



**NABCA**  
ANALYTICS

**ALL STATES**  
**FIRST QUARTER 2017**

.....  
Wine and  
Vermouth Case  
Sales Analysis

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# NABCA CASE SALES ANALYSIS

## BY CLASS, TYPE, BRAND

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

ALL STATES-1/1/17 - 03/31/17

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
<b>DOM PORT RED</b>								
TAYLOR			2698 1	26403	578	2.19	86.57	83.71
FAIRBANKS			2655	3090	-435	-14.08	8.52	9.80
CHRISTIAN B RUBY			1406	1919	-513	-26.73	4.51	6.08
HORTON			62	60	2	3.33	.20	.19
<b>MNTVNA TRR ZIN</b>								
WHY PORT RED			24	23	1	4.35	.08	.07
FICKLIN TINTA			16	18	-2	-11.11	.05	.06
GLENORA			7	6	1	16.67	.02	.02
HEITZ INK GRADE			5	2	3	150.00	.02	.01
JUSTIN OBTUSE			4	1	3	300.00	.01	.00
ROBERT HALL PR			2	5	-3	-60.00	.01	.02
P MASSON RUBY			1	5	-4	-80.00	.00	.02
MONT L SLL ALTR			1	2	-1	-50.00	.00	.01
KENDALL-JACKSON			1		1	100.00	.00	.00
EVENUS SYRAH				3	-3	-100.00	.00	.01
B GRFN SRH PORT				1	-1	-100.00	.00	.00
MNDVI CK ZNFNDL				1	-1	-100.00	.00	.00
RUBY K				1	-1	-100.00	.00	.00
ISC				1	-1	-100.00	.00	.00
<b>TOTAL DOM PORT RED</b>	<b>RED</b>		<b>31166</b>	<b>31541</b>	<b>-375</b>	<b>-1.19</b>		
<b>DOM PORT TWNY</b>								
TAYLOR			3035	3116	-81	-2.60	93.21	92.03
SHEFFIELD CLLRS			217	267	-50	-18.73	6.66	7.89
CHRISTIAN BROS			4	3	1	33.33	.12	.09
<b>TOTAL DOM PORT TWNY</b>	<b>TWNY</b>		<b>3256</b>	<b>3386</b>	<b>-130</b>	<b>-3.84</b>		
<b>DOM PORT WHT</b>								
FAIRBANKS			201	229	-28	-12.23	85.90	89.80
HORTON PEAR			33	26	7	26.92	14.10	10.20
<b>TOTAL DOM PORT WHT</b>	<b>WHT</b>		<b>234</b>	<b>255</b>	<b>-21</b>	<b>-8.24</b>		
<b>DOM SHRRY REG</b>								
TAYLOR GOLDEN			1045	1136	-91	-8.01	54.91	53.43
FAIRBANKS			636	776	-140	-18.04	33.42	36.50
CRIBARI			138	136	2	1.47	7.25	6.40
TAYLOR COOKING			47	53	-6	-11.32	2.47	2.49
CHRISTIAN B GOLD			37	24	13	54.17	1.94	1.13
ISC				1	-1	-100.00	.00	.05
<b>TOTAL DOM SHRRY REG</b>	<b>REG</b>		<b>1903</b>	<b>2126</b>	<b>-223</b>	<b>-10.49</b>		
<b>DOM SHRRY CRM</b>								
TAYLOR			2943	3024	-81	-2.68	63.10	60.05
CHRISTIAN BROS			1027	1219	-192	-15.75	22.02	24.21
SHEFFIELD CLLRS			611	706	-95	-13.46	13.10	14.02
FAIRBANKS			82	87	-5	-5.75	1.76	1.73
MISSION MOUNTN			1		1	100.00	.02	.00
<b>TOTAL DOM SHRRY CRM</b>	<b>CRM</b>		<b>4664</b>	<b>5036</b>	<b>-372</b>	<b>-7.39</b>		
<b>DOM SHRRY DRY</b>								
TAYLOR COCKTAIL			4423	4686	-263	-5.61	74.74	73.77
FAIRBANKS CKTL			832	873	-41	-4.70	14.06	13.74
SHEFFIELD CLLRS			384	379	5	1.32	6.49	5.97
CHRISTIAN BROS			228	367	-139	-37.87	3.85	5.78
CHRISTIAN B CKTL			51	47	4	8.51	.86	.74
<b>TOTAL DOM SHRRY DRY</b>	<b>DRY</b>		<b>5918</b>	<b>6352</b>	<b>-434</b>	<b>-6.83</b>		
<b>DOM CONCORD</b>								
CLOVER HILL GRP			1656	1580	76	4.81	35.07	33.38
JOHNSON ESTATE			1549	1575	-26	-1.65	32.80	33.28
MAZZA			1152	1199	-47	-3.92	24.40	25.33
PENN-SHORE SWT			191	213	-22	-10.33	4.04	4.50
HERITAGE RED			174	166	8	4.82	3.68	3.51
<b>TOTAL DOM CONCORD</b>	<b>CONCORD</b>		<b>4722</b>	<b>4733</b>	<b>-11</b>	<b>-.23</b>		
<b>DOM MADEIRA</b>								
P MASSON MADERA			846	893	-47	-5.26	80.04	78.89
TAYLOR			149	147	2	1.36	14.10	12.99
CRIBARI MADEIRA			62	91	-29	-31.87	5.87	8.04
RWC THE LIBRARY				1	-1	-100.00	.00	.09
<b>TOTAL DOM MADEIRA</b>	<b>MADEIRA</b>		<b>1057</b>	<b>1132</b>	<b>-75</b>	<b>-6.63</b>		
<b>DOM MARSALA</b>								
TAYLOR			2241	2376	-135	-5.68	38.30	37.41
G AND D			2108	2423	-315	-13.00	36.03	38.15
CRIBARI			1259	1365	-106	-7.77	21.52	21.49
PASTENE			141	78	63	80.77	2.41	1.23
SILVER LANE CAL			82	102	-20	-19.61	1.40	1.61
OPICI CALFORNIA			14	6	8	133.33	.24	.09
PAUL MASSON			6	1	5	500.00	.10	.02
<b>TOTAL DOM MARSALA</b>	<b>MARSALA</b>		<b>5851</b>	<b>6351</b>	<b>-500</b>	<b>-7.87</b>		

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

ALL STATES-1/1/17 - 03/31/17

PAGE 2

CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
DM MSCTL/MSCT								
BAREFOOT CAL			47529	42904	4625	10.78	73.61	71.25
SUTTER MH MSCTO			9696	7572	2124	28.05	15.02	12.57
GALLO FM TV MSC			2809	5926	-3117	-52.60	4.35	9.84
BERINGR CAL COL			2056	1681	375	22.31	3.18	2.79
LIBERTY CRK CAL			1993	1534	459	29.92	3.09	2.55
TISDALE CAL			247	275	-28	-10.18	.38	.46
REDTREE MOS CAL			65	59	6	10.17	.10	.10
QUADY RD ELECTR			59	42	17	40.48	.09	.07
ST SUPERY MSCTO			24	35	-11	-31.43	.04	.06
QUADY ELECTRA			24	31	-7	-22.58	.04	.05
TRADER J PT RES			16		16	100.00	.02	.00
QUADY ESSN MUST			9	11	-2	-18.18	.01	.02
QUADY ELSTIUM MS			9	9		.00	.01	.01
FLO CALIFORNIA			8	19	-11	-57.89	.01	.03
BV MSCT DE BEAU			6	5	1	20.00	.01	.01
ALMADEN MOSCATO			5	15	-10	-66.67	.01	.02
MOSCATO BELLA			4	75	-71	-94.67	.01	.12
MNTVNA TRR D'OR			4	7	-3	-42.86	.01	.01
ROBERT HL ORNGE			2	7	-5	-71.43	.00	.01
GIRASOLE CANELI			2	5	-3	-60.00	.00	.01
CHATTER CRK ORG			1	3	-2	-66.67	.00	.00
EBERLE MUS CNLI				2	-2	-100.00	.00	.00
<b>TOTAL DM MSCTL/MSCT</b>			<b>64568</b>	<b>60217</b>	<b>4351</b>	<b>7.23</b>		
DOMESTIC SAKE								
GEKKEIKAN			4323	4227	96	2.27	51.57	54.13
SHO CHKU B SAKE			1738	1553	185	11.91	20.73	19.89
OZEKI SAKE			288	273	15	5.49	3.44	3.50
MOMOKAWA PEARL			236	258	-22	-8.53	2.82	3.30
MOONSTONE PEAR			234	226	8	3.54	2.79	2.89
MOMKWA GNJ JNMI			211	193	18	9.33	2.52	2.47
G JOY SAKE			169	148	21	14.19	2.02	1.90
MOMOKAWA DIAMND			167	146	21	14.38	1.99	1.87
MOMOKAWA SILVER			117	116	1	.86	1.40	1.49
SHO CHKU B NGRI			110	97	13	13.40	1.31	1.24
KI-IPON DRY			110		110	100.00	1.31	.00
GEKKEKN BLK&GLD			86	81	5	6.17	1.03	1.04
MOMOKAWA RUBY			83	74	9	12.16	.99	.95
SHO CHKU B GNJO			77	76	1	1.32	.92	.97
HANA FUJI APPLE			61	36	25	69.44	.73	.46
OZEKI JM REISHU			54	14	40	285.71	.64	.18
MOONSTONE C LMGR			53	49	4	8.16	.63	.63
HANA WHT PEACH			38	14	24	171.43	.45	.18
MOONSTONE PLUM			37	34	3	8.82	.44	.44
GEKKEIKAN HAIKU			30	30		.00	.36	.38
HANA LYCHEE			30	22	8	36.36	.36	.28
GEKKEIKAN LIGHT			15	10	5	50.00	.18	.13
OZEKI DRY			14	18	-4	-22.22	.17	.23
G FIFTY GENSHU			14		14	100.00	.17	.00
GEKKEIKAN NAMA			11	6	5	83.33	.13	.08
SHO CHKU NMA OR			9	11	-2	-18.18	.11	.14
HANA RASPBERRY			8	7	1	14.29	.10	.09
BLUE CURRENT			8		8	100.00	.10	.00
YAEGAKI REIKO			7	8	-1	-12.50	.08	.10
SHO CHKU B NAMA			7	8	-1	-12.50	.08	.10
OZEKI NIGORI			6	10	-4	-40.00	.07	.13
TRADER JOE'S			6	5	1	20.00	.07	.06
GEKKEIKAN SILVR			5	4	1	25.00	.06	.05
SHO CHKU NIGORI			3	6	-3	-50.00	.04	.08
OZEKI GO			3		3	100.00	.04	.00
GKKN BLK&GLD GF			2	12	-10	-83.33	.02	.15
OZEKI DRY			2	2		.00	.02	.03
YAEGAKI SAKE			2	1	1	100.00	.02	.01
OZEKI PLATINUM			2	1	1	100.00	.02	.01
OZEKI KARATAMBA			2		2	100.00	.02	.00
MOMOKAWA SAMPLR			1	12	-11	-91.67	.01	.15
MOONSTONE 3 PK			1	7	-6	-85.71	.01	.09
GEKKEIKAN DRAFT			1	3	-2	-66.67	.01	.04
TAKARA MIRIN			1	2	-1	-50.00	.01	.03
MOONSTONE RSPBY				7	-7	-100.00	.00	.09
TAKARA SIERRA				1	-1	-100.00	.00	.01
MOMOKAWA RSPBRY				1	-1	-100.00	.00	.01
<b>TOTAL DOMESTIC SAKE</b>			<b>8382</b>	<b>7809</b>	<b>573</b>	<b>7.34</b>		
DOM BEVRGE WN								
RICH WIR RED			13975	14410	-435	-3.02	49.28	49.19
M DVD 20/20 ORG			3425	3462	-37	-1.07	12.08	11.82
MD 20/20 BAN RD			1636	1729	-93	-5.38	5.77	5.90
MD 20/20 BL RSP			1473	1327	146	11.00	5.19	4.53
MD 20/20 ELC ML			1164	1162	2	.17	4.10	3.97
MD 20/20 PCH CR			1130	1122	8	.71	3.98	3.83
MD 20/20 ORG JB			1004	1040	-36	-3.46	3.54	3.55
MD 20/20 STW-KW			906	847	59	6.97	3.19	2.89
RICH WIR WHITE			900	1051	-151	-14.37	3.17	3.59
MD 20/20 RD GRP			796	826	-30	-3.63	2.81	2.82
M DVD 20/20 RED			762	933	-171	-18.33	2.69	3.19
BOONE F STRW HL			634	626	8	1.28	2.24	2.14
THUNDERBIRD			158	160	-2	-1.25	.56	.55
THUNDRBRD CTRUS			95	136	-41	-30.15	.34	.46
CISCO PEACH 18%			94	136	-42	-30.88	.33	.46

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ALL STATES-1/1/17 - 03/31/17

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			This Year	Last Year			This Year	Last Year
CISCO BERRY 18%			83	107	-24	-22.43	.29	.37
MD 20/20 DRG FR			57	67	-10	-14.93	.20	.23
MD 20/20 COCD L			24	40	-16	-40.00	.08	.14
MD 20/20 HBN LM			23	40	-17	-42.50	.08	.14
RICH WIR/FRUIT			10	55	-45	-81.82	.04	.19
CISCO STBRY 18%			9	15	-6	-40.00	.03	.05
SKY RV SW BRCHT				1	-1	-100.00	.00	.00
DELICIA WHIPPED				1	-1	-100.00	.00	.00
<b>TOTAL DOM BEVRGE WN</b>			<b>28358</b>	<b>29293</b>	<b>-935</b>	<b>-3.19</b>		
DOM KOSHER WN								
MANICHZ CONCORD			7176	7209	-33	-.46	21.86	21.26
MOGEN DVD CNCRD			6241	6802	-561	-8.25	19.01	20.06
MOGEN DVD BLKBY			5445	5340	105	1.97	16.58	15.75
MANICHZ BLKBRRY			4450	4843	-393	-8.11	13.55	14.28
MNCHZ CRM PEACH			2735	3025	-290	-9.59	8.33	8.92
MAN CRM RD CNCD			2457	2612	-155	-5.93	7.48	7.70
MAN CRM WH CNCD			1785	2040	-255	-12.50	5.44	6.02
MANSCHWITZ ELDBY			814	851	-37	-4.35	2.48	2.51
MOGEN DVD PMGRN			465	412	53	12.86	1.42	1.21
B HRZG JNS CAB			219	111	108	97.30	.67	.33
B HERZOG CHARD			141	101	40	39.60	.43	.30
B HERZOG MERLOT			140	100	40	40.00	.43	.29
RSHI LT RD CNCD			90	47	43	91.49	.27	.14
B HRZG WHT ZNFD			82	55	27	49.09	.25	.16
ARUNDEL SWT KIS			70	32	38	118.75	.21	.09
MANICHZ MOSCATO			61	26	35	134.62	.19	.08
B HERZOG CAB SV			60	39	21	53.85	.18	.12
KESSER CONCORD			34	18	16	88.89	.10	.05
KDM GRP SP CNCD			32	27	5	18.52	.10	.08
RSHI LT PK CNCD			27	7	20	285.71	.08	.02
KEDEM MALAGA			25	14	11	78.57	.08	.04
B HERZOG CHN BL			23	17	6	35.29	.07	.05
KDM ROYL BRGNDY			19	5	14	280.00	.06	.01
KDM NATURL CNCD			19	4	15	375.00	.06	.01
B HERZOG SAV BL			18	13	5	38.46	.05	.04
B HRZG PN GRIG			13	5	8	160.00	.04	.01
MANICHWITZ CHRRY			12	15	-3	-20.00	.04	.04
RSHI LT WH CNCD			12	10	2	20.00	.04	.03
KEDEM CHABLIS			12	8	4	50.00	.04	.02
B HRZG BLK MSCT			11	4	7	175.00	.03	.01
RASHI CLARET			10	6	4	66.67	.03	.02
KEDEM KAL CNCRD			10	2	8	400.00	.03	.01
KDM CRM RD CNCD			9	5	4	80.00	.03	.01
B HRZG JNSE CHD			9	1	8	800.00	.03	.00
B HERZOG ZNFNDL			8	10	-2	-20.00	.02	.03
B HRZG BLK MSCT			8	8	0	0.00	.02	.02
WEINSTOCK WHITE			8	3	5	166.67	.02	.01
B HRZG JN PK MS			6	6	0	0.00	.02	.02
KESSER SEVEN 70			6	4	2	50.00	.02	.01
WEINSTCK WH ZNF			5	4	1	25.00	.02	.01
PACIFICA OREGON			5	4	1	25.00	.02	.01
KDM CRM WH CNCD			5	3	2	66.67	.02	.01
WEINSTOCK CHRDY			5	2	3	150.00	.02	.01
B HRZG RS OF CB			5	5	0	100.00	.02	.00
WEINSTCK CS CHD			4	7	-3	-42.86	.01	.02
HAGAFEN CHARDNY			4	5	-1	-20.00	.01	.01
WEINSTOCK CB SV			4	3	1	33.33	.01	.01
KEDEM PLUM ROYL			4	3	1	33.33	.01	.01
MANICHZ CAB SAV			4	4	0	100.00	.01	.00
RASHI CONCORD			3	3	0	0.00	.01	.01
KEDEM NIAGRA CR			3	2	1	50.00	.01	.01
KEDEM TOKAY			3	1	2	200.00	.01	.00
KEDEM 144 WHITE			3	1	2	200.00	.01	.00
WEINSTOCK RED			2	4	-2	-50.00	.01	.01
WEINSTOCK MSCTO			2	2	0	0.00	.01	.01
KDM CRM RS CNCD			2	1	1	100.00	.01	.00
HAGAFEN EB CAB			2	2	0	100.00	.01	.00
B HRZG DRY RED			1	2	-1	-50.00	.00	.01
B HRZG S ED CAB			1	1	0	0.00	.00	.00
B HRZG S RS CAB			1	1	0	0.00	.00	.00
KEDEM MARSALA			1		1	100.00	.00	.00
KEDEM SAUTERNE			1		1	100.00	.00	.00
B HERZOG LH RSL			1		1	100.00	.00	.00
KESSER MELLOW			1		1	100.00	.00	.00
PACIFICA CB/MRL				17	-17	-100.00	.00	.05
B HRZG JN DUETT				4	-4	-100.00	.00	.01
WEINSTCK CS CAB				1	-1	-100.00	.00	.00
B HERZOG OV ZIN				1	-1	-100.00	.00	.00
HAGAFEN CAB SAV				1	-1	-100.00	.00	.00
WEINSTOCK MERLT				1	-1	-100.00	.00	.00
B HRZG LH OR MS				1	-1	-100.00	.00	.00
<b>TOTAL DOM KOSHER WN</b>			<b>32834</b>	<b>33912</b>	<b>-1078</b>	<b>-3.18</b>		
DOM DSSRT OTH								
APOTHIC DARK			2897	2333	564	24.17	75.42	73.83
DUBONNET ROUGE			544	613	-69	-11.26	14.16	19.40
WILD MAN MEAD			73		73	100.00	1.90	.00
LINGANRE STPCHS			61	49	12	24.49	1.59	1.55
KLUGE EST CRU			54	22	32	145.45	1.41	.70
CRAZY WMN MEAD			49		49	100.00	1.28	.00

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			This Year	Last Year			This Year	Last Year
CAMAS HCKBRY MD			30	18	12	66.67	.78	.57
LINGANRE SKPJCK			28	31	-3	-9.68	.73	.98
U-FREEZE SNGRIA			24	22	2	9.09	.62	.70
DUBONNET BLANC			16	20	-4	-20.00	.42	.63
POST MUSDNE WHT			14		14	100.00	.36	.00
U-FREEZE GRAPE			13	10	3	30.00	.34	.32
PACIFIC RIM FRM			8	8		.00	.21	.25
MISSON MT COCOA			4	2	2	100.00	.10	.06
SHEBA TEJ HONEY			3	8	-5	-62.50	.08	.25
CHOCOLATE ZIN			3	5	-2	-40.00	.08	.16
4 QRTRS BD ROSE			3	4	-1	-25.00	.08	.13
LNGANRE INDLGNC			3	2	1	50.00	.08	.06
POST MUSDNE BLS			3	1	2	200.00	.08	.03
4 QRTRS SUNSET			2	3	-1	-33.33	.05	.09
FAR NIENTE DOLC			2	3	-1	-33.33	.05	.09
CARROLLS HONEY			2		2	100.00	.05	.00
BOUNDARY BK ICE			2		2	100.00	.05	.00
BUZZBLZ CH COL			1		1	100.00	.03	.00
BUZZBLZ CH STW			1		1	100.00	.03	.00
BUZZBLZ CH CRN			1		1	100.00	.03	.00
SKY RIVER RASP				3	-3	-100.00	.00	.09
4 QRTRS HEARTH				2	-2	-100.00	.00	.06
V'NILLA NOIR				1	-1	-100.00	.00	.03
<b>TOTAL DOM DSSRT OTH</b>			<b>3841</b>	<b>3160</b>	<b>681</b>	<b>21.55</b>		
<b>BURGUNDY</b>								
CARLO ROSSI RED			9772	10917	-1145	-10.49	46.37	44.42
FRAN O WLD CLSC			4758	5533	-775	-14.01	22.58	22.51
ALMADEN HRT MTN			2198	2710	-512	-18.89	10.43	11.03
LIVINGSTON CLLR			1990	2318	-328	-14.15	9.44	9.43
PETER VELLA			1427	1489	-62	-4.16	6.77	6.06
GALLO FAM V TWN			815	1399	-584	-41.74	3.87	5.69
PAUL MASSON RBY			86	120	-34	-28.33	.41	.49
TAYLOR CAL CLLR			27	33	-6	-18.18	.13	.13
INGLNK VYD CLSC			1	58	-57	-98.28	.00	.24
FRANZIA CLASSIC				2	-2	-100.00	.00	.01
<b>TOTAL BURGUNDY</b>			<b>21074</b>	<b>24579</b>	<b>-3505</b>	<b>-14.26</b>		
<b>CHIANTI</b>								
CARLO ROSSI LGT			3504	3920	-416	-10.61	35.81	31.36
FRANZIA			3488	5194	-1706	-32.85	35.64	41.55
CRIBARI AMR			2567	3097	-530	-17.11	26.23	24.77
LIVINGSTON CLLR			227	290	-63	-21.72	2.32	2.32
<b>TOTAL CHIANTI</b>			<b>9786</b>	<b>12501</b>	<b>-2715</b>	<b>-21.72</b>		
<b>RED GENRC OTH</b>								
FRANZIA CHLLABL			20706	21415	-709	-3.31	24.16	23.14
C RSSI PSNO FLV			17270	19142	-1872	-9.78	20.15	20.68
HAZLITT RED CAT			7186	8143	-957	-11.75	8.39	8.80
TAYLOR LAKE C R			4392	5055	-663	-13.12	5.13	5.46
CUPCAKE VLVT CA			4054	4389	-335	-7.63	4.73	4.74
CARLO ROSSI SWT			3813	3444	369	10.71	4.45	3.72
LIBERTY CRK SWT			3192	3103	89	2.87	3.72	3.35
BLLY HL SW WLTR			2455	1670	785	47.01	2.86	1.80
GALLO FAM V SWT			1761	3787	-2026	-53.50	2.05	4.09
WILCX CLRION RV			1678	1686	-8	-.47	1.96	1.82
FFC CLRT DC/NET			1582	1727	-145	-8.40	1.85	1.87
CUPCAKE BLK FST			1300	2108	-808	-38.33	1.52	2.28
BLLY HL LV GOAT			1167	1041	126	12.10	1.36	1.12
BULLY HLL BANTY			1125	1125		.00	1.31	1.22
TAYLOR LK SET R			1070	1234	-164	-13.29	1.25	1.33
OUR DAILY RED			1042	1115	-73	-6.55	1.22	1.20
ST CHP SOFT RED			1017	1007	10	.99	1.19	1.09
HAZLITT CBN FVR			986	1158	-172	-14.85	1.15	1.25
BAREFT RFSH SUM			835	1255	-420	-33.47	.97	1.36
BLACK BOX RED			820	247	573	231.98	.96	.27
HRM RX-G FR CAL			812	1235	-423	-34.25	.95	1.33
TISDALE SWT RED			450	438	12	2.74	.53	.47
BULLY HL GROWER			431	470	-39	-8.30	.50	.51
RICHARD WIR RED			345	362	-17	-4.70	.40	.39
FFC DS CLARET			305	597	-292	-48.91	.36	.64
BLLY HL WLTR RS			298	369	-71	-19.24	.35	.40
HERITAGE FREDNA			284	276	8	2.90	.33	.30
ALLEGRO HARMONY			266	157	109	69.43	.31	.17
FRAN SMT CHL BX			248	5	243	4860.00	.29	.01
OAK LEAF SWT RD			238	429	-191	-44.52	.28	.46
ANTLER RD VIXEN			237	63	174	276.19	.28	.07
MARIETTA O VN R			235	278	-43	-15.47	.27	.30
HRM RX-G FR AMR			235	158	77	48.73	.27	.17
MAZZA CNTRY RED			199	165	34	20.61	.23	.18
GETTYSBRG REBEL			197	119	78	65.55	.23	.13
NSSLY NGHTY MRT			195	219	-24	-10.96	.23	.24
BULLY HL L GOAT			191	176	15	8.52	.22	.19
VALENZANO SHMNG			191	129	62	48.06	.22	.14
RICHARD WIR GRP			160	149	11	7.38	.19	.16
NSSLY SPICED RD			150	143	7	4.90	.18	.15
PRESCUE ISL CRK			134	104	30	28.85	.16	.11
FRNKLN HL WLTRS			120		120	100.00	.14	.00
WLLMSBG SCHLLNG			119	101	18	17.82	.14	.11
CRANE LK SWT RD			115	144	-29	-20.14	.13	.16

# NABCA CASE SALES ANALYSIS

## BY CLASS, TYPE, BRAND

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

ALL STATES-1/1/17 - 03/31/17

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
INSOMNIA RED			112	270	-158	-58.52	.13	.29
GREEN FIN CAL			112	81	31	38.27	.13	.09
CHARIOT GYPSY			107	50	57	114.00	.12	.05
RIDGE 3 VALLEYS			103	95	8	8.42	.12	.10
BAREFT P NR SPZ			97	141	-44	-31.21	.11	.15
NTTNY MT TAILGT			97	79	18	22.78	.11	.09
ALLEGRO SUITE			92	86	6	6.98	.11	.09
FERARI-CRNO SNA			86	33	53	160.61	.10	.04
HORTON NORTON			80	86	-6	-6.98	.09	.09
PENDULUM RED			72	36	36	100.00	.08	.04
CASTL CK MNUMNT			67	97	-30	-30.93	.08	.10
MAZZA VICTORIAN			67	44	23	52.27	.08	.05
NEWTON CLARET			60	98	-38	-38.78	.07	.11
CH MRRSTT S LRL			58	65	-7	-10.77	.07	.07
CHDSFRD HOL SPT			58	56	2	3.57	.07	.06
BENIGNAS HESIAN			49		49	100.00	.06	.00
CLOVR HLL CHMBC			44	36	8	22.22	.05	.04
CH MRRST BL DOG			41	44	-3	-6.82	.05	.05
ROULE ROUGE ORG			41		41	100.00	.05	.00
RAMEY CLARET			38	23	15	65.22	.04	.02
HAZLTT R CAT HL			35	71	-36	-50.70	.04	.08
CH JULIEN RY RD			35	27	8	29.63	.04	.03
RABBT RG ALLURE			34	58	-24	-41.38	.04	.06
MARIETA ANGL CV			34	28	6	21.43	.04	.03
CGR CRST DED 7			32	16	16	100.00	.04	.02
INCOGNITO LODI			30	28	2	7.14	.04	.03
GUENOC V CRT NC			26	25	1	4.00	.03	.03
SWEET BLS SW RD			24	26	-2	-7.69	.03	.03
COWGIRL SWT RED			24	5	19	380.00	.03	.01
JEWEL TN M FOCH			22	22		.00	.03	.02
WATERBROOK MLNG			22	19	3	15.79	.03	.02
MOUNTAIN VIEW			21	62	-41	-66.13	.02	.07
THE LOST COLONY			19	5	14	280.00	.02	.01
ARUNDEL GNDY DN			18	12	6	50.00	.02	.01
JAYSON RED NAPA			17	12	5	41.67	.02	.01
FRANZIA CHLL BB			16		16	100.00	.02	.00
WILHELM RED			16		16	100.00	.02	.00
WESTON MELANGE			13	18	-5	-27.78	.02	.02
SMITH RIDGE RED			13	12	1	8.33	.02	.01
BOORDY WASL SPC			13	9	4	44.44	.02	.01
CH MRRST CHMRCN			13		13	100.00	.02	.00
FFC VOTRE SANTE			10	140	-130	-92.86	.01	.15
R STRNG SYMMTRY			10	15	-5	-33.33	.01	.02
LINGANORE RAVEN			10	10		.00	.01	.01
OZAN NORTON SHB			8	10	-2	-20.00	.01	.01
STLTZNER CLARET			7	16	-9	-56.25	.01	.02
WHIPRWL SCUPRNG			7	8	-1	-12.50	.01	.01
QUINTESSA RTHFD			7	8	-1	-12.50	.01	.01
EPIPHANY REVLTN			6	10	-4	-40.00	.01	.01
WHIPRWL SUNSET			6	9	-3	-33.33	.01	.01
NEYERS SAGE CAN			6	4	2	50.00	.01	.00
VERMEIL XXXIV			4	21	-17	-80.95	.00	.02
MAD HSWF SWT RD			4	9	-5	-55.56	.00	.01
VIZINI ROLLNG R			4	7	-3	-42.86	.00	.01
BENZIGER TRIBUT			4	5	-1	-20.00	.00	.01
NOSTALGIA LIDIA			4	4		.00	.00	.00
HEADSNPPR RADNT			4		4	100.00	.00	.00
C KRUG GENERATN			3	5	-2	-40.00	.00	.01
WHIPRWL GLORY			3	4	-1	-25.00	.00	.00
ARGNT FRG RBT R			3	3		.00	.00	.00
LINGANRE SPC RG			3	3		.00	.00	.00
MANTEO SONOMA			3		3	100.00	.00	.00
RIDGE GEYSRVLE			2	8	-6	-75.00	.00	.01
PAHLMAYER RD NV			2	3	-1	-33.33	.00	.00
LAUREL GLN REDS			2	2		.00	.00	.00
THE SUM CAL			2		2	100.00	.00	.00
INFINITE MONKEY			2		2	100.00	.00	.00
DECODY MIGRTN RD			1	91	-90	-98.90	.00	.10
VENDANGE SWT CA			1	10	-9	-90.00	.00	.01
VIZINI PRWLNG R			1	3	-2	-66.67	.00	.00
WHIPRWL CYNTHNA			1	2	-1	-50.00	.00	.00
CHEAP RED MRG H			1	1		.00	.00	.00
CANOE RDG R CHR			1		1	100.00	.00	.00
SUSTAINABLE MEN			1		1	100.00	.00	.00
RENWOOD CLARION				56	-56	-100.00	.00	.06
CHDSFRD FLYERS				18	-18	-100.00	.00	.02
WORTHY SOPHIA S				17	-17	-100.00	.00	.02
LONGORIA RED				10	-10	-100.00	.00	.01
VIZINI FRM BULY				6	-6	-100.00	.00	.01
LINGANRE BACONI				4	-4	-100.00	.00	.00
SHOOTING STR BF				4	-4	-100.00	.00	.00
FRANZIA SWT RED				4	-4	-100.00	.00	.00
KUMBAYA CAL				3	-3	-100.00	.00	.00
WHIPRWL LENOIR				3	-3	-100.00	.00	.00
VIZINI FRM REBL				2	-2	-100.00	.00	.00
TABLE LF SWT RD				2	-2	-100.00	.00	.00
BULLY HL MT MKT				2	-2	-100.00	.00	.00
JARVIS LK WILLM				1	-1	-100.00	.00	.00
MURRTA WLL VNDM				1	-1	-100.00	.00	.00
ST JAMES VALET				1	-1	-100.00	.00	.00
CHESPKE BL CRAB				1	-1	-100.00	.00	.00
A FAMLY AFFR SH				1	-1	-100.00	.00	.00
STONESTRT LEGCY				1	-1	-100.00	.00	.00

# NABCA CASE SALES ANALYSIS

## BY CLASS, TYPE, BRAND

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

ALL STATES-1/1/17 - 03/31/17

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
CROSSING VNYDS MOLON LAVE NRET				1	-1	-100.00	.00	.00
				1	-1	-100.00	.00	.00
<b>TOTAL RED GENRC OTH</b>			<b>85697</b>	<b>92562</b>	<b>-6865</b>	<b>-7.42</b>		
BARBERA								
SEGHESIO			7	8	-1	-12.50	28.00	25.81
FULCHINO VNYRD			5	7	-2	-28.57	20.00	22.58
TERRA D'ORO			4	3	1	33.33	16.00	9.68
SHANNON RDGE HV			3		3	100.00	12.00	.00
MCMANIS FAM CAL			2	4	-2	-50.00	8.00	12.90
UVAGGIO LODI			2		2	100.00	8.00	.00
CASA SMITH CERV			2		2	100.00	8.00	.00
TRADER JOE PT R				6	-6	-100.00	.00	19.35
VINTJS MENDOCNO				2	-2	-100.00	.00	6.45
BOEGER				1	-1	-100.00	.00	3.23
<b>TOTAL BARBERA</b>			<b>25</b>	<b>31</b>	<b>-6</b>	<b>-19.35</b>		
CABERNET SAUV								
RM WOODBRIDGE			24189	25521	-1332	-5.22	6.49	7.04
BAREFOOT CAL			17947	14891	3056	20.52	4.82	4.11
FRANZIA BOX			13762	14223	-461	-3.24	3.69	3.92
BLACK BOX P RBL			13417	8475	4942	58.31	3.60	2.34
SUTTER HOME CAL			11907	9368	2539	27.10	3.19	2.58
BOTA BOX CAL			10270	9266	1004	10.84	2.76	2.56
ALMADEN VINEYRD			8269	8757	-488	-5.57	2.22	2.42
CARLO ROSSI			8191	8042	149	1.85	2.20	2.22
MNDVI CK CAB SV			6571	5318	1253	23.56	1.76	1.47
CARNIVOR CAL			6436	4927	1509	30.63	1.73	1.36
R MNDVI PVT SEL			6047	5184	863	16.65	1.62	1.43
LIBERTY CRK CAL			6014	5756	258	4.48	1.61	1.59
DARK HORSE CAL			5863	5513	350	6.35	1.57	1.52
JOSH CELLARS NC			5704	2337	3367	144.07	1.53	.64
BERNGR FNDR EST			4736	4311	425	9.86	1.27	1.19
J LHR EST 7 OAK			4216	4274	-58	-1.36	1.13	1.18
GLEN ELLEN RES			4109	4626	-517	-11.18	1.10	1.28
HRM REX-GOL CAL			3802	5412	-1610	-29.75	1.02	1.49
FFC DIAMOND COL			3742	3131	611	19.51	1.00	.86
BOGLE			3654	3188	466	14.62	.98	.88
JOSH CELLARS SC			3630	2232	1398	62.63	.97	.62
NOBLE VINES 337			3601	2615	986	37.71	.97	.72
VIN VAULT CAL			3592	2384	1208	50.67	.96	.66
C D BOIS CAB NC			3542	2757	785	28.47	.95	.76
FETZER CAL			3506	4437	-931	-20.98	.94	1.22
STERLING VNT COL			3505	2732	773	28.29	.94	.75
FISHEYE			3416	7487	-4071	-54.37	.92	2.06
BIG HOUSE CAL			3295	2514	781	31.07	.88	.69
JOEL GOTT 815			3245	3566	-321	-9.00	.87	.98
14 HANDS			3139	3538	-399	-11.28	.84	.98
TURNING LEAF			2997	2686	311	11.58	.80	.74
MARTINI SONOMA			2949	2942	7	.24	.79	.81
CSM			2941	2269	672	29.62	.79	.63
COL GRAND EST			2923	2402	521	21.69	.78	.66
COPPER RIDGE			2852	3747	-895	-23.89	.77	1.03
SMOKING LOON			2775	2294	481	20.97	.74	.63
CUPCAKE C COAST			2717	3007	-290	-9.64	.73	.83
FOXHORN			2561	2618	-57	-2.18	.69	.72
BERNGR NAPA VLY			2500	630	1870	296.83	.67	.17
THE NAKED GRAPE			2495	2999	-504	-16.81	.67	.83
GNARLY HEAD CAL			2428	1185	1243	104.89	.65	.33
KDL-JKS V RS CB			2374	2397	-23	-.96	.64	.66
REDWOOD CREEK			2318	3151	-833	-26.44	.62	.87
RDNY STRNG C SV			2287	1899	388	20.43	.61	.52
BLACK BOX C C			2263	2129	134	6.29	.61	.59
GALLO FAM V TWN			2221	5534	-3313	-59.87	.60	1.53
DECOY NAPA VLLY			2151	1654	497	30.05	.58	.46
PETER VELLA			2059	1804	255	14.14	.55	.50
DREAMNG TREE NC			1994	1996	-2	-.10	.53	.55
LIVINGSTON CLLR			1842	2049	-207	-10.10	.49	.57
BONTERRA			1800	1665	135	8.11	.48	.46
LINE 39 LC			1673	1665	8	.48	.45	.46
VENDANGE AMRCN			1614	1374	240	17.47	.43	.38
TWISTED CAB CAL			1605	1788	-183	-10.23	.43	.49
GRACE LANE			1549		1549	100.00	.42	.00
BERINGR CAL COL			1546	1768	-222	-12.56	.41	.49
MIRASSOU C CST			1527	1044	483	46.26	.41	.29
CORBETT CANYON			1486	2036	-550	-27.01	.40	.56
BY COASTAL			1486	1813	-327	-18.04	.40	.50
COL HORSE HEAVN			1478	1271	207	16.29	.40	.35
CH S JEAN CALIF			1450	1566	-116	-7.41	.39	.43
SHNON CIR O RNC			1429		1429	100.00	.38	.00
LIBERTY SCHL PR			1426	1395	31	2.22	.38	.38
WLLM HLL EST NC			1366	977	389	39.82	.37	.27
RAVENSWD VNT BL			1340	1779	-439	-24.68	.36	.49
HESS SELECT			1305	1742	-437	-25.09	.35	.48
TRADER JOE'S			1260	1380	-120	-8.70	.34	.38
SIMI ALEX VLLY			1253	1171	82	7.00	.34	.32
GHOST PNE NP SN			1244	1658	-414	-24.97	.33	.46
FREAKSHOW LODI			1236	973	263	27.03	.33	.27
LEESE-FITCH CAL			1144	1395	-251	-17.99	.31	.38
CORBETT CANYON			1100	1152	-52	-4.51	.30	.32
LITTLE BL DRESS			1097	1358	-261	-19.22	.29	.37

# NABCA CASE SALES ANALYSIS

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ALL STATES-1/1/17 - 03/31/17

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
ESTANCIA PS RBL			1075	1049	26	2.48	.29	.29
FRNCISCN CAB SV			1073	887	186	20.97	.29	.24
CSM INDIAN WLLS			1063	1026	37	3.61	.29	.28
CANYON ROAD CAL			1046	899	147	16.35	.28	.25
OAK LEAF CAL			1032	1472	-440	-29.89	.28	.41
STONE CELLAR CA			1016	2544	-1528	-60.06	.27	.70
MENAGE A TRS NC			953	1041	-88	-8.45	.26	.29
FREI BROTHER AV			914	1072	-158	-14.74	.25	.30
FFC DIRECTOR SC			904	1005	-101	-10.05	.24	.28
SIMI LANDSLIDE			874	36	838	2327.78	.23	.01
SILVER PALM N C			852	625	227	36.32	.23	.17
THE SHOW CAL			842	866	-24	-2.77	.23	.24
MCMANIS FAMILY			841	994	-153	-15.39	.23	.27
SEBASTIANI SC			827	1251	-424	-33.89	.22	.35
STERLING CAB SV			819	816	3	.37	.22	.23
COL CLMBIA VLLY			817	775	42	5.42	.22	.21
TISDALE CAL			810	992	-182	-18.35	.22	.27
MURPHY-GOODE			802	813	-11	-1.35	.22	.22
BLACK BOX CAL			776	781	-5	-.64	.21	.22
KENWOOD SNMA CO			773	946	-173	-18.29	.21	.26
LOFT WNE ELE LD			772	1031	-259	-25.12	.21	.28
COL TWO VINES			766	539	227	42.12	.21	.15
H LUXURY CLLCTN			760		760	100.00	.20	.00
AVALON NAPA VLY			754	704	50	7.10	.20	.19
COLUMBIA			730	332	398	119.88	.20	.09
R MNDVI CAB SAV			724	598	126	21.07	.19	.16
C KRUG CAB SAUV			718	667	51	7.65	.19	.18
FEDERALIST LODI			706	551	155	28.13	.19	.15
EDUCATED GSS NV			703	436	267	61.24	.19	.12
DELICATO			678	933	-255	-27.33	.18	.26
FREY ORG MNDNCNO			657	754	-97	-12.86	.18	.21
TOASTED HEAD NC			649	1580	-931	-58.92	.17	.44
GEYSER PK ALX V			648	920	-272	-29.57	.17	.25
BLACKSTONE CAL			648	766	-118	-15.40	.17	.21
HOGUE RESERVE			648	5	643	*****	.17	.00
THREE WISHES CA			646	435	211	48.51	.17	.12
J W MORRIS CAL			641	1313	-672	-51.18	.17	.36
EDNA VLY S LUTS			624	972	-348	-35.80	.17	.27
JUSTIN PASO RBL			613	496	117	23.59	.16	.14
HAYES VALLEY CC			601	362	239	66.02	.16	.10
HAHN NICKY HAHN			598	1490	-892	-59.87	.16	.41
IRONY NAPA VLLY			593	713	-120	-16.83	.16	.20
BERNGR KNGT VLY			579	580	-1	-.17	.16	.16
Z. ALEXANDER BR			578	11	567	5154.55	.16	.00
WENTE SO HILLS			577	726	-149	-20.52	.15	.20
MT VEEDER			570	88	482	547.73	.15	.02
FLIP FLOP CALIF			557	969	-412	-42.52	.15	.27
PARDUCCI TR GRT			522	221	301	136.20	.14	.06
STAGS LP WC NAP			514	460	54	11.74	.14	.13
SYCAMORE LANE			509	474	35	7.38	.14	.13
R STRNG ALX VLY			506	359	147	40.95	.14	.10
R MNDVI PS BRBN			497	271	226	83.39	.13	.07
MAGNFCENT STEAK			491	216	275	127.31	.13	.06
RAVAGE CAL			483	7	476	6800.00	.13	.00
LINDEMAN GNTLMN			456	87	369	424.14	.12	.02
NAPA CELLARS NV			454	493	-39	-7.91	.12	.14
ALEXANDER VLY			454	426	28	6.57	.12	.12
LAYER CAKE NAPA			444	566	-122	-21.55	.12	.16
ST FRANCIS SNMA			435	548	-113	-20.62	.12	.15
CARR NAPA VALLY			424	587	-163	-27.77	.11	.16
CAYMUS			423	165	258	156.36	.11	.05
RUTHERFORD RNCH			422	823	-401	-48.72	.11	.23
TRUE MYTH PS RB			416	155	261	168.39	.11	.04
THREE THV BANDT			411	360	51	14.17	.11	.10
HRM REX-GOL AM			408	160	248	155.00	.11	.04
WENTE CAB SAUV			367	426	-59	-13.85	.10	.12
C D BOIS AV RSV			366	357	9	2.52	.10	.10
CONCANNON CC			365	384	-19	-4.95	.10	.11
R MNDVI PS CC			363	770	-407	-52.86	.10	.21
SOVERAIN CSV			353	332	21	6.33	.09	.09
OBBERON NAPA VLY			350	110	240	218.18	.09	.03
DE LOACH HRT RS			347	433	-86	-19.86	.09	.12
EARTHQUAKE LODI			344	320	24	7.50	.09	.09
PINECROFT CAL			336	589	-253	-42.95	.09	.16
HARLOW RDG LODI			333	764	-431	-56.41	.09	.21
KNDL-JKSN GR RS			330	182	148	81.32	.09	.05
BOTA BRICK CAL			330	166	164	98.80	.09	.05
BV CABERNT NP V			326	595	-269	-45.21	.09	.16
JORDAN CAB SAUV			326	241	85	35.27	.09	.07
CAYMUS NAPA VLY			325	291	34	11.68	.09	.08
R MNDVI OAKVILLE			323	19	304	1600.00	.09	.01
NATHANSON CREEK			321	341	-20	-5.87	.09	.09
COHN BR SLVR LB			316	316		.00	.08	.09
CRANE LAKE CAL			315	411	-96	-23.36	.08	.11
SILVER OAK ALEX			311	387	-76	-19.64	.08	.11
CUTLER CRK CAL			308	306	2	.65	.08	.08
CANYON OAKS			304	237	67	28.27	.08	.07
LUCINDA&MILL MC			304	9	295	3277.78	.08	.00
MARTINI NAPA RS			295	411	-116	-28.22	.08	.11
OBSIDIAN RIDGE			291	160	131	81.88	.08	.04
OUR DAILY			291	76	215	282.89	.08	.02
KIRKLND SGNTURE			288	360	-72	-20.00	.08	.10
LAYER CAKE CAL			286	307	-21	-6.84	.08	.08

# NABCA CASE SALES ANALYSIS

## BY CLASS, TYPE, BRAND

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

ALL STATES-1/1/17 - 03/31/17

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
FRANZIA			282	5	277	5540.00	.08	.00
SPELLBOUND CAL			277	277		.00	.07	.08
THE GREAT AMRCN			273	242	31	12.81	.07	.07
GOOSE RIDGE G3			269	69	200	289.86	.07	.02
L.J SPIRIT HAWK			268	240	28	11.67	.07	.07
AVALON CAL			263	244	19	7.79	.07	.07
MAIN STREET			259	268	-9	-3.36	.07	.07
CAIRDEAN NAPA			258		258	100.00	.07	.00
BELLE AMBNCE CA			256	330	-74	-22.42	.07	.09
JOSH CELLARS PR			256		256	100.00	.07	.00
CONN CREEK NAPA			251	491	-240	-48.88	.07	.14
G ASHLEY PS RBL			251		251	100.00	.07	.00
SKINNYGIRL CAL			239	59	180	305.08	.06	.02
MERIDIAN CLFRNA			235	347	-112	-32.28	.06	.10
VICTOR VINEYARD			235	14	221	1578.57	.06	.00
LILLIUM NRTH CT			235		235	100.00	.06	.00
SILVER RIDGE CA			234	364	-130	-35.71	.06	.10
WLLM HLL EST CC			233	273	-40	-14.65	.06	.08
SEVEN FALLS WAH			233	242	-9	-3.72	.06	.07
CROW CANYON CAL			233	177	56	31.64	.06	.05
HOGUE FRUIT FWD			232	268	-36	-13.43	.06	.07
CANOE RDG EXPDT			227	246	-19	-7.72	.06	.07
PARDUCCI CB SVG			227	197	30	15.23	.06	.05
FERRARI-CARANO			225	230	-5	-2.17	.06	.06
BENZGR SONOMA			225	212	13	6.13	.06	.06
BACKHOUSE CAL			223	178	45	25.28	.06	.05
BLOCK 67			221	200	21	10.50	.06	.06
STONECAP COL			221	149	72	48.32	.06	.04
ROBERT HALL PR			216	277	-61	-22.02	.06	.08
TOM GORE CAL			215	131	84	64.12	.06	.04
WENTE WETMRE RS			214	48	166	345.83	.06	.01
MIRASSOU MONTRY			209	267	-58	-21.72	.06	.07
RFRD CABNT SAUV			209	152	57	37.50	.06	.04
4 BEARS NAPA			208	238	-30	-12.61	.06	.07
NEWMAN OWN CAL			208	228	-20	-8.77	.06	.06
PREDATOR CAL			208	176	32	18.18	.06	.05
SALMON CREEK			207	235	-28	-11.91	.06	.06
SILVERADO NAPA			204	188	16	8.51	.05	.05
HESS ALLOMI			204	125	79	63.20	.05	.03
BARBOURSVILLE			197	206	-9	-4.37	.05	.06
HONIG NAPA VLLY			196	250	-54	-21.60	.05	.07
WLLM HILL NP VL			195	216	-21	-9.72	.05	.06
DREAMNG TREE CA			195	214	-19	-8.88	.05	.06
J LHR 7 OAK RST			195		195	100.00	.05	.00
VINEYARD FD NP			195		195	100.00	.05	.00
RED DIAMOND CAL			194	407	-213	-52.33	.05	.11
SULLIVAN TOILE			184		184	100.00	.05	.00
CANNONBALL CAL			183	195	-12	-6.15	.05	.05
MARTINI CA 2013			179	180	-1	-.56	.05	.05
C SMITH CH SMTH			177	186	-9	-4.84	.05	.05
CONCN FNDR PASO			175	5	170	3400.00	.05	.00
BV RUTHERFORD			174	204	-30	-14.71	.05	.06
J LOHR ESTATES			168	227	-59	-25.99	.05	.06
BRIDLEWOOD EST			167	140	27	19.29	.04	.04
MAROON SPC RES			167		167	100.00	.04	.00
CLOS DU VAL			166	665	-499	-75.04	.04	.18
ESTANCIA ALX VL			164	143	21	14.69	.04	.04
SUTTER HM 2PACK			164		164	100.00	.04	.00
GRAYSON CLLR PS			163	192	-29	-15.10	.04	.05
J LOHR CYPRESS			160	160		.00	.04	.04
CHIMNEY ROCK			159	198	-39	-19.70	.04	.05
FISHER UNITY			159	161	-2	-1.24	.04	.04
STORYPOINT CAL			155		155	100.00	.04	.00
CALIFORNIA 37			154	684	-530	-77.49	.04	.19
INSOMNIA			150	212	-62	-29.25	.04	.06
RND HILL CAB SV			147	161	-14	-8.70	.04	.04
R STRNG AV RSRV			146	71	75	105.63	.04	.02
WILD HORSE PR			145	158	-13	-8.23	.04	.04
FIVE RIVERS PSO			144	125	19	15.20	.04	.03
GREYSTONE CAL			143	259	-116	-44.79	.04	.07
ST SUPERY DH NV			137	170	-33	-19.41	.04	.05
STG LP WC ARTMS			137	139	-2	-1.44	.04	.04
KDL-JKS PR G RS			136	199	-63	-31.66	.04	.05
MARTINI NAPA VL			136	104	32	30.77	.04	.03
DANCING BULL			135	191	-56	-29.32	.04	.05
MARTINI ALEX VL			135	94	41	43.62	.04	.03
DIRECTORS K KNG			135		135	100.00	.04	.00
AQUINAS NAPA			134	155	-21	-13.55	.04	.04
FREEMARK ABBEY			134	84	50	59.52	.04	.02
HANDCRAFT CAL			133	152	-19	-12.50	.04	.04
FRANK FAM VY NP			133	83	50	60.24	.04	.02
MEMBERS MARK CC			133		133	100.00	.04	.00
CASTLE CREEK			132	121	11	9.09	.04	.03
FOXGLOVE PS RBL			132	99	33	33.33	.04	.03
PHELPS NAPA VLY			129	131	-2	-1.53	.03	.04
CAKEBRD NAPA VL			128	115	13	11.30	.03	.03
BLK STALLION NP			125	122	3	2.46	.03	.03
SEAN MINOR NAPA			123	216	-93	-43.06	.03	.06
ARNOLD PALMER			121	145	-24	-16.55	.03	.04
DUCKHORN NAPA			120	119	1	.84	.03	.03
THREE THVES CAL			119	94	25	26.60	.03	.03
STAGS LP WNY NP			118	161	-43	-26.71	.03	.04
CARTLDGE&BROWNE			118	128	-10	-7.81	.03	.04

# NABCA CASE SALES ANALYSIS

## BY CLASS, TYPE, BRAND

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

ALL STATES-1/1/17 - 03/31/17

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
PROJECT PASO			117	119	-2	-1.68	.03	.03
ANGELINE CAL			116	4	112	2800.00	.03	.00
MARON SIG RES			116		116	100.00	.03	.00
OWEN ROE SHCRPR			113	162	-49	-30.25	.03	.04
WOODWORK C CST			108	80	28	35.00	.03	.02
SMITH&HOOK S LC			107	106	1	.94	.03	.03
KRUTZ FAM MAGNL			107	90	17	18.89	.03	.02
ALTITUDE PROJECT			107	43	64	148.84	.03	.01
PEPPERWOOD GRVE			106	140	-34	-24.29	.03	.04
UPPERCUT NAPA			106	61	45	73.77	.03	.02
CYCLE GLADTR CC			106	46	60	130.43	.03	.01
THE CRUSHER CLK			104	551	-447	-81.13	.03	.15
GROTH			104	117	-13	-11.11	.03	.03
CLYDES			104	104		.00	.03	.03
FIVE OAKS CALIF			103	116	-13	-11.21	.03	.03
DOMINO			103	108	-5	-4.63	.03	.03
THE VEGAN VINE			99	91	8	8.79	.03	.03
DRY CREEK			99	72	27	37.50	.03	.02
STARMONT NAPA			98	76	22	28.95	.03	.02
ARROWOOD			98	55	43	78.18	.03	.02
WINE OF SUBSTNC			98	26	72	276.92	.03	.01
SILVER OAK NAPA			95	131	-36	-27.48	.03	.04
FROGS LEAP			94	107	-13	-12.15	.03	.03
COMMON MAN			94	103	-9	-8.74	.03	.03
KENWOOD JK LNDN			93	115	-22	-19.13	.02	.03
TOSCHI			93	36	57	158.33	.02	.01
JOSH CLR CFTSMN			93		93	100.00	.02	.00
DE LOACH CALIF			91	111	-20	-18.02	.02	.03
SUUVRAIN ALX V			90	16	74	462.50	.02	.00
DYNAMITE NORTH			89	151	-62	-41.06	.02	.04
CH MONTELENA ES			89	129	-40	-31.01	.02	.04
ANNABELLA NAPA			88	114	-26	-22.81	.02	.03
SEQUOIA CAB SAV			88	110	-22	-20.00	.02	.03
GIRARD NAPA VLY			88	81	7	8.64	.02	.02
HESS SHIRTAIL			87		87	100.00	.02	.00
D COHN BELACOSA			85	1	84	8400.00	.02	.00
HEITZ CAB MRTHA			85	1	84	8400.00	.02	.00
CULT			83	7	76	1085.71	.02	.00
THE DIVINING RD			82	76	6	7.89	.02	.02
SKYFALL COL VLY			82		82	100.00	.02	.00
KEVIN OLEARY			81		81	100.00	.02	.00
AVIARY			80	7	73	1042.86	.02	.00
PENDULUM COL VY			80		80	100.00	.02	.00
RESPIRE REICHEL			80		80	100.00	.02	.00
ROCK HOLLOW PSO			78		78	100.00	.02	.00
ENTWINE CALIF			77	62	15	24.19	.02	.02
DAQU PASO ROBLE			76	115	-39	-33.91	.02	.03
WHITEHALL LANE			76	77	-1	-1.30	.02	.02
BUCKLIN OLD HLL			76	49	27	55.10	.02	.01
PRNC MCH D RPDN			75	59	16	27.12	.02	.02
TRADER JOE CSTL			75	58	17	29.31	.02	.02
LA MERIKA CC			74	71	3	4.23	.02	.02
ALTAMURA			73	79	-6	-7.59	.02	.02
INTRINSIC C V			73	19	54	284.21	.02	.01
DONA SOL CALIF			72	71	1	1.41	.02	.02
JAM NAPA VALLEY			72	16	56	350.00	.02	.00
FAUST NAPA VLLY			70	73	-3	-4.11	.02	.02
ORLEANS HILL			70	70		.00	.02	.02
VELVET MOON			70	55	15	27.27	.02	.02
ST HUBERTS STAG			70		70	100.00	.02	.00
EOS ESTATE			69	70	-1	-1.43	.02	.02
HAYES RANGE CC			68	95	-27	-28.42	.02	.03
FFC DIR CUT A V			68	45	23	51.11	.02	.01
ORIN SWFT PLRMO			67	14	53	378.57	.02	.00
FOX BROOK MX PK			67		67	100.00	.02	.00
CAYMUS SPCL SEL			66	21	45	214.29	.02	.01
NEWTON RED LABL			65	130	-65	-50.00	.02	.04
WILD HORSE CC			65	83	-18	-21.69	.02	.02
FOLIE A'DX ALXD			65	68	-3	-4.41	.02	.02
10 SPAN CEN CST			65	50	15	30.00	.02	.01
GUENOC EST SEL			64	65	-1	-1.54	.02	.02
SIVAS SONOMA			63	68	-5	-7.35	.02	.02
L'ECOLE			63	58	5	8.62	.02	.02
ANNABELLA SONMA			63	22	41	186.36	.02	.01
KITH & KIN NAPA			62	59	3	5.08	.02	.02
TORTOISE CRK CC			62	43	19	44.19	.02	.01
TOAD HLLW LODI			61		61	100.00	.02	.00
CLOS LACHANCE R			61		61	100.00	.02	.00
CLAYHOUSE PS RB			60	90	-30	-33.33	.02	.02
GUENOC LAKE CO			60	52	8	15.38	.02	.01
MIDDLE SIS MSCF			59	632	-573	-90.66	.02	.17
CA'MOMI NAPA			58	77	-19	-24.68	.02	.02
WORTHY			58	64	-6	-9.38	.02	.02
QUAIL OAK			58	7	51	728.57	.02	.00
BRANDLIN MT VDR			58		58	100.00	.02	.00
SEBASTIANI AV			57	42	15	35.71	.02	.01
SLINGSHOT			56	73	-17	-23.29	.02	.02
BANDIT CAL			56	51	5	9.80	.02	.01
ZIONS LODGE CAL			56	14	42	300.00	.02	.00
KENWOOD YULUPA			55	89	-34	-38.20	.01	.02
GRAPE&VINE AMER			55	62	-7	-11.29	.01	.02
FORESTVILLE CAL			54	88	-34	-38.64	.01	.02
THE CALLING ALX			54	35	19	54.29	.01	.01

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ALL STATES-1/1/17 - 03/31/17

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
EST. 1975 CALIF			54	2	52	2600.00	.01	.00
THE PATH CAL			53	109	-56	-51.38	.01	.03
REDTREE CAL			53	75	-22	-29.33	.01	.02
PURPLE COWBOY			53	59	-6	-10.17	.01	.02
GRGICH HILLS			52	89	-37	-41.57	.01	.02
TWISTED CDR LDI			52	63	-11	-17.46	.01	.02
HALL NAPA VLLY			52	51	1	1.96	.01	.01
B SIDE NAPA VLY			52	44	8	18.18	.01	.01
ANGELINE RSV			52	23	29	126.09	.01	.01
YOSEMITE ROAD			52	18	34	188.89	.01	.00
GOSENECK			52		52	100.00	.01	.00
WATERBROOK COL			51	65	-14	-21.54	.01	.02
SADDLEBACK CB S			51	52	-1	-1.92	.01	.01
TRIM CALIFORNIA			50	40	10	25.00	.01	.01
CASTLE ROCK CV			50	37	13	35.14	.01	.01
CASTLE ROCK P R			49	575	-526	-91.48	.01	.16
BUEHLER NPA VLY			49	111	-62	-55.86	.01	.03
RAYMOND NAP VLY			48	63	-15	-23.81	.01	.02
LIGHT HORSE			48	62	-14	-22.58	.01	.02
LIBERATED			48	48		.00	.01	.01
SUMMERS ADRIANS			48	1	47	4700.00	.01	.00
HEAVYWGHT CHAMP			47	387	-340	-87.86	.01	.11
GUNSIGHT RCK PR			47	34	13	38.24	.01	.01
VISTA POINT CAL			47		47	100.00	.01	.00
HEITZ NAPA VLLY			46	53	-7	-13.21	.01	.01
BROADSIDE PS RB			46	43	3	6.98	.01	.01
MERRYVALE NAPA			46	40	6	15.00	.01	.01
CADE HOWELL MT			46	36	10	27.78	.01	.01
QUILT NAPA VLLY			46		46	100.00	.01	.00
ICONOCLAST			45	75	-30	-40.00	.01	.02
ONE HOPE CAL			45	50	-5	-10.00	.01	.01
NORTH BY NW CV			45	45		.00	.01	.01
MAGGIO LODI			45	26	19	73.08	.01	.01
CYCLE GLADTR LD			45	16	29	181.25	.01	.00
PENNYWISE CAL			44	42	2	4.76	.01	.01
ANDRETTI SELECT			43	113	-70	-61.95	.01	.03
JOHNDROW			43	55	-12	-21.82	.01	.02
CANVAS CALIF			43	33	10	30.30	.01	.01
GALLO E&J VNYDS			43	29	14	48.28	.01	.01
SEVNTY FVE TUCK			42	120	-78	-65.00	.01	.03
JAWBREAKER			42	82	-40	-48.78	.01	.02
TRINITY OAKS			41	88	-47	-53.41	.01	.02
THE GIRLS I T V			41	70	-29	-41.43	.01	.02
QUEENS PEAK SNM			41	68	-27	-39.71	.01	.02
HEAVYWEIGHT RED			41	61	-20	-32.79	.01	.02
MOTTO BACKBONE			41	23	18	78.26	.01	.01
EDGE NAPA VALLY			41	18	23	127.78	.01	.00
PARALLEL NAPA			40	53	-13	-24.53	.01	.01
ALIAS CAL			40	17	23	135.29	.01	.00
LA GRANDE COTE			40	7	33	471.43	.01	.00
HOGUE			39	88	-49	-55.68	.01	.02
BURIED CANE			39	54	-15	-27.78	.01	.01
TELIOS			39		39	100.00	.01	.00
SBRAGIA GODSPED			39		39	100.00	.01	.00
VINDICATED			38	41	-3	-7.32	.01	.01
DAKHRST HAP CMP			38	39	-1	-2.56	.01	.01
STAGS LP WN EST			38	23	15	65.22	.01	.01
SAGELANDS			37	33	4	12.12	.01	.01
BLISS MENDOCINO			37	19	18	94.74	.01	.01
SEAN MINOR 4BRS			37	17	20	117.65	.01	.00
KLINKER BRICK			37		37	100.00	.01	.00
WELLSLEY FARMS			37		37	100.00	.01	.00
50 ACRE RNCH CA			36	42	-6	-14.29	.01	.01
PLUNGERHEAD LDI			36	31	5	16.13	.01	.01
BISHOP PEAK P R			36	29	7	24.14	.01	.01
RAMEY NAPA VLLY			36	26	10	38.46	.01	.01
VINE CLIFF NAPA			36	16	20	125.00	.01	.00
SIMPLY NAKED CA			35	65	-30	-46.15	.01	.02
GANI CALIFORNA			35	56	-21	-37.50	.01	.02
ATALON NAPA VLY			35	53	-18	-33.96	.01	.01
STIX			35	41	-6	-14.63	.01	.01
BURGESS			35	34	1	2.94	.01	.01
AUTUMN HILL			35	29	6	20.69	.01	.01
THE VOLUNTEER			35	28	7	25.00	.01	.01
LOST ANGEL CAL			35	24	11	45.83	.01	.01
HUMBLE PIE			35	1	34	3400.00	.01	.00
CANOE RDG R HHH			35		35	100.00	.01	.00
DAVID STONE			34	52	-18	-34.62	.01	.01
GEN5 LODI			34	47	-13	-27.66	.01	.01
PASO CREEK P RB			34	45	-11	-24.44	.01	.01
STONESTREET AV			34	39	-5	-12.82	.01	.01
PAUL HOBBS CRSS			34	35	-1	-2.86	.01	.01
WENTE EST RESRV			34	35	-1	-2.86	.01	.01
RICKSHAW			34	11	23	209.09	.01	.00
MAD HOUSEWIFE			33	55	-22	-40.00	.01	.02
BLACK MNTN CAT			33	47	-14	-29.79	.01	.01
JAMES MTCHLL LD			33	47	-14	-29.79	.01	.01
CAMELOT CALFRNA			33	41	-8	-19.51	.01	.01
DANTE SPC SELCT			33	35	-2	-5.71	.01	.01
KEENAN NAPA VLY			32	46	-14	-30.43	.01	.01
AQUINAS NC			32	46	-14	-30.43	.01	.01
BOORDY PT TRRPN			32	21	11	52.38	.01	.01
JAM CELLARS JAM			32		32	100.00	.01	.00

# NABCA CASE SALES ANALYSIS

## BY CLASS, TYPE, BRAND

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

ALL STATES-1/1/17 - 03/31/17

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
MERCER HHH			32		32	100.00	.01	.00
BLUE HALL CAMNA			32		32	100.00	.01	.00
TRIG POINT ALEX			31	21	10	47.62	.01	.01
RUBUS NAPA VLY			31	17	14	82.35	.01	.00
J LOHR HILLTOP			30	53	-23	-43.40	.01	.01
JOLETE DRY CRK			30	35	-5	-14.29	.01	.01
BRNGR CHSCK CAL			30	27	3	11.11	.01	.01
CLOVR HLL CB SV			30	22	8	36.36	.01	.01
EMBLEM NAPA			30	19	11	57.89	.01	.01
ROUTESTOCK NAPA			30	12	18	150.00	.01	.00
HOUSE W SPRT BX			30		30	100.00	.01	.00
P DOLAN VY MEND			29	229	-200	-87.34	.01	.06
LOOKING GLASS			29	45	-16	-35.56	.01	.01
L'ECOLE #41 WLA			29	31	-2	-6.45	.01	.01
GALLO SIGNTR SR			29	30	-1	-3.33	.01	.01
MARTIN RAY NAPA			29	30	-1	-3.33	.01	.01
BRADY PASO RBLE			29	28	1	3.57	.01	.01
HESS COLLECTION			29	14	15	107.14	.01	.00
CANVASBACK RED			29	4	25	625.00	.01	.00
WATERBROOK RSV			28	47	-19	-40.43	.01	.01
PDRNCLLI 3 VYND			28	39	-11	-28.21	.01	.01
KUNDE SONOMA			28	27	1	3.70	.01	.01
JUDDS HILL NAPA			28	19	9	47.37	.01	.01
TREFETHEN			28	16	12	75.00	.01	.00
FREY REDWOOD VL			28	16	12	75.00	.01	.00
TURNBULL			28	12	16	133.33	.01	.00
DAOU RSRV PS RB			28	6	22	366.67	.01	.00
HUNT & HARVEST			27	33	-6	-18.18	.01	.01
IRONY RSV N CST			27	32	-5	-15.63	.01	.01
CELLAR NO 8 NC			27	26	1	3.85	.01	.01
HAWK CREST			27	23	4	17.39	.01	.01
CONWAY RUTHFRD			27		-27	-100.00	.01	.00
SEAN MNR 4BR PR			26	174	-148	-85.06	.01	.05
HERON CAL			26	25	1	4.00	.01	.01
EMBLEM RUTHFRD			26	17	9	52.94	.01	.00
STONESTRT MNUNT			26	15	11	73.33	.01	.00
JOSH CLR COL ED			26		26	100.00	.01	.00
COASTAL VNE CAL			25	51	-26	-50.98	.01	.01
FOX BROOK CALF			25	45	-20	-44.44	.01	.01
LADERA NAPA			25	31	-6	-19.35	.01	.01
FLANAGAN RS CAL			25		25	100.00	.01	.00
FREEMK ABBY NPA			24	41	-17	-41.46	.01	.01
HOGUE GENESIS			24	27	-3	-11.11	.01	.01
JOHNDROW			24	27	-3	-11.11	.01	.01
G NORMAN CAL NC			24	27	-3	-11.11	.01	.01
BROWNE FAM CLMB			24	24		.00	.01	.01
BV CENTURY CLLR			23	101	-78	-77.23	.01	.03
LA FERRE			23	76	-53	-69.74	.01	.02
PLUMPJACK OAKVL			23	27	-4	-14.81	.01	.01
BROWNSTONE CALF			23	25	-2	-8.00	.01	.01
SEB SONOMA CASK			23	21	2	9.52	.01	.01
SMITH&HOOK CAL			23	4	19	475.00	.01	.00
FIVE RIVERS CAL			22	24	-2	-8.33	.01	.01
LAELY NAPA VLY			22	14	8	57.14	.01	.00
RAYMOND FAM CLS			22	11	11	100.00	.01	.00
SLOW PRESS PASO			22	9	13	144.44	.01	.00
CANOE RIDGE CV			22		22	100.00	.01	.00
WLLM HLL KEG CC			22		22	100.00	.01	.00
LIPARITA ENLACE			22		22	100.00	.01	.00
CH MONTELENA NV			21	38	-17	-44.74	.01	.01
ROMBAUER NAPA			21	30	-9	-30.00	.01	.01
GRANITE COAST			21	27	-6	-22.22	.01	.01
FLORA SP CAB SV			21	25	-4	-16.00	.01	.01
PAUL HOBBS NP V			21	19	2	10.53	.01	.01
TREFETHN NPA EB			21	12	9	75.00	.01	.00
WINE CUBE CALIF			21		21	100.00	.01	.00
THORNY ROSE COL			20	106	-86	-81.13	.01	.03
BLISS			20	35	-15	-42.86	.01	.01
DOMINANT SVN CA			20	25	-5	-20.00	.01	.01
ROCK&VNE 9 NRTH			20	17	3	17.65	.01	.00
NEAL NAPA			20	13	7	53.85	.01	.00
ALBERTONI CAL			20	7	13	185.71	.01	.00
MOSSBACK CHK HL			20	4	16	400.00	.01	.00
LAURL GLN CTRPT			20		20	100.00	.01	.00
STONEHEDGE CAL			19	30	-11	-36.67	.01	.01
RARE EARTH CAL			19	17	2	11.76	.01	.00
D GEHRS CNT CST			19	12	7	58.33	.01	.00
POWERS BOX			19		19	100.00	.01	.00
L'ECOLE #41 COL			18	33	-15	-45.45	.00	.01
ST CLEMENT NAPA			18	23	-5	-21.74	.00	.01
BISON RIDGE CAL			18	21	-3	-14.29	.00	.01
NEWTON UNFILTRD			18	18		.00	.00	.00
MT BRAVE			18	18		.00	.00	.00
AMAVI WALLA			18	16	2	12.50	.00	.00
THREE RIVERS CV			18	16	2	12.50	.00	.00
WATERSTONE NAPA			18	15	3	20.00	.00	.00
ZD CAB SAUV			18	13	5	38.46	.00	.00
NINER BOOTJACK			18	7	11	157.14	.00	.00
TORTOISE CRK CK			18	6	12	200.00	.00	.00
MANIFESTO			18	5	13	260.00	.00	.00
DRUMHELLER CLMB			18		18	100.00	.00	.00
SILVER PEAK SC			18		18	100.00	.00	.00
VINUM THE INSDR			17	37	-20	-54.05	.00	.01

# NABCA CASE SALES ANALYSIS

## BY CLASS, TYPE, BRAND

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
3 GIRLS LODI			17	31	-14	-45.16	.00	.01
WINE SISTER CRG			17	31	-14	-45.16	.00	.01
R8 CALIFORNIA			17	26	-9	-34.62	.00	.01
SHAFFER SLD			17	12	5	41.67	.00	.00
TRUCHARD			17	12	5	41.67	.00	.00
TANGLEY OAKS			17	5	12	240.00	.00	.00
CLOS PEGASE NV			17		17	100.00	.00	.00
CALIFORNIA DRM			17		17	100.00	.00	.00
GRADY FINE IRSH			17		17	100.00	.00	.00
V.NO CAL RSV CC			16	225	-209	-92.89	.00	.06
MILESTONE CAL			16	32	-16	-50.00	.00	.01
BROADSIDE MGR			16	26	-10	-38.46	.00	.01
MAGNOLIA GRV CA			16	19	-3	-15.79	.00	.01
TWO PONDS COL V			16	19	-3	-15.79	.00	.01
FISHR COACH INS			16	16		100.00	.00	.00
PRIEST RNCH NAP			16	15	1	6.67	.00	.00
DARIOUSH			16	15	1	6.67	.00	.00
NOVELTY HILL CV			16	14	2	14.29	.00	.00
OCTAVIA			16	12	4	33.33	.00	.00
ROUND POND RUTH			16	11	5	45.45	.00	.00
WASH NATIONALS			16	8	8	100.00	.00	.00
DESERT WIND VNY			16	8	8	100.00	.00	.00
LEWIS CAB NP VL			16	8	8	100.00	.00	.00
VENDANGE TETRA			16	6	10	166.67	.00	.00
HERITANCE NAPA			16	3	13	433.33	.00	.00
HESS SHIRTL CRK			16		16	100.00	.00	.00
RUBUS SELCT CAL			16		16	100.00	.00	.00
THE CALLING RIO			15	51	-36	-70.59	.00	.01
SHAFFER 1 PONT 5			15	26	-11	-42.31	.00	.01
LONGMR RED PONY			15	25	-10	-40.00	.00	.01
ODETTE EST NAPA			15	19	-4	-21.05	.00	.01
3 HORSE RNCH EG			15	19	-4	-21.05	.00	.01
LAKE SONOMA AV			15	17	-2	-11.76	.00	.00
BUITENVER CBRNT			15	17	-2	-11.76	.00	.00
ORIOLES			15	16	-1	-6.25	.00	.00
PEBBLE LANE MNT			15	13	2	15.38	.00	.00
ANTICA NAPA VLY			15	11	4	36.36	.00	.00
SAND POINT			15	10	5	50.00	.00	.00
MERCER COLUMBIA			15	8	7	87.50	.00	.00
90+CLLRS LOT 94			15	2	13	650.00	.00	.00
STG LP BVI CALF			15		15	100.00	.00	.00
SPRINKLE CAL			14	55	-41	-74.55	.00	.02
CHAPPLT MTN CUV			14	27	-13	-48.15	.00	.01
COUNTERFEIT			14	16	-2	-12.50	.00	.00
SHAFFER HILLSIDE			14	12	2	16.67	.00	.00
BETWEEN THE VINE			14	11	3	27.27	.00	.00
EST 1975 NO CST			14	8	6	75.00	.00	.00
MAYACAMAS CB SV			14	2	12	600.00	.00	.00
SEVEN HILLS COL			14	1	13	1300.00	.00	.00
TURNBULL EST GR			14		14	100.00	.00	.00
HOOPES OAKVILLE			14		14	100.00	.00	.00
HARTHILL FRM AM			13	61	-48	-78.69	.00	.02
INGLNOOK VINEYD			13	42	-29	-69.05	.00	.01
ANCIENT PEAK PR			13	25	-12	-48.00	.00	.01
FRONT PORCH CAL			13	18	-5	-27.78	.00	.00
KDL-JKSN SP SEL			13	14	-1	-7.14	.00	.00
ANDRETTI			13	13		100.00	.00	.00
FOREST GLEN BS			13	12	1	8.33	.00	.00
BUFFALO JUMP SV			13	8	5	62.50	.00	.00
BALDUCCI'S			13	4	9	225.00	.00	.00
STEELE RED HLLS			13	2	11	550.00	.00	.00
LA ROCCA ORGNIC			13		13	100.00	.00	.00
HANDSOME DEVIL			13		13	100.00	.00	.00
BERGEVIN MN SPL			13		13	100.00	.00	.00
BOYLE MAC NAPA			13		13	100.00	.00	.00
KUNDE ESTATE			13		13	100.00	.00	.00
POWERS COYOTE			13		13	100.00	.00	.00
LONG LAKE CAL			12	50	-38	-76.00	.00	.01
CHAPLT CAB SIG			12	40	-28	-70.00	.00	.01
GRADY			12	34	-22	-64.71	.00	.01
FROG LP RUTHFRD			12	27	-15	-55.56	.00	.01
BOOMTOWN			12	26	-14	-53.85	.00	.01
RAYMOND CAB RES			12	20	-8	-40.00	.00	.01
BANSHEE NAPA			12	17	-5	-29.41	.00	.00
WOODWD CYN NELM			12	15	-3	-20.00	.00	.00
MARKHAM CAB SAV			12	14	-2	-14.29	.00	.00
MERRIAM DRY CRK			12	13	-1	-7.69	.00	.00
HIDDEN CRUSH CC			12	13	-1	-7.69	.00	.00
GRAPSMTH&CRUSHR			12	11	1	9.09	.00	.00
SILVER CREEK			12	10	2	20.00	.00	.00
RAYMOND PRIMAL			12	10	2	20.00	.00	.00
ROBERT CRAIG AF			12	9	3	33.33	.00	.00
SILVER TOTEM CV			12	6	6	100.00	.00	.00
SPENCER ELIZBTH			12	2	10	500.00	.00	.00
GIBBS THR CLONE			12		12	100.00	.00	.00
BALANCING ACT			12		12	100.00	.00	.00
PEIRANO HERITGE			11	20	-9	-45.00	.00	.01
PINE RIDGE RFRD			11	20	-9	-45.00	.00	.01
ANGELINE ALX VL			11	19	-8	-42.11	.00	.01
MONOGAMY NC CAB			11	17	-6	-35.29	.00	.00
CHIMNEY RCK SLD			11	17	-6	-35.29	.00	.00
CAYMUS 40 ANNVS			11	16	-5	-31.25	.00	.00
LAYER CKE BEAST			11	15	-4	-26.67	.00	.00

# NABCA CASE SALES ANALYSIS

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ALL STATES-1/1/17 - 03/31/17

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
MONTEVINA CAL			11	15	-4	-26.67	.00	.00
STG L WC FAY NV			11	14	-3	-21.43	.00	.00
NY METS			11	14	-3	-21.43	.00	.00
CCK LMTD RLEASE			11	13	-2	-15.38	.00	.00
WOODWD CNYN ART			11	13	-2	-15.38	.00	.00
STUHMULLER			11	12	-1	-8.33	.00	.00
CH ST JEAN ALEX			11	10	1	10.00	.00	.00
BONANNO NAPA			11	7	4	57.14	.00	.00
FLAT ROCK			11	6	5	83.33	.00	.00
NEYERS RNCH-CNN			11	6	5	83.33	.00	.00
GIRASOLE VNYDS			11	5	6	120.00	.00	.00
LYNDENHURST NV			11	2	9	450.00	.00	.00
SEAGLASS PSO RB			11		11	100.00	.00	.00
FERARI-CRNO RSV			11		11	100.00	.00	.00
L'OLIVETO			11		11	100.00	.00	.00
SDW STAND OUT			11		11	100.00	.00	.00
SALVESTRIN EST			11		11	100.00	.00	.00
BACHELOR FANTSY			11		11	100.00	.00	.00
HESS EST NP VLY			10	66	-56	-84.85	.00	.02
ARTESA ELEMENTS			10	30	-20	-66.67	.00	.01
PRIDE MOUNTAIN			10	20	-10	-50.00	.00	.01
OTIS KENYON			10	15	-5	-33.33	.00	.00
THE ORIGINAL'S			10	13	-3	-23.08	.00	.00
ATLAS PEAK NAPA			10	7	3	42.86	.00	.00
INGLNOK NV CASK			10	6	4	66.67	.00	.00
BOTA MINI CAL			10	6	4	66.67	.00	.00
TIN BARN SONOMA			10	4	6	150.00	.00	.00
VINTJS			10		10	100.00	.00	.00
MACEDON CTRL CS			10		10	100.00	.00	.00
CARETAKER			10		10	100.00	.00	.00
GARNET PASO RBL			10		10	100.00	.00	.00
MARTIN RY SN KG			10		10	100.00	.00	.00
CUTTINGS CAL			10		10	100.00	.00	.00
ZIPZ SLEEVE CAL			9	93	-84	-90.32	.00	.03
EBERLE			9	34	-25	-73.53	.00	.01
GRAVEL BAR COL			9	29	-20	-68.97	.00	.01
CASTLE ROCK NAP			9	18	-9	-50.00	.00	.00
REBEL BANDIT			9	16	-7	-43.75	.00	.00
STAGS LP WC SLV			9	16	-7	-43.75	.00	.00
LA JOTA HOWELL			9	16	-7	-43.75	.00	.00
FORTREES SONOMA			9	14	-5	-35.71	.00	.00
DARIOUSH SIG CB			9	9		.00	.00	.00
CLIFF LEDE SLD			9	6	3	50.00	.00	.00
AMAPOLA CREEK			9	5	4	80.00	.00	.00
NIEBAUM ING EST			9	2	7	350.00	.00	.00
SELBY			9		9	100.00	.00	.00
BERGEVIN LANE			9		9	100.00	.00	.00
TERROIR RTHRFRD			9		9	100.00	.00	.00
CARTE BLANCHE			8	41	-33	-80.49	.00	.01
CH JULIEN MNTY			8	41	-33	-80.49	.00	.01
MILBRANDT TRADT			8	25	-17	-68.00	.00	.01
TAMARACK COL VL			8	22	-14	-63.64	.00	.01
MERCER CNYN COL			8	21	-13	-61.90	.00	.01
RENINGER WALLA			8	21	-13	-61.90	.00	.01
PROVENANCE RUTH			8	17	-9	-52.94	.00	.00
SKETCHBOOK MEND			8	16	-8	-50.00	.00	.00
CARAVAN NP VLY			8	14	-6	-42.86	.00	.00
GRAVELLY FORD			8	13	-5	-38.46	.00	.00
SNAP DRAGON CAL			8	13	-5	-38.46	.00	.00
GROTH RESERVE			8	11	-3	-27.27	.00	.00
R MONDAVI RESRV			8	10	-2	-20.00	.00	.00
JRV DBL LARIAT			8	9	-1	-11.11	.00	.00
ANGELS LNDNG NP			8	9	-1	-11.11	.00	.00
JANUIK COL VLLY			8	8		.00	.00	.00
ANDRW WLL CHMPX			8	7	1	14.29	.00	.00
CANDIA CLASSIC			8	7	1	14.29	.00	.00
RIDGE ESTATE			8	6	2	33.33	.00	.00
HONIG BARTOLCCI			8	4	4	100.00	.00	.00
DUCKHN MN LEDGE			8	3	5	166.67	.00	.00
ADAPTATION NAPA			8	1	7	700.00	.00	.00
CSM ETHOS			8	1	7	700.00	.00	.00
FITVINE			8		8	100.00	.00	.00
BROWNE FAM HRTG			8		8	100.00	.00	.00
MERRYVALE LIBRY			8		8	100.00	.00	.00
THREE SAINTS YZ			8		8	100.00	.00	.00
PEACHY CANYON			8		8	100.00	.00	.00
JOES CRAB SHACK			8		8	100.00	.00	.00
NY YANKEES RES			7	29	-22	-75.86	.00	.01
SANCTUARY NP VL			7	16	-9	-56.25	.00	.00
FOODIES			7	13	-6	-46.15	.00	.00
FREY BIODYNAMIC			7	13	-6	-46.15	.00	.00
COL RESERVE			7	11	-4	-36.36	.00	.00
METTLER LODI			7	11	-4	-36.36	.00	.00
PINE RIDGE NAPA			7	10	-3	-30.00	.00	.00
SWANSON ALEXIS			7	9	-2	-22.22	.00	.00
SPANISH VALLEY			7	8	-1	-12.50	.00	.00
COHN BR GOLD LB			7	7		.00	.00	.00
RAYMOND HLL CAL			7	7		.00	.00	.00
NXNW SEVN HILLS			7	5	2	40.00	.00	.00
DUCKHORN 3 PALM			7	4	3	75.00	.00	.00
CHASING LION NC			7	4	3	75.00	.00	.00
NORTH BY NW WWV			7	4	3	75.00	.00	.00
VINE CLIFF OKVL			7	4	3	75.00	.00	.00

# NABCA CASE SALES ANALYSIS

## BY CLASS, TYPE, BRAND

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

ALL STATES-1/1/17 - 03/31/17

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
HALL KATHRYN			7	3	4	133.33	.00	.00
STICKYBEAK			7	2	5	250.00	.00	.00
FARM NAPA VALLY			7	1	6	600.00	.00	.00
EMERALD BAY			7	1	6	600.00	.00	.00
HEAVYWEIGHT KEG			7		7	100.00	.00	.00
HOOPES NAPA			7		7	100.00	.00	.00
POWERS			7		7	100.00	.00	.00
FOUR VINES			7		7	100.00	.00	.00
MECER EST WASH			7		7	100.00	.00	.00
RAMBLING RIDGE			7		7	100.00	.00	.00
WORLD'S END RSV			7		7	100.00	.00	.00
BREA MARGARITA			7		7	100.00	.00	.00
GUNDLACH-BNDSHU			7		7	100.00	.00	.00
VENGE SILENCIEIX			7		7	100.00	.00	.00
FAR NIENTE			6	23	-17	-73.91	.00	.01
CSM COLD CREEK			6	18	-12	-66.67	.00	.00
DIVERSION WASH			6	16	-10	-62.50	.00	.00
STEP STONE NAPA			6	12	-6	-50.00	.00	.00
SPOTTSWOODE			6	12	-6	-50.00	.00	.00
C KRUG FAM RSV			6	9	-3	-33.33	.00	.00
VINUM CELLARS			6	7	-1	-14.29	.00	.00
BARRIERE SONOMA			6	5	1	20.00	.00	.00
CSM CANOE RIDGE			6	4	2	50.00	.00	.00
EPONYMOUS NAPA			6	4	2	50.00	.00	.00
FORE FAM RED HL			6	3	3	100.00	.00	.00
SEQUIM FOUR SOIL			6	2	4	200.00	.00	.00
LAIL BLUEPRINT			6	1	5	500.00	.00	.00
N2 CAL KEG			6		6	100.00	.00	.00
GEHRCKE KNGT VL			6		6	100.00	.00	.00
ROMBAUER DIAMND			6		6	100.00	.00	.00
BAROOM KEG			6		6	100.00	.00	.00
LEVNDI SWTWATER			6		6	100.00	.00	.00
CASAEDA			6		6	100.00	.00	.00
TWENTY BENCH NC			6		6	100.00	.00	.00
YAO MING NAPA			6		6	100.00	.00	.00
B VISTA SONOMA			6		6	100.00	.00	.00
FOG HEAD MONTRY			5	301	-296	-98.34	.00	.08
TEXTBOOK NAPA			5	71	-66	-92.96	.00	.02
TWO MOUNTAIN YV			5	25	-20	-80.00	.00	.01
PENNYWISE NAPA			5	17	-12	-70.59	.00	.00
SEBASTIANI G RC			5	15	-10	-66.67	.00	.00
ORIN SWFT MC HD			5	14	-9	-64.29	.00	.00
EOLA HILLS			5	14	-9	-64.29	.00	.00
BENCH SONOMA CT			5	12	-7	-58.33	.00	.00
TWO VINTNRS LGT			5	10	-5	-50.00	.00	.00
CAMP SONOMA CO			5	10	-5	-50.00	.00	.00
VOLKR EISLE N P			5	9	-4	-44.44	.00	.00
FIRE BRIX			5	8	-3	-37.50	.00	.00
V STRASSER RUDY			5	7	-2	-28.57	.00	.00
SILVRDO SOLO SL			5	5		.00	.00	.00
BLOSSOM HILL			5	5		.00	.00	.00
KIRKLAND SIG NV			5	5		.00	.00	.00
MERCER CNYN HHM			5	4	1	25.00	.00	.00
FIRESTONE C CST			5	4	1	25.00	.00	.00
CALNATURALE PSD			5	2	3	150.00	.00	.00
NCKL&NCKL STATE			5	1	4	400.00	.00	.00
PLUMPJACK NAPA			5		5	100.00	.00	.00
FISHER MTN EST			5		5	100.00	.00	.00
SOBON EST AMADR			5		5	100.00	.00	.00
90+CLLRS LOT136			5		5	100.00	.00	.00
WOODBIDGE 4PK			5		5	100.00	.00	.00
FORMAN VINEYARD			5		5	100.00	.00	.00
CHOP SHOP			5		5	100.00	.00	.00
HUSIC NAPA			4	180	-176	-97.78	.00	.05
RAYS STATION SC			4	88	-84	-95.45	.00	.02
JONE O WASHNGTN			4	55	-51	-92.73	.00	.02
MADRIGAL NAPA			4	40	-36	-90.00	.00	.01
THE HUNTMAINS			4	37	-33	-89.19	.00	.01
PEJU PROV NAPA			4	34	-30	-88.24	.00	.01
FOXEN GRASSINI			4	26	-22	-84.62	.00	.01
BERNGR KNGT RSV			4	23	-19	-82.61	.00	.01
OWEN ROE CAB SV			4	20	-16	-80.00	.00	.01
VNYD 29 CRU NPA			4	14	-10	-71.43	.00	.00
RED SOX RESERVE			4	14	-10	-71.43	.00	.00
SNAKE RIVER			4	13	-9	-69.23	.00	.00
CHAPLT SIGNATUR			4	12	-8	-66.67	.00	.00
GLENNBROOK			4	11	-7	-63.64	.00	.00
CORNERSTNE NAPA			4	10	-6	-60.00	.00	.00
FORCE OF NATURE			4	8	-4	-50.00	.00	.00
TWENTY BENCH NP			4	8	-4	-50.00	.00	.00
TWENTYFOUR NAPA			4	8	-4	-50.00	.00	.00
MILBRNDT TRD KG			4	7	-3	-42.86	.00	.00
O'SHAUGHNSSY HM			4	7	-3	-42.86	.00	.00
NIGHT HARVEST			4	6	-2	-33.33	.00	.00
J NICKLAUS NAPA			4	6	-2	-33.33	.00	.00
LAUREL GLEN CAB			4	6	-2	-33.33	.00	.00
LAIRD NAPA VLLY			4	6	-2	-33.33	.00	.00
WILLM HL EST RS			4	6	-1	-20.00	.00	.00
ELK RUN			4	6	-1	-20.00	.00	.00
STAGS LP WN CLR			4	6	-1	-20.00	.00	.00
ROBLAR			4	5	-1	-20.00	.00	.00
COMPASS CAL			4	5	-1	-20.00	.00	.00
MAZZOCCO SONOMA			4	5	-1	-20.00	.00	.00

