMR | | | 32 | 26 | 6 | 23.08 | .04 | .04 |
| SIMONSIG PNTAGE | | | 31 | 17 | 14 | 82.35 | .04 | .03 |

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

ALL STATES-1/1/03 - 12/31/03

PAGE 125

| CLASS & TYPE BRAND | AGE / PROOF | RETAIL PRICE 750ml | CASE SALES | | CASES + or - | % OF + or - | % OF TYPE | |
|-----------------------|----------------|--------------------------|------------|-----------|-----------------|----------------|-----------|-----------|
| | | | This Year | Last Year | | | This Year | Last Year |
| WOHLMUTH PN GRS | | | 31 | 15 | 16 | 106.67 | .04 | .02 |
| YARDEN HERMAN R | | | 31 | 12 | 19 | 158.33 | .04 | .02 |
| GROVE MLL PN NR | | | 31 | | 31 | 100.00 | .04 | .00 |
| NEDERBURG RSLNG | | | 30 | 31 | -1 | -3.23 | .04 | .05 |
| DACIA CTNRI WHT | | | 30 | 27 | 3 | 11.11 | .04 | .04 |
| KSARA BLNC BLNC | | | 30 | 14 | 16 | 114.29 | .04 | .02 |
| MUDDY WTR CHARD | | | 29 | 131 | -102 | -77.86 | .04 | .21 |
| RIVRSDE CAB/MRL | | | 28 | 52 | -24 | -46.15 | .04 | .08 |
| GAMLA SAUV BLNC | | | 27 | 41 | -14 | -34.15 | .03 | .06 |
| GAMLA CHARDONNY | | | 27 | 22 | 5 | 22.73 | .03 | .03 |
| KUMEU RVR PN GR | | | 26 | 20 | 6 | 30.00 | .03 | .03 |
| LINDEN EST CHR | | | 26 | 10 | 16 | 160.00 | .03 | .02 |
| CARMEL VLY CB S | | | 26 | 7 | 19 | 271.43 | .03 | .01 |
| CARMEL SACRA GR | | | 25 | 29 | -4 | -13.79 | .03 | .05 |
| BRAMPTON STL SB | | | 25 | | 25 | 100.00 | .03 | .00 |
| YARDEN GWRZTMNR | | | 25 | | 25 | 100.00 | .03 | .00 |
| GIESEN CHARDNNY | | | 24 | 34 | -10 | -29.41 | .03 | .05 |
| NEIL ELLIS SV B | | | 24 | 26 | -2 | -7.69 | .03 | .04 |
| TRINITY CB/ML/SH | | | 24 | 11 | 13 | 118.18 | .03 | .02 |
| RECANATI MRL RS | | | 24 | 7 | 17 | 242.86 | .03 | .01 |
| CATHEDRAL SHRAZ | | | 23 | 26 | -3 | -11.54 | .03 | .04 |
| RAWSON PINOTAGE | | | 23 | 10 | 13 | 130.00 | .03 | .02 |
| BAOBAB PINOTAGE | | | 23 | | 23 | 100.00 | .03 | .00 |
| OLD TBISILI WHT | | | 22 | 26 | -4 | -15.38 | .03 | .04 |
| CARMEL VS MERLT | | | 22 | | 22 | 100.00 | .03 | .00 |
| RVRSDE CHR GSBN | | | 21 | 69 | -48 | -69.57 | .03 | .11 |
| MATARKI CHARDNY | | | 21 | 27 | -6 | -22.22 | .03 | .04 |
| LINDEN EST MRLT | | | 21 | 8 | 13 | 162.50 | .03 | .01 |
| TRINITY HL SV B | | | 20 | 20 | | 100.00 | .03 | .03 |
| TRINITY HLL RSL | | | 19 | 8 | 11 | 137.50 | .02 | .01 |
| HOPLER GEWURZ | | | 19 | 4 | 15 | 375.00 | .02 | .01 |
| AKBA EGR W-RSLG | | | 18 | 34 | -16 | -47.06 | .02 | .05 |
| FAIRVIEW SHIRAZ | | | 18 | 22 | -4 | -18.18 | .02 | .03 |
| KWV SAUVGN BLNC | | | 17 | 7 | 10 | 142.86 | .02 | .01 |
| D FROST MR SARZ | | | 17 | | 17 | 100.00 | .02 | .00 |
| GAMLA MERLOT | | | 17 | | 17 | 100.00 | .02 | .00 |
| DOM BOYAR CB SV | | | 17 | | 17 | 100.00 | .02 | .00 |
| TE AWA CB/MR/CF | | | 17 | | 17 | 100.00 | .02 | .00 |
| RUST N VREDE RD | | | 16 | 13 | 3 | 23.08 | .02 | .02 |
| YARDEN HERMAN W | | | 16 | 10 | 6 | 60.00 | .02 | .02 |
| BRANCTT GWZ PAT | | | 16 | 7 | 9 | 128.57 | .02 | .01 |
| PORCPNE RDG SRH | | | 16 | | 16 | 100.00 | .02 | .00 |
