



BRANDY/COGNAC CLASS REPORT FIRST QUARTER 2017

.....

Beverage Alcohol Case Sales Report

National Alcohol Beverage Control Association, Inc.
4401 Ford Avenue, Suite 700 Alexandria, VA 22302-1433
Tel: 703.578.4200 • Fax: 703.820.3551 • www.nabca.org

The material contained herein may not be copied, duplicated or used by any person, firm or organization, in whole or in part, except by express approval from the National Alcohol Beverage Control Association, Inc.

Copyright © 2017, by NABCA

NABCA CLASS REPORT

FIRST QUARTER 2017				BRANDY/COGNAC							PAGE 1	
BRAND	Rank	Share of Market Last 12 Months		Last 12 Months This Year	Last 12 Months Prior Year	+ or -	This Year to Date	Last Year to Date	+ or -	Current Quarter This Year	Current Quarter Last Year	+ or -
		This Year	Prior Year									
ALL STATES DISTILLED SPIRITS			D. S.	46402733	45311417	2.41	10571601	10362477	2.02	10571601	10362477	2.02
BRANDY/COGNAC		6.14	5.80	2849349	2626244	8.50	717588	669101	7.25	717588	669101	7.25
HENNESSY V S	1	25.04	21.98	713549	577327	23.60	189892	156286	21.50	189892	156286	21.50
P MSSN GRD AMBR	2	11.87	12.25	338175	321845	5.07	83949	81846	2.57	83949	81846	2.57
E & J	3	9.17	10.28	261404	269933	3.16-	63893	65623	2.64-	63893	65623	2.64-
C BROS VS	4	6.28	6.76	178904	177649	.71	43239	42813	1.00	43239	42813	1.00
E & J VSOP	5	5.85	6.42	166581	168592	1.19-	41542	41615	.18-	41542	41615	.18-
ALLENS	6	3.52	3.92	100327	102980	2.58-	23364	23530	.71-	23364	23530	.71-
REMY MRTN VSOP	7	3.25	3.46	92581	90776	1.99	23387	23397	.04-	23387	23397	.04-
COURVOISIER V S	8	3.13	3.26	89139	85701	4.01	21534	21368	.78	21534	21368	.78
E & J APPLE	9	2.63	.86	74806	22630	230.56	19171	13476	42.26	19171	13476	42.26
P MSSN GA PEACH	10	2.51	3.14	71406	82403	13.35-	17038	19760	13.78-	17038	19760	13.78-
P MASSN GA VSOP	11	2.10	2.31	59978	60694	1.18-	14874	14801	.49	14874	14801	.49
E & J XO	12	1.57	1.63	44653	42910	4.06	11116	10607	4.80	11116	10607	4.80
R MRTN 1738 RYL	13	1.56	1.70	44586	44769	.41-	10912	11293	3.37-	10912	11293	3.37-
SALIGNAC V S	14	1.15	.92	32887	24045	36.77	9356	6593	41.91	9356	6593	41.91
HENNSY VS HSTRC	15	1.06	.96	30063	25150	19.53	7291	6164	18.28	7291	6164	18.28
MARTELL VS	16	.98	1.15	27902	30275	7.84-	6502	7602	14.47-	6502	7602	14.47-
JACQUIN BLKBRY	17	.95	1.07	27019	27979	3.43-	7046	7438	5.27-	7046	7438	5.27-
HENNESSY PRVLGE	18	.85	.72	24088	18918	27.33	5826	4766	22.24	5826	4766	22.24
JACQUIN GINGER	19	.78	.87	22206	22752	2.40-	5912	5967	.92-	5912	5967	.92-
ST RMY NAP VSOP	20	.65	.75	18552	19798	6.29-	4423	4547	2.73-	4423	4547	2.73-
MR BOSTON	21	.63	.70	17860	18426	3.07-	4310	4482	3.84-	4310	4482	3.84-
LEROUX JEZYNOWK	22	.61	.69	17275	18101	4.56-	4346	4558	4.65-	4346	4558	4.65-
D'USSE VSOP	23	.58	.47	16637	12462	33.50	4792	3474	37.94	4792	3474	37.94
REMY MARTIN V	24	.56	.67	15837	17657	10.31-	4280	4107	4.21	4280	4107	4.21
HENNESSY BLACK	25	.55	.53	15654	13823	13.25	4151	3567	16.37	4151	3567	16.37
MR BOSTON	26	.53	.54	15198	14169	7.26	3691	3437	7.39	3691	3437	7.39
MEUKOW VS	27	.50	.43	14117	11356	24.31	3219	2982	7.95	3219	2982	7.95
CORONET VSQ	28	.49	.61	14028	15946	12.03-	3447	3742	7.88-	3447	3742	7.88-
P MSSN GA R BRY	29	.48	.39	13593	10279	32.24	2990	5081	41.15-	2990	5081	41.15-
R M VSOP FSK BT	30	.42	.54	12000	14091	14.84-	2811	3469	18.97-	2811	3469	18.97-
PARAMNT BLKBRY	31	.39	.45	11225	11739	4.38-	2884	3065	5.91-	2884	3065	5.91-
ANSAC V S	32	.35	.38	9996	9866	1.32	2574	2508	2.63	2574	2508	2.63
C BROS FROST WH	33	.34	.41	9750	10849	10.13-	2225	2504	11.14-	2225	2504	11.14-
KORBEL	34	.34	.40	9671	10537	8.22-	2207	2399	8.00-	2207	2399	8.00-
C BRO APPLE	35	.33	.02	9509	613	1451.22	2691	609	341.87	2691	609	341.87
JACQUIN APRICOT	36	.32	.39	9207	10345	11.00-	2047	2509	18.41-	2047	2509	18.41-
ARROW BLACKBRY	37	.31	.35	8921	9149	2.49-	2206	2273	2.95-	2206	2273	2.95-
CHRISTIAN B PCH	38	.31	.41	8748	10831	19.23-	2246	2674	16.01-	2246	2674	16.01-
HARTLEY	39	.30	.32	8532	8474	.68	2039	2018	1.04	2039	2018	1.04
C BROS VSOP	40	.28	.34	7889	8841	10.77-	1832	1982	7.57-	1832	1982	7.57-
COURVOISIER VSOP	41	.27	.27	7684	7221	6.41	1899	1734	9.52	1899	1734	9.52
ARROW COFFEE	42	.24	.26	6798	6948	2.16-	1643	1494	9.97	1643	1494	9.97
P MSSN GA PNAPL	43	.23	.00	6522	0	.00	3127	0	.00	3127	0	.00
MR BOSTON	44	.22	.24	6339	6304	.56	1508	1501	.47	1508	1501	.47
P MSSN GA APPLE	45	.22	.00	6131	0	.00	2432	0	.00	2432	0	.00
MOHAWK BLKBRY	46	.20	.23	5676	6046	6.12-	1421	1501	5.33-	1421	1501	5.33-
DEKUYPER	47	.19	.21	5443	5527	1.52-	1370	1347	1.71	1370	1347	1.71
P DOMEQ PRESNT	48	.18	.18	5168	4806	7.53	1226	1164	5.33	1226	1164	5.33
ARROW GINGER	49	.17	.19	4909	5083	3.42-	1280	1225	4.49	1280	1225	4.49
GOLD CROWN	50	.17	.19	4879	5022	2.85-	1114	1132	1.59-	1114	1132	1.59-

NABCA CLASS REPORT

FIRST QUARTER 2017			BRANDY/COGNAC						PAGE 2			
BRAND	Rank	Share of Market Last 12 Months		Last 12 Months This Year	Last 12 Months Prior Year	+ or -	This Year to Date	Last Year to Date	+ or -	Current Quarter This Year	Current Quarter Last Year	+ or -
		This Year	Prior Year									
MONARCH	51	.15	.17	4143	4384	5.50-	998	1050	4.95-	998	1050	4.95-
PARAMNT APRICOT	52	.14	.18	4121	4677	11.89-	965	1111	13.14-	965	1111	13.14-
RAYNAL VSOP NAP	53	.14	.17	4001	4417	9.42-	949	1016	6.59-	949	1016	6.59-
LAIRD APPLEJACK	54	.12	.15	3526	4028	12.46-	771	868	11.18-	771	868	11.18-
JACQUIN PEACH	55	.10	.13	2950	3374	12.57-	720	695	3.60	720	695	3.60
E & J SPCL RSRV	56	.10	.12	2938	3282	10.48-	630	716	12.01-	630	716	12.01-
ARROW APRICOT	57	.10	.12	2918	3172	8.01-	659	706	6.66-	659	706	6.66-
HENSY VS/50VSOP	58	.10	.09	2772	2290	21.05	1078	193	458.55	1078	193	458.55
ARROW BLK TO GO	59	.07	.09	2077	2434	14.67-	508	550	7.64-	508	550	7.64-
HENSY VS SCOTT	60	.07	.00	1973	0	.00	62	0	.00	62	0	.00
H W BLKBRY 70	61	.07	.07	1896	1966	3.56-	491	480	2.29	491	480	2.29
MR BOSTON	62	.07	.08	1866	1975	5.52-	435	470	7.45-	435	470	7.45-
R MT VSOP/50ML	63	.06	.02	1829	638	186.68	981	612	60.29	981	612	60.29
C BROS XO RARE	64	.06	.07	1800	1944	7.41-	394	395	.25-	394	395	.25-
R MRT VSOP/1738	65	.06	.04	1770	1170	51.28	0	238	100.00-	0	238	100.00-
MOHAWK GINGER	66	.06	.07	1730	1844	6.18-	457	471	2.97-	457	471	2.97-
LEROUX	67	.06	.07	1672	1750	4.46-	404	452	10.62-	404	452	10.62-
CRVSR VS/50M VS	68	.06	.14	1654	3684	55.10-	765	722	5.96	765	722	5.96
MARTELL VSOP	69	.06	.05	1619	1383	17.06	454	338	34.32	454	338	34.32
DEKUYPER	70	.06	.07	1612	1823	11.57-	385	455	15.38-	385	455	15.38-
PARAMOUNT CHRRY	71	.05	.06	1552	1681	7.67-	360	399	9.77-	360	399	9.77-
DEKUYPER	72	.05	.06	1489	1604	7.17-	335	397	15.62-	335	397	15.62-
JENKINS VSOP	73	.05	.06	1459	1646	11.36-	292	331	11.78-	292	331	11.78-
H W COF BRDY 70	74	.05	.05	1375	1418	3.03-	304	290	4.83	304	290	4.83
LEJON	75	.05	.06	1337	1472	9.17-	330	350	5.71-	330	350	5.71-
R MRTN VSOP/GLS	76	.05	.05	1326	1259	5.32	168	50	236.00	168	50	236.00
ARROW CHERRY	77	.05	.05	1323	1293	2.32	307	307	.00	307	307	.00
MR BOSTON WILD	78	.04	.06	1281	1506	14.94-	310	328	5.49-	310	328	5.49-
ASBACH URLT GRM	79	.04	.05	1257	1216	3.37	269	284	5.28-	269	284	5.28-
MRTL VS/50AVION	80	.04	.00	1241	0	.00	785	0	.00	785	0	.00
HENNESSY X O	81	.04	.04	1232	1001	23.08	255	231	10.39	255	231	10.39
HARTLY APL VSOP	82	.04	.00	1232	0	.00	206	0	.00	206	0	.00
R MRTN XO EXCEL	83	.04	.04	1198	1105	8.42	263	248	6.05	263	248	6.05
HENNESSY MST BL	84	.04	.00	1155	0	.00	476	0	.00	476	0	.00
POTTERS	85	.04	.04	1154	1130	2.12	286	289	1.04-	286	289	1.04-
CONJURE	86	.04	.05	1150	1255	8.37-	250	384	34.90-	250	384	34.90-
JACQUES BONET	87	.04	.04	1147	1106	3.71	271	241	12.45	271	241	12.45
P MSN GA VS PET	88	.04	.00	1147	0	.00	629	0	.00	629	0	.00
PARAMT PEACH 75	89	.04	.05	1073	1204	10.88-	231	281	17.79-	231	281	17.79-
LEROUX	90	.04	.04	1020	1021	.10-	226	233	3.00-	226	233	3.00-
ST REMY NPLN XO	91	.04	.04	998	1054	5.31-	228	234	2.56-	228	234	2.56-
BISTRA SLIVVTZ	92	.03	.03	975	915	6.56	257	208	23.56	257	208	23.56
CRVSR VS/SNF GL	93	.03	.04	926	1038	10.79-	42	48	12.50-	42	48	12.50-
MACCHU PISCO	94	.03	.03	912	860	6.05	212	199	6.53	212	199	6.53
MARTELL CR BLEU	95	.03	.03	890	886	.45	236	247	4.45-	236	247	4.45-
STOCK 84	96	.03	.04	858	1040	17.50-	204	248	17.74-	204	248	17.74-
KORBEL X SMOOTH	97	.03	.04	838	996	15.86-	159	218	27.06-	159	218	27.06-
CAPEL PISCO RSV	98	.03	.03	812	796	2.01	189	174	8.62	189	174	8.62
NEWPORT	99	.03	.03	769	760	1.18	175	168	4.17	175	168	4.17
METAXA 5 ST GRK	100	.03	.03	743	901	17.54-	168	214	21.50-	168	214	21.50-

NABCA CLASS REPORT

FIRST QUARTER 2017				BRANDY/COGNAC						PAGE 3		
BRAND	Rank	Share of Market Last 12 Months		Last 12 Months This Year	Last 12 Months Prior Year	+ or -	This Year to Date	Last Year to Date	+ or -	Current Quarter This Year	Current Quarter Last Year	+ or -
		This Year	Prior Year									
ALABAMA - D.S.				2471275	2419133	2.16	590596	581485	1.57	590596	581485	1.57
BRANDY/COGNAC		6.93	6.40	171274	154932	10.55	44749	40762	9.78	44749	40762	9.78
P MSSN GRD AMBR	1	28.84	29.39	49402	45541	8.48	12866	12160	5.81	12866	12160	5.81
HENNESSY V S	2	20.18	16.74	34559	25936	33.25	9279	7172	29.38	9279	7172	29.38
P MSSN GA PEACH	3	8.27	9.83	14164	15229	6.99-	3388	3857	12.16-	3388	3857	12.16-
P MASSN GA VSOP	4	6.73	8.02	11534	12426	7.18-	2981	3003	.73-	2981	3003	.73-
E & J	5	6.48	7.44	11101	11527	3.70-	2714	2851	4.81-	2714	2851	4.81-
E & J VSOP	6	6.17	7.43	10570	11518	8.23-	2679	2778	3.56-	2679	2778	3.56-
REMY MRTN VSOP	7	3.53	3.88	6050	6013	.62	1573	1586	.82-	1573	1586	.82-
E & J APPLE	8	2.75	.86	4708	1325	255.32	1158	809	43.14	1158	809	43.14
COURVOISIER V S	9	2.75	3.07	4707	4763	1.18-	1183	1267	6.63-	1183	1267	6.63-
C BROS VS	10	2.50	2.84	4284	4407	2.79-	1045	1063	1.69-	1045	1063	1.69-
E & J XO	11	1.69	1.93	2888	2996	3.60-	731	749	2.40-	731	749	2.40-
P MSSN GA R BRY	12	1.37	1.37	2339	2127	9.97	489	813	39.85-	489	813	39.85-
R MRTN 1738 RYL	13	1.27	1.29	2175	2002	8.64	545	569	4.22-	545	569	4.22-
HENNESSY BLACK	14	.70	.66	1201	1016	18.21	324	285	13.68	324	285	13.68
P MSSN GA APPLE	15	.68	.00	1169	0	.00	774	0	.00	774	0	.00
HENNESSY PRVLGE	16	.63	.41	1086	641	69.42	300	214	40.19	300	214	40.19
P MSSN GA PNAPL	17	.60	.00	1035	0	.00	634	0	.00	634	0	.00
REMY MARTIN V	18	.59	.64	1017	987	3.04	274	226	21.24	274	226	21.24
ANSAC V S	19	.58	.59	999	907	10.14	252	238	5.88	252	238	5.88
MARTELL VS	20	.57	.54	970	834	16.31	249	208	19.71	249	208	19.71
D'USSE VSOP	21	.55	.43	940	664	41.57	272	197	38.07	272	197	38.07
SALIGNAC V S	22	.42	.00	721	0	.00	330	0	.00	330	0	.00
ST RMY NAP VSOP	23	.29	.33	503	505	.40-	127	128	.78-	127	128	.78-
P MSSN RED/PCH	24	.27	.24	467	374	24.87	1	0	.00	1	0	.00
COURVOISER VSOP	25	.26	.26	451	405	11.36	117	98	19.39	117	98	19.39
DEKUYPER	26	.20	.27	344	423	18.68-	77	94	18.09-	77	94	18.09-
DEKUYPER	27	.13	.13	216	204	5.88	51	52	1.92-	51	52	1.92-
P DOMEQ PRESNT	28	.12	.11	197	177	11.30	53	42	26.19	53	42	26.19
HENNESSY VS/TRAY	29	.09	.05	156	76	105.26	21	23	8.70-	21	23	8.70-
CHRISTIAN B PCH	30	.08	.18	140	276	49.28-	18	62	70.97-	18	62	70.97-
REMY VSOP/2GLAS	31	.08	.00	134	0	.00	16	0	.00	16	0	.00
BOLS	32	.07	.08	122	123	.81-	25	24	4.17	25	24	4.17
HENSY VS SHEPRD	33	.06	.00	97	1	9600.00	0	0	.00	0	0	.00
HENSY VS/50BLCK	34	.04	.02	74	26	184.62	0	0	.00	0	0	.00
KORBEL	35	.04	.04	63	64	1.56-	12	17	29.41-	12	17	29.41-
H W COF BRDY 60	36	.03	.03	48	40	20.00	13	11	18.18	13	11	18.18
COURVSR VS/FLSK	37	.02	.00	41	0	.00	0	0	.00	0	0	.00
HARTLEY VSOP	38	.02	.00	38	0	.00	38	0	.00	38	0	.00
R MRTN XO EXCEL	39	.02	.02	37	35	5.71	4	9	55.56-	4	9	55.56-
LAIRD APPLEJACK	40	.02	.03	35	48	27.08-	5	11	54.55-	5	11	54.55-
CRVSR VS/SNF GL	41	.02	.05	34	71	52.11-	8	4	100.00	8	4	100.00
HENNESSY X O	42	.02	.01	32	20	60.00	5	5	.00	5	5	.00
HENSY VSOP/2GLS	43	.02	.00	29	0	.00	0	0	.00	0	0	.00
MEUKOW VS 90	44	.02	.00	29	5	480.00	7	3	133.33	7	3	133.33
C BRO APPLE	45	.02	.00	28	0	.00	28	0	.00	28	0	.00
COURVSR VSOP/GL	46	.02	.02	28	29	3.45-	6	6	.00	6	6	.00
DEKUYPER	47	.02	.02	27	27	.00	4	7	42.86-	4	7	42.86-
H W CHRY BRDY60	48	.02	.02	27	32	15.63-	6	9	33.33-	6	9	33.33-
BOLS	49	.01	.01	22	12	83.33	8	2	300.00	8	2	300.00
R MRTN VSOP/GLS	50	.01	.08	20	126	84.13-	0	20	100.00-	0	20	100.00-

NABCA CLASS REPORT

FIRST QUARTER 2017				BRANDY/COGNAC								PAGE 4	
BRAND	Rank	Share of Market Last 12 Months		Last 12 Months This Year	Last 12 Months Prior Year	+ or -	This Year to Date	Last Year to Date	+ or -	Current Quarter This Year	Current Quarter Last Year	+ or -	
		This Year	Prior Year										
IDAHO - D.S.				1012609	971141	4.27	226723	218466	3.78	226723	218466	3.78	
BRANDY/COGNAC		1.53	1.52	15510	14765	5.05	3559	3398	4.74	3559	3398	4.74	
C BROS VS E & J	1 2	29.90 13.11	29.73 14.15	4638 2034	4389 2089	5.67 2.63-	1061 520	1035 464	2.51 12.07	1061 520	1035 464	2.51 12.07	
DEKUYPER	3	7.32	7.47	1136	1103	2.99	294	275	6.91	294	275	6.91	
HENNESSY V S E & J VSOP	4 5	5.84 5.72	5.19 6.20	906 887	767 915	18.12 3.06-	228 212	169 221	34.91 4.07-	228 212	169 221	34.91 4.07-	
KORBEL	6	3.51	3.79	544	560	2.86-	130	129	.78	130	129	.78	
P MSSN GRD AMBR MONARCH	7 8	3.36 3.35	3.21 3.73	521 519	474 551	9.92 5.81-	113 108	114 124	.88- 12.90-	113 108	114 124	.88- 12.90-	
DEKUYPER	9	3.06	3.53	475	521	8.83-	117	118	.85-	117	118	.85-	
E & J APPLE	10	2.54	.04	394	6	6466.67	17	6	183.33	17	6	183.33	
COURVOISIER V S	11	2.45	2.64	380	390	2.56-	81	93	12.90-	81	93	12.90-	
ST RMY NAP VSOP	12	2.24	2.49	348	368	5.43-	80	79	1.27	80	79	1.27	
MR BOSTON	13	1.81	2.17	281	320	12.19-	66	79	16.46-	66	79	16.46-	
E & J XO	14	1.48	1.70	229	251	8.76-	48	52	7.69-	48	52	7.69-	
REMY MRTN VSOP	15	1.41	1.44	219	213	2.82	46	49	6.12-	46	49	6.12-	
P DOMEQ PRESNT DEKUYPER	16 17	1.39 1.18	1.48 1.30	216 183	218 192	.92- 4.69-	42 39	41 43	2.44 9.30-	42 39	41 43	2.44 9.30-	
HENNESSY PRVLGE	18	.94	.82	146	121	20.66	24	28	14.29-	24	28	14.29-	
C BROS VSOP	19	.70	.80	108	118	8.47-	23	26	11.54-	23	26	11.54-	
CHRISTIAN B PCH	20	.67	.75	104	111	6.31-	24	23	4.35	24	23	4.35	
H W COF BRDY 60	21	.63	.70	97	104	6.73-	23	25	8.00-	23	25	8.00-	
COURVOISER VSOP	22	.59	.54	91	79	15.19	20	18	11.11	20	18	11.11	
LAIRD APPLEJACK	23	.59	.66	91	97	6.19-	18	21	14.29-	18	21	14.29-	
C BRO APPLE	24	.41	.00	63	0	.00	18	0	.00	18	0	.00	
MARASKA KSH SLV	25	.39	.30	61	44	38.64	15	8	87.50	15	8	87.50	
TORRES 10	26	.31	.35	48	51	5.88-	13	9	44.44	13	9	44.44	
UP NORTH BG KID	27	.30	.00	47	0	.00	15	0	.00	15	0	.00	
ALTO D CRMN RSV	28	.29	.36	45	53	15.09-	10	12	16.67-	10	12	16.67-	
LEROUX JEZYNOWK	29	.28	.25	44	37	18.92	12	12	.00	12	12	.00	
HENNESSY BLACK	30	.21	.22	33	33	.00	6	8	25.00-	6	8	25.00-	
MR BOSTON	31	.19	.26	30	39	23.08-	7	9	22.22-	7	9	22.22-	
D'USSE VSOP	32	.19	.20	29	29	.00	6	7	14.29-	6	7	14.29-	
H W BLKBRY 70	33	.18	.21	28	31	9.68-	7	6	16.67	7	6	16.67	
ASBACH URLT GRM	34	.18	.27	28	40	30.00-	8	10	20.00-	8	10	20.00-	
HENNESSY VS BOX	35	.17	.00	27	0	.00	6	0	.00	6	0	.00	
KOENIG PEAR BTL	36	.17	.18	27	27	.00	6	6	.00	6	6	.00	
R MRTN 1738 RYL	37	.17	.07	27	11	145.45	6	2	200.00	6	2	200.00	
BUSNL VSOP V RS	38	.17	.16	27	24	12.50	6	4	50.00	6	4	50.00	
HENSY VS/50VSOP	39	.17	.00	26	0	.00	3	0	.00	3	0	.00	
ARROW APRICOT	40	.16	.22	25	33	24.24-	6	7	14.29-	6	7	14.29-	
P MASSN GA VSOP	41	.15	.12	23	18	27.78	4	3	33.33	4	3	33.33	
UP NORTH BRL AG	42	.12	.01	19	1	1800.00	3	1	200.00	3	1	200.00	
UP NORTH	43	.12	.01	18	1	1700.00	4	1	300.00	4	1	300.00	
KOENIG CHERRY	44	.10	.09	16	13	23.08	3	3	.00	3	3	.00	
CAPEL PISCO RSV	45	.10	.09	15	13	15.38	3	3	.00	3	3	.00	
HENNSY VSOP FSK	46	.09	.01	14	1	1300.00	3	1	200.00	3	1	200.00	
KOENIG APRICOT	47	.09	.09	14	13	7.69	3	2	50.00	3	2	50.00	
CAPEL PSCO MOAI	48	.09	.10	14	15	6.67-	3	3	.00	3	3	.00	
KOENIG PEAR	49	.08	.11	13	16	18.75-	3	3	.00	3	3	.00	
KOENIG GRAPPA	50	.08	.09	13	13	.00	3	3	.00	3	3	.00	