# NABCA CASE SALES ANALYSIS

## BY CLASS, TYPE, BRAND

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

ALL STATES-1/1/17 - 03/31/17

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
DUNHAM XVI CL V			4	4		.00	.00	.00
PACIFIC REDWOOD			4	4		.00	.00	.00
WLM HLL EST SL			4	3		.00	.00	.00
VERAISON STG NV			4	3	1	33.33	.00	.00
R STRNG ALX CRN			4	3	1	33.33	.00	.00
PATIT CREEK WWV			4	3	1	33.33	.00	.00
LEONETTI			4	3	1	33.33	.00	.00
RAYMOND R CLCTN			4	2	2	100.00	.00	.00
GROVE ST P PAUL			4	2	2	100.00	.00	.00
LEAPNG HRS LODI			4	2	2	100.00	.00	.00
CH S JEAN CEPGE			4	2	2	100.00	.00	.00
CHATTER CREEK			4	2	2	100.00	.00	.00
HEARST BUNKHSE			4	2	2	100.00	.00	.00
WHTHLL LEONRDN			4	1	3	300.00	.00	.00
ALEX VLLY CYRUS			4	1	3	300.00	.00	.00
STOWELL CNTRL C			4	1	3	300.00	.00	.00
LEWELLING			4	1	3	300.00	.00	.00
NCKL&NCKL RANCH			4		4	100.00	.00	.00
MICHAEL SULLBRG			4		4	100.00	.00	.00
BARRELHOUSE CAL			4		4	100.00	.00	.00
HALTER RANCH			4		4	100.00	.00	.00
CARSON SCOTT			4		4	100.00	.00	.00
EAGLESTONE CALI			4		4	100.00	.00	.00
MRTNI MNTE RSSO			4		4	100.00	.00	.00
OAKVILLE ESTATE			4		4	100.00	.00	.00
GORDON BROTHERS			4		4	100.00	.00	.00
FIVE STAR CELLR			4		4	100.00	.00	.00
GHOST OF 413 CV			4		4	100.00	.00	.00
TREANA			4		4	100.00	.00	.00
SHANNON RIDGE			3	831	-828	-99.64	.00	.23
HEITZ CB TRLSDE			3	216	-213	-98.61	.00	.06
DOUGLASS HL CAL			3	30	-27	-90.00	.00	.01
GRGICH HLLS EST			3	22	-19	-86.36	.00	.01
BRUTOCAO MNDCNO			3	16	-13	-81.25	.00	.00
CADE NAPA VL			3	15	-12	-80.00	.00	.00
CADE CUVEE NAPA			3	15	-12	-80.00	.00	.00
GHOST WALTZ SC			3	15	-12	-80.00	.00	.00
WHITE OAK NAPA			3	11	-8	-72.73	.00	.00
AUSPICION CAL			3	10	-7	-70.00	.00	.00
BRNGR PRVT RSRV			3	9	-6	-66.67	.00	.00
SPIRAL CLR NAPA			3	9	-6	-66.67	.00	.00
STONE BARN CAL			3	8	-5	-62.50	.00	.00
CAKEBRD BNCHLND			3	7	-4	-57.14	.00	.00
DUNHAM LEWIS			3	7	-4	-57.14	.00	.00
ROTH ESTATE ALX			3	7	-4	-57.14	.00	.00
WELLNGTN SONOMA			3	6	-3	-50.00	.00	.00
MATCHBOOK LAKE			3	6	-3	-50.00	.00	.00
AUSTERITY PS RB			3	5	-2	-40.00	.00	.00
WHITEHALL LN RSV			3	5	-2	-40.00	.00	.00
MILBRANDT EST			3	5	-2	-40.00	.00	.00
BLACKBURN			3	4	-1	-25.00	.00	.00
QUILCEDA CREEK			3	4	-1	-25.00	.00	.00
QUAIL CREEK CAL			3	4	-1	-25.00	.00	.00
SILVERADO GEO			3	3		.00	.00	.00
GALERIE PLENAIR			3	3		.00	.00	.00
MARAELLA ALBAMA			3	3		.00	.00	.00
FIRESTONE DSCVRS			3	3		.00	.00	.00
SPLIT CRK FARMS			3	3		.00	.00	.00
C&B RSV ALEX VY			3	2	1	50.00	.00	.00
JAYSON NAPA VLY			3	2	1	50.00	.00	.00
HENDRY BLK 8 NP			3	2	1	50.00	.00	.00
PAPER CUP			3	2	1	50.00	.00	.00
GEYSR PK WALKNG			3	2	1	50.00	.00	.00
RYAN PATRICK RS			3	2	1	50.00	.00	.00
RIDGE MNTE BLOO			3	2	1	50.00	.00	.00
JEWEL TOWNE			3	2	1	50.00	.00	.00
PEPPER BRDG WLA			3	1	2	200.00	.00	.00
LADERA STLE BLK			3	1	2	200.00	.00	.00
LANGETWINS			3	1	2	200.00	.00	.00
R STRNG BROS RD			3	1	2	200.00	.00	.00
DAOU SOUL LION			3	1	2	200.00	.00	.00
CHAPPELLET NAPA			3	1	2	200.00	.00	.00
FOXHOLLOW CAL			3	1	2	200.00	.00	.00
RED C			3	1	2	200.00	.00	.00
LONG MEADOW RNC			3	1	2	200.00	.00	.00
CARDINALE NAPA			3		3	100.00	.00	.00
BARNARD GRIFFIN			3		3	100.00	.00	.00
DUCKHORN HWL MT			3		3	100.00	.00	.00
RAYMOND SOMLIER			3		3	100.00	.00	.00
AURELIAN RD HLS			3		3	100.00	.00	.00
RANCHO SISQUOC			3		3	100.00	.00	.00
TWIN SUNS			3		3	100.00	.00	.00
R YOUNG EST ALX			3		3	100.00	.00	.00
MAGIC DOOR KEY			3		3	100.00	.00	.00
THE PESSIMST PR			3		3	100.00	.00	.00
PEDRONCELLI			3		3	100.00	.00	.00
EMBLEM OSO			3		3	100.00	.00	.00
ARIAS			3		3	100.00	.00	.00
32 WINDS DMN MT			3		3	100.00	.00	.00
H&G CLLCTR EDTN			3		3	100.00	.00	.00
SELBY AZEVEDO R			3		3	100.00	.00	.00
INCONCEIVABLE			3		3	100.00	.00	.00
HEDGES H.I.P.			3		3	100.00	.00	.00

# NABCA CASE SALES ANALYSIS

## BY CLASS, TYPE, BRAND

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

ALL STATES-1/1/17 - 03/31/17

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
PEPPRWD GRV BIB			3		3	100.00	.00	.00
CHATOM CALAVRAS			3		3	100.00	.00	.00
JAM CELLARS			3		3	100.00	.00	.00
NIEBAUM ING CSK			3		3	100.00	.00	.00
COASTAL RIDGE			3		3	100.00	.00	.00
LAIRD FLAT ROCK			3		3	100.00	.00	.00
HUDSON SHAH			3		3	100.00	.00	.00
MYSTIQUE KOF			3		3	100.00	.00	.00
SMTH&HK CC KEG			3		3	100.00	.00	.00
CENTURY OAK			2	2146	-2144	-99.91	.00	.59
3 BLIND MOOSE			2	310	-308	-99.35	.00	.09
KOEHLER SNT YNZ			2	283	-281	-99.29	.00	.08
SUMMERS RSV CLT			2	121	-119	-98.35	.00	.03
THE RULE NAPA			2	48	-46	-95.83	.00	.01
MONTCLO JFF CV			2	16	-14	-87.50	.00	.00
TWO ANGELS NAPA			2	14	-12	-85.71	.00	.00
GROVE RIDGE CAL			2	12	-10	-83.33	.00	.00
FRMK ABBY RTHFD			2	9	-7	-77.78	.00	.00
SCHUG SNMA VLLY			2	8	-6	-75.00	.00	.00
CALLAWAY COASTL			2	8	-6	-75.00	.00	.00
RDNY STRNG RSRV			2	8	-6	-75.00	.00	.00
CAPEIDE CELLRS			2	7	-5	-71.43	.00	.00
J LOHR CAROL VY			2	7	-5	-71.43	.00	.00
99 VINES			2	6	-4	-66.67	.00	.00
STG L WC CSK 23			2	5	-3	-60.00	.00	.00
GOOSE RIDGE			2	5	-3	-60.00	.00	.00
JASON STEPHENS			2	5	-3	-60.00	.00	.00
PURLIEU LE PICH			2	5	-3	-60.00	.00	.00
MCNAB RIDGE RSV			2	4	-2	-50.00	.00	.00
THE BIG GRN BOX			2	4	-2	-50.00	.00	.00
FREY ESTATE BTL			2	4	-2	-50.00	.00	.00
ARTISAN CAL			2	4	-2	-50.00	.00	.00
ANDREW WILL HHH			2	4	-2	-50.00	.00	.00
BV TAPESTRY RSV			2	4	-2	-50.00	.00	.00
MINER STGEOACH			2	4	-2	-50.00	.00	.00
CARPE DIEM			2	4	-2	-50.00	.00	.00
ANDERSON'S CONN			2	4	-2	-50.00	.00	.00
CLOS PEGASE			2	3	-1	-33.33	.00	.00
COSENTNO THE CB			2	3	-1	-33.33	.00	.00
LEWIS CB SV RES			2	2		.00	.00	.00
WENTE HAY RANCH			2	2		.00	.00	.00
KNGL-JKSN HWEYE			2	2		.00	.00	.00
THE GRADE NAPA			2	2		.00	.00	.00
BOYANCI INSPIRE			2	2		.00	.00	.00
SPRING MTN NAPA			2	2		.00	.00	.00
BRIGGS CLR LOCK			2	2		.00	.00	.00
CLS LCHNCE THRT			2	2		.00	.00	.00
WOLFGANG PCK CA			2	2		.00	.00	.00
MAGIC DOOR RING			2	2		.00	.00	.00
ETUDE NAPA VLLY			2	1	1	100.00	.00	.00
CLOS DU VAL SLD			2	1	1	100.00	.00	.00
BLACK RIDGE CAL			2	1	1	100.00	.00	.00
CH ST JEAN CB S			2	1	1	100.00	.00	.00
RIDGE CREST CV			2	1	1	100.00	.00	.00
R STRNG ROCKAWY			2	1	1	100.00	.00	.00
ANAKOTA HELENA			2	1	1	100.00	.00	.00
SLEDGEHAMMER			2	1	1	100.00	.00	.00
MERRIAM GLCKNER			2	2	2	100.00	.00	.00
HOOPES DNT BLCK			2	2	2	100.00	.00	.00
MAGNOLIA COURT			2	2	2	100.00	.00	.00
CONCRETE LODI			2	2	2	100.00	.00	.00
RAMEY ANNUM NAP			2	2	2	100.00	.00	.00
BARRA			2	2	2	100.00	.00	.00
WEST SIDE WN 4P			2	2	2	100.00	.00	.00
DUNN HOWELL MTN			2	2	2	100.00	.00	.00
BACKSTORY CAL			2	2	2	100.00	.00	.00
NAGGIAR SIERRA			2	2	2	100.00	.00	.00
KDL-JKSN GE AV			2	2	2	100.00	.00	.00
DOMAINE EDEN			2	2	2	100.00	.00	.00
RANCHO SISQUOC			2	2	2	100.00	.00	.00
GALERIE LATRO			2	2	2	100.00	.00	.00
MT EDEN CAB SAV			2	2	2	100.00	.00	.00
ROUND POND RESV			2	2	2	100.00	.00	.00
J LOHR SIGNATRE			2	2	2	100.00	.00	.00
HORSEPLAY PS RO			2	2	2	100.00	.00	.00
O'SHAUGHNESSY MV			2	2	2	100.00	.00	.00
PAULSEN			2	2	2	100.00	.00	.00
KDL-JKS CALFRNA			2	2	2	100.00	.00	.00
NEAL ONE LANE			2	2	2	100.00	.00	.00
GEYSER PK DEVIL			2	2	2	100.00	.00	.00
LIPARITA NAPA			2	2	2	100.00	.00	.00
PDRNCLLI WISDOM			2	2	2	100.00	.00	.00
B VISTA CHATEAU			2	2	2	100.00	.00	.00
D ARTHUR 3 ACRE			2	2	2	100.00	.00	.00
J. WILKES			2	2	2	100.00	.00	.00
OPOLO			2	2	2	100.00	.00	.00
MAGIC DR RD MTN			2	2	2	100.00	.00	.00
SNQ NAKED CLMBA			2	2	2	100.00	.00	.00
FLORA S WD BOAR			2	2	2	100.00	.00	.00
ARROWOOD KNIGHTS			2	2	2	100.00	.00	.00
STAR LANE HAPPY			1	1103	-1102	-99.91	.00	.30
GREEN TRUCK MEN			1	85	-84	-98.82	.00	.02
MONIKER MENDCNO			1	75	-74	-98.67	.00	.02

# NABCA CASE SALES ANALYSIS

## BY CLASS, TYPE, BRAND

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

ALL STATES-1/1/17 - 03/31/17

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
EDICT NAPA VLLY			1	54	-53	-98.15	.00	.01
LANCASTER			1	34	-33	-97.06	.00	.01
JAMIESON RANCH			1	15	-14	-93.33	.00	.00
HUSIC STAG LEAP			1	15	-14	-93.33	.00	.00
THE FOUR NAPA			1	12	-11	-91.67	.00	.00
V STRASSER DMD			1	10	-9	-90.00	.00	.00
PEZZI-KING D CK			1	10	-9	-90.00	.00	.00
GUENOC			1	8	-7	-87.50	.00	.00
COHN OLIVE HILL			1	8	-7	-87.50	.00	.00
MRPHY-GD DLR CH			1	7	-6	-85.71	.00	.00
SHANNON RDG ELV			1	7	-6	-85.71	.00	.00
FRMK ABBY SYCMR			1	7	-6	-85.71	.00	.00
KEENAN RESERVE			1	7	-6	-85.71	.00	.00
JOHN ANTHONY NAP			1	7	-6	-85.71	.00	.00
ESTRELLA PR CAL			1	7	-6	-85.71	.00	.00
FRANK FAM VY RS			1	5	-4	-80.00	.00	.00
PATIT CREEK C V			1	5	-4	-80.00	.00	.00
TALL SAGE			1	5	-4	-80.00	.00	.00
SEA RIDGE CALIF			1	5	-4	-80.00	.00	.00
GRAMERCY CELLRS			1	5	-4	-80.00	.00	.00
BUBO CAL			1	5	-4	-80.00	.00	.00
BEN HOGAN RESRV			1	5	-4	-80.00	.00	.00
BEAR'S LAIR CAL			1	4	-3	-75.00	.00	.00
FREEMK ABBY BSH			1	4	-3	-75.00	.00	.00
FIREFLY RDGE CC			1	4	-3	-75.00	.00	.00
MINER NAPA			1	4	-3	-75.00	.00	.00
FEATHER COL VLY			1	4	-3	-75.00	.00	.00
MADOROM NAPA			1	4	-3	-75.00	.00	.00
POZZAN ALEX VLY			1	4	-3	-75.00	.00	.00
R MNDVI LMTD NP			1	3	-2	-66.67	.00	.00
REDWOOD VYD CAL			1	3	-2	-66.67	.00	.00
WOODWD CNYN NLM			1	3	-2	-66.67	.00	.00
MICA			1	3	-2	-66.67	.00	.00
ANGELS LNDNG RS			1	3	-2	-66.67	.00	.00
EDDY ELODIAN NP			1	3	-2	-66.67	.00	.00
RDGE S CRZ CB S			1	3	-2	-66.67	.00	.00
COVINGTON WWV			1	2	-1	-50.00	.00	.00
PLUNGERHEAD DC			1	2	-1	-50.00	.00	.00
FOLIE DEUX P RS			1	2	-1	-50.00	.00	.00
KRUTZ FAM STGCH			1	2	-1	-50.00	.00	.00
NOR			1	2	-1	-50.00	.00	.00
RIVEN ROCK CAL			1	2	-1	-50.00	.00	.00
BLACK OAK CALIF			1	2	-1	-50.00	.00	.00
PIETRA SANTA			1	2	-1	-50.00	.00	.00
FISHER LAMB VYD			1	2	-1	-50.00	.00	.00
RFRD RNCH NV RS			1	2	-1	-50.00	.00	.00
POPPY CALF			1	2	-1	-50.00	.00	.00
PROVNCE TOKALON			1	2	-1	-50.00	.00	.00
PALMAZ			1	1		.00	.00	.00
LYETH			1	1		.00	.00	.00
EBERLE EST RES			1	1		.00	.00	.00
MEANDER NAPA			1	1		.00	.00	.00
ST SUPERY RTHFD			1	1		.00	.00	.00
PAUL HOBBS BECK			1	1		.00	.00	.00
RAMEY PEDREGAL			1	1		.00	.00	.00
SAWTOOTH			1	1		.00	.00	.00
CARICATURE CLRK			1	1		.00	.00	.00
REVANA NAPA			1	1		.00	.00	.00
TREFETHEN RSRVE			1	1		.00	.00	.00
HAND PRINT CAL			1	1		.00	.00	.00
STONEWOOD CALIF			1	1		.00	.00	.00
GREEN HILLS CAL			1	1		.00	.00	.00
REVELRY			1	1		.00	.00	.00
PAYOUT			1	1		.00	.00	.00
DREYER SONOMA			1	1		.00	.00	.00
HARLAN EST CAB			1		1	100.00	.00	.00
MAZZOCO DRY CRK			1		1	100.00	.00	.00
VINA ROBLES			1		1	100.00	.00	.00
VOLCANIC HILL			1		1	100.00	.00	.00
K KENNEDY S CRZ			1		1	100.00	.00	.00
KULETO EST NAPA			1		1	100.00	.00	.00
GRP&GRN ALTIUD			1		1	100.00	.00	.00
ESSER MONTEREY			1		1	100.00	.00	.00
STONESTRT RCKFL			1		1	100.00	.00	.00
AXIOS			1		1	100.00	.00	.00
NCKL&NCKL BRAND			1		1	100.00	.00	.00
UNION HILL			1		1	100.00	.00	.00
CLOS LACHANCE			1		1	100.00	.00	.00
LIPARITA OAKVLE			1		1	100.00	.00	.00
MASCOT NAPA			1		1	100.00	.00	.00
GHOST BLOCK EST			1		1	100.00	.00	.00
D ARTHUR 1147			1		1	100.00	.00	.00
SEQUOIA CAB EST			1		1	100.00	.00	.00
SILVER TOTEM HH			1		1	100.00	.00	.00
SAN AMADEO LODI			1		1	100.00	.00	.00
ASURA MT VEEDER			1		1	100.00	.00	.00
KOBALT NAPA			1		1	100.00	.00	.00
BY GEORG LATOUR			1		1	100.00	.00	.00
SINSKEY STGS LP			1		1	100.00	.00	.00
LOKOYA DMND MTN			1		1	100.00	.00	.00
BURLY NAPA			1		1	100.00	.00	.00
LAIRD BIG RANCH			1		1	100.00	.00	.00
DOMINUS ESTATE			1		1	100.00	.00	.00

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

ALL STATES-1/1/17 - 03/31/17

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
POSTULATE 2ND			1		1	100.00	.00	.00
NCKL&NCKL QUARY			1		1	100.00	.00	.00
CONN CRK LIMITED			1		1	100.00	.00	.00
VINUM INSDR KEG			1		1	100.00	.00	.00
IRONSTONE			1		1	100.00	.00	.00
JELLYBEAN CAL			1		1	100.00	.00	.00
SUMMERS NAPA			1		1	100.00	.00	.00
BUENA VISTA N/C			1		1	100.00	.00	.00
SEC			1		1	100.00	.00	.00
CYPRUS KNIGHT V			1		1	100.00	.00	.00
JANZEN CLOUDYS			1		1	100.00	.00	.00
BADGER MNT NSA			1		1	100.00	.00	.00
DAOU PESSISMIST			1		1	100.00	.00	.00
MALK STAG LEAP			1		1	100.00	.00	.00
LEVENDI SYMPHN			1		1	100.00	.00	.00
FIELD STONE AV			1		1	100.00	.00	.00
C D BOIS MRLSTN			1		1	100.00	.00	.00
EHLERS EST 1886			1		1	100.00	.00	.00
GRACE BRDGE CAL			1		1	100.00	.00	.00
PLUNGERHEAD AV			1		1	100.00	.00	.00
MINER EMILY CV			1		1	100.00	.00	.00
REVANA TERROIR			1		1	100.00	.00	.00
FRENCHIE NAPOLN				461	-461	-100.00	.00	.13
LIMITED CAMBRDG				361	-361	-100.00	.00	.10
FOUR STAR NAPA				256	-256	-100.00	.00	.07
MADISONS RANCH				239	-239	-100.00	.00	.07
TWODOG CNTL CST				101	-101	-100.00	.00	.03
STEVEN KENT SEL				96	-96	-100.00	.00	.03
GREEN FIN CAL				80	-80	-100.00	.00	.02
FOREFRONT NAPA				79	-79	-100.00	.00	.02
WINDMILL VALLEY				72	-72	-100.00	.00	.02
BOHEMIAN HWY AM				30	-30	-100.00	.00	.01
CAM COLLECTION				29	-29	-100.00	.00	.01
PICKET FENCE AV				26	-26	-100.00	.00	.01
CRAIG AFFINITY				22	-22	-100.00	.00	.01
HAVENS NAPA VLY				20	-20	-100.00	.00	.01
FREEMK AB SPBWL				19	-19	-100.00	.00	.01
IT/SO CAL BOX				18	-18	-100.00	.00	.01
FUSE NAPA VALLY				17	-17	-100.00	.00	.01
KUNDE FAM ES SN				16	-16	-100.00	.00	.01
ANATOMY NAPA				16	-16	-100.00	.00	.01
BUEHLER ESTATE				14	-14	-100.00	.00	.01
ARGYL CNTRY CLB				14	-14	-100.00	.00	.01
CUL-DE-SAC CAL				14	-14	-100.00	.00	.01
MONTEREY CHALNE				14	-14	-100.00	.00	.01
FOLEY JOHNSON				13	-13	-100.00	.00	.01
SIKA ALXNDR VLY				13	-13	-100.00	.00	.01
KIRKLND SG OKVL				13	-13	-100.00	.00	.01
RHINO PASO RBL				13	-13	-100.00	.00	.01
PICO&VINE NAPA				13	-13	-100.00	.00	.01
PALISSADE				12	-12	-100.00	.00	.01
FANCY PANTS CAL				12	-12	-100.00	.00	.01
SUMMERS RSV KV				12	-12	-100.00	.00	.01
STONEHEDGE RSV				11	-11	-100.00	.00	.01
ROUND POND NAPA				11	-11	-100.00	.00	.01
JEKEL CAB SAUV				9	-9	-100.00	.00	.01
COPA DI VINO				9	-9	-100.00	.00	.01
DUSTED VALLEY				9	-9	-100.00	.00	.01
ARCHIVIST PS RB				9	-9	-100.00	.00	.01
HINDSIGHT NAPA				9	-9	-100.00	.00	.01
OPTIMA				8	-8	-100.00	.00	.01
DOUBLE CANYON				8	-8	-100.00	.00	.01
GILLY'S HOUSE				7	-7	-100.00	.00	.01
WILD MEADOW COL				7	-7	-100.00	.00	.01
RAMEY LARKMEAD				7	-7	-100.00	.00	.01
CASTLE RCK NP C				6	-6	-100.00	.00	.01
SIMI ALX VY KEG				6	-6	-100.00	.00	.01
CHAPLT PRITCHRD				6	-6	-100.00	.00	.01
REVELRY				6	-6	-100.00	.00	.01
STACK WINES CAL				5	-5	-100.00	.00	.01
CAMBRIDG&SUNSET				5	-5	-100.00	.00	.01
NCKL&NCKL SULLE				5	-5	-100.00	.00	.01
IRONSIDE				5	-5	-100.00	.00	.01
CAMRON HUGH 600				5	-5	-100.00	.00	.01
CABULOUS N C				5	-5	-100.00	.00	.01
STEPHEN VINCENT				5	-5	-100.00	.00	.01
PIED A TERRE				4	-4	-100.00	.00	.01
MONTAGNA TRE VG				4	-4	-100.00	.00	.01
DOM CHNDON NAPA				4	-4	-100.00	.00	.01
FRMK AB KNIGHTS				4	-4	-100.00	.00	.01
TWENTY ROWS NAP				4	-4	-100.00	.00	.01
CYPRESS VNYD CC				4	-4	-100.00	.00	.01
MAGIC DOOR RUTH				4	-4	-100.00	.00	.01
STEVEN KENT LMV				4	-4	-100.00	.00	.01
GIBBS OBS BLOCK				4	-4	-100.00	.00	.01
MEEKER MENDOCNO				4	-4	-100.00	.00	.01
BENZGR TRIBT SM				3	-3	-100.00	.00	.01
CADARETTA COL V				3	-3	-100.00	.00	.01
DUNN NAPA				3	-3	-100.00	.00	.01
TOWER 15 RESRVE				3	-3	-100.00	.00	.01
DELTA MOON CALF				3	-3	-100.00	.00	.01
SHELL CRK CAL				3	-3	-100.00	.00	.01
TOBN JMS NORTRS				3	-3	-100.00	.00	.01

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ALL STATES-1/1/17 - 03/31/17

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
HAWK CREST CAL					3	-3	-100.00	.00
MCHL DVD RPTURE					3	-3	-100.00	.00
KIONA					3	-3	-100.00	.00
MINER CLASSIC					3	-3	-100.00	.00
IDLE CELLARS					3	-3	-100.00	.00
1848 LIVERMORE					3	-3	-100.00	.00
ANDRW WL CLMBIA					3	-3	-100.00	.00
HAPPY CAMPER					3	-3	-100.00	.00
ALMADEN VINEYRD					3	-3	-100.00	.00
LONG SHADOW					3	-3	-100.00	.00
FISTICUFFS NAPA					3	-3	-100.00	.00
R2 1331 SONOMA					3	-3	-100.00	.00
CH ST JEAN SNMA					3	-3	-100.00	.00
DUCKHN RUTHERFD					3	-3	-100.00	.00
LVE					3	-3	-100.00	.00
VAN RUITEN LODI					3	-3	-100.00	.00
BLUE MOUNTAIN					2	-2	-100.00	.00
DOWNTOWN ABBEY					2	-2	-100.00	.00
HIGH VALLEY VYD					2	-2	-100.00	.00
TEXTBOOK MS E P					2	-2	-100.00	.00
PAUL HOBBS PDRS					2	-2	-100.00	.00
ROTATION CAL					2	-2	-100.00	.00
NICKNAME					2	-2	-100.00	.00
FORGOTTEN BARRL					2	-2	-100.00	.00
VERMEIL NAPA					2	-2	-100.00	.00
KENWOOD C S ART					2	-2	-100.00	.00
NEYERS CAB SAUV					2	-2	-100.00	.00
RED LION CAL					2	-2	-100.00	.00
PLUMPJACK CAL					2	-2	-100.00	.00
KUNDE EST RESRV					2	-2	-100.00	.00
ST SUPRY LMT ED					2	-2	-100.00	.00
JARVIS EST GRWN					2	-2	-100.00	.00
WENTE NTH DGREE					2	-2	-100.00	.00
STRAY DOG					2	-2	-100.00	.00
SIGNORELLO EST					2	-2	-100.00	.00
BROOKDALE NAPA					2	-2	-100.00	.00
JOEL GOTT NAPA					2	-2	-100.00	.00
HESPERIAN NAPA					2	-2	-100.00	.00
STEELE SHTG STR					2	-2	-100.00	.00
VICTOR HUGO					2	-2	-100.00	.00
HAYMN&HLL RS NV					2	-2	-100.00	.00
SNOWDN THE RNCH					1	-1	-100.00	.00
ST CLEMNT ORPPS					1	-1	-100.00	.00
CH MNTLNA CLSTG					1	-1	-100.00	.00
BV PVT RS G LTR					1	-1	-100.00	.00
FFC ARCHMDES SC					1	-1	-100.00	.00
WILDFIRE					1	-1	-100.00	.00
JAX NAPA VALLEY					1	-1	-100.00	.00
SNQ RESERVE					1	-1	-100.00	.00
J GORDON SOFIA					1	-1	-100.00	.00
90+CLLRS LOT 78					1	-1	-100.00	.00
VELVET CRUSH CC					1	-1	-100.00	.00
TURNBULL NAPA					1	-1	-100.00	.00
CH MONTLENA EST					1	-1	-100.00	.00
NEAL 1540					1	-1	-100.00	.00
LOKOYA MT VEEDR					1	-1	-100.00	.00
COASTLINE PASO					1	-1	-100.00	.00
CHIMNEY RK TMMK					1	-1	-100.00	.00
RAYWOOD					1	-1	-100.00	.00
PHELPS BACKUS					1	-1	-100.00	.00
SBRAGIA MNT ROS					1	-1	-100.00	.00
SALUS NAPA VLLY					1	-1	-100.00	.00
GOLDSCHMDT HLRV					1	-1	-100.00	.00
ANGELS CUP CAL					1	-1	-100.00	.00
LADERA HOWEL MT					1	-1	-100.00	.00
NOTARIUS PS RB					1	-1	-100.00	.00
FORGERON CELLAR					1	-1	-100.00	.00
GUARACHI NAPA					1	-1	-100.00	.00
KUNDE RES SN VL					1	-1	-100.00	.00
SILVER RDG NAPA					1	-1	-100.00	.00
LEGEND VINE CAL					1	-1	-100.00	.00
RAYS STATION AV					1	-1	-100.00	.00
STEVENOT CLFRNA					1	-1	-100.00	.00
RANCH 32					1	-1	-100.00	.00
HIGH ROLLER PR					1	-1	-100.00	.00
RUBY SKY					1	-1	-100.00	.00
BELL WINE CLLRS					1	-1	-100.00	.00
HOOK&LADDER RRV					1	-1	-100.00	.00
BEAUCANON					1	-1	-100.00	.00
CAKEBRD VN HILL					1	-1	-100.00	.00
HIGHTOWER MURRY					1	-1	-100.00	.00
SIKA NAPA VALEY					1	-1	-100.00	.00
NEWTON L PUZZLE					1	-1	-100.00	.00
HYPOTHESIS NAPA					1	-1	-100.00	.00
NCKL&NCKL ROCK					1	-1	-100.00	.00
MARTIN RAY CAL					1	-1	-100.00	.00
COOMBER FM RNCH					1	-1	-100.00	.00
DAVID ARTHUR					1	-1	-100.00	.00
CRANE RIDGE CAL					1	-1	-100.00	.00
MASKED RIDER					1	-1	-100.00	.00
S MADRONE CB SV					1	-1	-100.00	.00
NCKL&NCKL QCKSL					1	-1	-100.00	.00
LIPARITA YUNTVL					1	-1	-100.00	.00

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
CHERRYBLOCK				1	-1	-100.00	.00	.00
ANAKOTA MONTANA				1	-1	-100.00	.00	.00
ROBERTSON&DUKE				1	-1	-100.00	.00	.00
CCN CONSERVANCY				1	-1	-100.00	.00	.00
CH JULIEN BR SL				1	-1	-100.00	.00	.00
BV CNTRY CLR VS				1	-1	-100.00	.00	.00
<b>TOTAL CABERNET SAUV</b>			<b>372717</b>	<b>362589</b>	<b>10128</b>	<b>2.79</b>		
GAMAY BEAUJLS								
DUXOUP NAPA					5	-5	0.00	100.00
<b>TOTAL GAMAY BEAUJLS</b>					<b>5</b>	<b>-5</b>		
MERLOT								
BAREFOOT CAL			17601	15392	2209	14.35	9.53	7.71
FRANZIA			13786	14568	-782	-5.37	7.47	7.30
RM WOODBRIDGE			12196	13657	-1461	-10.70	6.61	6.84
BLACK BOX CAL			10163	7802	2361	30.26	5.50	3.91
SUTTER HOME			10042	8494	1548	18.22	5.44	4.25
PETER VELLA			7652	9889	-2237	-22.62	4.14	4.95
ALMADEN			6280	7039	-759	-10.78	3.40	3.52
LIBERTY CRK CAL			5488	5073	415	8.18	2.97	2.54
CORBETT CANYON			4665	5361	-696	-12.98	2.53	2.68
BOTA BOX CAL			4252	5041	-789	-15.65	2.30	2.52
BOGLE			3933	4040	-107	-2.65	2.13	2.02
MONDAVI CK			3167	2781	386	13.88	1.72	1.39
LIVINGSTON CLLR			2937	3357	-420	-12.51	1.59	1.68
BLACKSTONE CAL			2715	3504	-789	-22.52	1.47	1.75
TURNING LEAF			2648	2359	289	12.25	1.43	1.18
FOXHORN			2499	2649	-150	-5.66	1.35	1.33
HRM REX-GOLIATH			2404	3486	-1082	-31.04	1.30	1.75
R MNDVI PVT SEL			2192	1929	263	13.63	1.19	.97
GLEN ELLEN RSV			2165	2559	-394	-15.40	1.17	1.28
FISHEYE			2100	4580	-2480	-54.15	1.14	2.29
GALLO FAM V TWN			2085	5015	-2930	-58.42	1.13	2.51
COPPER RIDGE			2003	2601	-598	-22.99	1.08	1.30
DARK HORSE CAL			1952	1890	62	3.28	1.06	.95
CARLO ROSSI CAL			1939	603	1336	221.56	1.05	.30
BERNGR FNDR EST			1840	1904	-64	-3.36	1.00	.95
FETZER CAL			1754	2431	-677	-27.85	.95	1.22
14 HANDS			1746	1862	-116	-6.23	.95	.93
CUPCAKE C COAST			1557	1921	-364	-18.95	.95	.96
SMOKING LOON			1380	1310	70	5.34	.75	.66
C D BOIS NC			1380	1280	100	7.81	.75	.64
COL GRND ESTATE			1373	1268	105	8.28	.74	.63
CSM COL VALLEY			1310	1418	-108	-7.62	.71	.71
C SMITH VLVT DV			1278	848	430	50.71	.69	.42
NOBLE VINES 181			1275	784	491	62.63	.69	.39
JOSH CELLARS SN			1239	530	709	133.77	.67	.27
LITTLE BL DRESS			1147	1558	-411	-26.38	.62	.78
VIN VAULT CAL			1138	990	148	14.95	.62	.50
BERINGR CAL COL			1135	1433	-298	-20.80	.61	.72
MIRASSOU CALIF			1112	941	171	18.17	.60	.47
FFC DIAMOND SER			1111	1348	-237	-17.58	.60	.68
DAK LEAF CAL			1080	1546	-466	-30.14	.58	.77
STERLNG VNT COL			995	1124	-129	-11.48	.58	.56
KNDL-JKSN VN RS			984	1147	-163	-14.21	.53	.57
RED DIAMOND WSH			977	1214	-237	-19.52	.53	.61
RED ROCK WN CAL			930	1254	-324	-25.84	.50	.63
GLEN ELLEN PROP			909	1191	-282	-23.68	.49	.60
VENDANGE CALIF			798	745	53	7.11	.43	.37
TRADER JOE'S			780	840	-60	-7.14	.42	.42
REDWOOD CREEK			755	714	41	5.74	.41	.36
GNARLY HEAD CAL			719	398	321	80.65	.39	.20
COL HORSE HV H3			670	536	134	25.00	.36	.27
TISDALE CAL			653	865	-212	-24.51	.35	.43
THE NAKED GRAPE			647	1613	-966	-59.89	.35	.81
R STRONG SO CTY			628	396	232	58.59	.34	.20
FATHOM C V			522		522	100.00	.28	.00
J LOHR LOS OSOS			498	832	-334	-40.14	.27	.42
GHOST PNE NP SN			491	613	-122	-19.90	.27	.31
BONTERRA			465	493	-28	-5.68	.25	.25
COL TWO VINES			463	650	-187	-28.77	.25	.33
RAVENSWD VNT BL			457	561	-104	-18.54	.25	.28
STONE CELLARS			444	892	-448	-50.22	.24	.45
WILLIAM HILL CC			408	412	-4	-.97	.22	.21
FREI BROTHER DC			394	406	-12	-2.96	.21	.20
CANYON ROAD CAL			388	400	-12	-3.00	.21	.20
BV COASTAL			377	691	-314	-45.44	.20	.35
EDNA VLY S LUIS			361	758	-397	-52.37	.20	.38
THREE WISHES CA			358	436	-78	-17.89	.19	.22
STERLING			357	324	33	10.19	.19	.16
NINE CANYON EST			354		354	100.00	.19	.00
MRPHY-GOODIE CAL			353	493	-140	-28.40	.19	.25
MENAGE A TRS CA			340	461	-121	-26.25	.18	.23
NATHANSN CRK CA			340	393	-53	-13.49	.18	.20
PROVENANCE CNRS			339		339	100.00	.18	.00
ST CHAP CANYON			326	290	36	12.41	.18	.15
COLMBIA COL VLY			323	88	235	267.05	.17	.04
FRNCISCN OAKVLL			321	375	-54	-14.40	.17	.19
LILLIUM MENDCND			316		316	100.00	.17	.00
HAYES VALLEY CC			308	144	164	113.89	.17	.07

# NABCA CASE SALES ANALYSIS

## BY CLASS, TYPE, BRAND

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

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
PINECROFT CAL			307	534	-227	-42.51	.17	.27
DECOY NAPA VLLY			306	276	30	10.87	.17	.14
ESTANCIA CN CST			305	224	81	36.16	.17	.11
SYCAMORE LANE			303	331	-28	-8.46	.16	.17
R MONDAVI			302	322	-20	-6.21	.16	.16
SOVERAIN NORTH			292		292	100.00	.16	.00
RUTHERFORD HILL			281	249	32	12.85	.15	.12
SIMI			273	207	66	31.88	.15	.10
TOASTED HEAD			272	761	-489	-64.26	.15	.38
CUTLER CRK CAL			270	259	11	4.25	.15	.13
CH S JEAN CALIF			265	310	-45	-14.52	.14	.16
BANDIT CAL			259	232	27	11.64	.14	.12
FFC DIAMOND COL			259	149	110	73.83	.14	.07
MARKHAM MERLOT			257	268	-11	-4.10	.14	.13
J W MORRIS CAL			216	816	-600	-73.53	.12	.41
MURPHY-GOODE AV			214	208	6	2.88	.12	.10
SALMON CREEK			213	275	-62	-22.55	.12	.14
ST FRANCIS			213	184	29	15.76	.12	.09
FFC DIRECTOR SC			203	237	-34	-14.35	.11	.12
MERIDIAN CALIF			194	226	-32	-14.16	.11	.11
GENS CLARKBURG			188		188	100.00	.10	.00
CLINE SONOMA			187	3	184	6133.33	.10	.00
CRANE LAKE CAL			172	169	3	1.78	.09	.08
WILD OAK SONOMA			168		168	100.00	.09	.00
LOFT WNE ELE MN			164	593	-429	-72.34	.09	.30
R MNDVI PS CC			163	362	-199	-54.97	.09	.18
STARWIND CARNRS			161	4	157	3925.00	.09	.00
FREY NORTH CST			150	74	76	102.70	.08	.04
VENDANGE AMRCN			149	231	-82	-35.50	.08	.12
CSM INDIAN WLLS			149	180	-31	-17.22	.08	.09
DUCKHORN NAPA			146	159	-13	-8.18	.08	.08
FIRESTONE S YNEZ			145	173	-28	-16.18	.08	.09
SILVER PALM N C			142	37	105	283.78	.08	.02
WILD HORSE CC			140	192	-52	-27.08	.08	.10
SEBASTIANI SC			135	141	-6	-4.26	.07	.07
SWEET BITCH CAL			132	119	13	10.92	.07	.06
BENZGR SV MERLT			132	104	28	26.92	.07	.05
LINE 39 NC			128	103	25	24.27	.07	.05
NATHANSN CRK AM			125	158	-33	-20.89	.07	.08
BARBOURSVILLE			123	108	15	13.89	.07	.05
PEPPERWOOD GRVE			122	147	-25	-17.01	.07	.07
TWISTED LOT CAL			120	154	-34	-22.08	.06	.08
RUTHERFRD RANCH			119	194	-75	-38.66	.06	.10
FLIP FLOP CAL			117	224	-107	-47.77	.06	.11
PEIRANO HERITGE			100	367	-267	-72.75	.05	.18
HAVENS NAPA VLY			100		100	100.00	.05	.00
KENWOOD			99	86	13	15.12	.05	.04
CANYON ROAD VDP			97	98	-1	-1.02	.05	.05
ROUND HILL			96	87	9	10.34	.05	.04
90+CLLRS LOT 92			95	41	54	131.71	.05	.02
FERRARI-CARANO			94	99	-5	-5.05	.05	.05
PARDUCCI MEND			89	100	-11	-11.00	.05	.05
DIRECTOR'S OZ			88		88	100.00	.05	.00
VINEYARDS FOUND			86	307	-221	-71.99	.05	.15
CANYON OAKS			86	110	-24	-21.82	.05	.06
DELICATO			85	102	-17	-16.67	.05	.05
CH JULIEN MNTRY			85	40	45	112.50	.05	.02
MOUNTAIN MERLOT			82	177	-95	-53.67	.04	.09
KDL-JKSN MERLOT			82	74	8	10.81	.04	.04
CA' MOMI NAPA			80	485	-405	-83.51	.04	.24
STG LP WNY NP V			80	61	19	31.15	.04	.03
NAPA CELLARS NV			80	4	76	1900.00	.04	.00
C KRUG MERLOT			79	64	15	23.44	.04	.03
LIBERTY SCHL CC			78	112	-34	-30.36	.04	.06
MCMANIS FAMILY			77	61	16	26.23	.04	.03
CASTLE CREEK			76	102	-26	-25.49	.04	.05
AVA GRACE CAL			73		73	100.00	.04	.00
LEESE-FITCH CAL			71	125	-54	-43.20	.04	.06
CLYDES			69	68	1	1.47	.04	.03
DONA SOL CAL			65	83	-18	-21.69	.04	.04
ALX VLY MERLOT			65	49	16	32.65	.04	.02
KNDL-JKSN GR RS			64	115	-51	-44.35	.03	.06
CYCLE GLADTR CC			64	73	-9	-12.33	.03	.04
FIVE OAKS CAL			61	83	-22	-26.51	.03	.04
PRNC MCHL DE VA			61	54	7	12.96	.03	.03
LA TERRE			57	98	-41	-41.84	.03	.05
LINE 39 CC			57	1	56	5600.00	.03	.00
DOMINO			56	67	-11	-16.42	.03	.03
TRADER JOE CSTL			56	33	23	69.70	.03	.02
CSM CANOE RIDGE			56	27	29	107.41	.03	.01
FREEMARK ABBEY			55	73	-18	-24.66	.03	.04
SHAFER			54	52	2	3.85	.03	.03
TRADER JOE ORGN			53	50	3	6.00	.03	.03
SOVERAIN CSV			52	16	36	225.00	.03	.01
QUAIL OAK			52	6	46	766.67	.03	.00
COMMON MAN			47	49	-2	-4.08	.03	.02
THE PATH CAL			47	46	1	2.17	.03	.02
60 NORTH CAL			47	35	12	34.29	.03	.02
WHITEHALL NAPA			46	47	-1	-2.13	.02	.02
WILD HORSE PR			46	41	5	12.20	.02	.02
J LHR LOS O RST			46	30	16	53.33	.02	.02
SEVEN FALLS WAH			43	54	-11	-20.37	.02	.03
FTZR EAGLE PEAK			42	62	-20	-32.26	.02	.03

# NABCA CASE SALES ANALYSIS

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
FORESTVILLE CAL			41	86	-45	-52.33	.02	.04
HOGUE CLMBA VLY			41	57	-16	-28.07	.02	.03
FROGS LEAP NP V			41	40	1	2.50	.02	.02
CASTLE RCK NAPA			40	368	-328	-89.13	.02	.18
CARTLDGE&BROWNE			40	52	-12	-23.08	.02	.03
ENTWINE CAL			40	33	7	21.21	.02	.02
WENTE ESTATE			39	53	-14	-26.42	.02	.03
KENWOOD YULUPA			39	33	6	18.18	.02	.02
BV CENTURY CLLR			38	88	-50	-56.82	.02	.04
FOX BROOK MX PK			38		38	100.00	.02	.00
COLUMBIA MERLOT			37	74	-37	-50.00	.02	.04
BACKHOUSE CALIF			37	22	15	68.18	.02	.01
JOEL GOTT CAL			37		37	100.00	.02	.00
CLOS DU VAL			36	44	-8	-18.18	.02	.02
MAZZA			36	19	17	89.47	.02	.01
SOUVRAN ALX VLY			36		36	100.00	.02	.00
C D BOIS AV RSV			34	190	-156	-82.11	.02	.10
MAD HOUSEWIFE			34	53	-19	-35.85	.02	.03
HAHN NICKY HAHN			33	35	-2	-5.71	.02	.02
WENTE MONTEREY			33	30	3	10.00	.02	.02
SAGELANDS			33	15	18	120.00	.02	.01
CASTLE ROCK CV			32	68	-36	-52.94	.02	.03
SPELLBOUND CAL			32	49	-17	-34.69	.02	.02
FLORA SPGS MRLT			32	20	12	60.00	.02	.01
EMMOLO NAPA VLY			32	20	12	60.00	.02	.01
CANOE RIDGE			32	17	15	88.24	.02	.01
DUCKHORN DECOY			32		32	100.00	.02	.00
SELBY			31	44	-13	-29.55	.02	.02
GRAYSON CLLR PS			31	42	-11	-26.19	.02	.02
FREY REDWD VLLY			30	44	-14	-31.82	.02	.02
ROBERT HALL PR			30	30		100.00	.02	.02
CANVAS CALIF			30	9	21	233.33	.02	.00
ROMBAUER CARNRS			29	33	-4	-12.12	.02	.02
ESTANCIA ALX VL			29	25	4	16.00	.02	.01
MILLN DL CW BAR			28		28	100.00	.02	.00
DOUGLASS HL CAL			27	20	7	35.00	.01	.01
VISTA POINT CAL			27		27	100.00	.01	.00
WENTE EST GROWN			26	17	9	52.94	.01	.01
STONECAP COL			25	71	-46	-64.79	.01	.04
ANDRETTI SELCTN			25	67	-42	-62.69	.01	.03
MILBRANDT EST			25	14	11	78.57	.01	.01
PEDRNCLLI BCHLD			24	64	-40	-62.50	.01	.03
BROWNSTONE CALF			24	44	-20	-45.45	.01	.02
DE LOACH CALIF			24	35	-11	-31.43	.01	.02
BLISS			24	7	17	242.86	.01	.00
BV NAPA			23	30	-7	-23.33	.01	.02
L'ECOLE #41			23	29	-6	-20.69	.01	.01
WILLIAMSBURG			23	24	-1	-4.17	.01	.01
BRNGR CHSCK CAL			23	17	6	35.29	.01	.01
FREY BIODYNAMIC			23	3	20	666.67	.01	.00
CAKEBREAD			22	30	-8	-26.67	.01	.02
SINSKEY POV NV			22	27	-5	-18.52	.01	.01
CAMELOT CALFRNA			21	32	-11	-34.38	.01	.02
J LHR CYPRS CAL			21	26	-5	-19.23	.01	.01
PURPLE MOON			21	14	7	50.00	.01	.01
HAYES RANCH CAL			21	7	14	200.00	.01	.00
EDUCATED GSS NV			20	69	-49	-71.01	.01	.03
TORTOISE CRK CC			20	19	1	5.26	.01	.01
MARILYN NAPA			20	7	13	185.71	.01	.00
BERNAL CTRL CST			20		20	100.00	.01	.00
TRINITY OAKS CA			19	35	-16	-45.71	.01	.02
TAMARACK CELLAR			19	12	7	58.33	.01	.01
NORMA JEANE CA			19	3	16	533.33	.01	.00
CYCLE GLADTR CC			19		19	100.00	.01	.00
WINE CUBE CALIF			19		19	100.00	.01	.00
WATERBROOK COL			18	19	-1	-5.26	.01	.01
WASHINGTON HLLS			18	17	1	5.88	.01	.01
PRIDE MT NP/SNM			18	15	3	20.00	.01	.01
SILVERADO			18	13	5	38.46	.01	.01
X WINERY MNDENO			17	142	-125	-88.03	.01	.07
DAVID STONE			17	33	-16	-48.48	.01	.02
STEELE CLR LAKE			17	15	2	13.33	.01	.01
BOTA BRICK CAL			17	14	3	21.43	.01	.01
B DOON DRNK ANY			17	12	5	41.67	.01	.01
MOUNTAIN CLMBIA			16	27	-11	-40.74	.01	.01
WATERBROOK RSV			16	21	-5	-23.81	.01	.01
KEENAN NAPA VLY			16	12	4	33.33	.01	.01
VENDANGE TETRA			16	2	14	700.00	.01	.00
LONG LAKE CAL			15	58	-43	-74.14	.01	.03
TREFETHEN			15	20	-5	-25.00	.01	.01
THE CRUSHER CLK			15	18	-3	-16.67	.01	.01
TORTOISE CRK SH			15	14	1	7.14	.01	.01
THORN NAPA VLLY			15	7	8	114.29	.01	.00
GUARDIAN CNFDTL			15	5	10	200.00	.01	.00
PEJU PROV NAPA			15	1	14	1400.00	.01	.00
FORT CELLARS			14	92	-78	-84.78	.01	.05
IRONY NAPA VLLY			14	23	-9	-39.13	.01	.01
STONEHEDGE CAL			14	20	-6	-30.00	.01	.01
BLACK MNTN LRWD			14	9	5	55.56	.01	.00
LOOKING GLASS			13	39	-26	-66.67	.01	.02
OAKHRST HAP CMP			13	21	-8	-38.10	.01	.01
RAYMOND			13			100.00	.01	.01
DRUMHELLER CLMB			13	13	13	100.00	.01	.00

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
ANGELINE RSV SN			12	18	-6	-33.33	.01	.01
BOTA MINI CAL			12	9	3	33.33	.01	.00
BISON RIDGE CAL			12	8	4	50.00	.01	.00
ANNABELLA NAPA			12	4	8	200.00	.01	.00
WILDER			12	1	11	1100.00	.01	.00
ONE HOPE CAL			12	1	11	1100.00	.01	.00
CALIFORNAI DRM			12		12	100.00	.01	.00
BERNGR NAPA VLY			11	33	-22	-66.67	.01	.02
CANNONBALL			11	20	-9	-45.00	.01	.01
FOODIES			11	14	-3	-21.43	.01	.01
SILVERADO GEORG			11		11	100.00	.01	.00
MATANZAS SNM VL			10	37	-27	-72.97	.01	.02
DUCKHORN 3 PALM			10	23	-13	-56.52	.01	.01
CARR NAPA VALLY			10	13	-3	-23.08	.01	.01
ALBERTONI CAL			10	6	4	66.67	.01	.00
MARKSTONE NAPA			10	3	7	233.33	.01	.00
SAND POINT			10		10	100.00	.01	.00
MERRIAM RSN RVR			9	11	-2	-18.18	.01	.01
NAPA RIVER N V			9	9		.00	.00	.00
PASO CREEK P RB			8	21	-13	-61.90	.00	.01
TRDR JOE RS PSO			8	12	-4	-33.33	.00	.01
JUDD'S HILL			8	12	-4	-33.33	.00	.01
NOR MERLOT			8	9	-1	-11.11	.00	.00
NOVELTY HILL			8	8		.00	.00	.00
GROVE RIDGE CAL			8	7	1	14.29	.00	.00
BLOSSOM HILL			8	5	3	60.00	.00	.00
TRADER JOE LT78			8		8	100.00	.00	.00
TIERRA Y MAR NC			8		8	100.00	.00	.00
SILVER RIDGE CA			8	37	-30	-81.08	.00	.02
DYNAMITE NORTH			7	28	-21	-75.00	.00	.01
TWOMEY NAPA VLY			7	14	-7	-50.00	.00	.01
TANGLEY OAKS NV			7	14	-7	-50.00	.00	.01
CAMBRIDG&SUNSET			7	11	-4	-36.36	.00	.01
HAGAFEN MERLOT			7	10	-3	-30.00	.00	.01
RAYS STATION AV			7	8	-1	-12.50	.00	.00
HEDGES HIP BAC			7	7		.00	.00	.00
LUNA			7	7		.00	.00	.00
FRONT PORCH CAL			7	7		.00	.00	.00
EMERALD BAY			7	2	5	250.00	.00	.00
DESERT WIND			7	2	5	250.00	.00	.00
DRY CREEK			7	7		.00	.00	.00
GRGICH HLLS EST			6	25	-19	-76.00	.00	.01
SADDLEBACK			6	9	-3	-33.33	.00	.00
KDL-JKSN SPC SL			6	7	-1	-14.29	.00	.00
MERCER COLUMBIA			6	7	-1	-14.29	.00	.00
SPLIT CRK FARMS			6	6		.00	.00	.00
BOORDY CHAMBRN			6	6		.00	.00	.00
SWANSON			6	6		.00	.00	.00
GOOSE RIDGE C V			6	5	1	20.00	.00	.00
ANCIENT PEAK PR			6	1	5	500.00	.00	.00
GREYSTONE CAL			5	128	-123	-96.09	.00	.06
HARTHILL FRM AM			5	22	-17	-77.27	.00	.01
FOREST GLEN OAK			5	17	-12	-70.59	.00	.01
BALLENTINE NAPA			5	15	-10	-66.67	.00	.01
CELLAR NO 8			5	15	-10	-66.67	.00	.01
SAVE ME SF HLLA			5	11	-6	-54.55	.00	.01
RAYMOND NSTLGC			5	7	-2	-28.57	.00	.00
PLUMPJACK NAPA			5	5		.00	.00	.00
THREE THV BANDT			5	3	2	66.67	.00	.00
DANTE SPC SELCT			5	3	2	66.67	.00	.00
NEWTON UNFILTRD			5	2	3	150.00	.00	.00
ESSER MONTEREY			5	2	3	150.00	.00	.00
TWO MOUNTAINS			5	2	3	150.00	.00	.00
TRENTADUE			5	1	4	400.00	.00	.00
FORE FAM MEISTR			5		5	100.00	.00	.00
TUSSOCK JUMPER			5		5	100.00	.00	.00
SEVEN HLS CLMBA			5		5	100.00	.00	.00
BRUTOCAO			5		5	100.00	.00	.00
BOOMTOWN			4	24	-20	-83.33	.00	.01
KARAMOOR ESTATE			4	10	-6	-60.00	.00	.01
ANDRETTI			4	7	-3	-42.86	.00	.00
NOR CLMBIA VLLY			4	4		.00	.00	.00
JONES OF WSNGTN			4	4		.00	.00	.00
FOREST GLEN WHT			4	4		.00	.00	.00
ROTH ESTATE			4	3	1	33.33	.00	.00
OCTAVIA MNTRY C			4	2	2	100.00	.00	.00
GLASS MOUNTAIN			4	1	3	300.00	.00	.00
DANIEL GEHRS CC			4	1	3	300.00	.00	.00
MARGARET'S			4		4	100.00	.00	.00
POSTULATE 3RD			4		4	100.00	.00	.00
CLS PGSE NP VLY			3	142	-139	-97.89	.00	.07
CONCANNON CC			3	40	-37	-92.50	.00	.02
FOX BROOK CALF			3	40	-37	-92.50	.00	.02
SWANSON NAPA VY			3	10	-7	-70.00	.00	.01
KUNDE SONOMA			3	10	-7	-70.00	.00	.01
NEYERS NAPA VLY			3	8	-5	-62.50	.00	.00
TRIN NV CHICK			3	7	-4	-57.14	.00	.00
MILBRANDT TRDTN			3	6	-3	-50.00	.00	.00
THOMAS HENRY			3	5	-2	-40.00	.00	.00
ALIAS CAL			3	5	-2	-40.00	.00	.00
DARIOUSH SIG ML			3	5	-2	-40.00	.00	.00
NOR WALLA WALLA			3	5	-2	-40.00	.00	.00
JK CELLARS			3	4	-1	-25.00	.00	.00

# NABCA CASE SALES ANALYSIS

## BY CLASS, TYPE, BRAND

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

ALL STATES-1/1/17 - 03/31/17

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
FOXHOLLOW CAL			3	3		.00	.00	.00
MIDDLE SIS FRVR			3	2	1	50.00	.00	.00
FOLIE A'DEUX NP			3	2	1	50.00	.00	.00
RIDGE ESTATE			3	2	1	50.00	.00	.00
RAYMOND R CLCTN			3	1	2	200.00	.00	.00
ARIAS			3		3	100.00	.00	.00
REVELRY			3		3	100.00	.00	.00
CELANI NAPA			3		3	100.00	.00	.00
WOODWARD CANYON			3		3	100.00	.00	.00
BERGVN WLD CHLD			3		3	100.00	.00	.00
FIELD STONE AV			3		3	100.00	.00	.00
MERCER EST WASH			3		3	100.00	.00	.00
SCHUG SONOMA			3		3	100.00	.00	.00
RNCHO SISQC SB			3		3	100.00	.00	.00
DE LOACH RS RVR			3		3	100.00	.00	.00
VINTJS MENDOCNO			2	39	-37	-94.87	.00	.02
3 BLIND MOOSE			2	38	-36	-94.74	.00	.02
TRELLIS SONOMA			2	21	-19	-90.48	.00	.01
PENNYWISE CAL			2	20	-18	-90.00	.00	.01
COASTAL RIDGE			2	19	-17	-89.47	.00	.01
FOLIE A'DEUX AV			2	10	-8	-80.00	.00	.01
ARBOR CREST			2	10	-8	-80.00	.00	.01
CALLAWAY COASTL			2	9	-7	-77.78	.00	.00
99 VINES CAL			2	9	-7	-77.78	.00	.00
GLENBROOK			2	9	-7	-77.78	.00	.00
GOLDSCHMDT ALEX			2	8	-6	-75.00	.00	.00
HALL NAPA			2	4	-2	-50.00	.00	.00
SINSKEY CARNROS			2	4	-2	-50.00	.00	.00
CAMP SONOMA CTY			2	4	-2	-50.00	.00	.00
PAHLMAYER NAPA			2	3	-1	-33.33	.00	.00
TWO VINTNERS			2	3	-1	-33.33	.00	.00
BWEEN THE VINE			2	2		.00	.00	.00
GAINNEY SNTA YNZ			2	2		.00	.00	.00
BARNARD GRIFFIN			2	2		.00	.00	.00
CSM COLD CREEK			2	2		.00	.00	.00
HERON CAL			2	2		.00	.00	.00
ARTISAN CAL			2	2		.00	.00	.00
A WILL COLUMBIA			2	1	1	100.00	.00	.00
SILVER CREEK			2	1	1	100.00	.00	.00
INGLNOOK VNYARD			2	1	1	100.00	.00	.00
SKYFALL COL VLY			2		2	100.00	.00	.00
POPE VALLEY			2		2	100.00	.00	.00
POWERS			2		2	100.00	.00	.00
KIONA MERLOT			2		2	100.00	.00	.00
BV CSTL VNR SEL			2		2	100.00	.00	.00
MILBRANDT COL V			2		2	100.00	.00	.00
PROVENANCE NAPA			1	957	-956	-99.90	.00	.48
CH ST JEAN SN C			1	478	-477	-99.79	.00	.24
HOGUE RSRV COL			1	195	-194	-99.49	.00	.10
GRAPE&VINE AMER			1	28	-27	-96.43	.00	.01
PIETRA SANTA			1	13	-12	-92.31	.00	.01
TRIG POINT ALEX			1	10	-9	-90.00	.00	.01
IRONY RSV MNTRY			1	7	-6	-85.71	.00	.00
CHATTER CREEK			1	5	-4	-80.00	.00	.00
JADE MT N/S/L/SN			1	5	-4	-80.00	.00	.00
PEDESTAL COL VL			1	4	-3	-75.00	.00	.00
NEYERS RNCH-CNN			1	4	-3	-75.00	.00	.00
PEPPER BRDG WLA			1	3	-2	-66.67	.00	.00
PACIFIC EDGE			1	3	-2	-66.67	.00	.00
TWO PONDS			1	3	-2	-66.67	.00	.00
MAGNOLIA COURT			1	3	-2	-66.67	.00	.00
NOR STLLA MARIS			1	2	-1	-50.00	.00	.00
BREAUX EQUATION			1	2	-1	-50.00	.00	.00
BLACK OAK CALIF			1	2	-1	-50.00	.00	.00
FLAT ROCK CAL			1	2	-1	-50.00	.00	.00
ECHOLON			1	1		.00	.00	.00
PARCEL 41 NAPA			1	1		.00	.00	.00
KENWOOD JK LNDN			1	1		.00	.00	.00
RIDGE SNTA CRUZ			1	1		.00	.00	.00
PATIT CREEK WWV			1	1		.00	.00	.00
MONTICELLO EST			1	1		.00	.00	.00
FIREFLY RDGE CC			1	1		.00	.00	.00
RODNEY STRONG			1	1		.00	.00	.00
FIVE RIVERS CAL			1	1		.00	.00	.00
STGS LP WNE CLR			1	1		.00	.00	.00
CARMENET VC RSV			1		1	100.00	.00	.00
CHACEWATER			1		1	100.00	.00	.00
KALARIS NAPA			1		1	100.00	.00	.00
ST SUPERY			1		1	100.00	.00	.00
SWANSON OAKVLE			1		1	100.00	.00	.00
REGUSCI EST SLD			1		1	100.00	.00	.00
LEONETTI			1		1	100.00	.00	.00
STOWELL BAROSSA			1		1	100.00	.00	.00
KENNEDY SHAH			1		1	100.00	.00	.00
JASON STEPHENS			1		1	100.00	.00	.00
TARRICA PASO			1		1	100.00	.00	.00
FIRE BRIX			1		1	100.00	.00	.00
PACIFIC REDWOOD			1		1	100.00	.00	.00
LIEB FM CLR BRG			1		1	100.00	.00	.00
MT VEEDER			1		1	100.00	.00	.00
BERINGER BNCRFT			1		1	100.00	.00	.00
HENDRY MERLOT			1		1	100.00	.00	.00
FLAT ROCK			1		1	100.00	.00	.00

# NABCA CASE SALES ANALYSIS

## BY CLASS, TYPE, BRAND

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

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
STEELE STYMIE			1		1	100.00	.00	.00
LENZ			1		1	100.00	.00	.00
HEALDSBURG RNCH				326	-326	-100.00	.00	.16
DANCING BULL				204	-204	-100.00	.00	.10
BOHEMIAN HWY CA				170	-170	-100.00	.00	.09
GREEN FIN CAL				35	-35	-100.00	.00	.02
GLORIA FER CRNS				26	-26	-100.00	.00	.01
ESTANCIA SONOMA				20	-20	-100.00	.00	.01
SNAKE RIVER				20	-20	-100.00	.00	.01
BLACKSTN SN CTY				17	-17	-100.00	.00	.01
ZIPZ SLEEVE CAL				14	-14	-100.00	.00	.01
3 HORSE RNCH RS				13	-13	-100.00	.00	.01
CUL-DE-SAC CAL				13	-13	-100.00	.00	.01
WILLIAM HILL NP				13	-13	-100.00	.00	.01
ALEXNDR&FTCH AV				12	-12	-100.00	.00	.01
COMPASS CAL				12	-12	-100.00	.00	.01
FOR A SONG SCRE				11	-11	-100.00	.00	.01
DANTE				9	-9	-100.00	.00	.00
IT'SO CAL BOX				9	-9	-100.00	.00	.00
SPIRAL CLR NAPA				7	-7	-100.00	.00	.00
3 GIRLS LODI				7	-7	-100.00	.00	.00
ELK RUN				6	-6	-100.00	.00	.00
COLD SPRINGS				6	-6	-100.00	.00	.00
GUNDLCH BND MLT				5	-5	-100.00	.00	.00
TEIRA SONOMA CO				5	-5	-100.00	.00	.00
LOLITA M VEEDER				5	-5	-100.00	.00	.00
GUENOC CAL				4	-4	-100.00	.00	.00
HAWK CREST				4	-4	-100.00	.00	.00
WOODWD CYN NELM				4	-4	-100.00	.00	.00
MONKEY BUSINESS				4	-4	-100.00	.00	.00
MERRYVALE RESRV				3	-3	-100.00	.00	.00
SIMPLY NAKED CA				3	-3	-100.00	.00	.00
TERRA SAVIA				3	-3	-100.00	.00	.00
SNQ				3	-3	-100.00	.00	.00
STEPHEN VINCENT				3	-3	-100.00	.00	.00
REDWOOD VYD CAL				3	-3	-100.00	.00	.00
LA JOTA HOWELL				3	-3	-100.00	.00	.00
ALLEGRO				3	-3	-100.00	.00	.00
WHTHALL BOMMRTO				2	-2	-100.00	.00	.00
HAHN EST MONTRY				2	-2	-100.00	.00	.00
L DE LYETH SC				2	-2	-100.00	.00	.00
KIMMEL FOUR BLK				2	-2	-100.00	.00	.00
TABLE LEAF CAL				2	-2	-100.00	.00	.00
BLACKSTN SN RES				2	-2	-100.00	.00	.00
J EDWARDS				2	-2	-100.00	.00	.00
LEAPNG HRS LODI				1	-1	-100.00	.00	.00
JACUZZI FV CRNS				1	-1	-100.00	.00	.00
PARCEL 41 NAPA				1	-1	-100.00	.00	.00
CH MEROUX RES				1	-1	-100.00	.00	.00
MAGGIO LODI				1	-1	-100.00	.00	.00
TRUCHARD				1	-1	-100.00	.00	.00
FLYING FISH				1	-1	-100.00	.00	.00
MARTIN RAY NAPA				1	-1	-100.00	.00	.00
HOGUE GENESIS				1	-1	-100.00	.00	.00
WHITE OAK				1	-1	-100.00	.00	.00
CH JULIEN RESRV				1	-1	-100.00	.00	.00
GEYSER PEAK				1	-1	-100.00	.00	.00
FORGERON CELLAR				1	-1	-100.00	.00	.00
THREE RIVERS				1	-1	-100.00	.00	.00
CH JULIEN BR SL				1	-1	-100.00	.00	.00
WELLNGTN SN VLY				1	-1	-100.00	.00	.00
KUNDE ESTATE				1	-1	-100.00	.00	.00
ROTATION CAL				1	-1	-100.00	.00	.00
HAPPY CAMPER				1	-1	-100.00	.00	.00
ARCH TERRCE RED				1	-1	-100.00	.00	.00
DRACULA PASO RB				1	-1	-100.00	.00	.00
<b>TOTAL MERLOT</b>			<b>184639</b>	<b>199691</b>	<b>-15052</b>	<b>-7.54</b>		
<b>PINOT NOIR</b>								
BAREFOOT CAL			12124	10379	1745	16.81	7.33	6.30
BLACK BOX CAL			9510	4960	4550	91.73	5.75	3.01
MARK WEST SNOMA			7985	6824	1161	17.01	4.83	4.14
RM WOODBRIDGE			7940	9291	-1351	-14.54	4.80	5.64
MEIOMI MN/SB/SN			5605	5375	230	4.28	3.39	3.26
MRS CNTRL COAST			5210	4756	454	9.55	3.15	2.89
BOTA BOX CAL			3632	3616	16	.44	2.19	2.19
REDWOOD CREEK			3458	4500	-1042	-23.16	2.09	2.73
THE NAKED GRAPE			3018	3636	-618	-17.00	1.82	2.21
LIBERTY CRK CAL			2747	2702	45	1.67	1.66	1.64
VIN VAULT CAL			2676	1953	723	37.02	1.62	1.19
LA CREMA SO CST			2631	2427	204	8.41	1.59	1.47
R MNDVI PS CAL			2493	2210	283	12.81	1.51	1.34
DARK HORSE CAL			2185	1912	273	14.28	1.32	1.16
HRM REX-GOL AM			2182	2748	-566	-20.60	1.32	1.67
CUPCAKE C COAST			2081	2490	-409	-16.43	1.26	1.51
MARK WEST CAL			1964	1957	7	.36	1.19	1.19
ANGELINE CAL			1951	1973	-22	-1.12	1.18	1.20
JOSH CELLARS CA			1897	878	1019	116.06	1.15	.53
SMOKING LOON			1835	1749	86	4.92	1.11	1.06
TURNING LEAF			1763	1505	258	17.14	1.07	.91
BOGLE CAL			1717	1431	286	19.99	1.04	.87
A TO Z OREGON			1615	1748	-133	-7.61	.98	1.06

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
GNARLY HEAD CAL			1551	1070	481	44.95	.94	.65
SUTTER HOME CAL			1338	846	492	58.16	.81	.51
FRANCS CPPLA DS			1321	1222	99	8.10	.80	.74
LINE 39 CC			1320	976	344	35.25	.80	.59
BERNGR FNDR EST			1264	1306	-42	-3.22	.76	.79
GALLO FAM V CAL			1088	3078	-1990	-64.65	.66	1.87
HAHN NICKY HAHN			1088	1398	-310	-22.17	.66	.85
MACMRRY RCH C C			1074	878	196	22.32	.65	.53
MARK WEST BLACK			1073	256	817	319.14	.65	.16
PROPHECY CAL			1057		1057	100.00	.64	.00
RDNY STRNG PN N			1002	562	440	78.29	.61	.34
KDL-JKSN VNT RS			981	1054	-73	-6.93	.59	.64
NOBLE VINES 667			937	882	55	6.24	.57	.54
CH ST JEAN CALF			933	968	-35	-3.62	.56	.59
HRM REX-GOLIATH			925	1686	-761	-45.14	.56	1.02
C D BOIS CAL			923	767	156	20.34	.56	.47
FFC VOTRE SANTE			857	685	172	25.11	.52	.42
DREAMNG TREE CA			845	811	34	4.19	.51	.49
PEPPERWOOD GRVE			834	1053	-219	-20.80	.50	.64
KENWOOD RSSN RV			824	1094	-270	-24.68	.50	.66
BY COASTAL			794	1197	-403	-33.67	.48	.73
FLIP FLOP CAL			759	996	-237	-23.80	.46	.60
ACROBAT OREGON			753	516	237	45.93	.46	.31
TISDALE CAL			728	1262	-534	-42.31	.44	.77
LEESE-FITCH CAL			723	737	-14	-1.90	.44	.45
ERATH ES WLM VY			718	606	112	18.48	.43	.37
ESTANCIA MONTRY			704	657	47	7.15	.43	.40
STERLNG VNT COL			668	866	-198	-22.86	.40	.53
CHLOE MONTEREY			660	301	359	119.27	.40	.18
SEAGLASS S BARB			659	658	1	.15	.40	.40
IRONY MONTEREY			654	735	-81	-11.02	.40	.45
WILD HORSE CC			629	662	-33	-4.98	.38	.40
SIMI PN NR SNMA			592	225	367	163.11	.36	.14
DECOY ANDSN VLY			582	475	107	22.53	.35	.29
MENAGE A TRS CA			570	564	6	1.06	.34	.34
LAYER CAKE C C			566	705	-139	-19.72	.34	.43
ERATH EV			558	492	66	13.41	.34	.30
WLLM HLL EST CC			533	266	267	100.38	.32	.16
A BY ACACIA CAL			514	756	-242	-32.01	.31	.46
UNDERWD CLR ORE			512	382	130	34.03	.31	.23
PARDUCCI CALIF			509	452	57	12.61	.31	.27
ARGYLE WILLMTTE			496	343	153	44.61	.30	.21
RED ROCK RSV CA			484	675	-191	-28.30	.29	.41
CASTLE RCK MNDO			474	488	-14	-2.87	.29	.30
CORBETT CANYON			465	483	-18	-3.73	.28	.29
ALMADEN HRTG AM			460	1	459	*****	.28	.00
FAT CAT CAL			453	634	-181	-28.55	.27	.38
HKG ESTATE RRV			447		447	100.00	.27	.00
C D BOIS NC			444	631	-187	-29.64	.27	.38
EDNA VLY PIN NR			440	560	-120	-21.43	.27	.34
REDTREE CAL			438	273	165	60.44	.26	.17
CASTLE RCK MONT			435	960	-525	-54.69	.26	.58
FIRESTEED OREGN			427	416	11	2.64	.26	.25
LA MERIKA CC			417	208	209	100.48	.25	.13
FREI BROTHER RR			412	493	-81	-16.43	.25	.30
CRANE LAKE CAL			409	441	-32	-7.26	.25	.27
FETZER CAL			403	438	-35	-7.99	.24	.27
BLACKSTONE CAL			397	485	-88	-18.14	.24	.29
ESTANCIA STNWL			372	36	336	933.33	.22	.02
PRIMARIUS			371	286	85	29.72	.22	.17
MRPHY-GOODE CAL			370	677	-307	-45.35	.22	.41
FFC DIRECTOR SC			370	498	-128	-25.70	.22	.30
WLLMTTE WH CLST			368	215	153	71.16	.22	.13
MIDDLE SIS GOOD			365	79	286	362.03	.22	.05
SEBASTIANI SC			364	571	-207	-36.25	.22	.35
ELOUAN OREGON			347	89	258	289.89	.21	.05
FFC DIAMOND COL			336	295	41	13.90	.20	.18
DECOY SONOMA			330	290	40	13.79	.20	.18
LOVE NOIR CAL			326	75	251	334.67	.20	.05
J LOHR FALCN PR			324	394	-70	-17.77	.20	.24
MACMRRY RCH R R			324	369	-45	-12.20	.20	.22
SAVE ME SF SOUL			315	917	-602	-65.65	.19	.56
WILLAMETTE VLLY			312	328	-16	-4.88	.19	.20
MIRASSOU PN NOR			300	413	-113	-27.36	.18	.25
MACMRRY RCH S C			300	253	47	18.58	.18	.15
ANGELINE RSV			298	287	11	3.83	.18	.17
LA CREMA MONTRY			295	334	-39	-11.68	.18	.20
BELLE AMBNCE CA			293	207	86	41.55	.18	.13
PLANET OREGON			292	239	53	22.18	.18	.15
ROESSLR BLK PNE			291	251	40	15.94	.18	.15
TURNING LEAF CA			288	282	6	2.13	.17	.17
GHOST PNE SN MN			280	241	39	16.18	.17	.15
HARLOW RDG LODI			275	645	-370	-57.36	.17	.39
ESTANCIA PNNACL			275	287	-12	-4.18	.17	.17
BCHNE CRNROS NP			270	6	264	4400.00	.16	.00
DELOACH HRTG RS			268		268	100.00	.16	.00
BERNARDUS LUCIA			264	12	252	2100.00	.16	.01
BACKHOUSE CALIF			263	344	-81	-23.55	.16	.21
ADELSHEIM WLLMT			263	206	57	27.67	.16	.13
FLK COVE			262	299	-37	-12.37	.16	.18
BOGLE RSSN RVR			254	248	6	2.42	.15	.15
BREAD & BUTTER			248		101	68.71	.15	.09
BERINGER SONOMA			242	147	242	100.00	.15	.00

# NABCA CASE SALES ANALYSIS

## BY CLASS, TYPE, BRAND

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

ALL STATES-1/1/17 - 03/31/17

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
GALLO TWN V CAL			241	395	-154	-38.99	.15	.24
MCMANIS FAMILY			241	324	-83	-25.62	.15	.20
CH LA PAWS CAL			233	232	1	.43	.14	.14
FOREFRONT SL&MN			233	1	232	*****	.14	.00
CARMEL ROAD MNT			229	254	-25	-9.84	.14	.15
KINGS RIDGE WLM			227	303	-76	-25.08	.14	.18
SIMPLY NAKED			227	283	-56	-19.79	.14	.17
CANYON ROAD CAL			219	225	-6	-2.67	.13	.14
JOEL GOTT ORGN			217	390	-173	-44.36	.13	.24
BRIDLEWOOD			217	269	-52	-19.33	.13	.16
ROTH ESTATE S C			215	215	0	100.00	.13	.00
CAMBRIA JULIA'S			211	407	-196	-48.16	.13	.25
CLOUDLINE			211	227	-16	-7.05	.13	.14
MURPHY-GOODE			210	203	7	3.45	.13	.12
NIELSON BRYN SB			209	297	-88	-29.63	.13	.18
R MNDVI PN NOIR			209	210	-1	-.48	.13	.13
GARNET MONTEREY			208	125	83	66.40	.13	.08
ETUDE LYRIC COL			200	214	-14	-6.54	.12	.13
CHALK HILL SNMA			199	23	176	765.22	.12	.01
DE LOACH HRT RS			198	174	24	13.79	.12	.11
SOTER NRTH VLLY			198	142	56	39.44	.12	.09
CYCLE GLADIATOR			198	91	107	117.58	.12	.06
FLEUR D CARNROS			195	218	-23	-10.55	.12	.13
ONCE UPON V CHM			193	237	-44	-18.57	.12	.14
VELVET CRUSH CC			188	3	185	6166.67	.11	.00
LA CREMA WILMTE			187	44	143	325.00	.11	.03
J W MORRIS CAL			183	1007	-824	-81.83	.11	.61
KING ESTATE			177	156	21	13.46	.11	.09
ACACIA CARNEROS			176	148	28	18.92	.11	.09
UNDERWD CLR CAN			176	122	54	44.26	.11	.07
THE PNT PROJECT			173	37	136	367.57	.10	.02
MERIDIAN CAL			168	217	-49	-22.58	.10	.13
CHERRY TART			168	170	-2	-1.18	.10	.10
SIMPLE LIFE CAL			168	132	36	27.27	.10	.08
MONTAGUE RRV			160		160	100.00	.10	.00
NIELSON BYRN SB			157		157	100.00	.09	.00
POPPY MONTEREY			156	160	-4	-2.50	.09	.10
SEAN MINOR SNMA			155		155	100.00	.09	.00
TALBOTT KLI HRT			149	70	79	112.86	.09	.04
TESTARSA FOGSTN			149		149	100.00	.09	.00
ARTESA CARNEROS			145	215	-70	-32.56	.09	.13
BELLE GLOS C&TP			142	97	45	46.39	.09	.06
THREE THVES CAL			141	91	50	54.95	.09	.06
CASTLE RCK R RV			139	123	16	13.01	.08	.07
WENTE RIVA RNCH			139	122	17	13.93	.08	.07
HAHN SLH ST LUC			135	67	68	101.49	.08	.04
HIGHER GROUND			129	105	24	22.86	.08	.06
GRAYSON BLOCK 9			127	119	8	6.72	.08	.07
DIERBERG S M			127	21	106	504.76	.08	.01
MARTNLLI BLA VG			127	7	120	1714.29	.08	.00
CLINE COOL CLMT			125	199	-74	-37.19	.08	.12
CUPCAKE SNT BRB			125	150	-25	-16.67	.08	.09
EDUCATED GSS CR			122	18	104	577.78	.07	.01
SCHUG SONOMA			121	233	-112	-48.07	.07	.14
J			120	78	42	53.85	.07	.05
CONCANNON CAL			119	167	-48	-28.74	.07	.10
PONZI TAVOLA			119	95	24	25.26	.07	.06
SANFORD S RITA			117	9	108	1200.00	.07	.01
HANDCRAFT CAL			116	186	-70	-37.63	.07	.11
ESTANCIA			116	130	-14	-10.77	.07	.08
BENTON-LANE			115	133	-18	-13.53	.07	.08
SNMA CUT RRV GV			114	103	11	10.68	.07	.06
PARAISO MONTREY			114		114	100.00	.07	.00
BRIDLEWD MNT/CC			113	194	-81	-41.75	.07	.12
CARTLDGE&BROWNE			113	117	-4	-3.42	.07	.07
DE LOACH CALIF			111	89	22	24.72	.07	.05
DOMAINE CARNROS			110	132	-22	-16.67	.07	.08
ANGELINE			110	95	15	15.79	.07	.06
90+CLLRS LOT 83			108	130	-22	-16.92	.07	.08
FFC SOFIA ROSE			107	113	-6	-5.31	.06	.07
TOSCHI			103	39	64	164.10	.06	.02
FIRESTEED WLMTT			102	207	-105	-50.72	.06	.13
EDICT ANDERSON			102		102	100.00	.06	.00
BIG HOUSE CAL			101		101	100.00	.06	.00
CELLAR NO 8			100	233	-133	-57.08	.06	.14
JULIA JAMES			98	12	86	716.67	.06	.01
B VISTA CARNERS			96	163	-67	-41.10	.06	.10
CASTLE ROCK CUV			96	113	-17	-15.04	.06	.07
FREY ORG MENDCN			95	97	-2	-2.06	.06	.06
ROAD 31 SNT CRZ			94	51	43	84.31	.06	.03
CUVAISON CARNRS			94	1	93	9300.00	.06	.00
G NORMAN CAL SB			91	112	-21	-18.75	.05	.07
MORGAN 12 CLONE			90	100	-10	-10.00	.05	.06
CASTLE ROCK WLM			88	167	-79	-47.31	.05	.10
VIRGINIA DR RRV			88	3	85	2833.33	.05	.00
RUN RIOT C CST			88		88	100.00	.05	.00
LITTLE BL DRESS			87	113	-26	-23.01	.05	.07
FIVE RIVERS CAL			86	128	-42	-32.81	.05	.08
ELK COVE WLLMTE			86	29	57	196.55	.05	.02
HARTFORD CT RRV			85	75	10	13.33	.05	.05
SAINTSBURY CRNS			84	91	-7	-7.69	.05	.06
CASTLE RCK SNMA			83	87	-4	-4.60	.05	.05
DOMAINE DROUHN			83	75	8	10.67	.05	.05

# NABCA CASE SALES ANALYSIS

## BY CLASS, TYPE, BRAND

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

ALL STATES-1/1/17 - 03/31/17

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
STUART BIG FIRE			82	115	-33	-28.70	.05	.07
CHERRY BLOSSOM			81	276	-195	-70.65	.05	.17
REDHAWK GRATEFL			81	60	21	35.00	.05	.04
SALMON RUN			80	127	-47	-37.01	.05	.08
PARKER STATION			80	26	54	207.69	.05	.02
GLORIA FER CRNS			79	136	-57	-41.91	.05	.08
BRIDLEWD EST CA			79	135	-56	-41.48	.05	.08
Z. ALEXANDER BR			79	5	74	1480.00	.05	.00
ANNE AMIE WILLM			78	61	17	27.87	.05	.04
AUSTERITY SLH			78	45	33	73.33	.05	.03
BLUE FIN CAL			75	76	-1	-1.32	.05	.05
CASTLE RCK RES			75	27	48	177.78	.05	.02
ROUTE STOCK WLLM			75		75	100.00	.05	.00
AQUINAS NAPA			74	48	26	54.17	.04	.03
TRISE CRK MISSN			73	75	-2	-2.67	.04	.05
FLOWERS SNM CST			73	66	7	10.61	.04	.04
STARMONT CARNRS			73		73	100.00	.04	.00
DUCK POND WLMTE			72	83	-11	-13.25	.04	.05
WINE BY JOE OR			72	80	-8	-10.00	.04	.05
CHEHALM 3 VNYRD			71	72	-1	-1.39	.04	.04
BELLE GLOS ATRS			71	53	18	33.96	.04	.03
HKG TWIN CORNER			71		71	100.00	.04	.00
PENNYWISE CAL			70	86	-16	-18.60	.04	.05
BELLE GLS DRYMN			70	54	16	29.63	.04	.03
JOEL GOTT CNTRL			70	46	24	52.17	.04	.03
MACRSTIE SM CST			70	25	45	180.00	.04	.02
IRONY BLK SL RS			70		70	100.00	.04	.00
FIVE OAKS CAL			69	85	-16	-18.82	.04	.05
LANGE WLLMTE VY			69	53	16	30.19	.04	.03
DOM SERENE YMHL			67	76	-9	-11.84	.04	.05
R STRONG RR EST			67	40	27	67.50	.04	.02
RAINSTORM OREGN			66	92	-26	-28.26	.04	.06
MOONX BLACK			66		66	100.00	.04	.00
JERI KO			64	69	-5	-7.25	.04	.04
BUTTERNUT CAL			64	48	16	33.33	.04	.03
TRINITY OAKS			63	99	-36	-36.36	.04	.06
SANFORD PIN NOR			63	55	8	14.55	.04	.03
SIDURI WLMT VLY			62	56	6	10.71	.04	.03
RASCAL			61	78	-17	-21.79	.04	.05
PAL I SONOMA CST			61	42	19	45.24	.04	.03
FFC DIR CUT SC			60	51	9	17.65	.04	.03
THE CRUSHER CLK			59	339	-280	-82.60	.04	.21
LA CREMA RRV RS			59	40	19	47.50	.04	.02
LOVELY RITA			59	33	26	78.79	.04	.02
DUCKHRN GLDNEYE			57	80	-23	-28.75	.03	.05
10 SPAN CNT CST			57	48	9	18.75	.03	.03
SEAN MINOR 4BRN			57	44	13	29.55	.03	.03
BANSHEE SONOMA			56	61	-5	-8.20	.03	.04
SKL BLSR SUNDNC			56		56	100.00	.03	.00
HOOK OR CROOK			55		55	100.00	.03	.00
BROWNSTONE CALF			54	63	-9	-14.29	.03	.04
STEELHEAD SN CO			54	31	23	74.19	.03	.02
SARACINA KLINDT			54		54	100.00	.03	.00
BISHOP PEAK C C			53	31	22	70.97	.03	.02
BOEN RRV-SNMA			53		53	100.00	.03	.00
MACMRRY RCH SEL			52	59	-7	-11.86	.03	.04
PICKET FENCE RR			52	55	-3	-5.45	.03	.03
SIDURI RSSN RVR			52	49	3	6.12	.03	.03
CONWAY ST HILLS			52		52	100.00	.03	.00
HERON CAL			51	68	-17	-25.00	.03	.04
A TO Z ESSENCE			50		50	100.00	.03	.00
FFC DIRECTOR NC			49	44	5	11.36	.03	.03
PETER PAUL LIVE			49	43	6	13.95	.03	.03
OREGON TRAILS			49	25	24	96.00	.03	.02
PINOT PATCH			48	40	8	20.00	.03	.02
SPHERE MONTEREY			48		48	100.00	.03	.00
DANTE			47	63	-16	-25.40	.03	.04
PATTON VALLEY			47	59	-12	-20.34	.03	.04
FIDDLE CK WLMTE			47	58	-11	-18.97	.03	.04
JARGON CAL			47	55	-8	-14.55	.03	.03
WOODWORK C CST			47	47		.00	.03	.03
MIGRATION ANDRS			47	36	11	30.56	.03	.02
DUTTON RANCH			46	56	-10	-17.86	.03	.03
HKG TRIPLE 7			46		46	100.00	.03	.00
PENNER-ASH WLMT			45	57	-12	-21.05	.03	.03
SINSKEY			45	34	11	32.35	.03	.02
ETUDE CARNEROS			44	64	-20	-31.25	.03	.04
CASTLE RCK CRNR			44	51	-7	-13.73	.03	.03
RICKSHAW			44	47	-3	-6.38	.03	.03
MORGAN CALIFRNA			43	45	-2	-4.44	.03	.03
O PINOT			43	41	2	4.88	.03	.02
BARRIQUE SONOMA			43	8	35	437.50	.03	.00
COMPLICATED SNM			42	56	-14	-25.00	.03	.03
WILD HILLS WLLM			42		42	100.00	.03	.00
RED DIAMOND CAL			41	47	-6	-12.77	.02	.03
CALERA PIN NOIR			41	42	-1	-2.38	.02	.03
ANO VERDE S BRB			41	36	5	13.89	.02	.02
MARK WEST LUCIA			41	9	32	355.56	.02	.01
MOOBUZZ CAL			40	75	-35	-46.67	.02	.05
CARDWELL ESTATE			40	63	-23	-36.51	.02	.04
SOTER MNRL SPRN			40	29	11	37.93	.02	.02
THE DIVINING RD			40		40	100.00	.02	.00
ERATH ES DUNDEE			39	34	5	14.71	.02	.02

# NABCA CASE SALES ANALYSIS

## BY CLASS, TYPE, BRAND

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ALL STATES-1/1/17 - 03/31/17