| CRAWFRD KIM PNT | | | 16 | | 16 | 100.00 | .02 | .00 |
| MOUNTFORD PN NR | | | 16 | | 16 | 100.00 | .02 | .00 |
| GOLAN MUSCAT | | | 15 | 15 | | 100.00 | .02 | .02 |
| SIMONSIG CAB SV | | | 15 | 2 | 13 | 650.00 | .02 | .00 |
| BAOBAB SAUV BLC | | | 15 | | 15 | 100.00 | .02 | .00 |
| BLUE RIDGE CHR | | | 15 | | 15 | 100.00 | .02 | .00 |
| DOM BOYAR MERLT | | | 15 | | 15 | 100.00 | .02 | .00 |
| AKBA EGR CB FRC | | | 14 | 48 | -34 | -70.83 | .02 | .08 |
| NEIL ELLS CB/ML | | | 14 | 30 | -16 | -53.33 | .02 | .05 |
| VLLA MRIA SV RS | | | 14 | 24 | -10 | -41.67 | .02 | .04 |
| CARMEL VYD SHRZ | | | 14 | 16 | -2 | -12.50 | .02 | .03 |
| CLS MLVRN PNTGE | | | 14 | 12 | 2 | 16.67 | .02 | .02 |
| KANONKOP PINTAG | | | 14 | 8 | 6 | 75.00 | .02 | .01 |
| KANONKOP CAB SV | | | 14 | 3 | 11 | 366.67 | .02 | .00 |
| GLAZEBROOK CHR | | | 14 | 2 | 12 | 600.00 | .02 | .00 |
| D FROST CB SARZ | | | 14 | | 14 | 100.00 | .02 | .00 |
| BAOBAB CABERNET | | | 14 | | 14 | 100.00 | .02 | .00 |
| GLAZEBRK MRL/CB | | | 13 | 16 | -3 | -18.75 | .02 | .03 |
| DOM BOYAR CHDNY | | | 13 | | 13 | 100.00 | .02 | .00 |
| FAIRVIEW VGNIER | | | 13 | | 13 | 100.00 | .02 | .00 |
| BLUE RIDGE MRLT | | | 13 | | 13 | 100.00 | .02 | .00 |
| GROVE MLL RSLNG | | | 13 | | 13 | 100.00 | .02 | .00 |
| WAIRAU RVR SV B | | | 12 | 359 | -347 | -96.66 | .02 | .57 |
| FL D CAP MERLOT | | | 12 | 85 | -73 | -85.88 | .02 | .13 |
| PORCPNE RDG CAB | | | 12 | 29 | -17 | -58.62 | .02 | .05 |
| FL D CAP CAB SV | | | 12 | 17 | -5 | -29.41 | .02 | .03 |
| BILTON EST MRLT | | | 12 | 9 | 3 | 33.33 | .02 | .01 |
| WELTEVREDE MSCT | | | 12 | 5 | 7 | 140.00 | .02 | .01 |
| LE BNHEUR SV BL | | | 12 | 1 | 11 | 1100.00 | .02 | .00 |
| CAPE INDABA PTG | | | 12 | 1 | 11 | 1100.00 | .02 | .00 |
| GLLRD FND VLAIS | | | 12 | | 12 | 100.00 | .02 | .00 |
| BLUE RIDGE CB S | | | 12 | | 12 | 100.00 | .02 | .00 |
| YARDEN WHT RSLN | | | 11 | 51 | -40 | -78.43 | .01 | .08 |
| DEWTSHF LSCA CH | | | 11 | 39 | -28 | -71.79 | .01 | .06 |
| RMLRI RIOJA ALV | | | 11 | 26 | -15 | -57.69 | .01 | .04 |
| VILLIERA BR BLC | | | 11 | 11 | | .00 | .01 | .02 |
| KSARA CAB SAUV | | | 11 | 8 | 3 | 37.50 | .01 | .01 |
| NTTNAUS PR ESWN | | | 11 | 7 | 4 | 57.14 | .01 | .01 |
| FL D CAP SAV BL | | | 11 | 4 | 7 | 175.00 | .01 | .01 |
| CARMEL SAUV BLC | | | 10 | 8 | 2 | 25.00 | .01 | .01 |
| SIMONSIG SAV BL | | | 10 | 4 | 6 | 150.00 | .01 | .01 |
| CRML RISHON RGE | | | 10 | | 10 | 100.00 | .01 | .00 |
| LE BNHEUR CHADN | | | 9 | 50 | -41 | -82.00 | .01 | .08 |
| ST DONATUS CHR | | | 9 | 21 | -12 | -57.14 | .01 | .03 |
| KWV SHIRAZ | | | 9 | 19 | -10 | -52.63 | .01 | .03 |
| DELHEIM SHIRAZ | | | 9 | 9 | | .00 | .01 | .01 |
| BRANCTT CHR REN | | | 9 | 8 | 1 | 12.50 | .01 | .01 |
| NAGYREDE ASBRCH | | | 9 | 3 | 6 | 200.00 | .01 | .00 |
| MUDDY WTR PN NR | | | 9 | | 9 | 100.00 | .01 | .00 |
| LOIMR L SPGL GV | | | 9 | | 9 | 100.00 | .01 | .00 |
| ORIGIN SAV BLNC | | | 9 | | 9 | 100.00 | .01 | .00 |