NABCA CLASS REPORT

FIRST QUARTER 2017				BRANDY/COGNAC						PAGE 5		
BRAND	Rank	Share of Market Last 12 Months		Last 12 Months This Year	Last 12 Months Prior Year	+ or -	This Year to Date	Last Year to Date	+ or -	Current Quarter This Year	Current Quarter Last Year	+ or -
		This Year	Prior Year									
IOWA - D.S.				2066285	1969771	4.90	465848	453551	2.71	465848	453551	2.71
BRANDY/COGNAC		3.43	3.35	70946	66078	7.37	16897	16332	3.46	16897	16332	3.46
HENNESSY V S	1	21.63	17.67	15349	11677	31.45	4087	3308	23.55	4087	3308	23.55
E & J	2	14.65	15.86	10392	10477	.81-	2225	2366	5.96-	2225	2366	5.96-
P MSSN GRD AMBR	3	12.82	13.61	9093	8993	1.11	1903	2171	12.34-	1903	2171	12.34-
C BROS VS	4	8.62	9.59	6114	6334	3.47-	1291	1421	9.15-	1291	1421	9.15-
PARAMNT BLKBRRY	5	6.65	7.73	4715	5110	7.73-	1165	1363	14.53-	1165	1363	14.53-
REMY MRTN VSOP	6	6.58	5.58	4667	3688	26.55	1227	938	30.81	1227	938	30.81
PARAMNT APRICOT	7	2.78	3.45	1972	2279	13.47-	472	557	15.26-	472	557	15.26-
E & J VSOP	8	2.53	3.11	1795	2052	12.52-	390	466	16.31-	390	466	16.31-
P MSSN GA PEACH	9	2.43	2.68	1721	1769	2.71-	357	426	16.20-	357	426	16.20-
MR BOSTON	10	1.68	1.77	1190	1171	1.62	312	301	3.65	312	301	3.65
KORBEL	11	1.58	1.61	1124	1062	5.84	259	238	8.82	259	238	8.82
R MRTN 1738 RYL	12	1.31	1.18	927	777	19.31	214	190	12.63	214	190	12.63
ARROW BLACKBRY	13	1.27	1.41	898	929	3.34-	235	243	3.29-	235	243	3.29-
COURVOISIER V S	14	1.20	1.37	853	905	5.75-	223	219	1.83	223	219	1.83
PARAMOUNT CHRRY	15	1.16	1.45	825	957	13.79-	193	226	14.60-	193	226	14.60-
E & J SPCL RSRV	16	1.11	1.39	788	919	14.25-	136	153	11.11-	136	153	11.11-
E & J APPLE	17	.81	.13	576	89	547.19	104	89	16.85	104	89	16.85
REMY MARTIN V	18	.78	.93	556	614	9.45-	133	152	12.50-	133	152	12.50-
ARROW APRICOT	19	.69	.67	486	444	9.46	119	114	4.39	119	114	4.39
PARAMT PEACH 75	20	.63	.81	447	534	16.29-	100	120	16.67-	100	120	16.67-
P MSN GA VS PET	21	.60	.00	426	0	.00	251	0	.00	251	0	.00
DEKUYPER	22	.54	.54	384	356	7.87	102	94	8.51	102	94	8.51
PHILLIPS	23	.54	.47	382	312	22.44	100	87	14.94	100	87	14.94
HENNESSY PRVLGE	24	.53	.37	378	244	54.92	98	58	68.97	98	58	68.97
MR BOSTON	25	.52	.54	366	359	1.95	89	96	7.29-	89	96	7.29-
ST RMY NAP VSOP	26	.50	.48	358	320	11.88	90	83	8.43	90	83	8.43
P MSSN GA R BRY	27	.44	.49	310	326	4.91-	65	79	17.72-	65	79	17.72-
E & J XO	28	.43	.55	302	365	17.26-	69	80	13.75-	69	80	13.75-
P MSSN GA APPLE	29	.42	.00	301	0	.00	98	0	.00	98	0	.00
ARROW CHERRY	30	.37	.32	259	213	21.60	69	66	4.55	69	66	4.55
P MASSN GA VSOP	31	.28	.32	197	214	7.94-	42	61	31.15-	42	61	31.15-
C BRO APPLE	32	.28	.09	197	57	245.61	40	57	29.82-	40	57	29.82-
P DOMEQ PRESNT	33	.27	.26	193	172	12.21	50	43	16.28	50	43	16.28
D'USSE VSOP	34	.26	.20	187	131	42.75	54	34	58.82	54	34	58.82
P MSSN GA PNAPL	35	.25	.00	176	0	.00	52	0	.00	52	0	.00
CHRISTIAN B PCH	36	.24	.28	173	185	6.49-	41	43	4.65-	41	43	4.65-
STOCK 84	37	.22	.25	156	166	6.02-	42	50	16.00-	42	50	16.00-
HENNESSY BLACK	38	.21	.25	150	164	8.54-	39	40	2.50-	39	40	2.50-
C BROS VSOP	39	.17	.24	118	158	25.32-	22	38	42.11-	22	38	42.11-
HENSY VS SCOTT	40	.14	.00	100	0	.00	0	0	.00	0	0	.00
CEDAR RIDGE	41	.14	.17	98	113	13.27-	23	22	4.55	23	22	4.55
COURVOISER VSOP	42	.13	.12	90	79	13.92	27	15	80.00	27	15	80.00
HNSY VS/TMP FSK	43	.11	.00	75	0	.00	0	0	.00	0	0	.00
CAPEL PISCO RSV	44	.11	.12	75	77	2.60-	19	18	5.56	19	18	5.56
HARTLEY	45	.09	.13	65	85	23.53-	19	14	35.71	19	14	35.71
MARASKA KSH SLV	46	.08	.02	55	12	358.33	18	12	50.00	18	12	50.00
HENSY VS/50VSOP	47	.07	.25	50	164	69.51-	0	1	100.00-	0	1	100.00-
SALIGNAC V S	48	.07	.00	48	0	.00	31	0	.00	31	0	.00
TAKOVO SLJV PLM	49	.07	.00	48	0	.00	15	0	.00	15	0	.00
R MRTN XO EXCEL	50	.06	.04	45	26	73.08	15	5	200.00	15	5	200.00

NABCA CLASS REPORT

FIRST QUARTER 2017				BRANDY/COGNAC						PAGE 6		
BRAND	Rank	Share of Market Last 12 Months		Last 12 Months This Year	Last 12 Months Prior Year	+ or -	This Year to Date	Last Year to Date	+ or -	Current Quarter This Year	Current Quarter Last Year	+ or -
		This Year	Prior Year									
MAINE - D.S.				1100505	1041027	5.71	238608	221044	7.95	238608	221044	7.95
BRANDY/COGNAC		10.99	11.80	120975	122807	1.49-	28327	28080	.88	28327	28080	.88
ALLENS	1	75.16	76.01	90922	93346	2.60-	21373	21556	.85-	21373	21556	.85-
MR BOSTON	2	9.13	8.25	11046	10134	9.00	2622	2318	13.11	2622	2318	13.11
GOLD CROWN	3	4.03	4.09	4879	5022	2.85-	1114	1132	1.59-	1114	1132	1.59-
HENNESSY V S	4	2.52	2.07	3048	2542	19.91	735	576	27.60	735	576	27.60
C BROS VS	5	1.38	1.35	1666	1653	.79	446	410	8.78	446	410	8.78
E & J	6	1.32	1.45	1591	1785	10.87-	286	345	17.10-	286	345	17.10-
MR BOSTON	7	.75	.79	909	967	6.00-	247	243	1.65	247	243	1.65
ST RMY NAP VSOP	8	.64	.57	771	702	9.83	162	142	14.08	162	142	14.08
ALLENS	9	.56	.61	674	744	9.41-	172	165	4.24	172	165	4.24
E & J VSOP	10	.42	.47	506	578	12.46-	111	110	.91	111	110	.91
H W COF BRDY 60	11	.39	.41	477	508	6.10-	102	104	1.92-	102	104	1.92-
P MSSN GRD AMBR	12	.34	.46	416	570	27.02-	82	101	18.81-	82	101	18.81-
ALLENS	13	.31	.31	374	381	1.84-	83	81	2.47	83	81	2.47
COURVOISIER V S	14	.30	.34	362	421	14.01-	71	84	15.48-	71	84	15.48-
ARROW COFFEE	15	.26	.27	319	330	3.33-	82	65	26.15	82	65	26.15
REMY MRTN VSOP	16	.21	.19	250	228	9.65	48	44	9.09	48	44	9.09
DEVILLE VSOP NP	17	.19	.19	231	233	.86-	35	42	16.67-	35	42	16.67-
MR BOSTON	18	.19	.20	228	250	8.80-	46	61	24.59-	46	61	24.59-
ALLENS	19	.19	.18	224	215	4.19	56	48	16.67	56	48	16.67
ARROW GINGER	20	.18	.20	219	242	9.50-	57	58	1.72-	57	58	1.72-
HENNESSY PRVLGE	21	.15	.11	186	134	38.81	46	36	27.78	46	36	27.78
ALLENS	22	.15	.16	183	200	8.50-	49	53	7.55-	49	53	7.55-
HARTLEY	23	.14	.13	172	164	4.88	29	36	19.44-	29	36	19.44-
MR BOSTON WILD	24	.14	.14	167	177	5.65-	35	39	10.26-	35	39	10.26-
CORONET VSQ	25	.09	.08	103	104	.96-	23	22	4.55	23	22	4.55
ALLENS	26	.08	.06	94	75	25.33	19	19	.00	19	19	.00
LAIRD APPLEJACK	27	.07	.09	82	115	28.70-	20	21	4.76-	20	21	4.76-
JACQUIN GINGER	28	.06	.06	76	73	4.11	20	19	5.26	20	19	5.26
SALIGNAC V S	29	.06	.04	73	53	37.74	19	9	111.11	19	9	111.11
H W BLKBRY 70	30	.05	.05	63	63	.00	14	16	12.50-	14	16	12.50-
E & J XO	31	.04	.04	49	46	6.52	9	11	18.18-	9	11	18.18-
HERITAGE XO	32	.04	.04	47	44	6.82	9	11	18.18-	9	11	18.18-
COURVOISER VSOP	33	.03	.04	40	43	6.98-	8	7	14.29	8	7	14.29
R MRTN 1738 RYL	34	.03	.03	36	32	12.50	7	6	16.67	7	6	16.67
BAR SOL PC QBRNT	35	.03	.03	35	40	12.50-	6	8	25.00-	6	8	25.00-
P DOMEQ PRES DNT	36	.03	.02	33	23	43.48	6	5	20.00	6	5	20.00
B CLVDS GR SOLG	37	.03	.02	32	30	6.67	7	4	75.00	7	4	75.00
HENNESSY BLACK	38	.03	.03	32	31	3.23	7	9	22.22-	7	9	22.22-
P FERRAND 1840	39	.02	.02	22	26	15.38-	5	6	16.67-	5	6	16.67-
KORBEL	40	.02	.02	21	25	16.00-	4	7	42.86-	4	7	42.86-
HENSY VS SHEPRD	41	.02	.00	21	1	2000.00	9	0	.00	9	0	.00
ST RMY NPLN XO	42	.01	.01	18	7	157.14	6	2	200.00	6	2	200.00
R MRTN VSOP S R	43	.01	.01	15	7	114.29	3	2	50.00	3	2	50.00
BARTLETT APPLE	44	.01	.02	15	19	21.05-	1	1	.00	1	1	.00
RAYNAL VSOP NAP	45	.01	.01	14	16	12.50-	4	4	.00	4	4	.00
HENSY VS/50VSOP	46	.01	.00	13	0	.00	0	0	.00	0	0	.00
R MRTN XO EXCEL	47	.01	.01	12	15	20.00-	2	3	33.33-	2	3	33.33-
BARTLETT PEAR	48	.01	.01	12	11	9.09	0	4	100.00-	0	4	100.00-
ARROW APRICOT	49	.01	.01	12	15	20.00-	3	3	.00	3	3	.00
P MASSN GA VSOP	50	.01	.00	12	1	1100.00	3	1	200.00	3	1	200.00

NABCA CLASS REPORT

FIRST QUARTER 2017				BRANDY/COGNAC							PAGE 7	
BRAND	Rank	Share of Market Last 12 Months		Last 12 Months This Year	Last 12 Months Prior Year	+ or -	This Year to Date	Last Year to Date	+ or -	Current Quarter This Year	Current Quarter Last Year	+ or -
		This Year	Prior Year									
MICHIGAN - D. S.				7351569	7263747	1.21	1602191	1560641	2.66	1602191	1560641	2.66
BRANDY/COGNAC		8.08	7.92	594371	575409	3.30	145338	144725	.42	145338	144725	.42
HENNESSY V S	1	24.56	24.31	145981	139883	4.36	35032	37013	5.35-	35032	37013	5.35-
P MSSN GRD AMBR	2	11.36	11.80	67550	67892	.50-	16780	16870	.53-	16780	16870	.53-
E & J	3	7.05	7.42	41911	42688	1.82-	10241	9930	3.13	10241	9930	3.13
E & J VSOP	4	6.55	7.01	38956	40355	3.47-	9838	9612	2.35	9838	9612	2.35
C BROS VS	5	6.03	6.52	35866	37543	4.47-	8424	8815	4.44-	8424	8815	4.44-
REMY MRTN VSOP	6	5.30	5.69	31478	32726	3.81-	7618	8383	9.13-	7618	8383	9.13-
HENNSY VS HSTRC	7	5.06	4.37	30063	25150	19.53	7291	6164	18.28	7291	6164	18.28
COURVOISIER V S	8	4.42	3.74	26290	21544	22.03	6054	5237	15.60	6054	5237	15.60
MARTELL VS	9	3.18	3.88	18894	22342	15.43-	4190	5515	24.03-	4190	5515	24.03-
SALIGNAC V S	10	2.67	2.06	15892	11835	34.28	4555	3190	42.79	4555	3190	42.79
R MRTN 1738 RYL	11	2.32	2.57	13797	14796	6.75-	3395	3559	4.61-	3395	3559	4.61-
R M VSOP FSK BT	12	2.02	2.45	12000	14091	14.84-	2811	3469	18.97-	2811	3469	18.97-
E & J APPLE	13	1.43	.29	8512	1650	415.88	2171	1650	31.58	2171	1650	31.58
HENNESSY PRVLGE	14	1.32	1.16	7864	6650	18.26	1906	1780	7.08	1906	1780	7.08
E & J XO	15	1.14	1.08	6794	6200	9.58	1744	1512	15.34	1744	1512	15.34
ARROW BLACKBRY	16	1.13	1.14	6694	6544	2.29	1637	1646	.55-	1637	1646	.55-
HARTLEY	17	1.10	1.21	6539	6977	6.28-	1631	1709	4.56-	1631	1709	4.56-
MOHAWK BLKBRY	18	.95	1.05	5671	6041	6.12-	1419	1498	5.27-	1419	1498	5.27-
P MASSN GA VSOP	19	.85	.95	5059	5449	7.16-	1239	1302	4.84-	1239	1302	4.84-
D'USSE VSOP	20	.80	.74	4757	4237	12.27	1164	1123	3.65	1164	1123	3.65
P MSSN GA PEACH	21	.71	.85	4219	4883	13.60-	1015	1189	14.63-	1015	1189	14.63-
REMY MARTIN V	22	.70	.84	4168	4833	13.76-	1085	1216	10.77-	1085	1216	10.77-
LEROUX JEZYNOWK	23	.49	.54	2904	3082	5.78-	664	714	7.00-	664	714	7.00-
HENNESSY BLACK	24	.46	.44	2762	2557	8.02	692	618	11.97	692	618	11.97
ARROW GINGER	25	.44	.49	2627	2814	6.65-	658	660	.30-	658	660	.30-
ARROW BLK TO GO	26	.35	.42	2077	2434	14.67-	508	550	7.64-	508	550	7.64-
C BROS VSOP	27	.35	.46	2068	2639	21.64-	439	529	17.01-	439	529	17.01-
R MT VSOP/50ML	28	.31	.11	1829	638	186.68	981	612	60.29	981	612	60.29
MOHAWK GINGER	29	.29	.32	1728	1841	6.14-	457	469	2.56-	457	469	2.56-
CRVSR VS/50M VS	30	.28	.64	1654	3684	55.10-	765	722	5.96	765	722	5.96
ARROW APPICOT	31	.26	.31	1570	1795	12.53-	328	378	13.23-	328	378	13.23-
R MRT VSOP/1738	32	.25	.19	1471	1120	31.34	0	238	100.00-	0	238	100.00-
COURVOISER VSOP	33	.24	.22	1420	1280	10.94	378	280	35.00	378	280	35.00
C BROS FROST WH	34	.24	.28	1397	1637	14.66-	323	373	13.40-	323	373	13.40-
C BRO APPLE	35	.22	.09	1334	539	147.50	253	535	52.71-	253	535	52.71-
MRTL VS/50AVION	36	.21	.00	1241	0	.00	785	0	.00	785	0	.00
ST RMY NAP VSOP	37	.20	.21	1173	1223	4.09-	275	297	7.41-	275	297	7.41-
KORBEL	38	.18	.20	1090	1153	5.46-	254	240	5.83	254	240	5.83
MEUKOW VS	39	.17	.15	1013	857	18.20	250	225	11.11	250	225	11.11
RAYNAL VSOP NAP	40	.17	.19	1009	1089	7.35-	257	250	2.80	257	250	2.80
P MSSN GA R BRY	41	.17	.20	993	1178	15.70-	214	294	27.21-	214	294	27.21-
P MSSN GA APPLE	42	.14	.00	809	0	.00	238	0	.00	238	0	.00
NEWPORT	43	.13	.13	769	760	1.18	175	168	4.17	175	168	4.17
MRTL BL SWFT DY	44	.12	.00	737	0	.00	312	0	.00	312	0	.00
ANSAC V S	45	.12	.15	721	844	14.57-	172	191	9.95-	172	191	9.95-
HARTLY PCH VSOP	46	.12	.03	719	179	301.68	161	87	85.06	161	87	85.06
R MRTN VSOP/GLS	47	.12	.11	716	619	15.67	112	3	3633.33	112	3	3633.33
HENSY VS/50VSOP	48	.11	.05	676	289	133.91	273	0	.00	273	0	.00
HENNESSY MST BL	49	.11	.00	651	0	.00	234	0	.00	234	0	.00
P DOMEQ PRESNT	50	.10	.10	616	558	10.39	144	141	2.13	144	141	2.13