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
SEAN MNR 4BR CC			38	72	-34	-47.22	.02	.04
PONZI WILLAMTTE			38	45	-7	-15.56	.02	.03
SEA SMOKE STHNG			38	26	12	46.15	.02	.02
GEYSER PEAK			38	17	21	123.53	.02	.01
BLACK MNTN HARO			37	42	-5	-11.90	.02	.03
TORII MOR WLMT			36	67	-31	-46.27	.02	.04
SOKOL BLSR DUND			36	38	-2	-5.26	.02	.02
SYCAMORE LANE			36	23	13	56.52	.02	.01
MONTEREY CHALNE			35	52	-17	-32.69	.02	.03
CRISTOM JEFF CV			35	29	6	20.69	.02	.02
TWO MESSENGERS			35	10	25	250.00	.02	.01
SEAN MINOR CRNR			34	109	-75	-68.81	.02	.07
LUCKY STAR CAL			34	51	-17	-33.33	.02	.03
BERNARDUS SOBER			34		34	100.00	.02	.00
DAVID STONE			33	59	-26	-44.07	.02	.04
BLK STALLION LC			33	48	-15	-31.25	.02	.03
PARAISO S LUCIA			33	33		.00	.02	.02
SINSKEY LOS CRN			33	21	12	57.14	.02	.01
AU CONTRAIRE			32	44	-12	-27.27	.02	.03
R STMLER SONMA			32	35	-3	-8.57	.02	.02
DOM SERENE EVEN			31	61	-30	-49.18	.02	.04
BAILEYANA GFC			31	30	1	3.33	.02	.02
OWEN ROE SHCRPR			31	28	3	10.71	.02	.02
SIDURI WLLAMTTE			31	4	27	675.00	.02	.00
HEAD HIGH			31		31	100.00	.02	.00
STEELE CARNEROS			30	61	-31	-50.82	.02	.04
MONTINORE			30	54	-24	-44.44	.02	.03
PHELPS VINEYARD			30	29	1	3.45	.02	.02
HANGTIME SNT MR			30	17	13	76.47	.02	.01
HENRY BRL SELCT			30	15	15	100.00	.02	.01
ALIAS CAL			30	5	25	500.00	.02	.00
JEZEBEL			30		30	100.00	.02	.00
SAINTSBRY STNLY			30		30	100.00	.02	.00
HKG NORTH BRIDG			30		30	100.00	.02	.00
PATZ & HALL SC			29	47	-18	-38.30	.02	.03
DON AND SON SNM			29	8	21	262.50	.02	.00
LIVINGSTON CLLR			28	46	-18	-39.13	.02	.03
ALEXANDER VLY			28	7	21	300.00	.02	.00
GUENOC CAL			27	28	-1	-3.57	.02	.02
HENRY OREGON			27	22	5	22.73	.02	.01
WALT BLUEJAY			27	12	15	125.00	.02	.01
THOMAS HENRY			27	5	22	440.00	.02	.00
ALEXANA WILLMTE			26	18	8	44.44	.02	.01
ANTHONY&DMNC NV			26	17	9	52.94	.02	.01
OPP WILLMTE VLY			26	7	19	271.43	.02	.00
SAMARA SR HILL			26	1	25	2500.00	.02	.00
UNEARTHED CALI			26		26	100.00	.02	.00
CARTA NOVA MNTR			26		26	100.00	.02	.00
THE PATH CAL			25	56	-31	-55.36	.02	.03
GIRASOLE			25	49	-24	-48.98	.02	.03
VINUM CELLARS			25	38	-13	-34.21	.02	.02
AUBICHON			25	36	-11	-30.56	.02	.02
GRAYSON CLLR CC			24	74	-50	-67.57	.01	.04
WILLAMETTE EST			24	46	-22	-47.83	.01	.03
MIGRATION RRV			24	38	-14	-36.84	.01	.02
BETWEEN THE VINE			24	33	-9	-27.27	.01	.02
LOVE OREGON			24	22	2	9.09	.01	.01
VALLEY OF MOON			24	20	4	20.00	.01	.01
SANFORD FNTN HL			24	4	20	500.00	.01	.00
WILD HRS UNB SB			24	2	22	1100.00	.01	.00
SOLENA DANIELLE			24		24	100.00	.01	.00
SILVER PALM N C			24		24	100.00	.01	.00
LIBERTE			23	51	-28	-54.90	.01	.03
AMERICAN THREAD			23		23	100.00	.01	.00
LORING MATEO SR			23		23	100.00	.01	.00
LANDMRK OVR SNM			22	21	1	4.76	.01	.01
TRUCHARD			22	19	3	15.79	.01	.01
FORMATION MNTRY			22	6	16	266.67	.01	.00
PALI SUMMIT STN			22		22	100.00	.01	.00
ZEPALTAS RRV			22		22	100.00	.01	.00
WRIGHT K WLLMTT			21	49	-28	-57.14	.01	.03
MAYSARA JAMSHED			21	38	-17	-44.74	.01	.02
HOWLING MOON NC			21	34	-13	-38.24	.01	.02
SALMON CREEK			21	26	-5	-19.23	.01	.02
PAUL HOBBS CRSS			21	26	-5	-19.23	.01	.02
FOLIE A DEUX SN			21	17	4	23.53	.01	.01
ARGYLE WLMT RES			21	14	7	50.00	.01	.01
LA CRMA CLD CST			21	13	8	61.54	.01	.01
LANDMRK OVR OBS			21	12	9	75.00	.01	.01
SANTA BAR CRSNG			21	7	14	200.00	.01	.00
EOLA HILLS			21	5	16	320.00	.01	.00
MELVILLE S RITA			21	4	17	425.00	.01	.00
WENTE RELIZ CRK			21	4	17	425.00	.01	.00
HESS SELECT CC			20	22	-2	-9.09	.01	.01
KDL-JKSN GR RSV			20	15	5	33.33	.01	.01
WELLSLEY FARMS			20		20	100.00	.01	.00
TRDR JOE RSV 33			20		20	100.00	.01	.00
ASTI CLR NO 8			19	33	-14	-42.42	.01	.02
ARCH SMT PRM CV			19	17	2	11.76	.01	.01
ALCHEMIST			19	6	13	216.67	.01	.00
VAN DUZER WLLM			19	4	15	375.00	.01	.00
POINT NORTH OR			19	3	16	533.33	.01	.00
KIRKLAND SIG RR			19		19	100.00	.01	.00

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ALL STATES-1/1/17 - 03/31/17

PAGE 30

CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
LIGHT HORSE			18	91	-73	-80.22	.01	.06
PDRNCLLI PIN NR			18	30	-12	-40.00	.01	.02
SIVAS SONOMA			18	26	-8	-30.77	.01	.02
KENWOOD YULUPA			18	25	-7	-28.00	.01	.02
CAPIAUX CHIMERA			18	19	-1	-5.26	.01	.01
ALEXANA REVANA			18	18		.00	.01	.01
TALLEY ESTATE			18	17	1	5.88	.01	.01
LEFT COAST			18	15	3	20.00	.01	.01
GRAN MORAINÉ YC			18	1	17	1700.00	.01	.00
AU B CLMT BAUGE			18	1	17	1700.00	.01	.00
CAKEBREAD NAPA			17	26	-9	-34.62	.01	.02
ROUTE 152 CAL			17	22	-5	-22.73	.01	.01
REX HILL WLLMTE			17	17		.00	.01	.01
CA' MOM NAPA			17	7	10	142.86	.01	.00
COTILLION SNOMA			17	5	12	240.00	.01	.00
MARC CELLARS			17	5	12	240.00	.01	.00
TWOMEY RSSN RVR			17	4	13	325.00	.01	.00
SONOMA COAST			17		17	100.00	.01	.00
PLANET			17		17	100.00	.01	.00
L. JENKINS CAL			17		17	100.00	.01	.00
MARK WEST RS RV			16	44	-28	-63.64	.01	.03
W H SMITH S CST			16	32	-16	-50.00	.01	.02
D BRUCE R RIVER			16	27	-11	-40.74	.01	.02
BILTMORE			16	20	-4	-20.00	.01	.01
COLEMAN CHRY CV			16	18	-2	-11.11	.01	.01
LEMELSON THEA'S			16	13	3	23.08	.01	.01
CANVAS CALIF			16	10	6	60.00	.01	.01
ADELSHM ELZBETH			16	10	6	60.00	.01	.01
BROOKS WILLAMTE			16	3	13	433.33	.01	.00
STEELE SANGCOMA			16		16	100.00	.01	.00
SILVER RIDGE CA			15	49	-34	-69.39	.01	.03
BLUEBIRD			15	33	-18	-54.55	.01	.02
EYRIE YAMHILL			15	23	-8	-34.78	.01	.01
HAHN NICKY KEG			15	21	-6	-28.57	.01	.01
CARETAKER			15	14	1	7.14	.01	.01
BROOKS RUNAWAY			15	4	11	275.00	.01	.00
CYCLE GLADTR CC			15		15	100.00	.01	.00
SAXON BRW GL HS			15		15	100.00	.01	.00
CARN CRK FLEUR			14	21	-7	-33.33	.01	.01
MERRIAM RSN RVR			14	17	-3	-17.65	.01	.01
FARRELL RRV SEL			14	17	-3	-17.65	.01	.01
BEAUX FRERES WM			14	15	-1	-6.67	.01	.01
WINDRACER AN VL			14	12	2	16.67	.01	.01
BLACK RIDGE CAL			14	8	6	75.00	.01	.00
SILVER PALM CC			14		14	100.00	.01	.00
SIDURI SONOMA			13	125	-112	-89.60	.01	.08
DIORA PET GRACE			13	19	-6	-31.58	.01	.01
LANGE RSRV WLMT			13	16	-3	-18.75	.01	.01
ROCO WLLMTE VLY			13	15	-2	-13.33	.01	.01
FESS PARKER			13	14	-1	-7.14	.01	.01
DAVIS BYNUM J V			13	11	2	18.18	.01	.01
JIGSAW PINOT NR			13	7	6	85.71	.01	.00
FOXEN SEBASTIANO			13	6	7	116.67	.01	.00
BEAUX FRS RIBON			13	4	9	225.00	.01	.00
KRUTZ FAM MAGNL			13		13	100.00	.01	.00
PHELPS FREESTNE			12	34	-22	-64.71	.01	.02
AU BON CLIMAT			12	27	-15	-55.56	.01	.02
10 SPAN SNT BRB			12	20	-8	-40.00	.01	.01
NAPA CELLARS NV			12	18	-6	-33.33	.01	.01
REDWOOD VYD CAL			12	15	-3	-20.00	.01	.01
ARGYLE RESERVE			12	13	-1	-7.69	.01	.01
TRDR JOE PET RS			12	10	2	20.00	.01	.01
TALBOTT SLP HLW			12	8	4	50.00	.01	.00
FAILLA SONOMA			12	7	5	71.43	.01	.00
CHAMISAL STNLSS			12	5	7	140.00	.01	.00
BALLETTO RRV			12	4	8	200.00	.01	.00
FERARI-CRNO AND			12	3	9	300.00	.01	.00
TRISAETUM EST			12		12	100.00	.01	.00
WINE CUBE CALIF			12		12	100.00	.01	.00
MUMBO JUMBO CAL			12		12	100.00	.01	.00
GREEN FIN CAL			11	59	-48	-81.36	.01	.04
SHOOTING STR CA			11	18	-7	-38.89	.01	.01
R STEMMLER NGNT			11	14	-3	-21.43	.01	.01
SEA SMOKE TEN			11	12	-1	-8.33	.01	.01
SIDURI S R H			11	10	1	10.00	.01	.01
SANFORD FL CMPO			11	9	2	22.22	.01	.01
PEBBLE LANE MNT			11	8	3	37.50	.01	.00
ZD CARNEROS			11	6	5	83.33	.01	.00
STONEWOOD			11	1	10	1000.00	.01	.00
CARTA NOVA			11		11	100.00	.01	.00
COPAN ENSMB PNR			11		11	100.00	.01	.00
NIELSON BYRON			11		11	100.00	.01	.00
DAVIS BYNUM B V			11		11	100.00	.01	.00
LORING CLS PEPE			11		11	100.00	.01	.00
PULL EIGHTY			11		11	100.00	.01	.00
SCHUG CARNEROS			10	227	-217	-95.59	.01	.14
CHICKADEE CAL			10	35	-25	-71.43	.01	.02
FESS PARKER ASH			10	32	-22	-68.75	.01	.02
SELBY			10	20	-10	-50.00	.01	.01
KISTLER RSSN RVR			10	18	-8	-44.44	.01	.01
ROCHIOLI RRV			10	16	-6	-37.50	.01	.01
THE CALLING RRV			10	16	-6	-37.50	.01	.01
SKETCHBOOK MEND			10	14	-4	-28.57	.01	.01

# NABCA CASE SALES ANALYSIS

## BY CLASS, TYPE, BRAND

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

ALL STATES-1/1/17 - 03/31/17

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
FOLEY SNTA MRIA			10	12	-2	-16.67	.01	.01
D BRUCE ESTATE			10	12	-2	-16.67	.01	.01
LA CREMA CRNRS			10	12	-2	-16.67	.01	.01
90+CLR L75 RRV			10	10		.00	.01	.01
GALLO SIGNTR SR			10	10		.00	.01	.01
TALBOTT LGN S H			10	10		.00	.01	.01
CAKEBREAD ANDSN			10	6	4	66.67	.01	.00
PALI SNT BAR CO			10	5	5	100.00	.01	.00
LA CREMA ANDRSN			10	4	6	150.00	.01	.00
NINER EDNA VLLY			10	4	6	150.00	.01	.00
ELK COVE L BOHM			10	4	6	150.00	.01	.00
STEPHEN VINCENT			10	2	8	400.00	.01	.00
3 GIRLS LODI			10	1	9	900.00	.01	.00
LAURIER L CRNRS			10		10	100.00	.01	.00
PACIFIC PINOT			10		10	100.00	.01	.00
HENDRY NAPA			10		10	100.00	.01	.00
JOLETE CUVE SEL			10		10	100.00	.01	.00
CARNEROS HILLS			10		10	100.00	.01	.00
CHALONE ESTATE			10		10	100.00	.01	.00
BOEDECKER OREGN			10		10	100.00	.01	.00
BRANDBRG TRIPPR			10		10	100.00	.01	.00
MERRYVALE CRNRS			10		10	100.00	.01	.00
SKL BLSR EVOLTN			9	30	-21	-70.00	.01	.02
LULI			9	15	-7	-43.75	.01	.01
SHEA ESTATE			9	13	-4	-30.77	.01	.01
COPAIN TS ENSMB			9	12	-3	-25.00	.01	.01
MACPHAIL SONOMA			9	11	-2	-18.18	.01	.01
MONTEREY HEIGHT			9	7	2	28.57	.01	.00
CLINE EST GROWN			9	6	3	50.00	.01	.00
LOST ANGEL			9	5	4	80.00	.01	.00
LOCATIONS OR-4			9	3	6	200.00	.01	.00
BEAUX FRERES			9	3	6	200.00	.01	.00
HOLLORN STAFFRD			9		9	100.00	.01	.00
K VOLK S BENITO			9		9	100.00	.01	.00
LAZARRE CTRL CS			9		9	100.00	.01	.00
ILLAHE WLLAMTTE			9		9	100.00	.01	.00
PINO CELLARS OR			9		9	100.00	.01	.00
GRPSMTH & CRSHR			8	30	-22	-73.33	.00	.02
99 VINES			8	23	-15	-65.22	.00	.01
ERATH RSV PR HL			8	18	-10	-55.56	.00	.01
KRUTZ FAM AKINS			8	15	-7	-46.67	.00	.01
THE ATTACHE			8	11	-3	-27.27	.00	.01
BRYN MAWR WLLMT			8	11	-3	-27.27	.00	.01
MILE MARKER			8	10	-2	-20.00	.00	.01
CAMBRIDG&SUNSET			8	10	-2	-20.00	.00	.01
PAYOUT			8	9	-1	-11.11	.00	.01
JEKEL			8	8		.00	.00	.00
ELK COVE 5 MNTN			8	8		.00	.00	.00
RED TRUCK CAL			8	7	1	14.29	.00	.00
COOPER MNT RES			8	7	1	14.29	.00	.00
BOUCHNE W LNSDY			8	4	4	100.00	.00	.00
CALERA PN VILLR			8	3	5	166.67	.00	.00
PACIFIC REDWOOD			8	1	7	700.00	.00	.00
WALT LA BRISA			8	1	7	700.00	.00	.00
COHN BR SIL NC			8	1	8	100.00	.00	.00
DUXINARO			8		8	100.00	.00	.00
BERNARDUS			8		8	100.00	.00	.00
PANTHR CRK WLLM			8		8	100.00	.00	.00
SOKOL BLSR EST			8		8	100.00	.00	.00
THE HARRISON MF			8		8	100.00	.00	.00
FOUR GRACES			7	23	-16	-69.57	.00	.01
ARGYLE NUTHOUSE			7	21	-14	-66.67	.00	.01
CRDWELL EST CED			7	17	-10	-58.82	.00	.01
ENROUTE POMMIER			7	15	-8	-53.33	.00	.01
MERRY EDWRDS RR			7	14	-7	-50.00	.00	.01
ELK CVE M RCHMD			7	11	-4	-36.36	.00	.01
ANNABELLA CRNRS			7	9	-2	-22.22	.00	.01
HARTFD CT LANDS			7	9	-2	-22.22	.00	.01
TORII MOR DX VR			7	6	1	16.67	.00	.00
EMERITUS HLLBRG			7	5	2	40.00	.00	.00
WRIGHT K FREEDM			7	4	3	75.00	.00	.00
BOEDECKER STWRT			7	4	3	75.00	.00	.00
ANNE AMIE 12OAK			7	1	6	600.00	.00	.00
P OUI WILLIAMTE			7		7	100.00	.00	.00
ERATH RSPLNDENT			7		7	100.00	.00	.00
SOLA			7		7	100.00	.00	.00
CHALONE VINEYRD			7		7	100.00	.00	.00
OUTLIER SNT BRB			7		7	100.00	.00	.00
ANNE AMIE 2ESTS			7		7	100.00	.00	.00
ALDERBROOK RR			6	47	-41	-87.23	.00	.03
B2 EUGENE WLLMT			6	18	-12	-66.67	.00	.01
CHERRY PIE STAN			6	17	-11	-64.71	.00	.01
J LOHR FOG RCH			6	15	-9	-60.00	.00	.01
IRIS			6	14	-8	-57.14	.00	.01
ROSSI WALLCE NP			6	13	-7	-53.85	.00	.01
CARDWEL EST O V			6	12	-6	-50.00	.00	.01
FARRELL RSSN RV			6	8	-2	-25.00	.00	.00
MATRIX RRV			6	8	-2	-25.00	.00	.00
J CALIF			6	7	-1	-14.29	.00	.00
ROCKBROOK CAL			6	5	1	20.00	.00	.00
DUTTN GLDFD RCH			6	4	2	50.00	.00	.00
RAYMOND HLL CAL			6	4	2	50.00	.00	.00
LONGORIA CIEGA			6	3	3	100.00	.00	.00

# NABCA CASE SALES ANALYSIS

## BY CLASS, TYPE, BRAND

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

ALL STATES-1/1/17 - 03/31/17

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
SIDURI JOHN SEB			6		6	100.00	.00	.00
KDL-JKSN ANDRSN			6		6	100.00	.00	.00
ERMSCH ERENDRIA			6		6	100.00	.00	.00
MONTICELLO EST			5	14	-9	-64.29	.00	.01
CAMELOT CALFRNA			5	12	-7	-58.33	.00	.01
CH S JEAN S CST			5	11	-6	-54.55	.00	.01
DAVID HILL			5	7	-2	-28.57	.00	.00
CRISTOM RESERVE			5	7	-2	-28.57	.00	.00
MELVILLE ESTATE			5	6	-1	-16.67	.00	.00
CRISTOM EILEEN			5	6	-1	-16.67	.00	.00
UNITY ANDRSN VL			5	5		.00	.00	.00
WRITERS BLOCK			5	5		.00	.00	.00
FDDLHD SEVEN 28			5	5		.00	.00	.00
FRONT PORCH			5	5		.00	.00	.00
WRIGHT CARTER			4	4	1	25.00	.00	.00
PICAYUNE SONOMA			4	4	1	25.00	.00	.00
BV CARNEROS			5	3	2	66.67	.00	.00
TRELLIS			5	2	3	150.00	.00	.00
APOLLONI L CUVE			5	1	4	400.00	.00	.00
SIDURI SNTA LCA			5	1	4	400.00	.00	.00
QUAIL CREEK CAL			5	1	4	400.00	.00	.00
CANON 13 SNT LC			5		1	100.00	.00	.00
NAPA N.A.P. A NV			5		1	100.00	.00	.00
LA FOLLETTE VDK			5		1	100.00	.00	.00
ANNE AMIE WNMKR			5		1	100.00	.00	.00
LAIRD GHST RNCH			5		1	100.00	.00	.00
FOXEN SANTA RTA			5		1	100.00	.00	.00
CHERRY TART BS			5		1	100.00	.00	.00
BROOKS JANUS			5		1	100.00	.00	.00
KENNETH VOLK			5		1	100.00	.00	.00
JACK HENRY RRV			4	301	-297	-98.67	.00	.18
DUBAKELLA TRNTY			4	42	-38	-90.48	.00	.03
AUBICHON RESERVE			4	22	-18	-81.82	.00	.01
LAFOND SNTA RTA			4	14	-10	-71.43	.00	.01
LIBERATED MNTRY			4	13	-9	-69.23	.00	.01
ROESSLER RD BRD			4	13	-9	-69.23	.00	.01
PALI ALPHABETS			4	11	-7	-63.64	.00	.01
CHRISTOPHR AMIT			4	10	-6	-60.00	.00	.01
MERRY EDWRDS SC			4	9	-5	-55.56	.00	.01
BENTON-LANE F C			4	8	-4	-50.00	.00	.00
FREY			4	7	-3	-42.86	.00	.00
STUART VIGNETTE			4	7	-3	-42.86	.00	.00
CEDAR BROOK CAL			4	7	-3	-42.86	.00	.00
PATZ & HLL CHWN			4	6	-2	-33.33	.00	.00
FOLK MACHINE CC			4	5	-1	-20.00	.00	.00
CHEHALM RION RS			4	5	-1	-20.00	.00	.00
COMMUNION			4	5	-1	-20.00	.00	.00
SNAP DRAGON CAL			4	5	-1	-20.00	.00	.00
CALERA JENSEN			4	5	-1	-20.00	.00	.00
PAUL HOBBS RRV			4	4		.00	.00	.00
PURPLE HANDS			4	4		.00	.00	.00
SIDURI SONATERA			4	4		.00	.00	.00
SIDURI ROSELLA			4	4		.00	.00	.00
CRISTOM JESSIE			4	4		.00	.00	.00
PAINTED GATE SC			4	4		.00	.00	.00
HARTFD CT V SIS			4	4		.00	.00	.00
CHEHALM STOLLER			4	3	1	33.33	.00	.00
MONTINORE BLCK7			4	3	1	33.33	.00	.00
FREESTONE SNMA			4	3	1	33.33	.00	.00
TESTRSSA PLAZZO			4	3	1	33.33	.00	.00
PAUL HBBS LNSDY			4	3	1	33.33	.00	.00
SIDURI CLS PEPE			4	3	1	33.33	.00	.00
GNDLCH BND SNMA			4	2	2	100.00	.00	.00
L'OLIVETO R/RVR			4	2	2	100.00	.00	.00
CHAMP DE REVES			4	2	2	100.00	.00	.00
FRANK FAM VY NP			4	2	2	100.00	.00	.00
DONUM CNRS EST			4	2	2	100.00	.00	.00
FREEMAN SNM CST			4	2	2	100.00	.00	.00
ST. INNOCNT CVE			4	1	3	300.00	.00	.00
WRIGHT K SHEA			4	1	3	300.00	.00	.00
TALLEY RINCON			4	1	3	300.00	.00	.00
PETER PAUL RRV			4	1	3	300.00	.00	.00
ELIZABETH C CVE			4		4	100.00	.00	.00
BEAUX FRERES BF			4		4	100.00	.00	.00
TALLEY ROSEMARY			4		4	100.00	.00	.00
CHECKERED LILY			4		4	100.00	.00	.00
MERRY EDW OLIVT			4		4	100.00	.00	.00
STUART LOVE OR			4		4	100.00	.00	.00
SANHI STA RITA			4		4	100.00	.00	.00
J. WILKES SMV			4		4	100.00	.00	.00
IRON HORSE EST			4		4	100.00	.00	.00
90+CLLRS LOT137			4		4	100.00	.00	.00
CASTLE RCK CRNS			4		4	100.00	.00	.00
SARAPO TERSA RS			4		4	100.00	.00	.00
REPLICA EMBELSH			4		4	100.00	.00	.00
CROSS SPG COLSA			4		4	100.00	.00	.00
BYRON NIELSON			4		4	100.00	.00	.00
LIBERTY SCHL CC			3	3742	-3739	-99.92	.00	2.27
JOLETE			3	24	-21	-87.50	.00	.01
BELCREME DE LYS			3	22	-19	-86.36	.00	.01
FOODIES CAL			3	20	-17	-85.00	.00	.01
GLORIA F ETSIAN			3	18	-15	-83.33	.00	.01
HANGTIME PN CAL			3	11	-8	-72.73	.00	.01

# NABCA CASE SALES ANALYSIS

## BY CLASS, TYPE, BRAND

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

ALL STATES-1/1/17 - 03/31/17

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
JOVINO			3	9	-6	-66.67	.00	.01
DE LOACH			3	9	-6	-66.67	.00	.01
RED CAR SONOMA			3	9	-6	-66.67	.00	.01
TESTRSA HIGLND			3	7	-4	-57.14	.00	.00
FOXEN BLOCK 43			3	7	-4	-57.14	.00	.00
LOLA NORTH COST			3	7	-4	-57.14	.00	.00
TWOMEY AND VLY			3	7	-4	-57.14	.00	.00
SIDURI CHEHALEM			3	6	-3	-50.00	.00	.00
CALERA RYAN			3	5	-2	-40.00	.00	.00
ZEPLTAS SNMA CS			3	5	-2	-40.00	.00	.00
BAILEYANA			3	5	-2	-40.00	.00	.00
PATZ & HLL HYDE			3	4	-1	-25.00	.00	.00
ELK COVE CL CRT			3	4	-1	-25.00	.00	.00
LORING ROSELLAS			3	4	-1	-25.00	.00	.00
FORE FAM CARNRS			3	4	-1	-25.00	.00	.00
COLENE CLMN MRG			3	4	-1	-25.00	.00	.00
CADEAU COTE EST			3	4	-1	-25.00	.00	.00
DAVIS BYNUM R R			3	4	-1	-25.00	.00	.00
LANGE 3 HILL CV			3	3		.00	.00	.00
CHEHALM RBN RDG			3	3		.00	.00	.00
BETHL HTS EST G			3	3		.00	.00	.00
CRISTOM LOUISE			3	3		.00	.00	.00
JAYSON SNMA CST			3	3		.00	.00	.00
LORING GARYS			3	3		.00	.00	.00
WINDRACER RRV			3	3		.00	.00	.00
LORING KEEFER R			3	3		.00	.00	.00
DOBBES GR ASSMB			3	2	1	50.00	.00	.00
SILVER THREAD			3	2	1	50.00	.00	.00
A. RICH PRELUDE			3	2	1	50.00	.00	.00
CAMBRIA CLONE			3	2	1	50.00	.00	.00
BUBO CAL			3	2	1	50.00	.00	.00
SINSKEY VN GRIS			3	1	2	200.00	.00	.00
RED HAWK WLLMTT			3	1	2	200.00	.00	.00
D BRUCE SON CTY			3	1	2	200.00	.00	.00
VOILA CELLARS			3	1	2	200.00	.00	.00
FORIS ROGUE VLY			3	1	2	200.00	.00	.00
ST INOCNT ZENTH			3	1	2	200.00	.00	.00
CITATION			3	1	2	200.00	.00	.00
FDG HEAD MONTRY			3	3	3	100.00	.00	.00
BEAUX FRIS TERRC			3	3	3	100.00	.00	.00
CADEAU RED LABL			3	3	3	100.00	.00	.00
CULTIVATE CAL			3	3	3	100.00	.00	.00
BOEDECKER ATHNA			3	3	3	100.00	.00	.00
MARTNLLI BONDI			3	3	3	100.00	.00	.00
BLACK KITE REST			3	3	3	100.00	.00	.00
DAVIES VNYD			3	3	3	100.00	.00	.00
K WRIGHT BRYCE			3	3	3	100.00	.00	.00
TRISAETUM RIBBN			3	3	3	100.00	.00	.00
CHEHALM RDGCRST			3	3	3	100.00	.00	.00
CADEAU ROCHEUX			3	3	3	100.00	.00	.00
WIND GAP SONOMA			3	3	3	100.00	.00	.00
RBT STMMLR CRNS			3	3	3	100.00	.00	.00
SEVEN DGHTR CAN			3	3	3	100.00	.00	.00
BCHNE TERRACES			3	3	3	100.00	.00	.00
WRIGHT K CANARY			3	3	3	100.00	.00	.00
HANSEL N SLOPE			3	3	3	100.00	.00	.00
CORYPHEE RRV			3	3	3	100.00	.00	.00
GEHRCKE RSN RVR			3	3	3	100.00	.00	.00
STANGELAND			3	3	3	100.00	.00	.00
GAVILAN CHALONE			2	903	-901	-99.78	.00	.55
CARNELIAN SLH			2	327	-325	-99.39	.00	.20
SKINNYGIRL CAL			2	22	-20	-90.91	.00	.01
HIDDEN CRUSH CC			2	16	-14	-87.50	.00	.01
LENNE YAMHILL			2	14	-12	-85.71	.00	.01
CARDWELL H PMRD			2	12	-10	-83.33	.00	.01
CHALK HILL			2	12	-10	-83.33	.00	.01
VALDEZ ULISES			2	8	-6	-75.00	.00	.00
DUMOL RSSN RVR			2	8	-6	-75.00	.00	.00
LORING ST BARB			2	8	-6	-75.00	.00	.00
CARDWELL EST RS			2	7	-5	-71.43	.00	.00
ONE HOPE CALF			2	7	-5	-71.43	.00	.00
C KRUG CRN-NAPA			2	6	-4	-66.67	.00	.00
FLOWERS SEA VW			2	6	-4	-66.67	.00	.00
STEELE SNTA BRB			2	5	-3	-60.00	.00	.00
BENZIGER SONOMA			2	5	-3	-60.00	.00	.00
UPPER EDEN SLH			2	4	-2	-50.00	.00	.00
FOGARTY			2	4	-2	-50.00	.00	.00
BREAKWATER VYDS			2	4	-2	-50.00	.00	.00
BETHL HTS AEOLN			2	4	-2	-50.00	.00	.00
MARK WEST C KEG			2	4	-2	-50.00	.00	.00
DREWS BLEND			2	3	-1	-33.33	.00	.00
SPENCER ELIZBTH			2	3	-1	-33.33	.00	.00
HARTFORD CT FOG			2	3	-1	-33.33	.00	.00
SIDURI KEEFER			2	3	-1	-33.33	.00	.00
PLEASURES CAL			2	3	-1	-33.33	.00	.00
STEPPING STONE			2	2		.00	.00	.00
KING EST DOMANE			2	2		.00	.00	.00
KNDL-JKSN SP SL			2	2		.00	.00	.00
MGGY HWK HWKSTR			2	2		.00	.00	.00
HAND PRINT CAL			2	2		.00	.00	.00
KOSTA BRWN SONM			2	2		.00	.00	.00
FRITZ RUSSN RVR			2	2		.00	.00	.00
DUMOL RYAN			2	1	1	100.00	.00	.00

# NABCA CASE SALES ANALYSIS

## BY CLASS, TYPE, BRAND

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

ALL STATES-1/1/17 - 03/31/17

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
REX HLL JCB HRT			2	1	1	100.00	.00	.00
KOSTA BRWN RRV			2	1	1	100.00	.00	.00
WRIGHT K BONNIE			2	1	1	100.00	.00	.00
YAMHILL ESTATE			2	1	1	100.00	.00	.00
LEA SANTA RITA			2	1	1	100.00	.00	.00
DOBBES FMLY EST			2	1	1	100.00	.00	.00
SONOMA-LOEB DTN			2	1	1	100.00	.00	.00
DUTTN GLDFD GRN			2	1	1	100.00	.00	.00
BATTLE CRK UNCD			2	2	2	100.00	.00	.00
SILVER PALM CAL			2	2	2	100.00	.00	.00
ONE HOPE EDNA V			2	2	2	100.00	.00	.00
KING EST BACKBN			2	2	2	100.00	.00	.00
R2 DAY RANCH CA			2	2	2	100.00	.00	.00
OCTAVIA			2	2	2	100.00	.00	.00
HARTFORD MCLEAN			2	2	2	100.00	.00	.00
WRIGHT K MCCRNE			2	2	2	100.00	.00	.00
YAMHILL RESERVE			2	2	2	100.00	.00	.00
HINMAN VINEYARD			2	2	2	100.00	.00	.00
MONTINORE PARSN			2	2	2	100.00	.00	.00
DARCIE KENT			2	2	2	100.00	.00	.00
CRESPI RNCH ARR			2	2	2	100.00	.00	.00
STEELE CYN NAPA			2	2	2	100.00	.00	.00
BRCK & MRTR NPA			2	2	2	100.00	.00	.00
JRV REATA			2	2	2	100.00	.00	.00
ADELSHM DEGLACE			2	2	2	100.00	.00	.00
CADEAU DIVERSTE			2	2	2	100.00	.00	.00
MACMURRAY CC KG			2	2	2	100.00	.00	.00
PATZ & HLL GAPS			2	2	2	100.00	.00	.00
ELK CV GOODRICH			2	2	2	100.00	.00	.00
LUCIENNE LOAN			2	2	2	100.00	.00	.00
THREE STKS SNMA			2	2	2	100.00	.00	.00
LATTANZIO RRV			2	2	2	100.00	.00	.00
TORII MOR DUNDE			2	2	2	100.00	.00	.00
BOEDECKER CRLTN			2	2	2	100.00	.00	.00
PATZ & HLL JNKN			2	2	2	100.00	.00	.00
VINUM CLLRS KEG			2	2	2	100.00	.00	.00
ANDOVER EST ARY			2	2	2	100.00	.00	.00
CHMP REVE MELLR			2	2	2	100.00	.00	.00
LORING SIER MAR			2	2	2	100.00	.00	.00
WRIGHT K GDLUPE			2	2	2	100.00	.00	.00
REX HILL CAL			2		2	100.00	.00	.00
FORT ROSS SONMA			1	39	-38	-97.44	.00	.02
24 KNOTS			1	25	-24	-96.00	.00	.02
MAGNOLIA COURT			1	21	-20	-95.24	.00	.01
ANGELA CLAWSON			1	17	-16	-94.12	.00	.01
MONTOYA			1	15	-14	-93.33	.00	.01
FADEAWAY			1	10	-9	-90.00	.00	.01
STERLING CRNROS			1	9	-8	-88.89	.00	.01
SANTA BARBARA			1	8	-7	-87.50	.00	.00
CRESPI RNCH RRV			1	8	-7	-87.50	.00	.00
TOUCHE WLMT VLY			1	7	-6	-85.71	.00	.00
ERATH EV LELAND			1	7	-6	-85.71	.00	.00
LOLA RUSS RIVER			1	7	-6	-85.71	.00	.00
BLISS			1	6	-5	-83.33	.00	.00
COASTAL RDG CAL			1	6	-5	-83.33	.00	.00
TANNHILL HERMIT			1	5	-4	-80.00	.00	.00
MOSHIN RUS RIVR			1	5	-4	-80.00	.00	.00
DE LOACH RS RVR			1	5	-4	-80.00	.00	.00
WILD RIDGE SNMA			1	4	-3	-75.00	.00	.00
ROW ELEVEN VNAS			1	4	-3	-75.00	.00	.00
BERGSTRM RES			1	4	-3	-75.00	.00	.00
COLENE WLM VLLY			1	4	-3	-75.00	.00	.00
MAYSARA 3 DEGRS			1	4	-3	-75.00	.00	.00
LAETITA EST AGV			1	4	-3	-75.00	.00	.00
LEFT COAST LATD			1	4	-3	-75.00	.00	.00
WILLIAM HATCHER			1	4	-3	-75.00	.00	.00
SOJOURN SONOMA			1	3	-2	-66.67	.00	.00
HTCH PST HMETWN			1	3	-2	-66.67	.00	.00
GRAVELLY FORD			1	3	-2	-66.67	.00	.00
STOLLER DUN HLL			1	3	-2	-66.67	.00	.00
STOLLER RESERVE			1	3	-2	-66.67	.00	.00
90+CLR L28 WLLM			1	3	-2	-66.67	.00	.00
MORGAN DOUBLE L			1	3	-2	-66.67	.00	.00
BRACK MT BENCH			1	3	-2	-66.67	.00	.00
KENNETH VOLK SM			1	3	-2	-66.67	.00	.00
SINSKEY ARIES			1	3	-2	-66.67	.00	.00
SILVER PEAK CAR			1	3	-2	-66.67	.00	.00
SIDURI ST LUCIA			1	2	-1	-50.00	.00	.00
CRISTOM MARJORI			1	2	-1	-50.00	.00	.00
ANGELA ABBOTTS			1	2	-1	-50.00	.00	.00
ANTHILL FRM TMV			1	2	-1	-50.00	.00	.00
LANGETWINS			1	2	-1	-50.00	.00	.00
EASTSDE NEIGHBR			1	2	-1	-50.00	.00	.00
JK JUST KIDDING			1	2	-1	-50.00	.00	.00
VWC EOLA AM HLL			1	2	-1	-50.00	.00	.00
FOLEY SR HILLS			1	2	-1	-50.00	.00	.00
WINDY BAY OREGN			1	2	-1	-50.00	.00	.00
FIREFLY RDGE CC			1	2	-1	-50.00	.00	.00
GOLDENEYE 10 DG			1	2	-1	-50.00	.00	.00
CLOUDVEIL ORGN			1	1		.00	.00	.00
OWEN ROE KILLMR			1	1		.00	.00	.00
MARTIN RAY RRV			1	1		.00	.00	.00
WILLKNZIE LEON			1	1		.00	.00	.00

# NABCA CASE SALES ANALYSIS

## BY CLASS, TYPE, BRAND

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

ALL STATES-1/1/17 - 03/31/17

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
DONUM EST RRV			1	1		.00	.00	.00
MONTPELLIER CAL			1	1		.00	.00	.00
WRIGHT K SAVOYA			1	1		.00	.00	.00
LUCIENNE SMITH			1	1		.00	.00	.00
ROW ELEVEN RRV			1	1		.00	.00	.00
MERRY EDW KLOPP			1	1		.00	.00	.00
KDL-JKSN OUTLND			1	1		.00	.00	.00
LAIRD PHNTM RNC			1	1		.00	.00	.00
LONG BARN CALI			1	1		.00	.00	.00
PENNER-ASH EST			1	1		.00	.00	.00
CLIFTON RITA HL			1	1		.00	.00	.00
ACACIA WNRY LKE			1	1		.00	.00	.00
A BEVAN CNTRL C			1	1		.00	.00	.00
LA FOLLETTE NC			1	1	1	100.00	.00	.00
HEAVYWEIGHT CAL			1	1	1	100.00	.00	.00
ROESSLER BOGEY			1	1	1	100.00	.00	.00
WILL&SELYM FOSS			1	1	1	100.00	.00	.00
BRIDGEVW B MOON			1	1	1	100.00	.00	.00
WILL&SELYM RRV			1	1	1	100.00	.00	.00
SIDURI PARSONS			1	1	1	100.00	.00	.00
JACK BARRETT			1	1	1	100.00	.00	.00
MARIMAR TORRES			1	1	1	100.00	.00	.00
GRACE BRDGE CAL			1	1	1	100.00	.00	.00
BRUTOCAD ANDRSN			1	1	1	100.00	.00	.00
CHERRY BOMB RRV			1	1	1	100.00	.00	.00
TOAD HOLLOW RSV			1	1	1	100.00	.00	.00
CLIFF LEDE FEL			1	1	1	100.00	.00	.00
GARNET MNTRY KG			1	1	1	100.00	.00	.00
RESONANCE WLLMT			1	1	1	100.00	.00	.00
90+CLRS LOT-106			1	1	1	100.00	.00	.00
VARNER L ALAMOS			1	1	1	100.00	.00	.00
WLLMTTE TUALTN			1	1	1	100.00	.00	.00
DE LOACH ESTATE			1	1	1	100.00	.00	.00
CADEAU EQUINOXE			1	1	1	100.00	.00	.00
NEYERS PLACIDA			1	1	1	100.00	.00	.00
HARTFD CT MARIN			1	1	1	100.00	.00	.00
BATTLE CREEK RS			1	1	1	100.00	.00	.00
ADELSHM BRYN CK			1	1	1	100.00	.00	.00
ZENA CRWN SLOPE			1	1	1	100.00	.00	.00
BEAUX FRS COUSN			1	1	1	100.00	.00	.00
MONTINORE EST			1	1	1	100.00	.00	.00
32 WND5 MAESTRO			1	1	1	100.00	.00	.00
HEADSNPPR N CST			1	1	1	100.00	.00	.00
TALLEY VINEYARD			1	1	1	100.00	.00	.00
BABCOCK ST RITA			1	1	1	100.00	.00	.00
GEHRCKE LOS CRN			1	1	1	100.00	.00	.00
MARK WEST WLLMT			1	1	1	100.00	.00	.00
BEAUX FRS GF PK			1	1	1	100.00	.00	.00
PAHLMAYER SNMA			1	1	1	100.00	.00	.00
BARRA			1	1	1	100.00	.00	.00
ECHELON			1	1	1	100.00	.00	.00
A TO Z ORGN KEG			1	1	1	100.00	.00	.00
CHAPTER 24 FLOD			1	1	1	100.00	.00	.00
MORGAN GARYS VN			1	1	1	100.00	.00	.00
ADELSHM BRKG GR			1	1	1	100.00	.00	.00
BIEN NACIDO SMV			1	1	1	100.00	.00	.00
DANCING COY KEG			1	1	1	100.00	.00	.00
WRIGHT K TANAGR			1	1	1	100.00	.00	.00
SHANE THE CHARM			1	1	1	100.00	.00	.00
SANFORD BRRL SL			1	1	1	100.00	.00	.00
SUSAN FIELDS SB			1	1	1	100.00	.00	.00
DE LOACH B 1950			1	1	1	100.00	.00	.00
AVERAEN WLM VLY			1	1	1	100.00	.00	.00
FESS PRKR B NAC			1	1	1	100.00	.00	.00
ST. INNOCNT VLLG			1	1	1	100.00	.00	.00
WALT SHEA VNYRD			1	1	1	100.00	.00	.00
ARCH SUMMT ARCS			1	1	1	100.00	.00	.00
STANGELAND EOLA			1	1	1	100.00	.00	.00
WLLMTTE ELTON			1	1	1	100.00	.00	.00
CONTOUR TRI-CO			1	1	1	100.00	.00	.00
ELOUAN RS ROUGE			1	1	1	100.00	.00	.00
PENCE RANCH EST			1	1	1	100.00	.00	.00
EYE CHART CAL			1	1	1	100.00	.00	.00
RESONANCE YM-CR			1	1	1	100.00	.00	.00
ELISABTH CHMBS			1	1	1	100.00	.00	.00
LEMELSON SIX			1	1	1	100.00	.00	.00
REATA			1	1	1	100.00	.00	.00
ZENA CROWN SUM			1	1	1	100.00	.00	.00
BAY LEAF				1411	-1411	-100.00	.00	.86
NACINA S LUCIA				377	-377	-100.00	.00	.23
MACMURRAY RANCH				224	-224	-100.00	.00	.14
DISTRICT 7				201	-201	-100.00	.00	.12
LINCOURT LINDSY				180	-180	-100.00	.00	.11
RVTZ CELLAR RRV				168	-168	-100.00	.00	.10
RVTZ CELLAR RSV				138	-138	-100.00	.00	.08
4 BEARS CARNERO				99	-99	-100.00	.00	.06
LEESE-FITCH CAL				85	-85	-100.00	.00	.05
PAINTED PONY				85	-85	-100.00	.00	.05
WILDEWOOD WV				61	-61	-100.00	.00	.04
MONTINORE WILLM				37	-37	-100.00	.00	.02
EMMA PEARL CAL				36	-36	-100.00	.00	.02
TRDR JOE 57 GR				30	-30	-100.00	.00	.02
GRANITE COAST				23	-23	-100.00	.00	.01

# NABCA CASE SALES ANALYSIS

## BY CLASS, TYPE, BRAND

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

ALL STATES-1/1/17 - 03/31/17

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
C CELLARS CAL					23	-23	-100.00	.00
EVENING LAND EV					21	-21	-100.00	.00
MEIOMI NOUV MOM					19	-19	-100.00	.00
AU B CLMT S BRB					19	-19	-100.00	.00
COELHO ATRACAO					19	-19	-100.00	.00
PALI WINSDR OAK					18	-18	-100.00	.00
SCHELL CREEK					18	-18	-100.00	.00
ESSER MONTEREY					16	-16	-100.00	.00
BLUE QUAIL PTTR					13	-13	-100.00	.00
BRIDLEWD SEL SL					13	-13	-100.00	.00
CHAMISAL ESTATE					12	-12	-100.00	.00
BRANDBERG BNCHLD					12	-12	-100.00	.00
D BRUCE ANDERSN					12	-12	-100.00	.00
SONOMA OAKS SNM					12	-12	-100.00	.00
SCRATCHPAD CC					11	-11	-100.00	.00
SUGAR MAGNOLIA					11	-11	-100.00	.00
NEWMAN OWN CAL					11	-11	-100.00	.00
FOSSIL POINT					11	-11	-100.00	.00
CASTLE ROCK C C					10	-10	-100.00	.00
BALLARD LANE CC					9	-9	-100.00	.00
CHATEAU BIANCA					8	-8	-100.00	.00
ROUTE 128 EAST					8	-8	-100.00	.00
JOEL GOTT SANTA					8	-8	-100.00	.00
THE TRACTOR GUY					8	-8	-100.00	.00
BONTERRA CALIF					8	-8	-100.00	.00
SPIRAL CLR NAPA					7	-7	-100.00	.00
MARKHAM					7	-7	-100.00	.00
DOMAINE CHANDON					7	-7	-100.00	.00
RANSOM SELCTION					6	-6	-100.00	.00
SCOTT FAMILY RR					6	-6	-100.00	.00
LINE 39 CALIF					5	-5	-100.00	.00
DETOUR PINOT NR					5	-5	-100.00	.00
CLS PGSE MTSUKO					5	-5	-100.00	.00
TOAD HOLLOW					5	-5	-100.00	.00
MARKSTONE CARNS					5	-5	-100.00	.00
HOOK&LADDER RRV					5	-5	-100.00	.00
CORNERSTONE WLM					4	-4	-100.00	.00
ARCH SUMMIT EST					4	-4	-100.00	.00
BRD & BTR MISSN					4	-4	-100.00	.00
LAMOREAUX LNDNG					4	-4	-100.00	.00
ROBIN K SONOMA					4	-4	-100.00	.00
ANNE AMIE CUV A					4	-4	-100.00	.00
KOSTA BRWN GAP					4	-4	-100.00	.00
FOGDOG SNMA CST					4	-4	-100.00	.00
HERON MONTEREY					4	-4	-100.00	.00
HARTFRD CT MCLN					4	-4	-100.00	.00
ARCHY SMT PR CV					4	-4	-100.00	.00
ARCHIVIST MNTRY					4	-4	-100.00	.00
CHRISTOPHER WV					3	-3	-100.00	.00
DOMAINE EDEN					3	-3	-100.00	.00
EXPRESSIONS 39					3	-3	-100.00	.00
WILLIAMS-SELYEM					3	-3	-100.00	.00
R MERLO ESTATE					3	-3	-100.00	.00
J NICOLE VYD RR					3	-3	-100.00	.00
WILLIAMS&SELYEM					3	-3	-100.00	.00
LORING STA RITA					3	-3	-100.00	.00
BEAR'S LAIR CAL					3	-3	-100.00	.00
SIDURI GARY					3	-3	-100.00	.00
VENTANA MONTREY					3	-3	-100.00	.00
JACKHAMMER					3	-3	-100.00	.00
ARGYLE SPRITHSE					3	-3	-100.00	.00
CUVAISON ERIS					2	-2	-100.00	.00
CALISTA CST RNG					2	-2	-100.00	.00
TROMBETTA GAPS					2	-2	-100.00	.00
Z'IVO FOALA-AMTY					2	-2	-100.00	.00
STEELE BN NACDD					2	-2	-100.00	.00
GEYSER PK PLUTO					2	-2	-100.00	.00
RAMSAY N COAST					2	-2	-100.00	.00
I'M OREGON					2	-2	-100.00	.00
CARPE DIEM ANDR					2	-2	-100.00	.00
MIRAGE ST LUCIA					2	-2	-100.00	.00
VME GR RSV NCDO					2	-2	-100.00	.00
PETER MICHAL MA					2	-2	-100.00	.00
COLENE CLMN ADR					2	-2	-100.00	.00
LORING GRAHAM F					2	-2	-100.00	.00
WALLACE BROOK					2	-2	-100.00	.00
VINUM FERUS WV					2	-2	-100.00	.00
MAGGY HAWK STMN					2	-2	-100.00	.00
PONZI RESERVE					2	-2	-100.00	.00
BYRON S MARIA					2	-2	-100.00	.00
LA ROCHELLE S L					2	-2	-100.00	.00
HIRSCH SN ANDRS					2	-2	-100.00	.00
SOLENA GRAND CV					2	-2	-100.00	.00
SCOTT FM ARROYO					2	-2	-100.00	.00
TANGLEY OAKS					2	-2	-100.00	.00
BERGSTRM CMBLND					2	-2	-100.00	.00
ANTHILL FARM SC					2	-2	-100.00	.00
SINEANN OREGON					2	-2	-100.00	.00
ARISTA TOBONI					1	-1	-100.00	.00
ANGELS CUP CAL					1	-1	-100.00	.00
LUCAS&LEWELN SB					1	-1	-100.00	.00
LANDMRK G DTOUR					1	-1	-100.00	.00
WILD HRS CHEVAL					1	-1	-100.00	.00

# NABCA CASE SALES ANALYSIS

## BY CLASS, TYPE, BRAND

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

ALL STATES-1/1/17 - 03/31/17

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
TROMBETTA SONMA				1	-1	-100.00	.00	.00
WILLKNZIE PN NR				1	-1	-100.00	.00	.00
BREGGO ANDERSON				1	-1	-100.00	.00	.00
HIGH ROLLER SC				1	-1	-100.00	.00	.00
BLACKBURN				1	-1	-100.00	.00	.00
J LOHR HGH BNCH				1	-1	-100.00	.00	.00
THE SHOW CAL				1	-1	-100.00	.00	.00
DR FRANK				1	-1	-100.00	.00	.00
SIDURI AMBR RDG				1	-1	-100.00	.00	.00
ROBLAR SNTA RTA				1	-1	-100.00	.00	.00
WILLKNZIE ALTE				1	-1	-100.00	.00	.00
MONTINORE WN RS				1	-1	-100.00	.00	.00
STEELE PARMALEE				1	-1	-100.00	.00	.00
WILLKNZE GISELE				1	-1	-100.00	.00	.00
LA ROCHELLE S C				1	-1	-100.00	.00	.00
AMITY RESERVE				1	-1	-100.00	.00	.00
COULOIR ROMA'S				1	-1	-100.00	.00	.00
WALT CLOS PEPE				1	-1	-100.00	.00	.00
MARTIN RAY RES				1	-1	-100.00	.00	.00
TRDR JOE LOT 23				1	-1	-100.00	.00	.00
MAGGY HAWK AFLT				1	-1	-100.00	.00	.00
OKANOAN ESTATE				1	-1	-100.00	.00	.00
TERLATO RUS RVR				1	-1	-100.00	.00	.00
MERRY EDWD FLAX				1	-1	-100.00	.00	.00
SIDURI LNGNFLDR				1	-1	-100.00	.00	.00
ARTESA CRNS RSV				1	-1	-100.00	.00	.00
MT EDEN SNT CRZ				1	-1	-100.00	.00	.00
CH ST JEAN SNMA				1	-1	-100.00	.00	.00
HTCH PST CRK DN				1	-1	-100.00	.00	.00
ELK RUN				1	-1	-100.00	.00	.00
MONAR POSEIDONS				1	-1	-100.00	.00	.00
HOLLORN CHENAIE				1	-1	-100.00	.00	.00
STEELE GOODCHLD				1	-1	-100.00	.00	.00
SMALL TOWN SNMA				1	-1	-100.00	.00	.00
SANFORD SNF&BND				1	-1	-100.00	.00	.00
NAVARRO L'ANCNE				1	-1	-100.00	.00	.00
SIX DEGREES CAL				1	-1	-100.00	.00	.00
NICHOLSON RANCH				1	-1	-100.00	.00	.00
ELK CVE ROOSVLT				1	-1	-100.00	.00	.00
SANFORD S BARB				1	-1	-100.00	.00	.00
CAMBRIDGE RRV				1	-1	-100.00	.00	.00
GHOSTWRITER				1	-1	-100.00	.00	.00
HARTFORD CT SC				1	-1	-100.00	.00	.00
ANTHILL FRM CMP				1	-1	-100.00	.00	.00
LORING DURELL				1	-1	-100.00	.00	.00
JOSEPH CARR SLH				1	-1	-100.00	.00	.00
MANDOLIN MNTERY				1	-1	-100.00	.00	.00
HARTFD CT SEASC				1	-1	-100.00	.00	.00
CHRISTOPHR DNDE				1	-1	-100.00	.00	.00
GARNET SNMA CST				1	-1	-100.00	.00	.00
BERGSTROM SHEA				1	-1	-100.00	.00	.00
CARMEL RD PNRMA				1	-1	-100.00	.00	.00
HTCH PST HGLNDR				1	-1	-100.00	.00	.00
HANZELL				1	-1	-100.00	.00	.00
P DOLAN VY DEEP				1	-1	-100.00	.00	.00
BRITTAN GESTALT				1	-1	-100.00	.00	.00
BETHL HTS CSTEL				1	-1	-100.00	.00	.00
BEARBOAT RSN RV				1	-1	-100.00	.00	.00
CALERA PIN REED				1	-1	-100.00	.00	.00
SONOMA COMA RRV				1	-1	-100.00	.00	.00
BRANDBERG PUPPTS				1	-1	-100.00	.00	.00
LA CREMA ARROYO				1	-1	-100.00	.00	.00
<b>TOTAL PINOT NOIR</b>			<b>165484</b>	<b>164755</b>	<b>729</b>	<b>.44</b>		
SHIRAZ/SYRAH								
BOTA BOX CAL			3961	5125	-1164	-22.71	25.96	28.54
BLACK BOX BRSSA			2321	1314	1007	76.64	15.21	7.32
FISHEYE			2298	4739	-2441	-51.51	15.06	26.39
BAREFOOT CAL			928	753	175	23.24	6.08	4.19
CLOS LACHNC EST			642		642	100.00	4.21	.00
BLACK BOX C C			537	357	180	50.42	3.52	1.99
FFC DIAMOND SER			490	313	177	56.55	3.21	1.74
SMOKNG LOON SRH			482	390	92	23.59	3.16	2.17
FFC PRSNT ROSSO			421	448	-27	-6.03	2.76	2.49
TRADER JOE'S			360	540	-180	-33.33	2.36	3.01
C SMITH BOOM BM			301	232	69	29.74	1.97	1.29
KDL-JKSN SRH VR			289	310	-21	-6.77	1.89	1.73
OAK LEAF CAL			281	533	-252	-47.28	1.84	2.97
TISDALE CAL			268	311	-43	-13.83	1.76	1.73
NEYERS HDSN VYD			122	103	19	18.45	.80	.57
HRM REX-GOLIATH			111	679	-568	-83.65	.73	3.78
TIERRA Y MAR SV			87		87	100.00	.57	.00
TRADER JOE ORGN			81	39	42	107.69	.53	.22
VENDANGE SHIRAZ			75	72	3	4.17	.49	.40
TRADER JOE'S RS			65	81	-16	-19.75	.43	.45
6TH SENSE LODI			59	54	5	9.26	.39	.30
TRRE RGE L CTES			58	13	45	346.15	.38	.07
ORLEANS HL LODI			55	29	26	89.66	.36	.16
FREY SYRAH			50	48	2	4.17	.33	.27
STERLNG VNT COL			45	262	-217	-82.82	.29	1.46
QUPE CENT COAST			44	69	-25	-36.23	.29	.38
CSM SYRAH COL V			38	9	29	322.22	.25	.05

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
J LOHR SR SYRAH			35	32	3	9.38	.23	.18
COL TWO VNS SRH			33	30	3	100.00	.22	.17
VN D LAC CH BAR			33		33	100.00	.22	.00
ROBERT HALL PR			32		32	100.00	.21	.00
CASTLE ROCK C V			30	20	10	50.00	.20	.11
C D BOIS NC			28	79	-51	-64.56	.18	.44
OWEN ROE EX UMB			28	30	-2	-6.67	.18	.17
ALEX VLLY SYRAH			27	52	-25	-48.08	.18	.29
FFC DIAMOND GL			26	32	-6	-18.75	.17	.18
FREY BIO MND CNO			25		25	100.00	.16	.00
TRADER JOE CSTL			22	16	6	37.50	.14	.09
CANYON OAKS			21	28	-7	-25.00	.14	.16
SHAFER RELENTLS			21	17	4	23.53	.14	.09
KLINKER BRK FRH			17	27	-10	-37.04	.11	.15
FOX BROOK CALF			17	9	8	88.89	.11	.05
ZACA MESA SYRAH			17	8	9	112.50	.11	.04
CLAYHOUSE PS RB			15	22	-7	-31.82	.10	.12
MADISON RIDGE			13	16	-3	-18.75	.09	.09
FFC RSSO&BIANCO			13		13	100.00	.09	.00
TRDR JOE PR PSO			13		13	100.00	.09	.00
TENET THE PUNDT			12	38	-26	-68.42	.08	.21
MORGAN G17 MNTY			12	14	-2	-14.29	.08	.08
MELVILLE VERNAS			12	2	10	500.00	.08	.01
SAMSARA SANTA B			12		12	100.00	.08	.00
CLAAR COL VALLY			12		12	100.00	.08	.00
MORGAN SYRAH			11	10	1	10.00	.07	.06
SOLA			10	8	2	25.00	.07	.04
PURPLE MOON			9	13	-4	-30.77	.06	.07
MILBRANDT EST			9		9	100.00	.06	.00
BERGEVN SHE DVL			9		9	100.00	.06	.00
ADELSHEIM CLKNS			9		9	100.00	.06	.00
CLINE SYRAH CRN			8	22	-14	-63.64	.05	.12
OTIS KENYON			8		8	100.00	.05	.00
SNQ SYRAH COL V			7	21	-14	-66.67	.05	.12
CLINE SYRAH CAL			7	15	-8	-53.33	.05	.08
QUPE STA BARBRA			7		7	100.00	.05	.00
BOORDY ASTG PNY			6	5	1	20.00	.04	.03
TAMARACK COL VL			5	10	-5	-50.00	.03	.06
ROSENBLUM VN CV			5	9	-4	-44.44	.03	.05
RAMEY SONMA CST			5	2	3	150.00	.03	.01
FESS PKR SRH SB			5	2	3	150.00	.03	.01
K ROBINSON R 5			5		5	100.00	.03	.00
CADARETTA			5		5	100.00	.03	.00
BRRL 27 HD HNCH			4	40	-36	-90.00	.03	.22
WATERBROOK CV			4	30	-26	-86.67	.03	.17
STONECAP COL			4	14	-10	-71.43	.03	.08
TWO VINTNRS C V			4	13	-9	-69.23	.03	.07
F PRKR BIG EASY			4	3	1	33.33	.03	.02
AMAVI WALLA			4	3	1	33.33	.03	.02
99 VINES CAL			4	2	2	100.00	.03	.01
CORVIDAE LENORE			4	2	2	100.00	.03	.01
B DN CAL SYRAH			4	1	3	300.00	.03	.01
BENEVOLENT NEGL			4		4	100.00	.03	.00
COPAIN L VOISON			3	9	-6	-66.67	.02	.05
ROCCA FV GRGSBY			3	5	-2	-40.00	.02	.03
QUPE BN NACIDO			3	4	-1	-25.00	.02	.02
BLACKSTONE CALF			3	3		.00	.02	.02
HODGES SYRAH			3	3		.00	.02	.02
L'ECOLE 41 SEVN			3	3		.00	.02	.02
K VNTR MLBRANDT			3	3		.00	.02	.02
MCMANIS SYRAH			3	3		.00	.02	.02
PACIFIC REDWOOD			3	1	2	200.00	.02	.01
DLD LES GOSSES			3		3	100.00	.02	.00
PRIDE MOUNTAIN			3		3	100.00	.02	.00
MARTNLLI TR FLC			3		3	100.00	.02	.00
FOXHORN			2	40	-38	-95.00	.01	.22
TURNBULL			2	39	-37	-94.87	.01	.22
NOVY GARY SYRAH			2	5	-3	-60.00	.01	.03
NINER BOOTJACK			2	3	-1	-33.33	.01	.02
L'ECOLE 41 COL			2	3	-1	-33.33	.01	.02
NOVY S LUC HGLN			2	3	-1	-33.33	.01	.02
FOXEN STN MARIA			2	2		.00	.01	.01
SPRNG VLLY NINA			2	2		.00	.01	.01
BOORDY			2	2		.00	.01	.01
DANIEL GEHRS			2	2		.00	.01	.01
SAXUM BRKN STNS			2		2	100.00	.01	.00
CAMBRIA SYRH TV			2		2	100.00	.01	.00
COL SYRAH G EST			2		2	100.00	.01	.00
K VINTNRS DEAL			2		2	100.00	.01	.00
ROUTE 128 EST			2		2	100.00	.01	.00
KENWOOD JK LNDN			1	28	-27	-96.43	.01	.16
RED			1	11	-10	-90.91	.01	.06
K VNTR BEAUTIFUL			1	4	-3	-75.00	.01	.02
K VINTNR HIDDEN			1	4	-3	-75.00	.01	.02
ACORN ALGRIA RR			1	4	-3	-75.00	.01	.02
BRRL 27 RGHT MN			1	3	-2	-66.67	.01	.02
DUMOL ED PATCH			1	1		.00	.01	.01
A RICH PRMTHEUS			1	1		.00	.01	.01
DUMOL RSSN RVR			1	1		.00	.01	.01
B DN L POUSSEUR			1	1		.00	.01	.01
AUSTIN HOPE			1	1		.00	.01	.01
PLUMPJACK			1	1		.00	.01	.01
MATCHBOOK DUNGN			1		1	100.00	.01	.00

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
NEYERS O LAKVLL			1		1	100.00	.01	.00
A BEVAN KOBLER			1		1	100.00	.01	.00
ARCADIAN STPLMN			1		1	100.00	.01	.00
COPAIN TS ENSMB			1		1	100.00	.01	.00
WESTRLY CT BLND			1		1	100.00	.01	.00
C SMITH ROYAL			1		1	100.00	.01	.00
SEA RIDGE CALIF			1		1	100.00	.01	.00
RAMEY RDGRS CRK			1		1	100.00	.01	.00
SAMSARA CLFRNIA			1		1	100.00	.01	.00
KIONA SYRAH			1		1	100.00	.01	.00
PHARAOH MOANS			1		1	100.00	.01	.00
CYCLE GLADIATOR			1		1	100.00	.01	.00
BIEN NACIDO SMV			1		1	100.00	.01	.00
NOTARIOUS CAL			1		1	100.00	.01	.00
ERIC K KALEN BB			1		1	100.00	.01	.00
CLOS LACHANCE				63	-63	-100.00	.00	.35
JASON STEPHENS				45	-45	-100.00	.00	.25
TERLATO BLOCK 9				38	-38	-100.00	.00	.21
MURRAY T L JOUR				20	-20	-100.00	.00	.11
ARNT RB SONOMA				14	-14	-100.00	.00	.08
RVTZ CELLAR RRV				6	-6	-100.00	.00	.03
ST CHP WMKR SRH				5	-5	-100.00	.00	.03
EARTHSHAKER PMP				4	-4	-100.00	.00	.02
CINDER SNK RIVR				4	-4	-100.00	.00	.02
PENNER-ASH ORGN				4	-4	-100.00	.00	.02
DUXOUP SYRAH				4	-4	-100.00	.00	.02
DUCK POND CB VL				4	-4	-100.00	.00	.02
BURGESS NPA VLY				4	-4	-100.00	.00	.02
SAWTOOTH SYRAH				4	-4	-100.00	.00	.02
STRAIGHT LINE				3	-3	-100.00	.00	.02
DOM SRNE RCKBLK				2	-2	-100.00	.00	.01
BIG HOUSE SLMMR				2	-2	-100.00	.00	.01
DARIOUSH S SYRH				2	-2	-100.00	.00	.01
MARTNLLI HOP CP				2	-2	-100.00	.00	.01
SEQUEL CLMB VLY				2	-2	-100.00	.00	.01
DOUGLASS HL CAL				2	-2	-100.00	.00	.01
DUNHAM WASH				1	-1	-100.00	.00	.01
MARTILLA HMR SRH				1	-1	-100.00	.00	.01
HARRISON SYRAH				1	-1	-100.00	.00	.01
TENSLY CLSN CYN				1	-1	-100.00	.00	.01
NOVELTY HILL				1	-1	-100.00	.00	.01
KILLER RED LOT3				1	-1	-100.00	.00	.01
BRITTAN VYD WV				1	-1	-100.00	.00	.01
CLINE COOL CLMT				1	-1	-100.00	.00	.01
KING FISH CAL				1	-1	-100.00	.00	.01
<b>TOTAL SHIRAZ/SYRAH</b>			<b>15259</b>	<b>17958</b>	<b>-2699</b>	<b>-15.03</b>		
ZINFANDEL								
BOTA BOX O V CA			4462	4146	316	7.62	10.44	9.75
GNARLY HEAD O V			2538	2075	463	22.31	5.94	4.88
7 DEADLY ZINS			2204	2431	-227	-9.34	5.16	5.72
RAVENSWOOD VB			2093	2609	-516	-19.78	4.90	6.13
ALX VLY TEMPTN			1987	21	1966	9361.90	4.65	.05
TWISTED ZIN OV			1911	2276	-365	-16.04	4.47	5.35
GALLO FAM V TWN			1832	2662	-830	-31.18	4.29	6.26
BOGLE ZINFANDEL			1705	1658	47	2.83	3.99	3.90
BIG HOUSE CAL			1655	2137	-482	-22.55	3.87	5.02
ALETTE LODI			1398		1398	100.00	3.27	.00
BARFOOT CAL			1378	1177	201	17.08	3.23	2.77
CLINE CELLARS			1039	1704	-665	-39.03	2.43	4.01
SEGHESSIO SONOMA			704	552	152	27.54	1.65	1.30
CLINE AN VN CAL			691	1052	-361	-34.32	1.62	2.47
BUEHLER NPA VLY			671	14	657	4692.86	1.57	.03
PREDATOR LODI			664	542	122	22.51	1.55	1.27
ZABACO R DNC BL			637	968	-331	-34.19	1.49	2.28
XYZIN 10Y OV CA			607	255	352	138.04	1.42	.60
PLUNGERHEAD LDI			558	648	-90	-13.89	1.31	1.52
CARNIVOR CAL			553		553	100.00	1.29	.00
JOEL GOTT CAL			545	558	-13	-2.33	1.28	1.31
RAVNSWD OLD VNE			501	505	-4	-.79	1.17	1.19
SUTTER HOME			486	476	10	2.10	1.14	1.12
FFC DIAMOND SER			396	281	115	40.93	.93	.66
KNDL-JKSN VN RS			393	551	-158	-28.68	.92	1.30
ST FRANCIS O VN			393	429	-36	-8.39	.92	1.01
ZABACO R HRTAGE			378	525	-147	-28.00	.88	1.23
1000 STORIES BB			376	16	360	2250.00	.88	.04
SMOKING LOON			355	223	132	59.19	.83	.52
JOSH CLLRS LODI			309		309	100.00	.72	.00
QUIVIRA DRY CRK			302	12	290	2416.67	.71	.03
RAVENSWOOD SNMA			297	346	-49	-14.16	.70	.81
THE FEDERALIST			292	326	-34	-10.43	.68	.77
KLINKR BRCK O V			285	309	-24	-7.77	.67	.73
RAVNSWD ZEN ZIN			284	717	-433	-60.39	.66	1.69
R STRNG KNTY VN			279	170	109	64.12	.65	.40
RM WOODBRIDGE			273	358	-85	-23.74	.64	.84
BRAZIN OV LODI			269	220	49	22.27	.63	.52
GHOST PNE SN SJ			249	246	3	1.22	.58	.58
SIN ZIN			239	86	153	177.91	.56	.20
TERRA D'ORO AC			238	16	222	1387.50	.56	.04
EARTHQUAKE LODI			207	231	-24	-10.39	.48	.54
ROSENBLUM CUVEE			206	476	-270	-56.72	.48	1.12
BONTERRA			176	254	-78	-30.71	.41	.60

# NABCA CASE SALES ANALYSIS

## BY CLASS, TYPE, BRAND

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

ALL STATES-1/1/17 - 03/31/17

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
MARTNLI VGNETO			176	3	173	5766.67	.41	.01
MURPHY-GD L DCE			162	224	-62	-27.68	.38	.53
WILD THING			148	144	4	2.78	.35	.34
HAYES VALLEY			144	67	77	114.93	.34	.16
DECOY SONOMA			140	148	-8	-5.41	.33	.35
HRM REX-GOL CAL			137	370	-233	-62.97	.32	.87
HARASZTHY LODI			135	74	61	82.43	.32	.17
SBRAGIA GINO'S			115	6	109	1816.67	.27	.01
ROSENBLM C CSTA			114	305	-191	-62.62	.27	.72
DE LOACH ETHANS			102		102	100.00	.24	.00
EDMEADES MNDENO			99	102	-3	-2.94	.23	.24
TRADER JOE ORGN			90		90	100.00	.21	.00
FREI BROS RS DC			89	41	48	117.07	.21	.10
OUR DAILY			87		87	100.00	.20	.00
EASTON AMADOR			86	57	29	50.88	.20	.13
FREY BIODYNAMIC			84	16	68	425.00	.20	.04
SALDO CAL			74	123	-49	-39.84	.17	.29
BONESHAKER LODI			74	82	-8	-9.76	.17	.19
PASO CREEK P RB			69	126	-57	-45.24	.16	.30
ZOMBIE ZIN CAL			68	71	-3	-4.23	.16	.17
RAVENSWOOD LODI			67	87	-20	-22.99	.16	.20
ARTEZIN MENDENO			67	52	15	28.85	.16	.12
SEGHESSIO O VINE			66	63	3	4.76	.15	.15
TORTOISE CREEK			65	49	16	32.65	.15	.12
FFC DIAMOND COL			61	83	-22	-26.51	.14	.20
FROGS LEAP NAPA			61	67	-6	-8.96	.14	.16
ZIN 91 OLD VINE			60	151	-91	-60.26	.14	.36
CIGAR ZIN CAL			59	47	12	25.53	.14	.11
DRY CREEK HRTGE			58	48	10	20.83	.14	.11
OLD MOON			57	32	25	78.13	.13	.08
KIRKLD SG O VNE			56	56		.00	.13	.13
TRADER JOE CSTL			56	51	5	9.80	.13	.12
ROSNBLUM XXX CV			54	77	-23	-29.87	.13	.18
TOSCHI			52	29	23	79.31	.12	.07
SHANNON RIDGE			51		51	100.00	.12	.00
MCMANIS FAMILY			50	16	34	212.50	.12	.04
TRADER JOES RSV			50		50	100.00	.12	.00
ZINPHOMNIAC LDI			49	83	-34	-40.96	.11	.20
STERLNG VNT COL			49	45	4	8.89	.11	.11
ROMBAUER CAL			45	32	13	40.63	.11	.08
CAMPUS OKS O VN			43	56	-13	-23.21	.10	.13
FOUR VNE TRUANT			43	35	8	22.86	.10	.08
ROMBAUER E DRDO			42	102	-60	-58.82	.10	.24
RAVNSWD NAP VLY			42	60	-18	-30.00	.10	.14
ROSNBLM XXVII			42	51	-9	-17.65	.10	.12
FRANK FAM VY NP			42	33	9	27.27	.10	.08
MANIFESTO			40	14	26	185.71	.09	.03
COSENTNO THE ZN			39	38	1	2.63	.09	.09
FOLIE A'DX DC/S			38	43	-5	-11.63	.09	.10
SEGHESSIO ANGELA			36		36	100.00	.09	.00
PIAZZ ZIN LODI			35	38	-3	-7.89	.08	.09
BIALE BLK CHCKN			34	36	-2	-5.56	.08	.08
MURPHY-GOODE			34	30	4	13.33	.08	.07
FOXGLOVE PS RBL			33	36	-3	-8.33	.08	.08
OZY OLD VN LODI			33	1	32	3200.00	.08	.00
GIRARD OLD VINE			29	105	-76	-72.38	.07	.25
SHELTN WLD THNG			29	43	-14	-32.56	.07	.10
PEDRON MTHR CLN			29	20	9	45.00	.07	.05
ALEXDR*FTCH ZIN			29		29	100.00	.07	.00
DECOY NAPA VLLY			28	45	-17	-37.78	.07	.11
BEDROCK SONOMA			27	23	4	17.39	.06	.05
BERAN CAL			27	20	7	35.00	.06	.05
BLISS			25	69	-44	-63.77	.06	.16
C D BOIS NC			25	38	-13	-34.21	.06	.09
THE PEOPLE'S			24	43	-19	-44.19	.06	.10
KENWOOD			24	24		.00	.06	.06
HARTFORD CT RRV			24	16	8	50.00	.06	.04
CASTLE RCK SNMA			23	42	-19	-45.24	.05	.10
R MNDVI PVT SEL			23	16	7	43.75	.05	.04
PEACHY CYN WEST			23	13	10	76.92	.05	.03
LANGETWINS			22	31	-9	-29.03	.05	.07
GREEN TRUCK MEN			22	17	5	29.41	.05	.04
NANNA SHRT CAKE			22	6	16	266.67	.05	.01
AMAPOLA CREEK			21	31	-10	-32.26	.05	.07
GRAYSON CLLR CC			21	27	-6	-22.22	.05	.06
CASTLE RCK LODI			21	6	15	250.00	.05	.01
RUBUS OLD VINE			20	9	11	122.22	.05	.02
KUNDE ESTATE			20		20	100.00	.05	.00
OAK RIDGE OVZ			19	19		.00	.04	.04
MAGGIO LODI			19	17	2	11.76	.04	.04
BALLENTINE			19	16	3	18.75	.04	.04
VALLEY OF MOON			19	14	5	35.71	.04	.03
ZINFATUATION AM			19	11	8	72.73	.04	.03
MCFADDEN FRM OV			19		19	100.00	.04	.00
WHIPLASH			19		19	100.00	.04	.00
3 BALL CAL			18	22	-4	-18.18	.04	.05
SIVAS SONOMA			18	17	1	5.88	.04	.04
RIDGE GEYSRVLL			18	11	7	63.64	.04	.03
RENWD OLD V DRY			17	25	-8	-32.00	.04	.06
ANGELA'S TABLE			17	19	-2	-10.53	.04	.04
ORIN SWFT SALDO			17	18	-1	-5.56	.04	.04
SOBON OLD VINE			17	15	2	13.33	.04	.04
SEGHESSIO CORTIN			17	4	13	325.00	.04	.01

# NABCA CASE SALES ANALYSIS

## BY CLASS, TYPE, BRAND

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

ALL STATES-1/1/17 - 03/31/17

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
WILD THING ROCK			17		17	100.00	.04	.00
MCNAB ZINZILLA			16	12	4	33.33	.04	.03
FREY REDWOOD VY			14	30	-16	-53.33	.03	.07
GRGICH HILLS			14	21	-7	-33.33	.03	.05
RIDGE LYTTON			14	19	-5	-26.32	.03	.04
FREY ORGANIC			14	17	-3	-17.65	.03	.04
ROCK WALL JESSE			14	12	2	16.67	.03	.03
VALDEZ SONOMA			14		14	100.00	.03	.00
EASTON CAL			13	47	-34	-72.34	.03	.11
SHANNON RDG ELV			13	22	-9	-40.91	.03	.05
RIDGE EAST BNCH			13	11	2	18.18	.03	.03
PEZZI KING D CK			13	5	8	160.00	.03	.01
THOMAS HENRY			13	5	8	160.00	.03	.01
TURLEY OV CAL			13	4	9	225.00	.03	.01
SEXTNT CENT CST			13		13	100.00	.03	.00
SEGHESIO HM RNC			12	10	2	20.00	.03	.02
SBSTNI O VN CUV			12	8	4	50.00	.03	.02
H MYNORS OV CVE			12		12	100.00	.03	.00
MARTNLLI VELTNI			12		12	100.00	.03	.00
TRDR JOE LOT 71			12		12	100.00	.03	.00
FOUR VINES CUVE			11	23	-12	-52.17	.03	.05
MACCHIA MSCVOUS			11	13	-2	-15.38	.03	.03
BALLARD LANE			11	8	3	37.50	.03	.02
KENWOOD JK LNDN			11	5	6	120.00	.03	.01
TRADR JOE PT RS			10	70	-60	-85.71	.02	.16
CANYON OAKS			10	36	-26	-72.22	.02	.08
FOUR VINES BIKE			10	21	-11	-52.38	.02	.05
BLACK MNTN CRMR			10	18	-8	-44.44	.02	.04
KLNKR BRCK GHST			10	15	-5	-33.33	.02	.04
PEACHY CNYN INC			10	14	-4	-28.57	.02	.03
TRENTADUE			10	14	-4	-28.57	.02	.03
BLACKSTONE CALF			10	13	-3	-23.08	.02	.03
CH MONTELENA			10	9	1	11.11	.02	.02
RAVNSWD OV MNDC			10	6	4	66.67	.02	.01
CENTURY OAK OVZ			9	61	-52	-85.25	.02	.14
TERRA D'ORO DVR			9	40	-31	-77.50	.02	.09
VERDE SOLE FOOT			9	10	-1	-10.00	.02	.02
SLEDGEHAMMER NC			9	9		0.00	.02	.02
HEITZ			9	8	1	12.50	.02	.02
RIDGE PAGANI			9	6	3	50.00	.02	.01
ROBERT HALL PR			9		9	100.00	.02	.00
MADRIGAL NAPA			8	51	-43	-84.31	.02	.12
ARMIDA POIZN SN			8	19	-11	-57.89	.02	.04
RENWOOD BBQ			8	13	-5	-38.46	.02	.03
NEYERS VSTA LNA			8	6	2	33.33	.02	.01
RAVNSWD BRRICIA			8	5	3	60.00	.02	.01
J RICKARDS			8		8	100.00	.02	.00
IVORY & BURT LD			8		8	100.00	.02	.00
PEACHY CYN CHLL			8		8	100.00	.02	.00
ANGRY BUNCH			8		8	100.00	.02	.00
99 VINES CAL			7	19	-12	-63.16	.02	.04
LA ROCCA SIERRA			7	13	-6	-46.15	.02	.03
PEIRANO IMORTAL			7	12	-5	-41.67	.02	.03
MOSS ROXX LODI			7	11	-4	-36.36	.02	.03
BRUTOCAO			7	8	-1	-12.50	.02	.02
HARASZTHY AMADR			7	7		0.00	.02	.02
NEAL NAPA			7	6	1	16.67	.02	.01
RIDGE PONZO VYD			7	5	2	40.00	.02	.01
BUBO CAL			7	2	5	250.00	.02	.00
T-VINE NAPA			7		7	100.00	.02	.00
ROSNBLM PS ROBL			6	21	-15	-71.43	.01	.05
VINTJS OLD VINE			6	10	-4	-40.00	.01	.02
ROSNBLM PLNCHN			6	9	-3	-33.33	.01	.02
RIDGE PASO ROBL			6	8	-2	-25.00	.01	.02
STUHLMULLER AV			6	4	2	50.00	.01	.01
ZINPHOMNIAC RSV			6	1	5	500.00	.01	.00
BIG SMOOTH CAL			6		6	100.00	.01	.00
COHN SONOMA VLY			6	181	-176	-97.24	.01	.43
SEGHESIO RCKPILE			5	18	-13	-72.22	.01	.04
TWO VINTNERS			5	13	-8	-61.54	.01	.03
RAVNSWD BG RIVR			5	10	-5	-50.00	.01	.02
RAVENSWOOD TLDC			5	9	-4	-44.44	.01	.02
LAKE SONOMA DC			5	8	-3	-37.50	.01	.02
HOWLNG MOON SHN			5		-2	-28.57	.01	.02
WILSON WINERY			5	7	-2	-28.57	.01	.02
MONDAVI CK			5	6	-1	-16.67	.01	.01
CLINE LIVE OAK			5	6	-1	-16.67	.01	.01
STEELE PACINI			5	6	-1	-16.67	.01	.01
STEELE CATFISH			5	6	-1	-16.67	.01	.01
GRN&RED CHLI ML			5			0.00	.01	.01
MCHL DVD LUST			5			0.00	.01	.01
ALX VLY REDMPTN			5			0.00	.01	.01
STORYBOOK MAYAC			5			0.00	.01	.01
VERMEIL LUVISI			5		5	100.00	.01	.00
SHELTON MONGA			5		5	100.00	.01	.00
CA MOMI NAPA			5		5	100.00	.01	.00
COSENTINO CIGAR			5		5	100.00	.01	.00
RENWOOD TIMBRN			4	68	-64	-94.12	.01	.16
EBERLE			4	13	-9	-69.23	.01	.03
FFC DIR CUT DCV			4	12	-8	-66.67	.01	.03
VICTOR VYD OVZ			4	9	-5	-55.56	.01	.02
BLUENOSE SONOMA			4	7	-3	-42.86	.01	.02
EASTON E ORGNC			4	7	-3	-42.86	.01	.02

# NABCA CASE SALES ANALYSIS

## BY CLASS, TYPE, BRAND

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

ALL STATES-1/1/17 - 03/31/17

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
RAVNSWD OLD HLL			4	5	-1	-20.00	.01	.01
PORTER CREEK			4	5	-1	-20.00	.01	.01
JELLY JAR LK CO			4	5	-1	-20.00	.01	.01
ARTEZIN DRY CRK			4	4		.00	.01	.01
COUNTERFEIT SC			4	4		.00	.01	.01
ANCIENT PEAK PR			4	3	1	33.33	.01	.01
PLUNGERHEAD DC			4	2	2	100.00	.01	.00
307 BUCK BRNNMN			4	2	2	100.00	.01	.00
MARTNLLI GSP&LS			4	1	3	300.00	.01	.00
CAMPS OKS OV RS			4	1	3	300.00	.01	.00
MCCAY LODI			4		4	100.00	.01	.00
SOBON COUGAR HL			4		4	100.00	.01	.00
MARAELLA ALBAMA			4		4	100.00	.01	.00
BLACK ROCK RNCH			4		4	100.00	.01	.00
FIFE CREEK VYDS			4		4	100.00	.01	.00
HARASZTHY DC/SN			4		4	100.00	.01	.00
HAYWOOD LS CHMZ			3	128	-125	-97.66	.01	.30
GRADY			3	9	-6	-66.67	.01	.02
HOBO DRY CREEK			3	7	-4	-57.14	.01	.02
BLUE QUAIL PTRR			3	6	-3	-50.00	.01	.01
HARTFORD CT OV			3	6	-3	-50.00	.01	.01
MOTTO UNBASHED			3	4	-1	-25.00	.01	.01
MENAGE A TRS LD			3	3		.00	.01	.01
GAMBA RRV O VNE			3	3		.00	.01	.01
RAVNSWD DCKRSON			3	1	2	200.00	.01	.00
HARTFD CT DINAS			3	1	2	200.00	.01	.00
CONCRETE OV LDI			3	1	2	200.00	.01	.00
ROCK WALL M ROS			3		3	100.00	.01	.00
TEMPTATION			3		3	100.00	.01	.00
HENDRY BLOCK 28			3		3	100.00	.01	.00
BERAN SONOMA			3		3	100.00	.01	.00
ZINSANE LODI			2	142	-140	-98.59	.00	.33
ORLEANS HL AMDR			2	23	-21	-91.30	.00	.05
ROSENBLM RCKPLE			2	19	-17	-89.47	.00	.04
CLS LACHANCE CC			2	10	-8	-80.00	.00	.02
LEESE-FITCH CAL			2	7	-5	-71.43	.00	.02
MAZZOCCO SONOMA			2	6	-4	-66.67	.00	.01
GENS LODI			2	5	-3	-60.00	.00	.01
TIN BARN GILSON			2	5	-3	-60.00	.00	.01
FORCE OF NATURE			2	4	-2	-50.00	.00	.01
SHOOTING STAR			2	3	-1	-33.33	.00	.01
ZINSANITY			2	3	-1	-33.33	.00	.01
GREEN & RED EB			2	3	-1	-33.33	.00	.01
KENWOOD YULUPA			2	3	-1	-33.33	.00	.01
NIEBM-CPLA EDIZ			2	2		.00	.00	.00
HENDRY BLK 7 NP			2	1	1	100.00	.00	.00
BIALE FNDNG FRM			2	1	1	100.00	.00	.00
CLINE BIG BREAK			2	1	1	100.00	.00	.00
GEHRICKE SONOMA			2		2	100.00	.00	.00
HARASZTHY INDN			2		2	100.00	.00	.00
DANCING COYOTE			2		2	100.00	.00	.00
P DOLAN VY MEND			2		2	100.00	.00	.00
DEUX AMIS			2		2	100.00	.00	.00
CHATOM CALVERAS			2		2	100.00	.00	.00
IRONSTONE			2		2	100.00	.00	.00
BERNGR FNDR EST			1	21	-20	-95.24	.00	.05
ONE HOPE CAL			1	9	-8	-88.89	.00	.02
RENWOOD CAL			1	9	-8	-88.89	.00	.02
ZABACO R MNT RS			1	7	-6	-85.71	.00	.02
MONGA ZIN OVZ			1	6	-5	-83.33	.00	.01
PERSEVERANCE OV			1	6	-5	-83.33	.00	.01
HULLABALOO NAPA			1	5	-4	-80.00	.00	.01
NAPA CELLARS NV			1	4	-3	-75.00	.00	.01
ZIG ZAG MENDCNO			1	4	-3	-75.00	.00	.01
MCNAB RIDGE			1	4	-3	-75.00	.00	.01
KLINKR BRCK MAR			1	3	-2	-66.67	.00	.01
J EDWARDS LODI			1	3	-2	-66.67	.00	.01
CASTLE RCK MNDO			1	3	-2	-66.67	.00	.01
RAVNSWD BELLONI			1	3	-2	-66.67	.00	.01
CARICATURE LODI			1	2	-1	-50.00	.00	.00
CLINE BRIDGHEAD			1	2	-1	-50.00	.00	.00
TARKETTLE LODI			1	2	-1	-50.00	.00	.00
HOBO ROCKPILE			1	1		.00	.00	.00
GAMBA MRTTO RRV			1	1		.00	.00	.00
VINUM CELLARS			1	1		.00	.00	.00
R MERLO TRINITY			1	1		.00	.00	.00
ACORN ALGRA HRT			1	1		.00	.00	.00
HENDRY HRW NAPA			1	1		.00	.00	.00
GLUTTONY			1	1		.00	.00	.00
FOUR VINES MVRC			1		1	100.00	.00	.00
KEENAN NAPA VLY			1		1	100.00	.00	.00
FRITZ DRY CREEK			1		1	100.00	.00	.00
90+CLLR LOT 129			1		1	100.00	.00	.00
DRY CREEK O VNS			1		1	100.00	.00	.00
MARTNI MR GNRLY			1		1	100.00	.00	.00
CHACEWATER			1		1	100.00	.00	.00
GRAVELLY FORD			1		1	100.00	.00	.00
TUSSOCK JUMPER			1		1	100.00	.00	.00
GREEN&RED CNYON			1		1	100.00	.00	.00
GEYSER PEAK			1		1	100.00	.00	.00
BIALE R W MOORE			1		1	100.00	.00	.00
RAFANELLI			1		1	100.00	.00	.00
ROCKY RESERVE			1		1	100.00	.00	.00