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

ALL STATES-1/1/03 - 12/31/03

PAGE 126

| CLASS & TYPE BRAND | AGE / PROOF | RETAIL PRICE 750ml | CASE SALES | | CASES + or - | % OF + or - | % OF TYPE | |
|-----------------------|----------------|--------------------------|------------|-----------|-----------------|----------------|-----------|-----------|
| | | | This Year | Last Year | | | This Year | Last Year |
| CRAWFRD KIM MRL | | | 9 | | 9 | 100.00 | .01 | .00 |
| D FROST CH SARZ | | | 9 | | 9 | 100.00 | .01 | .00 |
| MATARKI SAUV BL | | | 8 | 48 | -40 | -83.33 | .01 | .08 |
| CLS MALVRN SV B | | | 8 | 9 | -1 | -11.11 | .01 | .01 |
| SINNYA MRLT/CAB | | | 8 | 5 | 3 | 60.00 | .01 | .01 |
| SELAKS ICE RSLN | | | 8 | 4 | 4 | 100.00 | .01 | .01 |
| CAPE INDABA CHN | | | 8 | | 8 | 100.00 | .01 | .00 |
| CAPE INDABA SHZ | | | 8 | | 8 | 100.00 | .01 | .00 |
| D FROST SV SARZ | | | 8 | | 8 | 100.00 | .01 | .00 |
| RVRSD E MRL HAWK | | | 7 | 71 | -64 | -90.14 | .01 | .11 |
| KEMBLEFIELD CHD | | | 7 | 15 | -8 | -53.33 | .01 | .02 |
| CLS MLVRN SHRAZ | | | 7 | 4 | 3 | 75.00 | .01 | .01 |
| SINNYA CHARDNNY | | | 7 | 4 | 3 | 75.00 | .01 | .01 |
| FAIRHL DWN P GR | | | 7 | 3 | 4 | 133.33 | .01 | .00 |
| CATHEDRAL MERLT | | | 7 | 1 | 6 | 600.00 | .01 | .00 |
| STRADIVARI GRNT | | | 7 | | 7 | 100.00 | .01 | .00 |
| PETERSONS CHARD | | | 7 | | 7 | 100.00 | .01 | .00 |
| TE AWA SYRAH | | | 7 | | 7 | 100.00 | .01 | .00 |
| NOBILO CHARDNNY | | | 7 | | 7 | 100.00 | .01 | .00 |
| SACRED HL CHARD | | | 6 | 172 | -166 | -96.51 | .01 | .27 |
| SAXENBURG CABNT | | | 6 | 35 | -29 | -82.86 | .01 | .06 |
| BOUWLAND CB/MRL | | | 6 | 4 | 2 | 50.00 | .01 | .01 |
| LNGRDG HB CB/ML | | | 6 | 3 | 3 | 100.00 | .01 | .00 |
| FAIRVIEW SAV BL | | | 6 | 5 | 6 | 100.00 | .01 | .00 |
| O HLLND TVN CRM | | | 5 | 48 | -43 | -89.58 | .01 | .08 |
| ST DONATUS CB S | | | 5 | 18 | -13 | -72.22 | .01 | .03 |
| S STNHAUS GRN V | | | 5 | 7 | -2 | -28.57 | .01 | .01 |
| GEO BUTHET DOLE | | | 5 | 3 | 2 | 66.67 | .01 | .00 |
| FL D CAP SAV UF | | | 5 | 1 | 4 | 400.00 | .01 | .00 |
| GROOT CNST PNTG | | | 5 | 1 | 4 | 400.00 | .01 | .00 |
| BACKSBERG PNTGE | | | 4 | 17 | -13 | -76.47 | .01 | .03 |
| PREMIAT CHARDNY | | | 4 | 12 | -8 | -66.67 | .01 | .02 |
| MARTNBORGH PN N | | | 4 | 9 | -5 | -55.56 | .01 | .01 |
| VILLIERA CB/MRL | | | 4 | 8 | -4 | -50.00 | .01 | .01 |
| CASA MADERO CAB | | | 4 | 7 | -3 | -42.86 | .01 | .01 |
| KSARA CHARDNNAY | | | 4 | 4 | | 100.00 | .01 | .01 |
| TRINITY HLL CHR | | | 4 | 1 | 3 | 300.00 | .01 | .01 |
| GLLRD DOLE MNTS | | | 4 | 1 | 3 | 300.00 | .01 | .00 |
| RUST EN VREDE | | | 4 | | 4 | 100.00 | .01 | .00 |
| L'AVENIR CAB SV | | | 4 | | 4 | 100.00 | .01 | .00 |
| WINEMAKER CB/ML | | | 4 | | 4 | 100.00 | .01 | .00 |
| LE BNHEUR PRIMA | | | 4 | | 4 | 100.00 | .01 | .00 |
| TE AWA MERLOT | | | 4 | | 4 | 100.00 | .01 | .00 |
| CARMEL VS CHRDN | | | 4 | | 4 | 100.00 | .01 | .00 |
| BRANCTT CHR ORM | | | 3 | 18 | -15 | -83.33 | .00 | .03 |
| NITIDA SAUV BLC | | | 3 | 12 | -9 | -75.00 | .00 | .02 |
| DAVID FROST CAB | | | 3 | 10 | -7 | -70.00 | .00 | .02 |
| RUP&ROTH CLSQUE | | | 3 | 9 | -6 | -66.67 | .00 | .01 |
| TRINTY HLL CB/M | | | 3 | 8 | -5 | -62.50 | .00 | .01 |
| CASA MADERO MRL | | | 3 | 6 | -3 | -50.00 | .00 | .01 |
| GROOT CNSTA MRL | | | 3 | 5 | -2 | -40.00 | .00 | .01 |
| GROOT CNSTA SHZ | | | 3 | 5 | -2 | -40.00 | .00 | .01 |
| NTTNAUS VGR RBS | | | 3 | 4 | -1 | -25.00 | .00 | .01 |
| MICH-STADMN CAB | | | 3 | 3 | | 100.00 | .00 | .00 |
| GROOT CNSTA CAB | | | 3 | 2 | 1 | 50.00 | .00 | .00 |
| TRINTY HL BL CH | | | 3 | 1 | 1 | 50.00 | .00 | .00 |
| CARMEL PET SIRH | | | 3 | 2 | 2 | 200.00 | .00 | .00 |
| KUMEU RVR MELBA | | | 3 | | 3 | 100.00 | .00 | .00 |
| PETERSONS CB SV | | | 3 | | 3 | 100.00 | .00 | .00 |
| CRML EMRLD RSLN | | | 3 | | 3 | 100.00 | .00 | .00 |
| HADDR CNCRD NAT | | | 2 | 56 | -54 | -96.43 | .00 | .09 |
| MATARKI ANTHLGY | | | 2 | 25 | -23 | -92.00 | .00 | .04 |
| MAGNOTTA RSL IC | | | 2 | 19 | -17 | -89.47 | .00 | .03 |
| YARDEN MUSCAT | | | 2 | 16 | -14 | -87.50 | .00 | .03 |
| SAXENBURG SV BL | | | 2 | 13 | -11 | -84.62 | .00 | .02 |
| BACKSBERG MERLT | | | 2 | 10 | -8 | -80.00 | .00 | .02 |
| CASA MADERO CHR | | | 2 | 8 | -6 | -75.00 | .00 | .01 |
| KEMBLEFLD SAUV | | | 2 | 5 | -3 | -60.00 | .00 | .01 |
| GROOT CNSTA SAV | | | 2 | 5 | -3 | -60.00 | .00 | .01 |
| BLFRNKSH PR CUV | | | 2 | 4 | -2 | -50.00 | .00 | .01 |
| LOUISVALE CHARD | | | 2 | 4 | -2 | -50.00 | .00 | .01 |
| SACRED HL CB SV | | | 2 | 4 | -2 | -50.00 | .00 | .01 |
| JACOBSDAL PNOTG | | | 2 | 4 | -2 | -50.00 | .00 | .01 |
| TRINTY HL BL SH | | | 2 | 3 | -1 | -33.33 | .00 | .00 |
| NKLHOF FDSPL GV | | | 2 | 2 | | 100.00 | .00 | .00 |
| GLAZEBRK CAB/ML | | | 2 | 2 | | 100.00 | .00 | .00 |
| CATHEDRAL PNOTG | | | 2 | 2 | | 100.00 | .00 | .00 |
| MARTNBORGH SAUV | | | 2 | 2 | | 100.00 | .00 | .00 |
| GROOTE POST MRL | | | 2 | 1 | 1 | 100.00 | .00 | .00 |
| L'AVENIR SAU BL | | | 2 | 1 | 1 | 100.00 | .00 | .00 |
| WAIKRAU RVR SB R | | | 2 | 1 | 1 | 100.00 | .00 | .00 |
| DOM BOYAR ML RS | | | 2 | | 2 | 100.00 | .00 | .00 |
| FAIRVIEW ZNFNDL | | | 2 | | 2 | 100.00 | .00 | .00 |
| GROVE MILL CHR | | | 2 | | 2 | 100.00 | .00 | .00 |
| BRMPTN ST CB/ML | | | 2 | | 2 | 100.00 | .00 | .00 |
| PREMIAT SAUV BL | | | 2 | | 2 | 100.00 | .00 | .00 |
| D FROST CB PLMR | | | 1 | 24 | -23 | -95.83 | .00 | .04 |
| KANONKOP KADTTE | | | 1 | 23 | -22 | -95.65 | .00 | .04 |
| GAMLA GALIL C B | | | 1 | 14 | -13 | -92.86 | .00 | .02 |
| PETERSONS MERLT | | | 1 | 9 | -8 | -88.89 | .00 | .01 |
| CASARSA CHARDNY | | | 1 | 8 | -7 | -87.50 | .00 | .01 |
| FREEDOM RD SV B | | | 1 | 8 | -7 | -87.50 | .00 | .01 |
| GOLAN GAL SV BL | | | 1 | 5 | -4 | -80.00 | .00 | .01 |