NABCA CLASS REPORT

FIRST QUARTER 2017				BRANDY/COGNAC						PAGE 8		
BRAND	Rank	Share of Market Last 12 Months		Last 12 Months This Year	Last 12 Months Prior Year	+ or -	This Year to Date	Last Year to Date	+ or -	Current Quarter This Year	Current Quarter Last Year	+ or -
		This Year	Prior Year									
MONTANA - D.S.				749971	735097	2.02	161369	161424	.03-	161369	161424	.03-
BRANDY/COGNAC		2.32	2.41	17418	17719	1.70-	3838	3829	.24	3838	3829	.24
C BROS VS	1	29.27	29.14	5099	5163	1.24-	1092	1080	1.11	1092	1080	1.11
MR BOSTON	2	23.75	23.51	4136	4166	.72-	961	941	2.13	961	941	2.13
E & J	3	8.61	9.47	1499	1678	10.67-	304	310	1.94-	304	310	1.94-
E & J SPCL RSRV	4	5.90	6.72	1027	1190	13.70-	227	282	19.50-	227	282	19.50-
JACQUES BONET	5	5.55	5.28	967	935	3.42	227	204	11.27	227	204	11.27
HENNESSY V S	6	3.83	2.96	667	524	27.29	174	119	46.22	174	119	46.22
KORBEL	7	3.26	3.62	568	642	11.53-	102	133	23.31-	102	133	23.31-
E & J VSOP	8	3.11	2.85	541	505	7.13	91	114	20.18-	91	114	20.18-
P MSSN GRD AMBR	9	1.73	1.55	301	274	9.85	78	68	14.71	78	68	14.71
COURVOISIER V S	10	1.37	1.30	238	230	3.48	52	48	8.33	52	48	8.33
ST RMY NAP VSOP	11	1.09	1.14	190	202	5.94-	47	45	4.44	47	45	4.44
ARROW APRICOT	12	1.04	1.10	182	195	6.67-	42	43	2.33-	42	43	2.33-
DEKUYPER	13	.87	.89	151	158	4.43-	29	36	19.44-	29	36	19.44-
MR BOSTON	14	.79	.74	138	131	5.34	24	26	7.69-	24	26	7.69-
E & J XO	15	.77	.85	134	151	11.26-	35	32	9.38	35	32	9.38
MR BOSTON WILD	16	.60	.68	104	120	13.33-	18	17	5.88	18	17	5.88
DEKUYPER	17	.55	.64	96	113	15.04-	19	25	24.00-	19	25	24.00-
LEJON	18	.53	.67	92	119	22.69-	19	23	17.39-	19	23	17.39-
REMY MRTN VSOP	19	.50	.44	87	78	11.54	23	18	27.78	23	18	27.78
C BROS XO RARE	20	.44	.38	76	68	11.76	18	14	28.57	18	14	28.57
ARROW COFFEE	21	.40	.44	69	78	11.54-	17	16	6.25	17	16	6.25
BOLS	22	.37	.30	65	54	20.37	14	11	27.27	14	11	27.27
SALIGNAC V S	23	.37	.38	64	67	4.48-	15	17	11.76-	15	17	11.76-
LEROUX JEZYNOWK	24	.35	.32	61	57	7.02	13	13	.00	13	13	.00
C BROS VSOP	25	.31	.28	54	50	8.00	13	10	30.00	13	10	30.00
LAIRD APPLEJACK	26	.28	.29	49	51	3.92-	7	8	12.50-	7	8	12.50-
COURVOISER VSOP	27	.27	.24	47	42	11.90	13	9	44.44	13	9	44.44
P DOMEQ PRESNT	28	.25	.19	43	33	30.30	6	5	20.00	6	5	20.00
C BROS FROST WH	29	.24	.21	41	37	10.81	7	7	.00	7	7	.00
B CLVDS GR SOLG	30	.23	.24	40	42	4.76-	7	5	40.00	7	5	40.00
ASBACH URLT GRM	31	.18	.16	31	28	10.71	5	10	50.00-	5	10	50.00-
KORBEL X SMOOTH	32	.17	.20	30	35	14.29-	7	8	12.50-	7	8	12.50-
H W BLKBRY 70	33	.16	.17	28	30	6.67-	2	4	50.00-	2	4	50.00-
BOLS	34	.13	.21	23	37	37.84-	5	5	.00	5	5	.00
BOLS	35	.13	.07	23	12	91.67	9	3	200.00	9	3	200.00
CAPEL PISCO RSV	36	.13	.15	22	27	18.52-	4	7	42.86-	4	7	42.86-
HENNESSY PRVLGE	37	.10	.07	18	12	50.00	6	1	500.00	6	1	500.00
KOENIG PEAR	38	.09	.05	16	9	77.78	4	5	20.00-	4	5	20.00-
ARROW BLACKBRY	39	.09	.09	15	16	6.25-	3	7	57.14-	3	7	57.14-
LEROUX	40	.09	.06	15	11	36.36	3	5	40.00-	3	5	40.00-
BISTRA SLIVOV TZ	41	.08	.07	14	13	7.69	3	2	50.00	3	2	50.00
GRM-RBN CRFT MH	42	.08	.07	14	12	16.67	3	4	25.00-	3	4	25.00-
GOLD MINER	43	.07	.00	13	0	.00	1	0	.00	1	0	.00
MARTELL VSOP	44	.07	.06	13	10	30.00	4	3	33.33	4	3	33.33
E & J APPLE	45	.07	.00	13	0	.00	2	0	.00	2	0	.00
MARASKA KSH SLV	46	.06	.06	11	10	10.00	4	3	33.33	4	3	33.33
RAYNAL VSOP NAP	47	.06	.02	11	4	175.00	3	0	.00	3	0	.00
HENNESSY BLACK	48	.06	.08	10	14	28.57-	6	2	200.00	6	2	200.00
CAPEL PSCO MOAI	49	.05	.04	9	7	28.57	2	0	.00	2	0	.00
R MRTN 1738 RYL	50	.05	.04	9	7	28.57	5	3	66.67	5	3	66.67

NABCA CLASS REPORT

FIRST QUARTER 2017				BRANDY/COGNAC							PAGE 9	
BRAND	Rank	Share of Market Last 12 Months		Last 12 Months This Year	Last 12 Months Prior Year	+ or -	This Year to Date	Last Year to Date	+ or -	Current Quarter This Year	Current Quarter Last Year	+ or -
		This Year	Prior Year									
NEW HAMPSHIRE - D. S.				2180184	2098728	3.88	459180	430894	6.56	459180	430894	6.56
BRANDY/COGNAC		7.62	6.71	166220	140823	18.03	47024	34710	35.48	47024	34710	35.48
HENNESSY V S	1	65.62	59.42	109070	83676	30.35	34818	22687	53.47	34818	22687	53.47
ALLENS	2	4.90	5.91	8143	8322	2.15-	1686	1661	1.51	1686	1661	1.51
ARROW COFFEE	3	3.05	3.65	5062	5145	1.61-	1219	1084	12.45	1219	1084	12.45
E & J	4	2.36	2.80	3920	3949	.73-	869	817	6.36	869	817	6.36
MR BOSTON	5	2.04	2.36	3398	3328	2.10	724	733	1.23-	724	733	1.23-
E & J VSOP	6	1.71	2.07	2841	2909	2.34-	621	683	9.08-	621	683	9.08-
MR BOSTON	7	1.58	1.77	2625	2495	5.21	688	733	6.14-	688	733	6.14-
C BROS VS	8	1.46	1.75	2419	2468	1.99-	494	530	6.79-	494	530	6.79-
COURVOISIER V S	9	1.32	1.56	2199	2199	.00	481	517	6.96-	481	517	6.96-
REMY MRTN VSOP	10	1.23	1.47	2041	2073	1.54-	283	297	4.71-	283	297	4.71-
HENNESSY PRVLGE	11	1.18	.96	1958	1352	44.82	229	163	40.49	229	163	40.49
LEROUX JEZYNOWK	12	1.06	1.25	1754	1766	.68-	390	373	4.56	390	373	4.56
E & J XO	13	.99	1.16	1640	1635	.31	342	381	10.24-	342	381	10.24-
MR BOSTON	14	.92	1.10	1531	1552	1.35-	328	335	2.09-	328	335	2.09-
JENKINS VSOP	15	.88	1.17	1459	1646	11.36-	292	331	11.78-	292	331	11.78-
H W COF BRDY 70	16	.81	.99	1352	1388	2.59-	298	282	5.67	298	282	5.67
ARROW GINGER	17	.77	.90	1286	1264	1.74	356	317	12.30	356	317	12.30
LEROUX	18	.70	.87	1157	1224	5.47-	285	305	6.56-	285	305	6.56-
R MRTN 1738 RYL	19	.63	.58	1043	819	27.35	215	191	12.57	215	191	12.57
HARTLEY	20	.61	.77	1021	1078	5.29-	220	219	.46	220	219	.46
LEROUX	21	.58	.68	962	959	.31	211	214	1.40-	211	214	1.40-
JACQUIN GINGER	22	.48	.52	800	738	8.40	204	187	9.09	204	187	9.09
ST RMY NAP VSOP	23	.47	.54	783	756	3.57	222	132	68.18	222	132	68.18
MEUKOW VS	24	.39	.51	647	720	10.14-	58	66	12.12-	58	66	12.12-
E & J APPLE	25	.30	.00	491	0	.00	113	0	.00	113	0	.00
P MSSN GRD AMBR	26	.27	.27	456	379	20.32	104	103	.97	104	103	.97
JENKINS	27	.27	.67	445	949	53.11-	64	205	68.78-	64	205	68.78-
COURVOISER VSOP	28	.19	.25	324	354	8.47-	67	77	12.99-	67	77	12.99-
LAIRD APPLEJACK	29	.19	.27	317	384	17.45-	62	71	12.68-	62	71	12.68-
HENSY VS/50VSOP	30	.17	.15	282	215	31.16	6	50	88.00-	6	50	88.00-
HENNESSY BLACK	31	.15	.21	256	290	11.72-	52	42	23.81	52	42	23.81
SALIGNAC V S	32	.15	.12	242	174	39.08	65	57	14.04	65	57	14.04
ST REMY NPLN XO	33	.14	.20	240	285	15.79-	47	53	11.32-	47	53	11.32-
MARTELL VS	34	.12	.09	197	133	48.12	37	45	17.78-	37	45	17.78-
GAZDINA RK PEAR	35	.11	.15	185	210	11.90-	50	45	11.11	50	45	11.11
METAXA AMPHORA	36	.11	.11	181	157	15.29	34	35	2.86-	34	35	2.86-
GAZDINA RK PLUM	37	.11	.13	179	185	3.24-	47	39	20.51	47	39	20.51
M DUFFAU NAPOLN	38	.10	.12	174	176	1.14-	35	36	2.78-	35	36	2.78-
NANNRL BAU OBST	39	.10	.12	169	174	2.87-	43	41	4.88	43	41	4.88
ASBACH URLT GRM	40	.10	.12	164	173	5.20-	32	29	10.34	32	29	10.34
MEUKOW VS 90	41	.10	.13	160	181	11.60-	39	41	4.88-	39	41	4.88-
D'USSE VSOP	42	.09	.08	148	113	30.97	39	31	25.81	39	31	25.81
ARROW CHERRY	43	.08	.09	137	123	11.38	27	25	8.00	27	25	8.00
ARROW BLACKBRY	44	.08	.26	126	363	65.29-	30	37	18.92-	30	37	18.92-
HENNESSY X O	45	.07	.06	112	84	33.33	19	12	58.33	19	12	58.33
MOLETTA BARBERA	46	.07	.10	110	134	17.91-	22	26	15.38-	22	26	15.38-
P MSSN GA R BRY	47	.06	.08	96	118	18.64-	19	53	64.15-	19	53	64.15-
MARTELL VSOP	48	.05	.00	89	0	.00	52	0	.00	52	0	.00
P DOMEQ PRESNT	49	.05	.05	86	68	26.47	24	19	26.32	24	19	26.32
MRQ S LUP CLVDS	50	.05	.07	81	95	14.74-	13	17	23.53-	13	17	23.53-

NABCA CLASS REPORT

FIRST QUARTER 2017				BRANDY/COGNAC						PAGE 10		
BRAND	Rank	Share of Market Last 12 Months		Last 12 Months This Year	Last 12 Months Prior Year	+ or -	This Year to Date	Last Year to Date	+ or -	Current Quarter This Year	Current Quarter Last Year	+ or -
		This Year	Prior Year									
NORTH CAROLINA - D.S.				5274586	5087453	3.68	1210492	1177283	2.82	1210492	1177283	2.82
BRANDY/COGNAC		6.71	6.17	353710	313771	12.73	88905	80134	10.95	88905	80134	10.95
HENNESSY V S	1	24.30	19.29	85953	60536	41.99	22314	16844	32.47	22314	16844	32.47
P MSSN GRD AMBR	2	15.53	16.05	54934	50347	9.11	13644	12698	7.45	13644	12698	7.45
E & J	3	11.86	14.34	41935	44988	6.79-	10031	10869	7.71-	10031	10869	7.71-
C BROS VS	4	7.93	8.25	28054	25872	8.43	6995	6453	8.40	6995	6453	8.40
E & J VSOP	5	7.02	7.96	24824	24978	.62-	6084	6155	1.15-	6084	6155	1.15-
P MSSN GA PEACH	6	5.06	6.77	17907	21236	15.68-	4133	4905	15.74-	4133	4905	15.74-
P MASSN GA VSOP	7	4.34	4.83	15339	15146	1.27	3856	3858	.05-	3856	3858	.05-
COURVOISIER V S	8	4.17	4.78	14757	14995	1.59-	3497	3818	8.41-	3497	3818	8.41-
E & J APPLE	9	2.16	.48	7625	1497	409.35	1876	1123	67.05	1876	1123	67.05
REMY MRTN VSOP	10	1.81	1.81	6416	5690	12.76	1704	1482	14.98	1704	1482	14.98
C BROS FROST WH	11	1.44	1.64	5109	5158	.95-	1295	1192	8.64	1295	1192	8.64
E & J XO	12	.91	1.07	3205	3356	4.50-	776	807	3.84-	776	807	3.84-
ST RMY NAP VSOP	13	.82	.93	2910	2911	.03-	720	708	1.69	720	708	1.69
R MRTN 1738 RYL	14	.80	.83	2815	2611	7.81	652	712	8.43-	652	712	8.43-
D'USSE VSOP	15	.80	.58	2814	1832	53.60	840	588	42.86	840	588	42.86
HENNESSY BLACK	16	.74	.71	2634	2224	18.44	769	602	27.74	769	602	27.74
C BROS VSOP	17	.73	.87	2597	2730	4.87-	621	609	1.97	621	609	1.97
MEUKOW VS	18	.69	.59	2454	1857	32.15	667	495	34.75	667	495	34.75
CHRISTIAN B PCH	19	.67	.84	2366	2638	10.31-	561	584	3.94-	561	584	3.94-
HENNESSY PRVLGE	20	.67	.60	2363	1882	25.56	622	513	21.25	622	513	21.25
P MSSN GA R BRY	21	.59	.42	2078	1328	56.48	416	600	30.67-	416	600	30.67-
C BRO APPLE	22	.57	.01	1999	17	11658.82	582	17	3323.53	582	17	3323.53
SALIGNAC V S	23	.52	.46	1822	1433	27.15	470	375	25.33	470	375	25.33
MR BOSTON	24	.47	.56	1675	1768	5.26-	438	451	2.88-	438	451	2.88-
P MSSN GA PNAPL	25	.45	.00	1586	0	.00	768	0	.00	768	0	.00
ANSAC V S	26	.39	.42	1397	1315	6.24	348	314	10.83	348	314	10.83
MARTELL VS	27	.34	.20	1216	631	92.71	350	196	78.57	350	196	78.57
REMY MARTIN V	28	.34	.34	1212	1068	13.48	352	261	34.87	352	261	34.87
CORONET VSQ	29	.34	.45	1195	1408	15.13-	283	312	9.29-	283	312	9.29-
MR BOSTON	30	.33	.33	1175	1035	13.53	281	287	2.09-	281	287	2.09-
P DOMEQ PRESNT	31	.32	.33	1129	1046	7.93	247	253	2.37-	247	253	2.37-
RAYNAL VSOP NAP	32	.29	.35	1025	1090	5.96-	223	220	1.36	223	220	1.36
HENSY VS/50VSOP	33	.28	.02	995	58	1615.52	755	58	1201.72	755	58	1201.72
KORBEL	34	.26	.32	907	1004	9.66-	214	241	11.20-	214	241	11.20-
C BROS XO RARE	35	.23	.27	813	857	5.13-	190	202	5.94-	190	202	5.94-
COURVOISIER VSOP	36	.23	.24	811	744	9.01	190	175	8.57	190	175	8.57
MR BOSTON	37	.22	.26	771	810	4.81-	187	194	3.61-	187	194	3.61-
H W BLKBRY 70	38	.21	.24	728	763	4.59-	188	198	5.05-	188	198	5.05-
ARROW CHERRY	39	.14	.14	481	448	7.37	109	105	3.81	109	105	3.81
CARRIAGE HOUSE	40	.09	.15	309	455	32.09-	66	87	24.14-	66	87	24.14-
CAPT APPLEJACK	41	.08	.11	284	345	17.68-	45	57	21.05-	45	57	21.05-
CRVSR VS/GLASS	42	.07	.09	241	268	10.07-	24	33	27.27-	24	33	27.27-
HENSY VS ARTIST	43	.07	.12	239	392	39.03-	0	4	100.00-	0	4	100.00-
HENSY VS W/FLSK	44	.06	.09	226	284	20.42-	12	62	80.65-	12	62	80.65-
ST RMY NPLN XO	45	.06	.00	197	0	.00	97	0	.00	97	0	.00
REMY VSOP/2GLAS	46	.05	.06	188	190	1.05-	4	8	50.00-	4	8	50.00-
MOLETTA BARBERA	47	.04	.05	158	142	11.27	37	32	15.63	37	32	15.63
CAPT APPLEJACK	48	.04	.06	144	181	20.44-	28	38	26.32-	28	38	26.32-
C LION CLVDS FN	49	.04	.04	132	127	3.94	30	23	30.43	30	23	30.43
HENNESSY X O	50	.04	.03	130	80	62.50	30	21	42.86	30	21	42.86

NABCA CLASS REPORT

FIRST QUARTER 2017				BRANDY/COGNAC						PAGE 11		
BRAND	Rank	Share of Market Last 12 Months		Last 12 Months This Year	Last 12 Months Prior Year	+ or -	This Year to Date	Last Year to Date	+ or -	Current Quarter This Year	Current Quarter Last Year	+ or -
		This Year	Prior Year									
OHIO - D.S.				5060391	4901313	3.25	1153699	1127821	2.29	1153699	1127821	2.29
BRANDY/COGNAC		7.47	7.22	378025	353907	6.81	93146	89361	4.24	93146	89361	4.24
HENNESSY V S	1	29.90	26.90	113022	95199	18.72	28485	25770	10.54	28485	25770	10.54
P MASN GRD AMBR	2	17.42	17.63	65869	62388	5.58	15875	15334	3.53	15875	15334	3.53
E & J	3	7.52	8.36	28428	29594	3.94-	6602	6981	5.43-	6602	6981	5.43-
E & J VSOP	4	4.50	5.05	17010	17870	4.81-	3958	4325	8.49-	3958	4325	8.49-
REMY MRTN VSOP	5	4.50	4.76	16999	16837	.96	4330	4420	2.04-	4330	4420	2.04-
C BROS VS	6	4.14	4.14	15660	14638	6.98	4222	3553	18.83	4222	3553	18.83
R MRTN 1738 RYL	7	3.96	4.29	14965	15177	1.40-	3911	3898	.33	3911	3898	.33
P MASN GA VSOP	8	3.34	3.44	12643	12182	3.78	3085	3052	1.08	3085	3052	1.08
COURVOISIER V S	9	2.73	2.83	10306	10022	2.83	2660	2490	6.83	2660	2490	6.83
CORONET VSQ	10	2.56	3.04	9667	10760	10.16-	2336	2557	8.64-	2336	2557	8.64-
MEUKOW VS	11	2.15	1.77	8131	6275	29.58	1767	1791	1.34-	1767	1791	1.34-
REMY MARTIN V	12	1.77	2.20	6683	7785	14.16-	1851	1654	11.91	1851	1654	11.91
PARAMNT BLKBRRY	13	1.72	1.87	6510	6629	1.80-	1719	1702	1.00	1719	1702	1.00
E & J XO	14	1.56	1.66	5914	5881	.56	1390	1504	7.58-	1390	1504	7.58-
P MASN GA PEACH	15	1.56	1.95	5910	6899	14.34-	1290	1580	18.35-	1290	1580	18.35-
SALIGNAC V S	16	1.07	.81	4028	2868	40.45	1129	771	46.43	1129	771	46.43
D'USSE VSOP	17	1.02	.80	3842	2842	35.19	1255	711	76.51	1255	711	76.51
MARTELL VS	18	.87	.91	3292	3212	2.49	797	795	.25	797	795	.25
HENNESSY PRVLGE	19	.79	.67	2973	2363	25.81	709	565	25.49	709	565	25.49
ST RMY NAP VSOP	20	.78	.90	2953	3198	7.66-	626	755	17.09-	626	755	17.09-
E & J APPLE	21	.57	.08	2161	283	663.60	530	283	87.28	530	283	87.28
PARAMNT APRICOT	22	.57	.68	2149	2398	10.38-	493	554	11.01-	493	554	11.01-
HENNESSY BLACK	23	.54	.47	2041	1652	23.55	507	402	26.12	507	402	26.12
KORBEL	24	.27	.31	1037	1102	5.90-	230	265	13.21-	230	265	13.21-
COURVOISER VSOP	25	.23	.25	852	884	3.62-	182	199	8.54-	182	199	8.54-
ANSAC V S	26	.22	.22	832	784	6.12	221	225	1.78-	221	225	1.78-
DEKUYPER	27	.21	.22	809	794	1.89	206	184	11.96	206	184	11.96
P MASN GA R BRY	28	.20	.13	766	443	72.91	164	221	25.79-	164	221	25.79-
ARROW GINGER	29	.20	.21	741	738	.41	199	181	9.94	199	181	9.94
C BROS FROST WH	30	.19	.31	731	1101	33.61-	48	252	80.95-	48	252	80.95-
PARAMOUNT CHRRY	31	.19	.20	727	724	.41	167	173	3.47-	167	173	3.47-
PARAMT PEACH 75	32	.17	.19	626	670	6.57-	131	161	18.63-	131	161	18.63-
HENSY VS/50VSOP	33	.16	.12	594	414	43.48	39	22	77.27	39	22	77.27
MARTELL VSOP	34	.15	.16	581	568	2.29	153	141	8.51	153	141	8.51
C BRO APPLE	35	.15	.00	570	0	.00	186	0	.00	186	0	.00
RAYNAL VSOP NAP	36	.14	.17	532	618	13.92-	116	152	23.68-	116	152	23.68-
BISTRA SLIVOV TZ	37	.14	.14	529	507	4.34	144	97	48.45	144	97	48.45
P MASN GA PNAPL	38	.14	.00	525	0	.00	261	0	.00	261	0	.00
HENSY VS SCOTT	39	.12	.00	460	0	.00	0	0	.00	0	0	.00
ARROW BLACKBRY	40	.12	.13	443	450	1.56-	115	121	4.96-	115	121	4.96-
CONJURE	41	.11	.17	419	600	30.17-	78	169	53.85-	78	169	53.85-
P DOMEQ PRESNT	42	.11	.11	398	376	5.85	91	90	1.11	91	90	1.11
LAIRD APPLEJACK	43	.09	.12	358	409	12.47-	79	78	1.28	79	78	1.28
MR BOSTON	44	.09	.15	342	548	37.59-	10	141	92.91-	10	141	92.91-
LEROUX JEZYNOWK	45	.08	.13	310	444	30.18-	30	103	70.87-	30	103	70.87-
ZWK KOSHR SLV TZ	46	.06	.11	236	395	40.25-	10	97	89.69-	10	97	89.69-
C BROS VSOP	47	.06	.10	221	339	34.81-	7	90	92.22-	7	90	92.22-
ASBACH URLT GRM	48	.06	.07	219	252	13.10-	24	56	57.14-	24	56	57.14-
HENSY VS LUMIN	49	.06	.08	216	282	23.40-	137	9	1422.22	137	9	1422.22
R MRTN XO EXCEL	50	.05	.04	192	151	27.15	52	31	67.74	52	31	67.74