# NABCA CASE SALES ANALYSIS

## BY CLASS, TYPE, BRAND

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

ALL STATES-1/1/17 - 03/31/17

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
SBSTNI SONOMA				833	-833	-100.00	.00	1.96
ZINFINITY SONMA				358	-358	-100.00	.00	.84
FOREFRONT SONMA				259	-259	-100.00	.00	.61
TRUCHARD				77	-77	-100.00	.00	.18
CELLAR NO 8 N C				74	-74	-100.00	.00	.17
BOOTSTRAP LODI				57	-57	-100.00	.00	.13
STONEHEDGE AMDR				38	-38	-100.00	.00	.09
A BRIGGS NP VLY				30	-30	-100.00	.00	.07
DEEP PURPLE ZIN				24	-24	-100.00	.00	.06
ROSNBLM MNT ROS				22	-22	-100.00	.00	.05
Z-52 AGNES LODI				21	-21	-100.00	.00	.05
POZZAN BACK BRN				19	-19	-100.00	.00	.04
WILD HOG P ROSS				14	-14	-100.00	.00	.03
LILLIUM RRV				12	-12	-100.00	.00	.03
QUIVIRA RESERVE				10	-10	-100.00	.00	.02
RIDGE BENITO				9	-9	-100.00	.00	.02
ROSENBLUM SAURT				9	-9	-100.00	.00	.02
WILY JACK CAL				9	-9	-100.00	.00	.02
THE GREAT AMRCN				9	-9	-100.00	.00	.02
CUPCAKE LODI				9	-9	-100.00	.00	.02
RVTZ CLLR SNOMA				8	-8	-100.00	.00	.02
KRUTZ FAM MAGNL				7	-7	-100.00	.00	.02
BENESERE BLK GL				7	-7	-100.00	.00	.02
CAMBRIDHE RRV				7	-7	-100.00	.00	.02
CRISS CROSS OV				6	-6	-100.00	.00	.01
ZIN N YOUR FACE				5	-5	-100.00	.00	.01
ROSENBLM CARLAS				5	-5	-100.00	.00	.01
STRAY DOG LODI				5	-5	-100.00	.00	.01
LYTTON SPRINGS				4	-4	-100.00	.00	.01
AMADOR CLCKSPRN				4	-4	-100.00	.00	.01
TWISTED CDR LDI				4	-4	-100.00	.00	.01
VALDEZ BOTICLLI				4	-4	-100.00	.00	.01
MAURITSON D CRK				4	-4	-100.00	.00	.01
BRADFRD MT SNMA				4	-4	-100.00	.00	.01
SCOTTO OLD VINE				3	-3	-100.00	.00	.01
30 DEGREES LODI				3	-3	-100.00	.00	.01
PARDUCCI				3	-3	-100.00	.00	.01
KENWOOD DRY CRK				3	-3	-100.00	.00	.01
BIGVINE DRY CRK				3	-3	-100.00	.00	.01
OTTIMINO RNC BL				2	-2	-100.00	.00	.00
ZABACO R TOREDR				2	-2	-100.00	.00	.00
VALRAVN OV SNMA				2	-2	-100.00	.00	.00
SILK OAK LODI				2	-2	-100.00	.00	.00
DASHE FLORENCE				2	-2	-100.00	.00	.00
DE LOACH CALIF				2	-2	-100.00	.00	.00
LAURL GL ZA ZIN				2	-2	-100.00	.00	.00
HARTFD CT FNCHI				2	-2	-100.00	.00	.00
CRUSH FARM CAL				1	-1	-100.00	.00	.00
SILK ML HILL OV				1	-1	-100.00	.00	.00
VERMEIL FRED 56				1	-1	-100.00	.00	.00
MARIETTA SONOMA				1	-1	-100.00	.00	.00
SHELTN BL MAGIC				1	-1	-100.00	.00	.00
BOEGER ESTATE				1	-1	-100.00	.00	.00
PEJU PROV NAPA				1	-1	-100.00	.00	.00
SEQUUM ST HELNA				1	-1	-100.00	.00	.00
DASHE DRY CREEK				1	-1	-100.00	.00	.00
TERRA D'ORO HV				1	-1	-100.00	.00	.00
ARTESA ELEMENTS				1	-1	-100.00	.00	.00
EDMEADES PERLI				1	-1	-100.00	.00	.00
JANKRIS PSO RBL				1	-1	-100.00	.00	.00
REGIO OV-OC LDI				1	-1	-100.00	.00	.00
MONTEVINA				1	-1	-100.00	.00	.00
SEXTNT PR HLYST				1	-1	-100.00	.00	.00
TIN BARN				1	-1	-100.00	.00	.00
DAOU RESERVE				1	-1	-100.00	.00	.00
GLORY DAYS LODI				1	-1	-100.00	.00	.00
<b>TOTAL ZINFANDEL</b>				<b>42725</b>	<b>42530</b>	<b>195</b>	<b>.46</b>	
<b>RED VARTL OTH</b>								
BAREFOOT RD MOS				10937	9869	1068	10.82	28.85
BIG HOUSE PRHBT				4203	3188	1015	31.84	11.09
MNDVI CR FRSMO				2080	2393	-313	-13.08	5.49
BOTA BOX MALBEC				1909	1976	-67	-3.39	5.04
FOLIE A'DEUX MT				1887	2780	-893	-32.12	4.98
SUTTER HM RD MS				1510	1154	356	30.85	3.98
BOGLE PET SIRAH				1400	1461	-61	-4.18	3.69
SALT EARTH MS RB				1175		1175	100.00	3.10
VIN VAULT MLBC				1140	385	755	196.10	3.01
BRNGR RED MSCTO				1139	1341	-202	-15.06	3.00
DARK HORSE P SH				712	14	698	4985.71	1.88
SPELLBOUND P SR				673	363	310	85.40	1.78
RED ROCK RS MLB				649	880	-231	-26.25	1.71
PETITE PT SIRAH				613	502	111	22.11	1.62
BOGLE PHANTOM				488	481	7	1.46	1.29
CRANE LAKE MLBC				487	461	26	5.64	1.28
CRANE LAKE P SR				485	464	21	4.53	1.28
DROP JUPTR P SH				359	1169	-810	-69.29	.95
RAVNSWD VB P SR				271	378	-107	-28.31	.71
FFC DC MALBEC				251	202	49	24.26	.66
PURPLE PARADISE				250	292	-42	-14.38	.66
CUPCAKE MAL CAL				241	375	-134	-35.73	.64
MCMANIS PET SRH				217	261	-44	-16.86	.57

# NABCA CASE SALES ANALYSIS

## BY CLASS, TYPE, BRAND

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

ALL STATES-1/1/17 - 03/31/17

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
BAREFT MLBC CAL			209	150	59	39.33	.55	.41
CLAYHSE MALB PR			164	157	7	4.46	.43	.42
CLOVR HL DECHNC			156	148	8	5.41	.41	.40
GALLO FAM R MSC			142	91	51	56.04	.37	.25
MIDDLE SIS SWT			132	282	-150	-53.19	.35	.76
LINE 39 P SR LC			123	90	33	36.67	.32	.24
C SHAW VALDGUE			120	60	60	100.00	.32	.16
FERARI-CRNO SNG			117	106	11	10.38	.31	.29
BLUE MTN VCT PS			115	92	23	25.00	.30	.25
CUPCAKE PET SRH			113	46	67	145.65	.30	.12
REDWD CRK MLBC			102	80	22	27.50	.27	.22
CASTLE CK OTLAW			99	153	-54	-35.29	.26	.41
JOHNSN IVES NOR			96	119	-23	-19.33	.25	.32
COSENTNO THE FR			96	68	28	41.18	.25	.18
WOODBRDG MALBEC			94	87	7	8.05	.25	.24
CLINE MOURV ANC			91	108	-17	-15.74	.24	.29
HANDCRFT MLB CA			91	95	-4	-4.21	.24	.26
ANDEAN MOON MLB			88	22	66	300.00	.23	.06
STG LP WNY P SR			79	56	23	41.07	.21	.15
CA MQMI ROSSO			78	105	-27	-25.71	.21	.28
2 ANGL PT SR HV			70	4	66	1650.00	.18	.01
DUPLIN CAROLINA			69	16	53	331.25	.18	.04
FESS PKR FRONTR			63	65	-2	-3.08	.17	.18
DUPLIN HATTERAS			59	8	51	637.50	.16	.02
CONCAN CC P SRH			56	244	-188	-77.05	.15	.66
PARDCCI SG P SR			55	46	9	19.57	.15	.12
SNAP DRAGON CAL			54	61	-7	-11.48	.14	.17
SALMON RUN COHO			52	48	4	8.33	.14	.13
TREANA RED			51	60	-9	-15.00	.13	.16
SUITE PT PT SRH			50	38	12	31.58	.13	.10
ALEX VLY CB FRC			50	24	26	108.33	.13	.06
ORIN SWFT PAPLN			49	121	-72	-59.50	.13	.33
PEND BISTRO RGE			48	42	6	14.29	.13	.11
TOAD HLW ERIC R			46	3	43	1433.33	.12	.01
EARTHQUAKE P SR			45	65	-20	-30.77	.12	.18
HANDCRAFT PT SR			45	40	5	12.50	.12	.11
FFC DC MALBC BL			45	35	10	28.57	.12	.09
THE CRUSHR P SR			44	19	25	131.58	.12	.05
TWISTED CDR MLB			41	8	33	412.50	.11	.02
HORTON ROUTE 33			39	34	5	14.71	.10	.09
GUENOC PET SIRH			37	55	-18	-32.73	.10	.15
CLINE CARIIGNANE			36	43	-7	-16.28	.09	.12
CYCLE GLD PS CC			34	33	1	3.03	.09	.09
PRNC MCH CB FRC			34	33	1	3.03	.09	.09
TRUE GRIT P SRH			34		34	100.00	.09	.00
PARDUCCI PT SIR			33	39	-6	-15.38	.09	.11
PHELPS INSIGNIA			33	27	6	22.22	.09	.07
TRENDUE O PTCH			31	61	-30	-49.18	.08	.17
J LOHR VALDGUE			30	49	-19	-38.78	.08	.13
PLP CRT CB FRN			30	23	7	30.43	.08	.06
SOOS CRK CB FRN			30		30	100.00	.08	.00
MEGA PETITE PS			30		30	100.00	.08	.00
LOST INHIBITION			28		28	100.00	.07	.00
SOLEO RED			26	40	-14	-35.00	.07	.11
HORTON ECLIPSE			26	35	-9	-25.71	.07	.09
VINUM CEL PT SR			25	22	3	13.64	.07	.06
FOX MEADW CB FR			25	20	5	25.00	.07	.05
OAK GROVE P SRH			23	25	-2	-8.00	.06	.07
MAZZA BARE BONE			21	24	-3	-12.50	.06	.06
ORIN SWIFT CA 2			21	14	7	50.00	.06	.04
BRADY PT SRH PB			20		20	100.00	.05	.00
HESS COL 19 BLK			19	16	3	18.75	.05	.04
VINO ROSSO WASH			18		18	100.00	.05	.00
L&R 214 CB FRNC			18		18	100.00	.05	.00
WELLSLEY FARMS			17	5	12	240.00	.04	.01
ST FRANCIS CLRT			17	1	16	1600.00	.04	.00
PARDCI T G P SR			16	81	-65	-80.25	.04	.22
INTUITION MALBC			16		16	100.00	.04	.00
MAGGIO PET SRH			15	12	3	25.00	.04	.03
TRINAFOUR CARGN			15	12	3	25.00	.04	.03
CAKEBOX RSV P/S			15		15	100.00	.04	.00
MRGN CK REGL RD			14	13	1	7.69	.04	.04
FREY P SR BYDMC			14	12	2	16.67	.04	.03
CONCN FNDR P SH			14	3	11	366.67	.04	.01
FIREBIRDS NAPA			14		14	100.00	.04	.00
ROSNBLM HC P SR			13	28	-15	-53.57	.03	.08
WRITRS BK CB FR			13	13		.00	.03	.04
L&R CB FRNC NC			13	12	1	8.33	.03	.03
INKBLOT CAB FRC			13	8	5	62.50	.03	.02
VERDE SOLE PT S			13	8	5	62.50	.03	.02
WILS CK PRP MUS			13	7	6	85.71	.03	.02
HEITZ GRIGNOLNO			13	5	8	160.00	.03	.01
SLEDGEHMMR FRGD			12	32	-20	-62.50	.03	.09
FOPPNO 96 PT SR			12	29	-17	-58.62	.03	.08
TRUTH RED			12	21	-9	-42.86	.03	.06
RIDGE LYT P SRH			12	9	3	33.33	.03	.02
WRITRS BK P SRH			12		12	100.00	.03	.00
INSTNT GRATFCTN			11	31	-20	-64.52	.03	.08
MILBRDT EST MLB			11	11		.00	.03	.03
ZHOZ ZHOZ BRNTE			11	9	2	22.22	.03	.02
DIALED IN			10	795	-785	-98.74	.03	2.15
PENNYWS PS CAL			10		-161	-94.15	.03	.46
TRADR JOE PR VD			10	171	10	100.00	.03	.00

# NABCA CASE SALES ANALYSIS

## BY CLASS, TYPE, BRAND

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

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
BDGR PURE RD BX			9	21	-12	-57.14	.02	.06
FLAG H MRCH FCH			9	13	-4	-30.77	.02	.04
TERRA D'OR P SH			9	11	-2	-18.18	.02	.03
FLEUR CAL PT SR			9	7	2	28.57	.02	.02
TRINAFour PET S			9	9	0	100.00	.02	.00
MATCHBK TEM KEG			9	9	0	100.00	.02	.00
POST RD MUSCADN			9	9	0	100.00	.02	.00
COL W CLORE PR			8	17	-9	-52.94	.02	.05
DR FRANK CB FRN			8	12	-4	-33.33	.02	.03
TRADER JOE L101			8	10	-2	-20.00	.02	.03
RAVINES CAB FRC			8	4	4	100.00	.02	.01
PAYOUT			8	4	4	100.00	.02	.01
LAZY BNES CB FR			7	19	-12	-63.16	.02	.05
BNNY DOON CIGAR			7	13	-6	-46.15	.02	.04
INIZI CHARBONO			7	7	0	100.00	.02	.02
CANDIA NORET RS			6	5	2	40.00	.02	.01
ARROWHEAD FRDNA			6	132	-126	-95.45	.02	.36
HRM RX-GL MOS R			6	131	-125	-95.42	.02	.35
CAIN CUVEE			6	12	-6	-50.00	.02	.03
CCK ANTHOLOGY			6	8	-2	-25.00	.02	.02
RAMULOSE CHMBCN			6	6	0	100.00	.02	.02
WALPOLE WNT WRM			6	2	4	200.00	.02	.01
PICKPOCKET			6	6	0	100.00	.02	.00
BV RS TPSTRY RC			6	6	0	100.00	.02	.00
ROCK WALL PS DC			6	24	-19	-79.17	.01	.06
J LOHR PT STRAH			5	9	-4	-44.44	.01	.02
COVINGTN CB FRN			5	9	-4	-44.44	.01	.02
BARBRVL CF RSV			5	7	-2	-28.57	.01	.02
FERARI-CRN TRSR			5	6	-1	-16.67	.01	.02
GIRARD NAPA RED			5	6	-1	-16.67	.01	.02
HODGES NOBLE			5	5	0	100.00	.01	.01
MRGN CK VLCN MS			5	4	1	25.00	.01	.01
THE SCRAPPER CF			5	3	2	66.67	.01	.01
ZEPALTAS PCKBRY			5	2	3	150.00	.01	.01
PROULX PET SRH			5	5	0	100.00	.01	.00
JRV WHPLSH MLBC			5	5	0	100.00	.01	.00
SHANNON RDG TEM			5	5	0	100.00	.01	.00
WOOLDRDGE CK ML			5	5	0	100.00	.01	.00
NEAL DUST PT SR			5	5	0	100.00	.01	.00
DUPLIN BLK RIVR			5	5	0	100.00	.01	.00
GREEN TRCK P SR			4	65	-61	-93.85	.01	.18
KARAMOOR CB FRN			4	15	-11	-73.33	.01	.04
THE PERGOLA PS			4	10	-6	-60.00	.01	.03
HEY MAMBO SLTRY			4	8	-4	-50.00	.01	.02
TUSK'N RED			4	7	-3	-42.86	.01	.02
FULCHINO VN 603			4	7	-3	-42.86	.01	.02
GIRARD PET SYRH			4	6	-2	-33.33	.01	.02
GRAPETME AMARNE			4	6	-2	-33.33	.01	.02
TWO ANGEL P SRH			4	4	0	100.00	.01	.01
LUCKY STR PT SH			4	2	2	100.00	.01	.01
COAL MINE TMRPN			4	2	2	100.00	.01	.01
DNCNG COY P SRH			4	4	0	100.00	.01	.00
HERON HL CB FRN			4	4	0	100.00	.01	.00
STRAGHT LN TEMP			4	4	0	100.00	.01	.00
WHITE ROCK CLRT			4	4	0	100.00	.01	.00
HRM REX GOL MLB			4	4	0	100.00	.01	.00
ARBR CRST CB FC			4	4	0	100.00	.01	.00
FREY ORG PET SR			3	29	-26	-89.66	.01	.08
KIONA LEMBERGER			3	18	-15	-83.33	.01	.05
JACEY VNYRD MAL			3	9	-6	-66.67	.01	.02
NIEBM-CPLA RBCN			3	8	-5	-62.50	.01	.02
MCNAB RDG PETIT			3	7	-4	-57.14	.01	.02
GIBBS RANCH CAB			3	5	-2	-40.00	.01	.01
BIALE BASIC BLK			3	4	-1	-25.00	.01	.01
CANDIA BLK ICE			3	4	-1	-25.00	.01	.01
CHIMNY RCK ELVG			3	3	0	100.00	.01	.01
TABLS D TBLS RG			3	3	0	100.00	.01	.01
PEJU PROV CB FR			3	2	1	50.00	.01	.01
COL SOLARE RED			3	2	1	50.00	.01	.01
A WILL CAB FRNC			3	2	1	50.00	.01	.01
PERDIDO MARENGO			3	2	1	50.00	.01	.01
CHANDN PN MEUNR			3	1	2	200.00	.01	.00
OPICI HOMEMADE			3	1	2	200.00	.01	.00
FRARI-CNO TRESR			3	1	2	200.00	.01	.00
DUPLIN EASY			3	3	0	100.00	.01	.00
STEELE CAB FRNC			3	3	0	100.00	.01	.00
CLINE AV CRGNE			3	3	0	100.00	.01	.00
WATERBROOK MLBC			2	22	-20	-90.91	.01	.06
ROSNBLM HC P SH			2	22	-20	-90.91	.01	.06
UVAGGIO PRINTVO			2	11	-9	-81.82	.01	.03
CLAYHOUSE LH PS			2	6	-4	-66.67	.01	.02
RED AUTUMN			2	5	-3	-60.00	.01	.01
ROYAL PUNSHR PS			2	4	-2	-50.00	.01	.01
SEVN SNRS PT SR			2	1	1	100.00	.01	.00
JARHEAD RED CAL			2	1	1	100.00	.01	.00
FRNCSCAN MGNFCT			2	1	1	100.00	.01	.00
TRUTH CUV D FUM			2	1	2	100.00	.01	.00
CASA SMITH PRIM			2	2	0	100.00	.01	.00
IRONSTONE PT SR			2	2	0	100.00	.01	.00
BARRA PETIT SIR			2	2	0	100.00	.01	.00
CABARET FRANK			2	2	0	100.00	.01	.00
SILVER TOTM MLB			2	2	0	100.00	.01	.00
VIN D LC CB FRN			1	33	-32	-96.97	.00	.09

# NABCA CASE SALES ANALYSIS

## BY CLASS, TYPE, BRAND

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

ALL STATES-1/1/17 - 03/31/17

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
SALMON RN PT NR			1	8	-7	-87.50	.00	.02
ACORN AL CB FRC			1	5	-4	-80.00	.00	.01
KEENAN CAB FRNC			1	3	-2	-66.67	.00	.01
MERRIAM C FR JN			1	3	-2	-66.67	.00	.01
SHELBRN MARQTE			1	3	-2	-66.67	.00	.01
GLENORA CB FRNC			1	3	-2	-66.67	.00	.01
SUGARLOAF CB FR			1	3	-2	-66.67	.00	.01
G NRMN PT SR PS			1	2	-1	-50.00	.00	.01
TABLS ESPRIT RG			1	2	-1	-50.00	.00	.01
MT BRAVE MALBEC			1	2	-1	-50.00	.00	.01
CLINE LH MRVDRE			1	1		.00	.00	.00
SIGNORELLO EST			1	1		.00	.00	.00
90+CLRS LOT 100			1	1		.00	.00	.00
BARBRSVL CB FRC			1	1		.00	.00	.00
FOPPIANO PT SRH			1	1		.00	.00	.00
ELK RUN CAB FRC			1	1		.00	.00	.00
ARATAS PET S NV			1	1		.00	.00	.00
SHNON RDG PS HE			1	1		.00	.00	.00
REDWD CRK R MSC			1		1	100.00	.00	.00
RED NEWT CAB FR			1		1	100.00	.00	.00
SUMMERS CHARBNO			1		1	100.00	.00	.00
DARIOUSH CB FRN			1		1	100.00	.00	.00
INKBLOT PT VRDT			1		1	100.00	.00	.00
SILKWOOD PT SRH			1		1	100.00	.00	.00
LINGANORE RAVEN			1		1	100.00	.00	.00
WOOLDRDGE TMPRN			1		1	100.00	.00	.00
NEYERS MOURVDRE			1		1	100.00	.00	.00
HAGAFEN NAPA			1		1	100.00	.00	.00
CSA ARCLLA TEMP			1		1	100.00	.00	.00
CLINE MRVDR SBV			1		1	100.00	.00	.00
MCMANIS MALBEC			1		1	100.00	.00	.00
LA JOTA CB FRNC			1		1	100.00	.00	.00
NOTARIUS PT SRH			1		1	100.00	.00	.00
FFC PS DIAMND C				109	-109	-100.00	.00	.30
T-VINE PT SIRAH				77	-77	-100.00	.00	.21
BOOTSTRAP				70	-70	-100.00	.00	.19
VASCO URBANO PS				64	-64	-100.00	.00	.17
CCN CNSVCY P SR				58	-58	-100.00	.00	.16
BLUE FIN PT SRH				29	-29	-100.00	.00	.08
4 DAUGHTRS MARQ				27	-27	-100.00	.00	.07
NISSLEY CHMBCRN				21	-21	-100.00	.00	.06
VINEYRD F CB/CF				20	-20	-100.00	.00	.05
LE MISTRAL MONT				19	-19	-100.00	.00	.05
MADRIGAL				18	-18	-100.00	.00	.05
C CELLARS CAL				14	-14	-100.00	.00	.04
GHOST RIDER				13	-13	-100.00	.00	.04
AMERICANO PT SH				10	-10	-100.00	.00	.03
PAULSEN LODI				10	-10	-100.00	.00	.03
PAPA'S ALL BLCK				9	-9	-100.00	.00	.02
CURTIS HRTG CUV				8	-8	-100.00	.00	.02
MORGAN LEE TINTO				5	-5	-100.00	.00	.01
L'CHAIM TO LIFE				5	-5	-100.00	.00	.01
BLUE MTN PT SRH				5	-5	-100.00	.00	.01
RED TRUCK P SRH				5	-5	-100.00	.00	.01
LDS PALOS CB FR				5	-5	-100.00	.00	.01
MARIETTA PT SRH				5	-5	-100.00	.00	.01
FLAG HL D CHNAC				4	-4	-100.00	.00	.01
SPRNG VLY CB FR				4	-4	-100.00	.00	.01
ROSNBLM RD MSCT				4	-4	-100.00	.00	.01
CAMRON HUGH 456				3	-3	-100.00	.00	.01
FIELD REC FICTN				3	-3	-100.00	.00	.01
LONGORIA TMPNLO				3	-3	-100.00	.00	.01
MERRYVL PROFILE				3	-3	-100.00	.00	.01
LINE 39 CAB FRC				3	-3	-100.00	.00	.01
PENNYWS PS NAPA				3	-3	-100.00	.00	.01
NOTTINGHAM P SR				2	-2	-100.00	.00	.01
VERITE NAPA/SON				2	-2	-100.00	.00	.01
FOPPIANO LOT 96				2	-2	-100.00	.00	.01
SCOTTO FAM MLBC				2	-2	-100.00	.00	.01
BIG RED MONSTER				2	-2	-100.00	.00	.01
MARQUIS LAFAYTE				2	-2	-100.00	.00	.01
JEFFRSN CAB FRC				2	-2	-100.00	.00	.01
& PIZZA				2	-2	-100.00	.00	.01
ST CLEMNT ORPPS				2	-2	-100.00	.00	.01
NINER BOOTJACK				2	-2	-100.00	.00	.01
BIALE P SRH THM				2	-2	-100.00	.00	.01
INKBLOT TANNAT				2	-2	-100.00	.00	.01
CRISS CRSS P SR				1	-1	-100.00	.00	.00
ANGELS SECRT PS				1	-1	-100.00	.00	.00
SEA PINES PT SR				1	-1	-100.00	.00	.00
ORDNRY WN BNSHK				1	-1	-100.00	.00	.00
GRADY				1	-1	-100.00	.00	.00
H&G PET SIRAH				1	-1	-100.00	.00	.00
OWEN ROE CB FRN				1	-1	-100.00	.00	.00
LEGACY ALEX VLY				1	-1	-100.00	.00	.00
FORTRESS PT SRH				1	-1	-100.00	.00	.00
GROUNDWORK MVDR				1	-1	-100.00	.00	.00
BNNY DN CIG RES				1	-1	-100.00	.00	.00
PARDCCI SUSTAIN				1	-1	-100.00	.00	.00
B DOON O TELGRM				1	-1	-100.00	.00	.00
CASTLE RK PS RS				1	-1	-100.00	.00	.00
JACUZZI FW PRMT				1	-1	-100.00	.00	.00
TREFETHN CB FRC				1	-1	-100.00	.00	.00

# NABCA CASE SALES ANALYSIS

## BY CLASS, TYPE, BRAND

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

ALL STATES-1/1/17 - 03/31/17

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
VALDEZ LANDY PDRNCLLI P SRAH SIKA NAPA VALEY DOMINUS C MOUEX PETER MICH P PV FROGS LEAP P SR ARATA SHAKE RDG SEABSCUIT TRFCT HORTON CAB FRNC				1 1 1 1 1 1 1 1 1	-1 -1 -1 -1 -1 -1 -1 -1 -1	-100.00 -100.00 -100.00 -100.00 -100.00 -100.00 -100.00 -100.00 -100.00	.00 .00 .00 .00 .00 .00 .00 .00 .00	.00 .00 .00 .00 .00 .00 .00 .00 .00
<b>TOTAL RED VARTL OTH</b>			<b>37906</b>	<b>36947</b>	<b>959</b>	<b>2.60</b>		
SANGIOVESE LUNA VINEYARDS SEGHEISIO ALEX V TRADER JOES 132 ANDRETTI TRRA D'ORO AMA ZORVINO VYD NH JERIKO			25 18 17 16 14 12 8	47 15 25 14 10	-22 3 17 -9 2 8	-46.81 20.00 100.00 -36.00 .00 20.00 100.00	19.69 14.17 13.39 12.60 11.02 9.45 6.30	32.87 10.49 .00 17.48 9.79 6.99 .00
ACORN ALGRIA RR MINER NINER BOOTJACK FREY REDWD VLLY COVINGTON ODE KIONA EST RD MT GIRASOLE VYDS OPOLO CHATOM GTNO CLV DUXOUP GENNAIO CRANE LAKE CALI VALLY MN ROSATO			6 3 3 2 2 1	5 5 5 5 1	1 -2 -2 -3 2 1	20.00 -40.00 -40.00 -60.00 100.00 100.00	4.72 2.36 2.36 1.57 1.57 .79	3.50 3.50 3.50 3.50 .00 .00
<b>TOTAL SANGIOVESE</b>			<b>127</b>	<b>143</b>	<b>-16</b>	<b>-11.19</b>		
RED BLND/MRTG APOTHIC RED CAL BAREFOOT SWT RD SUTTR HM SWT RD FRANZIA VS DARK APOTHIC CRUSH BOTA BOX RED CA BOTA BX NGHTHWK MENAGE A TROIS 14 HANDS HOT TR DREAMNG TR CRSH DARK HORSE RED MENAGE A TR SLK GNARLY HD 1924 BAREFOOT WINTER AMBERHLL SECRET MIRASSOU SUNSET BOGLE ESSNTL CA COCOSON CAL MENAGE A TRS MD BRNGR WH ZN/MSC STERLNG VC MRTG BERNGR RED CRSH WHITMAN EXP L3 NIEBAUM CLRT CB HAVENS BLK&BLUE SUTTER HOME CAL BAREFOOT IMPRSS JOSH CEL LEGACY COL MRLT/CAB TV RM WDBG CAB-MRL FFC ROSSO Z/C/S GNARLY HEAD AUT PRIMAL ROOT CAL GNARLY HD A BLK THE NAKED GP RD KDL-JKSN VR SUM THE NOBEL NAPA BAREFOOT ROSA MARIETTA O V 64 PRISONER RED NV VINDICATED BEAU JOHNSON HOUSE COUP DE GRACE MAGNIFICENT WNE FREY NATURAL RD CONUNDRUM CAL MIDDLE SIS RBEL CARINI ALCNT BS ONCE UPON V RED NOBLE VINES 1 ROSEHEARTY C V 14 HANDS STMPDE R MNDV PS HRTG CLINE CASHMERE LOST A MSCHF CA DEADBOLT WM CAL FFC DIAMOND COL			24081 10424 6885 6439 6384 6177 6009 5383 3897 3423 3058 2488 2306 2283 2216 2196 2009 1993 1905 1890 1859 1857 1745 1682 1609 1533 1515 1358 1126 1084 1014 900 887 850 834 818 761 697 637 632 631 601 601 597 582 541 518 506 472 472 465 459 416 409 408 402 374	23565 8936 5876 4532 4778 6296 715 6155 3886 2884 3277 2324 181 2401 65 120 2067 2127 2790 1613 1327 819 1745 1084 308 1275 1015 634 951 1848 966 548 1353 2308 880 942 251 891 891 764 764 663 601 492 689 406 811 26 712 340 48 381 338 356 652 86	516 1488 1009 1907 1606 -119 5294 -772 11 539 -219 164 2125 -118 2151 2076 -58 -134 -885 277 532 1038 1745 598 1301 258 500 724 175 -764 48 352 -466 -1458 -46 -124 510 -194 637 -132 631 -62 601 105 -107 135 -293 480 -240 132 465 411 35 71 52 -250 288	2.19 16.65 17.17 42.08 33.61 -1.89 740.42 -12.54 .28 18.69 -6.68 7.06 1174.03 -4.91 3309.23 1730.00 -2.81 -6.30 -31.72 17.17 40.09 126.74 100.00 55.17 422.40 20.24 49.26 114.20 18.40 -41.34 4.97 64.23 -34.44 -63.17 -5.23 -13.16 203.19 -21.77 100.00 -17.28 100.00 -9.35 100.00 21.34 -15.53 33.25 -36.13 1846.15 -33.71 38.82 100.00 856.25 9.19 21.01 14.61 -38.34 334.88	15.64 6.77 4.47 4.18 4.15 4.01 3.90 3.50 2.53 2.22 1.99 1.62 1.50 1.48 1.44 1.43 1.30 1.29 1.24 1.23 1.21 1.21 1.13 1.09 1.05 1.00 .98 .88 .73 .70 .66 .58 .58 .55 .54 .53 .49 .45 .41 .41 .39 .39 .38 .35 .34 .33 .31 .31 .30 .30 .27 .27 .27 .26 .26 .24	18.18 6.89 4.53 3.50 3.69 4.86 .55 4.75 3.00 2.23 2.53 1.79 1.14 1.85 .05 .09 1.59 1.64 2.15 1.24 1.02 .63 .00 .84 .24 .98 .78 .49 .73 1.43 .75 .42 1.04 1.78 .68 .73 .19 .69 .00 .59 .00 .51 .00 .38 .53 .31 .63 .02 .55 .26 .00 .04 .29 .26 .27 .50 .07

# NABCA CASE SALES ANALYSIS

## BY CLASS, TYPE, BRAND

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

ALL STATES-1/1/17 - 03/31/17

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
CHRLS&CHRLS PST			364	812	-448	-55.17	.24	.63
BRIDLWOOD BL175			355	87	268	308.05	.23	.07
GHOST PNE RD BL			343	360	-17	-4.72	.22	.28
DECOY RED NAPA			335	309	26	8.41	.22	.24
SKINNYGRL RD CA			332	653	-321	-49.16	.22	.50
AMICUS SUM PEAK			320		320	100.00	.21	.00
RHIANNON CAL			315	142	173	121.83	.20	.11
VIN VAULT RED			312	381	-69	-18.11	.20	.29
FANCY PANTS RED			308	188	120	63.83	.20	.15
NSSLY GRPFL RD			306	226	80	35.40	.20	.17
COL HORSE HV H3			302	246	56	22.76	.20	.19
THE GREAT AMRCN			299	442	-143	-32.35	.19	.34
TROUBLEMAKER PR			295	302	-7	-2.32	.19	.23
COLUMBIA CMPSTN			291	256	35	13.67	.19	.20
LINDEMAN GNTLMN			287	15	272	1813.33	.19	.01
SEVEN DAUGHTERS			273	306	-33	-10.78	.18	.24
HESS SELCT TRED			270	266	4	1.50	.18	.21
HOUSE OF CARD			268		268	100.00	.17	.00
PROPHECY			264		264	100.00	.17	.00
Z. ALEXANDER BR			263	4	259	6475.00	.17	.00
SILVER BUCKLE			248	362	-114	-31.49	.16	.28
SMOKNG LN RD LN			246	141	105	74.47	.16	.11
THE DIVINING RD			239	464	-225	-48.49	.16	.36
HAHN NICKY HAHN			233	225	8	3.56	.15	.17
COLBY RED CAL			221	58	163	281.03	.14	.04
LIBERTY CRK FND			220		220	100.00	.14	.00
CHLOE NO.249 RD			213	112	101	90.18	.14	.09
90+CLRS BR L113			211	174	37	21.26	.14	.13
DELILLE D2			199	1	198	*****	.13	.00
SAVED RED CAL			197	227	-30	-13.22	.13	.18
GUM DROP SWEET			196	302	-106	-35.10	.13	.23
CMS RED COL VLY			190	184	6	3.26	.13	.14
C D BOIS MRLSTN			190	4	186	4650.00	.12	.00
GUND BND MTN CV			184	8	176	2200.00	.12	.01
TRUVEE C CST			175	122	53	43.44	.11	.09
KITE HAWK GHOST			174	3	171	5700.00	.11	.00
STONEHEDGE MRTG			170		170	100.00	.11	.00
KNDL-JKSN AVANT			169	207	-38	-18.36	.11	.16
RED I.Q.			162		162	100.00	.11	.00
VELVET CRUSH CC			159	50	109	218.00	.10	.04
FFC VENDETTA			154	282	-128	-45.39	.10	.22
T VINE HALLOWED			153		153	100.00	.10	.00
MRPHY-GOODE CAL			153		153	100.00	.10	.00
SHANNON RDG BCK			148		148	100.00	.10	.00
WHTMN EXP CNDCT			148		148	100.00	.10	.00
RED TRUCK BLEND			147	146	1	.68	.10	.11
SHLTN JACQLN CV			142		142	100.00	.09	.00
DECOY RED SNMA			136		136	100.00	.09	.00
COOPER & THF BB			132		132	100.00	.09	.00
CHARLES&CHRL RD			129	117	12	10.26	.09	.09
JOEL GOTT WASH			125		125	100.00	.08	.00
CLOS DU VAL RED			111		111	100.00	.07	.00
FFC PRST RSD CL			107	111	-4	-3.60	.07	.09
COL G EST GOLD			106	29	77	265.52	.07	.02
RAVAGE KNIGHT FL			105		105	100.00	.07	.00
PARADUX PROP			104	88	16	18.18	.07	.07
THE PRISONER NV			100	21	79	376.19	.06	.02
TRIBUNAL RED			99	66	33	50.00	.06	.05
TRUMP SIMPLY RD			88	45	43	95.56	.06	.03
MARIETTA CHR#3			87		87	100.00	.06	.00
ORIN SWIFT ABST			85	179	-94	-52.51	.06	.14
CLAYHOUSE ADOBE			85	159	-74	-46.54	.06	.12
CARINI CAPTAIN			85		85	100.00	.06	.00
VIGILANCE CIMRN			81	280	-199	-71.07	.05	.22
TRUMP NEW WORLD			81	28	53	189.29	.05	.02
R MNDV PS MRTGE			80	64	16	25.00	.05	.05
JC CLR SMK&MRRS			75		75	100.00	.05	.00
RIDGE 3 VLY SC			74	124	-50	-40.32	.05	.10
COURTYARD TWIST			74	23	51	221.74	.05	.02
14 HANDS K DRBY			73	155	-82	-52.90	.05	.12
AVA GRACE CAL			72		72	100.00	.05	.00
PURPLE COWBOY			71	91	-20	-21.98	.05	.07
ATREA OLD SOUL			68	94	-26	-27.66	.04	.07
MORGAN CD CROWS			68	52	16	30.77	.04	.04
FORCE OF NATURE			68	9	59	655.56	.04	.01
ST FRANCIS RED			66	133	-67	-50.38	.04	.10
LOCATIONS WA 4			65	149	-84	-56.38	.04	.11
ESTANCIA ALX VL			65	82	-17	-20.73	.04	.06
RED ROCK WM RES			64	78	-14	-17.95	.04	.06
BLACK PNT MM TR			64		64	100.00	.04	.00
MPHY-GD OP HOME			61	156	-95	-60.90	.04	.12
NXNW RED COL VY			61	91	-30	-32.97	.04	.07
BLACK INK CAL			61	43	18	41.86	.04	.03
ROUSTABOUT PASO			60	29	31	106.90	.04	.02
TRADER J RS SNM			60		60	100.00	.04	.00
PDRNCI FRND.RED			59	50	9	18.00	.04	.04
OPUS ONE			59	46	13	28.26	.04	.04
TAKEN RED NAPA			59	40	19	47.50	.04	.03
TERRAIN VINEYRD			59		59	100.00	.04	.00
6 MILE DERBY RD			58	37	21	56.76	.04	.03
CSM RED INDN WL			57	39	18	46.15	.04	.03
PURPLE HEART			57		54	1800.00	.04	.00
MARIETTA ARME#3			56	3	56	100.00	.04	.00

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ALL STATES-1/1/17 - 03/31/17

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
LIBERTE RED PR			55	39	16	41.03	.04	.03
CASHMERE BL MGC			55		55	100.00	.04	.00
C D BOIS ROUGE			54	114	-60	-52.63	.04	.09
DUCK COM TRP TH			54	108	-54	-50.00	.04	.08
GRAVEL BAR ALLV			54	69	-15	-21.74	.04	.05
PEIRANO OTHR RD			54	64	-10	-15.63	.04	.05
CRYPTIC CAL			53	67	-14	-20.90	.03	.05
RIDGE LYTTON SP			52	60	-8	-13.33	.03	.05
CUTTINGS CAL			52	27	25	92.59	.03	.02
SKYFALL COL VLY			52		52	100.00	.03	.00
PITTSBRG PIRATE			51	16	35	218.75	.03	.01
R PATRICK REDHD			51	14	37	264.29	.03	.01
TOSCHI			51		51	100.00	.03	.00
WELL READ ORGNC			50	39	11	28.21	.03	.03
BOTA BRICK RDVL			49	103	-54	-52.43	.03	.08
SHEBANG			49	68	-19	-27.94	.03	.05
COL GRND ESTATE			49	63	-14	-22.22	.03	.05
TOWER 15 JETTY			48		48	100.00	.03	.00
BARREL AXE CAL			47		47	100.00	.03	.00
TENSHEN ST BARB			45	68	-23	-33.82	.03	.05
TAMAS EST DBL D			45	50	-5	-10.00	.03	.04
PAZZO NAPA VLLY			45	32	13	40.63	.03	.02
HEDGES FE 3 VYD			45	29	16	55.17	.03	.02
HGUE GNSIS MRTG			44	46	-2	-4.35	.03	.04
ROTIE SOUTHERN			44		44	100.00	.03	.00
GNARLY HD RD CA			44		44	100.00	.03	.00
FIFTY SHADE GRY			43	29	14	48.28	.03	.02
FREY AGRCLTRIST			42	44	-2	-4.55	.03	.03
OTC MT TOWN			42		42	100.00	.03	.00
POPCRUSH RED CA			41	1089	-1048	-96.24	.03	.84
B VSTA THE CNT			41	51	-10	-19.61	.03	.04
MARIETTA CHR#1			41	45	-4	-8.89	.03	.03
B SIDE RED CAL			41	20	21	105.00	.03	.02
JUSTIN ISOSCELS			40	37	3	8.11	.03	.03
BUCKLIN ANCIENT			40	33	7	21.21	.03	.03
BELLE AMBNCE RD			39	69	-30	-43.48	.03	.05
ONX MOON			39	65	-26	-40.00	.03	.05
COURTYARD RUBYS			39	42	-3	-7.14	.03	.03
BUCKLIN BAMBINO			39	40	-1	-2.50	.03	.03
ESTANCIA RES PR			39	32	7	21.88	.03	.02
SAWTOOTH SKYLNE			39	21	18	85.71	.03	.02
MCHL&DVD PET PT			37	64	-27	-42.19	.02	.05
TREANA RED			37	23	14	60.87	.02	.02
MNDVI CK ML/CAB			36	97	-61	-62.89	.02	.07
DALLIANCE			36	24	12	50.00	.02	.02
CARICATURE CAL			35	43	-8	-18.60	.02	.03
H LUXURY CLCTN			35		35	100.00	.02	.00
JUST LEDOUX IT			34	67	-33	-49.25	.02	.05
CHRONIC SF KING			34	25	9	36.00	.02	.02
FREY BIO FIELD			34	10	24	240.00	.02	.01
PRNC MCH MRL/CB			33	34	-1	-2.94	.02	.03
VENGE SCOUT HON			33	33		.00	.02	.03
ORIN SWIFT MCHT			33	11	22	200.00	.02	.01
MNDVI CK FIELD			31	28	3	10.71	.02	.02
OUPE MODERN			31		31	100.00	.02	.00
CANOE RDG EXPDT			30		30	100.00	.02	.00
BERNGR WAYMAKER			29	72	-43	-59.72	.02	.06
HAYES RANCH CAL			29	14	15	107.14	.02	.01
FIREFLY RED FLS			29	2	27	1350.00	.02	.00
MATCHBOOK TINTO			29		29	100.00	.02	.00
PINECROFT SW RD			28	59	-31	-52.54	.02	.05
DAVID GIRARD CD			28	24	4	16.67	.02	.02
DEARLY BELOVED			28	18	10	55.56	.02	.01
THREE RVRS MRTG			28	17	11	64.71	.02	.01
MARIETTA ARME#1			27	44	-17	-38.64	.02	.03
TOMASELLO RAINR			27	22	5	22.73	.02	.02
JUSTIN JUSTFCTN			26	15	11	73.33	.02	.01
MOON DOG MALIBU			26	7	19	271.43	.02	.01
SEAN MINOR NAPA			25	12	13	108.33	.02	.01
TERRA VLNTN MRG			25		25	100.00	.02	.00
MILESTONE CAL			24	44	-20	-45.45	.02	.03
BESIEGED SONOMA			24	31	-7	-22.58	.02	.02
CHALK HILL EST			24	7	17	242.86	.02	.01
JARHEAD RED			24	4	20	500.00	.02	.00
PASO ROBLES			24		24	100.00	.02	.00
GNARLY HD A HRV			24		24	100.00	.02	.00
MURRTA WLL SPUR			23	14	9	64.29	.01	.01
KIONA CAB/MERLT			23	11	12	109.09	.01	.01
BERNGR QUANTUM			23	3	20	666.67	.01	.00
STPH VNCNT CRIM			23	2	21	1050.00	.01	.00
MCMANIS NRTH FR			23	1	22	2200.00	.01	.00
JS ONES & ZEROS			23		23	100.00	.01	.00
KUKKULA AATTO			23		23	100.00	.01	.00
GEN 5 ANCESTRAL			23		23	100.00	.01	.00
DESERT WND RUAH			22	26	-4	-15.38	.01	.02
SEXUAL CHOCOLTE			22	1	21	2100.00	.01	.00
INTUITION			22		22	100.00	.01	.00
RED SCHOONER V3			22		22	100.00	.01	.00
CHDDSFDRD PHLIES			21	42	-21	-50.00	.01	.03
PICKET FNCE TOP			21	1	20	2000.00	.01	.00
CHAPPLLET DBL C			21		21	100.00	.01	.00
TERLATO DEVIL			21		21	100.00	.01	.00
MATCHBOX BLEND			20	38	-18	-47.37	.01	.03

# NABCA CASE SALES ANALYSIS

## BY CLASS, TYPE, BRAND

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

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
307 DEVILS TWR			20	23	-3	-13.04	.01	.02
A PROPER PINK			20		20	100.00	.01	.00
KULETO NATV SON			20		20	100.00	.01	.00
CRANE LAKE RED			20		20	100.00	.01	.00
SPRINKLE CAL			19	53	-34	-64.15	.01	.04
CH ST JEAN S RD			19	24	-5	-20.83	.01	.02
FEDERALST PISTL			19	19		.00	.01	.01
COMPLICATED RED			19	16	3	18.75	.01	.01
SKYLARK RED BLY			19	14	5	35.71	.01	.01
FRNKLN HL TRIO			19	14	5	35.71	.01	.01
STG LP WC HND T			19	13	6	46.15	.01	.01
OUTCAST DRIFTER			18	181	-163	-90.06	.01	.14
NINER RED PASO			18	1	17	1700.00	.01	.00
GHOSTRIDER			18		18	100.00	.01	.00
FEDERALIST HNST			18		18	100.00	.01	.00
REDWD CRK WM RD			17	201	-184	-91.54	.01	.16
RENINGER HX PMT			17	30	-13	-43.33	.01	.02
BANSHEE MORDCAI			17	21	-4	-19.05	.01	.02
FLORA SPG TRLG Y			17	16	1	6.25	.01	.01
CH MRSTTE ARCHV			17	16	1	6.25	.01	.01
MCNAB RDG FRED			17	12	5	41.67	.01	.01
BERGVN LN LINEN			17		17	100.00	.01	.00
R MNDVI MAESTRO			17		17	100.00	.01	.00
HORSESH&HNDGRND			16	16		.00	.01	.01
BAER STAR			16	16		.00	.01	.01
FLO			16	14	2	14.29	.01	.01
CARNE HUMANA NV			16	11	5	45.45	.01	.01
MARKHAM 1879			16	11	5	45.45	.01	.01
BROWNE FAM TRBT			16		16	100.00	.01	.00
THORNY ROSE RED			15	66	-51	-77.27	.01	.05
JOEL GOTT ALAKA			15	25	-10	-40.00	.01	.02
DOMINANT SVN CA			15	24	-9	-37.50	.01	.02
WHTHALL TRE LEO			15	15		.00	.01	.01
CHRONIC D NUTS			15	2	13	650.00	.01	.00
S MINOR NICLE M			15		15	100.00	.01	.00
STATE OF ORIGIN			15		15	100.00	.01	.00
THMS ALLN SLCTN			15		15	100.00	.01	.00
WINE CUBE VN BL			15		15	100.00	.01	.00
THE BIG EASY			14	14		.00	.01	.01
RAYMOND R FIELD			14	12	2	16.67	.01	.01
PACIFIC REDWOOD			14	7	7	100.00	.01	.01
ANGELS & CWBOYS			14	5	9	180.00	.01	.00
RIDGE GYSR ALEX			14	1	13	1300.00	.01	.00
TENOR 2:2			14		14	100.00	.01	.00
TREFETHEN DBL T			14		14	100.00	.01	.00
WAGNER SUNSET			14		14	100.00	.01	.00
CH ST JN SOIREE			13	83	-70	-84.34	.01	.06
TAMARACK FIREHS			13	48	-35	-72.92	.01	.04
MNDVI CK SACRLT			13	42	-29	-69.05	.01	.03
TOASTED HD UNTM			13	18	-5	-27.78	.01	.01
SINSKEY POV NP			13	11	2	18.18	.01	.01
LANGTWN MID RSV			13	9	4	44.44	.01	.01
THE BOATMAN			13	3	10	333.33	.01	.00
MATCHBOOK ARSNT			13	2	11	550.00	.01	.00
LEESE-FTCH FIRE			13		13	100.00	.01	.00
CHRONIC P PADAL			13		13	100.00	.01	.00
GRANITE COAST			12	151	-139	-92.05	.01	.12
THREE RVR RV RD			12	45	-33	-73.33	.01	.03
THE PESSIMIST			12	35	-23	-65.71	.01	.03
LITTLE BD DV RD			12	21	-9	-42.86	.01	.02
SOKOL BLSSR EVO			12	20	-8	-40.00	.01	.02
INSPIRED			12	15	-3	-20.00	.01	.01
WORTHY RED			12	11	1	9.09	.01	.01
PARADOCX BARN R			12	10	2	20.00	.01	.01
DRY CRK MARINER			12	9	3	33.33	.01	.01
ROCK WL OBSIDNA			12	7	5	71.43	.01	.01
PURPLE HEART NV			12	6	6	100.00	.01	.00
CHAPPELLET MNTN			12	6	6	100.00	.01	.00
TOMASELLO BROOM			12	4	8	200.00	.01	.00
RED SCHOONER V2			12	3	9	300.00	.01	.00
FLORA SPRING NA			12		12	100.00	.01	.00
LOVE NOIR SATIN			12		12	100.00	.01	.00
WLDHVN BLAZING			11	237	-226	-95.36	.01	.18
JUXTAPOZ RED NC			11	133	-122	-91.73	.01	.10
BAER URSA			11	20	-9	-45.00	.01	.02
BOTA MINI NGTHK			11	8	3	37.50	.01	.01
ROBERT HALL CUV			11	8	3	37.50	.01	.01
MULLAN ROAD RED			11	7	4	57.14	.01	.01
HANDCRAFT DARK			11		11	100.00	.01	.00
WINE CUBE DARK			11		11	100.00	.01	.00
FFC SOFIA RED			11		11	100.00	.01	.00
LYETH RED MERTG			10	46	-36	-78.26	.01	.04
GUARDIAN NWPNT			10	23	-13	-56.52	.01	.02
REDS LODI			10	18	-8	-44.44	.01	.01
BRASSFIELD ERPT			10	14	-4	-28.57	.01	.01
STG LP WNY INVT			10	9	1	11.11	.01	.01
FRN CPL VENDETA			10	5	5	100.00	.01	.00
TBLS PTLN TBLS			10	5	5	100.00	.01	.00
CLOS LACH MRTGE			10	4	6	150.00	.01	.00
THE OFFERING			10	2	8	400.00	.01	.00
BLACKBIRD ARISE			10	2	8	400.00	.01	.00
GIRARD ARTISTRY			10	1	9	900.00	.01	.00
CALLIE COLLECTN			10		10	100.00	.01	.00

# NABCA CASE SALES ANALYSIS

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
N2 KEG			10		10	100.00	.01	.00
NXNW COL VLY KG			10		10	100.00	.01	.00
STEELE PERSONA			10		10	100.00	.01	.00
STRRY NGHT ADRA			10		10	100.00	.01	.00
7 MOONS RED CAL			10		10	100.00	.01	.00
LEWIS ALECS BLD			10		10	100.00	.01	.00
CLAAR CAB/MERLT			10		10	100.00	.01	.00
FOGGY VL SR/GRN			10		10	100.00	.01	.00
VINUM RED DIRT			9	18	-9	-50.00	.01	.01
LOCK & KEY NC			9	17	-8	-47.06	.01	.01
BLACKSTN DELCTB			9	17	-8	-47.06	.01	.01
FRANCSCN MERITG			9	15	-6	-40.00	.01	.01
JEWEL BOX GARNT			9	12	-3	-25.00	.01	.01
DUNHAM 3 LEGGED			9	9		.00	.01	.01
QUAFF			9	9		.00	.01	.01
WLLM HLL EST BB			9	4	5	125.00	.01	.00
COSENTINO DARK			9	3	6	200.00	.01	.00
HOOPLA NAPA			9	1	8	800.00	.01	.00
GUARDIAN CH LNE			8	28	-20	-71.43	.01	.02
RAVENSWD MCKRKR			8	16	-8	-50.00	.01	.01
COCOBON EST CAL			8	10	-2	-20.00	.01	.01
GRAPETME TUSCAN			8	9	-1	-11.11	.01	.01
HAYES VALLEY CC			8	8		.00	.01	.01
JBV DOG AT LRGE			8	8		.00	.01	.01
PROMISQOUS RED			8	6	2	33.33	.01	.00
NINER TWISTED			8	3	5	166.67	.01	.00
GOOSE RIDGE G3			8	2	6	300.00	.01	.00
TRDR JOES LT138			8		8	100.00	.01	.00
MCPHERSN COPAIN			8		8	100.00	.01	.00
OZY			8		8	100.00	.01	.00
BARREL ROAD CAL			8		8	100.00	.01	.00
STORYBOOK ANTAE			8		8	100.00	.01	.00
A PROPER CLARET			7	28	-21	-75.00	.00	.02
COVINGTON CLLRS			7	18	-11	-61.11	.00	.01
FIVE WISE CAL			7	16	-9	-56.25	.00	.01
CCK HERRICK RED			7	14	-7	-50.00	.00	.01
EPIPHANY GYPSY			7	10	-3	-30.00	.00	.01
RIDGE GEYSR CAL			7	10	-3	-30.00	.00	.01
COPPOLA ELEANOR			7	10	-3	-30.00	.00	.01
PITAGORA RD SNM			7	9	-2	-22.22	.00	.01
ALIAS SCRT AGNT			7	9	-2	-22.22	.00	.01
LABELLE AMERCUS			7	6	1	16.67	.00	.00
HANDSOME DEVIL			7	3	4	133.33	.00	.00
MARILYN NAPA			7	2	5	250.00	.00	.00
SOLA			7	1	6	600.00	.00	.00
BUCKLIN UPPER 5			7	1	6	600.00	.00	.00
THE CLEAVER CAL			7		7	100.00	.00	.00
FREAKSHOW LODI			7		7	100.00	.00	.00
MCPHERSN HERNCA			7		7	100.00	.00	.00
LAISSSEZ FAIRE			7		7	100.00	.00	.00
STG L WC SLV RD			7		7	100.00	.00	.00
RR BLACK BLEND			7		7	100.00	.00	.00
3 HRSE RN ML/CF			7		7	100.00	.00	.00
BRAMBLE & VINE			6	63	-57	-90.48	.00	.05
SMASHBERRY CC			6	27	-21	-77.78	.00	.02
JEBEDH DRINKWLL			6	24	-18	-75.00	.00	.02
OWEN ROE YAKIMA			6	12	-6	-50.00	.00	.01
GUARDIAN GN MTL			6	12	-6	-50.00	.00	.01
CENYTH SNMA CTY			6	11	-5	-45.45	.00	.01
L'ECOLE 41 PRGE			6	7	-1	-14.29	.00	.01
L'ECOLE PEP RDG			6	7	-1	-14.29	.00	.01
SHANNON WRANGLR			6	5	1	20.00	.00	.01
AVIARY NAPA			6	4	2	50.00	.00	.00
A LA CARTE CAL			6	4	2	50.00	.00	.00
VOLKR FISLE TRZ			6	4	2	50.00	.00	.00
CERVANTES MT CV			6	3	3	100.00	.00	.00
HARASZTHY BEAR			6		6	100.00	.00	.00
SKETCHBOOK ART			6		6	100.00	.00	.00
KARAMOOR MERITG			6		6	100.00	.00	.00
ROCK WL R HOUND			6		6	100.00	.00	.00
TENOR 1:1			6		6	100.00	.00	.00
THE ORIGINALS			6		6	100.00	.00	.00
PARLA RED BLEND			6		6	100.00	.00	.00
LEVIATHAN			6		6	100.00	.00	.00
K VINT THE BOY			6		6	100.00	.00	.00
COR CELLARS			6		6	100.00	.00	.00
ST CHP WNMKR BX			5	178	-173	-97.19	.00	.14
ORIN SWIFT CA 3			5	56	-51	-91.07	.00	.04
BRNDLN HENRY KP			5	36	-31	-86.11	.00	.03
GYSR PK UNCNSRD			5	23	-18	-78.26	.00	.02
TRANZIND LODI			5	16	-11	-68.75	.00	.01
ZACA MESA Z CV			5	12	-7	-58.33	.00	.01
PENNER-ASH RUBE			5	12	-7	-58.33	.00	.01
LIOCO INDICA			5	11	-6	-54.55	.00	.01
TWO MT RATTLNKN			5	9	-4	-44.44	.00	.01
SPRNG VLY URIAH			5	8	-3	-37.50	.00	.01
LONGRA BLUES CV			5	8	-3	-37.50	.00	.01
SPARKMAN KINDRD			5	7	-2	-28.57	.00	.01
ROADSIDE RED			5	7	-2	-28.57	.00	.01
PENDANT PASSPRT			5	7	-2	-28.57	.00	.01
DOMINUS NPAHOOK			5	6	-1	-16.67	.00	.00
CONTINUUM NAPA			5			.00	.00	.00
QUILCEDA CREEK			5	5		.00	.00	.00

# NABCA CASE SALES ANALYSIS

## BY CLASS, TYPE, BRAND

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

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
DOMINUS EST N V			5	2	3	150.00	.00	.00
CIRCE			2	2	3	150.00	.00	.00
JANKRIS CRSSFRE			5	2	3	150.00	.00	.00
3 GIRLS PURE RD			5	2	3	150.00	.00	.00
JANKRIS RIATTA			5	1	4	400.00	.00	.00
WOODWD CNYN NLM			5		5	100.00	.00	.00
COSNTINO THE RD			5		5	100.00	.00	.00
SAN ANTNIO CARD			5		5	100.00	.00	.00
FOX RN RB VIXEN			5		5	100.00	.00	.00
TWO RANGE NAPA			5		5	100.00	.00	.00
ROSEMONT DAWSON			5		5	100.00	.00	.00
JRV WHIPLASH			5		5	100.00	.00	.00
D ARTHUR MERITG			5		5	100.00	.00	.00
ALEX VY HOMESTD			5		5	100.00	.00	.00
PARDUCCI TR GRT			5		5	100.00	.00	.00
TAKASHI NAPA			5		5	100.00	.00	.00
WOODBRDGE RD CA			5		5	100.00	.00	.00
SPAGHTTI RED CA			5		5	100.00	.00	.00
CAMPOVIDA			5		5	100.00	.00	.00
TOWER 15 SWELL			4	141	-137	-97.16	.00	.11
MSSNGR TELEGRAM			4	31	-27	-87.10	.00	.02
MERCER CNYN COL			4	29	-25	-86.21	.00	.02
PURPLE ST CB/PV			4	17	-13	-76.47	.00	.01
TOMASLLO AUTUMN			4	16	-12	-75.00	.00	.01
LIEB RGH COAST			4	13	-9	-69.23	.00	.01
GIRASOLE MNDCNO			4	12	-8	-66.67	.00	.01
HAYMN&HLL RS MC			4	10	-6	-60.00	.00	.01
MARIETTA O V 63			4	10	-6	-60.00	.00	.01
ROCK ISLAND RED			4	8	-4	-50.00	.00	.01
THE VAULT NAPA			4	8	-4	-50.00	.00	.01
BERGVN LN CALCO			4	6	-2	-33.33	.00	.00
GUARDIAN WANTED			4	6	-2	-33.33	.00	.00
HNTNG WHS DCHNC			4	5	-1	-20.00	.00	.00
PARTS & LABOR			4	5	-1	-20.00	.00	.00
IRONSIDE			4	4		.00	.00	.00
RARE RED CAL			4	4		.00	.00	.00
SPRNG VLY FRDRK			4	4		.00	.00	.00
LAIRD JILLIAN'S			4	4		.00	.00	.00
THE IMPOSTER			4	4		.00	.00	.00
CSM MERTG ART S			4	2	2	100.00	.00	.00
GRATEFUL DEAD			4	1	3	300.00	.00	.00
SDDLEBACK RNCHR			4		4	100.00	.00	.00
NEYERS LEFT BNK			4		4	100.00	.00	.00
THE POSSESSOR			4		4	100.00	.00	.00
LECOLE 41 FRNCH			4		4	100.00	.00	.00
KULETO FRG PRNC			4		4	100.00	.00	.00
SEQUOIA CAMBIUM			4		4	100.00	.00	.00
SMTH&HK PROP CC			4		4	100.00	.00	.00
HEAVYWEIGHT KO			4		4	100.00	.00	.00
STEELE SCARLET			4		4	100.00	.00	.00
BAER CALLISTO			4		4	100.00	.00	.00
CAIN CONCEPT			4		4	100.00	.00	.00
GB CRANE COCO			4		4	100.00	.00	.00
HOURGLSS HG III			4		4	100.00	.00	.00
THE SEDUCER CAL			3	376	-373	-99.20	.00	.29
CFR ESTATE RED			3	51	-48	-94.12	.00	.04
STARK RAVNG RED			3	32	-29	-90.63	.00	.02
CH LA PAWS CAL			3	15	-12	-80.00	.00	.01
SNQ WST ST R CV			3	13	-10	-76.92	.00	.01
EVOLUTION BIG TM			3	11	-8	-72.73	.00	.01
SALMON RUN F LK			3	10	-7	-70.00	.00	.01
HARTHILL F HRVT			3	10	-7	-70.00	.00	.01
HANDCRAFT INSPR			3	8	-5	-62.50	.00	.01
DAQU 1740 RESRV			3	8	-5	-62.50	.00	.01
MOTTO GUNG HO			3	8	-5	-62.50	.00	.01
BV TAPESTRY MRT			3	6	-3	-50.00	.00	.00
NOVY FOUR-ML CK			3	6	-3	-50.00	.00	.00
BARBED WIRE			3	6	-3	-50.00	.00	.00
ABBOTS TABLE CV			3	5	-2	-40.00	.00	.00
VAMPIRE VAM RED			3	5	-2	-40.00	.00	.00
D GEHRS ROCKERS			3	5	-2	-40.00	.00	.00
PICAYUNE NAPA			3	4	-1	-25.00	.00	.00
R & B IMPROVISR			3	4	-1	-25.00	.00	.00
TRIN NV MERTAGE			3	4	-1	-25.00	.00	.00
FIREBRIX RED CV			3	3		.00	.00	.00
P MCHL L'ESPRIT			3	3		.00	.00	.00
DUCKHRN DISCUSN			3	3		.00	.00	.00
HAND PRINT			3	3		.00	.00	.00
R2 RHAPSODY			3	3		.00	.00	.00
ANCIENT PK RNGD			3	3		.00	.00	.00
TO CELEBRTE PWL			3	3		.00	.00	.00
FRICK C3 CUBED			3	3		.00	.00	.00
FISHR CMERN RED			3	2	1	50.00	.00	.00
JEFF RNQST 1448			3	2	1	50.00	.00	.00
ST MAYHEM CF/JL			3	2	1	50.00	.00	.00
A WILL SORELLA			3		3	100.00	.00	.00
SPARKMAN WLDNRN			3		3	100.00	.00	.00
IRON GATE TEMPT			3		3	100.00	.00	.00
BLACKBRD ARISE			3		3	100.00	.00	.00
JC CLR IMPOSTOR			3		3	100.00	.00	.00
KIRKLN SIG MRT			3		3	100.00	.00	.00
SNQ CABRNT/MRLT			3		3	100.00	.00	.00
SEGHESIO DFIANT			3		3	100.00	.00	.00

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ALL STATES-1/1/17 - 03/31/17

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
BAER ARCTOS			3		3	100.00	.00	.00
GB CRANE DSCPLS			3		3	100.00	.00	.00
BLACKBRD CONTRN			3		3	100.00	.00	.00
BLCK RCK COUGAR			3		3	100.00	.00	.00
WHITE OAK MIGHT			3		3	100.00	.00	.00
BLACKBRD ILLSTN			3		3	100.00	.00	.00
FIVE STAR STELL			3		3	100.00	.00	.00
CADENCE CODA			3		3	100.00	.00	.00
MOOBUZZ GSM CC			3		3	100.00	.00	.00
MNTVNA CRK EARTH			3		3	100.00	.00	.00
DIORA THR CROWN			3		3	100.00	.00	.00
KIONA RES RD MT			3		3	100.00	.00	.00
ANDRW WL CHAMPX			3		3	100.00	.00	.00
RANCH 32 COOPER			3	307	-30	-99.35	.00	.24
ACUMEN MNTNSIDE			3	127	-125	-98.43	.00	.10
CONCN CRMSN CLV			2	82	-80	-97.56	.00	.06
FRENCHIE CORNTN			2	59	-57	-96.61	.00	.05
NEWMAN OWN CMMN			2	30	-28	-93.33	.00	.02
WHIPLASH			2	27	-25	-92.59	.00	.02
NAPA N.A.P.A MC			2	20	-18	-90.00	.00	.02
FOODIES CAL			2	16	-14	-87.50	.00	.01
THE CRUSHER RED			2	13	-11	-84.62	.00	.01
KAMIAK ROCK LKE			2	12	-10	-83.33	.00	.01
CELESTE PR NAPA			2	11	-9	-81.82	.00	.01
R MERLO BLCKBRD			2	11	-9	-81.82	.00	.01
RFRD HL BRL SEL			2	8	-6	-75.00	.00	.01
ACORN ALGR DLCT			2	8	-6	-75.00	.00	.01
INSOMNIA			2	7	-5	-71.43	.00	.01
EBERLE CD ROBLE			2	7	-5	-71.43	.00	.01
DYLAN GHST HELL			2	7	-5	-71.43	.00	.01
TALL SAGE			2	6	-4	-66.67	.00	.00
EYE CHART RED			2	6	-4	-66.67	.00	.00
14 VINES UMPQUA			2	6	-4	-66.67	.00	.00
CAIN FIVE			2	5	-3	-60.00	.00	.00
ARBR CRST DIONY			2	5	-3	-60.00	.00	.00
DOUBLE T			2	5	-3	-60.00	.00	.00
PARLAY BOOKMKER			2	5	-3	-60.00	.00	.00
K CB/SHR CREATR			2	4	-2	-50.00	.00	.00
OWEN ROE SINSTR			2	4	-2	-50.00	.00	.00
AQUINAS PHLSPHR			2	4	-2	-50.00	.00	.00
ANNABELLA NO 5			2	4	-2	-50.00	.00	.00
HORSE&PLOW FM R			2	3	-1	-33.33	.00	.00
EBERLE FUL BOAR			2	3	-1	-33.33	.00	.00
NINER FOG CTCHR			2	3	-1	-33.33	.00	.00
GIFFT MONTEREY			2	3	-1	-33.33	.00	.00
KEENAN MERNET			2	2		.00	.00	.00
ESTANCIA RS GSM			2	2		.00	.00	.00
FFC DR CT CNEMA			2	1	1	100.00	.00	.00
DOUBLE EAGLE			2	1	1	100.00	.00	.00
ST SUPERY MERTG			2	1	1	100.00	.00	.00
VALLY OF MN 41			2	1	1	100.00	.00	.00
EAGLE GLEN NAPA			2	1	1	100.00	.00	.00
A WILL 2 BLONDE			2		2	100.00	.00	.00
PEJU PROV PICCL			2		2	100.00	.00	.00
WN WITH NO NAME			2		2	100.00	.00	.00
CAPTURE			2		2	100.00	.00	.00
AMUSE BOUCHE			2		2	100.00	.00	.00
CADENCE B CANTO			2		2	100.00	.00	.00
BOTA BOX RED AM			2		2	100.00	.00	.00
DRLY BLVD FREVR			2		2	100.00	.00	.00
ROBERT HALL PR			2		2	100.00	.00	.00
RAVENSWD PCKBRY			2		2	100.00	.00	.00
VENTANA RUBYSTN			2		2	100.00	.00	.00
VERAISON STG NV			2		2	100.00	.00	.00
ISOSCELES RSRVE			2		2	100.00	.00	.00
TOWER 15 RED			2		2	100.00	.00	.00
H&G NAPA VALLEY			2		2	100.00	.00	.00
HAHN NKY GSM KG			2		2	100.00	.00	.00
DONKEY&GOAT 513			2		2	100.00	.00	.00
MERCER SHP SS HH			2		2	100.00	.00	.00
IRONSIDE RES NV			2		2	100.00	.00	.00
LOCATION CA RED			2		2	100.00	.00	.00
POPE VLY TRE UV			2		2	100.00	.00	.00
SILVER BELLS			2		2	100.00	.00	.00
MARIETTA O V 62			1	100	-99	-99.00	.00	.08
TRUTH CONSEQUENCE			1	91	-90	-98.90	.00	.07
PLEIADES OLD VN			1	36	-35	-97.22	.00	.03
QUPE MAXTAP CV			1	18	-17	-94.44	.00	.01
GRAP&VINE RED			1	17	-16	-94.12	.00	.01
JACK TONE RED			1	17	-16	-94.12	.00	.01
BLISS SCHOOLHSE			1	13	-12	-92.31	.00	.01
A BY ACACIA RED			1	10	-9	-90.00	.00	.01
CAPEIDE CVE RG			1	9	-8	-88.89	.00	.01
DREAMNG T CR KG			1	7	-6	-85.71	.00	.01
BOOTLEG NAPA			1	6	-5	-83.33	.00	.00
LAVELLO ROSSO			1	6	-5	-83.33	.00	.00
THE MAGICIAN			1	6	-5	-83.33	.00	.00
CLEVELND INDIAN			1	5	-4	-80.00	.00	.00
L'ECOLE # 41 CV			1	5	-4	-80.00	.00	.00
EDICT PROP RED			1	4	-3	-75.00	.00	.00
SHELDRAKE P LCK			1	4	-3	-75.00	.00	.00
MANTEO			1	4	-3	-75.00	.00	.00
CHATOM CUVEE			1	4	-3	-75.00	.00	.00

# NABCA CASE SALES ANALYSIS

## BY CLASS, TYPE, BRAND

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

ALL STATES-1/1/17 - 03/31/17

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
LA CUADRILLA			1	3	-2	-66.67	.00	.00
ROSNBLM DESIREE			1	3	-2	-66.67	.00	.00
THE VEGAN VN RD			1	3	-2	-66.67	.00	.00
ANABA CORIOL RD			1	3	-2	-66.67	.00	.00
FORE FAMILY GSM			1	3	-2	-66.67	.00	.00
HIGHWAY 12 SNMA			1	3	-2	-66.67	.00	.00
R MNDV PS MR CC			1	3	-2	-66.67	.00	.00
BURIED CN HRTWD			1	2	-1	-50.00	.00	.00
PROJECT PASO RD			1	2	-1	-50.00	.00	.00
THE DISSIDENT			1	2	-1	-50.00	.00	.00
FATHERS WATCH			1	2	-1	-50.00	.00	.00
THR SNTS STK HS			1	2	-1	-50.00	.00	.00
RAVINES KEUKA			1	2	-1	-50.00	.00	.00
LODI RED DON BL			1	2	-1	-50.00	.00	.00
WINE SISTER RED			1	1		.00	.00	.00
C KRUG GENERATN			1	1		.00	.00	.00
RIDGE MNTE BLLO			1	1		.00	.00	.00
TAMANEND RD BQT			1	1		.00	.00	.00
LUCIA SONOMA CT			1	1		.00	.00	.00
PIROUETTE CL VL			1	1		.00	.00	.00
ALBA OLD MILL			1	1		.00	.00	.00
WILD HRS CC GSM			1	1		.00	.00	.00
ECLIPSE CAL RED			1	1		.00	.00	.00
LEWIS ALECX			1	1		.00	.00	.00
GUARDIAN ALIBI			1	1		.00	.00	.00
FLIRT CAL			1		1	100.00	.00	.00
LORING DIVERGNC			1		1	100.00	.00	.00
LYLA LANE NAPA			1		1	100.00	.00	.00
CADENCE CD CHVL			1		1	100.00	.00	.00
SILKWOOD R DUET			1		1	100.00	.00	.00
LINGNR RED SKNS			1		1	100.00	.00	.00
PEJU PROV TESS			1		1	100.00	.00	.00
TIE DYE RED BLD			1		1	100.00	.00	.00
THE RIDDLER			1		1	100.00	.00	.00
GROUND SWELL RD			1		1	100.00	.00	.00
LONG SHADOW			1		1	100.00	.00	.00
DRAGONS TOOTH			1		1	100.00	.00	.00
PAHLMAYER PRPTY			1		1	100.00	.00	.00
TOROSA ROCK IT			1		1	100.00	.00	.00
BACIO DIVINO NV			1		1	100.00	.00	.00
BV CSTL EST RED			1		1	100.00	.00	.00
ARROWOOD PROP			1		1	100.00	.00	.00
CSM MERTGE 2001			1		1	100.00	.00	.00
KULETO INDN INK			1		1	100.00	.00	.00
R MNDVI 50 MSTR			1		1	100.00	.00	.00
LUNATIC			1		1	100.00	.00	.00
VINUM CL RD KEG			1		1	100.00	.00	.00
GOLDSCHMDT FDLT			1		1	100.00	.00	.00
CAMRON HUGH CC			1		1	100.00	.00	.00
PEACHY CN CRQUE			1		1	100.00	.00	.00
BONTERRA MCNAB			1		1	100.00	.00	.00
IVORY & BURT			1		1	100.00	.00	.00
BOOKMARK			1		1	100.00	.00	.00
TRIONE VYD ALX			1		1	100.00	.00	.00
BENNTT LN MAXMS			1		1	100.00	.00	.00
BONTERRA BUTLER			1		1	100.00	.00	.00
PRIEST RN COACH			1		1	100.00	.00	.00
APOTHIC INFERNO			1		1	100.00	.00	.00
NAPA HGHLND MRT				297	-297	-100.00	.00	.23
BV LTD RLS NAPA				130	-130	-100.00	.00	.10
OWLS LAIR MENDC				112	-112	-100.00	.00	.09
RM WDBG HRV SPC				59	-59	-100.00	.00	.05
VIN D LC CV RGE				49	-49	-100.00	.00	.04
BV BEAUROUGE NV				39	-39	-100.00	.00	.03
HAHN EST MERTGE				36	-36	-100.00	.00	.03
THE CRIMINAL				35	-35	-100.00	.00	.03
ROTH EST HERTGE				30	-30	-100.00	.00	.02
4 DAUGHTERS BB				29	-29	-100.00	.00	.02
PAINTED PASSAGE				25	-25	-100.00	.00	.02
SUGARLOAF STOMP				23	-23	-100.00	.00	.02
COVEY RUN RED				21	-21	-100.00	.00	.02
COAL MINER SWT				18	-18	-100.00	.00	.01
WILD MEADOW RED				18	-18	-100.00	.00	.01
ADORED RED NC				16	-16	-100.00	.00	.01
CONUNDRUM 25TH				15	-15	-100.00	.00	.01
PAULINES CUVEE				14	-14	-100.00	.00	.01
FETZER CRMSN CA				13	-13	-100.00	.00	.01
CALLAWAY HYBRID				11	-11	-100.00	.00	.01
STEELHEAD RED				11	-11	-100.00	.00	.01
SNAKE RV MRL/CB				10	-10	-100.00	.00	.01
OVERLOOK RED LK				9	-9	-100.00	.00	.01
OWEN ROE ABBOTS				9	-9	-100.00	.00	.01
COMUS				7	-7	-100.00	.00	.01
VINE CLF CB/CRT				7	-7	-100.00	.00	.01
SPIRAL RED				7	-7	-100.00	.00	.01
MCPRIE MYR ALT				6	-6	-100.00	.00	.00
CLINE OKLY 82RD				6	-6	-100.00	.00	.00
ROTATION CAL				6	-6	-100.00	.00	.00
MANUSCRIPT BKBND				6	-6	-100.00	.00	.00
DYLAN GHOST STG				5	-5	-100.00	.00	.00
MAD HATTER NAPA				5	-5	-100.00	.00	.00
BUTTERFLY KS RD				5	-5	-100.00	.00	.00
CURIOUS BEAST				5	-5	-100.00	.00	.00

# NABCA CASE SALES ANALYSIS

## BY CLASS, TYPE, BRAND

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

ALL STATES-1/1/17 - 03/31/17

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
CAMRON HUGH 318				5	-5	-100.00	.00	.00
ARTESA ELEMENTS				4	-4	-100.00	.00	.00
FRGTN BRL L5150				4	-4	-100.00	.00	.00
VICTOR HG HUNCH				4	-4	-100.00	.00	.00
ALX VLY WEEKEND				4	-4	-100.00	.00	.00
YOSEMITE ROAD				4	-4	-100.00	.00	.00
SIMPLY NKD UNDR				4	-4	-100.00	.00	.00
WILDFIRE BLAZE				4	-4	-100.00	.00	.00
MONSTER MASH				4	-4	-100.00	.00	.00
CORVALLE FRMWRK				4	-4	-100.00	.00	.00
ACORN MDLY ALGR				4	-4	-100.00	.00	.00
THE CHIEF COL V				3	-3	-100.00	.00	.00
CORVIDAE ROOK				3	-3	-100.00	.00	.00
CAKEBRD DANCING				3	-3	-100.00	.00	.00
WOLFGANG PCK CA				3	-3	-100.00	.00	.00
ONE HOPE				3	-3	-100.00	.00	.00
BERNGR FNDR RED				3	-3	-100.00	.00	.00
KITCHEN SINK CA				3	-3	-100.00	.00	.00
MARK HERLD FLUX				3	-3	-100.00	.00	.00
ROSE N'BLUM SWT				3	-3	-100.00	.00	.00
NEW KENT MERTGE				3	-3	-100.00	.00	.00
WLMSBRG 2 SHLNG				3	-3	-100.00	.00	.00
THE AUCTOR				3	-3	-100.00	.00	.00
FARRIER PRESSHS				3	-3	-100.00	.00	.00
SALVSTRN RETGGD				2	-2	-100.00	.00	.00
HINDSIGHT PROP				2	-2	-100.00	.00	.00
LIBRTY SCHL CUV				2	-2	-100.00	.00	.00
MARIETTA O V 61				2	-2	-100.00	.00	.00
90+CLRS CV LT95				2	-2	-100.00	.00	.00
VINA ROBLES RD4				2	-2	-100.00	.00	.00
CHICKADEE PRMUM				2	-2	-100.00	.00	.00
PAYDIRT PSO RBL				2	-2	-100.00	.00	.00
MILBRNDT MOSAIC				2	-2	-100.00	.00	.00
HALTER RNCH CDP				2	-2	-100.00	.00	.00
THIRD WHEEL CAL				2	-2	-100.00	.00	.00
MERRIAM MIKTOS				2	-2	-100.00	.00	.00
PIETRA SASOLINO				2	-2	-100.00	.00	.00
PLUM ISLAND RED				2	-2	-100.00	.00	.00
STERLING LR ANV				2	-2	-100.00	.00	.00
FRGTN BRL L6.1				2	-2	-100.00	.00	.00
REGIO DARK LODI				2	-2	-100.00	.00	.00
MARTIN RAY RED				2	-2	-100.00	.00	.00
ANDERSON R BANK				2	-2	-100.00	.00	.00
QUINTESSA MRTGE				2	-2	-100.00	.00	.00
HOGAN CARNOUSTI				2	-2	-100.00	.00	.00
FERO LEMBERGER				2	-2	-100.00	.00	.00
THE CULPRIT				2	-2	-100.00	.00	.00
CHUPACABRA				1	-1	-100.00	.00	.00
J LOHR CVEE PAU				1	-1	-100.00	.00	.00
VALLEY LEGEND				1	-1	-100.00	.00	.00
AMAPOLA CK ALIS				1	-1	-100.00	.00	.00
ST SUPERY ELU				1	-1	-100.00	.00	.00
EL JEFFE PASO RB				1	-1	-100.00	.00	.00
TOROSA RED ROBN				1	-1	-100.00	.00	.00
DRY CRK MERITGE				1	-1	-100.00	.00	.00
LINDEN CLARET				1	-1	-100.00	.00	.00
KENNTH VLK TOUR				1	-1	-100.00	.00	.00
K-J CARDINALE				1	-1	-100.00	.00	.00
JE STONE TABLE				1	-1	-100.00	.00	.00
CHUKKER				1	-1	-100.00	.00	.00
ACRONYM RED CAL				1	-1	-100.00	.00	.00
THE GRIFFIN NV				1	-1	-100.00	.00	.00
TERLATO ANGELS				1	-1	-100.00	.00	.00
RED BANDANA CAL				1	-1	-100.00	.00	.00
DARCIE KNT CRWN				1	-1	-100.00	.00	.00
COSENTNO THE PT				1	-1	-100.00	.00	.00
THREE SOMMS				1	-1	-100.00	.00	.00
MELEE CAL				1	-1	-100.00	.00	.00
KLINKR BRK 1850				1	-1	-100.00	.00	.00
TERRA BLNC ONYX				1	-1	-100.00	.00	.00
DUCK POND				1	-1	-100.00	.00	.00
CARDNL MRTG N/S				1	-1	-100.00	.00	.00
RAVENSWOOD ICON				1	-1	-100.00	.00	.00
SLEDGEHMMR FRGD				1	-1	-100.00	.00	.00
CSM MRTGE JK&FC				1	-1	-100.00	.00	.00
SAGGI COLUMBIA				1	-1	-100.00	.00	.00
SCAGGS MONTAGE				1	-1	-100.00	.00	.00
A. RICH TABULA				1	-1	-100.00	.00	.00
A WILL CIEL CHV				1	-1	-100.00	.00	.00
SPECIALYST RED				1	-1	-100.00	.00	.00
RUBY SKY				1	-1	-100.00	.00	.00
FOXEN R30 CF ML				1	-1	-100.00	.00	.00
ESTANCIA PS RBL				1	-1	-100.00	.00	.00
IRONSTNE OBSESN				1	-1	-100.00	.00	.00
J LOHR CVEE STE				1	-1	-100.00	.00	.00
BLACKBRD ILLSTN				1	-1	-100.00	.00	.00
MEDLOCK AMES AV				1	-1	-100.00	.00	.00
MANDOLINA TOCCA				1	-1	-100.00	.00	.00
HLTR RNCH ANCST				1	-1	-100.00	.00	.00
TULA HERITAGE CA				1	-1	-100.00	.00	.00
GARDEN CREEK				1	-1	-100.00	.00	.00
MASKED RIDER RD				1	-1	-100.00	.00	.00
GMBLE PARAMOUNT				1	-1	-100.00	.00	.00

# NABCA CASE SALES ANALYSIS

## BY CLASS, TYPE, BRAND

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

ALL STATES-1/1/17 - 03/31/17

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
OPEN RANGE PROP				1	-1	-100.00	.00	.00
OUTCAST LAKE CO				1	-1	-100.00	.00	.00
FOSSIL&FRAMEWRK				1	-1	-100.00	.00	.00
VICTOR HG OPULN				1	-1	-100.00	.00	.00
KLINKR BRK TRNZ				1	-1	-100.00	.00	.00
RAVINES NW YORK				1	-1	-100.00	.00	.00
EASTON HOUSE RD				1	-1	-100.00	.00	.00
<b>TOTAL RED BLND/MRTG</b>			<b>153957</b>	<b>129612</b>	<b>24345</b>	<b>18.78</b>		
<b>BLUSH</b>								
FRANZIA BOX			23593	24969	-1376	-5.51	56.64	56.67
PETER VLLA FLVD			8817	9762	-945	-9.68	21.17	22.16
FRAN VSTA PT BX			3602	3654	-52	-1.42	8.65	8.29
CARLO ROSSI FLV			3486	3723	-237	-6.37	8.37	8.45
FRANZIA SNST BL			388	4	384	9600.00	.93	.01
LIVINGSTON CLLR			332	418	-86	-20.57	.80	.95
BULLY HL GROWER			257	236	21	8.90	.62	.54
CHADSRD SUNSET			244	219	25	11.42	.59	.50
BULLY HL L GOAT			203	237	-34	-14.35	.49	.54
PRESQUE ISL CRK			125	107	18	16.82	.30	.24
BLUE MOUNTAIN			97	77	20	25.97	.23	.17
BAYOU BLUSH			89	71	18	25.35	.21	.16
FROG HLLW PK NG			61	75	-14	-18.67	.15	.17
WILLIAMSBURG			57	58	-1	-1.72	.14	.13
COURTYARD KISS			57	53	4	7.55	.14	.12
NITTANY MOUNTN			46	66	-20	-30.30	.11	.15
CLOVER HL HLDAY			38	44	-6	-13.64	.09	.10
BRAMBLE & VINE			28	157	-129	-82.17	.07	.36
DUPLIN SCHPPRNG			27	3	24	800.00	.06	.01
JBV DIXIE SUGA			21	15	6	40.00	.05	.03
ARUNDEL REUNION			18	14	4	28.57	.04	.03
BOORDY			16	5	11	220.00	.04	.01
LION COUNTRY			14	10	4	40.00	.03	.02
MRGN CK BLSH MS			10	8	2	25.00	.02	.02
BROOKMR T O GSE			9	9	0	0.00	.02	.02
AUTUMN EVENING			6	5	1	20.00	.01	.01
ARROWHEAD BUFLO			5	49	-44	-89.80	.01	.11
TOMASLLO SUMMER			4	8	-4	-50.00	.01	.02
DUPLIN COOL			3	3	0	100.00	.01	.00
LLANO ESTACADO			1	1	0	0.00	.00	.00
TOROSA PINK BTY			1	1	0	0.00	.00	.00
WVV OREGON BLSM				3	-3	-100.00	.00	.01
<b>TOTAL BLUSH</b>			<b>41655</b>	<b>44061</b>	<b>-2406</b>	<b>-5.46</b>		
<b>ROSE</b>								
BAREFOOT PK MSC			24836	17470	7366	42.16	39.42	37.37
STTR HM PNK MSC			13192	10619	2573	24.23	20.94	22.71
BFT PNK MST 2PK			6856	4920	1936	39.35	10.88	10.52
FRANZIA PNK MSC			4334		4334	100.00	6.88	.00
LIVINGSTON RED			4005	4681	-676	-14.44	6.36	10.01
PAUL MASSON AMR			1984	2376	-392	-16.50	3.15	5.08
BAREFT RFSH PNK			1502	1993	-491	-24.64	2.38	4.26
BLLY HL SW WLTR			1477	1191	286	24.01	2.34	2.55
APOTHIC CALIFOR			859		859	100.00	1.36	.00
MENAGE A TROIS			454	393	61	15.52	.72	.84
NISSLEY FANTASY			343	394	-51	-12.94	.54	.84
DARK HORSE CAL			305	467	-162	-34.69	.48	1.00
SKINNYGIRL CAL			278	422	-144	-34.12	.44	.90
LIBERTY CR P MS			271	261	10	3.83	.43	.56
ALLEGRO PUNK			213	121	92	76.03	.34	.26
TISDALE PNK MSC			191	224	-33	-14.73	.30	.48
CHARLES&CHRL CV			180	50	130	260.00	.29	.11
GALLO F PNK MSC			152	182	-30	-16.48	.24	.39
A TO Z			105	19	86	452.63	.17	.04
CH S JEAN BIJOU			99		99	100.00	.16	.00
FREY NATURAL			96	63	33	52.38	.15	.13
JOSH CELLRS CAL			89		89	100.00	.14	.00
BARBOURSVILLE			87	72	15	20.83	.14	.15
ALEX VALLEY DRY			86	14	72	514.29	.14	.03
C SMITH VINO RS			66	5	61	1220.00	.10	.01
ELOUAN OREGON			66		66	100.00	.10	.00
ANTLER RD ASHLY			63	20	43	215.00	.10	.04
FOLIE A'DEUX MT			43	45	-2	-4.44	.07	.10
UNDERWD CLR CAN			42	25	17	68.00	.07	.05
STARS LIKE OURS			42		42	100.00	.07	.00
SHLTN RENDZVOUS			40	47	-7	-14.89	.06	.10
DAY OWL CAL			40		40	100.00	.06	.00
SOUTH SHORE			34	23	11	47.83	.05	.05
LORENZA			34	10	24	240.00	.05	.02
B DN VN GRS CGR			25		25	100.00	.04	.00
ANEW COLUMBIA			24	17	7	41.18	.04	.04
ANGELS&COWBOYS			21	10	11	110.00	.03	.02
ATREA SKID			20		20	100.00	.03	.00
FLIP FL P MS 4P			19		19	100.00	.03	.00
BACHLRTT FNL CA			17		17	100.00	.03	.00
CLYDES			15		15	100.00	.02	.00
MOUJTN NR L DRNK			14	6	8	133.33	.02	.01
QUIVIRA DRY CRK			14	1	13	1300.00	.02	.00
VENDANGE PK MSC			13	6	7	116.67	.02	.01
UNDERWOOD CELLR			12	27	-15	-55.56	.02	.06
MAZZA BARE BONE			12	16	-4	-25.00	.02	.03

# NABCA CASE SALES ANALYSIS

## BY CLASS, TYPE, BRAND

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

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
HOGWASH CAL			12	15	-3	-20.00	.02	.03
MONT LA SALLE			12	10	2	20.00	.02	.02
JOSEFINA SYRAH			12	4	8	200.00	.02	.01
ADELSHEIM OREGN			11	4	7	175.00	.02	.01
GIRL GO LGHT CA			11		11	100.00	.02	.00
ST SUPERY NP VL			11		11	100.00	.02	.00
BUCKLIN OLD HLL			11		11	100.00	.02	.00
CLINE MOURVEDRE			10	16	-6	-37.50	.02	.03
LOVE NOIR SLTRY			10		10	100.00	.02	.00
TRUMP SPARKLING			9	18	-9	-50.00	.01	.04
CHLOE MONTEREY			9		9	100.00	.01	.00
NORTH BY NW EXP			8	48	-40	-83.33	.01	.10
UNCLE ROGETS YC			8		8	100.00	.01	.00
BOTA BOX CAL			7		7	100.00	.01	.00
LIEB FM CLR BRG			7		7	100.00	.01	.00
WINE CUBE PNK M			7		7	100.00	.01	.00
EARLY MOUNTAIN			7		7	100.00	.01	.00
SEQUIN CAL			6	11	-5	-45.45	.01	.02
CNYN OAK PNK MS			6	6			.01	.01
SIMI DRY ROSE			6	1	5	500.00	.01	.00
WENTE SL DRY			6		6	100.00	.01	.00
KLINKER BRICK			6		6	100.00	.01	.00
SOKOL BLOSER RS			6		6	100.00	.01	.00
STARMONT			6		6	100.00	.01	.00
DOM SERENE			5	12	-7	-58.33	.01	.03
TOAD HLW EYE OF			5	5			.01	.01
OZV			5		5	100.00	.01	.00
NXNW COLUMBIA VY			5		5	100.00	.01	.00
90+CLLRS LOT132			5		5	100.00	.01	.00
SALMON RN RNBOW			5		5	100.00	.01	.00
WOLFFER SM T BT			4		4	100.00	.01	.00
LANGETWINS SANG			4		4	100.00	.01	.00
SNTSBRY VIN GRS			4		4	100.00	.01	.00
SUMMER WATER			4		4	100.00	.01	.00
DECOY			4		4	100.00	.01	.00
LILA 4-PACK CAN			4		4	100.00	.01	.00
CLOS PEGASE			3	17	-14	-82.35	.00	.04
TESS RD&WH NAPA			3	10	-7	-70.00	.00	.02
ZHOO ZHOO RDHED			3	8	-5	-62.50	.00	.02
WALPOLE 1761			3	2	1	50.00	.00	.00
BLACK BOX CAL			3		3	100.00	.00	.00
INFINITE MONKEY			3		3	100.00	.00	.00
MATTHIASON NV			3		3	100.00	.00	.00
AUBICHON VIN			3		3	100.00	.00	.00
PEJU NAPA VLLY			3		3	100.00	.00	.00
TWO MOUNTAIN YV			3		3	100.00	.00	.00
E SPENCER GRNCH			3		3	100.00	.00	.00
ELIZABETH ROSE			3		3	100.00	.00	.00
BALANCING ACT			2	29	-27	-93.10	.00	.06
FISHER UNITY			2	9	-7	-77.78	.00	.02
YORKVLE VN DUNE			2	9	-7	-77.78	.00	.02
OZAN VINO			2	5	-3	-60.00	.00	.01
SAVE ME SF MRRY			2	4	-2	-50.00	.00	.01
SAVED MAGIC MKR			2	2			.00	.00
GOLLYWOBLER			2	1	1	100.00	.00	.00
FLIP FL P MS 12			2		2	100.00	.00	.00
D ARTHUR NAPA			2		2	100.00	.00	.00
SEVEN HLS WL WL			2		2	100.00	.00	.00
CUPCAKE CAL			2		2	100.00	.00	.00
TBLS PTLN TBLS			2		2	100.00	.00	.00
FLEUR PINOT NR			2		2	100.00	.00	.00
SOKOL BLOSSR PN			2		2	100.00	.00	.00
ROBERT HALL PR			1	21	-20	-95.24	.00	.04
JULIAS DAZZLE			1	16	-15	-93.75	.00	.03
DES AMIS NAPA			1	4	-3	-75.00	.00	.01
DR FRANK			1	3	-2	-66.67	.00	.01
KNDL-JKSN GR RS			1				.00	.00
MAD HSWF SWT PK			1	2	-1	-50.00	.00	.00
COSENTNO THE RS			1	1			.00	.00
JULIAS DAZZLE			1		1	100.00	.00	.00
MEIOMI SN/MN/SB			1		1	100.00	.00	.00
WHITE GIRL CAL			1		1	100.00	.00	.00
PRET A BOIRE			1		1	100.00	.00	.00
BE FLRTY P MSC				78	-78	-100.00	.00	.17
GUM DROP PK MSC				52	-52	-100.00	.00	.11
HAYES VALLEY CC				49	-49	-100.00	.00	.10
PALISADE				13	-13	-100.00	.00	.03
RENEGADE				10	-10	-100.00	.00	.02
FRN CPL SOFIA				9	-9	-100.00	.00	.02
MAXWELL CREEK				8	-8	-100.00	.00	.02
TURNG LF R P MS				7	-7	-100.00	.00	.01
VINUM FERUS PN				6	-6	-100.00	.00	.01
ZEPALTAS				5	-5	-100.00	.00	.01
ROSE N'BM P MSC				4	-4	-100.00	.00	.01
STERLNG VNT COL				3	-3	-100.00	.00	.01
KYNZIE WLA WLA				3	-3	-100.00	.00	.01
LOVE DRUNK				3	-3	-100.00	.00	.01
SPLIT RAIL				2	-2	-100.00	.00	.00
PLUM ISLAND ME				2	-2	-100.00	.00	.00
INMAN END CRUSH				2	-2	-100.00	.00	.00
MILLBROOK HUNT				2	-2	-100.00	.00	.00
LAIRD SUSCOL				2	-2	-100.00	.00	.00
COPAIN TS ENSMB				2	-2	-100.00	.00	.00