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

ALL STATES-1/1/03 - 12/31/03

PAGE 127

| CLASS & TYPE BRAND | AGE / PROOF | RETAIL PRICE 750ml | CASE SALES | | CASES + or - | % OF + or - | % OF TYPE | |
|-----------------------|----------------|--------------------------|------------|-----------|-----------------|----------------|-----------|-----------|
| | | | This Year | Last Year | | | This Year | Last Year |
| SPY VALLEY CHRDR | | | 1 | 4 | -3 | -75.00 | .00 | .01 |
| SINNYA PINOTAGE | | | 1 | 3 | -2 | -66.67 | .00 | .00 |
| GROOTE POST CHR | | | 1 | 2 | -1 | -50.00 | .00 | .00 |
| BOEKENLOOF SYRH | | | 1 | 2 | -1 | -50.00 | .00 | .00 |
| FL D CAP CAB UF | | | 1 | 1 | | .00 | .00 | .00 |
| FL D CAP CHR UF | | | 1 | 1 | | .00 | .00 | .00 |
| GOLAN VILLAGE R | | | 1 | 1 | | .00 | .00 | .00 |
| L'AVENIR PINTGE | | | 1 | 1 | | .00 | .00 | .00 |
| NTTHS TRCKN PIN | | | 1 | 1 | | .00 | .00 | .00 |
| CASARSA CAB SAV | | | 1 | 1 | | .00 | .00 | .00 |
| CRML RICHON BLC | | | 1 | | 1 | 100.00 | .00 | .00 |
| RUB&ROTH BR EDM | | | 1 | | 1 | 100.00 | .00 | .00 |
| WARWICK BLND RS | | | 1 | | 1 | 100.00 | .00 | .00 |
| CRAWFRD KIM GRS | | | 1 | | 1 | 100.00 | .00 | .00 |
| FL D CAP MRL UF | | | 1 | | 1 | 100.00 | .00 | .00 |
| ZENITH PN NR RS | | | 1 | | 1 | 100.00 | .00 | .00 |
| DOM BOYAR CH RS | | | 1 | | 1 | 100.00 | .00 | .00 |
| WOHLMUTH CHRDN | | | 1 | | 1 | 100.00 | .00 | .00 |
| KUMEU RV MTE CH | | | 1 | | 1 | 100.00 | .00 | .00 |
| MOUNTFORD CHARD | | | 1 | | 1 | 100.00 | .00 | .00 |
| GIVON EMERALD R | | | 1 | | 1 | 100.00 | .00 | .00 |
| FELTON RD PN NR | | | 1 | | 1 | 100.00 | .00 | .00 |
| KUMEU RVR PN NR | | | 1 | | 1 | 100.00 | .00 | .00 |
| WARWICK PINOTGE | | | 1 | | 1 | 100.00 | .00 | .00 |
| CRML EM RSL RTH | | | 1 | | 1 | 100.00 | .00 | .00 |
| VILLIERA SHIRAZ | | | 1 | | 1 | 100.00 | .00 | .00 |
| MUDDY WTR PNTGE | | | 1 | | 1 | 100.00 | .00 | .00 |
| BULGARI MERLOT | | | | 77 | -77 | -100.00 | .00 | .12 |
| HICKORY RDG CHR | | | | 50 | -50 | -100.00 | .00 | .08 |
| SACRED HL MERLT | | | | 47 | -47 | -100.00 | .00 | .07 |
| SWARTLAND PNTGE | | | | 21 | -21 | -100.00 | .00 | .03 |
| NEIL ELLIS CB S | | | | 20 | -20 | -100.00 | .00 | .03 |
| MAGNOTTA VDL IC | | | | 19 | -19 | -100.00 | .00 | .03 |
| GAMLA MUS CANLI | | | | 18 | -18 | -100.00 | .00 | .03 |
| SWARTLAND MERLT | | | | 16 | -16 | -100.00 | .00 | .03 |
| CARMEL DRY RED | | | | 15 | -15 | -100.00 | .00 | .02 |
| DELHEIM VC SHRZ | | | | 14 | -14 | -100.00 | .00 | .02 |
| VOSS VYD SHIRAZ | | | | 12 | -12 | -100.00 | .00 | .02 |
| VILLIERA SV/CHN | | | | 12 | -12 | -100.00 | .00 | .02 |
| BAUER JOHAN RSL | | | | 12 | -12 | -100.00 | .00 | .02 |
| CARMEL DRY WHT | | | | 10 | -10 | -100.00 | .00 | .02 |
| RVRSDR STIR CHR | | | | 10 | -10 | -100.00 | .00 | .02 |
| NTTNAUS CAB SAV | | | | 9 | -9 | -100.00 | .00 | .01 |
| D FROST CH PLMR | | | | 9 | -9 | -100.00 | .00 | .01 |
| D FROST SV PLMR | | | | 8 | -8 | -100.00 | .00 | .01 |
| SACRD H RFMN CH | | | | 8 | -8 | -100.00 | .00 | .01 |
| NITIDA CABERNET | | | | 8 | -8 | -100.00 | .00 | .01 |
| PORCPN RDG PNTG | | | | 8 | -8 | -100.00 | .00 | .01 |
| STONELEIGH SV B | | | | 7 | -7 | -100.00 | .00 | .01 |
| NTTNAUS ST LRNT | | | | 6 | -6 | -100.00 | .00 | .01 |
| KAAPZCHT PNOTGE | | | | 6 | -6 | -100.00 | .00 | .01 |
| SOUTHN RGT PNTG | | | | 6 | -6 | -100.00 | .00 | .01 |
| BULGARI CAB SAV | | | | 6 | -6 | -100.00 | .00 | .01 |
| WOHLMUTH PN BLN | | | | 6 | -6 | -100.00 | .00 | .01 |
| NITIDA PINOTAGE | | | | 5 | -5 | -100.00 | .00 | .01 |
| KAAPZCHT CAB SV | | | | 5 | -5 | -100.00 | .00 | .01 |
| HICKORY RDG MRL | | | | 5 | -5 | -100.00 | .00 | .01 |
| VLLA MRIA CL SB | | | | 5 | -5 | -100.00 | .00 | .01 |
| LNDRDG HWKS CHR | | | | 4 | -4 | -100.00 | .00 | .01 |
| KLN CNSTA ML/CB | | | | 4 | -4 | -100.00 | .00 | .01 |
| SPY VALLEY GWRZ | | | | 4 | -4 | -100.00 | .00 | .01 |
| KLN CNSTA CB SV | | | | 4 | -4 | -100.00 | .00 | .01 |
| BELLINGHAM CAPE | | | | 3 | -3 | -100.00 | .00 | .00 |
| NTTNAUS ZWEIGLT | | | | 3 | -3 | -100.00 | .00 | .00 |
| NEDRBERG STN WH | | | | 3 | -3 | -100.00 | .00 | .00 |
| NITIDA CHARDNNY | | | | 3 | -3 | -100.00 | .00 | .00 |
| JURTS ZOBNGR RL | | | | 3 | -3 | -100.00 | .00 | .00 |
| WAIHEKE CAB/MRL | | | | 2 | -2 | -100.00 | .00 | .00 |
| GIESEN PINOT NR | | | | 2 | -2 | -100.00 | .00 | .00 |
| SOFAY SEL CAB S | | | | 2 | -2 | -100.00 | .00 | .00 |
| IMPALA MERLOT | | | | 2 | -2 | -100.00 | .00 | .00 |
| LONGRIDGE SV BL | | | | 2 | -2 | -100.00 | .00 | .00 |
| CATHEDRAL CB SV | | | | 2 | -2 | -100.00 | .00 | .00 |
| NTTNAUS VGR ABS | | | | 2 | -2 | -100.00 | .00 | .00 |
| ST DONATUS MUSK | | | | 2 | -2 | -100.00 | .00 | .00 |
| D FROST CAB SND | | | | 2 | -2 | -100.00 | .00 | .00 |
| BACKSBERG CB SV | | | | 2 | -2 | -100.00 | .00 | .00 |
| STONELEIGH CHRDR | | | | 2 | -2 | -100.00 | .00 | .00 |
| CAPE BAY PINTGE | | | | 1 | -1 | -100.00 | .00 | .00 |
| WOHLMUTH SAV BL | | | | 1 | -1 | -100.00 | .00 | .00 |
| GROOTE PST SV B | | | | 1 | -1 | -100.00 | .00 | .00 |
| WOHLMUTH GEWURZ | | | | 1 | -1 | -100.00 | .00 | .00 |
| NEDERBURG EDLRD | | | | 1 | -1 | -100.00 | .00 | .00 |
| SZENT G K BKAVR | | | | 1 | -1 | -100.00 | .00 | .00 |
| DUNA CAB SAUV | | | | 1 | -1 | -100.00 | .00 | .00 |
| L'ORMARINS FM B | | | | 1 | -1 | -100.00 | .00 | .00 |
| WOHLMUTH SEE ME | | | | 1 | -1 | -100.00 | .00 | .00 |
| NITADA MRL/CB F | | | | 1 | -1 | -100.00 | .00 | .00 |
| L'AVENIR MRL/CB | | | | 1 | -1 | -100.00 | .00 | .00 |
| GROOT CNSNTA GR | | | | 1 | -1 | -100.00 | .00 | .00 |
| KLN CNSTA SHRAZ | | | | 1 | -1 | -100.00 | .00 | .00 |
| LYNSKEY PNT NOR | | | | 1 | -1 | -100.00 | .00 | .00 |
| BELLINGHAM PNTG | | | | 1 | -1 | -100.00 | .00 | .00 |