NABCA CLASS REPORT

FIRST QUARTER 2017				BRANDY/COGNAC						PAGE 12		
BRAND	Rank	Share of Market Last 12 Months		Last 12 Months This Year	Last 12 Months Prior Year	+ or -	This Year to Date	Last Year to Date	+ or -	Current Quarter This Year	Current Quarter Last Year	+ or -
		This Year	Prior Year									
OREGON - D.S.				3035855	2944894	3.09	695715	672428	3.46	695715	672428	3.46
BRANDY/COGNAC		2.21	2.18	67043	64282	4.30	16034	15188	5.57	16034	15188	5.57
HENNESSY V S	1	15.09	12.64	10116	8126	24.49	2288	2063	10.91	2288	2063	10.91
C BROS VS	2	15.03	15.80	10078	10157	.78-	2342	2423	3.34-	2342	2423	3.34-
E & J	3	10.59	10.91	7102	7014	1.25	1767	1551	13.93	1767	1551	13.93
MONARCH	4	5.41	5.96	3624	3833	5.45-	890	926	3.89-	890	926	3.89-
E & J VSOP	5	4.96	5.14	3324	3301	.70	798	771	3.50	798	771	3.50
P MSSN GRD AMBR	6	4.40	4.58	2950	2941	.31	733	700	4.71	733	700	4.71
MR BOSTON	7	3.76	3.88	2519	2495	.96	652	644	1.24	652	644	1.24
KORBEL	8	3.03	3.37	2030	2165	6.24-	482	480	.42	482	480	.42
COURVOISIER V S	9	2.99	2.89	2003	1856	7.92	541	460	17.61	541	460	17.61
MR BOSTON	10	2.56	2.89	1714	1858	7.75-	417	427	2.34-	417	427	2.34-
E & J XO	11	2.45	2.30	1645	1481	11.07	416	358	16.20	416	358	16.20
REMY MRTN VSOP	12	2.35	2.22	1574	1425	10.46	437	319	36.99	437	319	36.99
LEJON	13	1.85	2.10	1243	1352	8.06-	309	326	5.21-	309	326	5.21-
ST RMY NAP VSOP	14	1.74	1.79	1166	1153	1.13	280	268	4.48	280	268	4.48
POTTERS	15	1.71	1.75	1148	1122	2.32	285	287	.70-	285	287	.70-
R MRTN 1738 RYL	16	1.67	1.42	1121	910	23.19	275	234	17.52	275	234	17.52
HENNESSY PRVLGE	17	1.51	1.28	1014	821	23.51	227	172	31.98	227	172	31.98
MR BOSTON	18	.97	1.14	649	733	11.46-	146	175	16.57-	146	175	16.57-
HENNESSY BLACK	19	.83	.51	555	325	70.77	107	67	59.70	107	67	59.70
C BROS VSOP	20	.79	.84	530	538	1.49-	140	129	8.53	140	129	8.53
KORBEL X SMOOTH	21	.77	.82	514	529	2.84-	124	123	.81	124	123	.81
MEUKOW VS	22	.65	.54	435	346	25.72	108	84	28.57	108	84	28.57
SALIGNAC V S	23	.60	.54	403	349	15.47	106	80	32.50	106	80	32.50
COURVOISER VSOP	24	.60	.62	399	397	.50	100	91	9.89	100	91	9.89
LAIRD APPLEJACK	25	.59	.65	395	415	4.82-	85	84	1.19	85	84	1.19
MAISON RGE VSOP	26	.58	.56	390	361	8.03	102	91	12.09	102	91	12.09
MR BOSTON WILD	27	.56	.64	374	414	9.66-	96	94	2.13	96	94	2.13
E & J APPLE	28	.50	.12	337	80	321.25	84	61	37.70	84	61	37.70
MARTELL VSOP	29	.46	.44	306	280	9.29	67	63	6.35	67	63	6.35
CLEAR CRK PEAR	30	.44	.49	296	313	5.43-	66	65	1.54	66	65	1.54
CAPEL PISCO RSV	31	.44	.46	294	294	.00	68	64	6.25	68	64	6.25
RAYNAL VSOP NAP	32	.42	.50	282	322	12.42-	66	74	10.81-	66	74	10.81-
P DOMEQ PRESNT	33	.41	.45	277	287	3.48-	54	57	5.26-	54	57	5.26-
DEKUYPER	34	.40	.42	269	271	.74-	64	66	3.03-	64	66	3.03-
DEKUYPER	35	.39	.42	261	271	3.69-	60	67	10.45-	60	67	10.45-
MAISON ROUGE VS	36	.36	.40	241	255	5.49-	64	65	1.54-	64	65	1.54-
P DMQ DP RS ESP	37	.35	.34	233	221	5.43	44	61	27.87-	44	61	27.87-
CLEAR CREEK 2Y	38	.33	.35	222	228	2.63-	46	42	9.52	46	42	9.52
STOCK 84	39	.33	.38	218	245	11.02-	53	56	5.36-	53	56	5.36-
MR BOSTON	40	.31	.39	210	252	16.67-	53	58	8.62-	53	58	8.62-
MACCHU PISCO	41	.31	.33	206	213	3.29-	50	50	.00	50	50	.00
KORBEL GLD VSOP	42	.29	.32	196	208	5.77-	43	46	6.52-	43	46	6.52-
ZWK KOSHR SLVTZ	43	.29	.34	195	221	11.76-	19	48	60.42-	19	48	60.42-
P MASSN GA VSOP	44	.25	.24	165	155	6.45	37	38	2.63-	37	38	2.63-
MARTELL CR BLEU	45	.21	.16	143	103	38.83	36	22	63.64	36	22	63.64
R MRT VSOP/SH G	46	.21	.17	142	111	27.93	21	4	425.00	21	4	425.00
DEKUYPER	47	.20	.22	135	144	6.25-	30	32	6.25-	30	32	6.25-
D'USSE VSOP	48	.20	.16	135	104	29.81	39	27	44.44	39	27	44.44
ALTO D CRMN RSV	49	.20	.16	131	105	24.76	32	21	52.38	32	21	52.38
P DOMEQ FNDR SP	50	.19	.21	130	135	3.70-	31	27	14.81	31	27	14.81

NABCA CLASS REPORT

FIRST QUARTER 2017				BRANDY/COGNAC						PAGE 13		
BRAND	Rank	Share of Market Last 12 Months		Last 12 Months This Year	Last 12 Months Prior Year	+ or -	This Year to Date	Last Year to Date	+ or -	Current Quarter This Year	Current Quarter Last Year	+ or -
		This Year	Prior Year									
PENNSYLVANIA - D.S.				6945925	6835774	1.61	1637742	1641646	.24-	1637742	1641646	.24-
BRANDY/COGNAC		5.74	5.05	398949	345474	15.48	105803	96332	9.83	105803	96332	9.83
HENNESSY V S	1	17.46	15.27	69648	52756	32.02	20071	15152	32.46	20071	15152	32.46
E & J	2	14.32	16.56	57138	57210	.13-	15067	15298	1.51-	15067	15298	1.51-
E & J APPLE	3	10.24	3.82	40871	13209	209.42	10882	7414	46.78	10882	7414	46.78
C BROS VS	4	9.96	11.57	39744	39960	.54-	9952	10004	.52-	9952	10004	.52-
E & J VSOP	5	7.69	8.23	30664	28427	7.87	8163	7349	11.08	8163	7349	11.08
JACQUIN BLKBRY	6	6.16	7.34	24565	25348	3.09-	6467	6740	4.05-	6467	6740	4.05-
JACQUIN GINGER	7	5.13	6.02	20448	20797	1.68-	5431	5501	1.27-	5431	5501	1.27-
P MSSN GRD AMBR	8	4.01	4.46	15982	15402	3.77	3888	4007	2.97-	3888	4007	2.97-
E & J XO	9	3.88	4.07	15472	14065	10.00	3993	3577	11.63	3993	3577	11.63
LEROUX JEZYNOWK	10	3.02	3.64	12057	12581	4.17-	3190	3303	3.42-	3190	3303	3.42-
P MSSN GA PEACH	11	2.25	2.51	8987	8684	3.49	2644	2575	2.68	2644	2575	2.68
COURVOISIER V S	12	2.10	2.58	8385	8904	5.83-	2069	2123	2.54-	2069	2123	2.54-
JACQUIN APRICOT	13	1.88	2.32	7489	8003	6.42-	1761	1978	10.97-	1761	1978	10.97-
REMY MRTN VSOP	14	1.62	1.80	6478	6203	4.43	1760	1655	6.34	1760	1655	6.34
SALIGNAC V S	15	1.02	.92	4054	3176	27.64	1148	986	16.43	1148	986	16.43
CHRISTIAN B PCH	16	1.00	1.27	3990	4372	8.74-	1107	1360	18.60-	1107	1360	18.60-
C BRO APPLE	17	.99	.00	3963	0	.00	1214	0	.00	1214	0	.00
P MSSN GA R BRY	18	.85	.50	3396	1721	97.33	931	1721	45.90-	931	1721	45.90-
P MASSN GA VSOP	19	.81	.92	3242	3192	1.57	721	590	22.20	721	590	22.20
HENNESSY PRVLGE	20	.61	.54	2451	1880	30.37	672	530	26.79	672	530	26.79
ST RMY NAP VSOP	21	.52	.97	2090	3357	37.74-	532	662	19.64-	532	662	19.64-
HENNESSY BLACK	22	.51	.51	2049	1761	16.35	561	479	17.12	561	479	17.12
CORONET VSQ	23	.45	.55	1807	1900	4.89-	487	495	1.62-	487	495	1.62-
MARTELL VS	24	.41	.46	1653	1586	4.22	455	433	5.08	455	433	5.08
R MRTN 1738 RYL	25	.39	.41	1549	1423	8.85	406	392	3.57	406	392	3.57
D'USSE VSOP	26	.37	.28	1479	968	52.79	438	289	51.56	438	289	51.56
P MSSN GA APPLE	27	.34	.00	1371	0	.00	136	0	.00	136	0	.00
LAIRD APPLEJACK	28	.27	.38	1088	1302	16.44-	234	304	23.03-	234	304	23.03-
COURVOISER VSOP	29	.25	.29	1007	988	1.92	250	265	5.66-	250	265	5.66-
JACQUIN PEACH	30	.23	.36	905	1248	27.48-	204	197	3.55	204	197	3.55
HENSY VS SCOTT	31	.17	.00	686	0	.00	27	0	.00	27	0	.00
MARASKA SLVOVTZ	32	.12	.14	483	481	.42	117	105	11.43	117	105	11.43
P DOMEQ PRESNT	33	.11	.11	450	396	13.64	117	103	13.59	117	103	13.59
B CLVDS GR SOLG	34	.09	.10	340	334	1.80	82	86	4.65-	82	86	4.65-
REMY MARTIN V	35	.08	.09	322	302	6.62	92	82	12.20	92	82	12.20
BISTRA SLIVOVZ	36	.07	.08	285	272	4.78	78	74	5.41	78	74	5.41
HNSY VS/50BL/GL	37	.07	.09	261	296	11.82-	9	20	55.00-	9	20	55.00-
ALXNDR GRAPPA	38	.05	.05	201	163	23.31	44	47	6.38-	44	47	6.38-
RMY MRTN XO SPC	39	.05	.05	190	190	.00	43	45	4.44-	43	45	4.44-
HENNESSY X O	40	.05	.05	189	182	3.85	38	34	11.76	38	34	11.76
M DUFFAU NAPOLN	41	.05	.04	182	142	28.17	49	37	32.43	49	37	32.43
CRVSR VS/GLSSES	42	.04	.05	177	172	2.91	8	14	42.86-	8	14	42.86-
REVISEUR VSOP	43	.04	.04	165	136	21.32	43	42	2.38	43	42	2.38
BARSOL PC QBRNT	44	.04	.04	143	153	6.54-	32	36	11.11-	32	36	11.11-
M DUFFAU HR AGE	45	.02	.02	79	76	3.95	19	19	.00	19	19	.00
R MRTN VSOP/GLS	46	.02	.00	75	6	1150.00	7	0	.00	7	0	.00
P FERRAND AMBRE	47	.02	.02	74	67	10.45	20	19	5.26	20	19	5.26
SCHLDERER KRSC	48	.01	.02	58	60	3.33-	15	15	.00	15	15	.00
SCHLDR WMS PEAR	49	.01	.02	53	58	8.62-	13	12	8.33	13	12	8.33
HENSY VSOP/2GLS	50	.01	.00	50	0	.00	1	0	.00	1	0	.00

NABCA CLASS REPORT

FIRST QUARTER 2017				BRANDY/COGNAC						PAGE 14		
BRAND	Rank	Share of Market Last 12 Months		Last 12 Months This Year	Last 12 Months Prior Year	+ or -	This Year to Date	Last Year to Date	+ or -	Current Quarter This Year	Current Quarter Last Year	+ or -
		This Year	Prior Year									
UTAH - D.S.				1172368	1151293	1.83	282145	275073	2.57	282145	275073	2.57
BRANDY/COGNAC		1.58	1.59	18513	18319	1.06	4493	4524	.69-	4493	4524	.69-
E & J	1	17.54	18.48	3248	3385	4.05-	833	849	1.88-	833	849	1.88-
C BROS VS	2	17.21	16.49	3187	3021	5.49	811	798	1.63	811	798	1.63
HENNESSY V S	3	14.48	11.80	2681	2162	24.01	632	559	13.06	632	559	13.06
E & J VSOP	4	9.81	10.82	1817	1983	8.37-	469	500	6.20-	469	500	6.20-
E & J SPCL RSRV	5	5.53	5.85	1024	1072	4.48-	246	257	4.28-	246	257	4.28-
ARROW BLACKBRY	6	3.69	4.30	683	788	13.32-	168	201	16.42-	168	201	16.42-
COURVOISIER V S	7	3.45	3.82	639	699	8.58-	166	159	4.40	166	159	4.40
ARROW APRICOT	8	3.43	3.72	635	681	6.75-	159	160	.63-	159	160	.63-
P MSSN GRD AMBR	9	3.37	3.59	623	658	5.32-	79	166	52.41-	79	166	52.41-
P MASSN GA VSOP	10	2.78	2.54	515	465	10.75	145	138	5.07	145	138	5.07
E & J XO	11	2.77	2.83	512	518	1.16-	78	83	6.02-	78	83	6.02-
REMY MRTN VSOP	12	2.65	2.36	490	432	13.43	112	100	12.00	112	100	12.00
P DOMEQ PRESNT	13	2.62	2.48	485	455	6.59	133	111	19.82	133	111	19.82
ST RMY NAP VSOP	14	2.45	2.21	453	404	12.13	88	77	14.29	88	77	14.29
HENNESSY PRVLGE	15	1.74	1.40	322	256	25.78	69	69	.00	69	69	.00
HENNESSY BLACK	16	1.12	.82	207	150	38.00	57	25	128.00	57	25	128.00
LAIRD APPLEJACK	17	.82	.86	152	157	3.18-	41	37	10.81	41	37	10.81
CAPEL PSCO MOAI	18	.64	.62	118	114	3.51	29	24	20.83	29	24	20.83
COURVOISER VSOP	19	.60	.67	112	122	8.20-	29	34	14.71-	29	34	14.71-
ZWK KOSHR SLVTZ	20	.53	.81	99	148	33.11-	10	45	77.78-	10	45	77.78-
METAXA 5 ST GRK	21	.34	.32	63	58	8.62	12	10	20.00	12	10	20.00
ASBACH URLT GRM	22	.19	.17	35	32	9.38	4	9	55.56-	4	9	55.56-
TORRE LUNA GRPA	23	.17	.19	32	35	8.57-	7	8	12.50-	7	8	12.50-
JACQUES BONET	24	.15	.09	27	16	68.75	8	5	60.00	8	5	60.00
B CLVDS GR SOLG	25	.14	.12	26	22	18.18	7	6	16.67	7	6	16.67
METAXA 7 STAR	26	.12	.20	23	37	37.84-	3	9	66.67-	3	9	66.67-
D'USSE VSOP	27	.12	.08	23	15	53.33	9	6	50.00	9	6	50.00
RMY MRTN XO SPC	28	.11	.10	20	18	11.11	4	6	33.33-	4	6	33.33-
HENNESSY X O	29	.10	.11	19	20	5.00-	4	5	20.00-	4	5	20.00-
COURVOISIER 12Y	30	.09	.13	16	24	33.33-	0	7	100.00-	0	7	100.00-
LAIRDS BOND	31	.09	.08	16	15	6.67	4	4	.00	4	4	.00
REMY MARTIN V	32	.09	.09	16	17	5.88-	3	5	40.00-	3	5	40.00-
TRIM WMS POIRE	33	.08	.09	14	16	12.50-	4	5	20.00-	4	5	20.00-
LARSNGL RS VSOP	34	.07	.07	13	13	.00	3	3	.00	3	3	.00
GRM-RBN CRFT MH	35	.07	.08	13	14	7.14-	6	3	100.00	6	3	100.00
BANFI GP MNTLCN	36	.07	.04	13	7	85.71	4	3	33.33	4	3	33.33
COURVOISIER X O	37	.06	.03	12	5	140.00	4	2	100.00	4	2	100.00
ALTO D CRMN RSV	38	.05	.03	10	6	66.67	2	1	100.00	2	1	100.00
HIVE PEAR	39	.04	.00	8	0	.00	3	0	.00	3	0	.00
RANSOM GWR GRPA	40	.04	.03	8	6	33.33	5	5	.00	5	5	.00
CLEAR CREEK 2Y	41	.04	.03	7	5	40.00	3	2	50.00	3	2	50.00
TRIM KRSH GR RS	42	.04	.07	7	12	41.67-	0	3	100.00-	0	3	100.00-
CAMPO ENCNT BAR	43	.04	.00	7	0	.00	4	0	.00	4	0	.00
CLEAR CRK PEAR	44	.03	.03	6	5	20.00	3	2	50.00	3	2	50.00
COURVOISR NAPLN	45	.03	.04	6	8	25.00-	2	3	33.33-	2	3	33.33-
MARASKA SLVOVTZ	46	.03	.00	6	0	.00	6	0	.00	6	0	.00
ST GEORGE PEAR	47	.03	.00	5	0	.00	2	0	.00	2	0	.00
DETLNG CLS SUP	48	.03	.02	5	3	66.67	2	0	.00	2	0	.00
HENNESSY MST BL	49	.02	.00	4	0	.00	3	0	.00	3	0	.00
FRAPIN V S	50	.02	.01	4	2	100.00	2	1	100.00	2	1	100.00