# NABCA CASE SALES ANALYSIS

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE		
			This Year	Last Year			This Year	Last Year	
C ROSSI VIN FLV Y ROUSSEAU RRV I'M NAPA VALLEY PINOT PATCH CAL				1 1 1 1	-1 -1 -1 -1	-100.00 -100.00 -100.00 -100.00	.00 .00 .00 .00	.00 .00 .00 .00	
<b>TOTAL ROSE</b>			<b>63004</b>	<b>46749</b>	<b>16255</b>	<b>34.77</b>			
PNK GENRC OTH B GRFN SGVS RSE LINGANORE MT PK				7 20 6	-13 -6	-65.00 -100.00	100.00 .00	76.92 23.08	
<b>TOTAL PNK GENRC OTH</b>			<b>7</b>	<b>26</b>	<b>-19</b>	<b>-73.08</b>			
CATAWBA JOHNSON EST PNK CLOVER HILL PNK PENN-SHORE C P SOU SHORE PINK FRANKLIN HILL MEIER AMERRPINK				1586 580 172 109 25 3	1679 644 185 85 16 2	-93 -64 -13 24 9 1	-5.54 -9.94 -7.03 28.24 56.25 50.00	64.08 23.43 6.95 4.40 1.01 .12	61.19 23.47 6.74 3.10 .58 .07
TAYLOR PINK MEIERS WHITE					131 2	-131 -2	-100.00 -100.00	.00 .00	4.77 .07
<b>TOTAL CATAWBA</b>			<b>2475</b>	<b>2744</b>	<b>-269</b>	<b>-9.80</b>			
GRNCH/W GRNCH PETER VELLA FRAN WH GRN BOX CURRAN GRNCH GR JOEL GOTT ALAKA				7825 594 28 20	8164 2331	-339 -1737 28 20	-4.15 -74.52 100.00 100.00	92.13 6.99 .33 .24	77.09 22.01 .00 .00
GREEN FIN GR RS B DN CLS GLR MN GROUNDWORK CC R2 GRENACHE BLC FORE FMLY GRNCH				1 9 3 1 1	17 11 5 2 1	-6 -2 -2 -1 1	-35.29 -18.18 -40.00 -50.00 100.00	.13 .11 .04 .01 .01	.16 .10 .05 .02 .01
EPIPHANY GRN BL T-VINE NAPA MILBRANDT CLFTN B DOON CLS GLRY GRAMERCY CELLRS CLINE BIG BREAK GROUNDWORK BLNC				1	47 4 3 2 2 1	-1 -47 -4 -3 -2 -2 -1	100.00 -100.00 -100.00 -100.00 -100.00 -100.00 -100.00	.01 .00 .00 .00 .00 .00 .00	.00 .44 .04 .03 .02 .02 .01
<b>TOTAL GRNCH/W GRNCH</b>			<b>8493</b>	<b>10590</b>	<b>-2097</b>	<b>-19.80</b>			
WHITE MERLOT SUTTER HOME WAS BERNGER CAL COL FRANZIA GALLO FAM V TWN FOREST GLEN FF NEW KENT				8227 6472 4123 397 7 1	8098 5974 4826 493 12 10	129 498 -703 -96 -5 -9	1.59 8.34 -14.57 -19.47 -41.67 -90.00	42.79 33.66 21.44 2.06 .04 .01	41.71 30.77 24.86 2.54 .06 .05
<b>TOTAL WHITE MERLOT</b>			<b>19227</b>	<b>19413</b>	<b>-186</b>	<b>-.96</b>			
WHT ZINFANDEL SUTTER HM WHITE BERNGER CAL COL FRANZIA BOX BAREFOOT CAL				31048 25251 18858 8156	29514 26198 22652 6186	1534 -947 -3794 1970	5.20 -3.61 -16.75 31.85	25.92 21.08 15.74 6.81	22.78 20.22 17.48 4.77
PETER VELLA RM WOODBRIDGE FOXHORN GALLO FAM V TWN CARLO ROSSI RSV				8128 6095 3519 3365 2417	8580 6826 3028 6733 2331	-452 -731 491 -3368 86	-5.27 -10.71 16.22 -50.02 3.69	6.78 5.09 2.94 2.81 2.02	6.62 5.27 2.34 5.20 1.80
ALMADEN WHT BIB COPPER RIDGE LIVINGSTON CLLR LIBERTY CRK CAL FRANZIA				2162 1687 1373 1335 1151	2347 1818 1853 1441 2338	-185 -131 -480 -106 -1187	-7.88 -7.21 -25.90 -7.36 -50.77	1.80 1.41 1.15 1.11 .96	1.81 1.40 1.43 1.11 1.80
VENDANGE CORBETT CANYON OAK LEAF CAL ALMADEN CAL BOX BERINGER 2 PACK				866 841 529 525 448	917 2264 827 453 640	-51 -1423 -298 72 -192	-5.56 -62.85 -36.03 15.89 -30.00	.72 .70 .44 .44 .37	.71 1.75 .64 .35 .49
FETZER CAL PAUL MASSON WHT NATHANSON CREEK TRADER JOE'S BERINGR LTD RLS				293 270 218 180 166	274 272 169 240 340	19 -2 49 -60 -174	6.93 -.74 28.99 -25.00 -51.18	.24 .23 .18 .15 .14	.21 .21 .13 .19 .26
TISDALE CAL MONTEVINA WHITE CUTLER CRK CAL CANYON ROAD CAL LA TERRE				144 128 118 92 87	153 129 133 122 124	-9 -1 -15 -30 -37	-5.88 -.78 -11.28 -24.59 -29.84	.12 .11 .10 .08 .07	.12 .10 .10 .09 .10
SYCAMORE LANE COMMOM MAN SUTTER HM 2PACK CANYON OAKS FIVE OAKS CAL				72 37 32 31 29	80 48 13 75 38	-8 -11 19 -44 -9	-10.00 -22.92 146.15 -58.67 -23.68	.06 .03 .03 .03 .02	.06 .04 .01 .06 .03
BERINGER LVS MONDAVI CK WHT LOOKING GLASS				23 22 17	25 26 39	-2 -4 -22	-8.00 -15.38 -56.41	.02 .02 .01	.02 .02 .03

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
ALMADEN CALIF			17	23	-6	-26.09	.01	.02
BUEHLER NPA VLY			16	32	-16	-50.00	.01	.02
FRANZIA WRLD BB			15		15	100.00	.01	.00
SALMON CREEK			14	12	2	16.67	.01	.01
PACIFIC BAY CAL			8		8	100.00	.01	.00
EMERALD BAY			6	4	2	50.00	.01	.00
SUTTER HM HRVST			4	7	-3	-42.86	.00	.01
FOX BROOK CALF			3	4	-1	-25.00	.00	.00
GRAPE&VINE AMER			2	24	-22	-91.67	.00	.02
FRONT PORCH CAL			2	4	-2	-50.00	.00	.00
SETTLERS CREEK			2		2	100.00	.00	.00
J W MORRIS CAL			1		1	100.00	.00	.00
BLACK OAK CALIF			1		1	100.00	.00	.00
FRANZIA VTNR SL				108	-108	-100.00	.00	.08
CRANE LAKE CAL				51	-51	-100.00	.00	.04
CLYDES				18	-18	-100.00	.00	.01
TABLE LEAF CAL				9	-9	-100.00	.00	.01
THE SKINNY V CA				6	-6	-100.00	.00	.00
DONA SOL				4	-4	-100.00	.00	.00
COPA DI VINO CA				2	-2	-100.00	.00	.00
BLOSSOM HILL				1	-1	-100.00	.00	.00
<b>TOTAL WHT ZINFANDEL</b>			<b>119804</b>	<b>129555</b>	<b>-9751</b>	<b>-7.53</b>		
<b>PNK VARTL OTH</b>								
M SCRLETT SWT R			248	212	36	16.98	25.38	18.04
ELK COVE PN RSE			130	120	10	8.33	13.31	10.21
DUCK COM PK MSC			120	176	-56	-31.82	12.28	14.98
PINK TRUCK CAL			91	88	3	3.41	9.31	7.49
B DN VN GRS CGR			44	193	-149	-77.20	4.50	16.43
ELOUAN PN ROSE			33		33	100.00	3.38	.00
BELLE GLS PN BL			29	28	1	3.57	2.97	2.38
WN BY JOE RS PN			28		28	100.00	2.87	.00
PWRS RS OF MLBC			24		24	100.00	2.46	.00
PONZI PN NR RSE			23	7	16	228.57	2.35	.60
ACROBAT RSE PNR			19	7	12	171.43	1.94	.60
CARDWELL PN RSE			17	28	-11	-39.29	1.74	2.38
TWISTED CDR SNG			17		17	100.00	1.74	.00
RAINSTRM PN RSE			17		17	100.00	1.74	.00
PDRNCLLI ZIN RS			16	19	-3	-15.79	1.64	1.62
LA CREMA RRV			14		14	100.00	1.43	.00
VINTJS P NR/RSE			12		12	100.00	1.23	.00
BRRYMR ROSE/P N			12		12	100.00	1.23	.00
JONE WASH RS/SR			11	6	5	83.33	1.13	.51
WLLMTTE WH CLST			8		8	100.00	.82	.00
CARDWELL ESTATE			7	14	-7	-50.00	.72	1.19
MARTIN RY RS PN			5	15	-10	-66.67	.51	1.28
SHLDRK CB FRC R			5	6	-1	-16.67	.51	.51
LAYER CAKE RS P			5		5	100.00	.51	.00
FIRESTEED PN RS			4	43	-39	-90.70	.41	3.66
J VIN GRIS ROSE			4	9	-5	-55.56	.41	.77
SWEET BLS SW PK			4	5	-1	-20.00	.41	.43
BALLTTO RSE PNR			4		4	100.00	.41	.00
PINO CLLR RS PN			4		4	100.00	.41	.00
PINO ROSE O PNT			3		3	100.00	.31	.00
BELLE GL PN OEI			3		3	100.00	.31	.00
CAMBRIA ROSE PN			3		3	100.00	.31	.00
FORIS R V PN BL			2	6	-4	-66.67	.20	.51
BUTTERFLY KS PG			2	3	-1	-33.33	.20	.26
FROG LP GRENVLL			2		2	100.00	.20	.00
HRM RX PNK P GR			1	106	-105	-99.06	.10	9.02
SEAGLASS RS PNR			1	3	-2	-66.67	.10	.26
ZOTOVCH RS O PN			1		1	100.00	.10	.00
LEVENDI RSE PNR			1		1	100.00	.10	.00
FERARI-CN SG RS			1		1	100.00	.10	.00
ERATH RSE PN NR			1		1	100.00	.10	.00
RYDER EST PN RS			1		1	100.00	.10	.00
HIGH VL CAB RSE				22	-22	-100.00	.00	1.87
ACROBAT R PN KG				12	-12	-100.00	.00	1.02
VAN DUZER PN/RS				10	-10	-100.00	.00	.85
STARMONT PN/RSE				10	-10	-100.00	.00	.85
G ELLEN ZIN RSE				6	-6	-100.00	.00	.51
SIP PNT N RS CA				4	-4	-100.00	.00	.34
MONTCLO RSE/SYR				4	-4	-100.00	.00	.34
RENWOOD SRH RSE				4	-4	-100.00	.00	.34
CROSSBRN RSE PN				2	-2	-100.00	.00	.17
LIEB CB FRC RSE				2	-2	-100.00	.00	.17
COLENE CLM R PN				1	-1	-100.00	.00	.09
G FRR P NR ROSE				1	-1	-100.00	.00	.09
RED CAR ROSE PN				1	-1	-100.00	.00	.09
FDDLHD PNK FDLE				1	-1	-100.00	.00	.09
WESTPRT PN ROSE				1	-1	-100.00	.00	.09
<b>TOTAL PNK VARTL OTH</b>			<b>977</b>	<b>1175</b>	<b>-198</b>	<b>-16.85</b>		
<b>CHABLIS</b>								
CARLO ROSSI			9039	10134	-1095	-10.81	32.40	32.00
FRAN O WLD CLSC			6574	7560	-986	-13.04	23.57	23.88
PETER VELLA			4764	5022	-258	-5.14	17.08	15.86
LIVINGSTON CLLR			3201	3781	-580	-15.34	11.48	11.94
ALMADEN MT BOX			2690	3092	-402	-13.00	9.64	9.77
FRANZIA			1120	1405	-285	-20.28	4.02	4.44
PAUL MASSON AMR			381	466	-85	-18.24	1.37	1.47

# NABCA CASE SALES ANALYSIS

## BY CLASS, TYPE, BRAND

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

ALL STATES-1/1/17 - 03/31/17

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
TAYLOR CNTY CEL			92	118	-26	-22.03	.33	.37
ANDERSON			24		24	100.00	.09	.00
CRIBARI BOX			4	3	1	33.33	.01	.01
CRITERION CHBLS			4		4	100.00	.01	.00
INGLENOOK VNYDS			2	83	-81	-97.59	.01	.26
<b>TOTAL CHABLIS</b>			<b>27895</b>	<b>31664</b>	<b>-3769</b>	<b>-11.90</b>		
<b>RHINE</b>								
FRANZIA CRSP BX			17294	17210	84	.49	72.65	67.40
ALMON MT BAG BX			2912	3830	-918	-23.97	12.23	15.00
RHINE PK ROSSI			2053	2387	-334	-13.99	8.62	9.35
FRANZIA TAP			1247	1700	-453	-26.65	5.24	6.66
LIVINGSTON CLLR			214	251	-37	-14.74	.90	.98
ALMADEN MNT WHT			84	153	-69	-45.10	.35	.60
INGLENOOK VNYRD				2	-2	-100.00	.00	.01
<b>TOTAL RHINE</b>			<b>23804</b>	<b>25533</b>	<b>-1729</b>	<b>-6.77</b>		
<b>WHT GENRC OTH</b>								
HAZLITT WHT CAT			2440	2716	-276	-10.16	23.63	24.08
BAREFT RFSH CRP			1020	1310	-290	-22.14	9.88	11.62
JOHNSN NIAGARA			930	976	-46	-4.71	9.01	8.65
BAREFT RFSH SWT			895	1205	-310	-25.73	8.67	10.68
MAZZA NIAGRA WH			811	912	-101	-11.07	7.86	8.09
CUPCAKE ANGL CA			583	754	-171	-22.68	5.65	6.69
CHADDSFORD NGRA			569	594	-25	-4.21	5.51	5.27
BULLY HL RVT 51			363	2	361	*****	3.52	.02
FRANZIA CRSP WH			303	18	285	1583.33	2.93	.16
FLIP FL CRSP 4P			281	410	-129	-31.46	2.72	3.64
CLOVR HL NIAGRA			250	309	-59	-19.09	2.42	2.74
BLLY HL SW WLTR			213	187	26	13.90	2.06	1.66
BULLY HILL GOAT			208	254	-46	-18.11	2.01	2.25
WLLMSBRG GOV WH			181	202	-21	-10.40	1.75	1.79
NISSLEY NIAGARA			155	187	-32	-17.11	1.50	1.66
FREY NATURAL CA			139	298	-159	-53.36	1.35	2.64
TAYLOR LAKE C W			128	168	-40	-23.81	1.24	1.49
NISSLEY RHAPSDY			84	96	-12	-12.50	.81	.85
ANTLER RD DIAMD			77	34	43	126.47	.75	.30
GETTYSBRG TEARS			75	65	10	15.38	.73	.58
BAREFT RFSH SUM			74	1	73	7300.00	.72	.01
GREEN FIN CAL			70	54	16	29.63	.68	.48
BENIGNAS SUNSHN			60	33	27	81.82	.58	.29
CH MRRSTT S LRL			53	55	-2	-3.64	.51	.49
CASTLE CK PETRO			48	67	-19	-28.36	.46	.59
RICH WIR WHITE			41	36	5	13.89	.40	.32
CHDSFRD FLYERS			39	19	20	105.26	.38	.17
NITTANY MOUNTN			31	37	-6	-16.22	.30	.33
HAZLTT W CAT HL			22	50	-28	-56.00	.21	.44
CH MRRST DG BLU			21	21		.00	.20	.19
FRNKLN HL KATIE			21		21	100.00	.20	.00
MAZZA VIDAL BLC			19	13	6	46.15	.18	.12
MOUNTAIN VIEW			17	54	-37	-68.52	.16	.48
LINGANORE MT WH			15	19	-4	-21.05	.15	.17
NITTANY MT MIST			14	11	3	27.27	.14	.10
WILHELM D CREEK			14		14	100.00	.14	.00
FRNKLN HL VIDAL			12		12	100.00	.12	.00
CH MRSTTE N CHN			9	6	3	50.00	.09	.05
LINGANRE TRRAPN			8	8		.00	.08	.07
SMITH RIDGE WHT			5	6	-1	-16.67	.05	.05
WILS CK PRINCSS			5	6	-1	-16.67	.05	.05
COWGIRL SWT WHT			5	4	1	25.00	.05	.04
KESSER NIAGARA			4	4		.00	.04	.04
OZAN SHELBY BLC			3	4	-1	-25.00	.03	.04
INFINITE MONKEY			2		2	100.00	.02	.00
NITTANY BRGWEIN			1	10	-9	-90.00	.01	.09
VIZINI ROLLNG W			1	4	-3	-75.00	.01	.04
VIZINI PRWLNG W			1	2	-1	-50.00	.01	.02
BRASSFIELD SRNT			1	1		.00	.01	.01
AUSTERITY CAL			1	1		.00	.01	.01
BARBRSVLL PHLEO			1		1	100.00	.01	.00
APPOLO SEYVAL			1		1	100.00	.01	.00
VENDANGE SWT CA				13	-13	-100.00	.00	.12
SAKONNET VDL BL				12	-12	-100.00	.00	.11
CH JULIEN FR KS				10	-10	-100.00	.00	.09
WOODBROD SWT WHT				4	-4	-100.00	.00	.04
POST PARACHT AM				3	-3	-100.00	.00	.03
TAYLOR LK SFT W				3	-3	-100.00	.00	.03
TURNG LF RF CRP				2	-2	-100.00	.00	.02
MURRTA WLL VNDM				1	-1	-100.00	.00	.01
VIA CLR FRULANO				1	-1	-100.00	.00	.01
BULLY HL SEASON				1	-1	-100.00	.00	.01
CHAT LA SALLE				1	-1	-100.00	.00	.01
MAD HSWF SWT WH				1	-1	-100.00	.00	.01
CROSSING VN SEL				1	-1	-100.00	.00	.01
VIZINI FRM REBL				1	-1	-100.00	.00	.01
OAK KNOLL NIAGR				1	-1	-100.00	.00	.01
<b>TOTAL WHT GENRC OTH</b>			<b>10324</b>	<b>11278</b>	<b>-954</b>	<b>-8.46</b>		
<b>PN GRIS/GRGIO</b>								
BAREFOOT CAL			46105	39632	6473	16.33	24.77	22.01
RM WOODBG P GRG			13684	15960	-2276	-14.26	7.35	8.86

# NABCA CASE SALES ANALYSIS

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
SUTTR HM PN GRG			11826	8530	3296	38.64	6.35	4.74
BOTA BOX CAL			11296	11625	-329	-2.83	6.07	6.46
BLACK BOX CAL			9588	5597	3991	71.31	5.15	3.11
FISHEYE			9327	14892	-5565	-37.37	5.01	8.27
LIBERTY CRK CAL			7273	4236	3037	71.69	3.91	2.35
THE NAKED GRAPE			6946	6720	226	3.36	3.73	3.73
CRBT CNYN P GRG			5364	5109	255	4.99	2.88	2.84
BRNGR PN GRG PV			4302	3889	413	10.62	2.31	2.16
HRM REX GOLIATH			3148	4569	-1421	-31.10	1.69	2.54
BIG HOUSE CAL			2649	2330	319	13.69	1.42	1.29
GLEN ELLEN P GR			2491	3328	-837	-25.15	1.34	1.85
VENDANGE PN GRG			2345	1885	460	24.40	1.26	1.05
MONDAVI CK CAL			2238	1678	560	33.37	1.20	.93
TURNG LF PN GRG			2210	1954	256	13.10	1.19	1.09
GALLO FAM TV CA			2192	6069	-3877	-63.88	1.18	3.37
VIN VAULT CAL			2103	11	2092	*****	1.13	.01
TWISTED PIG CAL			2000	2302	-302	-13.12	1.07	1.28
FLIP FLOP CAL			1921	2233	-312	-13.97	1.07	1.24
ALMADEN CALIF			1722	1792	-70	-3.91	.93	1.00
FFC PRST BIANCO			1687	1499	188	12.54	.91	.83
C D BOIS PN GRG			1226	1077	149	13.83	.66	.60
THREE THV BANDT			1084	1053	31	2.94	.58	.58
R MNDV PS P GRG			1077	873	204	23.37	.58	.48
SMOKING LOON			1074	900	174	19.33	.58	.50
MIRASSOU CAL			1042	909	133	14.63	.56	.50
STERLNG VNT COL			953	781	172	22.02	.51	.43
ACROBAT OREGON			908	797	111	13.93	.49	.44
A TO Z OREGON			836	791	45	5.69	.45	.44
SEAGLASS S BARB			811	728	83	11.40	.44	.40
MENAGE A TRS MC			795	955	-160	-16.75	.43	.53
GNARLY HEAD CAL			786	433	353	81.52	.42	.24
TERLATO RSN RVR			784	31	753	2429.03	.42	.02
ESTANCIA PN GRG			780	852	-72	-8.45	.42	.47
REDWD CRK P GRG			749	658	91	13.83	.40	.37
MIDDLE SIS DRMA			743	1120	-377	-33.66	.40	.62
SIMPLY NAKED CA			689	690	-1	-.14	.37	.38
FRANCS CPPLA DS			673	892	-219	-24.55	.36	.50
CANYON ROAD CAL			670	589	81	13.75	.36	.33
GALLO TV PN GRG			655	1082	-427	-39.46	.35	.60
LITTLE BL DRESS			647	952	-305	-32.04	.35	.53
KDL-JKSN VNT RS			644	498	146	29.32	.35	.28
KING ESTATE			565	522	43	8.24	.30	.29
TISDALE CAL			523	527	-4	-.76	.28	.29
TRADER JOE'S			480	660	-180	-27.27	.26	.37
14 HANDS PN GRG			445	196	249	127.04	.24	.11
BERINGR CAL COL			440	526	-86	-16.35	.24	.29
BANDIT CAL			394	334	60	17.96	.21	.19
LA CREMA MONTRY			386	382	4	1.05	.21	.21
SKINNYGIRL CAL			386	376	10	2.66	.21	.21
MONTEVINA P GRG			382	375	7	1.87	.21	.21
PINECROFT CAL			374	555	-181	-32.61	.20	.31
SYCAMORE LN CAL			372	354	18	5.08	.20	.20
ELK COVE PN GRS			345	313	32	10.22	.19	.17
COPPER RDG CAL			344	323	21	6.50	.18	.18
BRNGR FNDRS EST			339	439	-100	-22.78	.18	.24
CRANE LAKE CAL			332	341	-9	-2.64	.18	.19
HOUSE WINE BOX			332	197	135	68.53	.18	.11
BERINGR AMERICN			327	306	21	6.86	.18	.17
CSM PNT GRIS CV			324	349	-25	-7.16	.17	.19
GEYSER PEAK CAL			307	51	256	501.96	.16	.03
JOEL GOTT ORGN			288	360	-72	-20.00	.15	.20
FETZER CAL			285	311	-26	-8.36	.15	.17
J CALIFORNIA			285	236	49	20.76	.15	.13
STONE CLR CAL			275	540	-265	-49.07	.15	.30
BOTA BRICK CAL			272	164	108	65.85	.15	.09
FANCY PANTS CAL			270	208	62	29.81	.15	.12
MARK WEST CAL			250		250	100.00	.13	.00
WLLMTTE PN GRIS			235	260	-25	-9.62	.13	.14
COL GRND ESTATE			230	152	78	51.32	.12	.08
DARK HORSE CAL			230		230	100.00	.12	.00
14 HANDS PN GRS			218	308	-90	-29.22	.12	.17
BELLE AMBNCE CA			216	248	-32	-12.90	.12	.14
R MNDVI PS CC			215	168	47	27.98	.12	.09
PARDUCCI CAL			208	154	54	35.06	.11	.09
CONCANNON CC			206	98	108	110.20	.11	.05
LIVINGSTON CLLR			205	188	17	9.04	.11	.10
FAT CAT CAL			196	322	-126	-39.13	.11	.18
FIRESTEED P GRS			188	174	14	8.05	.10	.10
SALMON CREEK			174	206	-32	-15.53	.09	.11
BARBRVL PNT GRG			171	161	10	6.21	.09	.09
UNDERWD CLR CAN			161	96	65	67.71	.09	.05
COMMON MAN			149	167	-18	-10.78	.08	.09
KIRKLAND SIGNTR			144		144	100.00	.08	.00
DELICATO PN GRG			114	134	-20	-14.93	.06	.07
WINE BY JOE WM			113	84	29	34.52	.06	.05
MENAGE A TRS CA			110	96	14	14.58	.06	.05
ADELSHM PNT GRS			101	138	-37	-26.81	.05	.08
DOMINO			101	114	-13	-11.40	.05	.06
LINE 39 CAL			95	92	3	3.26	.05	.05
FFC DIAMOND COL			89	63	26	41.27	.05	.03
ERATH EV PN GRS			88	115	-27	-23.48	.05	.06
PONZI WILLAMTTE			79	92	-13	-14.13	.04	.05
J RSSN RVR VLLY			78	45	33	73.33	.04	.02

# NABCA CASE SALES ANALYSIS

## BY CLASS, TYPE, BRAND

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

ALL STATES-1/1/17 - 03/31/17

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
ENTWINE CAL			77	36	41	113.89	.04	.02
EDNA VLLY CAL			76		76	100.00	.04	.00
J VINEYARDS			72	21	51	242.86	.04	.01
FIVE OAKS CAL			70	92	-22	-23.91	.04	.05
C SMITH VINO			67	133	-66	-49.62	.04	.07
FERARI-CRNO RRV			67	106	-39	-36.79	.04	.06
DUCK POND P GRS			63	76	-13	-17.11	.03	.04
REDTREE CAL			63	71	-8	-11.27	.03	.04
ANNE AMIE WILLM			61	54	7	12.96	.03	.03
LUNA PNT GRIGIO			59	53	6	11.32	.03	.03
THREE THVES CAL			58	68	-10	-14.71	.03	.04
BOHEMIAN HWY CA			57	118	-61	-51.69	.03	.07
MERIDN P GRG CA			56	69	-13	-18.84	.03	.04
EYRIE PNT GRIS			56	33	-23	-69.70	.03	.02
SEQUIN CAL			55	84	-29	-34.52	.03	.05
MCMRRY RCH P GR			53	74	-21	-28.38	.03	.04
BENTON-LANE			53	57	-4	-7.02	.03	.03
IT'SO CAL BOX			49	37	12	32.43	.03	.02
BARRYMORE			48	16	32	200.00	.03	.01
RAINSTORM OREGN			45	61	-16	-26.23	.02	.03
INTUITION			45		45	100.00	.02	.00
HOGUE FRUIT FWD			44	61	-17	-27.87	.02	.03
KINGS RIDGE ORE			41	42	-1	-2.38	.02	.02
HANDCRAFT CAL			39	59	-20	-33.90	.02	.03
CELLAR NO 8 CAL			36	200	-164	-82.00	.02	.11
INSOMNIA			36	160	-124	-77.50	.02	.09
CLINE PINOT GRS			35	67	-32	-47.76	.02	.04
CHEHALEM 3 VNYD			35	39	-4	-10.26	.02	.02
PEPPRWD G P GRG			34	68	-34	-50.00	.02	.04
WILLOW CREST			34	31	3	9.68	.02	.02
STUART BIG FIRE			32	32		100.00	.02	.02
FRN CPL EMERALD			32	14	18	128.57	.02	.01
CANVAS CALIF			31	18	13	72.22	.02	.01
TERRA D'ORO SB			30	36	-6	-16.67	.02	.02
WINE CUBE P GRG			30		30	100.00	.02	.00
BALLETTO P GRS			28	75	-47	-62.67	.02	.04
PEPI CALIFORNIA			27	28	-1	-3.57	.01	.02
GREEN FIN CAL			24	41	-17	-41.46	.01	.02
RASCAL			23	9	14	155.56	.01	.00
FOX BROOK MX PK			23		23	100.00	.01	.00
VENETIAN MOON			22	62	-40	-64.52	.01	.03
OAK GROVE			21	26	-5	-19.23	.01	.01
CARDWELL ESTATE			20	30	-10	-33.33	.01	.02
SOKL BLSR P GRS			20	1	19	1900.00	.01	.00
MONTINORE P GRS			19	62	-43	-69.35	.01	.03
FLIP FLP CAL CN			19	52	-33	-63.46	.01	.03
SOLENA ESTATE			19	1	18	1800.00	.01	.00
HAYES RANCH CAL			19		19	100.00	.01	.00
CALIFORNIA DRM			19		19	100.00	.01	.00
LONG LAKE CAL			18	50	-32	-64.00	.01	.03
EDNA VLY PARGON			18	20	-2	-10.00	.01	.01
UNDERWD CELLARS			17	38	-21	-55.26	.01	.02
WILLKNZIE P GRS			17	31	-14	-45.16	.01	.02
PRNC MCH PN GRG			17	19	-2	-10.53	.01	.01
TRINTY OAK PN G			17	15	2	13.33	.01	.01
CANOE RDG EXPDT			17	4	13	325.00	.01	.00
ALMA ROSA S BRB			16	5	11	220.00	.01	.00
MCMANIS PNT GRG			15	25	-10	-40.00	.01	.01
LONGORIA S BARB			15	19	-4	-21.05	.01	.01
DOUBLE DECK CAL			14	47	-33	-70.21	.01	.03
ETUDE CARNEROS			14	8	6	75.00	.01	.00
ESTRELLA PR CAL			13	23	-10	-43.48	.01	.01
WILD HRSE P GRS			13	5	8	160.00	.01	.00
POPCRUSH CAL			12	932	-920	-98.71	.01	.52
HRM REX-GOL AMR			12	28	-16	-57.14	.01	.02
BLACKSTONE CAL			11	20	-9	-45.00	.01	.01
LAIRD COLD CRK			11	7	4	57.14	.01	.00
EMERALD BAY			11	6	5	83.33	.01	.00
SKYFALL PN GRIS			11		11	100.00	.01	.00
TRADER JOE PT R			11		11	100.00	.01	.00
SAWTOOTH PN GRS			10	19	-9	-47.37	.01	.01
BOTA MINI CAL			9	26	-17	-65.38	.00	.01
SWANSON SNM MNT			9	16	-7	-43.75	.00	.01
10 SPAN PN GRIS			9	12	-3	-25.00	.00	.01
TORII MOR WLMTE			9	1	8	800.00	.00	.00
WINE SISTER PSN			8	23	-15	-65.22	.00	.01
HOWLNG MOON LOD			8	14	-6	-42.86	.00	.01
CALLIE COLLECTN			8		8	100.00	.00	.00
OPP WILLMTE VLY			8		8	100.00	.00	.00
PINO CELLARS OR			8		8	100.00	.00	.00
AUBICHON WILMTE			8		8	100.00	.00	.00
HARTHILL FRM AM			7	10	-3	-30.00	.00	.01
KNG EST P GR DM			7	9	-2	-22.22	.00	.00
MERIDN P GRG MC			7	2	5	250.00	.00	.00
ALEXANA DUNDE H			7		7	100.00	.00	.00
EOLA HLL PN GRS			6	54	-48	-88.89	.00	.03
LANGE WLLMTE VY			6	13	-7	-53.85	.00	.01
SUTTER HM 2PACK			6	8	-2	-25.00	.00	.00
307 BUCK BRNNMN			6	3	3	100.00	.00	.00
SINSKEY			6	1	5	500.00	.00	.00
SEVEN HILLS			6	1	5	500.00	.00	.00
NOBLE VN 152 SB			6		6	100.00	.00	.00
ANEW COLUMBIA			6		6	100.00	.00	.00

# NABCA CASE SALES ANALYSIS

## BY CLASS, TYPE, BRAND

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

ALL STATES-1/1/17 - 03/31/17

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
CAMELOT CAL			5	32	-27	-84.38	.00	.02
SEGHESIO PN GRG			5	14	-9	-64.29	.00	.01
PAPIO			5	7	-2	-28.57	.00	.00
MILBRANDT TRDTN			5	4	1	25.00	.00	.00
THORNY ROSE COL			5	3	2	66.67	.00	.00
VENDANGE TETRA			5	3	2	66.67	.00	.00
CH S JEAN PN GR			5	1	4	400.00	.00	.00
THE ARCHIVIST			5		5	100.00	.00	.00
PANTHER CRK WLM			5		5	100.00	.00	.00
DOUGLASS HL CAL			4	14	-10	-71.43	.00	.01
REDWOOD VYD CAL			4	4		100.00	.00	.00
TRNTY OAK PG SS			4	2	2	100.00	.00	.00
MILL RIVER MA			4		4	100.00	.00	.00
KING EST BACKBN			4		4	100.00	.00	.00
FOX BROOK CALF			3	40	-37	-92.50	.00	.02
THE WHT KNIGHT			3	23	-20	-86.96	.00	.01
THREE PEARS CAL			3	15	-12	-80.00	.00	.01
MILE MARKER			3	6	-3	-50.00	.00	.00
DR FRANK			3	5	-2	-40.00	.00	.00
FRANZIA VTNR SL			3	3		100.00	.00	.00
ANGELS CUP CAL			3	1	2	200.00	.00	.00
KDL-JKSN GR RSV			3		3	100.00	.00	.00
FORIS R V PN GR			3		3	100.00	.00	.00
LILA 4-PACK CAN			3		3	100.00	.00	.00
BACKHOUSE CALIF			2	92	-90	-97.83	.00	.05
TAMAS EST PN GR			2	17	-15	-88.24	.00	.01
SHELDRAKE POINT			2	9	-7	-77.78	.00	.00
COASTAL RIDGE			2	5	-3	-60.00	.00	.00
3 HORSE RANCH			2	4	-2	-50.00	.00	.00
IVN TMAS PN GRG			2	3	-1	-33.33	.00	.00
99 VINES			2	3	-1	-33.33	.00	.00
QUAIL CREEK CAL			2	2		100.00	.00	.00
BOOMTOWN			2	2		100.00	.00	.00
90+ LOT120 CAL			2	2		100.00	.00	.00
FIREFLY RDGE CC			2	2		100.00	.00	.00
BUBO CAL			2	1	1	100.00	.00	.00
CH BIANCA			2	1	1	100.00	.00	.00
ACROBAT P GRS K			2		2	100.00	.00	.00
AU CONTRAIRE			2		2	100.00	.00	.00
KING EST SGNATR			2		2	100.00	.00	.00
VIN D LC GRISNT			1	65	-64	-98.46	.00	.04
LA MERIKA MNTRY			1	31	-30	-96.77	.00	.02
PARDUCCI SM LOT			1	26	-25	-96.15	.00	.01
SDDLEBACK P GRG			1	15	-14	-93.33	.00	.01
CRISTOM PNT GRS			1	11	-10	-90.91	.00	.01
HAHN NICKY HAHN			1	7	-6	-85.71	.00	.00
GUENOC CAL			1	4	-3	-75.00	.00	.00
CORNERSTONE NV			1		1	100.00	.00	.00
VITAS			1		1	100.00	.00	.00
LEFT COAST			1		1	100.00	.00	.00
DANCING COY KEG			1		1	100.00	.00	.00
BOEDECKER			1		1	100.00	.00	.00
CARMEL ROAD			1		1	100.00	.00	.00
BRIDGVW BLUE MN			1		1	100.00	.00	.00
JK JUST KIDDING			1		1	100.00	.00	.00
EDNA VLLY C CST			1		1	100.00	.00	.00
JELLYBEAN CAL			1		1	100.00	.00	.00
RIVEN ROCK CAL			1		1	100.00	.00	.00
3 BLIND MOOSE				144	-144	-100.00	.00	.08
SPRINKLE CAL				93	-93	-100.00	.00	.05
BE. BRIGHT CAL				27	-27	-100.00	.00	.01
FIRESTONE DSCVRS				25	-25	-100.00	.00	.01
VAMPIRE CALF				22	-22	-100.00	.00	.01
TABLE LEAF CAL				17	-17	-100.00	.00	.01
COPA DI VINO				16	-16	-100.00	.00	.01
HOGUE PINOT GRG				14	-14	-100.00	.00	.01
IRIS				11	-11	-100.00	.00	.01
TRDR JOE YUNTVL				10	-10	-100.00	.00	.01
CHEHALEM EST				10	-10	-100.00	.00	.01
CUL-DE-SAC CAL				10	-10	-100.00	.00	.01
VINTJUS WLMT VLY				9	-9	-100.00	.00	.00
ZIPZ SLEEVE CAL				9	-9	-100.00	.00	.00
RANSOM EOLA HLS				8	-8	-100.00	.00	.00
MERCER YAKIMA				8	-8	-100.00	.00	.00
TANGENT PN GRIS				6	-6	-100.00	.00	.00
BUTTERFLY KS CA				5	-5	-100.00	.00	.00
WILDEWOOD WV				5	-5	-100.00	.00	.00
JUNEBUG CAL				5	-5	-100.00	.00	.00
GNARLED VN LODI				4	-4	-100.00	.00	.00
JEWEL BOX CC				4	-4	-100.00	.00	.00
WATERBROOK COL				3	-3	-100.00	.00	.00
CH JULIEN BR SL				3	-3	-100.00	.00	.00
ANCIEN CARNEROS				3	-3	-100.00	.00	.00
MERIDIAN PN GRS				3	-3	-100.00	.00	.00
VERDE SOLE 11				2	-2	-100.00	.00	.00
VAN DUZER P GRS				2	-2	-100.00	.00	.00
BILTMORE AMERCN				2	-2	-100.00	.00	.00
STACK WINES CAL				2	-2	-100.00	.00	.00
HORSE AND PLOW				2	-2	-100.00	.00	.00
BERINGR CAL 4PK				2	-2	-100.00	.00	.00
FFC GIA CAL				2	-2	-100.00	.00	.00
TERLATO ANG PK				2	-1	-100.00	.00	.00
OOH LA LA CAL				1	-1	-100.00	.00	.00

# NABCA CASE SALES ANALYSIS

## BY CLASS, TYPE, BRAND

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

ALL STATES-1/1/17 - 03/31/17

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
BOEGER DORADO				1	-1	-100.00	.00	.00
ROSE'N'BLUM CAL				1	-1	-100.00	.00	.00
J EDWARDS RRV				1	-1	-100.00	.00	.00
CH GRND TRAVRSE				1	-1	-100.00	.00	.00
COPA DI VINO AM				1	-1	-100.00	.00	.00
COPPER MOUNTAIN				1	-1	-100.00	.00	.00
ARTISAN CAL				1	-1	-100.00	.00	.00
<b>TOTAL PN GRIS/GRGIO</b>			<b>186136</b>	<b>180084</b>	<b>6052</b>	<b>3.36</b>		
CHARDONNAY								
RM WOODBRIDGE			35121	40294	-5173	-12.84	7.81	8.83
BAREFOOT CAL			34769	30070	4699	15.63	7.74	6.59
FRANZIA BOX			24759	26938	-2179	-8.09	5.51	5.90
KNDL-JKSN VN RS			22539	23788	-1249	-5.25	5.02	5.21
SUTTER HOME CAL			19862	16836	3026	17.97	4.42	3.69
ALMADEN CAL BOX			13838	14031	-193	-1.38	3.08	3.08
BLACK BOX MNTRY			11785	7487	4298	57.41	2.62	1.64
PETER VELLA			11605	13254	-1649	-12.44	2.58	2.91
C D BOIS NC			9884	8441	1443	17.10	2.20	1.85
CORBETT CANYON			9685	10321	-636	-6.16	2.16	2.26
LIBERTY CRK CAL			9397	8205	1192	14.53	2.09	1.80
BOTA BOX CAL			8973	8229	744	9.04	2.00	1.80
GLEN ELLEN RES			7337	9145	-1808	-19.77	1.63	2.00
CARLO ROSSI			6814	6312	502	7.95	1.52	1.38
FISHEYE			5999	9876	-3877	-39.26	1.33	2.16
MONDAVI CK			5802	4837	965	19.95	1.29	1.06
CSM COL VALLEY			5508	4374	1134	25.93	1.23	.96
VENDANGE			5281	5120	161	3.14	1.18	1.12
CUPCAKE C COAST			5096	5046	50	.99	1.13	1.11
FOXHORN			5030	5512	-482	-8.74	1.12	1.21
FETZER CAL			4996	5801	-805	-13.88	1.11	1.27
BOGLE CLRK&MTRY			4650	4741	-91	-1.92	1.03	1.04
TURNING LEAF			4562	4299	263	6.12	1.02	.94
BLACK BOX CAL			4111	3274	837	25.57	.91	.72
LA CREMA SN CST			3998	3308	690	20.86	.89	.73
COPPER RIDGE			3787	4906	-1119	-22.81	.84	1.08
JOSH CELLARS NC			3762	1359	2403	176.82	.84	.30
SNMA CUTRER RRV			3574	3453	121	3.50	.80	.76
DARK HORSE CAL			3459	3253	206	6.33	.77	.71
GALLO FAM V TWN			3285	6850	-3565	-52.04	.73	1.50
BERINGR CAL COL			3189	3145	44	1.40	.71	.69
R MNDVI PVT SEL			3186	3127	59	1.89	.71	.69
BERINGER NAPA			3121	1361	1760	129.32	.69	.30
LIVINGSTON CLLR			2947	3232	-285	-8.82	.66	.71
BRNGR FNDRS EST			2900	2813	87	3.09	.65	.62
STERLNG VNT COL			2895	2598	297	11.43	.64	.57
COL TWO VINES			2681	2287	394	17.23	.60	.50
WLLM HLL EST NC			2670	1658	1012	61.04	.59	.36
HRM REX-GOLIATH			2631	4116	-1485	-36.08	.59	.90
VIN VAULT CAL			2519	1530	989	64.64	.56	.34
REDWOOD CREEK			2499	3523	-1024	-29.07	.56	.77
ALETTE CHARDONN			2498		2498	100.00	.56	.00
J LHR RVRSTN ES			2491	3530	-1039	-29.43	.55	.77
THE NAKED GRAPE			2317	2238	79	3.53	.52	.49
MIRASSOU C CST			2093	1634	459	28.09	.47	.36
SIMI CHARDONNAY			2059	2302	-243	-10.56	.46	.50
TOASTED HEAD			2039	3121	-1082	-34.67	.45	.68
J LOHR MONTEREY			1941	1205	736	61.08	.43	.26
R STRNG SNM CTY			1877	828	1049	126.69	.42	.18
FFC DIAMOND SER			1854	1693	161	9.51	.41	.37
KNDL-JKSN AVANT			1777	1535	242	15.77	.40	.34
EDNA VLLY PARGN			1758	2012	-254	-12.62	.39	.44
CH S JEAN NC			1753	2187	-434	-19.84	.39	.48
BONTERRA			1739	1642	97	5.91	.39	.36
BIG HOUSE CAL			1718	1297	421	32.46	.38	.28
SMOKING LOON			1654	1409	245	17.39	.37	.31
RM WOODBRG OAK			1622	628	994	158.28	.36	.14
HESS SELECT			1595	1853	-258	-13.92	.35	.41
CANYON ROAD CAL			1389	1180	209	17.71	.31	.26
J W MORRIS CAL			1366	2117	-751	-35.47	.30	.46
COL GRND ESTATE			1360	1333	27	2.03	.30	.29
OAK LEAF CAL			1226	1628	-402	-24.69	.27	.36
FREI BROTHER RR			1193	1385	-192	-13.86	.27	.30
SIMPLY NAKED CA			1107	1163	-56	-4.82	.25	.25
NATHANSON CREEK			1038	1145	-107	-9.34	.23	.25
KDL-JKSN GR RSV			1036	916	120	13.10	.23	.20
MARK WEST SNOMA			987	568	419	73.77	.22	.12
BUTTER CAL			984	800	184	23.00	.22	.18
GNARLY HEAD CAL			946	517	429	82.98	.21	.11
FRANZIA			943	77	866	1124.68	.21	.02
ROMBAUER CARNRS			914	704	210	29.83	.20	.15
BANDIT CAL			845	610	235	38.52	.19	.13
MEIOMI SN/MN/SB			806	711	95	13.36	.18	.16
TISDALE CAL			803	978	-175	-17.89	.18	.21
TRADER JOE'S			798	1148	-350	-30.49	.18	.25
STONE CELLARS			788	2237	-1449	-64.77	.18	.49
WLLM HLL EST CC			764	799	-35	-4.38	.17	.18
ESTANCIA ALEX V			758	387	371	95.87	.17	.08
CHLOE SONOMA			753	474	279	58.86	.17	.10
FATHOM C V			742		742	100.00	.17	.00
LINE 39 NC			725	507	218	43.00	.16	.11
FLIP FLOP CAL			721	1127	-406	-36.02	.16	.25

# NABCA CASE SALES ANALYSIS

## BY CLASS, TYPE, BRAND

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

ALL STATES-1/1/17 - 03/31/17

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
WLLM HLL EST NP			711	797	-86	-10.79	.16	.17
BV COASTAL			709	1038	-329	-31.70	.16	.23
MERIDIAN S BARB			702	1141	-439	-38.48	.16	.25
SMOKING LN STLB			702	473	229	48.41	.16	.10
ST CHP CNYN CHR			693	608	85	13.98	.15	.13
JOEL GOTT UNOAK			687	944	-257	-27.22	.15	.21
FERRARI-CARANO			670	599	71	11.85	.15	.13
WENTE CHARDONNY			639	619	20	3.23	.14	.14
DECOY SONOMA			637	613	24	3.92	.14	.13
ESTANCIA MONTRY			634	655	-21	-3.21	.14	.14
NOBLE VN 446 SB			634	131	503	383.97	.14	.03
SHNON CIR O RNC			609		609	100.00	.14	.00
ROUND HILL CHR			597	569	28	4.92	.13	.12
LA CREMA MONTRY			597	506	91	17.98	.13	.11
R STRNG CHLK HL			593	382	211	55.24	.13	.08
JAM CELS BUTTER			591		591	100.00	.13	.00
DREAMNG TREE NC			590	643	-53	-8.24	.13	.14
C D BOIS RUS RV			585	759	-174	-22.92	.13	.17
BREAD & BUTTER			585	445	140	31.46	.13	.10
CRANE LAKE CAL			556	710	-154	-21.69	.12	.16
SYCAMORE LANE			555	555		.00	.12	.12
BUEHLER RSSN RV			554	249	305	122.49	.12	.05
GLORIA FER CRNS			552	90	462	513.33	.12	.02
KDL-JKSN SP SEL			548	486	62	12.76	.12	.11
14 HANDS			544	572	-28	-4.90	.12	.13
WENTE MORNG FOG			543	675	-132	-19.56	.12	.15
THREE WISHES CA			524	508	16	3.15	.12	.11
FFC RSSO&BIANCO			517	505	12	2.38	.12	.11
LITTLE BL DRESS			510	641	-131	-20.44	.11	.14
MRPHY-GOODE CAL			489	770	-281	-36.49	.11	.17
MERIDIAN CAL			477	498	-21	-4.22	.11	.11
KENWOOD SONOMA			469	315	154	48.89	.10	.07
LA CREMA C CST			455	466	-11	-2.36	.10	.10
STEVEN KENT C C			452		452	100.00	.10	.00
SNMA CUTRER S C			450	495	-45	-9.09	.10	.11
HAYES VALLEY MC			449	268	181	67.54	.10	.06
CSM INDIAN WLLS			435	544	-109	-20.04	.10	.12
TRUE MYTH EDNA			435	161	274	170.19	.10	.04
STARMONT CARNRS			424	233	191	81.97	.09	.05
TALBTT KALI HRT			411	444	-33	-7.43	.09	.10
MONIKER MENDCNO			409	11	398	3618.18	.09	.00
HOGUE			407	473	-66	-13.95	.09	.10
KIRKLN DSGNTURE			405	385	20	5.19	.09	.08
STERLING NAPA			400	311	89	28.62	.09	.07
COLUMBIA WINERY			400	147	253	172.11	.09	.03
CASTLE RCK BRRL			385	332	53	15.96	.09	.07
BUTTERNUT CAL			372	347	25	7.20	.08	.08
LANDMARK OVERLK			350	447	-97	-21.70	.08	.10
A TO Z OREGON			343	384	-41	-10.68	.08	.08
LA MERIKA CC			343	146	197	134.93	.08	.03
446 MONTEREY			340	317	23	7.26	.08	.07
PINECROFT CAL			333	484	-151	-31.20	.07	.11
DONA SOL			323	312	11	3.53	.07	.07
CUTLER CRK CAL			321	290	31	10.69	.07	.06
CAKEBREAD ANDSN			316	318	-2	-.63	.07	.07
LOFT WNE ELE MN			315	738	-423	-57.32	.07	.16
R MONDVI NAPA			312	318	-6	-1.89	.07	.07
GEYSER PK ALX V			308	743	-435	-58.55	.07	.16
RAVNSWD VB CAL			308	412	-104	-25.24	.07	.09
DE LOACH HRT RS			308	336	-28	-8.33	.07	.07
WENTE RIVA RNCH			308	272	36	13.24	.07	.06
ST FRANCIS SNMA			306	576	-270	-46.88	.07	.13
MCMANIS FAMILY			306	222	84	37.84	.07	.05
SOUVERAIN NORTH			303		303	100.00	.07	.00
MER SOLEIL SLVR			291	253	38	15.02	.06	.06
RUTHERFORD RNCH			285	379	-94	-24.80	.06	.08
MRPHY-GOODE CHR			285	312	-27	-8.65	.06	.07
A BY ACACIA CAL			279	159	120	75.47	.06	.03
TWISTED CHR CAL			275	408	-133	-32.60	.06	.09
GHOST PNE NP SN			270	422	-152	-36.02	.06	.09
SILVER BUCKLE			267	404	-137	-33.91	.06	.09
DE LOACH SONOMA			267		267	100.00	.06	.00
DELICATO CAL			262	485	-223	-45.98	.06	.11
LA TERRE			257	337	-80	-23.74	.06	.07
FFC VOTRE SANTE			255	523	-268	-51.24	.06	.11
SEBASTIANI SC			251	224	27	12.05	.06	.05
FRANZIA VTNR SL			250	205	45	21.95	.06	.04
CONCANNON CC			244	313	-69	-22.04	.05	.07
HOUSE WINE AMER			242	349	-107	-30.66	.05	.08
MARKHAM			242	40	202	505.00	.05	.01
C SMITH EVE COL			233	268	-35	-13.06	.05	.06
STG LP WC KARIA			230	176	54	30.68	.05	.04
FRANCISCAN NAPA			228	303	-75	-24.75	.05	.07
CROW CANYON CAL			224	238	-14	-5.88	.05	.05
HAHN NICKY HAHN			221	506	-285	-56.32	.05	.11
CUVAISON CARNRS			220	265	-45	-16.98	.05	.06
LAYER CAKE VRGN			217	260	-43	-16.54	.05	.06
THMS ALLN MONT			214		214	100.00	.05	.00
CARMENET VC RSV			208	195	13	6.67	.05	.04
J LHR RVSTN RST			207		207	100.00	.05	.00
HARLOW RDG LODI			206	510	-304	-59.61	.05	.11
BOTA BRICK CAL			206	128	78	60.94	.05	.03
MACMRRY RNC SNM			205	174	31	17.82	.05	.04

# NABCA CASE SALES ANALYSIS

## BY CLASS, TYPE, BRAND

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

ALL STATES-1/1/17 - 03/31/17

PAGE 66

CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
CEST BON RS SEL			205		205	100.00	.05	.00
CH LA PAWS CAL			203	252	-49	-19.44	.05	.06
BENZGR CARNEROS			201	191	10	5.24	.04	.04
BACKHOUSE CALIF			198	249	-51	-20.48	.04	.05
MENAGE A TRS CA			197	592	-395	-66.72	.04	.13
TESTRSSA SANTA			195	1	194	*****	.04	.00
CAMBRIA KATHRNE			188	211	-23	-10.90	.04	.05
SEAGLASS S BARB			188	166	22	13.25	.04	.04
TRUVEE C CST			187	58	129	222.41	.04	.01
THE GREAT AMRCN			185	280	-95	-33.93	.04	.06
SALMON CREEK			182	226	-44	-19.47	.04	.05
STONECAP COL			181	174	7	4.02	.04	.04
FORESTVILLE CAL			179	256	-77	-30.08	.04	.06
BARBRSVLL			178	154	24	15.58	.04	.03
CHALK HILL SNMA			178	133	45	33.83	.04	.03
FTZR SNDIAL CAL			178	97	81	83.51	.04	.02
SOVERAIN CSV			171	119	52	43.70	.04	.03
90+CLLRS LT 122			170	47	123	261.70	.04	.01
BELLE AMBNCE CA			167	212	-45	-21.23	.04	.05
DE LOACH SON CV			164	230	-66	-28.70	.04	.05
VINE CLF L CRNS			164	50	114	228.00	.04	.01
HAHN SLH ST LUC			162	132	30	22.73	.04	.03
SILVER RIDGE CA			161	268	-107	-39.93	.04	.06
LUCINDA&MILL MC			161	2	159	7950.00	.04	.00
FOUR VINE NAKED			159	208	-49	-23.56	.04	.05
PARDUCCI MEND			155	103	52	50.49	.03	.02
CREME DE LYS			154	149	5	3.36	.03	.03
CANOE RDG EXPDT			149	10	139	1390.00	.03	.00
FFC DIAMOND COL			148	232	-84	-36.21	.03	.05
TOAD HLW FRNCNE			148	180	-32	-17.78	.03	.04
CARMEL ROAD MNT			148	125	23	18.40	.03	.03
ANGELINE RSV			147	122	25	20.49	.03	.03
PARDUCCI TR GRT			146	123	23	18.70	.03	.03
A BY ACACIA UNO			143	695	-552	-79.42	.03	.15
NIELSON BYRN SB			143		143	100.00	.03	.00
CLYDES			142	139	3	2.16	.03	.03
HARKEN CAL			141	51	90	176.47	.03	.01
ARTESA CARNEROS			140	267	-127	-47.57	.03	.06
KUNDE SONOMA			133	170	-37	-21.76	.03	.04
GRAYSON CLLE NC			133	155	-22	-14.19	.03	.03
CAKEBREAD NAPA			133	111	22	19.82	.03	.02
ACACIA			130	89	41	46.07	.03	.02
VINTERRA CARNRS			125		125	100.00	.03	.00
GRGICH HILLS			124	123	1	.81	.03	.03
R MNDVI PS CC			123	424	-301	-70.99	.03	.09
JORDAN			116	94	22	23.40	.03	.02
D E FLEMING VSN			115		115	100.00	.03	.00
CANYON OAKS			114	162	-48	-29.63	.03	.04
WILD HORSE CC			112	609	-497	-81.61	.02	.13
ALTITUDE PROJECT			111	81	30	37.04	.02	.02
GALLO E&J TWN V			109	170	-61	-35.88	.02	.04
BUENA VISTA CAL			108	216	-108	-50.00	.02	.05
BAILEYANA FIRPK			107	15	92	613.33	.02	.00
MARTIN RAY RRV			105	61	44	72.13	.02	.01
SEAN MNR 4BR CC			103	244	-141	-57.79	.02	.05
MENAGE A TRS GD			103		103	100.00	.02	.00
CASTLE CREEK			102	106	-4	-3.77	.02	.02
DOMINO			102	103	-1	-.97	.02	.02
CHALONE ESTATE			102	10	92	920.00	.02	.00
AU CONTRAIRE			99	57	42	73.68	.02	.01
CASTLE ROCK CC			98	289	-191	-66.09	.02	.06
FOXGLOVE C COST			98	143	-45	-31.47	.02	.03
ALEXANDR VALLEY			97	99	-2	-2.02	.02	.02
SAINTBURY CRNRS			97	86	11	12.79	.02	.02
IRONY NAPA VLLY			96	351	-255	-72.65	.02	.08
MER SOLEIL BRRL			96	100	-4	-4.00	.02	.02
SALMON RUN CHRD			96	91	5	5.49	.02	.02
FIVE OAKS CAL			95	113	-18	-15.93	.02	.02
OUR DAILY			95		95	100.00	.02	.00
TOSCHI			94	30	64	213.33	.02	.01
C D BOIS 2 PACK			93		93	100.00	.02	.00
HAYES RANCH CC			92	70	22	31.43	.02	.02
GOOSE RIDGE G3			92		92	100.00	.02	.00
DIRECTORS JAWS			92		92	100.00	.02	.00
MORGAN CHARDNNY			91	72	19	26.39	.02	.02
ESTANCIA PNNACL			90	89	1	1.12	.02	.02
SANFORD S RITA			90		90	100.00	.02	.00
MER SOLEIL RSV			89	176	-87	-49.43	.02	.04
CARTLDGE&BROWNE			89	101	-12	-11.88	.02	.02
TOM GORE CAL			89	34	55	161.76	.02	.01
GREYSTONE CAL			89		89	100.00	.02	.00
DEEP SEA ST BAR			88		88	100.00	.02	.00
COMMON MAN			87	92	-5	-5.43	.02	.02
DE LOACH CALIF			87	16	71	443.75	.02	.00
FRANCSN CV SVG			87	1	86	8600.00	.02	.00
MORGAN METLLICO			86	131	-45	-34.35	.02	.03
AVA GRACE CAL			85		85	100.00	.02	.00
MEMBERS MARK CC			84		84	100.00	.02	.00
CH S JEAN S CST			83	77	6	7.79	.02	.02
MATCHBOOK DUNGN			81	18	63	350.00	.02	.00
SCHUG CARNEROS			81	10	71	710.00	.02	.00
HKG ESTATE RRV			81		81	100.00	.02	.00
TRADER JOE CSTL			80	69	11	15.94	.02	.02

# NABCA CASE SALES ANALYSIS

## BY CLASS, TYPE, BRAND

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

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
FOLIE A'DEUX RR			80	41	39	95.12	.02	.01
NEWTON RED LABL			79	114	-35	-30.70	.02	.02
BRIDLEWOOD E MC			78	99	-21	-21.21	.02	.02
SBASTNI SONOMA			77	76	1	1.32	.02	.02
HERON CAL			76	79	-3	-3.80	.02	.02
CHARLES&CHRL CV			75	143	-68	-47.55	.02	.03
HARTFORD CT RRV			75	40	35	87.50	.02	.01
FREY			75	26	49	188.46	.02	.01
KEVIN OLEARY			75		75	100.00	.02	.00
REDTREE CAL			74	84	-10	-11.90	.02	.02
FOREST GLEN BF			74	78	-4	-5.13	.02	.02
THE CALLING DUT			74	50	24	48.00	.02	.01
GRAVEL BAR COL			73	106	-33	-31.13	.02	.02
FRANK FAM VY NP			72	72		.00	.02	.02
CYCLE GLADTR CC			72	34	38	111.76	.02	.01
DE LOACH RUS RV			71	53	18	33.96	.02	.01
STORYPOINT CAL			71		71	100.00	.02	.00
BROKEN EARTH PL			70		70	100.00	.02	.00
BLACKSTONE MNTY			69	125	-56	-44.80	.02	.03
SBRAGIA HM RNCH			69	11	58	527.27	.02	.00
LONG BARN			69	10	59	590.00	.02	.00
SNMA CUTRER PRE			68	69	-1	-1.45	.02	.02
FFC DIRECTOR SC			68	42	26	61.90	.02	.01
COASTAL RIDGE			68	16	52	325.00	.02	.00
10 SPAN CNT CST			67	61	6	9.84	.02	.01
SKYLARK ALONDRA			67	27	40	148.15	.01	.01
VIRGINIA DR SNM			67	5	62	1240.00	.01	.00
MACROSTIE			66	65	1	1.54	.01	.01
CHEHALEM INOX			66	41	25	60.98	.01	.01
GUENOC ESTATE			65	87	-22	-25.29	.01	.02
ESTANCIA UNOAKD			65	86	-21	-24.42	.01	.02
J LOHR CYPRESS			65	85	-20	-23.53	.01	.02
KUNDE ESTATE			64	106	-42	-39.62	.01	.02
YOSEMITE ROAD			64	16	48	300.00	.01	.00
FESS PRKR S BRB			63	87	-24	-27.59	.01	.02
CH MNTLNA NAPA			62	48	14	29.17	.01	.01
SNMA CUTRER C V			62	44	18	40.91	.01	.01
ENTWINE CAL			62	42	20	47.62	.01	.01
PEPPERWOOD GRVE			60	62	-2	-3.23	.01	.01
ST JEAN BLL TRR			59	146	-87	-59.59	.01	.03
CARR SONOMA			59	57	2	3.51	.01	.01
FROGS LEAP NAPA			59	50	9	18.00	.01	.01
NAPA CELLARS NV			58	149	-91	-61.07	.01	.03
TREFETHEN			58	50	8	16.00	.01	.01
FRMK ABBY NAPA			57	84	-27	-32.14	.01	.02
THREE THVES CAL			57	75	-18	-24.00	.01	.02
LEESE-FITCH CAL			57	63	-6	-9.52	.01	.01
RAMEY RSSN RIVR			57	61	-4	-6.56	.01	.01
BENZIGER SONOMA			57	57		.00	.01	.01
STGS LP WNE CLR			57	46	11	23.91	.01	.01
QUAIL OAK			57		57	100.00	.01	.00
MIDDLE SIS SMTY			56	314	-258	-82.17	.01	.07
LOOKING GLASS			56	77	-21	-27.27	.01	.02
SUNDANCE UO MND			56	56		.00	.01	.01
GARNET MONTEREY			56	1	55	5500.00	.01	.00
FLORA SPRNG			56		56	100.00	.01	.00
VISTA POINT CAL			56		56	100.00	.01	.00
HKG NORTH BRIDG			56		56	100.00	.01	.00
GRAPE&VINE AMER			55	61	-6	-9.84	.01	.01
TRAVIS MNT UNFT			55	56	-1	-1.79	.01	.01
FFC DIR CUT RRV			55	48	7	14.58	.01	.01
WENTE CHRDR RSV			54	57	-3	-5.26	.01	.01
RICKSHAW			54	35	19	54.29	.01	.01
POPCORN CALFRNA			54	18	36	200.00	.01	.00
LINCOURT UNOAK			54		54	100.00	.01	.00
BLK STALLION NP			53	62	-9	-14.52	.01	.01
STAGS LEAP WNRV			53	47	6	12.77	.01	.01
CALLING ALL ANG			52	487	-435	-89.32	.01	.11
SPELLBOUND			52	73	-21	-28.77	.01	.02
J VINEYARDS RRV			52	7	45	642.86	.01	.00
L'ECOLE # 41 CV			51	73	-22	-30.14	.01	.02
SIMPLE LIFE CAL			51	64	-13	-20.31	.01	.01
BARBRSVLLE RSRV			51	54	-3	-5.56	.01	.01
CHERRY TART			51	48	3	6.25	.01	.01
SILVER PALM N C			51	17	34	200.00	.01	.00
BOUCHAINE CRNRS			51	1	50	5000.00	.01	.00
SELBY			50	71	-21	-29.58	.01	.02
ICONOCLAST			50	50		.00	.01	.01
MONTEREY CHALNE			49	69	-20	-28.99	.01	.02
FLOWER SN COAST			49	60	-11	-18.33	.01	.01
CANNONBALL			49	56	-7	-12.50	.01	.01
BRNGR LUMINOUS			49	41	8	19.51	.01	.01
NEYERS CARNEROS			49	29	20	68.97	.01	.01
FOX BROOK MX PK			49		49	100.00	.01	.00
DE LOACH OFS RR			49		49	100.00	.01	.00
CASTLE ROCK C V			48	128	-80	-62.50	.01	.03
RAMEY SONMA CST			48	77	-29	-37.66	.01	.02
TORTOISE CRK CC			48	69	-21	-30.43	.01	.02
SWEET BITCH CAL			48	55	-7	-12.73	.01	.01
WLLMSBRG CHRDNV			48	48		.00	.01	.01
SCHUG SONOMA			47	632	-585	-92.56	.01	.14
CLINE EST SNMA			47	106	-59	-55.66	.01	.02
C KRUG NAPA VLY			47	34	13	38.24	.01	.01

# NABCA CASE SALES ANALYSIS

## BY CLASS, TYPE, BRAND

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
SLOW PRESS MONT			47	10	37	370.00	.01	.00
CROSS SPRING LC			47		47	100.00	.01	.00
DAVIS BYNUM R R			47		47	100.00	.01	.00
HANDCRAFT CAL			46	68	-22	-32.35	.01	.01
CH S JEAN BIJOU			46	22	24	109.09	.01	.00
DUTTN GLDFD RCH			45	66	-21	-31.82	.01	.01
TWISTED CDR LDI			45	40	5	12.50	.01	.01
COMPLICATED SNM			45	25	20	80.00	.01	.01
BIG CHURN			45		45	100.00	.01	.00
V. NO CAL RSV NC			44	228	-184	-80.70	.01	.05
NEWMAN OWN CAL			44	67	-23	-34.33	.01	.01
HESS SHIRTAIL			44	56	-12	-21.43	.01	.01
TALLEY AR GRNDE			44	50	-6	-12.00	.01	.01
CSM MIMI HHH			44	47	-3	-6.38	.01	.01
ETUDE LYRIC SB			44		44	100.00	.01	.00
ALMADEN			43	68	-25	-36.76	.01	.01
MATANZS CRK SNM			43	61	-18	-29.51	.01	.01
BIG HS UNCHAND			43	45	-2	-4.44	.01	.01
PACIFIC GROVE			43	10	33	330.00	.01	.00
BRNGR PRVT RSRV			42	41	1	2.44	.01	.01
SBRAGIA GMB RNC			42	5	37	740.00	.01	.00
TRINITY OAKS			41	160	-119	-74.38	.01	.04
J LOHR EST ARYO			41	60	-19	-31.67	.01	.01
COASTAL VNE CAL			41	43	-2	-4.65	.01	.01
LA CREMA RSN RV			41	13	28	215.38	.01	.00
DUCKHORN NAPA			40	15	25	166.67	.01	.00
MER SOLEIL R SB			40	10	30	300.00	.01	.00
COHN BR SLVR RR			40		40	100.00	.01	.00
MAD HOUSEWIFE			39	35	4	11.43	.01	.01
LAGUNA RSSN RVR			39	32	7	21.88	.01	.01
PAUL HOBBS CRSS			39	25	14	56.00	.01	.01
BLISS			39	23	16	69.57	.01	.01
CONCN FNDR MONT			39	17	22	129.41	.01	.00
C D BOIS UNOAKD			39	6	33	550.00	.01	.00
STEELE			38	56	-18	-32.14	.01	.01
FAR NIENTE			38	32	6	18.75	.01	.01
GUENOC CALFRNIA			38	20	18	90.00	.01	.00
SKYFALL COL VLY			38		38	100.00	.01	.00
GEYSER PK SONMA			37	74	-37	-50.00	.01	.02
SOVERAIN SC/NC			37	11	26	236.36	.01	.00
GENS LODI			36	54	-18	-33.33	.01	.01
PEDRNCLLI			36	22	14	63.64	.01	.00
CAVALIER COLLEC			36		36	100.00	.01	.00
THE VEGAN VINE			35	93	-58	-62.37	.01	.02
ANDRETTI SELCTN			35	68	-33	-48.53	.01	.01
FLIP FLP CAL CN			35	29	6	20.69	.01	.01
FERARI-CRNO RSV			34	36	-2	-5.56	.01	.01
CLOS D VAL CNRS			34	31	3	9.68	.01	.01
SNQ COLUMBIA VLY			34	30	4	13.33	.01	.01
BALLETTO TERESA			34	4	30	750.00	.01	.00
CHAMISAL ESTATE			34		34	100.00	.01	.00
NIELSON BYRN SB			33	153	-120	-78.43	.01	.03
MATCHBOOK MX PK			33	56	-23	-41.07	.01	.01
FFC SOFIA MNTRY			33	50	-17	-34.00	.01	.01
DAVID STONE			33	42	-9	-21.43	.01	.01
CANVAS CALIF			33	29	4	13.79	.01	.01
OAKHRST HAP CMP			33	22	11	50.00	.01	.00
BURIED CANE			33	11	22	200.00	.01	.00
BLUE QUAIL PTRR			33		33	100.00	.01	.00
CSM UNOAKED COL			33		33	100.00	.01	.00
NEWTON			32	46	-14	-30.43	.01	.01
AU BON SNTA BRB			32	45	-13	-28.89	.01	.01
FISHER UNITY			32	30	2	6.67	.01	.01
HESS SU/SKOL NP			32	29	3	10.34	.01	.01
CSM CANOE RIDGE			32	27	5	18.52	.01	.01
ACACIA CARNEROS			32	17	15	88.24	.01	.00
WILD HRSE UNBRD			32		32	100.00	.01	.00
IT'SO CAL BOX			31	25	6	24.00	.01	.01
POWERS			31		31	100.00	.01	.00
ARNOLD PALMER			30	47	-17	-36.17	.01	.01
DOUGLASS HL CAL			30	46	-16	-34.78	.01	.01
AU BON CLIMAT			30	31	-1	-3.23	.01	.01
ANGELINE CAL			30	30		.00	.01	.01
VINEYARDS FOUND			29	337	-308	-91.39	.01	.07
EDUCATED GSS CR			29	56	-27	-48.21	.01	.01
MIGRATION R RVR			29	32	-3	-9.38	.01	.01
R STRONG SONOMA			29	28	1	3.57	.01	.01
THE CHD PROJECT			29	17	12	70.59	.01	.00
THE DIVINING RD			28	238	-210	-88.24	.01	.05
NEWTON UNFILTRD			28	33	-5	-15.15	.01	.01
TALBOTT SLP HLW			28	27	1	3.70	.01	.01
O WINES COL VLY			28	24	4	16.67	.01	.01
ZIONS LODGE CAL			28	14	14	100.00	.01	.00
ADELSHEIM			28	10	18	180.00	.01	.00
WILLMTE DIJON			28	6	22	366.67	.01	.00
CAMELOT			27	34	-7	-20.59	.01	.01
BRNGR CHSCK CAL			27	31	-4	-12.90	.01	.01
AUTUMN HILL			27	23	4	17.39	.01	.01
PR MICHEL CHARD			26	30	-4	-13.33	.01	.01
ROUTESOCK CNRS			26	2	24	1200.00	.01	.00
ZOMBIE			26		26	100.00	.01	.00
FREY BIODYNAMIC			25	32	-7	-21.88	.01	.01
TRUMP WINERY			25	30	-5	-16.67	.01	.01

# NABCA CASE SALES ANALYSIS

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
MORGAN MONTEREY			25	10	15	150.00	.01	.00
EMERALD BAY			25	7	18	257.14	.01	.00
TRADER JOE PT R			25		25	100.00	.01	.00
FLANAGAN RS RRV			25		25	100.00	.01	.00
ONCE UPON V FRT			24	386	-362	-93.78	.01	.08
RAYMOND NAP RSV			24	31	-7	-22.58	.01	.01
CHAMISAL STNLSS			24	29	-5	-17.24	.01	.01
FRAN CP BIANCO			24	23	1	4.35	.01	.01
ZD CHARDONNAY			24	23	1	4.35	.01	.01
CALERA CNTRL CS			23	54	-31	-57.41	.01	.01
SARACINA MNDONO			23	49	-26	-53.06	.01	.01
CHALK HLL EST B			23	33	-10	-30.30	.01	.01
HACIENDA CAL			23	27	-4	-14.81	.01	.01
COL HORSE HEAVN			23	26	-3	-11.54	.01	.01
VINUM CELLARS			23	26	-3	-11.54	.01	.01
G NORMAN CAL SB			23	25	-2	-8.00	.01	.01
J LOHR OCT NGHT			23	20	3	15.00	.01	.00
SANDHI STA BARB			23	16	7	43.75	.01	.00
SAND POINT			23	8	15	187.50	.01	.00
MONTAGUE RRV			23		23	100.00	.01	.00
FEDERALIST SNMA			23		23	100.00	.01	.00
WATERBROOK			22	41	-19	-46.34	.00	.01
BLOSSOM HILL			22	34	-12	-35.29	.00	.01
ARROWOOD SONOMA			22	34	-12	-35.29	.00	.01
GIRARD RUSN RVR			22	33	-11	-33.33	.00	.01
DUCK POND			22	29	-7	-24.14	.00	.01
SEC WASH			22	28	-6	-21.43	.00	.01
PATZ & HLL DRLL			22	24	-2	-8.33	.00	.01
BLACK MNTN GRVL			22	20	2	10.00	.00	.00
NAPA RIVER NAPA			22	19	3	15.79	.00	.00
REBEL BANDIT			22	15	7	46.67	.00	.00
MOOBUZZ CAL			21	62	-41	-66.13	.00	.01
KENWOOD YULUPA			21	60	-39	-65.00	.00	.01
SEVEN FALLS WAH			21	34	-13	-38.24	.00	.01
PICKET FENCE RR			21	26	-5	-19.23	.00	.01
AUSTERITY ARRY			21	25	-4	-16.00	.00	.01
KISTLER L NOIST			21	25	-4	-16.00	.00	.01
GROTH NAPA VLLY			21	23	-2	-8.70	.00	.01
LAKE SONOMA RRV			21	22	-1	-4.55	.00	.00
BETWEEN THE VINE			21	12	9	75.00	.00	.00
TALL SAGE			21	5	16	320.00	.00	.00
INTUITION			21		21	100.00	.00	.00
CA MOMI NAPA			20	40	-20	-50.00	.00	.01
ALMA ROSA S BAR			20	27	-7	-25.93	.00	.01
ALIAS CALIF			20	17	3	17.65	.00	.00
HESS NAPA VALLY			20	16	4	25.00	.00	.00
VENDANGE TETRA			20	11	9	81.82	.00	.00
TALBOTT LOGAN			20	7	13	185.71	.00	.00
STILLMAN ST			20	1	19	1900.00	.00	.00
VIRGINIA DR RRV			20		20	100.00	.00	.00
ZOMBIE CALFRNIA			20		20	100.00	.00	.00
STUHLMULLER			19	935	-916	-97.97	.00	.20
SILVERADO CHARD			19	51	-32	-62.75	.00	.01
LOFT WNE ELE CA			19	41	-22	-53.66	.00	.01
ANNABELLA SONMA			19	39	-20	-51.28	.00	.01
SNAP DRAGON CAL			19	25	-6	-24.00	.00	.01
PURPLE MOON			19	15	4	26.67	.00	.00
THOMAS HENRY SC			19	5	14	280.00	.00	.00
FRANZIA VNTR BB			19		19	100.00	.00	.00
DALLIANCE UNOAK			18	212	-194	-91.51	.00	.05
BV CENTURY CLLR			18	76	-58	-76.32	.00	.02
PEDRONCELLI VS			18	47	-29	-61.70	.00	.01
OAK GROVE CALIF			18	42	-24	-57.14	.00	.01
LIOCO SONOMA			18	21	-3	-14.29	.00	.00
LIGHT HORSE			18	18		.00	.00	.00
TORTOIS CRK JAM			18	7	11	157.14	.00	.00
JACKSON EST SMV			18	2	16	800.00	.00	.00
JOSH CLR CFTSMN			18		18	100.00	.00	.00
HEITZ NAPA VLLY			18		18	100.00	.00	.00
WELLSLEY FARMS			18		18	100.00	.00	.00
SANTA BAR LNDNG			17	28	-11	-39.29	.00	.01
SANTA BARBARA			17	17		.00	.00	.00
ST CLEENT CRNS			17	14	3	21.43	.00	.00
MERRYVALE CRNRS			17	13	4	30.77	.00	.00
CARR NAPA VALLY			16	31	-15	-48.39	.00	.01
THOMAS HENRY			16	26	-10	-38.46	.00	.01
PATZ & HLL SONM			16	23	-7	-30.43	.00	.01
J RUSSN RVR VLY			16	20	-4	-20.00	.00	.00
SHAFFER CHARDNY			16	18	-2	-11.11	.00	.00
KRUTZ FAM MAGNL			16	13	3	23.08	.00	.00
PINE RIDGE DJON			16	11	5	45.45	.00	.00
CHAPPELLET NAPA			16	10	6	60.00	.00	.00
DAOU PASO ROBLE			16	8	8	100.00	.00	.00
MARGARET'S			16		16	100.00	.00	.00
KITE HAWK NAPA			15	119	-104	-87.39	.00	.03
CSM COLD CREEK			15	17	-2	-11.76	.00	.00
BARRIQUE SONOMA			15	13	2	15.38	.00	.00
J LHR VSTA ARYO			15	6	9	150.00	.00	.00
PEJU PROVNC NP			15		15	100.00	.00	.00
JAWBREAKER			15		15	100.00	.00	.00
EDICT RSSN RVR			15		15	100.00	.00	.00
HOUSE W SPRT BX			15		15	100.00	.00	.00
N2 KEG			15		15	100.00	.00	.00

# NABCA CASE SALES ANALYSIS

## BY CLASS, TYPE, BRAND

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

ALL STATES-1/1/17 - 03/31/17

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
KEENAN SPRNG MT			15		15	100.00	.00	.00
HOB NOB WICKED			15		15	100.00	.00	.00
SHAFFER RD SHLDR			14	24	-10	-41.67	.00	.01
AVIARY NAPA			14	20	-6	-30.00	.00	.00
LONGMR WHITE AM			14	17	-3	-17.65	.00	.00
HIDDEN CRUSH CC			14	15	-1	-6.67	.00	.00
LANGE WLLMTE VY			14	14		.00	.00	.00
SEAGLASS UNOAKD			14	14		.00	.00	.00
MONAR POSEIDONS			14	14		.00	.00	.00
PARALLEL NAPA			14	12	2	16.67	.00	.00
FAILLA SONOMA			14	9	5	55.56	.00	.00
BISON RIDGE CAL			14	8	6	75.00	.00	.00
BAILEYANA			14	1	13	1300.00	.00	.00
STG LP BVI CALF			14		14	100.00	.00	.00
WINE CUBE CALIF			14		14	100.00	.00	.00
MONTAGUE SONOMA			14		14	100.00	.00	.00
TESTAROSSA GATO			13	894	-881	-98.55	.00	.20
CENTURY OAK RVR			13	422	-409	-96.92	.00	.09
COPAIN TS ENSMB			13	119	-106	-89.08	.00	.03
BROWNSTONE CALF			13	35	-22	-62.86	.00	.01
ANDRETTI NAPA V			13	22	-9	-40.91	.00	.00
CLOS LACHANCE			13	18	-5	-27.78	.00	.00
NIGHT HARVEST			13	18	-5	-27.78	.00	.00
STEPHEN VINCENT			13	16	-3	-18.75	.00	.00
MAGNOLIA GRV CA			13	16	-3	-18.75	.00	.00
CORVIDAE MIRTH			13	15	-2	-13.33	.00	.00
DUCKHRN MIGRATN			13	14	-1	-7.14	.00	.00
TRUCHARD			13	12	1	8.33	.00	.00
ESTRELLA PR CAL			13	9	4	44.44	.00	.00
CAMBRIDG&SUNSET			13	3	10	333.33	.00	.00
LEXICON CAL			13		13	100.00	.00	.00
MARK WEST C CST			12	70	-58	-82.86	.00	.02
POZZAN RSSN RVR			12	52	-40	-76.92	.00	.01
HEDGES HIP DION			12	36	-24	-66.67	.00	.01
WHITE OAK CAL			12	19	-7	-36.84	.00	.00
SUTTER HM 2PACK			12	17	-5	-29.41	.00	.00
MILESTONE CAL			12	14	-2	-14.29	.00	.00
LUCKY STAR CAL			12	14	-2	-14.29	.00	.00
GRANITE COAST			12	13	-1	-7.69	.00	.00
SPIRAL CLR NAPA			12	12		.00	.00	.00
FOXHOLLOW CAL			12	10	2	20.00	.00	.00
GIRASOLE			12	10	2	20.00	.00	.00
JACKHAMMER MTRY			12	9	3	33.33	.00	.00
PHELPS VINEYARD			12	7	5	71.43	.00	.00
CLENDENEN PIP			12	6	6	100.00	.00	.00
RIDGE SNTA CRUZ			12	5	7	140.00	.00	.00
BOTA MINI CAL			12	5	7	140.00	.00	.00
WORTHY			12	5	7	140.00	.00	.00
COTILLION TRI			12		12	100.00	.00	.00
CHRONIC EUNCE X			12		12	100.00	.00	.00
FIREBIRDS SONMA			12		12	100.00	.00	.00
RAEBURN RRV			11	73	-62	-84.93	.00	.02
ONE HOPE CAL			11	51	-40	-78.43	.00	.01
TRELLIS SONOMA			11	33	-22	-66.67	.00	.01
L J SPIRIT HAWK			11	24	-13	-54.17	.00	.01
WHITE OAK RRV			11	21	-10	-47.62	.00	.00
LULI			11	19	-8	-42.11	.00	.00
PINE RIDGE CRNS			11	15	-4	-26.67	.00	.00
PATZ & HLL DTTN			11	13	-2	-15.38	.00	.00
FRONT PORCH CAL			11	11		.00	.00	.00
LEWIS NAPA			11	11		.00	.00	.00
ANTICA NAPA VLY			11	7	4	57.14	.00	.00
RUBUS RUSSN RVR			11	6	5	83.33	.00	.00
CUSTARD SONOMA			11	5	6	120.00	.00	.00
VENTANA CHARD			11	2	9	450.00	.00	.00
TREANA CENTRAL			11		11	100.00	.00	.00
WATERBROOK RES			11		11	100.00	.00	.00
LAFOND SRH			11		11	100.00	.00	.00
POWERS BOX			11		11	100.00	.00	.00
ERIS NAPA VALLY			11		11	100.00	.00	.00
SEQUOIA ESTATE			11		11	100.00	.00	.00
LIBERTY SCHL CC			10	54	-44	-81.48	.00	.01
GALLO SIG SR RR			10	19	-9	-47.37	.00	.00
PAUL HOBBS RRV			10	18	-8	-44.44	.00	.00
ST SUPERY OAK			10	13	-3	-23.08	.00	.00
POPPY CALF			10	10		.00	.00	.00
QUPE Y BLOCK			10	9	1	11.11	.00	.00
THE ORIGINAL S			10	6	4	66.67	.00	.00
MORGAN DOUBLE L			10	4	6	150.00	.00	.00
CAMBRIA CLONE 4			10	2	8	400.00	.00	.00
CLS PGSE MTSUKO			10		10	100.00	.00	.00
ALEXANA TERROIR			10		10	100.00	.00	.00
ANIMIST RRV			10		10	100.00	.00	.00
CALLIE COLLECTN			10		10	100.00	.00	.00
ORIN SW MANN CA			10		10	100.00	.00	.00
COASTAL OAK CAL			10		10	100.00	.00	.00
FLAT ROCK			10		10	100.00	.00	.00
WILDER			10		10	100.00	.00	.00
BYRON			9	274	-265	-96.72	.00	.06
LONG LAKE CAL			9	59	-50	-84.75	.00	.01
FIRESTONE SR HL			9	30	-21	-70.00	.00	.01
FAR NIENTE EB			9	26	-17	-65.38	.00	.01
ACRISP			9	20	-11	-55.00	.00	.00

# NABCA CASE SALES ANALYSIS

## BY CLASS, TYPE, BRAND

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

ALL STATES-1/1/17 - 03/31/17

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
ROBERT HALL PR			9	20	-11	-55.00	.00	.00
SILVER CREEK			9	18	-9	-50.00	.00	.00
DIERBERG S MARIA			9	17	-8	-47.06	.00	.00
FERARI-CARNO TT			9	15	-6	-40.00	.00	.00
CAKEBREAD RESRV			9	11	-2	-18.18	.00	.00
SUTTER HM HRVST			9	10	-1	-10.00	.00	.00
BISHOP PEAK P R			9	10	-1	-10.00	.00	.00
ROMBAUER CHRDNY			9	9		.00	.00	.00
FARRELL RRV SEL			9	9		.00	.00	.00
WHITE ROCK			9	8	1	12.50	.00	.00
SADDLEBACK			9	8	1	12.50	.00	.00
THE SEEKER CAL			9	8	1	12.50	.00	.00
SALMON CREEK			9	7	2	28.57	.00	.00
R8 CALIFORNIA			9	6	3	50.00	.00	.00
SEQUOIA CRNS NP			9	6	3	50.00	.00	.00
AU BN CLMT NUIT			9	2	7	350.00	.00	.00
FOXEN BLCK BIEN			9	2	7	350.00	.00	.00
HOOK OR CROOK			9		9	100.00	.00	.00
SONOMA CST GOLD			9		9	100.00	.00	.00
BACHLRTT ONE CA			9		9	100.00	.00	.00
BLACK OAK CALIF			9		9	100.00	.00	.00
ST CLMT ABT CRN			8	177	-169	-95.48	.00	.04
ZIPZ SLEEVE CAL			8	75	-67	-89.33	.00	.02
STG LP WC NAPA			8	50	-42	-84.00	.00	.01
ORIN SWIFT MNNQ			8	34	-26	-76.47	.00	.01
NAKED RYAN PAT			8	33	-25	-75.76	.00	.01
RED			8	32	-24	-75.00	.00	.01
NCKL&NCKL TRCHD			8	14	-6	-42.86	.00	.00
SILVERADO CRNRS			8	13	-5	-38.46	.00	.00
ZHO0 ZHO0 BLOND			8	11	-3	-27.27	.00	.00
CHPPLELLET			8	8		.00	.00	.00
CAMP SONOMA CO			8	7	1	14.29	.00	.00
CHLOE WNMKR SNM			8	6	2	33.33	.00	.00
C D BOIS CLCARE			8	4	4	100.00	.00	.00
FORMAN VINEYARD			8	4	4	100.00	.00	.00
CALERA C COAST			8	3	5	166.67	.00	.00
NINER EDNA VLLY			8	3	5	166.67	.00	.00
PRIDE MOUNTAIN			8	2	6	300.00	.00	.00
PEBBLE LANE MNT			8	2	6	300.00	.00	.00
LEWIS SONOMA			8	1	7	700.00	.00	.00
BROWNE FAM CLMB			8		8	100.00	.00	.00
AMAPOLA CREEK			8		8	100.00	.00	.00
CALIFORNIA DRM			8		8	100.00	.00	.00
FOUR DTRS SONMA			8		8	100.00	.00	.00
OSSO ANNA NAPA			8		8	100.00	.00	.00
HOOPLA NRTH CST			8		8	100.00	.00	.00
LA ROCCA			8		8	100.00	.00	.00
TIERRA Y MAR RV			8		8	100.00	.00	.00
UNFILTERD BLOND			8		8	100.00	.00	.00
SELBY RSSN RIVR			8		8	100.00	.00	.00
MICHAEL SULLBRG			8		8	100.00	.00	.00
NIELSON BYRON			8		8	100.00	.00	.00
CLOS PEGASE CRN			7	129	-122	-94.57	.00	.03
MAGNFCENT HOUSE			7	42	-35	-83.33	.00	.01
HENDRY UNOAKED			7	21	-14	-66.67	.00	.00
PHELPS FREE STN			7	20	-13	-65.00	.00	.00
MCHL DVD LODI			7	18	-11	-61.11	.00	.00
HARTHILL FRM AM			7	15	-8	-53.33	.00	.00
FOODIES			7	15	-8	-53.33	.00	.00
ROUND HILL CALF			7	14	-7	-50.00	.00	.00
BANSHEE SONOMA			7	13	-6	-46.15	.00	.00
RAYMOND NSTLGIC			7	12	-5	-41.67	.00	.00
RAYMOND HLL CAL			7	11	-4	-36.36	.00	.00
BROADSD WLD FRM			7	10	-3	-30.00	.00	.00
DOMINANT SVN CA			7	10	-3	-30.00	.00	.00
GRAVELLY FORD			7	9	-2	-22.22	.00	.00
PALI CHARM ACRS			7	9	-2	-22.22	.00	.00
JEWELL TOWNE NH			7	8	-1	-12.50	.00	.00
SANTA BARBARA			7	7		.00	.00	.00
NXNW HORSE HEVN			7	7		.00	.00	.00
FARM NAPA VALLY			7	5	2	40.00	.00	.00
ELK RUN			7	5	2	40.00	.00	.00
FESS PRKR ASHLY			7	4	3	75.00	.00	.00
MT EDEN WOLFF			7	4	3	75.00	.00	.00
FISHER CHRDNKY			7	4	3	75.00	.00	.00
PARLAY LONGSHOT			7	4	3	75.00	.00	.00
MINER NAPA			7	4	3	75.00	.00	.00
MELVILLE ESTATE			7	4	3	75.00	.00	.00
DARIOUSH SIG NV			7	3	4	133.33	.00	.00
TEXTBOOK NAPA			7	3	7	100.00	.00	.00
WALT LA BRISA			7		7	100.00	.00	.00
CAMBRIA BNCHBRK			7		7	100.00	.00	.00
WAGNER UNOAKED			7		7	100.00	.00	.00
THE CRUSHER UNO			7		7	100.00	.00	.00
CARSON SCOTT			7		7	100.00	.00	.00
SEXTANT			7		7	100.00	.00	.00
SIMI RSN RV RES			6	204	-198	-97.06	.00	.04
CLD BRK RSV ARO			6	69	-63	-91.30	.00	.02
TANGLEY OAKS			6	42	-36	-85.71	.00	.01
ZACA MESA S YNZ			6	30	-24	-80.00	.00	.01
EDUCATED GSS NV			6	25	-19	-76.00	.00	.01
HRM REX-GOL AMR			6	17	-11	-64.71	.00	.00
ROCHIOLI RRV			6	17	-11	-64.71	.00	.00