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

ALL STATES-1/1/03 - 12/31/03

PAGE 128

| CLASS & TYPE BRAND | AGE / PROOF | RETAIL PRICE 750ml | CASE SALES | | CASES + or - | % OF + or - | % OF TYPE | |
|------------------------------------|----------------|--------------------------|------------|-----------|-----------------|----------------|-----------|-----------|
| | | | This Year | Last Year | | | This Year | Last Year |
| RUB&ROTH BRN ND VILLIERA SAV BL | | | | 1 | -1 | -100.00 | .00 | .00 |
| | | | | 1 | -1 | -100.00 | .00 | .00 |
| TOTAL IMP TABLE OTH | | | 79407 | 63264 | 16143 | 25.52 | | |
| FR CHAMPAGNE | | | | | | | | |
| MT CHAN WS X DR | | | 13484 | 14799 | -1315 | -8.89 | 28.26 | 30.26 |
| CLCQT YELLOW LBL | | | 8239 | 7241 | 998 | 13.78 | 17.27 | 14.81 |
| MT CHAN DOM PER | | | 3010 | 3102 | -92 | -2.97 | 6.31 | 6.34 |
| MT CHN NCTR IMP | | | 2999 | 3063 | -64 | -2.09 | 6.29 | 6.26 |
| MUMMS EXTRA DRY | | | 2889 | 3035 | -146 | -4.81 | 6.06 | 6.21 |
| PERRIER-JT G BR | | | 2028 | 1992 | 36 | 1.81 | 4.25 | 4.07 |
| MT CHAN BRUT IM | | | 1845 | 2208 | -363 | -16.44 | 3.87 | 4.52 |
| TATNGR BR FRNCS | | | 1455 | 1426 | 29 | 2.03 | 3.05 | 2.92 |
| P HIEDSK BRT NV | | | 1374 | 1358 | 16 | 1.18 | 2.88 | 2.78 |
| MUMMS CR RGE BR | | | 853 | 967 | -114 | -11.79 | 1.79 | 1.98 |
| MUMMS CR RGE NV | | | 794 | 872 | -78 | -8.94 | 1.66 | 1.78 |
| P HIEDSK X DRY | | | 778 | 849 | -71 | -8.36 | 1.63 | 1.74 |
| ST HILAIRE BL B | | | 691 | 593 | 98 | 16.53 | 1.45 | 1.21 |
| BOUVET BRUT | | | 516 | 664 | -148 | -22.29 | 1.08 | 1.36 |
| ROEDERER BR PRM | | | 501 | 583 | -82 | -14.07 | 1.05 | 1.19 |
| ROEDERER BRUT | | | 479 | 425 | 54 | 12.71 | 1.00 | .87 |
| ROEDERER CRISTL | | | 477 | 471 | 6 | 1.27 | 1.00 | .96 |
| PERR-JT FLR BRT | | | 423 | 505 | -82 | -16.24 | .89 | 1.03 |
| POMMERY BRT RYL | | | 352 | 210 | 142 | 67.62 | .74 | .43 |
| POL ROGR BRT NV | | | 329 | 512 | -183 | -35.74 | .69 | 1.05 |
| KRITER BR D BR | | | 281 | 283 | -2 | -.71 | .59 | .58 |
| C DE FRE BR RSV | | | 261 | 322 | -61 | -18.94 | .55 | .66 |
| GRANDIN BRUT | | | 253 | 190 | 63 | 33.16 | .53 | .39 |
| MT CHN MLSM RSE | | | 230 | 208 | 22 | 10.58 | .48 | .43 |
| MT CHAN BRT VNT | | | 223 | 223 | 0 | 100.00 | .47 | .00 |
| CLCQT BR VNT RS | | | 194 | 189 | 5 | 2.65 | .41 | .39 |
| C HDSK BRT CAVE | | | 171 | 156 | 15 | 9.62 | .36 | .32 |
| BOLLINGER CUVEE | | | 170 | 171 | -1 | -.58 | .36 | .35 |
| GRND LAURNT BRT | | | 163 | 260 | -97 | -37.31 | .34 | .53 |
| N FEIULLT B PRM | | | 145 | 116 | 29 | 25.00 | .30 | .24 |
| HEIDSK MONOPOLE | | | 134 | 81 | 53 | 65.43 | .28 | .17 |
| MARQUIS L TR BR | | | 112 | 42 | 70 | 166.67 | .23 | .09 |
| LAFITTE GRD CUV | | | 107 | 163 | -56 | -34.36 | .22 | .33 |
| J LASLLE 1ER CR | | | 102 | 68 | 34 | 50.00 | .21 | .14 |
| CLCQT L GR DAME | | | 90 | 85 | 5 | 5.88 | .19 | .17 |
| PERR-JT FLR/GLS | | | 86 | 107 | -21 | -19.63 | .18 | .22 |
| GRUET BR B D NR | | | 78 | 53 | 25 | 47.17 | .16 | .11 |
| DVL-LRY PARIS | | | 74 | 11 | 63 | 572.73 | .16 | .02 |
| DEUTZ BRUT CLSC | | | 50 | 28 | 22 | 78.57 | .10 | .06 |
| BOUVET ROSE BRT | | | 49 | 48 | 1 | 2.08 | .10 | .10 |
| MT DOM PER 2GLS | | | 48 | 4 | 44 | 1100.00 | .10 | .01 |
| PERR-JT G BR GF | | | 48 | 48 | 0 | 100.00 | .10 | .00 |
| DVL-LRY BRUT NV | | | 48 | 48 | 0 | 100.00 | .10 | .00 |
| PERR-JT BRT RSV | | | 46 | 39 | 7 | 17.95 | .10 | .08 |
| POL ROGR BR RSE | | | 41 | 15 | 26 | 173.33 | .09 | .03 |
| CLIQOT BRT RSE | | | 39 | 40 | -1 | -2.50 | .08 | .08 |
| GRUET & FILS BR | | | 39 | 26 | 13 | 50.00 | .08 | .05 |
| MT CHN WS/FLUTE | | | 39 | 39 | 0 | 100.00 | .08 | .00 |
| TATNGR BR MLSME | | | 37 | 117 | -80 | -68.38 | .08 | .24 |
| PHLP PRIE BR TD | | | 37 | 37 | 0 | 100.00 | .08 | .00 |
| CLIQOT DEMI SC | | | 36 | 27 | 9 | 33.33 | .08 | .06 |
| MONTAUDON BRUT | | | 32 | 51 | -19 | -37.25 | .07 | .10 |
| CHANDON BRUT | | | 31 | 9 | 22 | 244.44 | .06 | .02 |
| GOSSET BRT EXCL | | | 29 | 14 | 15 | 107.14 | .06 | .03 |
| TATNGR CUV ROSE | | | 28 | 31 | -3 | -9.68 | .06 | .06 |
| TATNGR CMT BLNC | | | 28 | 25 | 3 | 12.00 | .06 | .05 |
| PERR-JT BLSN RS | | | 25 | 13 | 12 | 92.31 | .05 | .03 |
| PERR-JT G BR NV | | | 22 | 31 | -9 | -29.03 | .05 | .06 |
| GOSSET GRND RSV | | | 21 | 20 | 1 | 5.00 | .04 | .04 |
| L PERRIER ROSE | | | 21 | 21 | 0 | 100.00 | .04 | .00 |
| L PERRIER RS BR | | | 20 | 8 | 12 | 150.00 | .04 | .02 |
| KRUG GRANDE CUV | | | 18 | 18 | 0 | 100.00 | .04 | .04 |
| PRR-JT FL RS BX | | | 18 | 15 | 3 | 20.00 | .04 | .03 |
| ROEDERER BRT RS | | | 17 | 28 | -11 | -39.29 | .04 | .06 |
| PAILLRD PRMR CV | | | 17 | 17 | 0 | 100.00 | .04 | .03 |
| H ABEL BRUT | | | 17 | 7 | 10 | 142.86 | .04 | .01 |
| P HIEDSK BRUT V | | | 16 | 21 | -5 | -23.81 | .03 | .04 |
| N FEIULLT B RSE | | | 16 | 8 | 8 | 100.00 | .03 | .02 |
| P HIEDSICK RARE | | | 16 | 6 | 10 | 166.67 | .03 | .01 |
| DELBECK BRUT | | | 14 | 81 | -67 | -82.72 | .03 | .17 |
| MUMMS CR RG/X D | | | 14 | 24 | -10 | -41.67 | .03 | .05 |
| LANSON B L BRUT | | | 13 | 16 | -3 | -18.75 | .03 | .03 |
| POMMERY POP | | | 13 | 8 | 5 | 62.50 | .03 | .02 |
| GRATIEN BRUT | | | 13 | 8 | 5 | 62.50 | .03 | .02 |
| DEMOISELLE BRUT | | | 12 | 29 | -17 | -58.62 | .03 | .06 |
| C HEIDSEK BRUT | | | 12 | 4 | 8 | 200.00 | .03 | .01 |
| HEIDSK MNP DMNT | | | 11 | 12 | -1 | -8.33 | .02 | .02 |
| L PERR ULTRA BR | | | 11 | 11 | 0 | 100.00 | .02 | .00 |
| BLNGR GRD ANNEE | | | 10 | 13 | -3 | -23.08 | .02 | .03 |
| DRPPIER BR CRTE | | | 10 | 1 | 9 | 900.00 | .02 | .00 |
| P HIEDSK CV SUB | | | 10 | 10 | 0 | 100.00 | .02 | .00 |
| BRICOUT BRUT RS | | | 10 | 10 | 0 | 100.00 | .02 | .00 |
| DVL-LRY VNTG 95 | | | 10 | 10 | 0 | 100.00 | .02 | .00 |
| POMMERY APANAGE | | | 10 | 10 | 0 | 100.00 | .02 | .00 |
| DVL-LRY CV 2000 | | | 10 | 10 | 0 | 100.00 | .02 | .00 |
| DEUTZ BRUT VNTG | | | 9 | 8 | 1 | 12.50 | .02 | .02 |
| N FEIULLT BL BL | | | 9 | 1 | 8 | 800.00 | .02 | .00 |