NABCA CLASS REPORT

FIRST QUARTER 2017				BRANDY/COGNAC								PAGE 15	
BRAND	Rank	Share of Market Last 12 Months		Last 12 Months This Year	Last 12 Months Prior Year	+ or -	This Year to Date	Last Year to Date	+ or -	Current Quarter This Year	Current Quarter Last Year	+ or -	
		This Year	Prior Year										
VERMONT - D.S.				375958	370416	1.50	88393	85682	3.16	88393	85682	3.16	
BRANDY/COGNAC		3.19	3.31	11995	12245	2.04-	2956	2981	.84-	2956	2981	.84-	
MR BOSTON	1	21.88	22.96	2624	2811	6.65-	692	739	6.36-	692	739	6.36-	
MR BOSTON	2	10.98	10.52	1317	1288	2.25	328	328	.00	328	328	.00	
ALLENS	3	9.97	10.31	1196	1263	5.30-	285	295	3.39-	285	295	3.39-	
HENNESSY V S	4	7.09	5.51	851	675	26.07	205	173	18.50	205	173	18.50	
E & J	5	5.57	6.02	668	737	9.36-	147	158	6.96-	147	158	6.96-	
ST RMY NAP VSOP	6	5.37	5.23	644	641	.47	149	138	7.97	149	138	7.97	
MR BOSTON	7	4.75	4.63	570	567	.53	151	157	3.82-	151	157	3.82-	
C BROS VS	8	4.64	4.14	556	507	9.66	130	120	8.33	130	120	8.33	
MR BOSTON	9	4.08	4.12	489	505	3.17-	121	114	6.14	121	114	6.14	
E & J VSOP	10	3.91	4.00	469	490	4.29-	113	109	3.67	113	109	3.67	
MR BOSTON WILD	11	2.98	3.58	358	438	18.26-	88	97	9.28-	88	97	9.28-	
COURVOISIER V S	12	2.26	2.30	271	282	3.90-	65	73	10.96-	65	73	10.96-	
DEVILLE VSOP NP	13	1.90	1.84	228	225	1.33	56	62	9.68-	56	62	9.68-	
P MSSN GRD AMBR	14	1.80	1.82	216	223	3.14-	47	42	11.90	47	42	11.90	
CORONET VSQ	15	1.47	1.64	176	201	12.44-	40	54	25.93-	40	54	25.93-	
LAIRD APPLEJACK	16	1.27	1.31	152	160	5.00-	40	41	2.44-	40	41	2.44-	
SALIGNAC V S	17	1.22	1.00	146	122	19.67	42	29	44.83	42	29	44.83	
REMY MRTN VSOP	18	1.09	1.05	131	129	1.55	30	26	15.38	30	26	15.38	
E & J XO	19	1.01	.96	121	117	3.42	33	25	32.00	33	25	32.00	
ARROW COFFEE	20	.83	1.22	100	149	32.89-	19	30	36.67-	19	30	36.67-	
STOCK 84	21	.78	1.15	94	141	33.33-	18	34	47.06-	18	34	47.06-	
LEROUX JEZYNOWK	22	.76	.82	91	100	9.00-	28	23	21.74	28	23	21.74	
COURVOISER VSOP	23	.63	.65	76	80	5.00-	17	18	5.56-	17	18	5.56-	
HENNESSY PRVLGE	24	.60	.51	72	63	14.29	16	16	.00	16	16	.00	
B CLVDS GR SOLG	25	.53	.53	63	65	3.08-	15	13	15.38	15	13	15.38	
E & J APPLE	26	.38	.00	45	0	.00	17	0	.00	17	0	.00	
P DOMEQ PRESNT	27	.23	.16	28	20	40.00	8	5	60.00	8	5	60.00	
ASBACH URLT GRM	28	.21	.02	25	2	1150.00	10	0	.00	10	0	.00	
POMME DE VIE	29	.18	.19	22	23	4.35-	4	4	.00	4	4	.00	
R JELINEK SLVTZ	30	.18	.16	22	20	10.00	6	5	20.00	6	5	20.00	
HENNESSY BLACK	31	.13	.08	15	10	50.00	5	2	150.00	5	2	150.00	
BARSOL PC ACHLD	32	.12	.08	14	10	40.00	3	2	50.00	3	2	50.00	
BARSOL PC QBRNT	33	.10	.10	12	12	.00	2	4	50.00-	2	4	50.00-	
ALTO D CRMN RSV	34	.09	.09	11	11	.00	4	3	33.33	4	3	33.33	
BISTRA SLIVOV TZ	35	.09	.10	11	12	8.33-	3	3	.00	3	3	.00	
HENSY VSOP/2GLS	36	.08	.00	10	0	.00	3	0	.00	3	0	.00	
TOSOLINI CIVDNA	37	.08	.10	10	12	16.67-	1	4	75.00-	1	4	75.00-	
ALLENS	38	.07	.08	8	10	20.00-	1	3	66.67-	1	3	66.67-	
MALVADOS	39	.05	.02	6	3	100.00	2	2	.00	2	2	.00	
BANFI GP MNTLCN	40	.05	.08	6	10	40.00-	1	1	.00	1	1	.00	
H W BLKBRY 70	41	.04	.06	5	7	28.57-	1	2	50.00-	1	2	50.00-	
KORBEL	42	.04	.04	5	5	.00	2	3	33.33-	2	3	33.33-	
LEROUX	43	.03	.01	4	1	300.00	2	0	.00	2	0	.00	
H W COF BRDY 60	44	.03	.04	4	5	20.00-	0	1	100.00-	0	1	100.00-	
R MRTN VSOP S R	45	.03	.05	4	6	33.33-	0	2	100.00-	0	2	100.00-	
P DOMEQ FNDR SP	46	.03	.03	4	4	.00	1	1	.00	1	1	.00	
ST REMY NPLN XO	47	.03	.05	3	6	50.00-	1	1	.00	1	1	.00	
JENKINS	48	.03	.02	3	3	.00	0	0	.00	0	0	.00	
CRVSR VS/SNF GL	49	.03	.06	3	7	57.14-	1	2	50.00-	1	2	50.00-	
LAIRDS BOND	50	.03	.00	3	0	.00	0	0	.00	0	0	.00	

NABCA CLASS REPORT

FIRST QUARTER 2017				BRANDY/COGNAC						PAGE 16		
BRAND	Rank	Share of Market Last 12 Months		Last 12 Months This Year	Last 12 Months Prior Year	+ or -	This Year to Date	Last Year to Date	+ or -	Current Quarter This Year	Current Quarter Last Year	+ or -
		This Year	Prior Year									
VIRGINIA - D. S.				4242080	4133814	2.62	975027	954319	2.17	975027	954319	2.17
BRANDY/COGNAC		5.99	5.59	253900	231082	9.87	62785	57849	8.53	62785	57849	8.53
HENNESSY V S	1	26.68	21.31	67751	49243	37.59	17032	13307	27.99	17032	13307	27.99
P MSSN GRD AMBR	2	13.03	13.91	33079	32137	2.93	8375	8224	1.84	8375	8224	1.84
E & J	3	9.73	10.72	24704	24783	.32-	5956	5999	.72-	5956	5999	.72-
E & J VSOP	4	7.58	7.74	19235	17886	7.54	4701	4798	2.02-	4701	4798	2.02-
C BROS VS	5	6.18	6.84	15699	15805	.67-	3501	3713	5.71-	3501	3713	5.71-
P MSSN GA PEACH	6	4.92	7.27	12501	16798	25.58-	2756	3637	24.22-	2756	3637	24.22-
COURVOISIER V S	7	3.33	4.09	8461	9457	10.53-	2069	2212	6.46-	2069	2212	6.46-
P MASSN GA VSOP	8	3.15	3.60	8009	8325	3.80-	1911	1926	.78-	1911	1926	.78-
REMY MRTN VSOP	9	2.02	2.22	5141	5134	.14	1376	1213	13.44	1376	1213	13.44
E & J XO	10	1.27	1.40	3235	3238	.09-	819	793	3.28	819	793	3.28
ANSAC V S	11	1.27	1.28	3226	2961	8.95	840	790	6.33	840	790	6.33
ST RMY NAP VSOP	12	1.18	1.23	3008	2832	6.21	745	718	3.76	745	718	3.76
E & J APPLE	13	1.16	.35	2939	817	259.73	631	442	42.76	631	442	42.76
P MSSN GA R BRY	14	1.13	1.16	2857	2679	6.64	533	1061	49.76-	533	1061	49.76-
R MRTN 1738 RYL	15	1.09	1.23	2761	2837	2.68-	609	640	4.84-	609	640	4.84-
SALIGNAC V S	16	1.04	.74	2635	1715	53.64	774	509	52.06	774	509	52.06
HENNESSY BLACK	17	.97	1.01	2473	2327	6.27	647	612	5.72	647	612	5.72
C BROS FROST WH	18	.90	1.16	2287	2675	14.50-	505	633	20.22-	505	633	20.22-
P MSSN GA PNAPL	19	.89	.00	2266	0	.00	1027	0	.00	1027	0	.00
HENNESSY PRVLGE	20	.86	.72	2184	1672	30.62	616	424	45.28	616	424	45.28
P MSSN GA APPLE	21	.84	.00	2134	0	.00	998	0	.00	998	0	.00
C BROS VSOP	22	.68	.76	1731	1746	.86-	512	474	8.02	512	474	8.02
JACQUIN BLKBRY	23	.67	.77	1701	1773	4.06-	396	465	14.84-	396	465	14.84-
KORBEL	24	.67	.85	1695	1972	14.05-	378	487	22.38-	378	487	22.38-
D'USSE VSOP	25	.65	.40	1647	928	77.48	504	289	74.39	504	289	74.39
JACQUIN PEACH	26	.64	.65	1629	1504	8.31	422	379	11.35	422	379	11.35
COURVOISIER VSOP	27	.49	.51	1250	1174	6.47	306	319	4.08-	306	319	4.08-
CHRISTIAN B PCH	28	.48	.99	1225	2298	46.69-	252	386	34.72-	252	386	34.72-
JACQUIN APRICOT	29	.47	.68	1206	1563	22.84-	163	393	58.52-	163	393	58.52-
C BRO APPLE	30	.47	.00	1182	0	.00	332	0	.00	332	0	.00
REMY MARTIN V	31	.44	.49	1112	1126	1.24-	305	230	32.61	305	230	32.61
C BROS XO RARE	32	.34	.42	854	971	12.05-	173	165	4.85	173	165	4.85
CORONET VSQ	33	.29	.39	748	905	17.35-	208	229	9.17-	208	229	9.17-
H W BLKBRY 70	34	.26	.27	667	615	8.46	198	150	32.00	198	150	32.00
ARROW COFFEE	35	.24	.22	605	518	16.80	153	134	14.18	153	134	14.18
RAYNAL VSOP NAP	36	.24	.27	601	625	3.84-	159	162	1.85-	159	162	1.85-
P DOMEQ PRESNT	37	.23	.24	575	545	5.50	142	143	.70-	142	143	.70-
MEUKOW VS	38	.22	.24	570	565	.88	146	131	11.45	146	131	11.45
MR BOSTON	39	.21	.19	542	449	20.71	157	102	53.92	157	102	53.92
HENSY VS SCOTT	40	.19	.00	495	0	.00	9	0	.00	9	0	.00
CAPT APPLEJACK	41	.17	.21	442	495	10.71-	74	79	6.33-	74	79	6.33-
COURVOISIER ROSE	42	.17	.19	440	450	2.22-	33	138	76.09-	33	138	76.09-
MACCHU PISCO	43	.17	.16	421	366	15.03	97	84	15.48	97	84	15.48
ASBACH URLT GRM	44	.15	.13	387	307	26.06	94	80	17.50	94	80	17.50
LAIRD APPLEJACK	45	.14	.14	359	335	7.16	86	79	8.86	86	79	8.86
CRVSR VSOP EXSF	46	.13	.12	337	288	17.01	53	70	24.29-	53	70	24.29-
CONJURE	47	.11	.08	279	183	52.46	71	77	7.79-	71	77	7.79-
CRVSR VS/SNF GL	48	.10	.11	261	262	.38-	12	15	20.00-	12	15	20.00-
MARTELL VS	49	.10	.10	251	220	14.09	60	57	5.26	60	57	5.26
MARTELL CR BLEU	50	.10	.12	243	281	13.52-	48	88	45.45-	48	88	45.45-

NABCA CLASS REPORT

FIRST QUARTER 2017			BRANDY/COGNAC							PAGE 17		
BRAND	Rank	Share of Market Last 12 Months		Last 12 Months This Year	Last 12 Months Prior Year	+ or -	This Year to Date	Last Year to Date	+ or -	Current Quarter This Year	Current Quarter Last Year	+ or -
		This Year	Prior Year									
WEST VIRGINIA - D. S.				644987	656222	1.71-	140361	142562	1.54-	140361	142562	1.54-
BRANDY/COGNAC		3.20	3.02	20615	19813	4.05	5058	4649	8.80	5058	4649	8.80
HENNESSY V S	1	27.09	22.72	5585	4502	24.06	1432	1136	26.06	1432	1136	26.06
E & J	2	23.76	26.24	4898	5198	5.77-	1086	1115	2.60-	1086	1115	2.60-
P MASN GRD AMBR	3	7.04	6.69	1451	1326	9.43	368	341	7.92	368	341	7.92
E & J VSOP	4	5.36	5.89	1104	1167	5.40-	268	256	4.69	268	256	4.69
JACQUIN GINGER	5	4.13	4.56	851	904	5.86-	250	237	5.49	250	237	5.49
JACQUIN BLKBRY	6	3.64	4.30	750	852	11.97-	182	233	21.89-	182	233	21.89-
MR BOSTON	7	3.01	3.48	620	689	10.01-	164	174	5.75-	164	174	5.75-
C BROS VS	8	2.58	2.90	531	575	7.65-	131	130	.77	131	130	.77
JACQUIN APRICOT	9	2.19	2.32	451	459	1.74-	107	115	6.96-	107	115	6.96-
JACQUIN PEACH	10	1.60	1.49	330	296	11.49	79	85	7.06-	79	85	7.06-
COURVOISIER V S	11	1.58	1.76	325	349	6.88-	89	63	41.27	89	63	41.27
MR BOSTON	12	1.48	1.52	306	301	1.66	77	75	2.67	77	75	2.67
REMY MRTN VSOP	13	1.33	1.36	274	269	1.86	67	66	1.52	67	66	1.52
E & J APPLE	14	1.13	.00	233	0	.00	78	0	.00	78	0	.00
MR BOSTON	15	1.03	1.09	213	215	.93-	49	64	23.44-	49	64	23.44-
E & J XO	16	1.01	1.13	208	223	6.73-	57	53	7.55	57	53	7.55
DEKUYPER	17	.94	.96	194	191	1.57	46	49	6.12-	46	49	6.12-
MR BOSTON WILD	18	.94	1.39	193	276	30.07-	49	65	24.62-	49	65	24.62-
HENNESSY BLACK	19	.93	.77	191	152	25.66	64	19	236.84	64	19	236.84
P MASN GA PEACH	20	.78	.92	161	182	11.54-	44	39	12.82	44	39	12.82
CORONET VSQ	21	.77	.93	159	184	13.59-	31	33	6.06-	31	33	6.06-
HENNESSY PRVLGE	22	.66	.63	137	125	9.60	32	20	60.00	32	20	60.00
R MRTN 1738 RYL	23	.57	.72	117	142	17.61-	23	31	25.81-	23	31	25.81-
ANSAC V S	24	.48	.58	99	115	13.91-	21	25	16.00-	21	25	16.00-
MR BOSTON	25	.43	.35	89	70	27.14	27	19	42.11	27	19	42.11
D'USSE VSOP	26	.36	.40	75	80	6.25-	17	20	15.00-	17	20	15.00-
HENSY VS SCOTT	27	.36	.00	74	0	.00	10	0	.00	10	0	.00
DEKUYPER	28	.36	.42	74	83	10.84-	20	24	16.67-	20	24	16.67-
P DOMEQ PRESNT	29	.33	.30	69	60	15.00	12	16	25.00-	12	16	25.00-
HENSY VSOP/2GLS	30	.33	.00	67	0	.00	14	0	.00	14	0	.00
ST RMY NAP VSOP	31	.29	.31	59	61	3.28-	12	16	25.00-	12	16	25.00-
P MASN GA VSOP	32	.29	.26	59	52	13.46	13	10	30.00	13	10	30.00
C BRO APPLE	33	.27	.00	55	0	.00	13	0	.00	13	0	.00
DEKUYPER	34	.25	.29	51	57	10.53-	10	16	37.50-	10	16	37.50-
ARROW PEACH	35	.24	.23	50	46	8.70	9	11	18.18-	9	11	18.18-
LAIRD APPLEJACK	36	.23	.24	48	48	.00	8	6	33.33	8	6	33.33
C BROS VSOP	37	.20	.24	41	47	12.77-	7	10	30.00-	7	10	30.00-
ARROW BLACKBRY	38	.19	.24	39	48	18.75-	11	15	26.67-	11	15	26.67-
P MASN GA R BRY	39	.17	.14	35	27	29.63	9	8	12.50	9	8	12.50
HENSY VS/50VSOP	40	.14	.28	28	56	50.00-	0	0	.00	0	0	.00
P MASN GA APPLE	41	.12	.00	25	0	.00	11	0	.00	11	0	.00
REMY MARTIN V	42	.12	.08	24	16	50.00	7	2	250.00	7	2	250.00
LEROUX POLISH	43	.12	.15	24	29	17.24-	2	7	71.43-	2	7	71.43-
P MASN GA PNAPL	44	.10	.00	21	0	.00	7	0	.00	7	0	.00
FRKS CHT PCH MN	45	.09	.08	19	15	26.67	4	4	.00	4	4	.00
HENNESSY X O	46	.09	.08	19	16	18.75	4	2	100.00	4	2	100.00
MEUKOW VS	47	.09	.05	18	10	80.00	6	4	50.00	6	4	50.00
HENNESSY MST BL	48	.08	.00	16	0	.00	3	0	.00	3	0	.00
PINCHGUT GRUMBL	49	.07	.02	15	3	400.00	1	3	66.67-	1	3	66.67-
COURVSR VS/2GLS	50	.05	.06	11	11	.00	0	0	.00	0	0	.00

NABCA CLASS REPORT

FIRST QUARTER 2017				BRANDY/COGNAC						PAGE 18		
BRAND	Rank	Share of Market Last 12 Months		Last 12 Months This Year	Last 12 Months Prior Year	+ or -	This Year to Date	Last Year to Date	+ or -	Current Quarter This Year	Current Quarter Last Year	+ or -
		This Year	Prior Year									
WYOMING - D.S.				532181	539425	1.34-	118095	119882	1.49-	118095	119882	1.49-
BRANDY/COGNAC		1.64	1.70	8741	9176	4.74-	2064	2162	4.53-	2064	2162	4.53-
C BROS VS	1	23.60	22.47	2063	2062	.05	477	483	1.24-	477	483	1.24-
E & J	2	20.50	21.95	1792	2014	11.02-	404	476	15.13-	404	476	15.13-
DEKUYPER	3	17.95	18.79	1569	1724	8.99-	400	423	5.44-	400	423	5.44-
HENNESSY V S	4	6.96	5.55	608	509	19.45	142	107	32.71	142	107	32.71
E & J VSOP	5	6.17	6.21	539	570	5.44-	102	116	12.07-	102	116	12.07-
COURVOISIER V S	6	2.81	2.80	246	257	4.28-	52	60	13.33-	52	60	13.33-
KORBEL	7	2.55	2.86	223	262	14.89-	48	51	5.88-	48	51	5.88-
DEKUYPER	8	2.38	2.27	208	208	.00	48	49	2.04-	48	49	2.04-
DEKUYPER	9	2.05	2.04	179	187	4.28-	40	46	13.04-	40	46	13.04-
E & J XO	10	1.97	1.86	172	171	.58	40	44	9.09-	40	44	9.09-
P MSSN GRD AMBR	11	1.72	1.87	150	172	12.79-	41	47	12.77-	41	47	12.77-
REMY MRTN VSOP	12	1.40	1.48	122	136	10.29-	36	26	38.46	36	26	38.46
E & J APPLE	13	1.21	.58	106	53	100.00	23	15	53.33	23	15	53.33
E & J SPCL RSRV	14	1.13	1.10	99	101	1.98-	21	24	12.50-	21	24	12.50-
PHILLIPS 5 STAR	15	1.00	1.38	87	127	31.50-	13	30	56.67-	13	30	56.67-
P DOMEQ PRESNT	16	.79	.88	69	81	14.81-	12	15	20.00-	12	15	20.00-
COURVOISER VSOP	17	.54	.51	47	47	.00	14	8	75.00-	14	8	75.00-
HENNESSY PRVLGE	18	.46	.48	40	44	9.09-	7	8	12.50-	7	8	12.50-
DEKUYPER	19	.30	.33	26	30	13.33-	9	11	18.18-	9	11	18.18-
HENNESSY BLACK	20	.25	.33	22	30	26.67-	5	3	66.67	5	3	66.67
ALLENS	21	.25	.24	22	22	.00	8	9	11.11-	8	9	11.11-
H W BLKBRY 70	22	.19	.08	17	7	142.86	4	5	20.00-	4	5	20.00-
ARROW BLACKBRY	23	.19	.11	17	10	70.00	6	2	200.00	6	2	200.00
PEAR WM PRKHART	24	.16	.01	14	1	1300.00	10	1	900.00	10	1	900.00
OBSTLER AP&PEAR	25	.15	.11	13	10	30.00	1	2	50.00-	1	2	50.00-
MR BOSTON WILD	26	.14	.10	12	9	33.33	3	0	.00	3	0	.00
LAIRD APPLEJACK	27	.13	.23	11	21	47.62-	5	12	58.33-	5	12	58.33-
CAPEL PISCO RSV	28	.11	.16	10	15	33.33-	2	0	.00	2	0	.00
MR BOSTON	29	.10	.04	9	4	125.00	4	0	.00	4	0	.00
LEROUX JEZYNOWK	30	.10	.04	9	4	125.00	3	1	200.00	3	1	200.00
B CLVDS GR SOLG	31	.09	.04	8	4	100.00	5	1	400.00	5	1	400.00
MR BOSTON	32	.09	.02	8	2	300.00	3	0	.00	3	0	.00
BANFI GP MNTLCN	33	.08	.04	7	4	75.00	2	2	.00	2	2	.00
METAXA 7 STAR	34	.08	.07	7	6	16.67	2	1	100.00	2	1	100.00
H W COF BRDY 60	35	.08	.07	7	6	16.67	4	2	100.00	4	2	100.00
MARTELL CR BLEU	36	.08	.04	7	4	75.00	3	2	50.00	3	2	50.00
HENNESSY X O	37	.08	.08	7	7	.00	2	0	.00	2	0	.00
ST RMY NAP VSOP	38	.07	.03	6	3	100.00	2	1	100.00	2	1	100.00
HENNESSY MST BL	39	.07	.00	6	0	.00	1	0	.00	1	0	.00
H W PCH BDY 60	40	.07	.01	6	1	500.00	2	1	100.00	2	1	100.00
MEUKOW VS	41	.07	.05	6	5	20.00	2	1	100.00	2	1	100.00
KORBEL X SMOOTH	42	.06	.02	5	2	150.00	1	0	.00	1	0	.00
YAHARA GRP APRT	43	.06	.07	5	6	16.67-	2	0	.00	2	0	.00
HENSY PV/RND GF	44	.06	.01	5	1	400.00	0	0	.00	0	0	.00
CQRL CLVDS FINE	45	.06	.11	5	10	50.00-	4	5	20.00-	4	5	20.00-
ASBACH URLT GRM	46	.06	.02	5	2	150.00	2	0	.00	2	0	.00
BLUME MRLLN APR	47	.06	.00	5	0	.00	3	0	.00	3	0	.00
CLEAR CRK KIRSH	48	.05	.02	4	2	100.00	1	0	.00	1	0	.00
METAXA 5 ST GRK	49	.05	.02	4	2	100.00	2	2	.00	2	2	.00
J BAVET	50	.05	.07	4	6	33.33-	2	0	.00	2	0	.00