# NABCA CASE SALES ANALYSIS

## BY CLASS, TYPE, BRAND

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

ALL STATES-1/1/17 - 03/31/17

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
STONESTREET ALX			6	16	-10	-62.50	.00	.00
FLO			6	11	-5	-45.45	.00	.00
PLUMPJACK RS NP			6	10	-4	-40.00	.00	.00
MERCER CNYN COL			6	10	-4	-40.00	.00	.00
MAYACAMAS			6	9	-3	-33.33	.00	.00
HARTFD CT 4HRTS			6	7	-1	-14.29	.00	.00
DUMOL RSSN RVR			6	7	-1	-14.29	.00	.00
PAHLMAYER NAPA			6	7	-1	-14.29	.00	.00
SHOOTING STAR			6	6		.00	.00	.00
COMPASS CAL			6	4	2	50.00	.00	.00
I'M SONOMA CNTY			6	4	2	50.00	.00	.00
SANFORD FL CMPO			6	3	3	100.00	.00	.00
ROCHIOLI CHRDNV			6	3	3	100.00	.00	.00
WORLDS END REBL			6	2	4	200.00	.00	.00
ZEPALTA HEITZ			6		6	100.00	.00	.00
90+CLLRS LOT130			6		6	100.00	.00	.00
RAYMOND NAPA CH			6		6	100.00	.00	.00
SAWTOOTH			6		6	100.00	.00	.00
ALBERTONI CAL			6		6	100.00	.00	.00
MARABELLA ALBAMA			6		6	100.00	.00	.00
ANGLEWOOD CAL			6		6	100.00	.00	.00
GILBERT UNOAKED			6		6	100.00	.00	.00
WOODBIDGE 4PK			6		6	100.00	.00	.00
BERNARDUS			6		6	100.00	.00	.00
L'OLIVETO R/RVR			6		6	100.00	.00	.00
MARC CELLARS			6		6	100.00	.00	.00
FITVINE			6		6	100.00	.00	.00
RDNY STRNG RSRV			6		6	100.00	.00	.00
DONATI UNOAKED			6		6	100.00	.00	.00
FOX BROOK CALF			6	89	-84	-94.38	.00	.02
FOG HEAD MONTRY			6	65	-60	-92.31	.00	.01
NICHOLSON SNOMA			6	50	-45	-90.00	.00	.01
FRANK FAM CRNRS			6	39	-34	-87.18	.00	.01
MIGRATION C HTZ			6	35	-30	-85.71	.00	.01
JUSTIN CENTRAL			6	25	-20	-80.00	.00	.01
STONE BARN CAL			6	22	-17	-77.27	.00	.00
TAMARACK COLMBA			6	19	-14	-73.68	.00	.00
CLS PEGASE NAPA			6	16	-11	-68.75	.00	.00
AVALON CHRDR CAL			6	15	-10	-66.67	.00	.00
SEA SMOKE			6	13	-8	-61.54	.00	.00
SEA SMK STRMSID			6	13	-8	-61.54	.00	.00
FROG LEAP CRNRS			6	10	-5	-50.00	.00	.00
LOST ANGEL			6	9	-4	-44.44	.00	.00
RAMEY HYDE VYD			6	9	-4	-44.44	.00	.00
99 VINES			6	8	-3	-37.50	.00	.00
AUBICHON			6	7	-2	-28.57	.00	.00
TESTRSSA CSTLLO			6	5		.00	.00	.00
THE BIG GRN BOX			6	4	1	25.00	.00	.00
SOLA			6	3	2	66.67	.00	.00
CALNATURALE MND			6	3	2	66.67	.00	.00
TALLEY OLIVER			6	1	4	400.00	.00	.00
DOM SERENE EVEN			6	1	4	400.00	.00	.00
FEDERALLIST RRV			6	1	4	400.00	.00	.00
WELLNGTN SONOMA			6	1	4	400.00	.00	.00
MONTEVINA CAL			6	1	5	100.00	.00	.00
VINE TIE MONTRY			6		5	100.00	.00	.00
HEAVYWEIGHT KEG			6		5	100.00	.00	.00
GIBBS NAPA VLLY			6		5	100.00	.00	.00
CORVIDAE YAKIMA			6		5	100.00	.00	.00
JOES CRAB SHACK			6		5	100.00	.00	.00
SPELLBOUND CAL			6		5	100.00	.00	.00
BLACK KITE GAP			6		5	100.00	.00	.00
LA FOLLETTE MAN			6		5	100.00	.00	.00
KING ESTATE			6		5	100.00	.00	.00
ANCIENT PEAK PR			6		5	100.00	.00	.00
CITATION			6		5	100.00	.00	.00
DRUMHELLER CLMB			6		5	100.00	.00	.00
SANFORD S BARB			4	134	-130	-97.01	.00	.03
TAKEN COMPLICATE			4	36	-32	-88.89	.00	.01
FREY REDWD VLLY			4	36	-32	-88.89	.00	.01
SHANNON RDG ELV			4	35	-31	-88.57	.00	.01
SEAN MINOR SNMA			4	27	-23	-85.19	.00	.01
FOX RUN (NY)			4	24	-20	-83.33	.00	.01
R YOUNG EST ALX			4	16	-12	-75.00	.00	.00
THE PATH CAL			4	15	-11	-73.33	.00	.00
BRUTOCAO			4	13	-9	-69.23	.00	.00
SNQ CHARD			4	13	-9	-69.23	.00	.00
GROVE RIDGE CAL			4	11	-7	-63.64	.00	.00
KNOCK ON WOOD			4	10	-6	-60.00	.00	.00
DRY CRK DCV 10			4	9	-5	-55.56	.00	.00
R MNDVI CHRDR RS			4	8	-4	-50.00	.00	.00
SHARD UNOAKED			4	7	-3	-42.86	.00	.00
PAINTED GATE SC			4	7	-3	-42.86	.00	.00
FIRE BRIX			4	7	-3	-42.86	.00	.00
HANZELL			4	6	-2	-33.33	.00	.00
ENROUTE BRUMAIR			4	5	-1	-20.00	.00	.00
BUTTERBLOCK			4	5	-1	-20.00	.00	.00
KARAMOOR ESTATE			4	5	-1	-20.00	.00	.00
TALLEY EDNA VLY			4	4		.00	.00	.00
PATZ & HLL HYDE			4	4		.00	.00	.00
CSM ETHOS			4	3	1	33.33	.00	.00
BOGLE ESSENTIAL			4	3	1	33.33	.00	.00
COL GRND EST UO			4	2	2	100.00	.00	.00

# NABCA CASE SALES ANALYSIS

## BY CLASS, TYPE, BRAND

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

ALL STATES-1/1/17 - 03/31/17

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
HYBRID			4	2	2	100.00	.00	.00
SHELTON WLD THNG			4	2	2	100.00	.00	.00
HDV CARNEROS			4	2	2	100.00	.00	.00
QUAIL CREEK CAL			4	2	2	100.00	.00	.00
TALLEY ESTATE			4	1	3	300.00	.00	.00
BOEDECKER WLLM			4		4	100.00	.00	.00
VIGILANCE			4		4	100.00	.00	.00
KIRKLAND SIG RRV			4		4	100.00	.00	.00
PARIS VLY ROAD			4		4	100.00	.00	.00
STOWELL MONTEREY			4		4	100.00	.00	.00
LEWIS CHRDR R RV			4		4	100.00	.00	.00
CANON 13 SNT LC			4		4	100.00	.00	.00
VERMEIL DUTTON			4		4	100.00	.00	.00
LIAR			4		4	100.00	.00	.00
GAVILAN CHALONE			3	1460	-1457	-99.79	.00	.32
KIMMEL FOUR BLK			3	315	-312	-99.05	.00	.07
3 BLIND MOOSE			3	164	-161	-98.17	.00	.04
JORDAN RSSN RVR			3	16	-13	-81.25	.00	.00
BALANCING ACT			3	15	-12	-80.00	.00	.00
DR FRANK			3	12	-9	-75.00	.00	.00
KEENAN NAPA VLY			3	9	-6	-66.67	.00	.00
PATZ & HALL RRV			3	9	-6	-66.67	.00	.00
MILBRANDT TRDTN			3	8	-5	-62.50	.00	.00
CARICATURE LODI			3	8	-4	-57.14	.00	.00
STEELE CUVEE CA			3	7	-4	-57.14	.00	.00
SHELDRAKE POINT			3	7	-4	-57.14	.00	.00
7 HEAVENLY CHDS			3	6	-3	-50.00	.00	.00
BARRELHOUSE CAL			3	6	-3	-50.00	.00	.00
STG L WC HND TM			3	6	-3	-50.00	.00	.00
BY CARNEROS			3	5	-2	-40.00	.00	.00
MELVILLE VERNAS			3	5	-2	-40.00	.00	.00
LA CREMA CARNRS			3	5	-2	-40.00	.00	.00
STONESTRT SNOMA			3	5	-2	-40.00	.00	.00
ESSER MONTEREY			3	4	-1	-25.00	.00	.00
FOXEN TINAQUAIC			3	3		.00	.00	.00
CLINE COOL CLMT			3	3		.00	.00	.00
MARTIN RY RR KG			3	3		.00	.00	.00
JARHEAD SNT BRB			3	3		.00	.00	.00
B VISTA CARNERS			3	3		.00	.00	.00
PLEASURES CAL			3	2	1	50.00	.00	.00
BOORDY			3	2	1	50.00	.00	.00
HAWK CREST MTRY			3	2	1	50.00	.00	.00
PTR PAUL BCGLPI			3	1	2	200.00	.00	.00
MA BELLE FILLE			3	1	2	200.00	.00	.00
GRAN MORAIN YC			3	1	2	200.00	.00	.00
REVELRY			3	1	2	200.00	.00	.00
BLUE WING SC			3	3	3	100.00	.00	.00
QUPE SANTA BARB			3	3	3	100.00	.00	.00
COHN SANGLACAMO			3	3	3	100.00	.00	.00
SCHUCKS N COAST			3	3	3	100.00	.00	.00
TOLOSA NO OAK			3	3	3	100.00	.00	.00
PACIFICANA			3	3	3	100.00	.00	.00
GLORY DAYS LODI			3	3	3	100.00	.00	.00
ARIAS			3	3	3	100.00	.00	.00
MAGGIO LODI			3	3	3	100.00	.00	.00
W HANSEL ALYCE			3	3	3	100.00	.00	.00
A TO Z ORGN KEG			3	3	3	100.00	.00	.00
CHARDENET CT BL			3	3	3	100.00	.00	.00
WINE BY JOE U/O			3	3	3	100.00	.00	.00
J. WILKES SMV			3	3	3	100.00	.00	.00
TWIN SUNS CALI			3	3	3	100.00	.00	.00
KISTLER SNM MNT			3	3	3	100.00	.00	.00
PAULSEN N COAST			2	1063	-1061	-99.81	.00	.23
LILLIUM RRV			2	541	-539	-99.63	.00	.12
STONESTRT BR PNT			2	90	-88	-97.78	.00	.02
SKINNYGIRL CAL			2	66	-64	-96.97	.00	.01
GREEN TRUCK MEN			2	45	-43	-95.56	.00	.01
CASTLE RCK RSRV			2	20	-18	-90.00	.00	.00
HESS COLLECTION			2	18	-16	-88.89	.00	.00
CANOE RDG R HHH			2	13	-11	-84.62	.00	.00
RYAN PATRICK RS			2	12	-10	-83.33	.00	.00
DUCK COM WD DCK			2	11	-9	-81.82	.00	.00
MIGRATION SEARB			2	11	-9	-81.82	.00	.00
KIONA			2	9	-7	-77.78	.00	.00
JEWEL BOX CC			2	8	-6	-75.00	.00	.00
GLENBROOK			2	8	-6	-75.00	.00	.00
RAMEY RTCHIE RR			2	7	-5	-71.43	.00	.00
CAPEIDE CELLRS			2	7	-5	-71.43	.00	.00
NXNW COLUMBIA VY			2	7	-5	-71.43	.00	.00
KRUTZ FAM CRRLS			2	6	-4	-66.67	.00	.00
LA FOLLETTE NC			2	6	-4	-66.67	.00	.00
GLASS MOUNTAIN			2	5	-3	-60.00	.00	.00
IRON HRSE UNOAK			2	4	-2	-50.00	.00	.00
R MERLO ESTATE			2	4	-2	-50.00	.00	.00
DONUM CNRS EST			2	4	-2	-50.00	.00	.00
BROKEN DREAMS			2	3	-1	-33.33	.00	.00
AUSPICION CAL			2	3	-1	-33.33	.00	.00
TRIONE RV ROAD			2	3	-1	-33.33	.00	.00
OCTAVIA			2	3	-1	-33.33	.00	.00
ROCO WILLAMETTE			2	3	-1	-33.33	.00	.00
HEITZ			2	2		.00	.00	.00
KRUPP BRO NAPA			2	2		.00	.00	.00
DANTE BARRL SEL			2	2		.00	.00	.00

# NABCA CASE SALES ANALYSIS

## BY CLASS, TYPE, BRAND

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

ALL STATES-1/1/17 - 03/31/17

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
CHATTER CREEK			2	2		.00	.00	.00
ZD CHARD RESERVE			2	2		.00	.00	.00
ALBA MUSCONTNG			2	2		.00	.00	.00
HARTFD CT 3VTRS			2	2		.00	.00	.00
ARTESA RESERVE			2	2		.00	.00	.00
SPLIT CRK FARMS			2	2		.00	.00	.00
DAVID ARTHUR			2	2		.00	.00	.00
SUGARLOAF MT VY			2	2		.00	.00	.00
SONOMA-LOEB SNG			2	2		.00	.00	.00
PAUL HOBBS ROSS			2	2		.00	.00	.00
STIX			2	1	1	100.00	.00	.00
DREYER SONOMA			2	1	1	100.00	.00	.00
J EDWARDS NAPA			2	1	1	100.00	.00	.00
HARTFD CT STONE			2	1	1	100.00	.00	.00
PLUMPJACK NAPA			2	1	1	100.00	.00	.00
DUMOL CLARE			2	1	1	100.00	.00	.00
JACK NICKLAUS			2	1	1	100.00	.00	.00
ANGELS CUP CAL			2	1	1	100.00	.00	.00
HENDRY RCH BRRL			2	1	1	100.00	.00	.00
90+CLLRS LOT 96			2	1	1	100.00	.00	.00
BRCK & MRTR NPA			2	2	2	100.00	.00	.00
FOLEY SR HILLS			2	2	2	100.00	.00	.00
LENZ WHITE LABL			2	2	2	100.00	.00	.00
VARNER E CAMINO			2	2	2	100.00	.00	.00
HERON HILL			2	2	2	100.00	.00	.00
GRP&GRN ALTITUD			2	2	2	100.00	.00	.00
WEST SIDE WN 4P			2	2	2	100.00	.00	.00
VR FAMILY VNYD			2	2	2	100.00	.00	.00
FAILLA KEEFER			2	2	2	100.00	.00	.00
BRIGGS CLR LOCK			2	2	2	100.00	.00	.00
CLOISSONNE NAPA			2	2	2	100.00	.00	.00
BIG RANCH			2	2	2	100.00	.00	.00
JANUIK CLD CRK			2	2	2	100.00	.00	.00
TALLEY RINCON			2	2	2	100.00	.00	.00
SILVER VEIL RRV			2	2	2	100.00	.00	.00
ARGYLE NUTHOUSE			2	2	2	100.00	.00	.00
LEVENDI RSRV NV			2	2	2	100.00	.00	.00
PETER MICH CARR			2	2	2	100.00	.00	.00
STEELE CNY NAPA			2	2	2	100.00	.00	.00
TERRA SAVIA ORG			2	2	2	100.00	.00	.00
SAN AMADEO LODI			2	2	2	100.00	.00	.00
IVORY & BURT			2	2	2	100.00	.00	.00
DEALY LANE SNMA			1	450	-449	-99.78	.00	.10
RVTZ PROP RSV			1	237	-236	-99.58	.00	.05
NICHOLSON EST			1	75	-74	-98.67	.00	.02
SPRINKLE CAL			1	30	-29	-96.67	.00	.01
FOSSIL POINT			1	17	-16	-94.12	.00	.00
NEW KENT			1	11	-10	-90.91	.00	.00
WIND RACER RRV			1	10	-9	-90.00	.00	.00
ZEPALTAS RRV			1	9	-8	-88.89	.00	.00
SEA RIDGE CALIF			1	9	-8	-88.89	.00	.00
LAURIER L CRNRS			1	9	-8	-88.89	.00	.00
NCKL&NCKL STLNG			1	9	-8	-88.89	.00	.00
SCOTT FM ARROYO			1	9	-8	-88.89	.00	.00
SPENCER ELIZBTH			1	8	-7	-87.50	.00	.00
RED CAR SONOMA			1	8	-7	-87.50	.00	.00
VERDE SOLE			1	8	-7	-87.50	.00	.00
K-JKSN CAM BNCH			1	7	-6	-85.71	.00	.00
FOGARTY			1	6	-5	-83.33	.00	.00
NCKL&NCKL MEDNA			1	6	-5	-83.33	.00	.00
BARNARD GRIFFIN			1	5	-4	-80.00	.00	.00
WIEMER			1	5	-4	-80.00	.00	.00
DOMAINE EDEN			1	4	-3	-75.00	.00	.00
LAIRD COLD CRK			1	4	-3	-75.00	.00	.00
SAXON BRWN ETRE			1	4	-3	-75.00	.00	.00
VICTOR VYD LODI			1	4	-3	-75.00	.00	.00
CHICKADEE CAL			1	4	-3	-75.00	.00	.00
BENCH RUSS RIVR			1	3	-2	-66.67	.00	.00
CAMELOT CLFRNIA			1	3	-2	-66.67	.00	.00
ARTISAN CAL			1	3	-2	-66.67	.00	.00
MILBRANDT EST			1	3	-2	-66.67	.00	.00
FARMSTEAD LMR			1	3	-2	-66.67	.00	.00
DEHLINGER			1	3	-2	-66.67	.00	.00
ARGYLE WILLMTTE			1	2	-1	-50.00	.00	.00
DIVERSION WASH			1	2	-1	-50.00	.00	.00
ANGELS LNDNG NP			1	2	-1	-50.00	.00	.00
IRONSTONE			1	2	-1	-50.00	.00	.00
FIREFLY RDGE CC			1	2	-1	-50.00	.00	.00
STOLLER FAM EST			1	2	-1	-50.00	.00	.00
90+CLLRS LT 123			1	2	-1	-50.00	.00	.00
CAMPUS OAKS			1	2	-1	-50.00	.00	.00
FRITZ RUS RIVER			1	2	-1	-50.00	.00	.00
LAIRD RED HEN			1	2	-1	-50.00	.00	.00
WHITEHALL CHRDY			1	1		.00	.00	.00
TOLINO			1	1		.00	.00	.00
ST SUPERY			1	1		.00	.00	.00
PACIFIC REDWOOD			1	1		.00	.00	.00
UPPER EDEN SLH			1	1		.00	.00	.00
GLORIA F ETESAN			1	1		.00	.00	.00
WATERSTONE CRNS			1	1		.00	.00	.00
LOS OLIVOS NAPA			1	1		.00	.00	.00
LEWIS CLLR RSRV			1	1		.00	.00	.00
JAYSON NORTH CT			1	1		.00	.00	.00

# NABCA CASE SALES ANALYSIS

## BY CLASS, TYPE, BRAND

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

ALL STATES-1/1/17 - 03/31/17

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
HANSEL CAHLL LN			1	1		.00	.00	.00
PARAISO SPRINGS			1	1		.00	.00	.00
FREESTONE SNMA			1	1		.00	.00	.00
HOOK OR CRK RRV			1		1	100.00	.00	.00
RIDGE MONTEBLO			1		1	100.00	.00	.00
SCOTTO FAM LODI			1		1	100.00	.00	.00
COHN BR SLVR NC			1		1	100.00	.00	.00
DRY CREEK			1		1	100.00	.00	.00
STONESTREET UBV			1		1	100.00	.00	.00
BADGER MNT NSA			1		1	100.00	.00	.00
LA FOLLETTE SNG			1		1	100.00	.00	.00
ACRISP KEG			1		1	100.00	.00	.00
GIBBS RSSN RIVR			1		1	100.00	.00	.00
FRMK ABBY VN SL			1		1	100.00	.00	.00
MAIN STREET			1		1	100.00	.00	.00
KENWOOD SIX RDG			1		1	100.00	.00	.00
LORING S R HILL			1		1	100.00	.00	.00
JARVIS EST GRWN			1		1	100.00	.00	.00
KISTLER SONOMA			1		1	100.00	.00	.00
LORING ROSELLA			1		1	100.00	.00	.00
BONTERRA ROAST			1		1	100.00	.00	.00
MRM BACIGLP RRV			1		1	100.00	.00	.00
HARTFD CT SEA V			1		1	100.00	.00	.00
LUCA'S CAL			1		1	100.00	.00	.00
GILBERT COL VLY			1		1	100.00	.00	.00
FOLEY ESTATES			1		1	100.00	.00	.00
MACRSTIE WLD CAT			1		1	100.00	.00	.00
NEYERS 304			1		1	100.00	.00	.00
JRV REATA			1		1	100.00	.00	.00
TRADER J LOT 28			1		1	100.00	.00	.00
DROGENY RUS RVR			1		1	100.00	.00	.00
MOSHIN			1		1	100.00	.00	.00
STICKYBEAK			1		1	100.00	.00	.00
90+CLRS LOT 105			1		1	100.00	.00	.00
CHARDENET DURLL			1		1	100.00	.00	.00
ERATH WILLAKIA			1		1	100.00	.00	.00
PALI STA RITA			1		1	100.00	.00	.00
FRANCSCN NP KEG			1		1	100.00	.00	.00
SUSAN FIELDS			1		1	100.00	.00	.00
KNOCKOFF			1		1	100.00	.00	.00
OBERON CARNEROS			1		1	100.00	.00	.00
BILTMORE			1		1	100.00	.00	.00
TALUS			1		1	100.00	.00	.00
C D BOIS L EFFR			1		1	100.00	.00	.00
RUTHERFRD RCH R			1		1	100.00	.00	.00
ROBLAR SNTA RTA			1		1	100.00	.00	.00
BRCK & MRTR SWE			1		1	100.00	.00	.00
ANDOVER EST ARY			1		1	100.00	.00	.00
BIEN NACIDO SMV			1		1	100.00	.00	.00
SUMMERS RS SN-A			1		1	100.00	.00	.00
JK JUST KIDDING			1		1	100.00	.00	.00
THE CRUSHER CLK			1		1	100.00	.00	.00
STARMONT STANLY			1		1	100.00	.00	.00
SANTA BAR CRSNG			1		1	100.00	.00	.00
RIVEN ROCK CAL			1		1	100.00	.00	.00
CAITLINS RESRVE			1		1	100.00	.00	.00
BONANNO CARNROS			1		1	100.00	.00	.00
32 WINDS SPNAKR			1		1	100.00	.00	.00
NOTABLE CAL			1		1	100.00	.00	.00
JARVIS FNCH HLW			1		1	100.00	.00	.00
X WINERY				1367	-1367	-100.00	.00	.30
LEAPNG HRS LODI				884	-884	-100.00	.00	.19
FOUR STAR NAPA				587	-587	-100.00	.00	.13
TAZ SANTA BRBRA				128	-128	-100.00	.00	.03
TANGENT PARAGON				127	-127	-100.00	.00	.03
ETUDE EST CRNRS				99	-99	-100.00	.00	.02
ST JEAN RBT YNG				74	-74	-100.00	.00	.02
RVTZ CELLAR RRV				50	-50	-100.00	.00	.01
MANIFESTO N C				47	-47	-100.00	.00	.01
PENNYWISE CAL				44	-44	-100.00	.00	.01
CARETAKER CC				30	-30	-100.00	.00	.01
A BRIGGS RUS RV				29	-29	-100.00	.00	.01
BLUE FIN CAL				27	-27	-100.00	.00	.01
GREEN FIN CAL				22	-22	-100.00	.00	.00
STONEHEDGE CAL				22	-22	-100.00	.00	.00
TRDR JOE LT 129				14	-14	-100.00	.00	.00
CARMEL ROAD LIB				14	-14	-100.00	.00	.00
GILLY'S HOUSE				14	-14	-100.00	.00	.00
JACKSON EST APP				13	-13	-100.00	.00	.00
COPA DI VINO				12	-12	-100.00	.00	.00
BLUEBIRD				11	-11	-100.00	.00	.00
IDLE CELLARS				11	-11	-100.00	.00	.00
JACK HENRY SNMA				10	-10	-100.00	.00	.00
WOODWORK C CST				10	-10	-100.00	.00	.00
CUL-DE-SAC CAL				10	-10	-100.00	.00	.00
ARCHIVIST MNTRY				8	-8	-100.00	.00	.00
ZEPALTAS BATTAG				8	-8	-100.00	.00	.00
PHILLIP CARTER				7	-7	-100.00	.00	.00
ARNT RB TR GLCH				7	-7	-100.00	.00	.00
IRONY RSV MNTRY				7	-7	-100.00	.00	.00
WOLFGANG PCK CA				7	-7	-100.00	.00	.00
ADAPTATION NAPA				7	-7	-100.00	.00	.00
VAN RUITEN LODI				6	-6	-100.00	.00	.00

# NABCA CASE SALES ANALYSIS

## BY CLASS, TYPE, BRAND

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

ALL STATES-1/1/17 - 03/31/17

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
MONTICELLO EST					6	-6	-100.00	.00
SIXTO UNCOVERED					6	-6	-100.00	.00
HAVENS NAPA VLY					6	-6	-100.00	.00
KENWOOD RSN RVR					6	-6	-100.00	.00
WHEELHOUSE SC					5	-5	-100.00	.00
50 ACRE RANCH					5	-5	-100.00	.00
LIBERTE PASO					5	-5	-100.00	.00
KEENAN ESTATE					5	-5	-100.00	.00
DIERBRG STA YNZ					5	-5	-100.00	.00
ALEXANA WILLMTE					5	-5	-100.00	.00
BURGESS					4	-4	-100.00	.00
3 HORSE RANCH					4	-4	-100.00	.00
MAURITSON ALXND					4	-4	-100.00	.00
CASTORO PASO RB					4	-4	-100.00	.00
RED SOX CLB SER					4	-4	-100.00	.00
THORNY ROSE COL					4	-4	-100.00	.00
CAMBRIDGE CRNRS					4	-4	-100.00	.00
FAILLA HUDSON					4	-4	-100.00	.00
FORCE OF NATURE					4	-4	-100.00	.00
WILD MEADOW SNK					4	-4	-100.00	.00
PHILLIES CC RES					4	-4	-100.00	.00
MORRO BAY VNYDS					4	-4	-100.00	.00
CH JULIEN BR SL					4	-4	-100.00	.00
JEKEL					3	-3	-100.00	.00
PEZZI KING SNMA					3	-3	-100.00	.00
GOOSE RIDGE C V					3	-3	-100.00	.00
LVE					3	-3	-100.00	.00
MOUNTN VIEW CHR					3	-3	-100.00	.00
ANABA WENTE CLN					3	-3	-100.00	.00
TD CELEBRTE PWL					3	-3	-100.00	.00
BETHEL HEIGHTS					3	-3	-100.00	.00
TWO SISTERS					3	-3	-100.00	.00
DUNHAM SHRLY MY					3	-3	-100.00	.00
ST CLEMENT					3	-3	-100.00	.00
ALLEGRO					3	-3	-100.00	.00
PAPER CUP					3	-3	-100.00	.00
PROULX EDNA VLY					3	-3	-100.00	.00
REDWOOD VYD CAL					3	-3	-100.00	.00
MAGNOLIA COURT					2	-2	-100.00	.00
Y ROUSSEAU RRV					2	-2	-100.00	.00
SONOMA COAST					2	-2	-100.00	.00
AQUINAS					2	-2	-100.00	.00
PARDUCCI SM LOT					2	-2	-100.00	.00
RUTHERFORD HILL					2	-2	-100.00	.00
RAYMOND R CLCTN					2	-2	-100.00	.00
GHOSTWRITER CC					2	-2	-100.00	.00
FOREPLAY RG VLY					2	-2	-100.00	.00
J GORDON LEO					2	-2	-100.00	.00
CHATOM CALAVERS					2	-2	-100.00	.00
COOPER MTN RES					2	-2	-100.00	.00
OAK CREEK					2	-2	-100.00	.00
FAILLA COOMBSLV					2	-2	-100.00	.00
EDICT NAPA VLLY					2	-2	-100.00	.00
BRITTAN VYD WV					2	-2	-100.00	.00
C CELLARS					2	-2	-100.00	.00
SHELL CRK CAL					2	-2	-100.00	.00
LINCOURT CRTNYS					2	-2	-100.00	.00
LIMITED CAMBRDG					2	-2	-100.00	.00
EVENING LAND BL					2	-2	-100.00	.00
XANTHOS NAPA					2	-2	-100.00	.00
WENTE NTH DGREE					2	-2	-100.00	.00
FANCY PANTS CAL					2	-2	-100.00	.00
BUFFALO JUMP SM					2	-2	-100.00	.00
FORMATION MNTRY					2	-2	-100.00	.00
DOWNTOWN ABBEY					2	-2	-100.00	.00
RAYWOOD					2	-2	-100.00	.00
PENNS WOODS RSV					2	-2	-100.00	.00
CCN CONSERVANCY					2	-2	-100.00	.00
WOODWARD CANYON					2	-2	-100.00	.00
ALEXNDR&FTCH AV					2	-2	-100.00	.00
DELTA MOON					2	-2	-100.00	.00
BV CNTRY CLR LR					2	-2	-100.00	.00
BRIDLEWOOD E SL					2	-2	-100.00	.00
COSENTINO					2	-2	-100.00	.00
SARAPO TESSA					2	-2	-100.00	.00
LANGETWINS					2	-2	-100.00	.00
LA CREMA ARROYO					1	-1	-100.00	.00
PAUL HOBBS EDWD					1	-1	-100.00	.00
FRENCHIE MRE AN					1	-1	-100.00	.00
NOVY KEEFER RRV					1	-1	-100.00	.00
TABLE LEAF CAL					1	-1	-100.00	.00
STACK WINES CAL					1	-1	-100.00	.00
NAVARRO MENDCNO					1	-1	-100.00	.00
DOM DROUHIN					1	-1	-100.00	.00
R2 BIG BEND RRV					1	-1	-100.00	.00
PAHLMAYER SNMA					1	-1	-100.00	.00
FOUR FOXES SNMA					1	-1	-100.00	.00
COPA DI VINO AM					1	-1	-100.00	.00
BYRON NIELSON					1	-1	-100.00	.00
MANIFESTO UNOKD					1	-1	-100.00	.00
R STEMLER EST					1	-1	-100.00	.00
FLORA SPG BARRL					1	-1	-100.00	.00
GARDEN CREEK					1	-1	-100.00	.00

# NABCA CASE SALES ANALYSIS

## BY CLASS, TYPE, BRAND

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

ALL STATES-1/1/17 - 03/31/17

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
HARTFORD FR CST				1	-1	-100.00	.00	.00
KLASSEN CALAVRS				1	-1	-100.00	.00	.00
KENWOOD RRV RSV				1	-1	-100.00	.00	.00
STRATTON LUMMIS				1	-1	-100.00	.00	.00
FORGERON COL VL				1	-1	-100.00	.00	.00
DUMOL CHLOE RRV				1	-1	-100.00	.00	.00
CLIFTON RITA HL				1	-1	-100.00	.00	.00
FLOWER CMP MEET				1	-1	-100.00	.00	.00
ST JEAN RY RSRV				1	-1	-100.00	.00	.00
VAN DUZER EOLA				1	-1	-100.00	.00	.00
WEST BAY SNTA B				1	-1	-100.00	.00	.00
KISTLER HYDE				1	-1	-100.00	.00	.00
DOM SERENE C SD				1	-1	-100.00	.00	.00
WINDRACER RRV				1	-1	-100.00	.00	.00
MERRY EDW OLIVT				1	-1	-100.00	.00	.00
THE GARDNER RRV				1	-1	-100.00	.00	.00
NOVELTY HILL				1	-1	-100.00	.00	.00
THE CALLING JEW				1	-1	-100.00	.00	.00
HIGH ROLLER SC				1	-1	-100.00	.00	.00
THE BLACK DOG				1	-1	-100.00	.00	.00
JANKRIS PSO RBL				1	-1	-100.00	.00	.00
RAYMOND PRIMAL				1	-1	-100.00	.00	.00
WLLM HLL EST BB				1	-1	-100.00	.00	.00
BREAKWATER VYDS				1	-1	-100.00	.00	.00
ROTH ESTAT SNMA				1	-1	-100.00	.00	.00
CALERA MT HARLN				1	-1	-100.00	.00	.00
BEAR'S LAIR CAL				1	-1	-100.00	.00	.00
LANDMRK DMRS RS				1	-1	-100.00	.00	.00
CUV ERIS CARNRS				1	-1	-100.00	.00	.00
BOOMTOWN				1	-1	-100.00	.00	.00
BUTTERFLY KS CA				1	-1	-100.00	.00	.00
VME GRAND RESRV				1	-1	-100.00	.00	.00
& PIZZA				1	-1	-100.00	.00	.00
ARNT RB WATSON				1	-1	-100.00	.00	.00
KNDL-JKSN LT HV				1	-1	-100.00	.00	.00
FISHER WHITNEY				1	-1	-100.00	.00	.00
HILLGATE				1	-1	-100.00	.00	.00
GREEN HILLS CAL				1	-1	-100.00	.00	.00
HAND PRINT				1	-1	-100.00	.00	.00
HINDSIGHT NAPA				1	-1	-100.00	.00	.00
WILDFIRE LODI				1	-1	-100.00	.00	.00
ERIC KENT RRV				1	-1	-100.00	.00	.00
BENZGR CARN RSV				1	-1	-100.00	.00	.00
SALUS RUTHERFD				1	-1	-100.00	.00	.00
LOLA SONOMA CST				1	-1	-100.00	.00	.00
CAM COLLECTION				1	-1	-100.00	.00	.00
PAUL HBBS VALDZ				1	-1	-100.00	.00	.00
CARR DIJON CLNE				1	-1	-100.00	.00	.00
DUTTN RNCH RUED				1	-1	-100.00	.00	.00
CELLAR NO 8 CAL				1	-1	-100.00	.00	.00
MAZZOCCO				1	-1	-100.00	.00	.00
REATA CARNEROS				1	-1	-100.00	.00	.00
CH S JEAN SC RS				1	-1	-100.00	.00	.00
FOLEY SNTA MRIA				1	-1	-100.00	.00	.00
SHARPE HILL				1	-1	-100.00	.00	.00
WINDRACER AN VL				1	-1	-100.00	.00	.00
THREE RVRS STL				1	-1	-100.00	.00	.00
<b>TOTAL CHARDONNAY</b>			<b>449407</b>	<b>456201</b>	<b>-6794</b>	<b>-1.49</b>		
CHENIN BLANC								
BERNGER CAL COL			2420	2208	212	9.60	84.38	80.73
ST CHP SOFT CHN			299	272	27	9.93	10.43	9.95
DRY CRK CHN BLC			59	50	9	18.00	2.06	1.83
L'ECOLE #41 WLA			29	25	4	16.00	1.01	.91
STR HME CHN BLC			26	61	-35	-57.38	.91	2.23
CASTLE CREEK			18	31	-13	-41.94	.63	1.13
KIONA ICE WINE			4	37	-33	-89.19	.14	1.35
L'ECOLE 41 CL V			4	36	-32	-88.89	.14	1.32
FOXEN			4		4	100.00	.14	.00
VINUM CELLARS			2	5	-3	-60.00	.07	.18
PACIFIC RIM CV			1	1		.00	.03	.04
KIONA LATE HVST			1		1	100.00	.03	.00
GRAZIANO MENDCN			1		1	100.00	.03	.00
BALLENTINE				5	-5	-100.00	.00	.18
KIONA CHEN BLNC				4	-4	-100.00	.00	.15
<b>TOTAL CHENIN BLANC</b>			<b>2868</b>	<b>2735</b>	<b>133</b>	<b>4.86</b>		
FR COLOMBARD								
TRINAFOUR			12	9	3	33.33	100.00	100.00
<b>TOTAL FR COLOMBARD</b>			<b>12</b>	<b>9</b>	<b>3</b>	<b>33.33</b>		
GEWURZTRMINER								
FETZER CAL			1747	1793	-46	-2.57	63.41	60.55
CSM			738	715	23	3.22	26.79	24.15
HOGUE FRUIT FWD			66	71	-5	-7.04	2.40	2.40
ALEXANDR VALLEY			43	22	21	95.45	1.56	.74
SUTTER HOME			39	40	-1	-2.50	1.42	1.35
DR FRANK			29	28	1	3.57	1.05	.95
PACIFIC RIM COL			15	16	-1	-6.25	.54	.54
FORIS ROGUE VLY			11	1	10	1000.00	.40	.03

# NABCA CASE SALES ANALYSIS

## BY CLASS, TYPE, BRAND

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ALL STATES-1/1/17 - 03/31/17

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
GILBERT COL VLY			8		8	100.00	.29	.00
MCFADDEN MNDONO			7		7	100.00	.25	.00
EOLA HILLS			6	12	-6	-50.00	.22	1.41
SNQ NEARLY NAKE			5	44	-39	-88.64	.18	1.49
DANIEL GEHRS CC			5	18	-13	-72.22	.18	.61
SHELDRAKE POINT			5	7	-2	-28.57	.18	.24
THOMAS FOGARTY			5	6	-1	-16.67	.18	.20
SNQ ORGANIC ECO			5	2	3	150.00	.18	.07
BALLETTO RRV			5		5	100.00	.18	.00
RED NEWT FGR LK			4	16	-12	-75.00	.15	.54
SPANISH VALLEY			3	9	-6	-66.67	.11	.30
WEIMER DRY			3	3		.00	.11	.10
ELK RUN			3	3		.00	.11	.10
BRANDBERG UMPQUA			1	7	-6	-85.71	.04	.24
BANYAN MONTEREY			1	4	-3	-75.00	.04	.14
COVEY RUN			1		1	100.00	.04	.00
FETZER CAL PAD				79	-79	-100.00	.00	2.67
BLUE FIN CAL				40	-40	-100.00	.00	1.35
GNDLACH-BNDSCHU				9	-9	-100.00	.00	.30
JONATHAN EDWRDS				3	-3	-100.00	.00	.10
HOOK & LADDER				3	-3	-100.00	.00	.10
P DOLAN VY RVTN				2	-2	-100.00	.00	.07
HUSCH ESTATE				2	-2	-100.00	.00	.07
RAVINES				2	-2	-100.00	.00	.07
PACIFIC RIM TWN				2	-2	-100.00	.00	.07
FIRESTONE S BRB				1	-1	-100.00	.00	.03
DUTTN GLDFD GRN				1	-1	-100.00	.00	.03
<b>TOTAL GEWURZTRMINER</b>			<b>2755</b>	<b>2961</b>	<b>-206</b>	<b>-6.96</b>		
<b>SEMILLON</b>								
L'ECOLE # 41			14	13	1	7.69	100.00	100.00
<b>TOTAL SEMILLON</b>			<b>14</b>	<b>13</b>	<b>1</b>	<b>7.69</b>		
<b>RIESLING</b>								
BAREFOOT CAL			20432	17702	2730	15.42	35.46	32.37
CSM JOHANBRG VS			9211	8968	243	2.71	15.99	16.40
RM WOODBG CALIF			3434	4526	-1092	-24.13	5.96	8.28
SUTTER HOME CAL			2504	2167	337	15.55	4.35	3.96
COVEY RUN DRY			2501		2501	100.00	4.34	.00
CSM HARVST SLCT			2317	2112	205	9.71	4.02	3.86
BLACK BOX COL V			1952	682	1270	186.22	3.39	1.25
C SMITH KF GIRL			1396	1189	207	17.41	2.42	2.17
PACIFIC RIM SWT			1013	1143	-130	-11.37	1.76	2.09
KNDL-JKSN VN RS			917	932	-15	-1.61	1.59	1.70
ST CHAP WNMK SR			855	839	16	1.91	1.48	1.53
FLIP FLOP WASH			691	651	40	6.14	1.20	1.19
FETZER ANTHONY			636	841	-205	-24.38	1.10	1.54
RM WOODBRIDGE			629	458	171	37.34	1.09	.84
ROKU MONTEREY			589	689	-100	-14.51	1.02	1.26
HOGUE COLUMBIA			536	659	-123	-18.66	.93	1.21
COL TWO VINES			497	271	226	83.39	.86	.50
SNQ			481	489	-8	-1.64	.83	.89
PACIFIC RIM DRY			408	552	-144	-26.09	.71	1.01
KNDL-JKSN VN RS			397	470	-73	-15.53	.69	.86
CSM DRY			357	450	-93	-20.67	.62	.82
R MNDVI PS MONT			341	381	-40	-10.50	.59	.70
ST CHP WNMKR SH			327	359	-32	-8.91	.57	.66
SEAGLASS SPC SL			296	353	-57	-16.15	.51	.65
ANEW COLUMBIA			279	528	-249	-47.16	.48	.97
BONTERRA LK/MEN			270	312	-42	-13.46	.47	.57
HOGUE LATE HVST			250	273	-23	-8.42	.43	.50
BULLY HILL			247	297	-50	-16.84	.43	.54
CRANE LAKE CAL			232	260	-28	-10.77	.40	.48
SEAGLASS MONTRY			231	224	7	3.13	.40	.41
COVEY RUN JH			231	148	83	56.08	.40	.27
BLACK BOX CAL			225	57	168	294.74	.39	.10
WILLAMETTE VLLY			173	313	-140	-44.73	.30	.57
BOTA BOX CALIF			161	162	-1	-.62	.28	.30
EROTICA			121	121		.00	.21	.22
CLOVER HILL			118	132	-14	-10.61	.20	.24
SALMON RUN			116	163	-47	-28.83	.20	.30
BLACK BOX			114	96	18	18.75	.20	.18
VIN D LAC L AMS			95		95	100.00	.16	.00
DR FRANK SMI-DR			77	49	28	57.14	.13	.09
SNQ ECO			75	77	-2	-2.60	.13	.14
KNDL-JKSN VN RS			74	74		.00	.13	.14
BARBOURSVILLE			73	67	6	8.96	.13	.12
JOHNSON SWEET			73	4	69	1725.00	.13	.01
CHARLES&CHRL WA			62	2	60	3000.00	.11	.00
WENTE ARRYO SCD			48	46	2	4.35	.08	.08
MERCER CNYN COL			42	26	16	61.54	.07	.05
PACIFIC RIM CV			39	55	-16	-29.09	.07	.10
DR FRANK DRY			39	43	-4	-9.30	.07	.08
CANDY BABEE CAL			38	1	37	3700.00	.07	.00
CUPCAKE YAKIMA			37	52	-15	-28.85	.06	.10
KIONA WHITE			36	23	13	56.52	.06	.04
PRESQUE ISL L E			35	29	6	20.69	.06	.05
R MNDVI PS CAL			35		35	100.00	.06	.00
FISHEYE			33	37	-4	-10.81	.06	.07
BLUE FIN CAL			31	64	-33	-51.56	.05	.12
BOORDY ORIOLE			31	41	-10	-24.39	.05	.07

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
J LHR BAY M L H			31	32	-1	-3.13	.05	.06
JEKEL JOHANBERG			31	26	5	19.23	.05	.05
PACIFIC RIM ORG			30	29	1	3.45	.05	.05
FIRESTONE C CST			29	71	-42	-59.15	.05	.13
WENTE RIVERBANK			28	426	-398	-93.43	.05	.78
BLUE MOUNTAIN			28	22	6	27.27	.05	.04
COLUMBIA CREST			27	27		27.00	.05	.05
WASH HL LT HVST			27	8	19	237.50	.05	.01
14 HANDS			26	55	-29	-52.73	.05	.10
HOUSE WINE AMER			25	45	-20	-44.44	.04	.08
FIRESTEED OREGN			25	8	17	212.50	.04	.01
ELK COVE WLLMTE			24	22	2	9.09	.04	.04
CSM VINEYRD SEL			24		24	100.00	.04	.00
FESS PARKER JOH			23	24	-1	-4.17	.04	.04
WIEMER DRY RSLN			23	19	4	21.05	.04	.03
WIEMER SEMI DRY			23	13	10	76.92	.04	.02
TREFETHEN WHITE			22	19	3	15.79	.04	.03
PACIFIC RIM WLA			22	18	4	22.22	.04	.03
NXNW HORSE H HL			22	9	13	144.44	.04	.02
SNQ WNMKER SEL			19	30	-11	-36.67	.03	.05
FROST BITTEN CV			19	25	-6	-24.00	.03	.05
3 HORSE RANCH			19	24	-5	-20.83	.03	.04
LABELLE WINERY			19	18	1	5.56	.03	.03
BOUNDARY BRK239			18	2	16	800.00	.03	.00
RAVINES DRY NY			17	18	-1	-5.56	.03	.03
KINGS RIDGE ORG			17	15	2	13.33	.03	.03
DR FRANK JHN DR			17	8	9	112.50	.03	.01
JEKEL			16	113	-97	-85.84	.03	.21
POLKA DOT WASH			15	663	-648	-97.74	.03	1.21
J LOHR BAY M WH			15	19	-4	-21.05	.03	.03
KIONA LT HV WHT			15	15	0	100.00	.03	.00
BE. RADIANT CAL			14	433	-419	-96.77	.02	.79
COLUMBIA RIVER			14	20	-6	-30.00	.02	.04
RAPIDAN SMI			14	18	-4	-22.22	.02	.03
MONTINORE ALMST			14	14	0	100.00	.02	.00
CLAAR ICE			14	14	0	100.00	.02	.00
POET'S LEAP			13	16	-3	-18.75	.02	.03
A TO Z			13	13	0	100.00	.02	.02
CSM EROICA GOLD			13	13	0	100.00	.02	.02
JEWELL TOWNE			13	12	1	8.33	.02	.02
BOUNDARY BK OLN			12	14	-2	-14.29	.02	.03
WINE CUBE			12	12	0	100.00	.02	.00
SPANISH VLY WHT			11	14	-3	-21.43	.02	.03
RED NEWT FGR LK			11	11	0	100.00	.02	.02
CSM GOLD CREEK			10	18	-8	-44.44	.02	.03
STERLING VNT COL			9	150	-141	-94.00	.02	.27
CSA LARGA LILAC			9	14	-5	-35.71	.02	.03
RYAN'S RIESLING			9	14	-5	-35.71	.02	.03
LABELLE DRY			9	12	-3	-25.00	.02	.02
PACIFIC RIM VDG			9	11	-2	-18.18	.02	.02
SNOQUALMIE NAKE			9	9	0	100.00	.02	.02
FFC SOFIA MNTRY			9	5	4	80.00	.02	.01
B DN HRT HAS IT			9	1	8	800.00	.02	.00
SHELDRAKE P DRY			8	14	-6	-42.86	.01	.03
RANSOM BROOKS V			8	8	0	100.00	.01	.00
FOX RUN DRY			8	8	0	100.00	.01	.00
INFLUENCE			7	14	-7	-50.00	.01	.03
CHEHALEM WLLMT			7	13	-6	-46.15	.01	.02
PNNCL RDG DRY			7	8	-1	-12.50	.01	.01
GARD CLMBA VLLY			7	7	0	100.00	.01	.01
BRDGEVW BLUE MN			6	14	-8	-57.14	.01	.03
BARNARD GRIFFIN			6	10	-4	-40.00	.01	.02
JUNEBUG CAL			6	10	-4	-40.00	.01	.02
NINE HATS			6	8	-2	-25.00	.01	.01
WASH HLL LH SWT			6	5	1	20.00	.01	.01
STONECAP COL			5	28	-23	-82.14	.01	.05
SANTA BAR LNDNG			5	26	-21	-80.77	.01	.05
SHELDRAKE POINT			5	10	-5	-50.00	.01	.02
GRACE LANE			5	9	-4	-44.44	.01	.02
SLVR THREAD DRY			5	4	1	25.00	.01	.01
NXNW COL VLY KG			5	5	0	100.00	.01	.00
THE ORIGINAL'S			5	5	0	100.00	.01	.00
KEUKA LAKE DRY			5	5	0	100.00	.01	.00
NXNW COLUMBIA VY			5	5	0	100.00	.01	.00
GOOD KARMA NY			4	6	-2	-33.33	.01	.01
MILBRANDT COL V			4	2	2	100.00	.01	.00
CORVIDAE RAVNNA			4	4	0	100.00	.01	.00
FOX RUN SEMIDRY			3	19	-16	-84.21	.01	.03
SPARKMAN BIRDIE			3	10	-7	-70.00	.01	.02
ELK RUN			3	9	-6	-66.67	.01	.02
KIONA DRY			3	6	-3	-50.00	.01	.01
B GRIFFN COL VL			3	5	-2	-40.00	.01	.01
WIEMER LT HRVST			3	4	-1	-25.00	.01	.01
LOVE OREGON			3	4	-1	-25.00	.01	.01
FORGE FINGER LK			3	4	-1	-25.00	.01	.01
HAGAFEN ESTATE			3	2	1	50.00	.01	.00
EMPIRE EST FNDR			3	3	0	100.00	.01	.00
HERON HILL SEMI			3	3	0	100.00	.01	.00
MILBRANDT TRDTN			2	24	-22	-91.67	.00	.04
SAWTOOTH JHNSBG			2	6	-4	-66.67	.00	.01
COASTAL RDG CAL			2	2	0	100.00	.00	.00
BADGER MOUNTAIN			2	1	1	100.00	.00	.00
BROOKS WILLIAMT			2	1	1	100.00	.00	.00

# NABCA CASE SALES ANALYSIS

## BY CLASS, TYPE, BRAND

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

ALL STATES-1/1/17 - 03/31/17

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
WATERBROOK			2	1	1	100.00	.00	.00
ELK COVE ULTIMA			2		2	100.00	.00	.00
TRISAETUM RIBBN			2		2	100.00	.00	.00
ST CHAP AMER BX			1	224	-223	-99.55	.00	.41
LUCAS&LEWELN CC			1	27	-26	-96.30	.00	.05
CH ST JEAN J			1	10	-9	-90.00	.00	.02
CH MNTLNA POTTR			1	8	-7	-87.50	.00	.01
BULLY HILL BASS			1	5	-4	-80.00	.00	.01
HODGES			1	5	-4	-80.00	.00	.01
DUNHAM LEWIS			1	5	-4	-80.00	.00	.01
PENNER-ASH WLMT			1	4	-3	-75.00	.00	.01
JOHNSON DRY			1	3	-2	-66.67	.00	.01
MERCER YAKIMA			1	3	-2	-66.67	.00	.01
BOUNDARY BRK198			1	3	-2	-66.67	.00	.01
MARABELLA ALBAMA			1	3	-2	-66.67	.00	.01
ALBA			1	2	-1	-50.00	.00	.00
SPANISH VLY L H			1	2	-1	-50.00	.00	.00
KAVIC			1	1		.00	.00	.00
NAKED WINERY OR			1	1		.00	.00	.00
MORGAN DOUBLE L			1	1		.00	.00	.00
JOHNSON SEM DRY			1	1		.00	.00	.00
REVELRY			1	1		.00	.00	.00
CHICKADEE			1	1		.00	.00	.00
HOLLORAN PAVILN			1		1	100.00	.00	.00
HERON HILL DRY			1		1	100.00	.00	.00
WESTPORT RIVERS			1		1	100.00	.00	.00
COTE BONNVL DUB			1		1	100.00	.00	.00
TURNING LEAF WH				306	-306	-100.00	.00	.56
HIBBARD BRADEN				231	-231	-100.00	.00	.42
THE NAKED GRAPE				64	-64	-100.00	.00	.12
RMNDVI PS CC				32	-32	-100.00	.00	.06
RED NEWT CIRCLE				30	-30	-100.00	.00	.05
KEUKA SPRNG DRY				21	-21	-100.00	.00	.04
JOEL GOTT WASH				21	-21	-100.00	.00	.04
BE. RADIANT COL				13	-13	-100.00	.00	.02
GOOSE RIDGE				12	-12	-100.00	.00	.02
FOODIES WSHNGTN				10	-10	-100.00	.00	.02
KEUKA SPRINGS				10	-10	-100.00	.00	.02
TRADER JOE'S PR				10	-10	-100.00	.00	.02
JONE O WASHNGTN				7	-7	-100.00	.00	.01
FOX RUN (NY)				7	-7	-100.00	.00	.01
HOGUE GENESIS				6	-6	-100.00	.00	.01
WAGNER ICE WINE				5	-5	-100.00	.00	.01
CARMEL ROAD				5	-5	-100.00	.00	.01
CLAAR				4	-4	-100.00	.00	.01
MAGNIFICENT WNE				4	-4	-100.00	.00	.01
PACIFIC RIM SEL				4	-4	-100.00	.00	.01
FESS PARKER DRY				4	-4	-100.00	.00	.01
SHELBURNE VT				4	-4	-100.00	.00	.01
TWO MOUNTAINS				3	-3	-100.00	.00	.01
BELLE AMBNCE CA				2	-2	-100.00	.00	.00
NIMBLE HILL PA				2	-2	-100.00	.00	.00
MARGERUM ST BAR				2	-2	-100.00	.00	.00
SNAP DRAGON CAL				1	-1	-100.00	.00	.00
JONE O WASH LH				1	-1	-100.00	.00	.00
BANCROFT CELLAR				1	-1	-100.00	.00	.00
COLUMBIA CLR RS				1	-1	-100.00	.00	.00
MIRASSOU SUN				1	-1	-100.00	.00	.00
GALERIE				1	-1	-100.00	.00	.00
WASHINGTON HILLS				1	-1	-100.00	.00	.00
CH S JEAN BT LH				1	-1	-100.00	.00	.00
OOH LA LA CAL				1	-1	-100.00	.00	.00
LAMOREAUX LNDNG				1	-1	-100.00	.00	.00
GALLO FAM V CAL				1	-1	-100.00	.00	.00
FLYING FISH				1	-1	-100.00	.00	.00
B DN HRT BN/MNT				1	-1	-100.00	.00	.00
<b>TOTAL RIESLING</b>			<b>57616</b>	<b>54686</b>	<b>2930</b>	<b>5.36</b>		
SAV BL/FME BL								
RM WOODBRIDGE SV			9840	10593	-753	-7.11	13.74	16.12
BAREFOOT SAV BL			7172	5241	1931	36.84	10.01	7.97
SUTTER HM SV BL			4904	3914	990	25.29	6.85	5.96
BOTA BOX CAL			3357	535	2822	527.48	4.69	.81
KNDL-JKSN SV BL			2758	2713	45	1.66	3.85	4.13
JOEL GOTT CAL			2008	2186	-178	-8.14	2.80	3.33
DARK HORSE CAL			1981	1883	98	5.20	2.77	2.86
CSM SAUVGN BLNC			1791	1432	359	25.07	2.50	2.18
VENDANGE SAV BL			1295	1213	82	6.76	1.81	1.85
GALLO FAM V TWN			1294	2361	-1067	-45.19	1.81	3.59
JOSH CELLARS SN			1091	467	624	133.62	1.52	1.71
SEAGLASS S BARB			1028	1031	-3	-.29	1.44	1.57
STERLNG VNT COL			1017	970	47	4.85	1.42	1.48
PICKET FENCE AV			976	1	975	*****	1.36	.00
BOGLE FME/SV BL			944	980	-36	-3.67	1.32	1.49
BONTERRA CAL			939	966	-27	-2.80	1.31	1.47
KDL-JKSN SAV VR			894	840	54	6.43	1.25	1.28
M-GODE SAV/FME			852	1155	-303	-26.23	1.19	1.76
STERLING SAV BL			837	344	493	143.31	1.17	.52
SIMI SAUVGN BLC			801	895	-94	-10.50	1.12	1.36
HRM REX-GOL CAL			767	1100	-333	-30.27	1.07	1.67
LINE 39 LC			751	668	83	12.43	1.05	1.02
BENZGR NC SV BL			691	617	74	11.99	.96	.94

# NABCA CASE SALES ANALYSIS

## BY CLASS, TYPE, BRAND

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

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
FERARI-CRNO FME			679	667	12	1.80	.95	1.01
C D BOIS NC SAV			675	600	75	12.50	.94	.91
FRANCS CPPLA DS			640	472	168	35.59	.89	.72
DRY CRK FUME BL			580	587	-7	-1.19	.81	.89
EDNA VLY PARGON			550	777	-227	-29.21	.77	1.18
JACK HENRY MEND			550		550	100.00	.77	.00
DREAMNG TREE SN			535	4	531	*****	.75	.01
ZABACO R DNC BL			519	806	-287	-35.61	.72	1.23
R MNDV PS SV BL			490	529	-39	-7.37	.68	.80
NOBLE VN 242 MN			465	114	351	307.89	.65	.17
GYSR PEAK SC SV			463	948	-485	-51.16	.65	1.44
STARMONT NAPA			455	40	415	1037.50	.64	.06
WLLM HLL EST NC			436	341	95	27.86	.61	.52
LOFT WNE ELE NC			434	666	-232	-34.83	.61	1.01
KENWOOD SAUV BL			432	464	-32	-6.90	.60	.71
R STRNG CHAR SV			426	179	247	137.99	.59	.27
HONIG SV B NAPA			422	528	-106	-20.08	.59	.80
CLOS LACHNC RES			402		402	100.00	.56	.00
R MNDVI FUME BL			359	342	17	4.97	.50	.52
CORBTT CYN SV B			358	340	18	5.29	.50	.52
SUTTER CLS SV B			329	310	19	6.13	.46	.47
OBIRON NAPA VLY			321	166	155	93.37	.45	.25
OAK LEAF CAL			319	563	-244	-43.34	.45	.86
TANGENT PARAGON			316	148	168	113.51	.44	.23
FETZER SV CAL			314	422	-108	-25.59	.44	.64
TRADER JOE'S			300	300		.00	.42	.46
FERARI-CRNO CAP			297	313	-16	-5.11	.41	.48
DUCKHORN NAPA			297	276	21	7.61	.41	.42
CAKEBREAD SV BL			293	468	-175	-37.39	.41	.71
REDWOOD CRK SAV			290	329	-39	-11.85	.40	.50
HOGUE SAUV BLNC			284	316	-32	-10.13	.40	.48
FREI BROTHER RS			278	520	-242	-46.54	.39	.79
DECOY SONOMA			262	95	167	175.79	.37	.14
STG LP WC SV BL			256	215	41	19.07	.36	.33
HAYES VALLEY CC			249	134	115	85.82	.35	.20
LAYER CAKE CAL			248	141	107	75.89	.35	.21
SMOKING LOON			240	254	-14	-5.51	.34	.39
MENAGE A TRS CA			227	397	-170	-42.82	.32	.60
ST SUPERY SV BL			224	156	68	43.59	.31	.24
BERINGR CAL COL			221	216	5	2.31	.31	.33
PROPHECY			219		219	100.00	.31	.00
ST JEAN FUME BL			209		209	100.00	.29	.00
SIMPLY NAKED CA			205	381	-176	-46.19	.29	.58
SHANNON RDG ELV			194	123	71	57.72	.27	.19
C KRUG SAUV BLC			189	243	-54	-22.22	.26	.37
WENTE LOUIS MEL			188	363	-175	-48.21	.26	.55
STEELHEAD SN CO			168	4	164	4100.00	.23	.01
AVA GRACE CAL			154		154	100.00	.22	.00
GROTH NAPA VLLY			141	118	23	19.49	.20	.18
MRSSOU CAL SV B			140	226	-86	-38.05	.20	.34
MATANZS CRK SAV			136	157	-21	-13.38	.19	.24
GYSR PK CAL SAV			136	146	-10	-6.85	.19	.22
SAND POINT LODI			135	54	81	150.00	.19	.08
SOUVRN ALEX S B			135	21	114	542.86	.19	.03
CANYN RD SB CAL			134	127	7	5.51	.19	.19
14 HANDS WASH			131	202	-71	-35.15	.18	.31
BLOCK 67			130		130	100.00	.18	.00
POMELO CAL			125	531	-406	-76.46	.17	.81
THE GREAT AMRCN			124		124	100.00	.17	.00
VIGILANCE LK CT			123	25	98	392.00	.17	.04
MRPHY-GDE FM BL			117	117		.00	.16	.18
KUNDE MGNLA S B			117	101	16	15.84	.16	.15
FROGS LEAP SV B			104	137	-33	-24.09	.15	.21
DECOY NAPA VLLY			102	85	17	20.00	.14	.13
MONDAVI CK SV B			97	100	-3	-3.00	.14	.15
FREY ORGANIC			93	68	25	36.76	.13	.10
CSM SV BL H HVN			91	104	-13	-12.50	.13	.16
EASTON SRRA S B			88	58	30	51.72	.12	.09
SILVERADO SV BL			86	98	-12	-12.24	.12	.15
CASTLE ROCK NP			76	82	-6	-7.32	.11	.12
4 BEARS SONOMA			75	92	-17	-18.48	.10	.14
DRY CRK SAV BLC			74	62	12	19.35	.10	.09
HERITANCE NAPA			72		72	100.00	.10	.00
GUENOC EST SEL			69	69		.00	.10	.10
PROVENANCE SV B			69	63	6	9.52	.10	.10
JUSTIN CENTRAL			68	52	16	30.77	.09	.08
BARBRSVLLE SV B			67	57	10	17.54	.09	.09
FFC DIAMOND COL			66	75	-9	-12.00	.09	.11
MAGNIFICENT FISH			66	31	35	112.90	.09	.05
CONCANNON SV BL			64	110	-46	-41.82	.09	.17
ROBERT HALL PR			64		64	100.00	.09	.00
STERLING VC S B			63	89	-26	-29.21	.09	.14
FREY MNDNO SAV			62	25	37	148.00	.09	.04
TRADER JOE CSTL			61	40	21	52.50	.09	.06
JUSTIN CAL			58	81	-23	-28.40	.08	.12
J LOHR FLUME CR			58	32	26	81.25	.08	.05
R MNDV PS SB CC			57	105	-48	-45.71	.08	.16
SUNDANCE			56	60	-4	-6.67	.08	.09
ANGELINE RR S B			55	86	-31	-36.05	.08	.13
COL HORSE HV SV			55	42	13	30.95	.08	.06
EMMOLO NAPA VLY			53	45	8	17.78	.07	.07
PETER PAUL BNNT			53		53	100.00	.07	.00
HANNA RSSN RVR			51	49	2	4.08	.07	.07

# NABCA CASE SALES ANALYSIS

## BY CLASS, TYPE, BRAND

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

ALL STATES-1/1/17 - 03/31/17

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
HALL NAPA SV BL			51	39	12	30.77	.07	.06
CH ST JEAN FM B			50	74	-24	-32.43	.07	.11
GNARLY HEAD MNT			47		47	100.00	.07	.00
ST SUPERY NP VL			46	62	-16	-25.81	.06	.09
TOM GORE CAL			46		46	100.00	.06	.00
CUVAISON CRNRS			46		46	100.00	.06	.00
SPENCER ELZ MEN			44	78	-34	-43.59	.06	.12
RDNY STRNG F BL			44	47	-3	-6.38	.06	.07
MONDAVI WLLW SP			44	41	3	7.32	.06	.06
GIRARD SAUV BLC			43	72	-29	-40.28	.06	.11
KNDL-JKSN AVANT			42	59	-17	-28.81	.06	.09
THE GIRLS I T V			42	44	-2	-4.55	.06	.07
MARKHAM SAUV BL			38	74	-36	-48.65	.05	.11
ONE HOPE CAL			38	10	28	280.00	.05	.02
CRANE LK SAV BL			37	75	-38	-50.67	.05	.11
BRNGR F EST SAV			36	115	-79	-68.70	.05	.17
MERRY EDWRDS SB			35	19	16	84.21	.05	.03
JOHNDRW			34	45	-11	-24.44	.05	.07
FIRESTONE SV BL			33	37	-4	-10.81	.05	.06
STEVEN KENT			33		33	100.00	.05	.00
HONIG SV BL RSV			31	50	-19	-38.00	.04	.08
BY CSTL SAUV BL			31	32	-1	-3.13	.04	.05
MORGAN MONTEREY			31	29	2	6.90	.04	.04
PRIEST RNCH NAP			30	55	-25	-45.45	.04	.08
RFRD RNCH SV BL			30	26	4	15.38	.04	.04
CANNONBALL SNMA			30	22	8	36.36	.04	.03
BLUE QUAIL PTRR			30		30	100.00	.04	.00
WHITEHALL SV BL			29	33	-4	-12.12	.04	.05
OAK GROVE SV BL			27	49	-22	-44.90	.04	.07
SARACINA MENDO			27	30	-3	-10.00	.04	.05
BLISS MNDCNO SV			27	24	3	12.50	.04	.04
TRADER JOE ORGN			27	21	6	28.57	.04	.03
NAPA CELLARS NV			27	17	10	58.82	.04	.03
P DOLAN VY MEND			27	1	26	2600.00	.04	.00
GREEN TRUCK MEN			27		27	100.00	.04	.00
BENZGR SV SV BL			26	28	-2	-7.14	.04	.04
FRANCISCAN NAPA			26	17	9	52.94	.04	.03
HEITZ			26	3	23	766.67	.04	.00
SAVE ME SF BLLT			25	62	-37	-59.68	.03	.09
GUARDIAN ANGEL			25	4	21	525.00	.03	.01
THE OYSTER			25		25	100.00	.03	.00
TWOMEY NAPA VLY			24	8	16	200.00	.03	.01
WINE SUBST SUPR			24		24	100.00	.03	.00
ROTH ESTATE			23	71	-48	-67.61	.03	.11
BAY MOON			23	35	-12	-34.29	.03	.05
RUDY V STRASSER			23		23	100.00	.03	.00
INSOMNIA			23	138	-116	-84.06	.03	.21
FOX BROOK CALF			22	26	-4	-15.38	.03	.04
ROUND POND RUTH			22	10	12	120.00	.03	.02
ANGELINE RES SC			22		22	100.00	.03	.00
GRGCH HLLS F BL			20	36	-16	-44.44	.03	.05
ESTANCIA PNC SB			20	24	-4	-16.67	.03	.04
LANGETWINS SV B			20	19	1	5.26	.03	.03
SEAN MINOR 4BRS			20	16	4	25.00	.03	.02
PHELPS NAPA VLY			20	11	9	81.82	.03	.02
90+CLRS LOT 2			20		20	100.00	.03	.00
DELISH CAL			19	18	1	5.56	.03	.03
NOVELTY HILL			19		19	100.00	.03	.00
TURNBULL SAV BL			18	10	8	80.00	.03	.02
NINER BOOTJACK			18	3	15	500.00	.03	.00
LEESE-FITCH CAL			17	55	-38	-69.09	.02	.08
ROCHIOLI SAV BL			17	25	-8	-32.00	.02	.04
WINE CUBE SV BL			17		17	100.00	.02	.00
JACEY VINEYARDS			17		17	100.00	.02	.00
OVERLAND KICK			17		17	100.00	.02	.00
MASON CLR NAPA			16	23	-7	-30.43	.02	.03
TORTOISE CRK CC			16	10	6	60.00	.02	.02
HERON MENDOCINO			15	16	-1	-6.25	.02	.02
TAKASHI NAPA			15	13	2	15.38	.02	.02
CHLK HL SV B EB			15	12	3	25.00	.02	.02
THE SHEPHERD NP			15	12	3	25.00	.02	.02
CLS PGSE NP S B			14	117	-103	-88.03	.02	.18
HOUSE WINE BOX			14	23	-9	-39.13	.02	.03
BUMP SONOMA CST			14	15	-1	-6.67	.02	.02
CMS COL VLY			14	14		.00	.02	.02
WENTE SAUV BLNC			14	12	2	16.67	.02	.02
TANGENT KEG			14	9	5	55.56	.02	.01
MCHL DVD CAL			14	4	10	250.00	.02	.01
HESS SELECT NC			14		14	100.00	.02	.00
QUIVIRA DRY CRK			14		14	100.00	.02	.00
VOSS SV BL NAPA			13	26	-13	-50.00	.02	.04
TWO ANGELS S R			12	12		.00	.02	.02
ANGELINE SNM KG			12	5	7	140.00	.02	.01
LAIL BLPRNT SAV			12	4	8	200.00	.02	.01
BALLARD LANE CC			12		12	100.00	.02	.00
BLK STALLION NV			12		12	100.00	.02	.00
ATALON NAPA			11	11		.00	.02	.02
MANIFESTO			11	7	4	57.14	.02	.01
BARNRD GRFN F B			10	8	2	25.00	.01	.01
VML CAL			10	4	6	150.00	.01	.01
SPARKMAN PEARL			10		10	100.00	.01	.00
ST CLEMENT NAPA			10		10	100.00	.01	.00
EDNA VALLEY KEG			10		10	100.00	.01	.00

# NABCA CASE SALES ANALYSIS

## BY CLASS, TYPE, BRAND

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

ALL STATES-1/1/17 - 03/31/17

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
FLORA SP NAPA			10		10	100.00	.01	.00
MERRIAM DANIELE			9	20	-11	-55.00	.01	.03
SCHUG SNMA VLLY			9	15	-6	-40.00	.01	.02
HARASZTHY BEAR			9		9	100.00	.01	.00
CLS PGSE MTSUKO			8	39	-31	-79.49	.01	.06
CADE NAPA VALLY			8	26	-18	-69.23	.01	.04
TWENTYFOUR NAPA			8	16	-8	-50.00	.01	.02
LIBERATED SONMA			8	9	-1	-11.11	.01	.01
J LOHR CAROL VY			8	8		.00	.01	.01
FLORA SP SAV BL			8	7	1	14.29	.01	.01
NEAL FMLY SV BL			8	3	5	166.67	.01	.00
SIDEBAR LAKE CT			8	1	7	700.00	.01	.00
SOUVRN CSV SV B			8		8	100.00	.01	.00
BECKMEN			7	25	-18	-72.00	.01	.04
PACIFIC EDGE			7	17	-10	-58.82	.01	.03
SALVESTRIN NAPA			7	12	-5	-41.67	.01	.02
THE WHT KNIGHT			7	7		.00	.01	.01
JOHN ANTHONY			7	6	1	16.67	.01	.01
ANCIENT PEAK PR			7	5	2	40.00	.01	.01
POSTULATE 4TH			7		7	100.00	.01	.00
SNQ SAUVGN BLNC			6	98	-92	-93.88	.01	.15
R MNDV OAK FM B			6	56	-50	-89.29	.01	.09
WALTER HANSEL			6	12	-6	-50.00	.01	.02
PDRNCLLI FME BL			6	10	-4	-40.00	.01	.02
GYSR PK BC SV B			6	9	-3	-33.33	.01	.01
BLACK MNTN CNDL			6	9	-3	-33.33	.01	.01
TRIN NV MARY SV			6	5	1	20.00	.01	.01
HESS COL SAV BL			6		6	100.00	.01	.00
BRUTOCAO SAV BL			5	43	-38	-88.37	.01	.07
SPOTTSWOOD SV B			5	10	-5	-50.00	.01	.02
VERMEIL NAPA			5	4	1	25.00	.01	.01
TIN BARN HI VST			5	1	4	400.00	.01	.00
VOGELZANG			5		5	100.00	.01	.00
FITVINE			5		5	100.00	.01	.00
VENTANA SAV BLC			5		5	100.00	.01	.00
CLIFF LEDE SV B			5		5	100.00	.01	.00
SBRAGIA HM RNCH			4	70	-66	-94.29	.01	.11
CLAYHOUSE PS RB			4	41	-37	-90.24	.01	.06
SLINGSHOT			4	29	-25	-86.21	.01	.04
RAYMOND NSTLGC			4	12	-8	-66.67	.01	.02
ONCE UPON V SLP			4	3	1	33.33	.01	.00
NAPA RIVER NAPA			4	2	2	100.00	.01	.00
GUENOC LAKE CO			4		4	100.00	.01	.00
COSENTINO BLANC			4		4	100.00	.01	.00
GRIEVE NAPA VLY			4		4	100.00	.01	.00
CARTLDG&BRWN SV			3	57	-54	-94.74	.00	.09
THREE CLICK N V			3	15	-12	-80.00	.00	.02
GALERIE NAPA			3	13	-10	-76.92	.00	.02
VALDEZ E DIABLO			3	11	-8	-72.73	.00	.02
WOLFGANG PCK CA			3	7	-4	-57.14	.00	.01
BERGVN LN CLMBA			3	6	-3	-50.00	.00	.01
PEJU PROV NAPA			3	1	2	200.00	.00	.00
HARTWELL ESTATE			3	1	2	200.00	.00	.00
MALK OAK KNOLL			3		3	100.00	.00	.00
HOURGLASS NAPA			3		3	100.00	.00	.00
PEREGRINE RANCH			3		3	100.00	.00	.00
RNCHO SISQC SB			3		3	100.00	.00	.00
AMERICAN THREAD			3		3	100.00	.00	.00
THREE KNIGHT RR			3		3	100.00	.00	.00
ERIC KENT RENEE			3		3	100.00	.00	.00
HIGH VLY LKE CT			2	87	-85	-97.70	.00	.13
STEVEN KENT LVM			2	59	-57	-96.61	.00	.09
WATERBROOK SV B			2	14	-12	-85.71	.00	.02
HERON NAPA			2	10	-8	-80.00	.00	.02
SELBY SAUV BLNC			2	10	-8	-80.00	.00	.02
CALLWY CST SV B			2	9	-7	-77.78	.00	.01
CAPELIDE CELLRS			2	7	-5	-71.43	.00	.01
ILLUMINATION			2	5	-3	-60.00	.00	.01
COMPASS CAL			2	4	-2	-50.00	.00	.01
QUAIL CREEK CAL			2	3	-1	-33.33	.00	.00
MERRYVALE SV NV			2	3	-1	-33.33	.00	.00
MAXWELL CRK NP			2	2		.00	.00	.00
TOWER 15 PSO RB			2	2		.00	.00	.00
FLINT&STEEL NV			2	1	1	100.00	.00	.00
GALERIE KNIGHT			2	1	1	100.00	.00	.00
HAGAFEN NAPA			2		2	100.00	.00	.00
GAMBLE FAM VNYD			2		2	100.00	.00	.00
DANCING CROW LC			2		2	100.00	.00	.00
FREY FIELD BIO			2		2	100.00	.00	.00
ARIAS			2		2	100.00	.00	.00
STONESTRT SV AV			2		2	100.00	.00	.00
CAPTURE SONOMA			2		2	100.00	.00	.00
FREY REDWD VLLY			1	24	-23	-95.83	.00	.04
ST JEAN ETL F B			1	16	-15	-93.75	.00	.02
JUSTIN MRRV S B			1	11	-10	-90.91	.00	.02
ANDRETTI SAV BL			1	9	-8	-88.89	.00	.01
PEZZI KNG DC SV			1	7	-6	-85.71	.00	.01
HORSE AND PLOW			1	6	-5	-83.33	.00	.01
BLACKSTN SV MNT			1	5	-4	-80.00	.00	.01
JRV SILVER SPUR			1	4	-3	-75.00	.00	.01
TWO PONDS COL V			1	4	-3	-75.00	.00	.01
KENEFFICK RANCH			1	3	-2	-66.67	.00	.00
ARTISAN CAL			1	3	-2	-66.67	.00	.00

# NABCA CASE SALES ANALYSIS

## BY CLASS, TYPE, BRAND

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

ALL STATES-1/1/17 - 03/31/17

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
MIDDLE SIS SRFR			1	3	-2	-66.67	.00	.00
LAKE SONOMA DC			1	3	-2	-66.67	.00	.00
TARKETTLE			1	2	-1	-50.00	.00	.00
P MCHL APR MIDI			1	2	-1	-50.00	.00	.00
PDRNCLI EAST S			1	2	-1	-50.00	.00	.00
MCNAB RIDGE			1	2	-1	-50.00	.00	.00
WHITE OAK SV BL			1	2	-1	-50.00	.00	.00
MERCER SV B COL			1	2	-1	-50.00	.00	.00
SANTA BARBARA			1	1		.00	.00	.00
FRITZ DR CK SAV			1	1		.00	.00	.00
DESANTE LAILIER			1	1		.00	.00	.00
UPPERCUT NO CST			1	1		.00	.00	.00
HONIG LT HARVST			1	1		.00	.00	.00
ESSER MONTEREY			1	1		.00	.00	.00
PICAYUNE NAPA			1	1		100.00	.00	.00
FFC DIR CUT AV			1	1		100.00	.00	.00
LILA 4-PACK CAN			1	1		100.00	.00	.00
VENGE NAPA VLLY			1	1		100.00	.00	.00
PEPI SAUV B KEG			1	1		100.00	.00	.00
JELLYBEAN CAL			1	1		100.00	.00	.00
LANCASTER SAM E			1	1		100.00	.00	.00
FIELD STONE AV			1	1		100.00	.00	.00
CAYMUS SAUV BLC			1	1		100.00	.00	.00
BERNARDUS MONT			1	1		100.00	.00	.00
RAYMOND R CLCTN			1	1		100.00	.00	.00
STOLPMAN VNYRDS			1	1		100.00	.00	.00
BERINGER SAV BL				741	-741	-100.00	.00	1.13
CLOS LACHANCE				200	-200	-100.00	.00	.30
PAINTED PASSAGE				30	-30	-100.00	.00	.05
BOMMARITO				26	-26	-100.00	.00	.04
WORTHY 5 CLONES				20	-20	-100.00	.00	.03
VINTJS NAPA VLY				20	-20	-100.00	.00	.03
PENNYWISE CAL				20	-20	-100.00	.00	.03
BON AFFAIR SPTZ				17	-17	-100.00	.00	.03
GRGICH HLLS EST				11	-11	-100.00	.00	.02
SIMI SONOMA KEG				10	-10	-100.00	.00	.02
LAIRD BIG RANCH				10	-10	-100.00	.00	.02
MSH NAPA VLLY				9	-9	-100.00	.00	.01
90+CLLRS LT 112				8	-8	-100.00	.00	.01
GUENOC CAL SAUV				7	-7	-100.00	.00	.01
FISHEYE				5	-5	-100.00	.00	.01
JUNEBUG CAL				5	-5	-100.00	.00	.01
QUIVRA FIG TREE				4	-4	-100.00	.00	.01
FDDLHD HPPY CYN				4	-4	-100.00	.00	.01
BERNARDUS GRIVA				4	-4	-100.00	.00	.01
LANGTRY LILLIE				4	-4	-100.00	.00	.01
SIVAS SONOMA				4	-4	-100.00	.00	.01
SCRATCHPAD CC				4	-4	-100.00	.00	.01
TRUMP WINERY				4	-4	-100.00	.00	.01
ALFRESCO CAL				3	-3	-100.00	.00	.00
MARILYN SV BLND				3	-3	-100.00	.00	.00
ZELLERBACH SV B				3	-3	-100.00	.00	.00
BOEGER				3	-3	-100.00	.00	.00
NIGHT HARVEST				3	-3	-100.00	.00	.00
MAURITSON D CRK				3	-3	-100.00	.00	.00
PICAYUNE SONOMA				2	-2	-100.00	.00	.00
ST FRANCIS SNMA				2	-2	-100.00	.00	.00
PAYDIRT STA BRB				2	-2	-100.00	.00	.00
TOASTED HEAD BB				2	-2	-100.00	.00	.00
CHMNY RCK FM BL				2	-2	-100.00	.00	.00
BANSHEE				1	-1	-100.00	.00	.00
CYPRUS				1	-1	-100.00	.00	.00
CHIMNEY ROCK				1	-1	-100.00	.00	.00
BLUE QUAIL PTTR				1	-1	-100.00	.00	.00
ZEPLTAS LAKE CT				1	-1	-100.00	.00	.00
THE VEGAN VINE				1	-1	-100.00	.00	.00
SHANNON RDG S B				1	-1	-100.00	.00	.00
TWISTED CDR LDI				1	-1	-100.00	.00	.00
LA PRIMA CALFRN				1	-1	-100.00	.00	.00
HERITAGE SAV BL				1	-1	-100.00	.00	.00
DE LOACH FM BLC				1	-1	-100.00	.00	.00
FFC DIR CUT SV				1	-1	-100.00	.00	.00
JACKSON ST FRIS				1	-1	-100.00	.00	.00
J EDWARDS				1	-1	-100.00	.00	.00
GROVE RIDGE CAL				1	-1	-100.00	.00	.00
SPRING MNT NAPA				1	-1	-100.00	.00	.00
<b>TOTAL SAV BL/FME BL</b>			<b>71614</b>	<b>65725</b>	<b>5889</b>	<b>8.96</b>		
VIOGNIER								
PINE RIDGE CHEN			284	291	-7	-2.41	31.59	26.62
CLINE			143	186	-43	-23.12	15.91	17.02
BONTERRA			70	64	6	9.38	7.79	5.86
MCMANIS CAL			63	62	1	1.61	7.01	5.67
BRIDLEWOOD RES			52		52	100.00	5.78	.00
HONEY MOON			50	32	18	56.25	5.56	2.93
OAK GROVE			27	27		.00	3.00	2.47
THE WHT KNIGHT			19	16	3	18.75	2.11	1.46
ZACA MESA S YNZ			14	68	-54	-79.41	1.56	6.22
K VINTNR AD HOE			13	14	-1	-7.14	1.45	1.28
PENNER-ASH			12	23	-11	-47.83	1.33	2.10
CINDER DRY			12		12	100.00	1.33	.00
TRADER JOE			12		12	100.00	1.33	.00

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
STAGS LEAP WNRY			11	161	-150	-93.17	1.22	14.73
K VINTNRS CLMBA			11	17	-6	-35.29	1.22	1.56
COUGAR CREST			11	10	1	10.00	1.22	.91
BERGEVN LVE STK			11		11	100.00	1.22	.00
EIGHT SIDES PSO			9	8	1	12.50	1.00	.73
MINER FAMILY VD			9		9	100.00	1.00	.00
SOBON EST AMADR			8		8	100.00	.89	.00
FESS PARKER			7	14	-7	-50.00	.78	1.28
ROUTE 128 EST			7		7	100.00	.78	.00
ROCK WALL KRSTN			6	23	-17	-73.91	.67	2.10
FREEMARK ABBEY			6	6		.00	.67	.55
TERRA D'ORO AMD			6		6	100.00	.67	.00
HORTON			5	6	-1	-16.67	.56	.55
TAMARACK COL VL			4	13	-9	-69.23	.44	1.19
PRIDE MOUNTAIN			4		4	100.00	.44	.00
EBERLE MILL RD			3	6	-3	-50.00	.33	.55
CALERA			3	1	2	200.00	.33	.09
CRISTOM ESTATE			2	4	-2	-50.00	.22	.37
CAMBRIA TEPUSQ			2		2	100.00	.22	.00
WOOLDRDGE CREEK			1		1	100.00	.11	.00
VICTOR HUGO			1		1	100.00	.11	.00
CSM			1		1	100.00	.11	.00
SMOKING LOON				19	-19	-100.00	.00	1.74
BLUE FIN CAL				11	-11	-100.00	.00	1.01
ROSNBLM KATHY'S				6	-6	-100.00	.00	.55
INCOGNITO LODI				4	-4	-100.00	.00	.37
THE CRUSHER CLK				1	-1	-100.00	.00	.09
<b>TOTAL VIOGNIER</b>			<b>899</b>	<b>1093</b>	<b>-194</b>	<b>-17.75</b>		
WHT VARTL OTH								
FRAN SLVRBCH BX			10025	10872	-847	-7.79	29.86	31.36
MADRIA SNGR MSC			5795	4864	931	19.14	17.26	14.03
THE NAKED GR MS			2491	2602	-111	-4.27	7.42	7.50
STR HME MOS CAL			2257	2324	-67	-2.88	6.72	6.70
RM WOODBG MSCTO			1989	2703	-714	-26.42	5.92	7.80
BIG HOUSE BTLGR			1158	1133	25	2.21	3.45	3.27
BULLY HLL NGARA			980	902	78	8.65	2.92	2.60
WHITMAN EXP L10			890		890	100.00	2.65	.00
MIRASSOU MSC CA			888	831	57	6.86	2.64	2.40
OAK LEAF MSC AM			638	911	-273	-29.97	1.90	2.63
BOTA BOX MOSCTO			535	429	106	24.71	1.59	1.24
FLIP FLOP MSCTO			520	515	5	.97	1.55	1.49
MENAGE A TR MSC			507	791	-284	-35.90	1.51	2.28
MONDAVI CK MSCT			384	477	-93	-19.50	1.14	1.38
O STH NBL SM SW			349	385	-36	-9.35	1.04	1.11
FRANZIA MSCT AM			280	33	247	748.48	.83	.10
SOKL BLSR EV #9			247	291	-44	-15.12	.74	.84
JHNSN LBSTRPFCH			194	206	-12	-5.83	.58	.59
GLENORA NIAGARA			184	239	-55	-23.01	.55	.69
FETZER MSCT CAL			179	195	-16	-8.21	.53	.56
FOLIE A'DEUX MT			152	190	-38	-20.00	.45	.55
CANYON RD MSCTO			149	166	-17	-10.24	.44	.48
WILCOX WEDDNG W			149	141	8	5.67	.44	.41
MARTN W MOS ALG			147	116	31	26.72	.44	.33
CRANE LAKE MSCT			146	152	-6	-3.95	.43	.44
PINECROFT MSCT			133	159	-26	-16.35	.40	.46
MIDDLE SIS MSCT			127	111	16	14.41	.38	.32
CLOVR HL VGNOLE			118	116	2	1.72	.35	.33
HRM REX-GOL MOS			105	238	-133	-55.88	.31	.69
BELLA SERA MSCT			98	79	19	24.05	.29	.23
FLIP FL FZ M 4P			98		98	100.00	.29	.00
LIVINGSTON MSCT			87	73	14	19.18	.26	.21
CASTLE CK LILLY			81	96	-15	-15.63	.24	.28
LOST ANGEL MSCT			79	77	2	2.60	.24	.22
TWISTED CDR MSC			79	62	17	27.42	.24	.18
LOREDONA MSC MN			68		68	100.00	.20	.00
JANUIK MSCT CNL			57		57	100.00	.17	.00
HORTON NIAGARA			50	57	-7	-12.28	.15	.16
ARUNDEL YNG LVE			50	31	19	61.29	.15	.09
SHARPE HL ANGEL			45	52	-7	-13.46	.13	.15
GRAPE&VINE MSCT			45	31	14	45.16	.13	.09
SALT ERTH FL MS			42	186	-144	-77.42	.13	.54
14 HANDS MSC CV			42	56	-14	-25.00	.13	.16
MAZZA BARE BONE			40	41	-1	-2.44	.12	.12
FLAG HLL CAYUGA			40	40		.00	.12	.12
BLUESTONE MSCTO			40	18	22	122.22	.12	.05
POST MOSCATO AM			34	32	2	6.25	.10	.09
CA/MOMI BIANCO			32	47	-15	-31.91	.10	.14
SALMON RUN COLD			29	57	-28	-49.12	.09	.16
LOST INHIBITION			29		29	100.00	.09	.00
TANGENT ALBRIND			27	25	2	8.00	.08	.07
SEQUIN BUB MSCT			26	32	-6	-18.75	.08	.09
BLUE FIN MOSCTO			25	54	-29	-53.70	.07	.16
HORTON ECLIPSE			23	19	4	21.05	.07	.05
BROWNSTONE MSCT			21	9	12	133.33	.06	.03
JEWEL TN CAYUGA			19	11	8	72.73	.06	.03
FOX RN ARTC FOX			19		19	100.00	.06	.00
FIVE OAKS MSCTO			18	43	-25	-58.14	.05	.12
BOORDY SYVL BLC			18	21	-3	-14.29	.05	.06
JBV BORN DIX MS			17	11	6	54.55	.05	.03
LABELLE SEYVAL			16	18	-2	-11.11	.05	.05
MRGN CK CRLS MS			16	13	3	23.08	.05	.04