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

ALL STATES-1/1/03 - 12/31/03

PAGE 129

| CLASS & TYPE BRAND | AGE / PROOF | RETAIL PRICE 750ml | CASE SALES | | CASES + or - | % OF + or - | % OF TYPE | |
|----------------------------|----------------|--------------------------|--------------|--------------|-----------------|----------------|-----------|-----------|
| | | | This Year | Last Year | | | This Year | Last Year |
| PERRIER G SICLE | | | 9 | | 9 | 100.00 | .02 | .00 |
| KRUG BRUT | | | 9 | | 9 | 100.00 | .02 | .00 |
| MT CHAN MLMS BL | | | 8 | 259 | -251 | -96.91 | .02 | .53 |
| MUMMS DE CREMNT | | | 8 | 4 | 4 | 100.00 | .02 | .01 |
| MUMM CORDON RSE | | | 8 | | 8 | 100.00 | .02 | .00 |
| DVL-LRY RSE SGN | | | 8 | | 8 | 100.00 | .02 | .00 |
| VRANKEN MONOPLE | | | 7 | 15 | -8 | -53.33 | .01 | .03 |
| CLCQT GR DM RSE | | | 7 | 6 | 1 | 16.67 | .01 | .01 |
| PERR-JT FLER RS | | | 7 | 6 | 1 | 16.67 | .01 | .01 |
| LANSON ROSE BRT | | | 7 | | 7 | 100.00 | .01 | .00 |
| BOUCHRN CHR/ GL | | | 6 | 93 | -87 | -93.55 | .01 | .19 |
| PERR-JT FLER GF | | | 6 | 13 | -7 | -53.85 | .01 | .03 |
| LECLERE BRIANT | | | 6 | 9 | -3 | -33.33 | .01 | .02 |
| PERR-JT BLC BLC | | | 6 | 5 | 1 | 20.00 | .01 | .01 |
| GOSSET GR ROSE | | | 6 | 2 | 4 | 200.00 | .01 | .00 |
| MT CHN D PER RS | | | 5 | 12 | -7 | -58.33 | .01 | .02 |
| KRUG VINTAGE | | | 5 | 2 | 3 | 150.00 | .01 | .00 |
| C HDSK BLC MILL | | | 4 | 24 | -20 | -83.33 | .01 | .05 |
| MUMMS CUV LMTEE | | | 3 | 12 | -9 | -75.00 | .01 | .02 |
| SALON BRUT BLNC | | | 3 | 6 | -3 | -50.00 | .01 | .01 |
| KRUG BRUT VN GF | | | 3 | 4 | -1 | -25.00 | .01 | .01 |
| CHARBAUT BRUT | | | 3 | 4 | -1 | -25.00 | .01 | .01 |
| DRPPIER BL D BL | | | 3 | 2 | 1 | 50.00 | .01 | .00 |
| TATNGR CMT ROSE | | | 3 | 2 | 1 | 50.00 | .01 | .00 |
| CLCQT VR 3BT GF | | | 3 | 1 | 2 | 200.00 | .01 | .00 |
| ROEDERER CRS RS | | | 3 | 1 | 2 | 200.00 | .01 | .00 |
| DVL-LRY BL CHR | | | 3 | | 3 | 100.00 | .01 | .00 |
| DELAMOTTE BL BL | | | 2 | 7 | -5 | -71.43 | .00 | .01 |
| P HEIDSIECK JPG | | | 2 | 6 | -4 | -66.67 | .00 | .01 |
| CLCQT VR TRILGY | | | 2 | 2 | | 100.00 | .00 | .00 |
| MT CHAN BR ROSE | | | 2 | 1 | 1 | 100.00 | .00 | .00 |
| POMMERY BRT VTG | | | 1 | 4 | -3 | -75.00 | .00 | .01 |
| PHLPNT BRT RYL | | | 1 | 4 | -3 | -75.00 | .00 | .01 |
| KRUG CUVEE CMBO | | | 1 | 3 | -2 | -66.67 | .00 | .01 |
| CHARBAUT BL BL | | | 1 | 3 | -2 | -66.67 | .00 | .01 |
| C HEIDSK BR RSV | | | 1 | 1 | | 100.00 | .00 | .00 |
| LANSON G L BRUT | | | 1 | | 1 | 100.00 | .00 | .00 |
| DOM BMRD CRM BR | | | 1 | | 1 | 100.00 | .00 | .00 |
| KRUG GC GLS SET | | | 1 | | 1 | 100.00 | .00 | .00 |
| C HEIDSECK ROSE | | | 1 | | 1 | 100.00 | .00 | .00 |
| CLICQUOT BRUT NV | | | 1 | | 1 | 100.00 | .00 | .00 |
| DRPPIER CV 2000 | | | 1 | | 1 | 100.00 | .00 | .00 |
| CHNTFLEUR BL BL | | | | 24 | -24 | -100.00 | .00 | .05 |
| DRPPIER RS DMSL | | | | 22 | -22 | -100.00 | .00 | .04 |
| COLLERY CRU BRT | | | | 20 | -20 | -100.00 | .00 | .04 |
| DRPPTER G SNDRE | | | | 19 | -19 | -100.00 | .00 | .04 |
| BOLLINGER BRUT | | | | 11 | -11 | -100.00 | .00 | .02 |
| LAHERTE FRERES | | | | 9 | -9 | -100.00 | .00 | .02 |
| DEUTZ BLC D BLC | | | | 7 | -7 | -100.00 | .00 | .01 |
| PERRIER-JT EX D | | | | 6 | -6 | -100.00 | .00 | .01 |
| JANISSON BRUT | | | | 3 | -3 | -100.00 | .00 | .01 |
| CHANSN SEL BL B | | | | 3 | -3 | -100.00 | .00 | .01 |
| BOLLINGER RD | | | | 3 | -3 | -100.00 | .00 | .01 |
| POL ROGR WINSTN | | | | 2 | -2 | -100.00 | .00 | .00 |
| P HIEDSICK ROSE | | | | 1 | -1 | -100.00 | .00 | .00 |
| POMMERY LSE RSE | | | | 1 | -1 | -100.00 | .00 | .00 |
| CLCQT YELLW/MGC | | | | 1 | -1 | -100.00 | .00 | .00 |
| ROEDERER BLC BL | | | | 1 | -1 | -100.00 | .00 | .00 |
| PERR-JT BLL EPQ | | | | 1 | -1 | -100.00 | .00 | .00 |
| P HIEDSK B 2000 | | | | 1 | -1 | -100.00 | .00 | .00 |
| TOTAL FR CHAMPAGNE | | | 47708 | 48899 | -1191 | -2.44 | | |
| FR SPKLNQ OTH | | | | | | | | |
| ST HILAIRE SPKL | | | 1930 | 1743 | 187 | 10.73 | 45.85 | 41.81 |
| ST HILAIRE X DR | | | 616 | 485 | 131 | 27.01 | 14.64 | 11.63 |
| BOUCHERON BL BL | | | 496 | 665 | -169 | -25.41 | 11.78 | 15.95 |
| TROCADERO BRUT | | | 337 | 453 | -116 | -25.61 | 8.01 | 10.87 |
| BRUT D'ARGENT | | | 250 | 520 | -270 | -51.92 | 5.94 | 12.47 |
| ST GERMAIN BRUT | | | 244 | | 244 | 100.00 | 5.80 | .00 |
| VERNAY BLC D BL | | | 127 | 135 | -8 | -5.93 | 3.02 | 3.24 |
| CARLTON PEACH | | | 65 | 47 | 18 | 38.30 | 1.54 | 1.13 |
| RISQUE ANCSRLE | | | 38 | | 38 | 100.00 | .90 | .00 |
| BOUVET SAPHIR | | | 19 | 20 | -1 | -5.00 | .45 | .48 |
| BOUVET SPHR/RSE | | | 16 | 9 | 7 | 77.78 | .38 | .22 |
| P RGR W CHRCHLL | | | 15 | 6 | 9 | 150.00 | .36 | .14 |
| SCHLMBRG VNA BR | | | 12 | | 12 | 100.00 | .29 | .00 |
| FEUILLT BRT CUV | | | 10 | 3 | 7 | 233.33 | .24 | .07 |
| POL ROGR BR CHR | | | 9 | 7 | 2 | 28.57 | .21 | .17 |
| VARICHON BL BL | | | 7 | 11 | -4 | -36.36 | .17 | .26 |
| P DELANE BLC NR | | | 6 | 8 | -2 | -25.00 | .14 | .19 |
| ALEXANDRE BRUT | | | 5 | 8 | -2 | -25.00 | .14 | .19 |
| C FERRE BR CV JL | | | 5 | | 5 | 100.00 | .12 | .00 |
| FEUILLAT BR RSE | | | 1 | 29 | -28 | -96.55 | .02 | .70 |
| BRUT DE PECHE | | | 1 | 16 | -16 | -100.00 | .00 | .38 |
| LE PROPRIETAIRE | | | | 2 | -2 | -100.00 | .00 | .05 |
| FEUILLT CV PALM | | | | 1 | -1 | -100.00 | .00 | .02 |
| FEUILLT BR PREM | | | | 1 | -1 | -100.00 | .00 | .02 |
| TOTAL FR SPKLNQ OTH | | | 4209 | 4169 | 40 | .96 | | |
| GRM SPARKLING | | | | | | | | |
| HENKELL TROCKEN | | | 279 | 81 | 198 | 244.44 | 100.00 | 91.01 |