NABCA CLASS REPORT

FIRST QUARTER 2017				BRANDY/COGNAC						PAGE 19		
BRAND	Rank	Share of Market Last 12 Months		Last 12 Months This Year	Last 12 Months Prior Year	+ or -	This Year to Date	Last Year to Date	+ or -	Current Quarter This Year	Current Quarter Last Year	+ or -
		This Year	Prior Year									
MONTGOMERY CO. - D.S.				417511	422842	1.26-	93237	95905	2.78-	93237	95905	2.78-
BRANDY/COGNAC		5.36	5.25	22397	22185	.96	5273	5308	.66-	5273	5308	.66-
HENNESSY V S	1	23.19	21.97	5194	4875	6.54	1339	1038	29.00	1339	1038	29.00
E & J	2	12.04	12.82	2696	2844	5.20-	636	707	10.04-	636	707	10.04-
COURVOISIER V S	3	10.58	10.65	2370	2362	.34	550	720	23.61-	550	720	23.61-
E & J VSOP	4	5.80	6.56	1300	1456	10.71-	315	366	13.93-	315	366	13.93-
C BROS VS	5	4.45	4.11	997	912	9.32	203	205	.98-	203	205	.98-
REMY MRTN VSOP	6	4.32	4.41	968	978	1.02-	225	244	7.79-	225	244	7.79-
ST RMY NAP VSOP	7	3.74	3.76	838	834	.48	197	203	2.96-	197	203	2.96-
E & J XO	8	3.16	3.12	708	693	2.16	163	164	.61-	163	164	.61-
R MRTN 1738 RYL	9	3.16	3.71	708	822	13.87-	154	193	20.21-	154	193	20.21-
P MSSN GRD AMBR	10	2.70	2.80	604	622	2.89-	146	144	1.39	146	144	1.39
COURVOISER VSOP	11	2.43	1.71	545	379	43.80	141	90	56.67	141	90	56.67
HENNESSY PRVLGE	12	1.83	1.42	409	315	29.84	105	80	31.25	105	80	31.25
RAYNAL VSOP NAP	13	1.83	2.25	409	499	18.04-	93	118	21.19-	93	118	21.19-
HENNESSY BLACK	14	1.78	2.29	398	509	21.81-	101	159	36.48-	101	159	36.48-
SALIGNAC V S	15	1.40	1.21	314	268	17.16	80	41	95.12	80	41	95.12
E & J APPLE	16	1.36	.00	304	1	30300.00	83	1	8200.00	83	1	8200.00
HENNESSY VS LMT	17	1.26	.01	282	2	14000.00	0	0	.00	0	0	.00
MACCHU PISCO	18	.91	1.05	204	233	12.45-	36	49	26.53-	36	49	26.53-
MARTELL VS	19	.89	.55	200	122	63.93	50	38	31.58	50	38	31.58
P MSSN GA PEACH	20	.68	.95	152	211	27.96-	32	43	25.58-	32	43	25.58-
LAIRD APPLEJACK	21	.67	.78	149	172	13.37-	28	40	30.00-	28	40	30.00-
SOLDEICA PISCO	22	.66	.58	148	129	14.73	35	34	2.94	35	34	2.94
ST REMY NPLN XO	23	.64	.75	143	166	13.86-	28	41	31.71-	28	41	31.71-
ALTO D CRMN RSV	24	.61	.53	137	117	17.09	31	24	29.17	31	24	29.17
METAXA AMPHORA	25	.42	.42	93	93	.00	18	17	5.88	18	17	5.88
H W PCH BDY 70	26	.39	.40	87	89	2.25-	20	20	.00	20	20	.00
P MSSN GA R BRY	27	.37	.06	83	13	538.46	12	11	9.09	12	11	9.09
MARTELL VSOP	28	.36	.23	80	51	56.86	15	16	6.25-	15	16	6.25-
CAPEL PISCO RSV	29	.34	.32	77	72	6.94	17	16	6.25	17	16	6.25
ANSAC V S	30	.33	.34	73	76	3.95-	18	20	10.00-	18	20	10.00-
ARARAT 5 STAR	31	.32	.21	71	46	54.35	16	19	15.79-	16	19	15.79-
ASBACH URLT GRM	32	.32	.38	71	85	16.47-	19	19	.00	19	19	.00
P DOMEQ FNDR SP	33	.29	.32	66	72	8.33-	14	16	12.50-	14	16	12.50-
H W CHRY BRDY70	34	.29	.18	64	39	64.10	14	10	40.00	14	10	40.00
D'USSE VSOP	35	.28	.21	62	47	31.91	16	15	6.67	16	15	6.67
METAXA 5 ST GRK	36	.27	.29	61	64	4.69-	13	19	31.58-	13	19	31.58-
P DOMEQ PRESNT	37	.26	.25	59	55	7.27	13	14	7.14-	13	14	7.14-
REMY MARTIN V	38	.26	.35	59	77	23.38-	11	20	45.00-	11	20	45.00-
PISCO PORTON	39	.26	.26	59	58	1.72	11	10	10.00	11	10	10.00
BOLS	40	.24	.09	54	19	184.21	12	10	20.00	12	10	20.00
CAPEL PSCO MOAI	41	.22	.25	50	56	10.71-	7	11	36.36-	7	11	36.36-
KVINT KOSHER	42	.21	.09	47	21	123.81	12	15	20.00-	12	15	20.00-
HENNESSY X O	43	.20	.22	45	48	6.25-	11	10	10.00	11	10	10.00
R MRTN XO EXCEL	44	.19	.23	43	50	14.00-	5	7	28.57-	5	7	28.57-
DUPONT FINE RES	45	.18	.19	40	42	4.76-	9	8	12.50	9	8	12.50
HUNGARN SLV PLM	46	.18	.18	40	41	2.44-	9	11	18.18-	9	11	18.18-
KORBEL	47	.17	.16	38	35	8.57	9	7	28.57	9	7	28.57
BOLS	48	.17	.09	37	20	85.00	8	7	14.29	8	7	14.29
LANDY VS	49	.14	.19	32	42	23.81-	6	10	40.00-	6	10	40.00-
ASTEGGIANA GRPA	50	.13	.18	30	39	23.08-	6	9	33.33-	6	9	33.33-

NABCA CLASS REPORT

FIRST QUARTER 2017				BRANDY/COGNAC						PAGE 20		
BRAND	Rank	Share of Market Last 12 Months		Last 12 Months This Year	Last 12 Months Prior Year	+ or -	This Year to Date	Last Year to Date	+ or -	Current Quarter This Year	Current Quarter Last Year	+ or -
		This Year	Prior Year									
MISSISSIPPI - D.S.				1768493	1769327	.05-	432180	442371	2.30-	432180	442371	2.30-
BRANDY/COGNAC		8.98	8.11	158747	143457	10.66	41339	38777	6.61	41339	38777	6.61
HENNESSY V S	1	26.81	23.52	42560	33739	26.14	11599	9093	27.56	11599	9093	27.56
P MSSN GRD AMBR	2	21.78	21.96	34578	31506	9.75	8827	8556	3.17	8827	8556	3.17
E & J	3	10.30	12.53	16347	17973	9.05-	4205	4537	7.32-	4205	4537	7.32-
E & J VSOP	4	6.42	8.11	10199	11632	12.32-	2629	2886	8.91-	2629	2886	8.91-
REMY MRTN VSOP	5	5.79	5.94	9196	8524	7.88	2492	2531	1.54-	2492	2531	1.54-
COURVOISIER V S	6	4.00	4.23	6347	6066	4.63	1631	1725	5.45-	1631	1725	5.45-
P MSSN GA PEACH	7	3.49	4.40	5535	6312	12.31-	1348	1474	8.55-	1348	1474	8.55-
E & J APPLE	8	3.46	2.52	5491	3620	51.69	1402	1583	11.43-	1402	1583	11.43-
P MASSN GA VSOP	9	2.00	2.13	3174	3059	3.76	837	818	2.32	837	818	2.32
ANSAC V S	10	1.67	2.00	2647	2862	7.51-	700	704	.57-	700	704	.57-
R MRTN 1738 RYL	11	1.59	1.67	2530	2397	5.55	494	671	26.38-	494	671	26.38-
SALIGNAC V S	12	1.54	1.38	2445	1985	23.17	592	529	11.91	592	529	11.91
C BROS VS	13	1.42	1.52	2249	2183	3.02	622	577	7.80	622	577	7.80
E & J XO	14	.90	1.06	1425	1523	6.43-	373	382	2.36-	373	382	2.36-
MARTELL VS	15	.76	.80	1201	1141	5.26	306	306	.00	306	306	.00
MEUKOW VS	16	.52	.46	833	667	24.89	214	181	18.23	214	181	18.23
P MSSN GA R BRY	17	.40	.22	640	319	100.63	138	220	37.27-	138	220	37.27-
P MSN GA VS PET	18	.40	.00	633	0	.00	378	0	.00	378	0	.00
HARTLEY	19	.39	.00	627	0	.00	131	0	.00	131	0	.00
HARTLY PNP VSOP	20	.39	.00	625	0	.00	79	0	.00	79	0	.00
HENNESSY BLACK	21	.39	.40	625	578	8.13	202	193	4.66	202	193	4.66
DEKUYPER	22	.39	.50	620	716	13.41-	164	204	19.61-	164	204	19.61-
HARTLY APL VSOP	23	.38	.00	603	0	.00	71	0	.00	71	0	.00
REMY MARTIN V	24	.35	.52	559	749	25.37-	140	244	42.62-	140	244	42.62-
D'USSE VSOP	25	.31	.32	495	462	7.14	138	132	4.55	138	132	4.55
HENNESSY PRVLGE	26	.31	.24	487	343	41.98	142	89	59.55	142	89	59.55
P MSSN GA PNAPL	27	.30	.00	482	0	.00	274	0	.00	274	0	.00
C BROS VSOP	28	.27	.33	421	473	10.99-	48	67	28.36-	48	67	28.36-
CHRISTIAN B PCH	29	.21	.27	331	388	14.69-	136	91	49.45	136	91	49.45
KORBEL	30	.20	.22	311	311	.00	80	94	14.89-	80	94	14.89-
P MSSN GA APPLE	31	.20	.00	310	0	.00	168	0	.00	168	0	.00
ST RMY NAP VSOP	32	.19	.23	299	328	8.84-	69	95	27.37-	69	95	27.37-
R MRT VSOP/1738	33	.19	.00	299	0	.00	0	0	.00	0	0	.00
R MRTN VSOP/GLS	34	.17	.17	266	250	6.40	0	0	.00	0	0	.00
DEKUYPER	35	.17	.19	265	274	3.28-	59	85	30.59-	59	85	30.59-
GIROUX FIVE STR	36	.16	.17	251	237	5.91	62	73	15.07-	62	73	15.07-
CONJURE	37	.16	.18	247	253	2.37-	59	64	7.81-	59	64	7.81-
P DOMEQ PRESNT	38	.15	.16	245	236	3.81	72	61	18.03	72	61	18.03
DEKUYPER	39	.15	.17	239	239	.00	69	70	1.43-	69	70	1.43-
HENNSY VSOP FSK	40	.11	.11	177	155	14.19	58	38	52.63	58	38	52.63
CRVSR VS/SNF GL	41	.10	.10	151	149	1.34	0	0	.00	0	0	.00
HENSY VS SCOTT	42	.09	.00	150	0	.00	16	0	.00	16	0	.00
MARTELL CR BLEU	43	.09	.08	136	113	20.35	75	40	87.50	75	40	87.50
HARTLEY VSOP	44	.08	.00	134	0	.00	0	0	.00	0	0	.00
COURVOISER VSOP	45	.08	.08	121	118	2.54	40	30	33.33	40	30	33.33
RAYNAL VSOP NAP	46	.07	.11	116	151	23.18-	27	35	22.86-	27	35	22.86-
COURVOISIER C	47	.07	.10	105	149	29.53-	0	43	100.00-	0	43	100.00-
REMY MRTN V/GLS	48	.06	.05	100	73	36.99	14	16	12.50-	14	16	12.50-
HENSY VS/50VSOP	49	.06	.03	100	50	100.00	0	0	.00	0	0	.00
C BRO APPLE	50	.06	.00	89	0	.00	9	0	.00	9	0	.00

NABCA CLASS REPORT

FIRST QUARTER 2017				BRANDY/COGNAC						PAGE 1		
VENDOR	Rank	Share of Market Last 12 Months		Last 12 Months This Year	Last 12 Months Prior Year	+ or -	This Year to Date	Last Year to Date	+ or -	Current Quarter This Year	Current Quarter Last Year	+ or -
		This Year	Prior Year									
ALL STATES DISTILLED SPIRITS		D.S.		46402733	45311417	2.41	10571601	10362477	2.02	10571601	10362477	2.02
BRANDY/COGNAC		6.14	5.80	2849349	2626244	8.50	717588	669101	7.25	717588	669101	7.25
MOET HENNESSY	1	27.88	24.59	794533	645751	23.04	209639	172046	21.85	209639	172046	21.85
CONSTELLATION	2	17.48	18.11	498147	475595	4.74	125288	121488	3.13	125288	121488	3.13
GALLO E J WINE	3	14.28	15.02	406869	394500	3.14	98300	98399	.10-	98300	98399	.10-
HEAVEN HILL	4	8.77	9.38	249799	246242	1.44	60922	59624	2.18	60922	59624	2.18
REMY COINTREAU	5	6.80	7.46	193839	196047	1.13-	48014	48911	1.83-	48014	48911	1.83-
BEAM SUNTORY	6	5.75	5.96	163892	156502	4.72	41057	38882	5.59	41057	38882	5.59
NORTH WALES WNS	7	5.06	4.30	144145	112911	27.66	38105	33638	13.28	38105	33638	13.28
WALKER M S INC	8	3.81	4.27	108701	112252	3.16-	25227	25572	1.35-	25227	25572	1.35-
JACQUIN ET CIE	9	2.16	2.47	61661	64814	4.86-	15773	16684	5.46-	15773	16684	5.46-
SAZERAC N AMRCA	10	2.07	2.14	59093	56174	5.20	14074	13774	2.18	14074	13774	2.18
LUXCO INC	11	1.63	1.88	46448	49344	5.87-	11404	11876	3.97-	11404	11876	3.97-
PERNOD RCRD USA	12	1.49	1.63	42565	42770	.48-	10691	10571	1.14	10691	10571	1.14
BACARDI USA INC	13	.60	.48	17047	12550	35.83	4860	3489	39.29	4860	3489	39.29
GEMINI S&W CO	14	.38	.33	10816	8634	25.27	2435	2066	17.86	2435	2066	17.86
BROWN FORMAN	15	.38	.45	10712	11748	8.82-	2411	2663	9.46-	2411	2663	9.46-
LAIRD AND CO	16	.20	.24	5781	6395	9.60-	1205	1338	9.94-	1205	1338	9.94-
HOOD RIVER DIST	17	.15	.17	4143	4384	5.50-	998	1050	4.95-	998	1050	4.95-
GRANT AND SONS	18	.14	.17	4018	4459	9.89-	949	1025	7.41-	949	1025	7.41-
MHW LIMITED	19	.09	.11	2624	2804	6.42-	575	753	23.64-	575	753	23.64-
FRANK-LIN DSTLR	20	.09	.10	2491	2603	4.30-	616	639	3.60-	616	639	3.60-
SHAW-ROSS IMPTS	21	.07	.07	1945	1877	3.62	440	434	1.38	440	434	1.38
HARDY A USA LTD	22	.05	.05	1367	1238	10.42	380	307	23.78	380	307	23.78
PALM BAY IMPRTS	23	.05	.06	1340	1448	7.46-	287	310	7.42-	287	310	7.42-
NICHE IMPORT CO	24	.05	.05	1294	1195	8.28	326	272	19.85	326	272	19.85
DUGGANS DST PRD	25	.04	.05	1271	1238	2.67	273	289	5.54-	273	289	5.54-
WESTRN FOOD&BEV	26	.04	.04	1144	972	17.70	308	230	33.91	308	230	33.91
MACCHU PISCO	27	.03	.03	964	906	6.40	226	211	7.11	226	211	7.11
CLEAR CREEK DST	28	.03	.04	901	954	5.56-	189	189	.00	189	189	.00
MUTUAL WHOLSALE	29	.03	.04	759	1039	26.95-	101	261	61.30-	101	261	61.30-
SAZERAC COMPANY	30	.03	.01	751	214	250.93	171	100	71.00	171	100	71.00
PARK STREET IMP	31	.02	.03	703	781	9.99-	113	217	47.93-	113	217	47.93-
HEAVENLY SPIRIT	32	.02	.02	617	537	14.90	146	122	19.67	146	122	19.67
DEUTSCH FAM W&S	33	.02	.02	581	530	9.62	159	132	20.45	159	132	20.45
ANCHOR DISTLLNG	34	.02	.02	580	569	1.93	128	125	2.40	128	125	2.40
OVERSEAS INTNLT	35	.02	.02	561	545	2.94	111	125	11.20-	111	125	11.20-
PREMIER DSTBTRS	36	.02	.02	535	465	15.05	156	109	43.12	156	109	43.12
PHILLIPS DST CO	37	.02	.02	477	454	5.07	115	124	7.26-	115	124	7.26-
ROUST USA	38	.02	.00	446	0	.00	147	0	.00	147	0	.00
CAROLINA DIST	39	.01	.02	372	469	20.68-	81	93	12.90-	81	93	12.90-
GRAND PRIX BEV	40	.01	.01	371	188	97.34	109	43	153.49	109	43	153.49
BLACK SEA IMPRT	41	.01	.00	365	76	380.26	82	22	272.73	82	22	272.73
HIWS	42	.01	.00	282	0	.00	35	0	.00	35	0	.00
EVATON INC	43	.01	.01	252	265	4.91-	44	50	12.00-	44	50	12.00-
MONTEXP INC	44	.01	.01	244	267	8.61-	48	70	31.43-	48	70	31.43-
STE MICHELLE WN	45	.01	.01	236	199	18.59	63	63	.00	63	63	.00
WEIN-BAUER INC	46	.01	.01	219	225	2.67-	55	51	7.84	55	51	7.84
COPPER & KINGS	47	.01	.00	165	59	179.66	68	12	466.67	68	12	466.67
KOENIG DISTLLRY	48	.01	.01	164	159	3.14	38	36	5.56	38	36	5.56
CEDAR RIDGE VYD	49	.01	.01	163	186	12.37-	37	33	12.12	37	33	12.12
ALAMBIC INC	50	.01	.00	158	127	24.41	37	31	19.35	37	31	19.35

NABCA CLASS REPORT

FIRST QUARTER 2017				BRANDY/COGNAC								PAGE 2	
VENDOR	Rank	Share of Market Last 12 Months		Last 12 Months This Year	Last 12 Months Prior Year	+ or -	This Year to Date	Last Year to Date	+ or -	Current Quarter This Year	Current Quarter Last Year	+ or -	
		This Year	Prior Year										
ALABAMA - D.S.				2471275	2419133	2.16	590596	581485	1.57	590596	581485	1.57	
BRANDY/COGNAC		6.93	6.40	171274	154932	10.55	44749	40762	9.78	44749	40762	9.78	
CONSTELLATION	1	46.77	48.86	80110	75697	5.83	21133	19833	6.55	21133	19833	6.55	
MOET HENNESSY	2	21.76	18.19	37265	28186	32.21	9940	7734	28.52	9940	7734	28.52	
GALLO E J WINE	3	17.09	17.67	29267	27369	6.93	7282	7187	1.32	7282	7187	1.32	
REMY COINTREAU	4	5.81	6.27	9951	9711	2.47	2544	2546	.08-	2544	2546	.08-	
BEAM SUNTORY	5	3.84	3.93	6583	6092	8.06	1776	1530	16.08	1776	1530	16.08	
HEAVEN HILL	6	3.19	3.61	5459	5599	2.50-	1345	1366	1.54-	1345	1366	1.54-	
PERNOD RCRD USA	7	.74	.74	1262	1143	10.41	325	285	14.04	325	285	14.04	
BACARDI USA INC	8	.55	.43	940	664	41.57	272	197	38.07	272	197	38.07	
MHW LIMITED	9	.09	.13	159	194	18.04-	33	41	19.51-	33	41	19.51-	
BROWN FORMAN	10	.04	.04	63	64	1.56-	12	17	29.41-	12	17	29.41-	
GEMINI S&W CO	11	.03	.00	53	0	.00	53	0	.00	53	0	.00	
LAIRD AND CO	12	.02	.03	39	51	23.53-	7	11	36.36-	7	11	36.36-	
SAZERAC N AMRCA	13	.02	.03	32	49	34.69-	8	5	60.00	8	5	60.00	
PARK STREET IMP	14	.01	.01	23	9	155.56	4	2	100.00	4	2	100.00	
MISA IMPORTS	15	.01	.02	19	31	38.71-	0	1	100.00-	0	1	100.00-	
DUGGANS DST PRD	16	.01	.01	14	11	27.27	4	4	.00	4	4	.00	
NICHE IMPORT CO	17	.01	.00	10	6	66.67	4	0	.00	4	0	.00	
SHAW-ROSS IMPTS	18	.00	.00	8	7	14.29	1	0	.00	1	0	.00	
WALKER M S INC	19	.00	.01	5	14	64.29-	3	2	50.00	3	2	50.00	
DEUTSCH FAM W&S	20	.00	.01	4	10	60.00-	1	1	.00	1	1	.00	
IDAHO - D.S.				1012609	971141	4.27	226723	218466	3.78	226723	218466	3.78	
BRANDY/COGNAC		1.53	1.52	15510	14765	5.05	3559	3398	4.74	3559	3398	4.74	
HEAVEN HILL	1	31.68	31.28	4913	4618	6.39	1126	1084	3.87	1126	1084	3.87	
GALLO E J WINE	2	22.85	22.09	3544	3261	8.68	797	743	7.27	797	743	7.27	
BEAM SUNTORY	3	14.97	16.27	2322	2403	3.37-	565	564	.18	565	564	.18	
MOET HENNESSY	4	7.51	6.31	1165	932	25.00	273	208	31.25	273	208	31.25	
REMY COINTREAU	5	3.95	4.10	613	606	1.16	138	133	3.76	138	133	3.76	
CONSTELLATION	6	3.51	3.33	544	492	10.57	117	117	.00	117	117	.00	
BROWN FORMAN	7	3.51	3.79	544	560	2.86-	130	129	.78	130	129	.78	
HOOD RIVER DIST	8	3.35	3.73	519	551	5.81-	108	124	12.90-	108	124	12.90-	
PERNOD RCRD USA	9	2.41	2.68	374	396	5.56-	76	82	7.32-	76	82	7.32-	
SAZERAC N AMRCA	10	2.07	2.47	321	365	12.05-	76	90	15.56-	76	90	15.56-	
LAIRD AND CO	11	.64	.75	100	111	9.91-	20	24	16.67-	20	24	16.67-	
KOENIG DISTLLRY	12	.59	.62	92	91	1.10	19	19	.00	19	19	.00	
UP NORTH DIST	13	.54	.01	84	2	4100.00	22	2	1000.00	22	2	1000.00	
SHAW-ROSS IMPTS	14	.48	.55	74	81	8.64-	16	18	11.11-	16	18	11.11-	
WESTRN FOOD&BEV	15	.39	.30	61	44	38.64	15	8	87.50	15	8	87.50	
STE MICHELLE WN	16	.31	.35	48	51	5.88-	13	9	44.44	13	9	44.44	
BACARDI USA INC	17	.19	.20	29	29	.00	6	7	14.29-	6	7	14.29-	
DUGGANS DST PRD	18	.18	.27	28	40	30.00-	8	10	20.00-	8	10	20.00-	
EVATON INC	19	.17	.16	27	24	12.50	6	4	50.00	6	4	50.00	
LUXCO INC	20	.16	.22	25	33	24.24-	6	7	14.29-	6	7	14.29-	