# NABCA CASE SALES ANALYSIS

## BY CLASS, TYPE, BRAND

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

ALL STATES-1/1/17 - 03/31/17

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
LANGETWINS MSCT			16	4	12	300.00	.05	.01
UVAGGIO VRMNTNO			15	19	-4	-21.05	.04	.05
ANNE AMIE PN BL			14	31	-17	-54.84	.04	.09
SIP MOSCATO CAL			14	25	-11	-44.00	.04	.07
PNNCL RDG CAYGA			14	16	-2	-12.50	.04	.05
SMOKING LN MSCT			14	4	10	250.00	.04	.01
TBLS PTLN TBLS			13	11	2	18.18	.04	.03
DOMINO MSCT CAL			12	18	-6	-33.33	.04	.05
PNNCL RDG DRY V			12	13	-1	-7.69	.04	.04
STE CHP CHT SRS			11	30	-19	-63.33	.03	.09
JEWEL TN SEYVAL			11	12	-1	-8.33	.03	.03
DUPLIN SCPPRNG			11	8	3	37.50	.03	.02
EYRIE PINOT BLC			11	5	6	120.00	.03	.01
6 MILE NIAGARA			11		11	100.00	.03	.00
SIMPLY NAKD MSC			10	10		100.00	.03	.03
R MNDVI MOS ORD			9	87	-78	-89.66	.03	.25
PONZI PINOT BLC			9	1	8	800.00	.03	.00
VENDANGE SW MSC			8	13	-5	-38.46	.02	.04
UVAGGIO MSCT SC			8	4	4	100.00	.02	.01
WILS CK BRNZ MS			7	7		100.00	.02	.02
SK ASN PEAR DRY			7	6	1	16.67	.02	.02
MCPHRN PIQUEPL			7	7	7	100.00	.02	.00
MRGN CK MGNL MS			6	6		100.00	.02	.02
HDDN MDW SCPRNG			6	5		100.00	.02	.02
CANDIA DIAMOND			6	5	1	20.00	.02	.01
RAMULOSE TRAMNT			6	4	2	50.00	.02	.01
MONTNORE M THGU			6	6	6	100.00	.02	.00
VALLY MOON PN B			5	13	-8	-61.54	.01	.04
LINGANORE RAVEN			5	7	-2	-28.57	.01	.02
PNNCL RDG TRAMN			5	5		100.00	.01	.01
SEGHESIO ARNEIS			5	3	2	66.67	.01	.01
LOVE OR WHT SKY			5	3	2	66.67	.01	.01
FOX RUN TRAMINT			5	5	5	100.00	.01	.00
TRDR JOE PR ALB			5	5	5	100.00	.01	.00
JC CLLRS 1ST DT			5	5	5	100.00	.01	.00
INFINTE MNKY MS			5		5	100.00	.01	.00
QUPE BN NCDO CV			4	307	-303	-98.70	.01	.89
DIALED IN			4	64	-60	-93.75	.01	.18
DR FRNK GRN VLT			4	18	-14	-77.78	.01	.05
JACEY ALBARINO			4	7	-3	-42.86	.01	.02
WILLKNZIE PN BL			4	6	-2	-33.33	.01	.02
CANDIA ICE STRM			4	5	-1	-20.00	.01	.01
HNTNG WHS VIGNL			4	4		100.00	.01	.01
VIRETN BLC CLLN			4	3	1	33.33	.01	.01
SOU SHORE G VLT			4	3	1	33.33	.01	.01
GIRASOLE PN BLC			4	1	3	300.00	.01	.00
VINO MOSCATO WA			4	4	4	100.00	.01	.00
99 VINES			4	4	4	100.00	.01	.00
DR FRNK RKTSTLI			3	15	-12	-80.00	.01	.04
TABLS D TBLS BL			3	9	-6	-66.67	.01	.03
HODGES CRLOS MS			3	5	-2	-40.00	.01	.01
BDGR PURE WH BX			3	5	-2	-40.00	.01	.01
FERO GRN VLTNR			3	3		100.00	.01	.01
VINTJUS VERMNTNO			3	2	1	50.00	.01	.01
SHELBRN CRESCNT			3	1	2	200.00	.01	.00
SDDLEBACK VRMNT			3	3	3	100.00	.01	.00
J. WILKES SMV			3	3	3	100.00	.01	.00
RICHARD WIR MSC			2	28	-26	-92.86	.01	.08
BACKHOUSE MSCTO			2	7	-5	-71.43	.01	.02
DUCK COM PT MSC			2	4	-2	-50.00	.01	.01
FRICK CINSAUT			2	4	-2	-50.00	.01	.01
MARLLA APP FTHL			2	3	-1	-33.33	.01	.01
ADELSHM AUXR RR			2	3	-1	-33.33	.01	.01
WALPOLE BRNT HL			2	2		100.00	.01	.01
LIEB PNT BLC RS			2	2		100.00	.01	.01
FIREFLY RDG MSC			2	2		100.00	.01	.01
IRONSTN OBSESSN			2	2		100.00	.01	.01
TOLINO VIDAL BL			2	1	1	100.00	.01	.00
ADELSHEIM PN BL			2	1	1	100.00	.01	.00
MORGAN LEE ALBR			2	2	2	100.00	.01	.00
FLIP FL MSC 12P			2	2	2	100.00	.01	.00
BROOKS PNT BLNC			2	2	2	100.00	.01	.00
BILTMORE CHRMS			2	2	2	100.00	.01	.00
JOEL GTT GRN VT			2	2	2	100.00	.01	.00
DUPLIN SWT MUSC			2	2	2	100.00	.01	.00
ELK COVE PNT BL			1	13	-12	-92.31	.00	.04
CUL-DE-SAC MSCT			1	10	-9	-90.00	.00	.03
ESTANCIA MSCT			1	8	-7	-87.50	.00	.02
GOLLYWOBLR WHT			1	5	-4	-80.00	.00	.01
TRUTH CUV D FUM			1	3	-2	-66.67	.00	.01
J W MORRIS MSCT			1	3	-2	-66.67	.00	.01
ADELSHEIM AUXRS			1	2	-1	-50.00	.00	.01
TOMASELLO VD IC			1	2	-1	-50.00	.00	.01
TWISTED MSCCT CA			1	1		100.00	.00	.00
OPICI HOMEMADE			1	1		100.00	.00	.00
FORE FAM ALBRNO			1		1	100.00	.00	.00
TABLS ESPRIT BL			1		1	100.00	.00	.00
DNCNG COY ALBRN			1		1	100.00	.00	.00
ANNE AMIE M THG			1		1	100.00	.00	.00
RUBY SKY MOSCTO			1		1	100.00	.00	.00
ERATH EV PNT BL			1		1	100.00	.00	.00
DUPLIN MAGNOLIA			1		1	100.00	.00	.00
TABLE LEAF MOSC				104	-104	-100.00	.00	.30

# NABCA CASE SALES ANALYSIS

## BY CLASS, TYPE, BRAND

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

ALL STATES-1/1/17 - 03/31/17

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
GUM DROP MOSCTO				59	-59	-100.00	.00	.17
SILVER BLL MSCT				58	-58	-100.00	.00	.17
GEYSER PEAK MSC				22	-22	-100.00	.00	.06
4 DAUGHTRS MSCT				18	-18	-100.00	.00	.05
ZIPZ SLEEVE CAL				17	-17	-100.00	.00	.05
XO G GLANA MSCT				9	-9	-100.00	.00	.03
CLINE MRSN RSSN				5	-5	-100.00	.00	.01
GIRL GO LGHT MS				5	-5	-100.00	.00	.01
HOUSE WN MRK MS				5	-5	-100.00	.00	.01
TURNG LF RF MSC				4	-4	-100.00	.00	.01
VINTJS ARNEIS				4	-4	-100.00	.00	.01
THE SKINNY V MS				4	-4	-100.00	.00	.01
WINE SISTER MSC				4	-4	-100.00	.00	.01
KENWOOD MSCT NC				4	-4	-100.00	.00	.01
L'CHAIM TO LIFE				3	-3	-100.00	.00	.01
HEY MAMBO SWNKY				2	-2	-100.00	.00	.01
PHELPS EISREBE				2	-2	-100.00	.00	.01
TRUCHARD ROUSSN				2	-2	-100.00	.00	.01
BOTA MINI MSCT				2	-2	-100.00	.00	.01
PARDCCI SUSTAIN				2	-2	-100.00	.00	.01
SILVN RDG E MUS				2	-2	-100.00	.00	.01
MAYSARA PNT BLC				2	-2	-100.00	.00	.01
SMV CAYUGA				2	-2	-100.00	.00	.01
RIVEN ROCK MOSC				2	-2	-100.00	.00	.01
WELLNGTN ROUSNE				1	-1	-100.00	.00	.00
FRICK GRENCH BL				1	-1	-100.00	.00	.00
PINOT EVL GR/BL				1	-1	-100.00	.00	.00
PENNS WOODS TRM				1	-1	-100.00	.00	.00
<b>TOTAL WHT VARTL OTH</b>			<b>33573</b>	<b>34671</b>	<b>-1098</b>	<b>-3.17</b>		
WHT BLND/MRTG								
CRBT CYN PG/CHN			6852	7965	-1113	-13.97	30.41	41.33
FRANZIA PNG/CLM			5645	948	4697	495.46	25.05	4.92
APOTHIC WHT CAL			3387	3052	335	10.98	15.03	15.83
OAK LEAF PNG/CL			1354	1483	-129	-8.70	6.01	7.69
MENAGE A TROIS			1004	1230	-226	-18.37	4.46	6.38
SMASHBERRY CC			584	3	581	*****	2.59	.02
SKINNYGRL WH CA			524	786	-262	-33.33	2.33	4.08
14 HANDS HOT TR			377	172	205	119.19	1.67	.89
CAYMUS CONUDRM			347	548	-201	-36.68	1.54	2.84
THREE WSH PG/CL			318	333	-15	-4.50	1.41	1.73
CUTLER CRK PG/C			274	299	-25	-8.36	1.22	1.55
CADARETTA SB/SM			264	3	261	8700.00	1.17	.02
SWEET BLS SW WH			263	378	-115	-30.42	1.17	1.96
FESS PKR MARCLA			147	3	144	4800.00	.65	.02
GRAPE&VNE PG/CL			88	87	1	1.15	.39	.45
CLAYHSE ADBE CC			73	19	54	284.21	.32	.10
GALLO FAM V SWT			67	85	-18	-21.18	.30	.44
NEWPORT GRT WHT			67	54	13	24.07	.30	.28
KUKKULA VAALEA			65		65	100.00	.29	.00
CONUNDRUM 25TH			63	3	60	2000.00	.28	.02
MONTINORE BRLS			50	78	-28	-35.90	.22	.40
YOSEMITE PNG/CL			43	16	27	168.75	.19	.08
TENSHEN CC			35		35	100.00	.16	.00
ATREA THE CHOIR			29	11	18	163.64	.13	.06
LOCATIONS CA 4			28		28	100.00	.12	.00
COURTYARD DZZLE			24	22	2	9.09	.11	.11
BLINDFOLD CAL			23	36	-13	-36.11	.10	.19
SEA MONSTER OCT			23		23	100.00	.10	.00
COQUILLE BLANC			21	28	-7	-25.00	.09	.15
VISTA PNT PG/CL			21		21	100.00	.09	.00
CMS WHT COL VLY			20	14	6	42.86	.09	.07
JEWL TWN SO HMP			19	33	-14	-42.42	.08	.17
DREAMNG TR EVDY			18	501	-483	-96.41	.08	2.60
JUST LEDOUX IT			18	31	-13	-41.94	.08	.16
INGLNK CRISP WH			17	3	14	466.67	.08	.02
POPCRUSH WHT CA			16	27	-11	-40.74	.07	.14
TRRA D'ORO CB/V			16	24	-8	-33.33	.07	.12
BOREALIS NORTHN			15	15		.00	.07	.08
MURRTA WLL WHIP			14	21	-7	-33.33	.06	.11
MOON DOG AYLA'S			14	6	8	133.33	.06	.03
MONDAVI CK BLND			11	65	-54	-83.08	.05	.34
THE WHITE DOE			11	14	-3	-21.43	.05	.07
BRAMBLE & VINE			10	117	-107	-91.45	.04	.61
FRNCSCN EQUILBRM			10	94	-84	-89.36	.04	.49
307 DEVILS TWR			10	19	-9	-47.37	.04	.10
TWO ARROWHDS PR			10	8	2	25.00	.04	.04
GNARLY HEAD AUT			9	88	-79	-89.77	.04	.46
PARADOCX WHTWSH			9	10	-1	-10.00	.04	.05
PANCAKE BIG DAY			9	8	1	12.50	.04	.04
TOMASELLO W CHL			9	7	2	28.57	.04	.04
BLUESTONE BEAU			9	4	5	125.00	.04	.02
FETZER QRTZ CAL			8	5	3	60.00	.04	.03
B DOON CIGR BLC			8	1	7	700.00	.04	.01
SUTTER HM RS/MS			7	3	4	133.33	.03	.02
CUVEE A AMRITA			7	2	5	250.00	.03	.01
CHRONIC STNE FX			7		7	100.00	.03	.00
TOMASLLO DAFODL			6	8	-2	-25.00	.03	.04
MATTHIASOON			6	6		.00	.03	.03
OTC MT TOWN			6		6	100.00	.03	.00
HANDCRAFT INSPR			5	71	-66	-92.96	.02	.37
L'ECOLE SEM/SB			5	27	-22	-81.48	.02	.14

# NABCA CASE SALES ANALYSIS

## BY CLASS, TYPE, BRAND

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ALL STATES-1/1/17 - 03/31/17

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
TREANA MAR/VGNR			5	15	-10	-66.67	.02	.08
VINUM WH ELEPHT			5	7	-2	-28.57	.02	.04
GIRLS ITV FIELD			5	5		100.00	.02	.03
COR ALBA COLMBA			5		5	100.00	.02	.00
ILLAHE WLLAMTTE			5		5	100.00	.02	.00
MCPHERSN COPAIN			5		5	100.00	.02	.00
ROSEMONT DAWSON			5		5	100.00	.02	.00
GRAVITAS KEG			5		5	100.00	.02	.00
SUTTER HM CH/MS			5		5	100.00	.02	.00
AMBERHLL SECRET			4	63	-59	-93.65	.02	.33
SINSKEY ABRAXAS			4	7	-3	-42.86	.02	.04
RAVINES KEUKA			4	7	-3	-42.86	.02	.04
SEGHESIO CSTRA			4	5	-1	-20.00	.02	.03
GROUND SWELL WH			4	2	2	100.00	.02	.01
SYNTHESIS PS RB			4		4	100.00	.02	.00
DAOU CHMN D FLR			4		4	100.00	.02	.00
SALMON RUN LAKE			4		4	100.00	.02	.00
CARNE HUMANA NV			4		4	100.00	.02	.00
FIFTY SHADE GRV			3	24	-21	-87.50	.01	.12
PDRNCI FRND WHT			3	13	-10	-76.92	.01	.07
ORIN SWIFT MNNO			3	12	-9	-75.00	.01	.06
HRM RX-G FR RNG			3	8	-5	-62.50	.01	.04
ST MAYHEM PCH/G			3	2	1	50.00	.01	.01
SEVEN DAUGHTERS			3	1	2	200.00	.01	.01
SHELBRN LAKVIEW			3		3	100.00	.01	.00
R2 VIN BLNCS SB			3		3	100.00	.01	.00
FREY AGRCLTRIST			2	10	-8	-80.00	.01	.05
THE WHITE DOE			2	5	-3	-60.00	.01	.03
ST SUPERY VIRTU			2	5	-3	-60.00	.01	.03
GOOD EARTH WHITE			2	4	-2	-50.00	.01	.02
TWODOG STYLE			2	4	-2	-50.00	.01	.02
HORSE&PLOW FM W			2	3	-1	-33.33	.01	.02
MILESTONE CAL			2		1	100.00	.01	.01
TAMANEND WHT BQ			2		1	100.00	.01	.01
A LA CARTE CAL			2		2	100.00	.01	.00
LOCATIONS CA			2		2	100.00	.01	.00
DNCNG COY CAN			2		2	100.00	.01	.00
COTES DU COAST			1	4	-3	-75.00	.00	.02
WESTRLY FLETCHR			1		1	100.00	.00	.00
N2 KEG			1		1	100.00	.00	.00
STICKYBK SEM/SV			1		1	100.00	.00	.00
FLIRT CAL			1		1	100.00	.00	.00
LUNATIC				39	-39	-100.00	.00	.20
STARK RAVNG WHT				29	-29	-100.00	.00	.15
4 DAUGHTRS CHAD				18	-18	-100.00	.00	.09
EUFLORIA ARTIST				17	-17	-100.00	.00	.09
TENSHEN ST BARB				16	-16	-100.00	.00	.08
LOBSTAH WHITE				10	-10	-100.00	.00	.05
GRAVITAS CAL				7	-7	-100.00	.00	.04
STERLNG VC ARMT				6	-6	-100.00	.00	.03
SMV BLUSTERY CT				5	-5	-100.00	.00	.03
EDICT PROP WHT				4	-4	-100.00	.00	.02
ST SUPERY MERTG				4	-4	-100.00	.00	.02
ANNE AMIE BLEND				3	-3	-100.00	.00	.02
BRIGHT LIGHT CA				2	-2	-100.00	.00	.01
FARRIER ANDIRON				2	-2	-100.00	.00	.01
ZEITGEIST TROUS				2	-2	-100.00	.00	.01
BOORDY				2	-2	-100.00	.00	.01
PEPI CHN B/VGNR				2	-2	-100.00	.00	.01
NISSLEY WHISPER				2	-2	-100.00	.00	.01
6 MILE WINSOME				2	-2	-100.00	.00	.01
MANUSCRIPT BKBND				2	-2	-100.00	.00	.01
ALMDN MOS/RHINE				2	-2	-100.00	.00	.01
FERARI-CRN BLLA				2	-2	-100.00	.00	.01
BIG CLAW WHITE				2	-2	-100.00	.00	.01
TOROSA HNSCKLE				1	-1	-100.00	.00	.01
J NICKLAUS PRVT				1	-1	-100.00	.00	.01
TULA HERITGE CA				1	-1	-100.00	.00	.01
ST MAYHEM HB/JP				1	-1	-100.00	.00	.01
JACK TNE WHT CA				1	-1	-100.00	.00	.01
CA D SLO ALBRNO				1	-1	-100.00	.00	.01
ORDNRY BONSHAKR				1	-1	-100.00	.00	.01
WATERBROOK MLNG				1	-1	-100.00	.00	.01
PEPI CN BL/VIGN				1	-1	-100.00	.00	.01
CLINE CASHMERE				1	-1	-100.00	.00	.01
TOROSA QN LACE				1	-1	-100.00	.00	.01
AU B CLMT PB/PG				1	-1	-100.00	.00	.01
<b>TOTAL WHT BLND/MRTG</b>			<b>22531</b>	<b>19274</b>	<b>3257</b>	<b>16.90</b>		
<b>APPLE</b>								
ANGRY ORC CRISP			7362	8237	-875	-10.62	40.81	41.46
STRONGBOW GOLD			1430	1396	-34	-2.44	7.93	7.03
SMITH&FRGE 2-12			1139	1358	-219	-16.13	6.31	6.84
ANGRY O C CN 12			1088	701	387	55.21	6.03	3.53
STELLA ARTS CDR			779	982	-203	-20.67	4.32	4.94
ANGRY OC GREEN			621	627	-6	-.96	3.44	3.16
ANGRY ORC A GNG			504	1178	-674	-57.22	2.79	5.93
RUBY HARD CIDER			443	112	331	295.54	2.46	.56
ANGRY O STNE 6P			394	276	118	42.75	2.18	1.39
STELLA ART C 4P			385	363	22	6.06	2.13	1.83
ANGRY ORC MX PK			345	430	-85	-19.77	1.91	2.16
ANGRY ORC/VRTY			342	481	-139	-28.90	1.90	2.42

# NABCA CASE SALES ANALYSIS

## BY CLASS, TYPE, BRAND

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

ALL STATES-1/1/17 - 03/31/17

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
ANGRY ORC SSNAL			278	384	-106	-27.60	1.54	1.93
HORNSBY'S DARK			271	412	-141	-34.22	1.50	2.07
ANGRY O GRN 4P			267	268	-1	-.37	1.48	1.35
CLOVER HLL SPCD			195	205	-10	-4.88	1.08	1.03
ANGRY ORC ELDFL			167		167	100.00	.93	.00
SAM SMITH ORGNC			154	97	57	58.76	.85	.49
CHADDSFORD SPCD			151	175	-24	-13.71	.84	.88
HORNSBY'S			143	152	-9	-5.92	.79	.77
HIVE STINGER			136	164	-28	-17.07	.75	.83
K PETE CSK A 4P			129	152	-23	-15.13	.72	.77
K PETE JST A 4P			110	253	-143	-56.52	.61	1.27
ANGRY O PEAR 6P			105		105	100.00	.58	.00
ACE APPLE CIDER			101	136	-35	-25.74	.56	.68
COTTONWOOD HPPD			89		89	100.00	.49	.00
ANGRY O FSHN 6P			85		85	100.00	.47	.00
WANDERING BLOOM			82	66	16	24.24	.45	.33
STINGER RASPBRY			75	65	10	15.38	.42	.33
ABES APPLE			70	109	-39	-35.78	.39	.55
SMITH&FRGE 4-6B			60		60	100.00	.33	.00
HIVE STINGR SNL			58	52	6	11.54	.32	.26
PACIFIC COAST			51	54	-3	-5.56	.28	.27
ACE THE JOKER			50	4	46	1150.00	.28	.02
FARNM SM-DR CDR			43	43		.00	.24	.22
LOON JUICE HONY			40		40	100.00	.22	.00
ANGRY ORC HOP'N			37		37	100.00	.21	.00
LABELLE GRANITE			33	35	-2	-5.71	.18	.18
STRONGBOW KEG			32		32	100.00	.18	.00
FARNM X-DR CIDR			31	37	-6	-16.22	.17	.19
STELLA ART C KG			20	32	-12	-37.50	.11	.16
RAPIDAN APPLE			18	13	5	38.46	.10	.07
CH MORRISSETTE			16		16	100.00	.09	.00
ANGRY ORC CNNFL			12	251	-239	-95.22	.07	1.26
TOMASELLO SPICE			11		11	100.00	.06	.00
SWEET PEA W/PCH			10	6	4	66.67	.06	.03
CHAMPLAIN HNYCR			10	5	5	100.00	.06	.03
CC RADL'AH SESN			10		10	100.00	.06	.00
EDEN ROSE KEG			8		8	100.00	.04	.00
LOYAL DG NK APL			6		6	100.00	.03	.00
LE BRUN BRUT			6		6	100.00	.03	.00
EDEN HEIRLOOM			5	11	-6	-54.55	.03	.06
CC GRASSHOP-AH			5		5	100.00	.03	.00
CRISPIN BROWN LN			4	7	-3	-42.86	.02	.04
CRISPIN HRD CDR			4	1	3	300.00	.02	.01
CRISPIN BRUT			3	5	-2	-40.00	.02	.03
BERRYWINE APPLE			3	2	1	50.00	.02	.01
EZ ORC HWK HAUS			3		3	100.00	.02	.00
TIETON WLD WASH			2		2	100.00	.01	.00
EDEN SM DRY KEG			2		2	100.00	.01	.00
QUERRY CIDER			1	39	-38	-97.44	.01	.20
CASTLE HL SERND			1	8	-7	-87.50	.01	.04
FARNM DRYD CIDR			1	6	-5	-83.33	.01	.03
FARNM KNG BLK R			1	6	-5	-83.33	.01	.03
EDEN ICE CIDER			1	1		.00	.01	.01
EDEN IMP ROSE			1		1	100.00	.01	.00
TIETON DRY HOPD			1		1	100.00	.01	.00
TIETON APRICOT			1		1	100.00	.01	.00
ANGRY ORC TRD D				153	-153	-100.00	.00	.77
JOHNNY APPL 6PK				143	-143	-100.00	.00	.72
SMITH&FRGE 4-6P				83	-83	-100.00	.00	.42
FARNM FRMHS CDR				34	-34	-100.00	.00	.17
ANGRY O CRP 12P				32	-32	-100.00	.00	.16
EDEN SPK SMI-DR				4	-4	-100.00	.00	.02
CASTLE HL KSWCK				3	-3	-100.00	.00	.02
HUERGES DRY CDR				3	-3	-100.00	.00	.02
FOUNDERS CUT				3	-3	-100.00	.00	.02
EDEN SPARKLING				3	-3	-100.00	.00	.02
SILVR MT HRD CD				2	-2	-100.00	.00	.01
FARNM SMMR CIDR				2	-2	-100.00	.00	.01
EDEN HONEYCRISP				1	-1	-100.00	.00	.01
TIETON CHERRY				1	-1	-100.00	.00	.01
TIETON HOLIDAY				1	-1	-100.00	.00	.01
<b>TOTAL APPLE</b>			<b>1804</b>	<b>19865</b>	<b>-1824</b>	<b>-9.18</b>		
<b>BLACKBERRY</b>								
MOON DOG ALXNDR			97	11	86	781.82	29.48	5.79
HORTON CH CABIN			67	66	1	1.52	20.36	34.74
ZORVINO FRGL Z			45	48	-3	-6.25	13.68	25.26
PASEK CLR BLBRY			38	37	1	2.70	11.55	19.47
ST JAMES WINERY			32		32	100.00	9.73	.00
CH MORRISSETTE			26	6	20	333.33	7.90	3.16
RAPIDAN RIVER			16	15	1	6.67	4.86	7.89
BERRYWINE			5	6	-1	-16.67	1.52	3.16
BARGETTO CHAUCR			3	1	2	200.00	.91	.53
<b>TOTAL BLACKBERRY</b>			<b>329</b>	<b>190</b>	<b>139</b>	<b>73.16</b>		
<b>FRUIT OTHER</b>								
PETER VELLA FLV			11806	12401	-595	-4.80	51.91	55.78
HAZLTT 1852 BRM			2118	2327	-209	-8.98	9.31	10.47
ST CHAP HUCKBRY			864	747	117	15.66	3.80	3.36
SPANADA (ROSSI)			828	867	-39	-4.50	3.64	3.90
WOODCHK CDR AMB			597	781	-184	-23.56	2.62	3.51

# NABCA CASE SALES ANALYSIS

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ALL STATES-1/1/17 - 03/31/17

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
WOODCHK CDR G S			430	624	-194	-31.09	1.89	2.81
KINSEN PLUM			376	352	24	6.82	1.65	1.58
GALLO FM SW PCH			364		364	100.00	1.60	.00
ACE PEAR CIDER			356	408	-52	-12.75	1.57	1.84
TAKARA PLUM			317	348	-31	-8.91	1.39	1.57
GALLO FM SW PNP			300		300	100.00	1.32	.00
WOODCHK CDR GUM			284	308	-24	-7.79	1.25	1.39
KIKKOMAN PLUM			282	313	-31	-9.90	1.24	1.41
GALLO FM SW BRY			246		246	100.00	1.08	.00
BAREFT R SUM CN			241	25	216	864.00	1.06	.11
JOHNSON P PEACH			213	304	-91	-29.93	.94	1.37
BARGETTO MEAD			211	176	35	19.89	.93	.79
BENGNS CRK BLUE			165		165	100.00	.73	.00
MOON DOG MURPHY			140	18	122	677.78	.62	.08
ALLEGRO FUSION			129	76	53	69.74	.57	.34
WOODCK CDR PEAR			124	208	-84	-40.38	.55	.94
BAREFT R CRP CN			122		122	100.00	.54	.00
SWEET BB BLBRRY			83	66	17	25.76	.36	.30
LOON JUICE STRW			80		80	100.00	.35	.00
HIVE RASP PEACH			77	64	13	20.31	.34	.29
ACE PINEAPPLE			75	73	2	2.74	.33	.33
PETER VELLA DEL			68	27	41	151.85	.30	.12
LABELLE CRNBRY			66	63	3	4.76	.29	.28
MOON DOG CISCOS			64	11	53	481.82	.28	.05
SWEET BB STRWBR			63	51	12	23.53	.28	.23
CHADDSFRD SPRNG			62	79	-17	-21.52	.27	.36
HIVE LIQUID SUN			58	62	-4	-6.45	.26	.28
WOODCK CDR SPRG			54	65	-11	-16.92	.24	.29
HORTON CBN RSPY			54	56	-2	-3.57	.24	.25
MOON DOG ROCKYS			53	9	44	488.89	.23	.04
SWEET BB WH PCH			52	49	3	6.12	.23	.22
FRNKLN H F GOAT			42	24	18	75.00	.18	.11
HIVE BLCK CURNT			41	38	3	7.89	.18	.17
LOON JUICE GNDR			40		40	100.00	.18	.00
WOODCK CDR RASP			39	68	-29	-42.65	.17	.31
ST JAME WN PCH			39		39	100.00	.17	.00
ST JAME WN STRW			39		39	100.00	.17	.00
ST JAME WN BLBY			38		38	100.00	.17	.00
FLAG HL APL/CRN			37	33	4	12.12	.16	.15
ST JAME WN CHRY			34		34	100.00	.15	.00
ST JAME WN RASP			33		33	100.00	.15	.00
MAUI SPLASH			32	33	-1	-3.03	.14	.15
TOMASELLO BLBRY			32	26	6	23.08	.14	.12
HIVE STRAWBERRY			31	24	7	29.17	.14	.11
ZORVINO FZ STRW			30	25	5	20.00	.13	.11
FLAG HL RSPBRRY			29	27	2	7.41	.13	.12
PASEK CLR CRNBRY			29	26	3	11.54	.13	.12
HORTON CBN PCH			28	28		.00	.12	.13
RAPIDAN PEACH			27	26	1	3.85	.12	.12
TOMASELLO BLBRY			27	22	5	22.73	.12	.10
ZORVINO PEARZ			26	32	-6	-18.75	.11	.14
SK ASIAN PEAR			25	47	-22	-46.81	.11	.21
SPANISH VLY CHY			24	3	21	700.00	.11	.01
TOMASELLO CRNBRY			23	19	4	21.05	.10	.09
TOMASELLO RSPBY			22	22		.00	.10	.10
BOORDY JAZZBERY			22	2	20	1000.00	.10	.01
SOU SHORE CRNBRY			21	23	-2	-8.70	.09	.10
SWEET BB RSPBRY			21	14	7	50.00	.09	.06
PREHISTORIC PCH			20	26	-6	-23.08	.09	.12
ZORVINO PEACHEZ			20	21	-1	-4.76	.09	.09
SWEETLND JZ BRY			20		20	100.00	.09	.00
ST JAME WN CRAN			20		20	100.00	.09	.00
ZORVINO MANGO			19	21	-2	-9.52	.08	.09
WOODCHK VARIETY			18	25	-7	-28.00	.08	.11
FNAT HONEY WINE			18	24	-6	-25.00	.08	.11
TOMASELLO CHRRY			18	24	-6	-25.00	.08	.11
MAUI BLANC			15	31	-16	-51.61	.07	.14
MEADRY RCK BL/H			15	26	-11	-42.31	.07	.12
BARGETTO RASPBY			15	15		.00	.07	.07
REGAL TEJ SM/DR			14	21	-7	-33.33	.06	.09
ST KATHRYN STRW			14		14	100.00	.06	.00
ACE BERRY CIDER			14		14	100.00	.06	.00
SWEETLND IG PCH			14		14	100.00	.06	.00
SWEETLND ZINBRY			14		14	100.00	.06	.00
WOODCHK HOPSATN			13	21	-8	-38.10	.06	.09
TOMASELLO PMGNT			12	16	-4	-25.00	.05	.07
TOMASELLO BL/PM			12	14	-2	-14.29	.05	.06
INFINTE MNKY PR			12		12	100.00	.05	.00
BERRYWINE MEAD			11	13	-2	-15.38	.05	.06
LABELLE BLUEBRY			10	13	-3	-23.08	.04	.06
BERRYWINE RASPBY			10	11	-1	-9.09	.04	.05
KOBAT PLUM			9	10	-1	-10.00	.04	.04
WYDER C PNP 6P			9		9	100.00	.04	.00
BOORDY TNGO PCH			8	9	-1	-11.11	.04	.04
OZAN PEACH CHLT			7	17	-10	-58.82	.03	.08
WOODCK PR BR SL			7	15	-8	-53.33	.03	.07
GILMNTN BLUEBRY			7		7	100.00	.03	.00
REGAL TEJ DRY			6	12	-6	-50.00	.03	.05
JBV STRAWBERRY			6	7	-1	-14.29	.03	.03
CRSSNG VY WLD B			6	6		.00	.03	.03
BARGETTO PMGNT			6	5	1	20.00	.03	.02
GILMANTON RSPBY			6		6	100.00	.03	.00
BERRYWINE PEACH			5	11	-6	-54.55	.02	.05

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ALL STATES-1/1/17 - 03/31/17

PAGE 91

CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
ALBA BLUEBERRY			5	7	-2	-28.57	.02	.03
WILS CRK LULABL			5	5		.00	.02	.02
LABELLE RSPBRRY			5	5		.00	.02	.02
CC CHERRY			5		5	100.00	.02	.00
ALBA RED RSPBRY			4	6	-2	-33.33	.02	.03
HIVE CRANBERRY			4		4	100.00	.02	.00
CROSSING VY PCH			4		4	100.00	.02	.00
BARGETTO APRCOT			3	7	-4	-57.14	.01	.03
BERRYWNE BLBRRY			3	5	-2	-40.00	.01	.02
BENIHANA PLUM			2	4	-2	-50.00	.01	.02
OZAN MAGENTA			2	4	-2	-50.00	.01	.02
HODGES BLUEBERRY			2	4	-2	-50.00	.01	.02
MARAELLA BLUBRY			2	3	-1	-33.33	.01	.01
PASEK CLR RSPBY			2	2		.00	.01	.01
CULARI POMEGRNT			2	1	1	100.00	.01	.00
B.NKTR ZMBE KLR			2		2	100.00	.01	.00
HOSHI PLUM			2		2	100.00	.01	.00
MCKNZIES BLK CH			2		2	100.00	.01	.00
WOODCK CDR SMMR			1	32	-31	-96.88	.00	.14
WOODCK PR BELGN			1	14	-13	-92.86	.00	.06
BERRYWNE STWBRY			1	4	-3	-75.00	.00	.02
LATAH CRK HCKBY			1	2	-1	-50.00	.00	.01
PERDIDO BLB JUB			1	2	-1	-50.00	.00	.01
WOODCHK CDR 802				62	-62	-100.00	.00	.28
WOODCK CDR WNTR				47	-47	-100.00	.00	.21
WOODCK C AMB CN				22	-22	-100.00	.00	.10
WOODCK CDR FALL				18	-18	-100.00	.00	.08
WOODCK PR PMPKN				12	-12	-100.00	.00	.05
WOODCHK PR PINK				10	-10	-100.00	.00	.04
FLAG H WLD BLBY				4	-4	-100.00	.00	.02
ACE PUMPKIN CDR				3	-3	-100.00	.00	.01
RAPIDAN RASPBRY				3	-3	-100.00	.00	.01
TOTALLY RND PCH				3	-3	-100.00	.00	.01
WBTS RED/WHT/BL				2	-2	-100.00	.00	.01
WOODCHUCK MINT				2	-2	-100.00	.00	.01
FRUSION WN ORNG				1	-1	-100.00	.00	.00
HOPVINE CIDER				1	-1	-100.00	.00	.00
PERDIDO QN CRNV				1	-1	-100.00	.00	.00
<b>TOTAL FRUIT OTHER</b>			<b>22744</b>	<b>22232</b>	<b>512</b>	<b>2.30</b>		
<b>FRUIT VRTL WN</b>								
ARBR MST BLK ML			6824	7804	-980	-12.56	18.20	17.57
ARBR MST FRT WZ			6214	6308	-94	-1.49	16.57	14.20
WLD VINE BLK ML			5708	6445	-737	-11.44	15.22	14.51
ARBR MST STW WZ			3931	4555	-624	-13.70	10.48	10.25
A MST MG/SW MSC			2875	4105	-1230	-29.96	7.67	9.24
ARBR MST SNG ZN			2502	3570	-1068	-29.92	6.67	8.04
A MST RSP P MSC			2029	2949	-920	-31.20	5.41	6.64
A MST PEACH MSC			1480	1865	-385	-20.64	3.95	4.20
A MST CHR R MSC			1267	1660	-393	-23.67	3.38	3.74
ARBR MST WP PNG			964	1299	-335	-25.79	2.57	2.92
ARBR MST PN GRG			942	964	-22	-2.28	2.51	2.17
ARBR MST PCH CH			849	938	-89	-9.49	2.26	2.11
ARBR MST CRN TW			826	829	-3	-.36	2.20	1.87
ARBR MST POM PN			270	470	-200	-42.55	.72	1.06
WLD VINE STW WZ			233	321	-88	-27.41	.62	.72
TMSLLO B BR MSC			135	66	69	104.55	.36	.15
TMSLLO R RP MSC			116	67	49	73.13	.31	.15
TMSLLO CRNB MSC			108	48	60	125.00	.29	.11
TMSLLO CHRY MSC			93	51	42	82.35	.25	.11
ARBR MST TF CHR			59	58	1	1.72	.16	.13
GOLLYWOBLR BLK			18	5	13	260.00	.05	.01
GRAPETME GS RSL			14	22	-8	-36.36	.04	.05
GOLLYWOBLR RED			14	17	-3	-17.65	.04	.04
BAREFT RFSH RSE			13		13	100.00	.03	.00
GRAPETM WC PN G			10	8	2	25.00	.03	.02
BAREFT RFRH MSC			2		2	100.00	.01	.00
SOLMN GR AP RSL			1	1		.00	.00	.00
SOLMN WTMLN WHT			1		1	100.00	.00	.00
SOLMN EXTC W ZN			1		1	100.00	.00	.00
SOLMN BLBR P NR			1		1	100.00	.00	.00
SOLMN KWI PR SV			1		1	100.00	.00	.00
<b>TOTAL FRUIT VRTL WN</b>			<b>37501</b>	<b>44425</b>	<b>-6924</b>	<b>-15.59</b>		
<b>TABLE OTHER</b>								
FRANZIA RD SNGR			13126	15256	-2130	-13.96	19.64	26.33
C ROSSI SANGRIA			10817	11143	-326	-2.93	16.18	19.23
PETER VLA M SNG			5819	120	5699	4749.17	8.71	.21
C ROSSI MSC SNG			4887	4572	315	6.89	7.31	7.89
BAREFOOT SNGR			4617		4617	100.00	6.91	.00
MADRIA SNGR TRD			3604	3536	68	1.92	5.39	6.10
PETER VELLA SNG			2279	2249	30	1.33	3.41	3.88
SUTTER HM SNGRA			1929	1117	812	72.69	2.89	1.93
RED GUITAR SANG			1520	1723	-203	-11.78	2.27	2.97
DAILY RTD F STW			1049	1105	-56	-5.07	1.57	1.91
RED CAT SANGRIA			1020		1020	100.00	1.53	.00
WHITE CAT SANG			916		916	100.00	1.37	.00
MSTR O MX SW&SR			904	907	-3	-.33	1.35	1.57
DAILY PEACH BCH			866	890	-24	-2.70	1.30	1.54
DAILY RTD HRRCN			733	697	36	5.16	1.10	1.20
CHOCOLATE SHOP			637	593	44	7.42	.95	1.02

# NABCA CASE SALES ANALYSIS

## BY CLASS, TYPE, BRAND

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

ALL STATES-1/1/17 - 03/31/17

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
APOTHIC 3B GIFT			613		613	100.00	.92	.00
MSTR O MX MARGT			535	504	31	6.15	.80	.87
ELUNES MSCST STR			534	667	-133	-19.94	.80	1.15
BERINGER PVS			490	600	-110	-18.33	.73	1.04
EPPA SANGRIA RD			410	456	-46	-10.09	.61	.79
LIVNGSTN SNGRIA			386	452	-66	-14.60	.58	.78
FINE CALL SW&SR			369	391	-22	-5.63	.55	.67
PLSNT VLY C LAB			349	433	-84	-19.40	.52	.75
DAILY RTD FZ MR			343	402	-59	-14.68	.51	.69
MSTR O MX ST DQ			335	340	-5	-1.47	.50	.59
ELUNES MSCST PCH			331	416	-85	-20.43	.50	.72
FLIP FLP SNG 4P			307	385	-78	-20.26	.46	.66
EPPA SANGRIA WH			294	80	214	267.50	.44	.14
SWEET MAGNOLIA			278	237	41	17.30	.42	.41
MYX FS MSC&PCH			236	349	-113	-32.38	.35	.60
MSTR MX MRGT LT			234	219	15	6.85	.35	.38
FINE CALL GRNDN			221	214	7	3.27	.33	.37
BOONES F SNGRIA			213	284	-71	-25.00	.32	.49
MSTR O MX P COL			205	201	4	1.99	.31	.35
MSTR O MX B MRY			197	228	-31	-13.60	.29	.39
C ROSSI SMTH RD			187		187	100.00	.28	.00
MYX TROP SANGRA			182	1	181	*****	.27	.00
CHADDSFRD SNGRA			177	199	-22	-11.06	.26	.34
ELUNES MSCST MNG			173	354	-181	-51.13	.26	.61
MSTR SR APL MRT			172	201	-29	-14.43	.26	.35
MSTR MRG MX BKT			165	157	8	5.10	.25	.27
MYX FS SANGRIA			163	248	-85	-34.27	.24	.43
OAK LEAF SANGIA			157	320	-163	-50.94	.23	.55
MSTR O MX WH SR			150	146	4	2.74	.22	.25
SAND CASTLE ALP			150	138	12	8.70	.22	.24
YAGO SANT'GRIA			144	201	-57	-28.36	.22	.35
BLUE BAYOU			142	149	-7	-4.70	.21	.26
VLNZNO RD/WH/BL			136	129	7	5.43	.20	.22
CHARLSTON B MRY			124	80	44	55.00	.19	.14
MYX FS MSC&COCO			121	199	-78	-39.20	.18	.34
ORLEAN H CT ZRO			120	183	-63	-34.43	.18	.32
KIRKLAND RTD MG			120	60	60	100.00	.18	.10
MOM EST GRENADN			113	109	4	3.67	.17	.19
DAILY ISLD BRZE			108		108	100.00	.16	.00
MSTR O MX T COL			100	121	-21	-17.36	.15	.21
SPODEE WHITE			95	92	3	3.26	.14	.16
MIJA SANGRIA			90	123	-33	-26.83	.13	.21
FINE CALL STW P			89	81	8	9.88	.13	.14
HIVE SUMMR MEAD			88		88	100.00	.13	.00
SOUTHERN BELLE			77	75	2	2.67	.12	.13
MOM EST LME JCE			76	67	9	13.43	.11	.12
MSTR MX LOAD BM			75	73	2	2.74	.11	.13
CAPRICCO BB SNG			74	44	30	68.18	.11	.08
FINE CALL MRGTA			69	68	1	1.47	.10	.12
BLUEBERRY TH SW			66		66	100.00	.10	.00
C ROSSI SOFT WH			66		66	100.00	.10	.00
CH MRSTTE R SNG			64	47	17	36.17	.10	.08
DAILY RTD FZ PC			61	358	-297	-82.96	.09	.62
SOLEIL MIMOSA			48	34	14	41.18	.07	.06
MSTR MX SM SYRP			45	39	6	15.38	.07	.07
MSTR O MX LIME			39	40	-1	-2.50	.06	.07
DUPLIN SANGRIA			35		35	100.00	.05	.00
SOLEIL MIMO MNI			33	14	19	135.71	.05	.02
HRM REX-GOL SNG			31	55	-24	-43.64	.05	.09
COURTYARD CHOPL			31	25	6	24.00	.05	.04
SOLEIL MNG MIMO			31	8	23	287.50	.05	.01
BEATBOX F PUNCH			31		31	100.00	.05	.00
FRNKLN H CARNVL			30	17	13	76.47	.04	.03
FINE CALL MANGO			28	27	1	3.70	.04	.05
FINE CALL B MRY			27	34	-7	-20.59	.04	.06
FINE CALL PN CL			26	27	-1	-3.70	.04	.05
BEATBOX BL RAZZ			25		25	100.00	.04	.00
DAILY RTD FZ SD			24		24	100.00	.04	.00
A MST ARBR STRW			23	132	-109	-82.58	.03	.23
CHARLSTN VEGGIE			23		23	100.00	.03	.00
BERRYWN PL SNGR			22	18	4	22.22	.03	.03
DRY FRMS SMT MX			22		22	100.00	.03	.00
A MST ARBR LIME			21	176	-155	-88.07	.03	.30
SOLIEL PNA MIMO			21	22	-1	-4.55	.03	.04
LA VIDA BONTA M			21		21	100.00	.03	.00
PURPLE PASSION			20	229	-209	-91.27	.03	.40
BROTHERHOOD HOL			20	46	-26	-56.52	.03	.08
DAILY RTD BHAMA			20		20	100.00	.03	.00
A MST ARBR MNGO			19	151	-132	-87.42	.03	.26
SHADE MT RASCAL			18	18		.00	.03	.03
COURTYARD SANGR			18	10	8	80.00	.03	.02
HONEYMAKER DRY			16	16		.00	.02	.03
LIDESTRI RD SNG			16	6	10	166.67	.02	.01
HONEYMAKER BLUE			15	15		.00	.02	.03
FLIP FLP RED CN			15		15	100.00	.02	.00
COCOA VINO			14	15	-1	-6.67	.02	.03
RAPIDAN CHOCOLT			13	20	-7	-35.00	.02	.03
TRINCHRO MIX RD			13	9	4	44.44	.02	.02
BOORDY VIVA SNG			12	19	-7	-36.84	.02	.03
HONEYMAKER LVND			12	19	-7	-36.84	.02	.03
PARADOX TW TEA			12	14	-2	-14.29	.02	.02
CHOCOLATE CUVEE			12	11	1	9.09	.02	.02
MNLGT MD AP PIE			12		12	100.00	.02	.00

# NABCA CASE SALES ANALYSIS

## BY CLASS, TYPE, BRAND

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

ALL STATES-1/1/17 - 03/31/17

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
SWEETLND V SNGR			12		12	100.00	.02	.00
SHADE MT 6 DWRF			11	11		.00	.02	.02
STRGHT NO CHASR			11	9	2	22.22	.02	.02
ELK RUN SW KATH			10	9	1	11.11	.01	.02
MNLGT MD H BLUE			10		10	100.00	.01	.00
DAILY MAUI WIEE			10		10	100.00	.01	.00
APIMED TRN MEAD			10		10	100.00	.01	.00
STIRRING MARGRT			9	10	-1	-10.00	.01	.02
CROSSNG CH TRFL			9	9		.00	.01	.02
APIMED SLV LGHT			9		9	100.00	.01	.00
ROUND POND MIXD			9		9	100.00	.01	.00
APIMED SLV DARK			9		9	100.00	.01	.00
APIMED SLV MEAD			9		9	100.00	.01	.00
MU MINI HOLIDAY			9		9	100.00	.01	.00
MNLGT MD DESIRE			9		9	100.00	.01	.00
MNLGT MD SUMPTS			9		9	100.00	.01	.00
MNLGT MD SNSUAL			9		9	100.00	.01	.00
MYX FUSIONS MSC			8	8		.00	.01	.01
GOSLING STRM GN			8		8	100.00	.01	.00
MARTINELLI MIXD			8		8	100.00	.01	.00
COCOA VINO MINT			7	11	-4	-36.36	.01	.02
STIRRING MOJITO			7	4	3	75.00	.01	.01
MU CHOCLTE CHAI			7	3	4	133.33	.01	.01
FRANZIA FR SNGR			7	3	4	133.33	.01	.01
NELLCOTE MIXED			7		7	100.00	.01	.00
MACAULY VNY MXD			7		7	100.00	.01	.00
AMICI CEL MIXED			7		7	100.00	.01	.00
WINE CUBE R SNG			7		7	100.00	.01	.00
SWEETLND W SNGR			7		7	100.00	.01	.00
MU VANILLA LTTE			6	8	-2	-25.00	.01	.01
STIRRING COSMO			6	6		.00	.01	.01
CROSSNG SANGRIA			6	5	1	20.00	.01	.01
ANNAPOLIS SUNST			6	3	3	100.00	.01	.01
MU ESPRSO MCHTO			6	3	3	100.00	.01	.01
MNLGT MD R DRSS			6	6		.00	.01	.00
NAYLOR MANGO MA			6		6	100.00	.01	.00
ARROWHEAD NGARA			5	142	-137	-96.48	.01	.25
MSTR MX BL M XS			5	64	-59	-92.19	.01	.11
STIRRING DRT MT			5	16	-11	-68.75	.01	.03
SHADE MT LEMBGR			5	5		.00	.01	.01
RAM ISL LV LMND			5	5		.00	.01	.01
STIRRING LMN DR			4		1	25.00	.01	.01
WOOFIEDOG HOPPD			4		1	25.00	.01	.01
FINE CALL PEACH			5	3	2	66.67	.01	.01
MU COCO CAPUCNO			5	2	3	150.00	.01	.00
NAYLOR CHRY CHC			5		5	100.00	.01	.00
SPODEE RED			4	86	-82	-95.35	.01	.15
CROCTAIL SW TEA			4		4	100.00	.01	.00
CULLRI FLAMING			4		4	100.00	.01	.00
LABELLE HOLIDAY			4		4	100.00	.01	.00
DAILY LGHT MNGO			3	6	-3	-50.00	.00	.01
COCOA D VEZZETI			3	5	-2	-40.00	.00	.01
PERDIDO ECOR RG			3	4	-1	-25.00	.00	.01
STIRRING BLD MR			3	3		.00	.00	.01
RAM ISL ICE TEA			3	3		.00	.00	.01
MSTR O MX COSMO			3	2	1	50.00	.00	.00
CULLRI BL ON BL			3	1	2	200.00	.00	.00
HOLLY NOG C MNT			3	1	2	200.00	.00	.00
SWEET SUNST CHC			3		3	100.00	.00	.00
FLIP FL SNG 12P			3		3	100.00	.00	.00
ICE BOX MARGRTA			3		3	100.00	.00	.00
SOLEIL PNPL MIM			3		3	100.00	.00	.00
CHOCOLATE VL VN			2	12	-10	-83.33	.00	.02
WILCOX WN NIGHT			2		2	100.00	.00	.00
DUPLIN WHT SANG			2		2	100.00	.00	.00
HOXIE SPRTZ BLN			2		2	100.00	.00	.00
ICE BOX LLIT			2		2	100.00	.00	.00
HOXIE SPRTZ RSE			2		2	100.00	.00	.00
SHOTBALL KAMKZE			2		2	100.00	.00	.00
SHOTBALL STW BM			2		2	100.00	.00	.00
FINE CALL HRRCN			2		2	100.00	.00	.00
A MST F PNA CLD			1	287	-286	-99.65	.00	.50
CROCTAIL MOJITO			1	52	-51	-98.08	.00	.09
WINEHRT CNM BUN			1	14	-13	-92.86	.00	.02
DAILY LGHT MRGT			1	8	-7	-87.50	.00	.01
LINGANORE SNGRA			1	6	-5	-83.33	.00	.01
LIDESTRI WHT SN			1	1		.00	.00	.00
LINGNR MNGO SNG			1		1	100.00	.00	.00
SHOTBALL SEX BH			1		1	100.00	.00	.00
SHOTBALL MAI TA			1		1	100.00	.00	.00
CHOCOLAT RGE SW			1		1	100.00	.00	.00
TOROSA PHNX RSG			1		1	100.00	.00	.00
CULLRI CHAMBRCN			1		1	100.00	.00	.00
A MST F LME MRG				287	-287	-100.00	.00	.50
A MST F STW DAQ				241	-241	-100.00	.00	.42
DAILY RTD F MNG				111	-111	-100.00	.00	.19
YAGO WHT S'GRIA				91	-91	-100.00	.00	.16
APPL MARTINI CK				74	-74	-100.00	.00	.13
PEACH MARTINI CK				62	-62	-100.00	.00	.11
SALTD CRML MTNI				26	-26	-100.00	.00	.04
CH MRSTTE W SNG				26	-26	-100.00	.00	.04
DAILY BCH BERRY				21	-21	-100.00	.00	.04
DAILY RTD FZ PD				19	-19	-100.00	.00	.03

# NABCA CASE SALES ANALYSIS

## BY CLASS, TYPE, BRAND

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

ALL STATES-1/1/17 - 03/31/17

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
BOORDY WHT SNGR				12	-12	-100.00	.00	.02
WINEHRT MNT CHC				9	-9	-100.00	.00	.02
DAILY RTD BL HW				8	-8	-100.00	.00	.02
TEAVINE ELDRFLW				8	-8	-100.00	.00	.01
TEAVINE ORIGINAL				6	-6	-100.00	.00	.01
WINEHRT CHC STW				5	-5	-100.00	.00	.01
CHOCCLT SHOP STW				5	-5	-100.00	.00	.01
CHOCCLTE SHP MNT				4	-4	-100.00	.00	.01
FINE CLL BM HAB				3	-3	-100.00	.00	.01
CHATEAU CHOCCLT				3	-3	-100.00	.00	.01
WILD CKTL COSMO				3	-3	-100.00	.00	.01
WILD CKTL STRWB				3	-3	-100.00	.00	.01
CHOCOLATE CELLR				2	-2	-100.00	.00	.00
WILD CKTL PINA				2	-2	-100.00	.00	.00
WINEHRT IRS CRM				2	-2	-100.00	.00	.00
SINFUL				2	-2	-100.00	.00	.00
MYX FS MSC&MNGO				1	-1	-100.00	.00	.00
DAILY RTD MG BX				1	-1	-100.00	.00	.00
LIDESTRI BLD MR				1	-1	-100.00	.00	.00
MEADRY ROCK HNY				1	-1	-100.00	.00	.00
YALOBUSHA GOLD				1	-1	-100.00	.00	.00
MSTR STW MX BKT				1	-1	-100.00	.00	.00
FINE CALL LIME				1	-1	-100.00	.00	.00
<b>TOTAL TABLE OTHER</b>			<b>66836</b>	<b>57936</b>	<b>8900</b>	<b>15.36</b>		
CHMPAGNE BRUT								
KORBEL BRUT			9610	10234	-624	-6.10	22.91	25.04
COOKS IMP BRUT			8879	9396	-517	-5.50	21.17	22.99
ANDRE BRUT			7575	6575	1000	15.21	18.06	16.09
BAREFOOT BUBBLY			2712	2728	-16	-.59	6.47	6.68
ROGET BRUT			2479	2309	170	7.36	5.91	5.65
MUMM NAPA BRUT			1496	1479	17	1.15	3.57	3.62
DOM CHNDN NV BR			1381	1106	275	24.86	3.29	2.71
GRT WESTRN BRUT			1091	1058	33	3.12	2.60	2.59
WM WYCLIFF			1035	703	332	47.23	2.47	1.72
MICHELLE BRUT			1010	968	42	4.34	2.41	2.37
PIPER SNM BRUT			794	850	-56	-6.59	1.89	2.08
DOM CHNDN BR CV			573	553	20	3.62	1.37	1.35
GRUET NEW MEXICO			524	299	225	75.25	1.25	.73
TOTT'S BRUT			399	318	81	25.47	.95	.78
ROEDERER EST AV			344	444	-100	-22.52	.82	1.09
KORBEL BRUT ORG			336	365	-29	-7.95	.80	.89
MUMM NAPA CV M			325	359	-34	-9.47	.77	.88
GLORIA FERR BRT			306	339	-33	-9.73	.73	.83
G FERR RYE 2007			270		270	100.00	.64	.00
COOK IMP 6/4 PK			183	171	12	7.02	.44	.42
MUMM BR RS/CRTN			161	228	-67	-29.39	.38	.56
SCHRRFNBRG BRUT			159	54	105	194.44	.38	.13
KENWOOD CUV BRT			84	96	-12	-12.50	.20	.23
GRUET N MX ROSE			80	66	14	21.21	.19	.16
ROEDERER EST RS			34	44	-10	-22.73	.08	.11
ARGYLE BRUT			29	32	-3	-9.38	.07	.08
SCHRAMBG MIRABL			19		19	100.00	.05	.00
KLUGE SP BLC BL			12	26	-14	-53.85	.03	.06
GLORIA F RYL CV			10	18	-8	-44.44	.02	.04
ROEDERER L'ERMG			9	7	2	28.57	.02	.02
G FERR VA DE VI			5	14	-9	-64.29	.01	.03
IRON HRSE CL BR			5	6	-1	-16.67	.01	.01
MUMM NAPA BR RS			4	9	-5	-55.56	.01	.02
B HERZOG BRUT			4	3	1	33.33	.01	.01
DOM CHNDN ETOIL			2	2		.00	.00	.00
KORBEL BRUT 4PK			2	2		.00	.00	.00
ROEDERE L'ER RS			1	2	-1	-50.00	.00	.00
TOAD HLW AMPLXS			1		1	100.00	.00	.00
CH FRANK BRUT				5	-5	-100.00	.00	.01
<b>TOTAL CHMPAGNE BRUT</b>			<b>41943</b>	<b>40868</b>	<b>1075</b>	<b>2.63</b>		
CHMPGNE X DRY								
ANDRE EX DRY			9415	8950	465	5.20	32.21	31.01
COOKS IMP X DRY			6839	6613	226	3.42	23.40	22.91
ROGET EXTRA DRY			4956	4917	39	.79	16.96	17.04
KORBEL X DRY			3984	4365	-381	-8.73	13.63	15.12
BAREFOOT BUBBLY			2619	2550	69	2.71	8.96	8.84
G WESTN EXT DRY			1166	1226	-60	-4.89	3.99	4.25
TOTT'S EXT DRY			232	214	18	8.41	.79	.74
DSM EXTRA DRY			15	25	-10	-40.00	.05	.09
KORBEL DRY SMMR			2		2	100.00	.01	.00
<b>TOTAL CHMPGNE X DRY</b>			<b>29228</b>	<b>28860</b>	<b>368</b>	<b>1.28</b>		
CHMPGNE NATRL								
KORBEL NATURAL			742	641	101	15.76	100.00	100.00
<b>TOTAL CHMPGNE NATRL</b>			<b>742</b>	<b>641</b>	<b>101</b>	<b>15.76</b>		
CHAMPAGNE OTH								
BAREFT BUB P GR			1591	1581	10	.63	36.71	35.95
KORBEL SWT CUV			1009	1069	-60	-5.61	23.28	24.31
BAREFOOT BUBBLY			957	937	20	2.13	22.08	21.31
COOKS IMP BR GR			397	477	-80	-16.77	9.16	10.85
SCHRAM BLC D BL			156	96	60	62.50	3.60	2.18

# NABCA CASE SALES ANALYSIS

## BY CLASS, TYPE, BRAND

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

ALL STATES-1/1/17 - 03/31/17

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
KORBEL CHARDNNY			99	110	-11	-10.00	2.28	2.50
WILSON CR ALMND			31	47	-16	-34.04	.72	1.07
PIPER SNM BL BL			29	36	-7	-19.44	.67	.82
GLORIA F BLC BL			25		25	100.00	.58	.00
KORBEL NOIR VNT			21	21		.00	.48	.48
SHRMSBRG CREMNT			12	9	3	33.33	.28	.20
IRON HRSE WD CV			2	9	-7	-77.78	.05	.20
GLORIA F CRN CV			2	2		.00	.05	.05
IRON HRSE BL BL			1	2	-1	-50.00	.02	.05
GRUET DMI SC BL			1	2	-1	-50.00	.02	.05
SCHRAM J SCHRAM			1		1	100.00	.02	.00
<b>TOTAL CHAMPAGNE OTH</b>			<b>4334</b>	<b>4398</b>	<b>-64</b>	<b>-1.46</b>		
<b>CHAMP PNK/RED</b>								
ANDRE PINK BLSH			2658	2775	-117	-4.22	33.20	35.92
KORBEL SWT ROSE			1724	1715	9	.52	21.54	22.20
ANDRE COLD DUCK			1273	1286	-13	-1.01	15.90	16.65
KORBEL ROSE			877	755	122	16.16	10.96	9.77
DOM CHNDN ROSE			853	664	189	28.46	10.66	8.59
COOKS SWT ROSE			393	355	38	10.70	4.91	4.59
G FERRER BLC NR			106	87	19	21.84	1.32	1.13
MICHELLE BR RSE			66	46	20	43.48	.82	.60
MIRABILLE BRT RS			17	7	10	142.86	.21	.09
TJS RSRV ROSE			17	6	11	183.33	.21	.08
J SPARKLNG ROSE			9	13	-4	-30.77	.11	.17
CHNDN ETOIL RSE			7	10	-3	-30.00	.09	.13
KORBEL ROUGE			5	7	-2	-28.57	.06	.09
<b>TOTAL CHAMP PNK/RED</b>			<b>8005</b>	<b>7726</b>	<b>279</b>	<b>3.61</b>		
<b>SPUMANTE</b>								
ROGET SPUMANTE			4898	5431	-533	-9.81	34.90	37.83
BAREFT BUB MSCT			3252	2972	280	9.42	23.17	20.70
BALLATORE			2535	2510	25	1.00	18.06	17.48
ANDRE			2204	2231	-27	-1.21	15.71	15.54
COOKS IMPERIAL			1089	1165	-76	-6.52	7.76	8.11
BALLATORE ROSSO			52	38	14	36.84	.37	.26
GLENORA PEACH			2	5	-3	-60.00	.01	.03
GLENORA RASPBRY			1	5	-4	-80.00	.01	.03
<b>TOTAL SPUMANTE</b>			<b>14033</b>	<b>14357</b>	<b>-324</b>	<b>-2.26</b>		
<b>SPARKLING OTH</b>								
BAREFT BB PK MS			5308	4616	692	14.99	26.86	24.53
ANDRE PCH MSCTO			1834	1600	234	14.63	9.28	8.50
DSM BL D NOR NV			1758		1758	100.00	8.89	.00
ANDRE STW MSCTO			1283	1282	1	.08	6.49	6.81
BAREFT BB BERRY			1117	864	253	29.28	5.65	4.59
BAREFT BB PEACH			929	581	348	59.90	4.70	3.09
BAREFT BB BR CV			923	836	87	10.41	4.67	4.44
FFC SOFIA BDB			829	884	-55	-6.22	4.19	4.70
STTR HM BB P MS			800	1020	-220	-21.57	4.05	5.42
MUMM NPA BRT RS			703	678	25	3.69	3.56	3.60
CHNDN B D NOIRS			484	724	-240	-33.15	2.45	3.85
BALLATORE MSC R			426	448	-22	-4.91	2.16	2.38
ANDRE PNK MSCTO			412	477	-65	-13.63	2.08	2.53
BAREFT BB PNAPL			346	658	-312	-47.42	1.75	3.50
MUMM NAPA BL BL			274	347	-73	-21.04	1.39	1.84
ANDRE MOSCATO			271	364	-93	-25.55	1.37	1.93
DMN CARNROS BRT			236	232	4	1.72	1.19	1.23
BLANC BLEU MSSX			222	217	5	2.30	1.12	1.15
ARGYLE BRT SPKL			219	141	78	55.32	1.11	1.75
BAREFT BB RD MS			163	222	-59	-26.58	.82	1.18
CHANDON SW STAR			106	112	-6	-5.36	.54	.60
BRNGR WHT ZNFDL			94	129	-35	-27.13	.48	.69
ALLURE PNK MSCT			87	123	-36	-29.27	.44	.65
J CUVEE 20 SNM			81	86	-5	-5.81	.41	.46
ANDRE STRAWBRRY			57	73	-16	-21.92	.29	.39
GRUET BLNC D NR			53	83	-30	-36.14	.27	.44
TREVERI BL D BL			53	81	-28	-34.57	.27	.43
ANDRE BRUT ROSE			51		51	100.00	.26	.00
ANDRE PCH PASSN			48	93	-45	-48.39	.24	.49
BAREFT BB ORNGE			47	254	-207	-81.50	.24	1.35
SCARLET PEARL			32		32	100.00	.16	.00
SCHRAM BLC D NR			28	16	12	75.00	.14	.09
POPCRUSH CAL			26	613	-587	-95.76	.13	3.26
TREVERI ROSE CV			24	41	-17	-41.46	.12	.22
SCHRM BRUT ROSE			24	36	-12	-33.33	.12	.19
SPRITZ & GIGLES			23	57	-34	-59.65	.12	.30
DM CARN BRT RSE			23	20	3	15.00	.12	.11
GRUET BLC D BLC			23		23	100.00	.12	.00
CAYMUS CONUNDRM			20		20	100.00	.10	.00
EUFLORIA ARMATC			20		20	100.00	.10	.00
GRUET SVG BL BL			18	3	15	500.00	.09	.02
TREVERI SYRAH			15	13	2	15.38	.08	.07
TRADER JOE'S			14		14	100.00	.07	.00
DOM CHNDN RCHE			11	13	-2	-15.38	.06	.07
MUMM BDN/BRT RS			11	13	-2	-15.38	.06	.07
CHAMPY BRUT SNM			11		11	100.00	.06	.00
CHANDON RSE CRL			10	237	-227	-95.78	.05	1.26
TOMASLLO BLUBRY			10	26	-16	-61.54	.05	.14
ALMOND CREEK			10	12	-2	-16.67	.05	.06

# NABCA CASE SALES ANALYSIS

## BY CLASS, TYPE, BRAND

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

ALL STATES-1/1/17 - 03/31/17

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
IRON HSE RS BDB			10	5	5	100.00	.05	.03
ALLURE MANGO			10		10	100.00	.05	.00
R GRANT CV R BR			9	21	-12	-57.14	.05	.11
DM ST VNCENT BR			9	10	-1	-10.00	.05	.05
R.S.V.P. BRUT			9	9		100.00	.05	.05
TOAST BRUT CAL			9	8	1	12.50	.05	.04
ST CLAIRE MIMSA			9	4	5	125.00	.05	.02
MADAME LIBERTE			9	1	8	800.00	.05	.01
TREVERI BL D NR			9		9	100.00	.05	.00
CONUNDRUM			9		9	100.00	.05	.00
HULA O MAUI PAP			8	13	-5	-38.46	.04	.07
CHANDON ETOILE			7	14	-7	-50.00	.04	.07
PACIFIC RIM RSL			7	6	1	16.67	.04	.03
COOKS MOSCATO			6	31	-25	-80.65	.03	.16
MICHELLE EX DRY			6	14	-9	-64.29	.03	.07
SOKOL EVOLUTION			5	12	-7	-58.33	.03	.06
ROCK WALL BLANC			5	6	-1	-16.67	.03	.03
ARGYLE BRT ROSE			5	6	-1	-16.67	.03	.03
ARGYLE BLC D BL			5	1	4	400.00	.03	.01
14 HANDS BRUT			5		5	100.00	.03	.00
WYCLIFF BRT RSE			5		5	100.00	.03	.00
BAGRTNI KAKHETI			4	1	3	300.00	.02	.01
ONE HOPE BRUT			4		4	100.00	.02	.00
CHANDON BRT CLS			3	5	-2	-40.00	.02	.03
VINUM BUB CN BL			3	4	-1	-25.00	.02	.02
SEA SMOKE BL NR			3	3		100.00	.02	.02
RSNBLM BBY MSCT			3		3	100.00	.02	.00
CH FRANK CEL RS			3		3	100.00	.02	.00
KEDEM WHITE			2	7	-5	-71.43	.01	.04
WESTPORT RV RJR			2	2		100.00	.01	.01
SK ASN PEAR TRD			2	2		100.00	.01	.01
IRON HORSE ROSE			2	2		100.00	.01	.01
SALMON CRK BRUT			2	1	1	100.00	.01	.01
JFJ ALMOND			2		2	100.00	.01	.00
DMN CRNROS ULTR			2		2	100.00	.01	.00
EVES ATMNS GOLD			1	1		100.00	.01	.01
CHAMPLN ICE CDR			1	1		100.00	.01	.01
POST RED MOSCTO			1		1	100.00	.01	.00
ELK CV BR L BHM			1		1	100.00	.01	.00
LORING BL DE BL			1		1	100.00	.01	.00
BILTMRE BLC BLC			1		1	100.00	.01	.00
ALLURE PEACH				128	-128	-100.00	.00	.68
ALLURE MOSCATO				41	-41	-100.00	.00	.22
MIDDLE SIS GLMR				40	-40	-100.00	.00	.21
FFC GIA FRZ CHD				16	-16	-100.00	.00	.09
CHNDN BR CL LIB				15	-15	-100.00	.00	.08
CHNDN B D NR HL				15	-15	-100.00	.00	.08
AMUSANT PK MSCT				11	-11	-100.00	.00	.06
AMUSNT BUB MSCT				7	-7	-100.00	.00	.04
SCHRM MRB B RSE				5	-5	-100.00	.00	.03
SCHFNBGRGR BR EX				5	-5	-100.00	.00	.03
CHNDN B N NR SM				4	-4	-100.00	.00	.02
TREVERI EX BRUT				4	-4	-100.00	.00	.02
HERMANN BRUT CV				4	-4	-100.00	.00	.02
SUTTER HOME MSC				3	-3	-100.00	.00	.02
EVES BCKHRN HLW				2	-2	-100.00	.00	.01
MARILYN BLND NR				2	-2	-100.00	.00	.01
GLENORA BRUT				1	-1	-100.00	.00	.01
GRUET BDB X-DRY				1	-1	-100.00	.00	.01
GRUET BDB 25 AN				1	-1	-100.00	.00	.01
<b>TOTAL SPARKLING OTH</b>			<b>19765</b>	<b>18820</b>	<b>945</b>	<b>5.02</b>		
<b>DOM COOLERS</b>								
SGRM ES JAMAICN			2880	2786	94	3.37	30.41	23.44
SEAGRAM W BERRY			1521	1948	-427	-21.92	16.06	16.39
SGRM FZZY NAVEL			1344	1711	-367	-21.45	14.19	14.40
SGRM ES STRW DQ			1322	1331	-9	-.68	13.96	11.20
SGRM ES FR PNCH			514	360	154	42.78	5.43	3.03
SGRM ES GR FIZZ			454	338	116	34.32	4.79	2.84
BRTL&JMS STW DQ			445	553	-108	-19.53	4.70	4.65
BRTL&JMS FZ NVL			438	561	-123	-21.93	4.62	4.72
BRTL&JMS EX BRY			263	348	-85	-24.43	2.78	2.93
BOONE F BLU HWA			202	233	-31	-13.30	2.13	1.96
BOONE F S C BRY			44	81	-37	-45.68	.46	.68
BOONE F FZY NVL			44	48	-4	-8.33	.46	.40
SGRM ES CLP CLD			1	1014	-1013	-99.90	.01	8.53
SGRM STRWBY DAQ				163	-163	-100.00	.00	1.37
SGRM ES RSP LMN				140	-140	-100.00	.00	1.18
SEAGRAM ORG PNE				102	-102	-100.00	.00	.86
SEAGRAM MARGRTA				82	-82	-100.00	.00	.69
BRTL&JMS PN COL				25	-25	-100.00	.00	.21
BRTL&JMS MRGRTA				22	-22	-100.00	.00	.19
BRTL&JMES BRY				16	-16	-100.00	.00	.13
BRTL&JMS RD SNG				16	-16	-100.00	.00	.13
BOONE F SNS PNK				8	-8	-100.00	.00	.07
<b>TOTAL DOM COOLERS</b>			<b>9472</b>	<b>11886</b>	<b>-2414</b>	<b>-20.31</b>		
<b>DOM VRMTH DRY</b>								
TRIBUNO			2060	2262	-202	-8.93	65.33	65.62
GALLO			562	614	-52	-8.47	17.82	17.81
LEJON			470	513	-43	-8.38	14.91	14.88

# NABCA CASE SALES ANALYSIS

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
G AND D			30	26	4	15.38	.95	.75
RANSOM			29	26	3	11.54	.92	.75
KEDEM			2	2		.00	.06	.06
VYA				3	-3	-100.00	.00	.09
QUADY EXTRA DRY				1	-1	-100.00	.00	.03
<b>TOTAL DOM VRMTH DRY</b>			<b>3153</b>	<b>3447</b>	<b>-294</b>	<b>-8.53</b>		
DOM VRMTH SWT								
TRIBUNO			2534	2610	-76	-2.91	65.12	66.70
GALLO			677	710	-33	-4.65	17.40	18.14
LEJON			587	504	83	16.47	15.09	12.88
G AND D			43	41	2	4.88	1.11	1.05
RANSOM			25	19	7	36.84	.67	.49
VYA			20	18	2	11.11	.51	.46
IMBUE BITTERSWT			3	4	-1	-25.00	.08	.10
KEDEM			1	1		.00	.03	.03
QUADY SWEET				6	-6	-100.00	.00	.15
<b>TOTAL DOM VRMTH SWT</b>			<b>3891</b>	<b>3913</b>	<b>-22</b>	<b>-.56</b>		
IMP PORT RED								
COCKBURN FN RBY			798	813	-15	-1.85	19.69	22.31
BARAO VILAR V14			444		444	100.00	10.95	.00
SNDMN FOUNDR RS			443	485	-42	-8.66	10.93	13.31
GRAHAM 6 GRAPES			330	322	8	2.48	8.14	8.84
FONSECA BIN #27			300	258	42	16.28	7.40	7.08
COCKBURN SP RSV			220	187	33	17.65	5.43	5.13
SANDMN 1S RUBY			207	185	22	11.89	5.11	5.08
TAYLR FLDGT LBV			205	190	15	7.89	5.06	5.21
WARRES WARRIOR			132	135	-3	-2.22	3.26	3.70
WARRES RUBY			116	90	26	28.89	2.86	2.47
QNTA D NOV BLCK			116	90	26	28.89	2.86	2.47
COCKBURN LTE BT			93	104	-11	-10.58	2.30	2.85
WARRES ALTANO			84	57	27	47.37	2.07	1.56
WARRES LATE BOT			52	56	-4	-7.14	1.28	1.54
FERREIRA ANT RS			38	47	-9	-19.15	.94	1.29
PRESNTL RUBY			38	43	-5	-11.63	.94	1.18
DOW S L.B.V			38	18	20	111.11	.94	.49
HERDADE DO PESO			29		29	100.00	.72	.00
ROZES RSV PORTO			28		28	100.00	.69	.00
GRAHAM FNE RUBY			21	16	5	31.25	.52	.44
MAYNARD SAMPLER			20		20	100.00	.49	.00
WARRIOR SPC RES			19	11	8	72.73	.47	.30
QUINTA NOV 1987			18	13	5	38.46	.44	.36
MORGADO 10 YR			16	10	6	60.00	.39	.27
QUINTA NOV RUBY			15	13	2	15.38	.37	.36
FERREIRA RUBY			13	10	3	30.00	.32	.27
ROZES 2000 VINT			13	6	7	116.67	.32	.16
BARAO VILAR V11			12	55	-43	-78.18	.30	1.51
MORGADO RUBY			11	7	4	57.14	.27	.19
GRAHAM LT BT 03			10	12	-2	-16.67	.25	.33
S & J RUBY/2GLS			10		10	100.00	.25	.00
FONSECA LBV			8	9	-1	-11.11	.20	.25
QUINTA CRSTO RS			8	7	1	14.29	.20	.19
RAMOS PNTD DUAS			6	10	-4	-40.00	.15	.27
PRESIDENTIAL LBV			6	9	-3	-33.33	.15	.25
TAYLR FIRST EST			6	7	-1	-14.29	.15	.19
QUINTA CRSTO LB			6	2	4	200.00	.15	.05
QUEVEDO CLDS RS			5	12	-7	-58.33	.12	.33
CROFT PINK			5	5		.00	.12	.14
BORGES PRT RUBY			5	4	1	25.00	.12	.11
FONSCA TR BELLA			5	3	2	66.67	.12	.08
MAYNARD FNE RBY			5		5	100.00	.12	.00
CEDRO DO NOVAL			4	100	-96	-96.00	.10	2.74
BROADBNT AUC RS			4	11	-7	-63.64	.10	.30
QNTA D NVL LBV			4	10	-6	-60.00	.10	.27
DOW S LT BT 08			4	8	-4	-50.00	.10	.22
DOWS CRUSTED			4	7	-3	-42.86	.10	.19
QNTA NVL LBV 96			4	5	-1	-20.00	.10	.14
FONSECA LBV UF			4	4		.00	.10	.11
GRAHAMS 2011			4	2	2	100.00	.10	.05
DOW VALE BOMFIM			3	47	-44	-93.62	.07	1.29
TAYLR FLDGT RUB			3	13	-10	-76.92	.07	.36
QUEVEDO RUBY			3	7	-4	-57.14	.07	.19
DOWS BOARDROOM			3	6	-3	-50.00	.07	.16
BOGLE PET SIRAH			3	4	-1	-25.00	.07	.11
GRAHM LBV 6/7/8			3	4	-1	-25.00	.07	.11
WARRES 2003			3		3	100.00	.07	.00
DOWS VINTAGE 94			3		3	100.00	.07	.00
CHURCHLL LBV VV			2	6	-4	-66.67	.05	.16
GRAHAM MALVEDOS			2	6	-4	-66.67	.05	.16
QUARLS HRRS RBY			2	4	-2	-50.00	.05	.11
SMTH WDHS LODGE			2	4	-2	-50.00	.05	.11
QNTA VSUVIO 12			2	3	-1	-33.33	.05	.08
DOWS TRADEMARK			2	2		.00	.05	.05
RAMOS PINTO RBY			2	1	1	100.00	.05	.03
GRAN PRT CRZ 99			2	1	1	100.00	.05	.03
GRAHAM 6 GRP OV			2	1	1	100.00	.05	.03
DOW S FINE RUBY			2	1	1	100.00	.05	.03
FONSECA GUMRNS			2		2	100.00	.05	.00
COCKBURN VINTGE			2		2	100.00	.05	.00
WARRES COMBO PK			2		2	100.00	.05	.00

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ALL STATES-1/1/17 - 03/31/17

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
OFFLEY VNT 2010			1	31	-30	-96.77	.02	.85
CHURCHLL DOURO			1	12	-11	-91.67	.02	.33
SANDMN VAU 2000			1	3	-2	-66.67	.02	.08
QNTA L ROSA LBV			1	3	-2	-66.67	.02	.08
DOWS VINTAGE 85			1	2	-1	-50.00	.02	.05
QUINTA MONT RDN			1	2	-1	-50.00	.02	.05
CROFT FINE RUBY			1	2	-1	-50.00	.02	.05
GRAHAM NATUR RS			1	2	-1	-50.00	.02	.05
QNTA L RSA L601			1	2	-1	-50.00	.02	.05
RMOS PNT0 Q RET			1	1	1	100.00	.02	.00
RAMOS PINTO LBV			1	1	1	100.00	.02	.00
CHURCHLL VNT 05			1	1	1	100.00	.02	.00
WARRES 2000			1	1	1	100.00	.02	.00
GRAHAMS VINTAGE			1	1	1	100.00	.02	.00
GRAHAM MLVDS 99			1	1	1	100.00	.02	.00
WARRES Q CAVDNA			1	1	1	100.00	.02	.00
GRAHAMS 2000			1	4	-4	-100.00	.00	.11
QUARLS HRRS LBV			1	4	-4	-100.00	.00	.11
CHURCHLL VNT VV			1	3	-3	-100.00	.00	.08
QUINTA NOV 2011			1	3	-3	-100.00	.00	.08
QNTA NOV FN RBY			1	2	-2	-100.00	.00	.05
CHURCHLL VNT 03			1	1	-1	-100.00	.00	.03
QUINTA NOV 2007			1	1	-1	-100.00	.00	.03
CHURCHIL VNT 11			1	1	-1	-100.00	.00	.03
PORTO ROCHA 00			1	1	-1	-100.00	.00	.03
SNDMN QNTA D VU			1	1	-1	-100.00	.00	.03
CROFT DISTINCTN			1	1	-1	-100.00	.00	.03
WARRES 2011			1	1	-1	-100.00	.00	.03
FONSECA RUBY			1	1	-1	-100.00	.00	.03
SMTH WDHSE 2003			1	1	-1	-100.00	.00	.03
SMTH WOODHS LBV			1	1	-1	-100.00	.00	.03
TYLR FLDGT VINT			1	1	-1	-100.00	.00	.03
<b>TOTAL IMP PORT</b>	<b>RED</b>		<b>4052</b>	<b>3644</b>	<b>408</b>	<b>11.20</b>		
IMP PORT TWNY								
SNDMN FINE TWNY			373	376	-3	-.80	24.54	19.98
TAYLR FLDGT 10Y			237	231	6	2.60	15.59	12.27
SANDMN TAWNY			179	177	2	1.13	11.78	9.40
GRAHAM 10 YR			62	44	18	40.91	4.08	2.34
TAYLR FLDGT 20Y			59	60	-1	-1.67	3.88	3.19
SANDMN 20Y TWNY			55	68	-13	-19.12	3.62	3.61
GRAHAM 20 YR			52	52	.00	.00	3.42	2.76
WARRES OTMA 10Y			50	63	-13	-20.63	3.29	3.35
DOW'S FINE			37	27	10	37.04	2.43	1.43
PRESIDENTIAL			33	46	-13	-28.26	2.17	2.44
WARRES KNG TWNY			31	38	-7	-18.42	2.04	2.02
DOW'S 20YR			28	28	.00	.00	1.84	1.49
DOW'S 10YR			21	23	-2	-8.70	1.38	1.22
GRAHAM FINE			21	19	2	10.53	1.38	1.01
FEUERHEERDS 10Y			19	341	-322	-94.43	1.25	18.12
PENFOLDS CLUB			18	22	-4	-18.18	1.18	1.17
QUINTA NOV 10Y			15	14	1	7.14	.99	.74
KIRKLAND SG 10Y			13	5	8	160.00	.86	.27
QUINTA NOV TAWN			12	11	1	9.09	.79	.58
MAYNARDS 10 YR			12	2	10	500.00	.79	.11
PRESIDENTL 20YR			11	14	-3	-21.43	.72	.74
PRESIDENTL 10YR			11	11	.00	.00	.72	.58
MORGADO			11	9	2	22.22	.72	.48
COCKBURN FN TWY			9	12	-3	-25.00	.59	.64
CROFT RESERVE			9	6	3	50.00	.59	.32
OFFLEY 30YR			9	2	7	350.00	.59	.11
S & J TWNY/2GLS			9	9	.00	.00	.59	.00
BULLER VICTORIA			8	15	-7	-46.67	.53	.80
FONSECA 10 YR			8	6	2	33.33	.53	.32
TAYLR FLDGT TWY			7	13	-6	-46.15	.46	.69
GRAHAMS 30 YR			7	5	2	40.00	.46	.27
COCKBURN 10Y TW			7	3	4	133.33	.46	.16
TAYLR FLDGT FNE			6	15	-9	-60.00	.39	.80
FERREIRA QUINTA			6	10	-4	-40.00	.39	.53
WARRES 20 YEAR			5	11	-6	-54.55	.33	.58
ROZES 10Y ISABL			5	9	-4	-44.44	.33	.48
WARRES OTMA 20Y			5	4	1	25.00	.33	.21
DOWS COLHTS VRT			5	1	4	66.67	.33	.16
SANDMN 40Y TWNY			5	3	2	66.67	.33	.16
RAINHA SANTA			4	4	.00	.00	.26	.21
YALUMBA ANTIQUE			4	3	1	33.33	.26	.16
SANDMN 10Y TWNY			3	10	-7	-70.00	.20	.53
QUEVEDO			3	7	-4	-57.14	.20	.37
GRAHAMS 40 YR			3	4	-1	-25.00	.20	.21
SEARA D'ORDENS			3	3	.00	.00	.20	.00
PRESIDENTL 30YR			2	3	-1	-33.33	.13	.16
SMTH WDH COL 76			2	2	.00	.00	.13	.11
RAMOS PINTO 10Y			2	2	.00	.00	.13	.11
FERREIRA 10YR			2	1	1	100.00	.13	.05
LAMBERT CHOCLTR			2	2	.00	.00	.13	.00
DOW'S 30YR			2	2	.00	.00	.13	.00
QUARLS HRRS 10Y			1	9	-8	-88.89	.07	.48
PORTAL PRTO 10Y			1	4	-3	-75.00	.07	.21
COCKBURN 20Y TW			1	4	-3	-75.00	.07	.21
QNTA L ROSA TNL			1	3	-2	-66.67	.07	.16
CROFT FINE			1	2	-1	-50.00	.07	.11
FERREIRA			1	2	-1	-50.00	.07	.11

# NABCA CASE SALES ANALYSIS

## BY CLASS, TYPE, BRAND

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

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
QNTA L ROSA 10YR			1	2	-1	-50.00	.07	.11
PRESIDENTL 40YR			1	2	-1	-50.00	.07	.11
FONSECA 20 YR			1	2	-1	-50.00	.07	.11
CROFT 10YR			1	1		.00	.07	.05
RAMOS PNT0 ERVA			1	1		.00	.07	.05
CHURCHILL 10YR			1	1		.00	.07	.05
RAMOS PNT0 PRTO			1	1		.00	.07	.05
SMITH WDHSE 10Y			1	1		.00	.07	.05
PENFOLD GRDFTHR			1		1	100.00	.07	.00
RAMOS PINTO SUP			1		1	100.00	.07	.00
ROZES 10Y GOLD			1		1	100.00	.07	.00
SEARA D'ORDN SR			1		1	100.00	.07	.00
QURLS HRRS TWNY				3	-3	-100.00	.00	.16
QNTA D MURCS 10				2	-2	-100.00	.00	.11
QNTA DE LA ROSA				2	-2	-100.00	.00	.11
QUINTA MONT RDN				1	-1	-100.00	.00	.05
PASSAGEM				1	-1	-100.00	.00	.05
FEIST TAWNY				1	-1	-100.00	.00	.05
TYLR FLDGT 1966				1	-1	-100.00	.00	.05
DOW'S COLHTA 02				1	-1	-100.00	.00	.05
PENFOLD CLB RSV				1	-1	-100.00	.00	.05
<b>TOTAL IMP PORT TWNY</b>			<b>1520</b>	<b>1882</b>	<b>-362</b>	<b>-19.23</b>		
<b>IMP PORT WHT</b>								
QUEVEDO			16	20	-4	-20.00	37.21	43.48
FONSECA SIROCO			16	14	2	14.29	37.21	30.43
WARRES			4	6	-2	-33.33	9.30	13.04
ROZES RSV PORTO			3	2	1	50.00	6.98	4.35
CHURCHILL			3	2	1	50.00	6.98	4.35
FERREIRA SP WHT			1	1		.00	2.33	2.17
RAMOS PNT0 LGRM				1	-1	-100.00	.00	2.17
<b>TOTAL IMP PORT WHT</b>			<b>43</b>	<b>46</b>	<b>-3</b>	<b>-6.52</b>		
<b>IMP PORT OTHR</b>								
QUEVEDO 4BTL GF			7	11	-4	-36.36	100.00	100.00
<b>TOTAL IMP PORT OTHR</b>			<b>7</b>	<b>11</b>	<b>-4</b>	<b>-36.36</b>		
<b>IMP SHRRY REG</b>								
S & J AMONTLDO			74	55	19	34.55	18.64	14.91
LUSTAU AMONTLDO			61	46	15	32.61	15.37	12.47
SNDMN CHARACTER			59	64	-5	-7.81	14.86	17.34
HARTLY&GBSN AMT			48	50	-2	-4.00	12.09	13.55
S & J FINO			44	18	26	144.44	11.08	4.88
LUSTAU MANZLLA			22	8	14	175.00	5.54	2.17
LUSTAU FINO			14	11	3	27.27	3.53	2.98
SNDMN DON FINO			13	10	3	30.00	3.27	2.71
TIO PEPE			11	28	-17	-60.71	2.77	7.59
PANESA FINO			8	8		.00	2.02	2.17
P XMNZ SAN EMIL			8	3	5	166.67	2.02	.81
DELGDO Z P XMNZ			5		5	100.00	1.26	.00
S & J MANZANLLA			4	6	-2	-33.33	1.01	1.63
LUSTAU PL CRTDO			4	2	2	100.00	1.01	.54
LA GITANA MNZLA			3	5	-2	-40.00	.76	1.36
EL MAESTRO XMNZ			3	3		.00	.76	.81
DIOS BACO AMNTL			2	10	-8	-80.00	.50	2.71
OSBORNE MNZLLA			2	6	-4	-66.67	.50	1.63
LUSTAU P XIMNEZ			2	1	1	100.00	.50	.27
D ZULETA CORTDO			2	2		.00	.50	.00
AURORA AMONTLDO			2	2		.00	.50	.00
OSBORNE FINO			1	8	-7	-87.50	.25	2.17
P XIMINEZ VIEJO			1	4	-3	-75.00	.25	1.08
WM&H DOS CRTADS			1		1	100.00	.25	.00
BDGS ROBLES P X			1		1	100.00	.25	.00
LA GUITA MNZLLA			1		1	100.00	.25	.00
AURORA MANZANLA			1		1	100.00	.25	.00
OSBORNE PX 1827				11	-11	-100.00	.00	2.98
OSBORNE AMNTLDO				5	-5	-100.00	.00	1.36
BDGA GRNT GRCHA				2	-2	-100.00	.00	.54
P ROMERO MSC SW				2	-2	-100.00	.00	.54
TIO PEPE EN RMA				1	-1	-100.00	.00	.27
GONZALEZ BYPASS				1	-1	-100.00	.00	.27
LUSTAU JARANA				1	-1	-100.00	.00	.27
<b>TOTAL IMP SHRRY REG</b>			<b>397</b>	<b>369</b>	<b>28</b>	<b>7.59</b>		
<b>IMP SHRRY CRM</b>								
HARVEY BRST CRM			1174	1274	-100	-7.85	68.61	68.68
S & J CREAM			451	485	-34	-7.01	26.36	26.15
HRTLY&GBSN OLRS			18	14	4	28.57	1.05	.75
HARTLY&GIBSN CR			17	18	-1	-5.56	.99	.97
SNDMN ARMADA CR			13	12	1	8.33	.76	.65
HIDALGO MORENTA			8	8		.00	.47	.43
LUSTAU SOLERA			7	16	-9	-56.25	.41	.86
HRTLY&GBSN XMNZ			5	8	-3	-37.50	.29	.43
VICTORIS			4	4		.00	.23	.22
PASTORA CRM SWT			4	4		.00	.23	.22
DELGADO Z CREAM			3		3	100.00	.18	.00
LUSTAU CREAM			3		3	100.00	.18	.00
PEDRO ROMERO			2	2		.00	.12	.11
OSBORNE			1	8	-7	-87.50	.06	.43