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

ALL STATES-1/1/03 - 12/31/03

PAGE 130

| CLASS & TYPE BRAND | AGE / PROOF | RETAIL PRICE 750ml | CASE SALES | | CASES + or - | % OF + or - | % OF TYPE | | |
|----------------------------|----------------|--------------------------|--------------|--------------|-----------------|----------------|-----------|-----------|------|
| | | | This Year | Last Year | | | This Year | Last Year | |
| SOHNE BL BT RSL | | | | | 5 | -5 | -100.00 | .00 | 5.62 |
| BLUE NUN SP SEL | | | | | 2 | -2 | -100.00 | .00 | 2.25 |
| HOCHRGL ART LBL | | | | | 1 | -1 | -100.00 | .00 | 1.12 |
| TOTAL GRM SPARKLING | | | 279 | 89 | 190 | 213.48 | | | |
| ITL SPARKLING | | | | | | | | | |
| M RSSI ASTI SPM | | | 56918 | 55560 | 1358 | 2.44 | 60.67 | 58.29 | |
| PIO ASTE SPMTE | | | 11920 | 11668 | 252 | 2.16 | 12.71 | 12.24 | |
| M RSSI ASTI GFT | | | 5663 | 6641 | -978 | -14.73 | 6.04 | 6.97 | |
| M RSSI ASTI/GLS | | | 4078 | 5011 | -933 | -18.62 | 4.35 | 5.26 | |
| TOSTI ASTI SPUM | | | 3348 | 3588 | -240 | -6.69 | 3.57 | 3.76 | |
| SPATOLA ASTI SP | | | 2461 | 2656 | -195 | -7.34 | 2.62 | 2.79 | |
| NANDO ASTI SPUM | | | 2199 | 3100 | -901 | -29.06 | 2.34 | 3.25 | |
| RIUNITE SPUMNTE | | | 1025 | 1112 | -86 | -7.73 | 1.09 | 1.17 | |
| ZARDITO PRSC BR | | | 828 | 451 | 377 | 83.59 | .88 | .47 | |
| MONDORO ASTI SP | | | 614 | 293 | 321 | 109.56 | .65 | .31 | |
| CELLA SPUMANTE | | | 515 | 2 | 513 | ***** | .55 | .00 | |
| LUNA LNA CH/GRG | | | 502 | 523 | -21 | -4.02 | .54 | .55 | |
| TOSTI PNT GRGIO | | | 420 | 34 | 386 | 1135.29 | .45 | .04 | |
| R RGL BRCHTO AQ | | | 298 | 186 | 112 | 60.22 | .32 | .20 | |
| PROSECCO CNG BR | | | 292 | 93 | 199 | 213.98 | .31 | .10 | |
| MOLETTO PROSCCO | | | 244 | | 244 | 100.00 | .26 | .00 | |
| M RSSI ASTI 2PK | | | 233 | 116 | 117 | 100.86 | .25 | .12 | |
| MEZZCRNA ROTARI | | | 221 | 277 | -56 | -20.22 | .24 | .29 | |
| MEZZ ROTARI ART | | | 221 | 102 | 119 | 116.67 | .24 | .11 | |
| MARWOOD BRUT | | | 215 | 642 | -427 | -66.51 | .23 | .67 | |
| SANTINI ASTI SP | | | 203 | 212 | -9 | -4.25 | .22 | .22 | |
| M RSSI ASTI/CHM | | | 193 | | 193 | 100.00 | .21 | .00 | |
| BARTENURA AS SP | | | 145 | 113 | 32 | 28.32 | .15 | .12 | |
| BELLINI CANELLA | | | 116 | 24 | 92 | 383.33 | .12 | .03 | |
| CANDONI PROSCCO | | | 111 | | 111 | 100.00 | .12 | .00 | |
| V SPNLI AST SPM | | | 97 | 111 | -14 | -12.61 | .10 | .12 | |
| FOLNARI AST SP | | | 91 | 148 | -57 | -38.51 | .10 | .16 | |
| MIONETTO PRSECO | | | 75 | | 75 | 100.00 | .08 | .00 | |
| BURTI WILD BRRY | | | 67 | 302 | -235 | -77.81 | .07 | .32 | |
| BURTI LA ROSE | | | 62 | 320 | -258 | -80.63 | .07 | .34 | |
| MIONTTO XD PRSC | | | 58 | 121 | -63 | -52.07 | .06 | .13 | |
| BURTI PESCA | | | 54 | 317 | -263 | -82.97 | .06 | .33 | |
| BISOL PROSECCO | | | 49 | 49 | | 100.00 | .05 | .05 | |
| BATASIOLO MC AS | | | 44 | 27 | 17 | 62.96 | .05 | .03 | |
| M RSSI ASTI 4PK | | | 44 | | 44 | 100.00 | .05 | .00 | |
| MIONTTO XD SRGO | | | 42 | 18 | 24 | 133.33 | .04 | .02 | |
| FERRARI BRUT | | | 26 | 26 | | 100.00 | .03 | .03 | |
| RASHI ASTI SPUM | | | 21 | 15 | 6 | 40.00 | .02 | .02 | |
| VERDI SPUMANTE | | | 18 | | 18 | 100.00 | .02 | .00 | |
| BURTI SANGRIA | | | 17 | 255 | -238 | -93.33 | .02 | .27 | |
| CA BNCA BRB AST | | | 16 | | 16 | 100.00 | .02 | .00 | |
| V BANFI CHMP BR | | | 12 | 4 | 8 | 200.00 | .01 | .00 | |
| BURTI DOLCE NTT | | | 11 | 77 | -66 | -85.71 | .01 | .08 | |
| CINZANO ASTI SP | | | 10 | 562 | -552 | -98.22 | .01 | .59 | |
| C D MDCI LMBRSC | | | 5 | 28 | -23 | -82.14 | .01 | .03 | |
| V BANFI BRUT VV | | | 5 | 24 | -19 | -79.17 | .01 | .03 | |
| BARTENURA BOSCA | | | 5 | 5 | | 100.00 | .01 | .01 | |
| BURTI FRAGOLA | | | 2 | 144 | -142 | -98.61 | .00 | .15 | |
| CELLA ASTI SPMT | | | 2 | 103 | -102 | -99.03 | .00 | .11 | |
| TOSTI BRCHTO AQ | | | 1 | | 1 | 100.00 | .00 | .00 | |
| KAV 1901 | | | | 98 | -98 | -100.00 | .00 | .10 | |
| FNTFRDDA AST SP | | | | 40 | -40 | -100.00 | .00 | .04 | |
| ZONIN ASTI SPUM | | | | 36 | -36 | -100.00 | .00 | .04 | |
| MEZZ ROTARI/DBL | | | | 23 | -23 | -100.00 | .00 | .02 | |
| BERA MSCO ASTI | | | | 12 | -12 | -100.00 | .00 | .01 | |
| TOSTI SPMN GOLD | | | | 10 | -10 | -100.00 | .00 | .01 | |
| CALISSNO AST SP | | | | 9 | -9 | -100.00 | .00 | .01 | |
| GALA 2000 ASTI | | | | 9 | -9 | -100.00 | .00 | .01 | |
| MEZZ ROTARI/SGL | | | | 7 | -7 | -100.00 | .00 | .01 | |
| M RSSI ASTI PCK | | | | 4 | -4 | -100.00 | .00 | .00 | |
| BERTANI REC VLP | | | | 4 | -4 | -100.00 | .00 | .00 | |
| BOSCA HRTG SPUM | | | | 3 | -3 | -100.00 | .00 | .00 | |
| BLLNDA PRSC BRT | | | | 2 | -2 | -100.00 | .00 | .00 | |
| CA D BOSCO BRUT | | | | 2 | -2 | -100.00 | .00 | .00 | |
| GIACOSA SPM BRT | | | | 1 | -1 | -100.00 | .00 | .00 | |
| FOSS MARAI PRSC | | | | 1 | -1 | -100.00 | .00 | .00 | |
| LETRARI BRUT RS | | | | 1 | -1 | -100.00 | .00 | .00 | |
| BRUNO ROSE CVEE | | | | 1 | -1 | -100.00 | .00 | .00 | |
| TOTAL ITL SPARKLING | | | 93817 | 95324 | -1507 | -1.58 | | | |
| SPANISH SPKLN | | | | | | | | | |
| FREXNT CR NG BR | | | 20472 | 18925 | 1547 | 8.17 | 53.45 | 52.20 | |
| FRX CRDN NG X D | | | 5954 | 5534 | 420 | 7.59 | 15.54 | 15.27 | |
| FRX CR NG MTHDE | | | 2608 | 2381 | 227 | 9.53 | 6.81 | 6.57 | |
| FRX CRT NVD BRT | | | 2435 | 2124 | 311 | 14.64 | 6.36 | 5.86 | |
| FREIXNT SMI SEC | | | 1476 | 1289 | 187 | 14.51 | 3.85 | 3.56 | |
| CRSTLNO BRT CVA | | | 1215 | 1095 | 120 | 10.96 | 3.17 | 3.02 | |
| FRX BRUT NATURE | | | 944 | 922 | 22 | 2.39 | 2.46 | 2.54 | |
| FREIXNT SPUMNTE | | | 429 | 685 | -256 | -37.37 | 1.12 | 1.89 | |
| PAUL CHEN BL BL | | | 424 | 788 | -364 | -46.19 | 1.11 | 2.17 | |
| SGURA VDS BR RS | | | 342 | 282 | 60 | 21.28 | .89 | .78 | |
| SEGUERA ARIA BRT | | | 316 | 257 | 59 | 22.96 | .83 | .71 | |
| SGURA VDS RS HR | | | 293 | 262 | 31 | 11.83 | .76 | .72 | |
| CODORNIU BRUT | | | 239 | 516 | -277 | -53.68 | .62 | 1.42 | |
| MONTSRRA CVA BR | | | 226 | 198 | 28 | 14.14 | .59 | .55 | |