NABCA CLASS REPORT

FIRST QUARTER 2017				BRANDY/COGNAC							PAGE 3	
VENDOR	Rank	Share of Market Last 12 Months		Last 12 Months This Year	Last 12 Months Prior Year	+ or -	This Year to Date	Last Year to Date	+ or -	Current Quarter This Year	Current Quarter Last Year	+ or -
		This Year	Prior Year									
IOWA - D.S.				2066285	1969771	4.90	465848	453551	2.71	465848	453551	2.71
BRANDY/COGNAC		3.43	3.35	70946	66078	7.37	16897	16332	3.46	16897	16332	3.46
MOET HENNESSY	1	22.82	19.05	16187	12591	28.56	4235	3426	23.61	4235	3426	23.61
GALLO E J WINE	2	19.53	21.04	13853	13902	.35-	2924	3154	7.29-	2924	3154	7.29-
CONSTELLATION	3	17.23	17.10	12224	11302	8.16	2768	2737	1.13	2768	2737	1.13
LUXCO INC	4	13.78	16.10	9776	10641	8.13-	2403	2740	12.30-	2403	2740	12.30-
HEAVEN HILL	5	9.34	10.23	6625	6759	1.98-	1400	1568	10.71-	1400	1568	10.71-
REMY COINTREAU	6	9.24	8.32	6554	5495	19.27	1679	1370	22.55	1679	1370	22.55
SAZERAC N AMRCA	7	2.21	2.37	1565	1564	.06	401	411	2.43-	401	411	2.43-
BEAM SUNTORY	8	2.01	2.18	1423	1440	1.18-	395	358	10.34	395	358	10.34
BROWN FORMAN	9	1.59	1.62	1128	1069	5.52	261	238	9.66	261	238	9.66
PHILLIPS DST CO	10	.54	.47	382	312	22.44	100	87	14.94	100	87	14.94
PERNOD RCRD USA	11	.41	.43	288	286	.70	82	70	17.14	82	70	17.14
BACARDI USA INC	12	.26	.20	187	131	42.75	54	34	58.82	54	34	58.82
CEDAR RIDGE VYD	13	.23	.28	163	186	12.37-	37	33	12.12	37	33	12.12
GRAND PRIX BEV	14	.23	.00	160	0	.00	53	0	.00	53	0	.00
SHAW-ROSS IMPTS	15	.12	.13	83	83	.00	19	20	5.00-	19	20	5.00-
GEMINI S&W CO	16	.09	.13	66	85	22.35-	19	14	35.71	19	14	35.71
WESTRN FOOD&BEV	17	.08	.09	55	57	3.51-	18	16	12.50	18	16	12.50
LAIRD AND CO	18	.05	.05	32	36	11.11-	9	7	28.57	9	7	28.57
STE MICHELLE WN	19	.04	.03	31	20	55.00	5	8	37.50-	5	8	37.50-
LEVECKE CORP	20	.04	.00	26	0	.00	6	0	.00	6	0	.00
MAINE - D.S.				1100505	1041027	5.71	238608	221044	7.95	238608	221044	7.95
BRANDY/COGNAC		10.99	11.80	120975	122807	1.49-	28327	28080	.88	28327	28080	.88
WALKER M S INC	1	80.47	81.41	97350	99983	2.63-	22866	23054	.82-	22866	23054	.82-
SAZERAC N AMRCA	2	10.25	9.53	12397	11709	5.88	2959	2672	10.74	2959	2672	10.74
MOET HENNESSY	3	2.76	2.22	3338	2724	22.54	801	622	28.78	801	622	28.78
GALLO E J WINE	4	1.77	1.96	2146	2409	10.92-	406	466	12.88-	406	466	12.88-
HEAVEN HILL	5	1.65	1.62	2000	1990	.50	504	474	6.33	504	474	6.33
REMY COINTREAU	6	.93	.83	1129	1023	10.36	233	203	14.78	233	203	14.78
PERNOD RCRD USA	7	.48	.49	581	602	3.49-	124	127	2.36-	124	127	2.36-
LUXCO INC	8	.45	.48	550	587	6.30-	142	126	12.70	142	126	12.70
BEAM SUNTORY	9	.40	.43	483	531	9.04-	98	100	2.00-	98	100	2.00-
CONSTELLATION	10	.36	.48	434	591	26.57-	85	105	19.05-	85	105	19.05-
GEMINI S&W CO	11	.14	.13	172	164	4.88	29	36	19.44-	29	36	19.44-
LAIRD AND CO	12	.07	.10	84	121	30.58-	20	22	9.09-	20	22	9.09-
JACQUIN ET CIE	13	.06	.06	76	73	4.11	20	19	5.26	20	19	5.26
PALM BAY IMPRTS	14	.03	.03	42	41	2.44	8	4	100.00	8	4	100.00
ANCHOR DISTLLNG	15	.03	.04	36	43	16.28-	6	8	25.00-	6	8	25.00-
SPIRIT MNE DIST	16	.02	.02	27	30	10.00-	1	5	80.00-	1	5	80.00-
DEUTSCH FAM W&S	17	.02	.02	22	26	15.38-	5	6	16.67-	5	6	16.67-
BROWN FORMAN	18	.02	.02	21	25	16.00-	4	7	42.86-	4	7	42.86-
GRANT AND SONS	19	.01	.01	14	16	12.50-	4	4	.00	4	4	.00
MHW LIMITED	20	.01	.01	11	10	10.00	2	2	.00	2	2	.00

NABCA CLASS REPORT

FIRST QUARTER 2017				BRANDY/COGNAC								PAGE 4	
VENDOR	Rank	Share of Market Last 12 Months		Last 12 Months This Year	Last 12 Months Prior Year	+ or -	This Year to Date	Last Year to Date	+ or -	Current Quarter This Year	Current Quarter Last Year	+ or -	
		This Year	Prior Year										
MICHIGAN - D.S.				7351569	7263747	1.21	1602191	1560641	2.66	1602191	1560641	2.66	
BRANDY/COGNAC		8.08	7.92	594371	575409	3.30	145338	144725	.42	145338	144725	.42	
MOET HENNESSY	1	31.78	30.61	188869	176122	7.24	45647	46000	.77-	45647	46000	.77-	
GALLO E J WINE	2	16.29	15.80	96805	90893	6.50	24047	22704	5.92	24047	22704	5.92	
CONSTELLATION	3	13.44	13.80	79869	79402	.59	19833	19655	.91	19833	19655	.91	
REMY COINTREAU	4	11.46	12.49	68108	71890	5.26-	16581	18160	8.69-	16581	18160	8.69-	
HEAVEN HILL	5	8.49	9.19	50455	52905	4.63-	11876	12829	7.43-	11876	12829	7.43-	
BEAM SUNTORY	6	8.45	7.72	50219	44411	13.08	12730	10763	18.28	12730	10763	18.28	
PERNOD RCRD USA	7	3.80	4.18	22600	24054	6.04-	5694	5909	3.64-	5694	5909	3.64-	
LUXCO INC	8	2.51	2.73	14892	15716	5.24-	3585	3708	3.32-	3585	3708	3.32-	
GEMINI S&W CO	9	1.21	1.21	7185	6977	2.98	1772	1709	3.69	1772	1709	3.69	
BACARDI USA INC	10	.86	.74	5131	4275	20.02	1218	1126	8.17	1218	1126	8.17	
SAZERAC N AMRCA	11	.25	.22	1499	1293	15.93	369	325	13.54	369	325	13.54	
BROWN FORMAN	12	.20	.22	1202	1263	4.83-	280	262	6.87	280	262	6.87	
GRANT AND SONS	13	.17	.19	1017	1117	8.95-	257	256	.39	257	256	.39	
SAZERAC COMPANY	14	.12	.03	726	179	305.59	163	87	87.36	163	87	87.36	
MHW LIMITED	15	.11	.11	655	643	1.87	145	193	24.87-	145	193	24.87-	
OVERSEAS INTNTL	16	.09	.09	561	545	2.94	111	125	11.20-	111	125	11.20-	
LAIRD AND CO	17	.07	.09	431	492	12.40-	95	98	3.06-	95	98	3.06-	
ROUST USA	18	.07	.00	397	0	.00	122	0	.00	122	0	.00	
SHAW-ROSS IMPTS	19	.05	.06	306	324	5.56-	73	68	7.35	73	68	7.35	
HIWWS	20	.05	.00	282	0	.00	35	0	.00	35	0	.00	
MONTANA - D.S.				749971	735097	2.02	161369	161424	.03-	161369	161424	.03-	
BRANDY/COGNAC		2.32	2.41	17418	17719	1.70-	3838	3829	.24	3838	3829	.24	
SAZERAC N AMRCA	1	30.72	30.23	5351	5357	.11-	1232	1189	3.62	1232	1189	3.62	
HEAVEN HILL	2	30.29	30.03	5276	5321	.85-	1131	1113	1.62	1131	1113	1.62	
GALLO E J WINE	3	18.45	19.89	3214	3524	8.80-	659	738	10.70-	659	738	10.70-	
MOET HENNESSY	4	4.05	3.13	706	554	27.44	188	124	51.61	188	124	51.61	
BEAM SUNTORY	5	3.93	3.96	684	701	2.43-	149	161	7.45-	149	161	7.45-	
BROWN FORMAN	6	3.45	3.82	601	677	11.23-	109	141	22.70-	109	141	22.70-	
CONSTELLATION	7	1.75	1.57	305	278	9.71	78	69	13.04	78	69	13.04	
REMY COINTREAU	8	1.70	1.68	296	298	.67-	79	72	9.72	79	72	9.72	
LUXCO INC	9	1.57	1.69	274	300	8.67-	63	70	10.00-	63	70	10.00-	
MHW LIMITED	10	.67	.62	116	109	6.42	30	22	36.36	30	22	36.36	
FRANK-LIN DSTLR	11	.56	.72	97	127	23.62-	20	25	20.00-	20	25	20.00-	
PERNOD RCRD USA	12	.54	.49	94	87	8.05	18	19	5.26-	18	19	5.26-	
LAIRD AND CO	13	.30	.30	53	53	.00	7	8	12.50-	7	8	12.50-	
PALM BAY IMPRTS	14	.25	.24	44	43	2.33	8	5	60.00	8	5	60.00	
NICHE IMPORT CO	15	.20	.13	35	23	52.17	8	3	166.67	8	3	166.67	
SHAW-ROSS IMPTS	16	.18	.21	32	37	13.51-	6	9	33.33-	6	9	33.33-	
DUGGANS DST PRD	17	.18	.16	31	28	10.71	5	10	50.00-	5	10	50.00-	
ALAMBIC INC	18	.16	.12	28	22	27.27	6	7	14.29-	6	7	14.29-	
GLACIER DIST CO	19	.15	.02	26	3	766.67	4	0	.00	4	0	.00	
DEUTSCH FAM W&S	20	.12	.06	21	11	90.91	6	3	100.00	6	3	100.00	

NABCA CLASS REPORT

FIRST QUARTER 2017				BRANDY/COGNAC								PAGE 5	
VENDOR	Rank	Share of Market Last 12 Months		Last 12 Months This Year	Last 12 Months Prior Year	+ or -	This Year to Date	Last Year to Date	+ or -	Current Quarter This Year	Current Quarter Last Year	+ or -	
		This Year	Prior Year										
NEW HAMPSHIRE - D.S.				2180184	2098728	3.88	459180	430894	6.56	459180	430894	6.56	
BRANDY/COGNAC		7.62	6.71	166220	140823	18.03	47024	34710	35.48	47024	34710	35.48	
MOET HENNESSY	1	67.32	60.90	111903	85763	30.48	35149	22976	52.98	35149	22976	52.98	
WALKER M S INC	2	6.05	7.75	10061	10919	7.86-	2050	2197	6.69-	2050	2197	6.69-	
GALLO E J WINE	3	5.35	6.03	8892	8493	4.70	1945	1881	3.40	1945	1881	3.40	
SAZERAC N AMRCA	4	5.07	5.93	8423	8349	.89	1854	1921	3.49-	1854	1921	3.49-	
BEAM SUNTORY	5	4.13	4.92	6873	6933	.87-	1541	1578	2.34-	1541	1578	2.34-	
LUXCO INC	6	3.98	4.90	6618	6903	4.13-	1633	1464	11.54	1633	1464	11.54	
REMY COINTREAU	7	2.69	3.08	4475	4334	3.25	839	743	12.92	839	743	12.92	
HEAVEN HILL	8	1.46	1.96	2420	2759	12.29-	494	531	6.97-	494	531	6.97-	
PERNOD RCRD USA	9	1.08	1.18	1797	1667	7.80	428	372	15.05	428	372	15.05	
GEMINI S&W CO	10	.61	.77	1021	1078	5.29-	220	219	.46	220	219	.46	
JACQUIN ET CIE	11	.51	.56	843	791	6.57	213	199	7.04	213	199	7.04	
CONSTELLATION	12	.34	.38	564	535	5.42	124	157	21.02-	124	157	21.02-	
LAIRD AND CO	13	.27	.37	448	518	13.51-	86	97	11.34-	86	97	11.34-	
PREMIER DSTBTRS	14	.22	.28	364	395	7.85-	97	84	15.48	97	84	15.48	
HEAVENLY SPIRIT	15	.17	.21	286	291	1.72-	53	57	7.02-	53	57	7.02-	
MHW LIMITED	16	.11	.16	184	229	19.65-	32	43	25.58-	32	43	25.58-	
WEIN-BAUER INC	17	.10	.12	169	174	2.87-	43	41	4.88	43	41	4.88	
DUGGANS DST PRD	18	.10	.12	164	173	5.20-	32	29	10.34	32	29	10.34	
BACARDI USA INC	19	.09	.08	148	113	30.97	39	31	25.81	39	31	25.81	
PUPS CIDER CO	20	.05	.07	81	95	14.74-	13	17	23.53-	13	17	23.53-	
NORTH CAROLINA - D.S.				5274586	5087453	3.68	1210492	1177283	2.82	1210492	1177283	2.82	
BRANDY/COGNAC		6.71	6.17	353710	313771	12.73	88905	80134	10.95	88905	80134	10.95	
MOET HENNESSY	1	26.27	20.97	92903	65787	41.22	24531	18122	35.37	24531	18122	35.37	
CONSTELLATION	2	25.97	28.06	91845	88057	4.30	22817	22061	3.43	22817	22061	3.43	
GALLO E J WINE	3	21.94	23.86	77589	74880	3.62	18767	18954	.99-	18767	18954	.99-	
HEAVEN HILL	4	12.31	12.75	43537	40004	8.83	10878	9686	12.31	10878	9686	12.31	
BEAM SUNTORY	5	5.02	5.61	17740	17602	.78	4201	4420	4.95-	4201	4420	4.95-	
REMY COINTREAU	6	3.95	4.05	13987	12717	9.99	3580	3236	10.63	3580	3236	10.63	
SAZERAC N AMRCA	7	1.73	1.76	6119	5507	11.11	1586	1443	9.91	1586	1443	9.91	
PERNOD RCRD USA	8	.88	.79	3111	2471	25.90	795	659	20.64	795	659	20.64	
BACARDI USA INC	9	.80	.59	2827	1866	51.50	844	596	41.61	844	596	41.61	
GRANT AND SONS	10	.29	.35	1025	1090	5.96-	223	220	1.36	223	220	1.36	
BROWN FORMAN	11	.26	.32	908	1007	9.83-	215	243	11.52-	215	243	11.52-	
LAIRD AND CO	12	.17	.21	596	669	10.91-	112	127	11.81-	112	127	11.81-	
LUXCO INC	13	.15	.16	535	510	4.90	121	119	1.68	121	119	1.68	
CAROLINA DIST	14	.11	.15	372	469	20.68-	81	93	12.90-	81	93	12.90-	
ANCHOR DISTLLNG	15	.04	.04	145	131	10.69	33	25	32.00	33	25	32.00	
GEMINI S&W CO	16	.03	.02	123	75	64.00	33	29	13.79	33	29	13.79	
JACQUIN ET CIE	17	.03	.19	111	601	81.53-	23	45	48.89-	23	45	48.89-	
FAIR GAME BEV	18	.03	.03	94	91	3.30	22	21	4.76	22	21	4.76	
SHAW-ROSS IMPTS	19	.01	.01	35	23	52.17	7	12	41.67-	7	12	41.67-	
COPPER & KINGS	20	.01	.00	18	0	.00	9	0	.00	9	0	.00	

NABCA CLASS REPORT

FIRST QUARTER 2017				BRANDY/COGNAC							PAGE 6	
VENDOR	Rank	Share of Market Last 12 Months		Last 12 Months This Year	Last 12 Months Prior Year	+ or -	This Year to Date	Last Year to Date	+ or -	Current Quarter This Year	Current Quarter Last Year	+ or -
		This Year	Prior Year									
OHIO - D.S.				5060391	4901313	3.25	1153699	1127821	2.29	1153699	1127821	2.29
BRANDY/COGNAC		7.47	7.22	378025	353907	6.81	93146	89361	4.24	93146	89361	4.24
MOET HENNESSY	1	31.68	28.44	119756	100637	19.00	29984	26844	11.70	29984	26844	11.70
CONSTELLATION	2	22.67	23.15	85713	81912	4.64	20675	20187	2.42	20675	20187	2.42
GALLO E J WINE	3	14.16	15.15	53513	53628	.21-	12480	13093	4.68-	12480	13093	4.68-
REMY COINTREAU	4	11.18	12.38	42280	43825	3.53-	10858	10896	.35-	10858	10896	.35-
HEAVEN HILL	5	7.36	7.85	27813	27793	.07	7054	6715	5.05	7054	6715	5.05
BEAM SUNTORY	6	4.35	4.28	16445	15142	8.61	4235	3766	12.45	4235	3766	12.45
LUXCO INC	7	2.97	3.36	11243	11882	5.38-	2828	2956	4.33-	2828	2956	4.33-
SAZERAC N AMRCA	8	2.24	1.93	8473	6823	24.18	1777	1932	8.02-	1777	1932	8.02-
PERNOD RCRD USA	9	1.15	1.20	4361	4247	2.68	1058	1051	.67	1058	1051	.67
BACARDI USA INC	10	1.02	.81	3855	2856	34.98	1258	714	76.19	1258	714	76.19
BROWN FORMAN	11	.27	.31	1037	1102	5.90-	230	265	13.21-	230	265	13.21-
NICHE IMPORT CO	12	.14	.15	536	516	3.88	144	99	45.45	144	99	45.45
GRANT AND SONS	13	.14	.17	532	618	13.92-	116	152	23.68-	116	152	23.68-
MHW LIMITED	14	.11	.17	419	600	30.17-	78	169	53.85-	78	169	53.85-
LAIRD AND CO	15	.11	.14	416	505	17.62-	85	98	13.27-	85	98	13.27-
MUTUAL WHOLSALE	16	.06	.11	236	395	40.25-	10	97	89.69-	10	97	89.69-
DUGGANS DST PRD	17	.06	.07	219	252	13.10-	24	56	57.14-	24	56	57.14-
HARDY A USA LTD	18	.05	.04	193	149	29.53	46	41	12.20	46	41	12.20
PREMIER DSTBTRS	19	.04	.02	137	64	114.06	40	23	73.91	40	23	73.91
PALM BAY IMPRTS	20	.04	.04	133	138	3.62-	19	31	38.71-	19	31	38.71-
OREGON - D.S.				3035855	2944894	3.09	695715	672428	3.46	695715	672428	3.46
BRANDY/COGNAC		2.21	2.18	67043	64282	4.30	16034	15188	5.57	16034	15188	5.57
GALLO E J WINE	1	18.51	18.47	12408	11876	4.48	3065	2741	11.82	3065	2741	11.82
MOET HENNESSY	2	17.76	14.98	11909	9631	23.65	2670	2371	12.61	2670	2371	12.61
HEAVEN HILL	3	16.15	16.97	10829	10906	.71-	2545	2596	1.96-	2545	2596	1.96-
SAZERAC N AMRCA	4	8.87	9.54	5944	6131	3.05-	1484	1490	.40-	1484	1490	.40-
REMY COINTREAU	5	6.47	6.10	4341	3919	10.77	1090	894	21.92	1090	894	21.92
BEAM SUNTORY	6	5.51	5.50	3691	3536	4.38	947	850	11.41	947	850	11.41
HOOD RIVER DIST	7	5.41	5.96	3624	3833	5.45-	890	926	3.89-	890	926	3.89-
CONSTELLATION	8	4.84	5.02	3243	3229	.43	798	768	3.91	798	768	3.91
BROWN FORMAN	9	4.09	4.51	2740	2902	5.58-	649	649	.00	649	649	.00
FRANK-LIN DSTLR	10	3.57	3.85	2391	2474	3.35-	594	613	3.10-	594	613	3.10-
PERNOD RCRD USA	11	1.58	1.71	1059	1102	3.90-	221	249	11.24-	221	249	11.24-
CLEAR CREEK DST	12	1.26	1.39	845	896	5.69-	177	168	5.36	177	168	5.36
HARDY A USA LTD	13	1.22	1.23	819	790	3.67	207	194	6.70	207	194	6.70
SHAW-ROSS IMPTS	14	.76	.72	507	466	8.80	117	103	13.59	117	103	13.59
LAIRD AND CO	15	.74	.77	498	498	.00	109	105	3.81	109	105	3.81
GRANT AND SONS	16	.42	.50	282	322	12.42-	66	74	10.81-	66	74	10.81-
LUXCO INC	17	.33	.40	219	255	14.12-	54	60	10.00-	54	60	10.00-
MACCHU PISCO	18	.31	.33	206	213	3.29-	50	50	.00	50	50	.00
MUTUAL WHOLSALE	19	.29	.36	197	231	14.72-	19	50	62.00-	19	50	62.00-
MHW LIMITED	20	.28	.31	191	201	4.98-	44	50	12.00-	44	50	12.00-

NABCA CLASS REPORT

FIRST QUARTER 2017				BRANDY/COGNAC							PAGE 7	
VENDOR	Rank	Share of Market Last 12 Months		Last 12 Months This Year	Last 12 Months Prior Year	+ or -	This Year to Date	Last Year to Date	+ or -	Current Quarter This Year	Current Quarter Last Year	+ or -
		This Year	Prior Year									
PENNSYLVANIA - D.S.				6945925	6835774	1.61	1637742	1641646	.24-	1637742	1641646	.24-
BRANDY/COGNAC		5.74	5.05	398949	345474	15.48	105803	96332	9.83	105803	96332	9.83
NORTH WALES WNS	1	36.13	32.68	144145	112911	27.66	38105	33638	13.28	38105	33638	13.28
MOET HENNESSY	2	18.90	16.72	75398	57776	30.50	21406	16294	31.37	21406	16294	31.37
JACQUIN ET CIE	3	13.39	16.03	53407	55396	3.59-	13863	14416	3.84-	13863	14416	3.84-
HEAVEN HILL	4	12.41	13.39	49504	46252	7.03	12760	11859	7.60	12760	11859	7.60
CONSTELLATION	5	8.27	8.39	32978	28999	13.72	8320	8893	6.44-	8320	8893	6.44-
BEAM SUNTORY	6	6.46	7.56	25756	26105	1.34-	6678	6708	.45-	6678	6708	.45-
REMY COINTREAU	7	2.68	3.33	10711	11495	6.82-	2843	2838	.18	2843	2838	.18
PERNOD RCRD USA	8	.53	.57	2103	1982	6.10	572	536	6.72	572	536	6.72
BACARDI USA INC	9	.37	.28	1482	968	53.10	441	289	52.60	441	289	52.60
LAIRD AND CO	10	.31	.42	1254	1438	12.80-	277	346	19.94-	277	346	19.94-
PALM BAY IMPRTS	11	.15	.19	604	645	6.36-	139	150	7.33-	139	150	7.33-
WESTRN FOOD&BEV	12	.12	.14	483	481	.42	117	105	11.43	117	105	11.43
NICHE IMPORT CO	13	.10	.11	396	391	1.28	106	101	4.95	106	101	4.95
HEAVENLY SPIRIT	14	.08	.07	300	238	26.05	74	63	17.46	74	63	17.46
ANCHOR DISTLLNG	15	.04	.05	175	165	6.06	39	42	7.14-	39	42	7.14-
DEUTSCH FAM W&S	16	.02	.02	76	67	13.43	21	19	10.53	21	19	10.53
KOENIG DISTLLRY	17	.01	.02	52	56	7.14-	13	11	18.18	13	11	18.18
HARDY A USA LTD	18	.01	.00	23	7	228.57	5	4	25.00	5	4	25.00
COPPER & KINGS	19	.01	.00	22	6	266.67	5	2	150.00	5	2	150.00
KOBRAND CORP	20	.01	.01	22	27	18.52-	5	6	16.67-	5	6	16.67-
UTAH - D.S.				1172368	1151293	1.83	282145	275073	2.57	282145	275073	2.57
BRANDY/COGNAC		1.58	1.59	18513	18319	1.06	4493	4524	.69-	4493	4524	.69-
GALLO E J WINE	1	35.66	37.98	6601	6958	5.13-	1626	1689	3.73-	1626	1689	3.73-
MOET HENNESSY	2	17.47	14.13	3235	2588	25.00	765	658	16.26	765	658	16.26
HEAVEN HILL	3	17.21	16.49	3187	3021	5.49	811	798	1.63	811	798	1.63
LUXCO INC	4	7.12	8.04	1318	1472	10.46-	327	361	9.42-	327	361	9.42-
CONSTELLATION	5	6.15	6.13	1138	1123	1.34	224	304	26.32-	224	304	26.32-
REMY COINTREAU	6	5.76	5.27	1066	966	10.35	222	207	7.25	222	207	7.25
BEAM SUNTORY	7	4.24	4.80	785	879	10.69-	201	209	3.83-	201	209	3.83-
PERNOD RCRD USA	8	2.63	2.53	486	463	4.97	133	112	18.75	133	112	18.75
LAIRD AND CO	9	.91	.94	168	172	2.33-	45	41	9.76	45	41	9.76
SHAW-ROSS IMPTS	10	.69	.66	128	120	6.67	31	25	24.00	31	25	24.00
MUTUAL WHOLSALE	11	.53	.81	99	148	33.11-	10	45	77.78-	10	45	77.78-
PALM BAY IMPRTS	12	.30	.29	56	54	3.70	14	15	6.67-	14	15	6.67-
DUGGANS DST PRD	13	.22	.19	40	35	14.29	6	9	33.33-	6	9	33.33-
VIAS IMPORTS	14	.18	.26	33	47	29.79-	7	9	22.22-	7	9	22.22-
SAZERAC N AMRCA	15	.15	.09	27	16	68.75	8	5	60.00	8	5	60.00
BACARDI USA INC	16	.12	.08	23	15	53.33	9	6	50.00	9	6	50.00
KOBRAND CORP	17	.09	.09	16	17	5.88-	4	3	33.33	4	3	33.33
CLEAR CREEK DST	18	.08	.10	15	19	21.05-	6	9	33.33-	6	9	33.33-
ALAMBIC INC	19	.07	.08	13	14	7.14-	6	3	100.00	6	3	100.00
BANFI VINTNERS	20	.07	.04	13	7	85.71	4	3	33.33	4	3	33.33

NABCA CLASS REPORT

FIRST QUARTER 2017				BRANDY/COGNAC							PAGE 8	
VENDOR	Rank	Share of Market Last 12 Months		Last 12 Months This Year	Last 12 Months Prior Year	+ or -	This Year to Date	Last Year to Date	+ or -	Current Quarter This Year	Current Quarter Last Year	+ or -
		This Year	Prior Year									
VERMONT - D.S.				375958	370416	1.50	88393	85682	3.16	88393	85682	3.16
BRANDY/COGNAC		3.19	3.31	11995	12245	2.04-	2956	2981	.84-	2956	2981	.84-
SAZERAC N AMRCA	1	44.67	45.81	5358	5609	4.47-	1380	1435	3.83-	1380	1435	3.83-
GALLO E J WINE	2	10.86	10.98	1303	1344	3.05-	310	292	6.16	310	292	6.16
WALKER M S INC	3	10.08	10.45	1209	1279	5.47-	286	298	4.03-	286	298	4.03-
HEAVEN HILL	4	8.00	7.62	960	933	2.89	226	236	4.24-	226	236	4.24-
MOET HENNESSY	5	7.92	6.15	950	753	26.16	229	191	19.90	229	191	19.90
REMY COINTREAU	6	6.56	6.52	787	798	1.38-	180	173	4.05	180	173	4.05
BEAM SUNTORY	7	4.98	4.92	597	602	.83-	156	148	5.41	156	148	5.41
CONSTELLATION	8	1.80	1.82	216	223	3.14-	47	42	11.90	47	42	11.90
LUXCO INC	9	1.62	2.38	194	291	33.33-	37	64	42.19-	37	64	42.19-
LAIRD AND CO	10	1.29	1.31	155	160	3.13-	40	41	2.44-	40	41	2.44-
PALM BAY IMPRTS	11	.56	.60	67	73	8.22-	15	14	7.14	15	14	7.14
PERNOD RCRD USA	12	.36	.32	43	39	10.26	9	10	10.00-	9	10	10.00-
ANCHOR DISTLLNG	13	.22	.18	26	22	18.18	5	6	16.67-	5	6	16.67-
MHW LIMITED	14	.21	.18	25	22	13.64	7	6	16.67-	7	6	16.67-
DUGGANS DST PRD	15	.21	.02	25	2	1150.00	10	0	.00	10	0	.00
FLAG HILL FARM	16	.18	.20	22	24	8.33-	4	4	.00	4	4	.00
NICHE IMPORT CO	17	.18	.20	21	24	12.50-	4	7	42.86-	4	7	42.86-
SHAW-ROSS IMPTS	18	.11	.14	13	17	23.53-	5	5	.00	5	5	.00
BANFI VINTNERS	19	.05	.08	6	10	40.00-	1	1	.00	1	1	.00
MAD RIVER DIST	20	.05	.02	6	3	100.00	2	2	.00	2	2	.00
VIRGINIA - D.S.				4242080	4133814	2.62	975027	954319	2.17	975027	954319	2.17
BRANDY/COGNAC		5.99	5.59	253900	231082	9.87	62785	57849	8.53	62785	57849	8.53
MOET HENNESSY	1	28.94	23.71	73489	54783	34.15	18482	14405	28.30	18482	14405	28.30
CONSTELLATION	2	23.96	25.94	60846	59939	1.51	15600	14848	5.06	15600	14848	5.06
GALLO E J WINE	3	19.74	20.22	50113	46724	7.25	12107	12032	.62	12107	12032	.62
HEAVEN HILL	4	10.62	11.84	26952	27361	1.49-	6323	6390	1.05-	6323	6390	1.05-
BEAM SUNTORY	5	5.36	5.89	13609	13612	.02-	3291	3307	.48-	3291	3307	.48-
REMY COINTREAU	6	4.97	5.52	12615	12757	1.11-	3111	2955	5.28	3111	2955	5.28
JACQUIN ET CIE	7	1.79	2.19	4546	5058	10.12-	981	1254	21.77-	981	1254	21.77-
PERNOD RCRD USA	8	.81	.87	2045	2003	2.10	532	507	4.93	532	507	4.93
BROWN FORMAN	9	.74	.99	1871	2289	18.26-	378	550	31.27-	378	550	31.27-
BACARDI USA INC	10	.65	.40	1654	928	78.23	508	289	75.78	508	289	75.78
LAIRD AND CO	11	.50	.56	1260	1289	2.25-	242	248	2.42-	242	248	2.42-
SAZERAC N AMRCA	12	.47	.47	1192	1080	10.37	321	249	28.92	321	249	28.92
LUXCO INC	13	.27	.26	689	592	16.39	177	154	14.94	177	154	14.94
GRANT AND SONS	14	.24	.27	601	625	3.84-	159	162	1.85-	159	162	1.85-
MACCHU PISCO	15	.18	.17	447	387	15.50	104	90	15.56	104	90	15.56
DUGGANS DST PRD	16	.15	.13	387	307	26.06	94	80	17.50	94	80	17.50
MHW LIMITED	17	.14	.13	355	304	16.78	82	107	23.36-	82	107	23.36-
WESTRN FOOD&BEV	18	.09	.07	236	172	37.21	69	47	46.81	69	47	46.81
PARK STREET IMP	19	.07	.07	184	172	6.98	38	30	26.67	38	30	26.67
EVATON INC	20	.06	.06	165	150	10.00	38	32	18.75	38	32	18.75

NABCA CLASS REPORT

FIRST QUARTER 2017				BRANDY/COGNAC								PAGE 9	
VENDOR	Rank	Share of Market Last 12 Months		Last 12 Months This Year	Last 12 Months Prior Year	+ or -	This Year to Date	Last Year to Date	+ or -	Current Quarter This Year	Current Quarter Last Year	+ or -	
		This Year	Prior Year										
WEST VIRGINIA - D.S.				644987	656222	1.71-	140361	142562	1.54-	140361	142562	1.54-	
BRANDY/COGNAC		3.20	3.02	20615	19813	4.05	5058	4649	8.80	5058	4649	8.80	
GALLO E J WINE	1	31.25	33.25	6443	6588	2.20-	1489	1424	4.56	1489	1424	4.56	
MOET HENNESSY	2	29.72	25.20	6127	4992	22.74	1559	1177	32.46	1559	1177	32.46	
JACQUIN ET CIE	3	11.55	12.67	2382	2511	5.14-	618	670	7.76-	618	670	7.76-	
CONSTELLATION	4	8.50	8.01	1752	1587	10.40	452	398	13.57	452	398	13.57	
SAZERAC N AMRCA	5	6.98	7.88	1439	1561	7.82-	372	401	7.23-	372	401	7.23-	
HEAVEN HILL	6	4.32	4.65	890	921	3.37-	204	198	3.03	204	198	3.03	
BEAM SUNTORY	7	3.34	3.70	689	733	6.00-	173	160	8.13	173	160	8.13	
REMY COINTREAU	8	2.37	2.65	489	526	7.03-	113	119	5.04-	113	119	5.04-	
LUXCO INC	9	.43	.48	89	96	7.29-	20	28	28.57-	20	28	28.57-	
BACARDI USA INC	10	.36	.40	75	80	6.25-	17	20	15.00-	17	20	15.00-	
PERNOD RCRD USA	11	.34	.32	71	64	10.94	12	17	29.41-	12	17	29.41-	
LAIRD AND CO	12	.26	.26	53	52	1.92	8	6	33.33	8	6	33.33	
FORKS OF CHEAT	13	.20	.21	41	42	2.38-	8	11	27.27-	8	11	27.27-	
NICHE IMPORT CO	14	.07	.06	15	12	25.00	2	5	60.00-	2	5	60.00-	
HESTON FARM LLC	15	.07	.02	15	3	400.00	1	3	66.67-	1	3	66.67-	
PALM BAY IMPRTS	16	.05	.05	10	10	.00	3	3	.00	3	3	.00	
MHW LIMITED	17	.04	.04	9	8	12.50	1	1	.00	1	1	.00	
DUGGANS DST PRD	18	.02	.01	5	2	150.00	0	1	100.00-	0	1	100.00-	
BROWN FORMAN	19	.02	.02	4	3	33.33	1	1	.00	1	1	.00	
SHAW-ROSS IMPTS	20	.02	.03	4	5	20.00-	0	2	100.00-	0	2	100.00-	
WYOMING - D.S.				532181	539425	1.34-	118095	119882	1.49-	118095	119882	1.49-	
BRANDY/COGNAC		1.64	1.70	8741	9176	4.74-	2064	2162	4.53-	2064	2162	4.53-	
GALLO E J WINE	1	30.98	31.70	2708	2909	6.91-	590	675	12.59-	590	675	12.59-	
BEAM SUNTORY	2	26.18	27.01	2288	2478	7.67-	566	608	6.91-	566	608	6.91-	
HEAVEN HILL	3	23.73	22.67	2074	2080	.29-	482	490	1.63-	482	490	1.63-	
MOET HENNESSY	4	7.87	6.44	688	591	16.41	157	118	33.05	157	118	33.05	
BROWN FORMAN	5	2.61	2.88	228	264	13.64-	49	51	3.92-	49	51	3.92-	
CONSTELLATION	6	1.77	1.99	155	183	15.30-	43	48	10.42-	43	48	10.42-	
REMY COINTREAU	7	1.70	1.70	149	156	4.49-	44	32	37.50	44	32	37.50	
PERNOD RCRD USA	8	1.24	1.11	108	102	5.88	25	25	.00	25	25	.00	
PHILLIPS DST CO	9	1.00	1.45	87	133	34.59-	13	35	62.86-	13	35	62.86-	
SAZERAC N AMRCA	10	.46	.28	40	26	53.85	13	1	1200.00	13	1	1200.00	
WALKER M S INC	11	.31	.27	27	25	8.00	11	11	.00	11	11	.00	
MHW LIMITED	12	.30	.12	26	11	136.36	14	4	250.00	14	4	250.00	
LUXCO INC	13	.22	.20	19	18	5.56	7	5	40.00	7	5	40.00	
SHAW-ROSS IMPTS	14	.18	.26	16	24	33.33-	2	2	.00	2	2	.00	
YAHARA BAY DIST	15	.18	.14	16	13	23.08	5	1	400.00	5	1	400.00	
LAIRD AND CO	16	.16	.23	14	21	33.33-	8	12	33.33-	8	12	33.33-	
WEIN-BAUER INC	17	.15	.11	13	10	30.00	1	2	50.00-	1	2	50.00-	
NICHE IMPORT CO	18	.15	.24	13	22	40.91-	5	7	28.57-	5	7	28.57-	
PALM BAY IMPRTS	19	.15	.04	13	4	225.00	7	1	600.00	7	1	600.00	
BANFI VINTNERS	20	.08	.04	7	4	75.00	2	2	.00	2	2	.00	

NABCA CLASS REPORT

FIRST QUARTER 2017				BRANDY/COGNAC						PAGE 10		
VENDOR	Rank	Share of Market Last 12 Months		Last 12 Months This Year	Last 12 Months Prior Year	+ or -	This Year to Date	Last Year to Date	+ or -	Current Quarter This Year	Current Quarter Last Year	+ or -
		This Year	Prior Year									
MONTGOMERY CO. - D.S.												
				417511	422842	1.26-	93237	95905	2.78-	93237	95905	2.78-
BRANDY/COGNAC		5.36	5.25	22397	22185	.96	5273	5308	.66-	5273	5308	.66-
MOET HENNESSY	1	28.39	27.50	6359	6100	4.25	1573	1315	19.62	1573	1315	19.62
GALLO E J WINE	2	22.36	22.51	5008	4994	.28	1197	1238	3.31-	1197	1238	3.31-
BEAM SUNTORY	3	14.95	14.68	3348	3257	2.79	793	888	10.70-	793	888	10.70-
REMY COINTREAU	4	13.20	14.15	2957	3139	5.80-	661	758	12.80-	661	758	12.80-
HEAVEN HILL	5	4.84	4.49	1084	996	8.84	226	226	.00	226	226	.00
CONSTELLATION	6	3.84	3.83	859	850	1.06	204	198	3.03	204	198	3.03
PERNOD RCRD USA	7	2.42	2.42	543	536	1.31	121	126	3.97-	121	126	3.97-
GRANT AND SONS	8	1.87	2.31	418	513	18.52-	93	121	23.14-	93	121	23.14-
SHAW-ROSS IMPTS	9	1.30	1.26	292	279	4.66	59	59	.00	59	59	.00
MACCHU PISCO	10	1.03	1.16	230	258	10.85-	43	55	21.82-	43	55	21.82-
MHW LIMITED	11	.89	.71	199	157	26.75	46	43	6.98	46	43	6.98
STEFANO INC	12	.70	.62	156	138	13.04	36	36	.00	36	36	.00
LAIRD AND CO	13	.67	.78	149	172	13.37-	28	40	30.00-	28	40	30.00-
DEUTSCH FAM W&S	14	.37	.42	83	94	11.70-	23	23	.00	23	23	.00
MUTUAL WHOLSALE	15	.37	.22	82	48	70.83	19	20	5.00-	19	20	5.00-
DUGGANS DST PRD	16	.33	.41	74	92	19.57-	19	21	9.52-	19	21	9.52-
PARK STREET IMP	17	.29	.26	66	58	13.79	13	10	30.00	13	10	30.00
BACARDI USA INC	18	.28	.21	62	47	31.91	16	15	6.67	16	15	6.67
MAGIC SPIRITS	19	.21	.09	47	21	123.81	12	15	20.00-	12	15	20.00-
NICHE IMPORT CO	20	.19	.10	43	23	86.96	8	8	.00	8	8	.00
MISSISSIPPI - D.S.												
				1768493	1769327	.05-	432180	442371	2.30-	432180	442371	2.30-
BRANDY/COGNAC		8.98	8.11	158747	143457	10.66	41339	38777	6.61	41339	38777	6.61
CONSTELLATION	1	28.57	28.72	45352	41196	10.09	11970	11068	8.15	11970	11068	8.15
MOET HENNESSY	2	27.90	24.57	44286	35241	25.67	12050	9461	27.36	12050	9461	27.36
GALLO E J WINE	3	21.08	24.22	33462	34748	3.70-	8609	9388	8.30-	8609	9388	8.30-
REMY COINTREAU	4	8.40	8.64	13331	12392	7.58	3219	3576	9.98-	3219	3576	9.98-
BEAM SUNTORY	5	6.52	7.00	10357	10045	3.11	2562	2764	7.31-	2562	2764	7.31-
HEAVEN HILL	6	3.67	4.20	5821	6024	3.37-	1537	1465	4.91	1537	1465	4.91
GEMINI S&W CO	7	1.25	.00	1989	0	.00	281	0	.00	281	0	.00
PERNOD RCRD USA	8	1.03	1.06	1639	1526	7.40	466	415	12.29	466	415	12.29
SAZERAC N AMRCA	9	.57	.50	908	723	25.59	233	202	15.35	233	202	15.35
BACARDI USA INC	10	.31	.32	495	462	7.14	138	132	4.55	138	132	4.55
BROWN FORMAN	11	.20	.22	311	311	.00	80	94	14.89-	80	94	14.89-
SHAW-ROSS IMPTS	12	.16	.17	258	245	5.31	62	77	19.48-	62	77	19.48-
MHW LIMITED	13	.16	.18	248	255	2.75-	59	66	10.61-	59	66	10.61-
GRANT AND SONS	14	.07	.11	116	151	23.18-	27	35	22.86-	27	35	22.86-
DEUTSCH FAM W&S	15	.02	.03	37	42	11.90-	7	17	58.82-	7	17	58.82-
LAIRD AND CO	16	.02	.03	31	37	16.22-	7	7	.00	7	7	.00
HARDY A USA LTD	17	.01	.00	17	2	750.00	10	0	.00	10	0	.00
TOM'S FOOLERY	18	.01	.00	14	0	.00	0	0	.00	0	0	.00
PARK STREET IMP	19	.01	.00	13	0	.00	3	0	.00	3	0	.00
ANCHOR DISTLLNG	20	.01	.01	12	11	9.09	4	5	20.00-	4	5	20.00-