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

ALL STATES-1/1/03 - 12/31/03

PAGE 131

| CLASS & TYPE BRAND | AGE / PROOF | RETAIL PRICE 750ml | CASE SALES | | CASES + or - | % OF + or - | % OF TYPE | |
|----------------------------|----------------|--------------------------|-----------------|-----------------|-----------------|----------------|-----------|-----------|
| | | | This Year | Last Year | | | This Year | Last Year |
| FREIXNT SMI DRY | | | 183 | 173 | 10 | 5.78 | .48 | .48 |
| FREXNT BRT NOIR | | | 149 | 308 | -159 | -51.62 | .39 | .85 |
| MONT-MARCEL BRT | | | 143 | 130 | 13 | 10.00 | .37 | .36 |
| CDRNU CVA HRNCA | | | 113 | | 113 | 100.00 | .30 | .00 |
| CDRNU CV RVNTOS | | | 78 | 100 | -22 | -22.00 | .20 | .28 |
| SARDA CAVA BRUT | | | 69 | 29 | 36 | 124.14 | .17 | .08 |
| CRSTLNO BRT RSE | | | 55 | | 55 | 100.00 | .14 | .00 |
| FREXNT BR BL BL | | | 48 | 88 | -40 | -45.45 | .13 | .24 |
| XENIUS BRUT | | | 36 | 33 | 3 | 9.09 | .09 | .09 |
| PAUL CHEN BONUS | | | 28 | 18 | 10 | 55.56 | .07 | .05 |
| MARQUS D GELIDA | | | 25 | 13 | 12 | 92.31 | .07 | .04 |
| M MNSTR L CVA BR | | | 6 | | 6 | 100.00 | .02 | .00 |
| M MNSTR L MM CVA | | | 1 | 27 | -26 | -96.30 | .00 | .07 |
| FREXNET EST BRT | | | | 26 | -26 | -100.00 | .00 | .07 |
| SUMARROCA EX BR | | | | 25 | -25 | -100.00 | .00 | .07 |
| RONDEL CAVA BRT | | | | 22 | -22 | -100.00 | .00 | .06 |
| SEGURA ARIA X D | | | | 2 | -2 | -100.00 | .00 | .01 |
| TOTAL SPANISH | SPKLN | | 38303 | 36252 | 2051 | 5.66 | | |
| IM SPKNG OTH | | | | | | | | |
| CHANDN BR FRSCO | | | 1418 | 1441 | -23 | -1.60 | 46.63 | 40.91 |
| SEAVIEW BRUT | | | 693 | 838 | -145 | -17.30 | 22.79 | 23.79 |
| CHNDN FRSCO PRL | | | 540 | 757 | -217 | -28.67 | 17.76 | 21.49 |
| BANROCK STN CHR | | | 115 | 271 | -156 | -57.56 | 3.78 | 7.69 |
| KRIMSKOYE RED | | | 59 | 41 | 18 | 43.90 | 1.94 | 1.16 |
| ALKOOMI SPK SHZ | | | 58 | | 58 | 100.00 | 1.91 | .00 |
| G NORMAN CHR/PN | | | 54 | 64 | -10 | -15.63 | 1.78 | 1.82 |
| KRIMSKOYE WHITE | | | 29 | 24 | 5 | 20.83 | .95 | .68 |
| SOVIET WH S-SWT | | | 28 | 6 | 22 | 366.67 | .92 | .17 |
| RSMNT KRRI BL LI | | | 25 | 21 | 4 | 19.05 | .82 | .60 |
| MCGUIGN SPK SHZ | | | 9 | | 9 | 100.00 | .30 | .00 |
| SEPPELT SALINGR | | | 6 | | 6 | 100.00 | .20 | .00 |
| CARMEL BLC BLC | | | 4 | | 4 | 100.00 | .13 | .00 |
| CARRINGTON BRUT | | | 1 | 23 | -22 | -95.65 | .03 | .65 |
| SEPPELT HR SHRZ | | | 1 | | 1 | 100.00 | .03 | .00 |
| TALTARNI BRUT | | | 1 | | 1 | 100.00 | .03 | .00 |
| CARRINGTON X BR | | | | 13 | -13 | -100.00 | .00 | .37 |
| SARDA CAVA BRUT | | | | 10 | -10 | -100.00 | .00 | .28 |
| SEPPLT SPKL SHZ | | | | 6 | -6 | -100.00 | .00 | .17 |
| WOLF BLASS BRUT | | | | 3 | -3 | -100.00 | .00 | .09 |
| HRDY NH CHR BRT | | | | 3 | -3 | -100.00 | .00 | .09 |
| CRICOVA BR 2000 | | | | 1 | -1 | -100.00 | .00 | .03 |
| TOTAL IM SPKNG OTH | | | 3041 | 3522 | -481 | -13.66 | | |
| IMP COOLERS | | | | | | | | |
| LIMONESCO | | | 10 | 102 | -92 | -90.20 | 100.00 | 100.00 |
| TOTAL IMP COOLERS | | | 10 | 102 | -92 | -90.20 | | |
| IMP VRMTH DRY | | | | | | | | |
| MRTNI RSSI X DR | | | 35210 | 33561 | 1649 | 4.91 | 65.22 | 63.65 |
| STOCK | | | 10474 | 10128 | 346 | 3.42 | 19.40 | 19.21 |
| NOLLY PRAT X DR | | | 5892 | 5859 | 33 | .56 | 10.91 | 11.11 |
| SPATOLA | | | 1414 | 1817 | -403 | -22.18 | 2.62 | 3.45 |
| CINZANO | | | 724 | 1136 | -412 | -36.27 | 1.34 | 2.15 |
| J BOISSIERE | | | 79 | 61 | 18 | 29.51 | .15 | .12 |
| CINZANO BIANCO | | | 66 | 76 | -10 | -13.16 | .12 | .14 |
| TOSTI | | | 55 | 37 | 18 | 48.65 | .10 | .07 |
| SANTINI | | | 32 | 8 | 24 | 300.00 | .06 | .02 |
| MTNI RSSI ON-PK | | | 21 | 32 | -11 | -34.38 | .04 | .06 |
| CARPANO PNT MES | | | 18 | 12 | 6 | 50.00 | .03 | .02 |
| TOTAL IMP VRMTH DRY | | | 53985 | 52727 | 1258 | 2.39 | | |
| IMP VRMTH SWT | | | | | | | | |
| MARTINI ROSSI | | | 38535 | 37151 | 1384 | 3.73 | 68.29 | 67.26 |
| STOCK | | | 12831 | 11950 | 881 | 7.37 | 22.74 | 21.64 |
| SPATOLA | | | 2434 | 2898 | -464 | -16.01 | 4.31 | 5.25 |
| NOLLY PRAT | | | 1056 | 1138 | -82 | -7.21 | 1.87 | 2.06 |
| CINZANO | | | 946 | 1600 | -654 | -40.88 | 1.68 | 2.90 |
| MRTNI RSSI BNCO | | | 407 | 396 | 11 | 2.78 | .72 | .72 |
| TOSTI | | | 78 | 39 | 39 | 100.00 | .14 | .07 |
| MTNI RSSI ON-PK | | | 48 | 29 | 19 | 65.52 | .09 | .05 |
| J BOISSIERE | | | 47 | 26 | 21 | 80.77 | .08 | .05 |
| SANTINI | | | 43 | 5 | 38 | 760.00 | .08 | .01 |
| CARPANO ANTICA | 32 | | | 2 | -2 | -100.00 | .00 | .00 |
| TOTAL IMP VRMTH SWT | | | 56425 | 55234 | 1191 | 2.16 | | |
| GRAND TOTAL | | | 11659434 | 11195063 | | | | |