# NABCA CASE SALES ANALYSIS

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
HIDALGO NAPLEON WISDOM DELCT CR			1	2	1 -2	100.00 -100.00	.06 .00	.00 .11
<b>TOTAL IMP SHRRY GRM</b>			<b>1711</b>	<b>1855</b>	<b>-144</b>	<b>-7.76</b>		
IMP SHRRY DRY WM & H DRY SACK HARTLY&GBSN FND DRY SACK W/187M DELGADO Z OLRORS			421 27 20 19	443 31	-22 -4 20 19	-4.97 -12.90 100.00 100.00	76.13 4.88 3.62 3.44	85.19 5.96 .00 .00
DELGADO Z M AMN PASTORE AMNTLDO LUSTAU OLRSO RS PASTORE FINO DELGADO Z GOYA			19 10 6 5 5	12 5 7	-2 1 -2 5	100.00 -16.67 20.00 -28.57 100.00	3.44 1.81 1.08 .90 .90	.00 2.31 .96 1.35 .00
TIO PEPE DRY EMILIO LUSTAU HILDAGO AMNTLDO DRY SACK SOLERA DELGADO Z AMNTL			4 4 4 3 2	3 4 7	1 4 4 -4 2	33.33 100.00 100.00 -57.14 100.00	.72 .72 .72 .54 .36	.58 .00 .00 1.35 .00
DELGADO Z M OLO ALVEAR SOL 1927 ALVEAR DE ANADA P ROMERO D FINO DRY SACK W/2GLS			2 1 1	4	2 -3 1	100.00 -75.00 100.00	.36 .18 .18	.00 .77 .00
WM & H JALIFA LA CIGARRA MANZ P ROMERO OLORSO			1 1 1	3 2	-3 -2 -1 -1 -1	-100.00 -100.00 -100.00 -100.00 -100.00	.00 .00 .00 .00 .00	.19 .19 .19
<b>TOTAL IMP SHRRY DRY</b>			<b>553</b>	<b>520</b>	<b>33</b>	<b>6.35</b>		
IMP SHRRY OTH ALVEAR PED XMNZ DELGADO Z MSCTL			3 2	5	-2 2	-40.00 100.00	60.00 40.00	100.00 .00
<b>TOTAL IMP SHRRY OTH</b>			<b>5</b>	<b>5</b>		<b>.00</b>		
IMPORTED PLUM FU-KI PLUM JAP GEKKEIKAN PLUM			549 283	577 277	-28 6	-4.85 2.17	56.77 29.27	58.34 28.01
CHOYA UMESHU FR CHOYA UMESHU FR HAKUTSURU PLUM KIKKOMAN PLUM CHOYA UME BLANC			104 13 13 4 1	103 12 8 12	1 1 5 -8 1	.97 8.33 62.50 -66.67 100.00	10.75 1.34 1.34 .41 .10	10.41 1.21 .81 1.21 .00
<b>TOTAL IMPORTED PLUM</b>			<b>967</b>	<b>989</b>	<b>-22</b>	<b>-2.22</b>		
IMP FRUIT OTH KIJAJA CHERRY			342	375	-33	-8.80	97.71	99.21
MORAD PASSN FRT MORAD PMGRANATE MARSKA CHRY KSH			4 3 1	1 1 1	3 2	300.00 200.00 .00	1.14 .86 .29	.26 .26 .26
<b>TOTAL IMP FRUIT OTH</b>			<b>350</b>	<b>378</b>	<b>-28</b>	<b>-7.41</b>		
IMP MADEIRA SNDMN FINE RICH LEACOCK RAINWTR BROADBNT RAINWT			80 25 24	81 11 25	-1 14 -1	-1.23 127.27 -4.00	34.93 10.92 10.48	38.21 5.19 11.79
FEIST FULL RICH BLANDYS RAINWTR FEIST RAINWATER SNDMN RAINWATER BLANDY MLMSY 5Y			19 12 11 10 6	14 13 7 11 7	5 -1 4 -1 -1	35.71 -7.69 57.14 -9.09 -14.29	8.30 5.24 4.80 4.37 2.62	6.60 6.13 3.30 5.19 3.30
COSSART RAINWTR BLANDY BUAL 5YR LEACOCK MALMSEY BLANDY VRDHO 5Y BROADBNT MALMSY			6 6 5 4 4	4 4 5 7 5	2 2 -3 -1	50.00 50.00 .00 -42.86 -20.00	2.62 2.62 2.18 1.75 1.75	1.89 1.89 2.36 3.30 2.36
JUSTINO RAIN 3Y COSSRT 5YR BUAL BLANDYS SRCL 5Y BLANDY MLMS 10Y BLANDY BUAL 10Y			4 3 3 3 2	3 3 3 2	1 1 1 2	33.33 .00 .00 50.00 100.00	1.75 1.31 1.31 1.31 .87	1.42 1.42 1.42 .94 .00
BLANDY ALVD 5YR BLANDY 95/96 PK BROADBNT RSV 5Y JUSTINO RAINWTR BLANDY MLMS 15Y			1 1 1 1	5 1 1	-5 -1 -1	-100.00 -100.00 -100.00 -100.00	.00 .00 .00 .00	2.36 .47 .47
<b>TOTAL IMP MADEIRA</b>			<b>229</b>	<b>212</b>	<b>17</b>	<b>8.02</b>		
IMP MARSALA FLORIO SWEET			894	982	-88	-8.96	37.34	37.68
FLORIO DRY COLOMBO SWEET COLOMBO DRY SANTINI RED SWT PELLEGRINO DRY			652 233 167 122 65	713 293 201 113 64	-61 -60 -34 9 1	-8.56 -20.48 -16.92 7.96 1.56	27.23 9.73 6.98 5.10 2.72	27.36 11.24 7.71 4.34 2.46
INTORCIA DRY SANTINI WHT DRY PAOLO LAZ SWEET			45 42 39	39 40	6 2 39	15.38 5.00 100.00	1.88 1.75 1.63	1.50 1.53 .00

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
PAOLO LAZ DRY			25	2	23	1150.00	1.04	.08
MELILLO MRSL SW			20	25	-5	-20.00	.84	.96
MELILLO MRSL DR			20	21	-1	-4.76	.84	.81
LMBRDO MRS S421			18	31	-13	-41.94	.75	1.19
INTORCIA SWEET			16	26	-10	-38.46	.67	1.00
LMBRDO MRSLA DR			10	11	-1	-9.09	.42	.42
INCANTO SWEET			7	9	-2	-22.22	.29	.35
INCANTO DRY			7	7		.00	.29	.27
LMBRDO M 421 NB			7		7	100.00	.29	.00
LMBRDO MRSLA SW			3	5	-2	-40.00	.13	.19
PELLEGRINO SWT			2	20	-18	-90.00	.08	.77
PELLEGRNO MINEO				3	-3	-100.00	.00	.12
OPICI SWEET				1	-1	-100.00	.00	.04
<b>TOTAL IMP MARSALA</b>			<b>2394</b>	<b>2606</b>	<b>-212</b>	<b>-8.14</b>		
<b>IM MSCTL/MSCT</b>								
ALMADEN MOSCATO			4629	6028	-1399	-23.21	89.64	97.83
INNCONT BYS PINK			485	48	437	910.42	9.39	.78
SCGLOLA PRM BCO			19	13	6	46.15	.37	.21
CARMEL MOSCATO			15	22	-7	-31.82	.29	.36
BEAUMS VNSE DUR			8		8	100.00	.15	.00
BULLER PRM FINE			3	3		.00	.06	.05
GAMLA MOSCATO			3	3		.00	.06	.05
WINEMAKER MUSCT			1	6	-5	-83.33	.02	.10
CUPIDS KISS RED			1		1	100.00	.02	.00
TOJO LISA MUSCT				34	-34	-100.00	.00	.55
CUPIDS KISS PNK				2	-2	-100.00	.00	.03
SCAGLOLA DL MOS				1	-1	-100.00	.00	.02
GC MUSCAT				1	-1	-100.00	.00	.02
ZEB0				1	-1	-100.00	.00	.02
<b>TOTAL IM MSCTL/MSCT</b>			<b>5164</b>	<b>6162</b>	<b>-998</b>	<b>-16.20</b>		
<b>IMPORTED SAKE</b>								
FU-KI SAKE			446	476	-30	-6.30	11.92	13.81
SHIRAYUKI SAKE			321	336	-15	-4.46	8.58	9.75
GEKKEIKAN GOLD			287	269	18	6.69	7.67	7.81
TOZAI SNW MAIDN			264	235	29	12.34	7.06	6.82
TY KU BLCK BTL			257	262	-5	-1.91	6.87	7.60
TOZAI LVNG JWLL			200	210	-10	-4.76	5.34	6.09
TY KU CUCUMBER			125	94	31	32.98	3.34	2.73
TY KU COCONUT			114	129	-15	-11.63	3.05	3.74
GEKKEKN BLK&GLD			102		102	100.00	2.73	.00
SHO CHKU SK BIB			94	98	-4	-4.08	2.51	2.84
GEKKEIKN NIGORI			93	75	18	24.00	2.49	2.18
HAKUTSURU SAKE			74	58	16	27.59	1.98	1.68
HAKUTSURU S JUN			70	61	9	14.75	1.87	1.77
TY KU SLVR BTL			69	69		.00	1.84	2.00
TANREI KEG			59		59	100.00	1.58	.00
RIHAKU DRMY CLD			58	58		.00	1.55	1.68
KIKU MASN SAKE			55	50	5	10.00	1.47	1.45
RIHAKU WND POET			43	32	11	34.38	1.15	.93
KUROMATSU HSKA			43	25	18	72.00	1.15	.73
TOZAI BLS OF PC			41	25	16	64.00	1.10	.73
FUNAGUCHI KIKSU			40	35	5	14.29	1.07	1.02
MIO SPARKLING			37	50	-13	-26.00	.99	1.45
GEKKEIKAN DELUX			35	33	2	6.06	.94	.96
HORIN GEKKEIKAN			35	28	7	25.00	.94	.81
SAKEMOTO JUNMAI			28	27	1	3.70	.75	.78
TOZAI WL O WSDM			26	20	6	30.00	.69	.58
SAYURI NIGORI			24	14	10	71.43	.64	.41
MURAI SAMPLER			24	4	20	500.00	.64	.12
GEKKEIKN SUZAKU			21	30	-9	-30.00	.56	.87
ASAMAI AM NO DR			21	29	-8	-27.59	.56	.84
KURSWA JN M KMT			21	26	-5	-19.23	.56	.75
TOZAI TYPHOON			20	19	1	5.26	.53	.55
BAEKWHA SOOBOK			19	33	-14	-42.42	.51	.96
WINTER WARRIOR			17	5	12	240.00	.45	.15
50 JUNMAI DGNJO			16	12	4	33.33	.43	.35
MURAI NIG GENSH			15	10	5	50.00	.40	.29
CHYNOSNO SACRED			14	15	-1	-6.67	.37	.44
HAKUSHIKA YAMDN			14	10	4	40.00	.37	.29
YUKI NO BOSHA			14		14	100.00	.37	.00
KIZAKURA NIGORI			13	21	-8	-38.10	.35	.61
YAE GAKI NIGORI			13	14	-1	-7.14	.35	.41
KIKUSI JUNMAI			13		13	100.00	.35	.00
GINGA SHZKA D D			12	10	2	20.00	.32	.29
HAKUSHIKA FH&LT			12	6	6	100.00	.32	.17
TAKATENJIN SWRD			11	4	7	175.00	.29	.12
RIHAKU DISCOVERY			11	4	7	175.00	.29	.12
YOSHINO GAWA ECH			11	2	9	450.00	.29	.06
HAKUSHIKA HAKO			10	17	-7	-41.18	.27	.49
DEWATSURU KIMTO			10	15	-5	-33.33	.27	.44
HAKUTSURU DRAFT			10	14	-4	-28.57	.27	.41
MNTNSEI STR FLL			10	9	1	11.11	.27	.26
GKKEKN SLV SAKE			10	4	6	150.00	.27	.12
KIBO JUNMAI			9	11	-2	-18.18	.24	.32
HATSMGO JAN MAI			9	7	2	28.57	.24	.20
HAKUSHIKA U 3BT			9	5	4	80.00	.24	.15
DEWATSURU NGORI			9	4	5	125.00	.24	.12
JOKIGEN J GINJO			9		9	100.00	.24	.00
EIKO FUJI B RYU			9		9	100.00	.24	.00

# NABCA CASE SALES ANALYSIS

## BY CLASS, TYPE, BRAND

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

ALL STATES-1/1/17 - 03/31/17

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
OZEKI SAKE			8	9	-1	-11.11	.21	.26
TNTKA KNI JUMAI			8	9	-1	-11.11	.21	.26
KONTEKI PEARLS			8	5	3	60.00	.21	.15
HAKUSHIKA T 3BT			8	5	3	60.00	.21	.15
SUIGEI DRNK WHL			8	1	7	700.00	.21	.03
CHIYOMSB KITARO			8	8	0	100.00	.21	.00
HAKUTSURU SP JG			8	8	0	100.00	.21	.00
HAKUSHIKA GINJO			7	10	-3	-30.00	.19	.29
MU SAKE JUN MAI			7	10	-3	-30.00	.19	.29
BRIDE O THE FOX			7	6	1	16.67	.19	.17
OZEKI HANA AWAK			7	6	1	16.67	.19	.17
OKUNOMATSU JNMI			7	4	3	75.00	.19	.12
YOSHINOAWA GOK			7	2	5	250.00	.19	.06
OZEKI PCH JELLY			7	7	0	100.00	.19	.00
HAKUTSURU ORGNC			7	7	0	100.00	.19	.00
HAKKAISAN EIGHT			6	16	-10	-62.50	.16	.46
HIDEYOSHI HJ NM			6	8	-2	-25.00	.16	.23
MANABITO GINJO			6	7	-1	-14.29	.16	.20
KONTEKI TEARS			6	7	-1	-14.29	.16	.20
KIKUSUI PRF SNW			6	6	0	100.00	.16	.17
SATO HOM PRIDE			6	3	3	100.00	.16	.09
ITAMI ONIGORSHI			6	3	3	100.00	.16	.09
JOTO DAIGINJO			6	2	4	200.00	.16	.06
YOSHNOGWA G KAR			6	6	0	100.00	.16	.00
MURAI TOK HNJZO			6	6	-1	-16.67	.13	.17
NINKI ICHI JNMI			6	6	-1	-16.67	.13	.17
HARUSHIKA X-DRY			6	6	-1	-16.67	.13	.17
SHIRAKABE GURA			6	3	2	66.67	.13	.09
FUKUCHO FORGTTN			6	2	3	150.00	.13	.06
MURAI SUGIDAMA			6	1	4	400.00	.13	.03
HAKUSHIKA KURUM			6	1	4	400.00	.13	.03
BANZAI YUZU			6	5	1	100.00	.13	.00
GINKOUBAI HNMYA			6	5	1	100.00	.13	.00
GENBEI DEMNSLYR			4	4	0	100.00	.11	.12
YUHO ETRNL EMBR			4	1	3	300.00	.11	.03
HIDEYOSHI LC280			4	4	0	100.00	.11	.00
CHOKAISAN JM DG			4	4	0	100.00	.11	.00
SEIKYO TAKEHARA			4	4	0	100.00	.11	.00
OZEKI YAMADANSK			3	5	-2	-40.00	.08	.15
NIHNJN NO WSRMO			3	5	-2	-40.00	.08	.15
KOKUMI TOKUBTSU			3	4	-1	-25.00	.08	.12
FUKUCHO MN WTER			3	3	0	100.00	.08	.09
CHIYOMUSUBI RYO			3	2	1	50.00	.08	.06
HAKUSHIKA PEAR			3	3	0	100.00	.08	.00
FU-KI CHERRY			2	97	-95	-97.94	.05	2.81
BUNRAKU NIHONIN			2	4	-2	-50.00	.05	.12
KIKUSUI JNMI GJ			2	3	-1	-33.33	.05	.09
SHIMIZU PR DAWN			2	2	0	100.00	.05	.06
HANANOMAI KATNA			2	1	1	100.00	.05	.03
TENRYO KSHU DAI			2	2	0	100.00	.05	.00
HAKUSHIKA PNAPL			2	2	0	100.00	.05	.00
HAKUSHIKA CITRS			2	2	0	100.00	.05	.00
MIZBASHO GINJO			2	2	0	100.00	.05	.00
MINOWAMON JN DA			2	2	0	100.00	.05	.00
MURAI DAIGINJO			2	2	0	100.00	.05	.00
MYUNGJAK BOKBJA			2	2	0	100.00	.05	.00
TAKATENJIN SOUL			1	3	-2	-66.67	.03	.09
ONIKROSHI GNBEI			1	3	-2	-66.67	.03	.09
DEWATSURU EMAKI			1	2	-1	-50.00	.03	.06
50 SEJU			1	2	-1	-50.00	.03	.06
MANABITO JM KMT			1	1	0	100.00	.03	.03
HAKUSHIKA PEACH			1	1	0	100.00	.03	.00
YURI MASAMUNE			1	1	0	100.00	.03	.00
OZEKI KARATAMBA			1	1	0	100.00	.03	.00
TAISETSU ICE DM			1	1	0	100.00	.03	.00
TNTKA ORGANAKA			1	1	0	100.00	.03	.00
DEWATSURU HIHKA			1	1	0	100.00	.03	.00
OZEKI HANA-FUGA			1	1	0	100.00	.03	.00
CHORYO SAWA SWA			1	1	0	100.00	.03	.00
HAKUTSURU 3 PK			1	20	-20	-100.00	.00	.58
KANBRA BRDE FOX				7	-7	-100.00	.00	.20
MUKUNE RT INNCE				6	-6	-100.00	.00	.17
CHOKAISAN JM GJ				6	-6	-100.00	.00	.17
NANBU SO BEAUTY				3	-3	-100.00	.00	.09
SABE				2	-2	-100.00	.00	.06
NIHON SAKRI NAM				2	-2	-100.00	.00	.06
TY KU WHITE				1	-1	-100.00	.00	.03
TY KU SAKE COLL				1	-1	-100.00	.00	.03
NANBU BIJN PLLR				1	-1	-100.00	.00	.03
ICHISHIMA HNJZO				1	-1	-100.00	.00	.03
RYO JUNMAI GNYO				1	-1	-100.00	.00	.03
<b>TOTAL IMPORTED SAKE</b>			<b>3742</b>	<b>3446</b>	<b>296</b>	<b>8.59</b>		
IMP DSSRT OTH								
EUROPA CHOCOVNE			1100	1212	-112	-9.24	31.69	34.22
O'MARA IRSH CRM			1094	1029	65	6.32	31.52	29.05
LILLET BLANC			562	567	-5	-.88	16.19	16.01
BUNRTTY MDE CRK			332	320	12	3.75	9.56	9.03
CYNAR APERITIF			58	55	3	5.45	1.67	1.55
HRDY WSK BL TWY			57	58	-1	-1.72	1.64	1.64
GEKKEKN CAP ACE			31	38	-7	-18.42	.89	1.07
LILLET ROUGE			30	18	12	66.67	.86	.51

# NABCA CASE SALES ANALYSIS

## BY CLASS, TYPE, BRAND

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

ALL STATES-1/1/17 - 03/31/17

PAGE 103

CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
YANGARRA SHIRAZ			28	39	-11	-28.21	.81	1.10
COCCHI AMCN WHT			24	21	3	14.29	.69	.59
NUMANO SNRY MIR			24	21	3	14.29	.69	.59
KSD BOKBUNJA			24	8	16	200.00	.69	.23
CARDAMARO AMARO			20	10	10	100.00	.58	.28
BOKBUNJA			12	2	10	500.00	.35	.06
LILLET ROSE			11	13	-2	-15.38	.32	.37
KEO COMMANDARIA			9	7	2	28.57	.26	.20
JINRO BOK BUNJA			6	16	-10	-62.50	.17	.45
COCCHI AMCN RSA			5	4	1	25.00	.14	.11
CHMBER RSW MSCT			4	2	2	100.00	.12	.06
BONAL GNTN-QUIN			3	4	-1	-25.00	.09	.11
BULLER FN TOKAY			3	3		.00	.09	.08
BYRRH GRD QUIQN			3	2	1	50.00	.09	.06
MYUNG JAK BKBNU			3	2	1	50.00	.09	.06
ROYAL TOKJ LATE			3	3		100.00	.09	.00
YNGRA CDNZ GSM			2	3	-1	-33.33	.06	.08
TOKAJI ASZU 4 P			2	3	-1	-33.33	.06	.08
DNNAFGTA BN RYE			2	2		.00	.06	.06
RASTGNC PINEAU			2	2		.00	.06	.06
WINCARNIS APRTF			2	1	1	100.00	.06	.03
CHAPUTR BANYULS			2	1	1	100.00	.06	.03
ASCONI 0 TAV RS			1	26	-25	-96.15	.03	.73
ASCONI 0 TAVERN			1	6	-5	-83.33	.03	.17
TOKAJI 5 PUTNYS			1	4	-3	-75.00	.03	.11
BUNRTTY MDE GLS			1	4	-3	-75.00	.03	.11
LAMBERT CHC-BLC			1	4	-3	-75.00	.03	.11
KINA L'AERO APR			1	3	-2	-66.67	.03	.08
YNGRA 0 VNE GRN			1	3	-2	-66.67	.03	.08
TOKAJ CLS LT HV			1	3	-2	-66.67	.03	.08
GC KAGOR			1	2	-1	-50.00	.03	.06
GANCIA AMERICNO			1	1		100.00	.03	.00
ROYAL TKH AZ 5P			1	1		100.00	.03	.00
ROSSO ANTICO			1	1		100.00	.03	.00
BARSQL PRFT AMR			1	1		100.00	.03	.00
HARDY PN CHRNTS				9	-9	-100.00	.00	.25
ORDONZ VICTORIA				5	-5	-100.00	.00	.14
FRSCBLDI VNSNT0				3	-3	-100.00	.00	.08
PUKLUS TKH 3PUT				2	-2	-100.00	.00	.06
O'MARA IRSH/GLS				2	-2	-100.00	.00	.06
FERRAND PINEAU				1	-1	-100.00	.00	.03
O'REILLY WH CHC				1	-1	-100.00	.00	.03
BYRRH APERITIF				1	-1	-100.00	.00	.03
<b>TOTAL IMP DSSRT OTH</b>			<b>3471</b>	<b>3542</b>	<b>-71</b>	<b>-2.00</b>		
FRENCH ALSACE								
TRIMBCH ALS RSL			158	137	21	15.33	16.53	13.52
HUGEL GENTIL WH			155	193	-38	-19.69	16.21	19.05
TRIMBCH GEWRZT			132	128	4	3.13	13.81	12.64
TRIMBCH PNT BLC			72	91	-19	-20.88	7.53	8.98
WILLM RSLNG RES			42	38	4	10.53	4.39	3.75
WILLM PN GRS RS			41	37	4	10.81	4.29	3.65
TRIMBCH PIN GRS			40	33	7	21.21	4.18	3.26
WILLM RIESLING			38	17	21	123.53	3.97	1.68
SCHLMBGR PN NR			22	22		100.00	2.30	.00
WILLM GEWRZT RS			20	14	6	42.86	2.09	1.38
GUSTV LZ RS P/B			19	13	6	46.15	1.99	1.28
DPF&RION CRUST			19	19		100.00	1.99	.00
HUGEL RIESLING			14	18	-4	-22.22	1.46	1.78
TRMBCH PN NR RS			11	1	10	1000.00	1.15	.10
SCHLMBGR PN BLC			11	11		100.00	1.15	.00
KUENTZ BAS WHT			9	52	-43	-82.69	.94	5.13
TRIMBACH RSLNG			8	22	-14	-63.64	.84	2.17
EMILE BEYER RSL			8	11	-3	-27.27	.84	1.09
SCHLMBGR PN GRS			8	8		.00	.84	.79
WLLM PINOT GRIS			8	8		.00	.84	.79
HUGEL CV PN BLC			8	5	3	60.00	.84	.49
DM G METZ V PGR			7	7		.00	.73	.69
SCHLMBGR GWZ PA			7	7		100.00	.73	.00
SCHLMBGR PNT BL			6	7	-1	-14.29	.63	.69
FONNE RSLNG RES			6	7	-1	-14.29	.63	.69
HUGL PN GRS CLS			5	24	-19	-79.17	.52	2.37
ZINCK PNT BLANC			5	22	-17	-77.27	.52	2.17
PIERRE SPRR ONE			5	10	-5	-50.00	.52	.99
M SCHOECH RSLNG			5	4	1	25.00	.52	.39
ALSACE W GENTIL			5	4	1	25.00	.52	.39
DOM STOEFFLER			4	22	-18	-81.82	.42	2.17
STOEFFLER SYLVN			4	10	-6	-60.00	.42	.99
EHRHRT REMY AUX			4	3	1	33.33	.42	.30
ZND-HMBT MUSCAT			4	3	1	33.33	.42	.30
LOUIS SIPP RIES			4	2	2	100.00	.42	.20
WLLM GEWRZT RSR			3	7	-4	-57.14	.31	.69
LOUIS SIPP PN B			3	6	-3	-50.00	.31	.59
KUENTZ BAS PN B			3	3		.00	.31	.30
HUGEL GWURZ JUB			3	3		.00	.31	.30
MADER GEWRZTRM			3	3		100.00	.31	.00
WLLM PINOT BLNC			2	4	-2	-50.00	.21	.39
TRIM RS CV FRED			2	4	-2	-50.00	.21	.39
DOM SPECHT RSLG			2	4	-2	-50.00	.21	.39
ZND-HMB RIESLNG			2	2		100.00	.21	.00
TRMBCH GWR RBPR			2	2		100.00	.21	.00
FONNE RSL WINCK			2	2		100.00	.21	.00

# NABCA CASE SALES ANALYSIS

## BY CLASS, TYPE, BRAND

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ALL STATES-1/1/17 - 03/31/17

PAGE 104

CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
KLIPFEL RIESLING			2		2	100.00	.21	.00
SCHLMBGR RSL GC			2		2	100.00	.21	.00
DM OSTRTG FRNHL			2		2	100.00	.21	.00
DM OSTRTG SYLVN			2		2	100.00	.21	.00
DM P BLANCK P/B			1	2	-1	-50.00	.10	.20
ALBRECHT PN BLC			1	2	-1	-50.00	.10	.20
HUGEL RSLNG JUB			1	1		100.00	.10	.10
TRIM PN GRS RSV			1		1	100.00	.10	.00
WOLFBERGER EDEL			1		1	100.00	.10	.00
TRMBCH GWR RBVL			1		1	100.00	.10	.00
HUGL PN GRS JUB			1		1	100.00	.10	.00
TRIMBCH RSL RSV			1	7	-7	-100.00	.00	.69
JEAN LUC MADER			1	4	-4	-100.00	.00	.39
HUGEL GERWZTRMR			1	3	-3	-100.00	.00	.30
ZND-HMBT PN BLC			2	2	-2	-100.00	.00	.20
ZND-HMBRCHT GWZ			2	2	-2	-100.00	.00	.20
DM G METZ P BLC			2	2	-2	-100.00	.00	.20
WNBCH RS CV CTH			1	1	-1	-100.00	.00	.10
DM OSTRTG ZLBRG			1	1	-1	-100.00	.00	.10
MANN RSLG SCHLS			1	1	-1	-100.00	.00	.10
ALBRECHT PN GRS			1	1	-1	-100.00	.00	.10
G LORENTZ RSL R			1	1	-1	-100.00	.00	.10
Z-HMBT GWZ L170			1	1	-1	-100.00	.00	.10
<b>TOTAL FRENCH ALSACE</b>			<b>956</b>	<b>1013</b>	<b>-57</b>	<b>-5.63</b>		
<b>FR BORDEAUX</b>								
MOUTN CADET RED			1922	2172	-250	-11.51	15.71	15.64
MOUTN CADET WHT			675	778	-103	-13.24	5.52	5.60
CH D PLLT QNCRD			659	564	95	16.84	5.38	4.06
CH VRAI CAILLOU			527	527	0	100.00	4.31	.00
CH ST SULPICE			513	663	-150	-22.62	4.19	4.77
CH GREYSAC MED			463	367	96	26.16	3.78	2.64
CH HT MAURIN BL			234	129	105	81.40	1.91	.93
LEGENDE ROUGE			227	246	-19	-7.72	1.85	1.77
CH LTN BNNT RED			205	382	-177	-46.34	1.68	2.75
CH RECOUGNE SUP			181	158	23	14.56	1.48	1.14
CH L GRNGE CLNT			166	243	-77	-31.69	1.38	1.75
CH LTN BNNT WHT			158	167	-9	-5.39	1.29	1.20
MOUTN CDT SV BL			154	207	-53	-25.60	1.25	1.49
CH MACARD RED			137	162	-25	-15.43	1.12	1.17
CH MERLT CRD RG			123	140	-17	-12.14	1.01	1.01
LES PORTES			116	108	8	7.41	.95	.78
BG CAB SAUV VDP			95	220	-125	-56.82	.78	1.58
SALMON & TROUT			94	174	-80	-45.98	.77	1.25
CHEVAL NOIR GV			94	95	-1	-1.05	.77	.68
CH RECOUGNE BLC			93	27	66	244.44	.76	.19
CH MCHL VRT LSC			92	143	-51	-35.66	.75	1.03
RONAN CLINET			89		89	100.00	.73	.00
ESPRIT D S SPLC			84	10	74	740.00	.69	.07
CH ANDRON MEDOC			79	49	30	61.22	.65	.35
DM BOUSCT CDUCE			77	64	13	20.31	.63	.46
CH RIBEBON RED			77	58	19	32.76	.63	.42
CH L ROCHE S JN			77	36	41	113.89	.63	.26
LES HAUT ROUGE			75	70	5	7.14	.61	.50
BG MERLOT VDP			73	169	-96	-56.80	.60	1.22
BICHOT BRG CHR			72	80	-8	-10.00	.59	.58
CH L FLR CHRT W			63	71	-8	-11.27	.51	.51
CH LRSE TRNT MD			62	53	9	16.98	.51	.38
RONAN CLINET BL			56		56	100.00	.46	.00
DESCENDANCE SUP			56		56	100.00	.46	.00
CH LA CARDONNE			54	38	16	42.11	.44	.27
CH MOULIN CLITE			54		54	100.00	.44	.00
CH L MOULINIERE			51	59	-8	-13.56	.42	.42
CHAT SAUV BLANC			51	35	16	45.71	.42	.25
CH DAMASE SUPER			50	59	-9	-15.25	.41	.42
CH LARONDE DSRM			49	49	0	0.00	.40	.35
ST BRN MON AMI			47	49	-2	-4.08	.38	.35
CH HAUT DOMNGUE			47	9	38	422.22	.38	.06
CH SARNST DP BL			47		47	100.00	.38	.00
CH LYONNAT			45	78	-33	-42.31	.37	.56
LA TUILERIE			45		45	100.00	.37	.00
CH PERRN LAL PM			44		44	100.00	.36	.00
CH MAZERIS BLVE			42	84	-42	-50.00	.34	.60
CH TOUR D'AURON			42	50	-8	-16.00	.34	.36
DUCOURT BLANC			42	43	-1	-2.33	.34	.31
CH LE CALVAIRE			41	41	0	0.00	.34	.30
CH CARIGNAN PRE			41	36	5	13.89	.34	.26
PETITE SIRENE			40	58	-18	-31.03	.33	.42
M CADET RYDER			40		40	100.00	.33	.00
CH BEAULIEU G V			39	35	4	11.43	.32	.25
CH BRILLETTE MM			37		37	100.00	.30	.00
CH LE NOBLE			37		37	100.00	.30	.00
CH MIREFLEURS			36	42	-6	-14.29	.29	.30
CH BOUSCAUT RED			35	35	0	0.00	.29	.25
CH MUSAR ROUGE			35	15	20	133.33	.29	.11
CH TOUR SG PSTG			35		35	100.00	.29	.00
LES HAUT DE BLC			34	13	21	161.54	.28	.09
CH LES GRANGES			33	31	2	6.45	.27	.22
CH SBLRD LALNDE			33		33	100.00	.27	.00
CH LOUMELAT			32	39	-7	-17.95	.26	.28
CH RIBEBON CB F			32		32	100.00	.26	.00
MSN NICOLAS MRL			31	62	-31	-50.00	.25	.45

# NABCA CASE SALES ANALYSIS

## BY CLASS, TYPE, BRAND

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

ALL STATES-1/1/17 - 03/31/17

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
CH GRVL LACOSTE			30	60	-30	-50.00	.25	.43
CH FGE GRV VYRS			30	20	10	50.00	.25	.14
CH BONNAT GRV R			30	17	13	76.47	.25	.12
LA FAVIERE SUPR			30		30	100.00	.25	.00
MRQS FONGRAVIER			28	38	-10	-26.32	.23	.27
CH BONFORT			28	35	-7	-20.00	.23	.25
CH RLLN DBY MDC			28	12	16	133.33	.23	.09
CH HT SORILLON			28	11	17	154.55	.23	.08
CH HYT CAB SAUV			28		28	100.00	.23	.00
CH MARTIN CUVEE			27	85	-58	-68.24	.22	.61
CH BOUTISSE			27	46	-19	-41.30	.22	.33
CH L ARROMANS			27	35	-8	-22.86	.22	.25
CH LMTH D HAUX			27	30	-3	-10.00	.22	.22
CHAT SUAU RED			27	21	6	28.57	.22	.15
DUCOURT ROUGE			27	12	15	125.00	.22	.09
G DUB M A G MRL			26	29	-3	-10.34	.21	.21
CH DES LEOTINS			26	24	2	8.33	.21	.17
CH PEYFAURES			24	14	10	71.43	.20	.10
CH PAVEIL D LUZ			23	3	20	666.67	.19	.02
CH TOUR BAYARD			23		23	100.00	.19	.00
CH THIEULEY BLC			22	25	-3	-12.00	.18	.18
CH PARENCHR SUP			22	21	1	4.76	.18	.15
M TOUTON SV BL			22	21	1	4.76	.18	.15
CHATEAU DU JUGE			22	21	1	4.76	.18	.15
EXEM BORDEAUX			22	20	2	10.00	.18	.14
CLOS D LUNES BL			22	13	9	69.23	.18	.09
CHAT LILIAN LAD			22	1	21	2100.00	.18	.01
DOM DE MUS PN			22		22	100.00	.18	.00
CH GRAVE RABION			22		22	100.00	.18	.00
CHOPS & BURGERS			21	194	-173	-89.18	.17	1.40
ALEX SRCH L BRD			21	33	-12	-36.36	.17	.24
CH DE BON AMI			21	23	-2	-8.70	.17	.17
CH D'ARCIN H MD			21	13	8	61.54	.17	.09
CH LANDEREAU SP			21		21	100.00	.17	.00
FLUER DE ROC			21		21	100.00	.17	.00
BG RESERVE MRLT			20	32	-12	-37.50	.16	.23
CH LES VERRIERS			20	23	-3	-13.04	.16	.17
CH ARROMN EDM B			20	20		.00	.16	.14
CH VRAI CAILLOU			20	18	2	11.11	.16	.13
CH COURRONNEAU			20		20	100.00	.16	.00
BUTCHERS DAUGTR			18	34	-16	-47.06	.15	.24
CH HT-SERR CAHR			18	18		.00	.15	.13
CH HAUT LABORIE			18	5	13	260.00	.15	.04
CH HAUT QUEYRON			18		18	100.00	.15	.00
CH REYNON BLANC			17	93	-76	-81.72	.14	.67
CH L MOTHE RGE			17	41	-24	-58.54	.14	.30
CH OLVR PSS LGN			17	12	5	41.67	.14	.09
CH POTENSAC			17	10	7	70.00	.14	.07
CH CAMPLAY KSH			17	6	11	183.33	.14	.04
LE G DE GUIRAUD			17	4	13	325.00	.14	.03
LE HAUT-MEDOC			17		17	100.00	.14	.00
LA FLEUR RENAISS			16	16		.00	.13	.12
CH D'ANGLDT MRX			16	12	4	33.33	.13	.09
CH D FONTENILLE			16	9	7	77.78	.13	.06
CH LA TOUR PAVE			16	5	11	220.00	.13	.04
CH LAMOTHE GERM			16		16	100.00	.13	.00
FOUR DTRS ITBDX			16		16	100.00	.13	.00
CH FRANC MAILLT			16		16	100.00	.13	.00
MICHL LYNCH RGE			15	26	-11	-42.31	.12	.19
CH ANEY HAUT MD			15	7	8	114.29	.12	.05
HAUTS DE SMTH R			14	13	1	7.69	.11	.09
CH GISCOURS MGX			14	2	12	600.00	.11	.01
CH D TERTRE MGX			14	1	13	1300.00	.11	.01
CH POYANNE CDB			13	21	-8	-38.10	.11	.15
SAV DE SEQUIN W			13	14	-1	-7.14	.11	.10
CRX CARBNNX RGE			13	12	1	8.33	.11	.09
CH CHRMS GODARD			13	11	2	18.18	.11	.08
CH BARREYRES			13	9	4	44.44	.11	.06
CH L GRNG S JUL			13	8	5	62.50	.11	.06
CH MOTTE MAUCRT			13	7	6	85.71	.11	.05
CH HAUT LABD GV			13		13	100.00	.11	.00
CH LMTH HAUX CV			13		13	100.00	.11	.00
PETIT CHAP BLNC			13		13	100.00	.11	.00
CH V BEYLIE RGE			13		13	100.00	.11	.00
CH GRAND FRANCS			13		13	100.00	.11	.00
CH GOUDICHD GRV			12	16	-4	-25.00	.10	.12
CH LA GROLET RG			12	15	-3	-20.00	.10	.11
LOUIS VALON WHT			12	12		.00	.10	.09
CH HAUT SURGET			12	7	5	71.43	.10	.05
CH RAMPEAU			12		12	100.00	.10	.00
CH MALMAISON			12		12	100.00	.10	.00
CH MAMIN GRAVES			12		12	100.00	.10	.00
CH LAMOTHE RG			11	21	-10	-47.62	.09	.15
FERRANDE SAV BL			11	20	-9	-45.00	.09	.14
CH TEYSSIER GC			11	15	-4	-26.67	.09	.11
GLOBERATI			11	13	-2	-15.38	.09	.09
CH PICAU PERNA			11	12	-1	-8.33	.09	.09
BG SAUTERNES			11	8	3	37.50	.09	.06
CH CARBONNX BLC			11	8	3	37.50	.09	.06
CH LA ROSE BREN			11	7	4	57.14	.09	.05
CH BEL-AIR LCTE			11		11	100.00	.09	.00
LEGENDE BLANC			11		11	100.00	.09	.00
CH LA ROSERAIE			11		11	100.00	.09	.00

# NABCA CASE SALES ANALYSIS

## BY CLASS, TYPE, BRAND

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

ALL STATES-1/1/17 - 03/31/17

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
CH DU PINTEY			11		11	100.00	.09	.00
AXEL DES VIGNES			11		11	100.00	.09	.00
CH TOUR CHAPOUX			10	18	-8	-44.44	.08	.13
CH METAIRIE EDM			10	11	-1	-9.09	.08	.08
CH L VIELLE PRE			10	11	-1	-9.09	.08	.08
CH LA ROCHE WHI			10	10		100.00	.08	.07
CH PUY BLANQUET			10	7	3	42.86	.08	.05
CH RAUZAN GSSES			10	3	7	233.33	.08	.02
CH LES RIGANES			10		10	100.00	.08	.00
CH GRAND PLNTEY			10		10	100.00	.08	.00
CH COUSTAUT BLC			10		10	100.00	.08	.00
THUNEVN BAD BOY			10		10	100.00	.08	.00
CH HAUT DAMBERT			10		10	100.00	.08	.00
BARON LESCAT			9	51	-42	-82.35	.07	.37
CH L CRX DU DUC			9	31	-22	-70.97	.07	.22
LES CADRAN LSSG			9	21	-12	-57.14	.07	.15
CH LASSEGUE			9	14	-5	-35.71	.07	.10
BRN DLZ RED			9	12	-3	-25.00	.07	.09
CH LYONNAT EMTN			9	12	-3	-25.00	.07	.09
LES VIGNEAX CAB			9	9		100.00	.07	.06
CH MAUSSE			9	8	1	12.50	.07	.06
LE DAUPHIN OLVR			9	8	1	12.50	.07	.06
LAURIERS RTCHLD			9	5	4	80.00	.07	.04
CH VIGNOT ST EM			9	3	6	200.00	.07	.02
CH HAUT PEREYRE			9	2	7	350.00	.07	.01
LA PETITE LUNE			9		9	100.00	.07	.00
CH HAUT POURJAC			9		9	100.00	.07	.00
CH MACOU LAGRNG			9		9	100.00	.07	.00
CH MAGENCE			9		9	100.00	.07	.00
CH HT G CHMP SB			9		9	100.00	.07	.00
CHATEAU FLOREAL			8	19	-11	-57.89	.07	.14
CH BRUNI SUPRER			8	19	-11	-57.89	.07	.14
CHVL QNCRD CLVR			8	14	-6	-42.86	.07	.10
CHATEAU ROC			8	14	-6	-42.86	.07	.10
CH DE BRONDEAU			8	12	-4	-33.33	.07	.09
CH MAYNE TURON			8	10	-2	-20.00	.07	.07
CH SIMARD			8	9	-1	-11.11	.07	.06
CH DE BECHAUD			8	8		100.00	.07	.06
CHAT LA RAME SB			8	7	1	14.29	.07	.05
CH PET CLOS ROY			8	7	1	14.29	.07	.05
CH L CRX ST PER			8	6	2	33.33	.07	.04
CH CASTLENEAU R			8	5	3	60.00	.07	.04
CH LAMOUROUX RG			8	5	3	60.00	.07	.04
ALEXANDRE ROUGE			8	3	5	166.67	.07	.02
CH FNTNILE ENTR			8		8	100.00	.07	.00
CH LANDEREAU BL			8		8	100.00	.07	.00
CH DE CAZENOVE			8		8	100.00	.07	.00
CH HAUT TUQUET			8		8	100.00	.07	.00
CH DUCLUZEAU			8		8	100.00	.07	.00
CH CHNTRGRVE RG			7	27	-20	-74.07	.06	.19
CH LA GRVRE RED			7	21	-14	-66.67	.06	.15
CH ROC DE SEGUR			7	19	-12	-63.16	.06	.14
CH PLSNCE ALIX			7	12	-5	-41.67	.06	.09
CH MOULINIERE B			7	11	-4	-36.36	.06	.08
CH CNTLDITTE BLC			7	10	-3	-30.00	.06	.07
CH LES MILLAUX			7	10	-3	-30.00	.06	.07
CH CAP FGR CSTL			7	10	-3	-30.00	.06	.07
B ROTH RS SPC W			7	10	-3	-30.00	.06	.07
CH LAMOUROUX BL			7	8	-1	-12.50	.06	.06
CH BEL-AIR			7	5	2	40.00	.06	.04
CH TALBOT RED			7	4	3	75.00	.06	.03
CH RIVENSAN			7	3	4	133.33	.06	.02
CH GRUAUD LRS R			7	3	4	133.33	.06	.02
CH HSSE SPLEEN			7		7	100.00	.06	.00
CH GASPARD RESV			7		7	100.00	.06	.00
CH MAYNE-GUYON			7		7	100.00	.06	.00
CH PEYBRUN CDB			7		7	100.00	.06	.00
CH FOURCAS CUV			7		7	100.00	.06	.00
CH BORDERON MDC			7		7	100.00	.06	.00
CH LA FRANCE RD			7		7	100.00	.06	.00
MRQS D BEAUMONT			6	78	-72	-92.31	.05	.56
CH L FREYNLL BL			6	72	-66	-91.67	.05	.52
CH LE CROCK RED			6	18	-12	-66.67	.05	.13
CH S LOUIS MNTG			6	18	-12	-66.67	.05	.13
CH PUYGUERAUD			6	14	-8	-57.14	.05	.10
CH D'ARTHUS			6	10	-4	-40.00	.05	.07
CH CRUZEAU RGE			6	8	-2	-25.00	.05	.06
CH ROUDIER			6	8	-2	-25.00	.05	.06
CH DE SEQUIN			6	5	1	20.00	.05	.04
B PHLP CDT P NR			6	5	1	20.00	.05	.04
L'HERITAGE GREY			6	5	1	20.00	.05	.04
CH HAUT-GRAVET			6	5	1	20.00	.05	.04
CH TOUR D PRSSC			6	4	2	50.00	.05	.03
CH TRSSES BOUEY			6	4	2	50.00	.05	.03
CH PHELAN SEGUR			6	4	2	50.00	.05	.03
CH LTN LUVRE BL			6	3	3	100.00	.05	.02
CHATEAU GENINS			6		6	100.00	.05	.00
CH BEGADANET MD			6		6	100.00	.05	.00
CH ST VALERY GC			6		6	100.00	.05	.00
EXEM BRDX BLANC			6		6	100.00	.05	.00
CH DEUX RIVES			6		6	100.00	.05	.00
CH D MOULIN MER			6		6	100.00	.05	.00
CH GABARON SAUV			5	68	-63	-92.65	.04	.49

# NABCA CASE SALES ANALYSIS

## BY CLASS, TYPE, BRAND

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

ALL STATES-1/1/17 - 03/31/17

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
CH GABARON			5	45	-40	-88.89	.04	.32
LA GRNE ENT MRS			5	22	-17	-77.27	.04	.16
LES HAUTS TERTR			5	17	-12	-70.59	.04	.12
CH DUCASSE BLNC			5	11	-6	-54.55	.04	.08
CH LALNDE-BORIE			5	11	-6	-54.55	.04	.08
CH ST VINCENT			5	7	-2	-28.57	.04	.05
CH GLORIA			5	7	-2	-28.57	.04	.05
CLARENDELLE WHT			5	5		.00	.04	.04
CH CANTENAC BRN			5	5		.00	.04	.04
LA PARDE BAILLY			5	4	1	25.00	.04	.03
CH TOUR PRIGNAC			5	3	2	66.67	.04	.02
CH D'ISSAN MRGX			5	3	2	66.67	.04	.02
CH LAFON ROCHET			5	3	2	66.67	.04	.02
CH GAZIN RCQNT			5	3	2	66.67	.04	.02
MISSN ST VNCT R			5	3	2	66.67	.04	.02
PAULLAC LYNCH			5	3	2	66.67	.04	.02
CH GROMEL BL-AR			5	1	4	400.00	.04	.01
CH TARIN			5		5	100.00	.04	.00
CH DE BERGUN SB			5		5	100.00	.04	.00
CH PITRAY			5		5	100.00	.04	.00
CH TOUR BEL AIR			5		5	100.00	.04	.00
CH MACQUIN ST G			5		5	100.00	.04	.00
CH HT CHAIGNEAU			5		5	100.00	.04	.00
CH COURNEAU BLC			5		5	100.00	.04	.00
PIERRE ANGLRE B			5		5	100.00	.04	.00
CH LE BOCAE			5		5	100.00	.04	.00
CH LAULERIE BLC			4	128	-124	-96.88	.03	.92
CH MELIN			4	82	-78	-95.12	.03	.59
BARON THOMAS			4	43	-39	-90.70	.03	.31
CH MYLORD MILDY			4	24	-20	-83.33	.03	.17
CH ST SLPCE BLC			4	14	-10	-71.43	.03	.10
CH GRND ROUSSEAU			4	12	-8	-66.67	.03	.09
MCHL LYNCH BLNC			4	11	-7	-63.64	.03	.08
CHARME IDAE			4	10	-6	-60.00	.03	.07
CH FONTENILLE BL			4	10	-6	-60.00	.03	.07
PHILP RAGNT BLC			4	10	-6	-60.00	.03	.07
LE PRELAT CDR			4	9	-5	-55.56	.03	.06
CH ST MICHE			4	9	-5	-55.56	.03	.06
CH BEAUSJR PENT			4	8	-4	-50.00	.03	.05
CH CANTEGRIL			4	7	-3	-42.86	.03	.05
CH GABARON CAB			4	6	-2	-33.33	.03	.04
CH CARBONNX RGE			4	5	-1	-20.00	.03	.04
CH FOUGERE NOBL			4	5	-1	-20.00	.03	.04
CH HAUT GAY SUP			4	4		.00	.03	.03
CH BAUDAN LSTRC			4	4		.00	.03	.03
CH CHARRIER			4	3	1	33.33	.03	.02
CH CALON SEGUR			4	2	2	100.00	.03	.01
CH DE SOURS RSE			4	2	2	100.00	.03	.01
CH POITEVIN			4	1	3	300.00	.03	.01
LE PET CAILLOU			4	1	3	300.00	.03	.01
CH MALARTIC LGV			4	1	3	300.00	.03	.01
CH FOURNEY RED			4		4	100.00	.03	.00
CH L MOUSSANTE			4		4	100.00	.03	.00
CH LA PERVENCHE			4		4	100.00	.03	.00
CH CAPBRN GASOU			4		4	100.00	.03	.00
GRND ENCLS CERN			4		4	100.00	.03	.00
CH LAGRANGE POM			4		4	100.00	.03	.00
CH GACHN MNTGNE			4		4	100.00	.03	.00
CLS JUSTICES BL			4		4	100.00	.03	.00
CH HAUT BOMMES			4		4	100.00	.03	.00
CH LE PAPE PSSC			4		4	100.00	.03	.00
CH LARDILEY SVB			4		4	100.00	.03	.00
B EDMND HAUT-MD			4		4	100.00	.03	.00
CH CRU GODARD			4		4	100.00	.03	.00
SNGEUR DAGL CST			4		4	100.00	.03	.00
CH GRAMOND HAUT			3	174	-171	-98.28	.02	1.25
CH LA VERGNE			3	28	-25	-89.29	.02	.20
CHAT LAT POMERL			3	23	-20	-86.96	.02	.17
BORDEAUX 1935			3	18	-15	-83.33	.02	.13
CH MARJOSSE			3	17	-14	-82.35	.02	.12
CH MONDESIR CDB			3	14	-11	-78.57	.02	.10
CH PITOT			3	14	-11	-78.57	.02	.10
CH LA MATHELINE			3	12	-9	-75.00	.02	.09
CH SOCIANDO MLT			3	8	-5	-62.50	.02	.06
CH LOUDN MDC BL			3	7	-4	-57.14	.02	.05
CH HAUT MAGINET			3	6	-3	-50.00	.02	.04
CH BOUCSSE MDRN			3	5	-2	-40.00	.02	.04
CH L CRX BEAUCL			3	4	-1	-25.00	.02	.03
CH TULLIERE WHT			3	4	-1	-25.00	.02	.03
CH FLEUR DOR ST			3	3		.00	.02	.02
MICHL LYNCH MRL			3	3		.00	.02	.02
CH CLOS ST VLRY			3	3		.00	.02	.02
DOURTHE LG S BL			3	2	1	50.00	.02	.01
CH D REYNAUD			3	2	1	50.00	.02	.01
CH L GRAVE FRON			3	1	2	200.00	.02	.01
CH MANOIR GRVX			3	1	2	200.00	.02	.01
CH CANTEMERLE			3	1	2	200.00	.02	.01
CH LYNCH BGS PA			3	1	2	200.00	.02	.01
CH CROIX DE MAI			3		3	100.00	.02	.00
CH DE LA GRV RD			3		3	100.00	.02	.00
CH LAVGNC GR DM			3		3	100.00	.02	.00
CH COUR ARGENT			3		3	100.00	.02	.00
AUGEY RED			3		3	100.00	.02	.00

# NABCA CASE SALES ANALYSIS

## BY CLASS, TYPE, BRAND

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

ALL STATES-1/1/17 - 03/31/17

PAGE 108

CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
CH PLAISANCE			3		3	100.00	.02	.00
CLARENDELLE RED			2	44	-42	-95.45	.02	.32
CH MILLE RS MRG			2	31	-29	-93.55	.02	.22
CH D FRANCS CDF			2	21	-19	-90.48	.02	.15
CH LES MARCTES			2	16	-14	-87.50	.02	.12
CH GRAND PORTAL			2	11	-9	-81.82	.02	.08
LES VIGNEAX MRL			2	11	-9	-81.82	.02	.08
CH LMTHE BRGRON			2	11	-9	-81.82	.02	.08
CH CHNTGRV CRLN			2	10	-8	-80.00	.02	.07
BARON LA ROSE			2	9	-7	-77.78	.02	.06
CH BERNADOTTE			2	8	-6	-75.00	.02	.06
CH BARREYRE			2	6	-4	-66.67	.02	.04
CH HAUT BERNAT			2	6	-4	-66.67	.02	.04
CH D PEZ ESTPHE			2	6	-3	-60.00	.02	.04
CH LE PRIOLAT			2	6	-3	-60.00	.02	.04
ST ANAC MOLLEUX			2	5	-3	-60.00	.02	.04
CH CLOS CANON			2	5	-3	-60.00	.02	.04
B PHLP CDT CAB			2	5	-3	-60.00	.02	.04
CH L PETIT CHBN			2	4	-2	-50.00	.02	.03
CH BOIS MARTIN			2	4	-2	-50.00	.02	.03
CH GAZIN POMROL			2	3	-1	-33.33	.02	.02
CH BARBE BLNCH			2	3	-1	-33.33	.02	.02
LES ALLEE CNTML			2	3	-1	-33.33	.02	.02
CH H CONDISSAS			2	3	-1	-33.33	.02	.02
CH BARDE-HAUT			2	3	-1	-33.33	.02	.02
CH CLOS D MARQS			2	3	-1	-33.33	.02	.02
CH FOMBRG CADRN			2	3	-1	-33.33	.02	.02
CH CHEVAL BRUN			2	2		.00	.02	.01
CH LANESSAN			2	2		.00	.02	.01
GRND ENCLS CR B			2	2		.00	.02	.01
MSN NCLS SAUTRN			2	2		.00	.02	.01
CH POUGET MRGX			2	2		.00	.02	.01
CH CLERC MILON			2	2		.00	.02	.01
HAUT DE SMITH B			2	2		.00	.02	.01
CH D BRAUDE HT			2	1	1	100.00	.02	.01
CHAT TAYAC			2	1	1	100.00	.02	.01
CH GRAVAS BLANC			2	1	1	100.00	.02	.01
CH DU BASQUE			2	1	1	100.00	.02	.01
FONCASTEL CAB			2	1	1	100.00	.02	.01
CH RMU-LCST SAU			2	1	1	100.00	.02	.01
CH BLOUIN BRDX			2		2	100.00	.02	.00
CH BEYCHEVELLE			2		2	100.00	.02	.00
BG MERLOT-CAB			2		2	100.00	.02	.00
CH ROUGET POMRL			2		2	100.00	.02	.00
CH PONTET CANET			2		2	100.00	.02	.00
CH GAUDIN PALLC			2		2	100.00	.02	.00
CHATEAU CANON			2		2	100.00	.02	.00
AUVGNE SLUTR PF			2		2	100.00	.02	.00
CH PUYBARBE CDB			2		2	100.00	.02	.00
EXEM BRDX ROUGE			2		2	100.00	.02	.00
CH BARRABAQUE			2		2	100.00	.02	.00
CH PERRON ROUGE			2		2	100.00	.02	.00
CH MANOS CV TRD			2		2	100.00	.02	.00
CH HAUT LARVEAU			2		2	100.00	.02	.00
CH HAUT CORBIN			2		2	100.00	.02	.00
CH MARQS TRM MG			2		2	100.00	.02	.00
CH LA BORNE			2		2	100.00	.02	.00
CH GRANINS POJX			2		2	100.00	.02	.00
BG FNDRS SAUVGN			2		2	100.00	.02	.00
CH RSC CRM RIEU			2		2	100.00	.02	.00
CH TROPLONG MDT			2		2	100.00	.02	.00
CH VIEUX RIGAUD			2		2	100.00	.02	.00
CORDIER BLANC			2		2	100.00	.02	.00
CH MAUCAILLOU			2		2	100.00	.02	.00
CH LES DRMES			2		2	100.00	.02	.00
CH LEOVL POYFER			2		2	100.00	.02	.00
LE PETIT ENCLOS			2		2	100.00	.02	.00
CH BRNE DCRU JL			2		2	100.00	.02	.00
CH BELLOY CANON			1	255	-254	-99.61	.01	1.84
B ROTH RS SPC R			1	116	-115	-99.14	.01	.84
CH AMBE T POURT			1	70	-69	-98.57	.01	.50
CH REYNON ROUGE			1	64	-63	-98.44	.01	.46
CHATEAU MALBEC			1	25	-24	-96.00	.01	.18
CH DE GOELANE			1	16	-15	-93.75	.01	.12
CH FLEUR D RIGD			1	13	-12	-92.31	.01	.09
CH BRANENS GRVS			1	12	-11	-91.67	.01	.09
FONCASTEL MERLT			1	10	-9	-90.00	.01	.07
CH BEAULIEU L P			1	9	-8	-88.89	.01	.06
CH PERLGUES GRV			1	8	-7	-87.50	.01	.06
CH MOULN RG CRU			1	8	-7	-87.50	.01	.06
CH VALFONTAINE			1	7	-6	-85.71	.01	.05
CH NICOT RED			1	6	-5	-83.33	.01	.04
CH BELLEGRAVE			1	6	-5	-83.33	.01	.04
RSV D L COMTESE			1	6	-5	-83.33	.01	.04
CH CORCONNAC SB			1	6	-5	-83.33	.01	.04
CH CAP DE FER			1	6	-5	-83.33	.01	.04
DM VIRGINIE THN			1	5	-4	-80.00	.01	.04
CHVL QNCRD ZEDE			1	5	-4	-80.00	.01	.04
CH HAUT LAULTON			1	5	-4	-80.00	.01	.04
L EGLISE ST HLR			1	5	-4	-80.00	.01	.04
CH COURONNEAU			1	5	-4	-80.00	.01	.04
CH HAUT SELVE R			1	5	-4	-80.00	.01	.04
HAUT MEDOC LASC			1	5	-4	-80.00	.01	.04

# NABCA CASE SALES ANALYSIS

## BY CLASS, TYPE, BRAND

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

ALL STATES-1/1/17 - 03/31/17

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
CH DU COURLAT			1	4	-3	-75.00	.01	.03
DEMSLLE SOC MAL			1	4	-3	-75.00	.01	.03
ECHO LYNCH BAGE			1	4	-3	-75.00	.01	.03
CH L CRX LARTGE			1	4	-3	-75.00	.01	.03
LE PRELAT CDR B			1	4	-3	-75.00	.01	.03
LE PET CH LAGRD			1	4	-3	-75.00	.01	.03
CH LA COURONNE			1	4	-3	-75.00	.01	.03
CH SIMON BLANC			1	4	-3	-75.00	.01	.03
LE RINGUE			1	3	-2	-66.67	.01	.02
LES CINQ PT BLC			1	3	-2	-66.67	.01	.02
CH ROCHER FIGNC			1	3	-2	-66.67	.01	.02
CH L'ARGILUS DR			1	3	-2	-66.67	.01	.02
BUZET D'ARDEVIL			1	3	-2	-66.67	.01	.02
CHAT LA RAME			1	3	-2	-66.67	.01	.02
CH PEYMARTIN JL			1	3	-2	-66.67	.01	.02
CHAT FONROQUE			1	3	-2	-66.67	.01	.02
CH MONDORION GC			1	3	-2	-66.67	.01	.02
CH BOSTON MARGX			1	3	-2	-66.67	.01	.02
CH DE BEAREGARD			1	3	-2	-66.67	.01	.02
CH MOULIN TRICT			1	3	-2	-66.67	.01	.02
CHVL QNCRD ST E			1	2	-1	-50.00	.01	.01
CH DE GAZIN			1	2	-1	-50.00	.01	.01
CH LES ORMES SJ			1	2	-1	-50.00	.01	.01
L'ESPRT CHEVL B			1	2	-1	-50.00	.01	.01
CH CORTON GRNCY			1	2	-1	-50.00	.01	.01
MISSN ST VNCT W			1	2	-1	-50.00	.01	.01
CH COSTE MRGAUX			1	2	-1	-50.00	.01	.01
CH LACSTE BORIE			1	2	-1	-50.00	.01	.01
CHATEAU FAGE BL			1	1		.00	.01	.01
CH LEOVL BARTON			1	1		.00	.01	.01
CH HT BLLY GRYS			1	1		.00	.01	.01
CH BSTDE DAUZAC			1	1		.00	.01	.01
BEAU RIVGE ROUG			1	1		.00	.01	.01
NECTAR CAB SAV			1	1		.00	.01	.01
RESERVE PRIEURE			1	1		.00	.01	.01
ALTER EGO			1	1		.00	.01	.01
LES TOUR DE LNG			1	1		.00	.01	.01
CHAT LE GAY			1	1		.00	.01	.01
CH BRANE CANTNC			1	1		.00	.01	.01
CH DE BONFILS			1	1		.00	.01	.01
CH HAUT BAITTLY			1	1		.00	.01	.01
CH HAUT JONSET			1	1		.00	.01	.01
CH SMTH HT LAFT			1	1	1	100.00	.01	.00
CH DUCRU BEAUCA			1	1	1	100.00	.01	.00
LE PET MOUTON			1	1	1	100.00	.01	.00
CH BEAUSJR BECT			1	1	1	100.00	.01	.00
CH GOMB GUILLOT			1	1	1	100.00	.01	.00
CH CLOS L'EG PD			1	1	1	100.00	.01	.00
CH PETIT VEDRNE			1	1	1	100.00	.01	.00
CH CHANTMR BLAY			1	1	1	100.00	.01	.00
CH L ROUSSELIRE			1	1	1	100.00	.01	.00
BG CHAT MAGNOL			1	1	1	100.00	.01	.00
DMN STE ANNE RD			1	1	1	100.00	.01	.00
CH MOUTON ROTHS			1	1	1	100.00	.01	.00
CH GRND PUY DUC			1	1	1	100.00	.01	.00
CH LOUDENNE MDC			1	1	1	100.00	.01	.00
CHATEAU DU PIN			1	1	1	100.00	.01	.00
M TOUTON MERLOT			1	1	1	100.00	.01	.00
CH PAPE CLEMENT			1	1	1	100.00	.01	.00
CH LEOVILLE S JL			1	1	1	100.00	.01	.00
CH GRND PY PRLD			1	1	1	100.00	.01	.00
CH HAUT MAYNE			1	1	1	100.00	.01	.00
CH SUAU CADILAC			1	1	1	100.00	.01	.00
CH CAPDET			1	1	1	100.00	.01	.00
CH HAUT LARTNAC			1	1	1	100.00	.01	.00
CH ABELYCE G C			1	1	1	100.00	.01	.00
BARTON RSV EMLN			1	1	1	100.00	.01	.00
CONFDNCS PR LCH			1	1	1	100.00	.01	.00
CH LARRIVAUX			1	1	1	100.00	.01	.00
CH PCHN LNG BRN			1	1	1	100.00	.01	.00
BG CHR MGNL RD			1	1	1	100.00	.01	.00
CH GRND PUY LAC			1	1	1	100.00	.01	.00
CH CANTERMERLE			1	1	1	100.00	.01	.00
CH L DAME MNTRS			1	1	1	100.00	.01	.00
CH CALLAC GR RG			1	1	1	100.00	.01	.00
CHATEAU PALMER			1	1	1	100.00	.01	.00
LA CROIX BARTON			1	1	1	100.00	.01	.00
CHAT RIEUSSEC			1	1	1	100.00	.01	.00
CH MOULIN CANON			1	1	1	100.00	.01	.00
CH PRILYCH MARG			1	1	1	100.00	.01	.00
CH D'AUVENNR BL			1	1	1	100.00	.01	.00
CH D YQUEM			1	1	1	100.00	.01	.00
L'ESPRT CHEVL R			1	1	1	100.00	.01	.00
CH LA RN PRGNSN			1	1	1	100.00	.01	.00
AUGEY WHITE			1	1	1	100.00	.01	.00
LA POMMERAIE BR			1	1	1	100.00	.01	.00
CH SARNST DP RD			1	1	1	100.00	.01	.00
CH D'AUVERNIER			1	1	1	100.00	.01	.00
CH CNNTBLE TLBT			1	1	1	100.00	.01	.00
CH SUAU COTE DE			1	1	1	100.00	.01	.00
B ROTH LEGENDE			1	1	1	100.00	.01	.00
CH DE BLAIGNAC			1	1	1	100.00	.01	.00
CH D CRLS FRNSC			1	179	-179	-100.00	.00	1.29

# NABCA CASE SALES ANALYSIS

## BY CLASS, TYPE, BRAND

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

ALL STATES-1/1/17 - 03/31/17

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
CH FRRN PS-LG B				43	-43	-100.00	.00	.31
CH MOULIN A VNT				42	-42	-100.00	.00	.30
FLEUR D MARVILL				29	-29	-100.00	.00	.21
CH CAMENSAC				24	-24	-100.00	.00	.17
CH L MOUTINS BL				18	-18	-100.00	.00	.13
CH CRGNAN PRIMA				17	-17	-100.00	.00	.12
CH TOUR D FOUST				13	-13	-100.00	.00	.09
CH L CRX JAUQUE				12	-12	-100.00	.00	.09
CH LE DRAGON				11	-11	-100.00	.00	.08
CH ROUSTAING RS				11	-11	-100.00	.00	.08
CH TERRES GRANG				10	-10	-100.00	.00	.07
CH MOULN PLRDOT				10	-10	-100.00	.00	.07
CH TRETER VIAUD				10	-10	-100.00	.00	.07
CH HAUT ROBERT				10	-10	-100.00	.00	.07
CH CROIX D MSSN				9	-9	-100.00	.00	.06
CLOS RENE POMER				9	-9	-100.00	.00	.06
CH S LOUIS GALV				9	-9	-100.00	.00	.06
CH BLLVE PYCHRU				9	-9	-100.00	.00	.06
CH MARTINON				8	-8	-100.00	.00	.06
CH LA RAME CDLC				8	-8	-100.00	.00	.06
CH SENAILHAC				8	-8	-100.00	.00	.06
CH BARBQE PRST				8	-8	-100.00	.00	.06
CH MATALIN				7	-7	-100.00	.00	.05
CH LIOT SAUTRNE				7	-7	-100.00	.00	.05
CH L MOTHE WHT				7	-7	-100.00	.00	.05
CH LEBEGORCE				7	-7	-100.00	.00	.05
DOWNTN ABBY CLR				7	-7	-100.00	.00	.05
CH ARGADENS SUP				6	-6	-100.00	.00	.04
CH VILLEFRANCHE				6	-6	-100.00	.00	.04
CH FONBADET PLC				6	-6	-100.00	.00	.04
CH DU MOULN CDC				6	-6	-100.00	.00	.04
M BESSE CH BIRE				6	-6	-100.00	.00	.04
CH BRIOT				6	-6	-100.00	.00	.04
CH FOURCAS DPRE				5	-5	-100.00	.00	.04
CH L TOUR BESSN				5	-5	-100.00	.00	.04
CH CROIX TEYNAC				5	-5	-100.00	.00	.04
MATIBON BAUDAN				5	-5	-100.00	.00	.04
CH ARNAUTN SOL				4	-4	-100.00	.00	.03
CH MESSLE AUBRT				4	-4	-100.00	.00	.03
GER DP M VERITE				4	-4	-100.00	.00	.03
CH MONESTIER RG				4	-4	-100.00	.00	.03
CH MALECASSE				4	-4	-100.00	.00	.03
CH DE SRS ROUGE				4	-4	-100.00	.00	.03
CH EGLISE VIELL				4	-4	-100.00	.00	.03
CH DE BERGUN				4	-4	-100.00	.00	.03
CH DESMIRAIL				4	-4	-100.00	.00	.03
CH GRAVE DE PEZ				4	-4	-100.00	.00	.03
CH CHANTLN MRGX				4	-4	-100.00	.00	.03
CHVL QNCRD RSV				4	-4	-100.00	.00	.03
CH L TOUR CARNT				3	-3	-100.00	.00	.02
CH L FLEUR RED				3	-3	-100.00	.00	.02
VIEUX CH ST.AND				3	-3	-100.00	.00	.02
CH DE SOURS RG				3	-3	-100.00	.00	.02
CH BOURREE CDC				3	-3	-100.00	.00	.02
ENCLOS DE LELND				3	-3	-100.00	.00	.02
GRAND THEATRE				3	-3	-100.00	.00	.02
DOWNTON ABBY BL				3	-3	-100.00	.00	.02
CRU MONPLASR SP				3	-3	-100.00	.00	.02
CH BLLVE RANDEE				3	-3	-100.00	.00	.02
CH LE GRD VRDUS				3	-3	-100.00	.00	.02
CLB CRDR DUPRAY				3	-3	-100.00	.00	.02
CH LES PSQT EDM				3	-3	-100.00	.00	.02
CH TRTEAU ELEGN				3	-3	-100.00	.00	.02
CH PEYRUCHET				3	-3	-100.00	.00	.02
LES PAGODES COS				3	-3	-100.00	.00	.02
CH DE SOURS BLC				2	-2	-100.00	.00	.01
CH LA FLEUR PEY				2	-2	-100.00	.00	.01
CH MONESTIER BL				2	-2	-100.00	.00	.01
CH LESCALLE				2	-2	-100.00	.00	.01
CH LTN LUVRE RG				2	-2	-100.00	.00	.01
L'EXPRSSN ARTIG				2	-2	-100.00	.00	.01
CH BEHERE COURT				2	-2	-100.00	.00	.01
TERRE DU LION				2	-2	-100.00	.00	.01
CH FRRN PSC-LGN				2	-2	-100.00	.00	.01
CH HAUT BEAUSJR				2	-2	-100.00	.00	.01
CH PHLAO LA GRV				2	-2	-100.00	.00	.01
LION DE SUDRAUT				2	-2	-100.00	.00	.01
CH BONNAT GRV W				2	-2	-100.00	.00	.01
CH BALAURIN BLC				2	-2	-100.00	.00	.01
CH MEYRE C BRGS				2	-2	-100.00	.00	.01
CH FRANCS MAGNS				2	-2	-100.00	.00	.01
CH GUIRAUD CHLR				2	-2	-100.00	.00	.01
CH LEVANT SAUTN				2	-2	-100.00	.00	.01
CH PCRD S ESTPH				2	-2	-100.00	.00	.01
PHILP RAGNT CUV				2	-2	-100.00	.00	.01
CH DE LA HUSTE				2	-2	-100.00	.00	.01
CH LA POINTE				2	-2	-100.00	.00	.01
CH BONHOSTE RED				2	-2	-100.00	.00	.01
SAGA RED				2	-2	-100.00	.00	.01
CH LAVAGNAC				2	-2	-100.00	.00	.01
CH RICHARD BERG				2	-2	-100.00	.00	.01
CH BARREYRE SUP				2	-2	-100.00	.00	.01
CH LABGORCE MRX				2	-2	-100.00	.00	.01

# NABCA CASE SALES ANALYSIS

## BY CLASS, TYPE, BRAND

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

ALL STATES-1/1/17 - 03/31/17

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
CH DUFRT VIVENS				2	-2	-100.00	.00	.01
GOULEE				2	-2	-100.00	.00	.01
CH PEYRUCHET SB				2	-2	-100.00	.00	.01
CH FOMBRAUGE				2	-2	-100.00	.00	.01
CH GR POT ST EM				1	-1	-100.00	.00	.01
CH LYNCH-MOUSSA				1	-1	-100.00	.00	.01
GRND THRE SV B				1	-1	-100.00	.00	.01
CH TEYNAC S JUL				1	-1	-100.00	.00	.01
HEBRARD				1	-1	-100.00	.00	.01
CH DU TAILLIAN				1	-1	-100.00	.00	.01
CH LS TROIS CRX				1	-1	-100.00	.00	.01
CH MONSEGUR RES				1	-1	-100.00	.00	.01
CH DUCRU BEUCA				1	-1	-100.00	.00	.01
CH SIRAN MARGUX				1	-1	-100.00	.00	.01
CHVL QNCRD CTLN				1	-1	-100.00	.00	.01
GRND THRE SUP				1	-1	-100.00	.00	.01
CH T MRMB CP RG				1	-1	-100.00	.00	.01
CH BOIS LABBORD				1	-1	-100.00	.00	.01
PAUILLAC				1	-1	-100.00	.00	.01
CH RESPIDE BLNC				1	-1	-100.00	.00	.01
CH LA FLR PATRS				1	-1	-100.00	.00	.01
NICOLAS SAUV BL				1	-1	-100.00	.00	.01
CH MONTROSE				1	-1	-100.00	.00	.01
CH HAUT PERYR B				1	-1	-100.00	.00	.01
CH ROUSTAING				1	-1	-100.00	.00	.01
CH LARRIVET BLC				1	-1	-100.00	.00	.01
CRX CARBNNX BLC				1	-1	-100.00	.00	.01
CH VILLARS				1	-1	-100.00	.00	.01
CH CARRUADS LFT				1	-1	-100.00	.00	.01
CH GRNDS MOTTES				1	-1	-100.00	.00	.01
CH ROC JEAN LYS				1	-1	-100.00	.00	.01
CH FONTNLE CLRT				1	-1	-100.00	.00	.01
CH PIPEAU				1	-1	-100.00	.00	.01
ETOILES D MNDRN				1	-1	-100.00	.00	.01
CH LTR D MN MGX				1	-1	-100.00	.00	.01
CRX BEUCAILLOU				1	-1	-100.00	.00	.01
CH LE SABLEY				1	-1	-100.00	.00	.01
CH HAUT-PIQUAT				1	-1	-100.00	.00	.01
CH LA COLONNE K				1	-1	-100.00	.00	.01
CH BEAU-ST VGNB				1	-1	-100.00	.00	.01
CHATEAU CITRAN				1	-1	-100.00	.00	.01
CLARENDELLE P L				1	-1	-100.00	.00	.01
CH DU GRAND BOS				1	-1	-100.00	.00	.01
CH DE SALES				1	-1	-100.00	.00	.01
CH BNHSTE BL SC				1	-1	-100.00	.00	.01
CH T MTMB CP BL				1	-1	-100.00	.00	.01
CH LALND ST JUL				1	-1	-100.00	.00	.01
CH HAUT BRANDA				1	-1	-100.00	.00	.01
CH LA BOURE CDB				1	-1	-100.00	.00	.01
CH CHAUVET BLNC				1	-1	-100.00	.00	.01
CH FUISSE L CLS				1	-1	-100.00	.00	.01
<b>TOTAL FR BORDEAUX</b>			<b>12238</b>	<b>13890</b>	<b>-1652</b>	<b>-11.89</b>		
<b>FR BURGUNDY</b>								
JADOT BEAUJ VLG			2219	2717	-498	-18.33	17.38	19.72
JADOT MACON BLC			992	903	89	9.86	7.77	6.55
JADOT BEAUJOLAS			912	987	-75	-7.60	7.14	7.16
JADOT PLY FUIS			708	767	-59	-7.69	5.54	5.57
DUBOEUF BJLS VL			582	742	-160	-21.56	4.56	5.38
RENE JUNOT RED			385	455	-70	-15.38	3.01	3.30
JADOT CHARDNNY			355	378	-23	-6.08	2.78	2.74
BCHRD A&F PN NR			277	217	60	27.65	2.17	1.57
DUBOEUF BJLS NV			272	106	166	156.60	2.13	.77
L LTR GR ARDCHE			244	189	55	29.10	1.91	1.37
DUBOEUF BERCHUX			236		236	100.00	1.85	.00
L LTR PINOT NOR			204	285	-81	-28.42	1.60	2.07
JADOT PIN NOIR			202	204	-2	-.98	1.58	1.48
L LTR PLY FUSSE			189	164	25	15.24	1.48	1.19
LES CHARMES MCN			184	219	-35	-15.98	1.44	1.59
JD LFRT PIN NOR			169	182	-13	-7.14	1.32	1.32
L LTR VALMSSINE			162	187	-25	-13.37	1.27	1.36
BCHRD A&F CHARD			161	109	52	47.71	1.26	.79
POTEL MACON VLG			155	24	131	545.83	1.21	.17
SMNNT FBVRE CHR			147	2	145	7250.00	1.15	.01
POTEL BRGN P NR			137	98	39	39.80	1.07	.71
JD BEAU VILLAGE			134	139	-5	-3.60	1.05	1.01
RODET MERCEY BL			127		127	100.00	.99	.00
RODET MERCEY RG			126		126	100.00	.99	.00
CLAUDIE PEG CHN			125		125	100.00	.98	.00
DUBOEUF MCN VIL			107	96	11	11.46	.84	.70
L LTR MASRANY B			97	47	50	106.38	.76	.34
BG CHRD VIN PAY			96	187	-91	-48.66	.75	1.36
L LTR CHR ARDCH			89	88	1	1.14	.70	.64
L LTR ST VERAN			86		86	100.00	.67	.00
L LTR MARSANNAY			71	62	9	14.52	.56	.45
FESSY SOUS ROCH			70	111	-41	-36.94	.55	.81
RODET CH RLY BL			63		63	100.00	.49	.00
RENE JUNOT WHT			56	58	-2	-3.45	.44	.42
BCHT CHB DPOUIT			52	55	-3	-5.45	.41	.40
L LTR MCN CHMRY			44	31	13	41.94	.34	.22
BICHOT BRG PN N			44	21	23	109.52	.34	.15
POTEL AV BJ VLG			43	24	19	79.17	.34	.17

# NABCA CASE SALES ANALYSIS

## BY CLASS, TYPE, BRAND

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

ALL STATES-1/1/17 - 03/31/17

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
TALMARD MCN CHR			43	5	38	760.00	.34	.04
CLAUDIE PEG REG			40		40	100.00	.31	.00
MSN CHAMPY CHBL			39	24	15	62.50	.31	.17
LA SALETTE GSCN			34		34	100.00	.27	.00
BELLENE PN NR			33	20	13	65.00	.26	.15
DUBOEU F BEAULS			31	31		.00	.24	.22
VINCENT BGN BLC			31	24	7	29.17	.24	.17
DOM ROUX CHARD			31	18	13	72.22	.24	.13
SMNNT FBVR CHBL			31	9	22	244.44	.24	.07
SMNNT FBVR VAIL			31		31	100.00	.24	.00
LFLV BRG SETLLS			29	37	-8	-21.62	.23	.27
MAURCE ECARD PN			29	19	10	52.63	.23	.14
VINCENT PLY FSE			29	19	10	52.63	.23	.14
CLAUDIE PEG BRD			29		29	100.00	.23	.00
DM ARNOUX BEAUM			29		29	100.00	.23	.00
CLAUDIE PEG FLE			27	119	-92	-77.31	.21	.86
FAIVLEY BRG RGE			27	27		.00	.21	.20
L LTR BRG GAMAY			27	7	20	285.71	.21	.05
POTEL AVR N BRLY			26	5	21	420.00	.20	.04
DM DES MOIROTS			26		26	100.00	.20	.00
JD POUILLY FUTS			25	7	18	257.14	.20	.05
CLAUDIE PEG LCH			24	238	-214	-89.92	.19	1.73
CH CHAIZE BRLLY			23	33	-10	-30.30	.18	.24
PASCAL BONHM VC			23		23	100.00	.18	.00
L LTR MNTGY CRU			22	301	-279	-92.69	.17	2.18
DUBOEU F BJ V NV			22	54	-32	-59.26	.17	.39
JD CHABLIS			22	25	-3	-12.00	.17	.18
LA COTE BLANCHE			22	24	-2	-8.33	.17	.17
BICHOT MCN VLLG			22	18	4	22.22	.17	.13
JD SAINT VERAN			21	12	9	75.00	.16	.09
DM NOELLT ST RM			20	48	-28	-58.33	.16	.35
ANDRE BRG PN RS			20	13	7	53.85	.16	.09
B HERZOG CHATNF			20	4	16	400.00	.16	.03
DOM SEQ-BDT CHB			18	33	-15	-45.45	.14	.24
CRSTN MOREAU CB			17	22	-5	-22.73	.13	.16
DM COLLONGNE PF			17	17		.00	.13	.12
L LTR BEAUNE RD			17	9	8	88.89	.13	.07
JADOT VSNE RMNE			17	1	16	1600.00	.13	.01
CAVE GC BLC VNZ			17		17	100.00	.13	.00
RODET BRGN P NR			16	19	-3	-15.79	.13	.14
MARCEL PLY FME			16	15	1	6.67	.13	.11
FAIVLEY MCRY MY			16	10	6	60.00	.13	.07
CH D TOUR BRLLY			16	10	6	60.00	.13	.07
BOURGN ORDNR GR			16		16	100.00	.13	.00
MAURCE ECARD CH			15	13	2	15.38	.12	.09
DUBOEU F BF QUTR			15	3	12	400.00	.12	.02
LAROCHE ST MRTN			15	2	13	650.00	.12	.01
MSN L'ENVYE CDP			15	1	14	1400.00	.12	.01
DUBOEU F CH S AM			15		15	100.00	.12	.00
MOREAU CHABLIS			15		15	100.00	.12	.00
RODET NSG THORY			14	59	-45	-76.27	.11	.43
CH DL GREFF MRV			14	28	-14	-50.00	.11	.20
DUBOEU F CUVEE R			14	22	-8	-36.36	.11	.16
PRR AND VLG TRL			14	13	1	7.69	.11	.09
CALVET-THUNEVIN			14	9	5	55.56	.11	.07
POTEL AVR N MAV			14	8	6	75.00	.11	.06
TRACOT JP DUBST			14		14	100.00	.11	.00
L LTR CHARDONNY			13	25	-12	-48.00	.10	.18
SECRET D FML PN			13	3	10	333.33	.10	.02
DM ROCHR MC RES			13		13	100.00	.10	.00
DUBOEU F JAVNRE			13		13	100.00	.10	.00
L LTR PC PLY MN			12	59	-47	-79.66	.09	.43
JD CHOREY L BNE			12	16	-4	-25.00	.09	.12
MOMMSN BJ V NOV			12	16	-4	-25.00	.09	.12
LES TMS PERDUS			12	8	4	50.00	.09	.06
AVIRON M-A-V VV			12	8	4	50.00	.09	.06
FAIVLEY MCR FRM			12	4	8	200.00	.09	.03
MOMMSN BJ NOUV			12		12	100.00	.09	.00
DM DUPEUBLE BJL			11	39	-28	-71.79	.09	.28
L LTR BEAUJ VIL			11	14	-3	-21.43	.09	.10
BICHOT PLY FSSE			11	7	4	57.14	.09	.05
HERITIER LAFOND			11	4	7	175.00	.09	.03
BRCRD CHB S CLR			10	21	-11	-52.38	.08	.15
BG RESERVE CHRD			10	11	-1	-9.09	.08	.08
POTEL AVR N JLNS			10	8	2	25.00	.08	.06
LAVNTRUX RL CHB			10	2	8	400.00	.08	.01
JD PULIGNY MONT			10	1	9	900.00	.08	.01
GARNIER FIL CHB			10		10	100.00	.08	.00
BICHOT BRG BLNC			10		10	100.00	.08	.00
A GAMBAL BRG CH			9	14	-5	-35.71	.07	.10
DUBOEU F PLY FSE			9	13	-4	-30.77	.07	.09
CV MRQUERITE CH			9	9		.00	.07	.07
DM FERRET PL FS			9	7	2	28.57	.07	.05
MOREAU CHB VLLN			9	6	3	50.00	.07	.04
CHRTN&TRB CHARD			9	5	4	80.00	.07	.04
DM TOUZOT MC VL			9	5	4	80.00	.07	.04
MOREL BV EMRNGS			9	4	5	125.00	.07	.03
LFLVE PLGN MONT			9	1	8	800.00	.07	.01
MANOIR CAPCN PF			9		9	100.00	.07	.00
TERRES DOREES			9		9	100.00	.07	.00
JADOT AUX D MAG			9		9	100.00	.07	.00
CH JARNIOUX BJL			8	53	-45	-84.91	.06	.38
DROIN CHABLIS			8	16	-8	-50.00	.06	.12

# NABCA CASE SALES ANALYSIS

## BY CLASS, TYPE, BRAND

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ALL STATES-1/1/17 - 03/31/17

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
GIRARDIN PLY FS			8	9	-1	-11.11	.06	.07
PERNOT PUL MONT			8	6	2	33.33	.06	.04
DM CHNRION BRLY			8	4	4	100.00	.06	.03
PERNOT BLANC			8	4	4	100.00	.06	.03
FEVRE CHB MNTMN			8		8	100.00	.06	.00
ESMONIN CLOS PR			8		8	100.00	.06	.00
JADOT SNT MLT R			8		8	100.00	.06	.00
DUBOEUF BRL RIZ			8		8	100.00	.06	.00
CLAUDIE PG VIRE			8		8	100.00	.06	.00
DM GUERRIN PF			8		8	100.00	.06	.00
VGN BULLIAT MRG			7	55	-48	-87.27	.05	.40
PAQUET PLY-FSE			7	6	1	16.67	.05	.04
L LTR BJ V CHMY			7	4	3	75.00	.05	.03
VNCNT MRT S VRN			7	2	5	250.00	.05	.01
E ET F CINSULT			7		7	100.00	.05	.00
THIERRY&PSC CHR			7		7	100.00	.05	.00
CLOS ROCS FORET			7		7	100.00	.05	.00
LATOURE DM CRTN			7		7	100.00	.05	.00
DM CELINE P CHB			7		7	100.00	.05	.00
MAISON JN LORON			6	30	-24	-80.00	.05	.22
L LTR MEURSAULT			6	12	-6	-50.00	.05	.09
DOM ANTGNC CHR			6	12	-6	-50.00	.05	.09
DUBOEUF FLEURIE			6	8	-2	-25.00	.05	.06
DM HNRV FSY MAV			6	5	1	20.00	.05	.04
FAIVLEY GV CHMB			6	4	2	50.00	.05	.03
RN13 WHITE			6	4	2	50.00	.05	.03
CAILLOT BOURGNE			6	4	2	50.00	.05	.03
QUINSON BJL VLG			6	4	2	50.00	.05	.03
JADOT CHB FRCHM			6	3	3	100.00	.05	.02
BCHT CLS L'EGLS			6	3	3	100.00	.05	.02
JADOT BOUZERON			6	2	4	200.00	.05	.01
DUBOIS PN GR RS			6	1	5	500.00	.05	.01
DM HNRV FSY MRG			6	1	5	500.00	.05	.01
BCHRD A&F BJ NV			6		6	100.00	.05	.00
DM MCHL GOUBD B			6		6	100.00	.05	.00
JADOT B CRU 150			6		6	100.00	.05	.00
RODET PLY FUSE			5	208	-203	-97.60	.04	1.51
DM THOMAS VERAN			5	59	-54	-91.53	.04	.43
R PEGUET RULLY			5	34	-29	-85.29	.04	.25
MRCL GRD BRG PN			5	21	-16	-76.19	.04	.15
DM DPUBL BJ NOV			5	12	-7	-58.33	.04	.09
OLIVER SVRY CHB			5	9	-4	-44.44	.04	.07
RN13 ROUGE			5	7	-2	-28.57	.04	.05
CH DUC D BRGLIE			5	7	-2	-28.57	.04	.05
DOM ROUX PN NR			5	7	-2	-28.57	.04	.05
BEAUROY CHB 1ER			5	5		.00	.04	.04
CAILLOU PN NOIR			5	5		.00	.04	.04
DM CHIGNARD FLR			5	3	2	66.67	.04	.02
CH FUISSE P FSE			5	3	2	66.67	.04	.02
LFLVE BOUG ALGT			5	2	3	150.00	.04	.01
CHANSON GIVRY			5	1	4	400.00	.04	.01
DOM DU TOUCH GA			5		5	100.00	.04	.00
FAIVLEY BL ROCH			5		5	100.00	.04	.00
MOILLRD BORG PN			5		5	100.00	.04	.00
L LTR GEV CHAMB			4	98	-94	-95.92	.03	.71
PIUZE CHABLIS			4	31	-27	-87.10	.03	.22
CH D BLV MORGON			4	14	-10	-71.43	.03	.10
CHAMPY SIG P NR			4	14	-10	-71.43	.03	.10
DM CHPL FLEURIE			4	11	-7	-63.64	.03	.08
L LTR MCN GNVR			4	6	-2	-33.33	.03	.04
DUBOEUF CHIR DS			4	6	-2	-33.33	.03	.04
JD LAF BORG CHR			4	6	-2	-33.33	.03	.04
L LTR CHR/VGNR			4	5	-1	-20.00	.03	.04
DM DELRM LA RCH			4	5	-1	-20.00	.03	.04
CH D BLV MRG CL			4	4		.00	.03	.03
BADR M CHS M BL			4	4		.00	.03	.03
MOREL CRU BULS			4	2	2	100.00	.03	.01
SEGNT BRDT CHBL			4	2	2	100.00	.03	.01
JADOT LE CLOU			4	2	2	100.00	.03	.01
CRSTN MOREAU VL			4		4	100.00	.03	.00
LFLVE MEURSAULT			4		4	100.00	.03	.00
REGNIE GRN&GRNT			4		4	100.00	.03	.00
A GAMBAL PN CVE			4		4	100.00	.03	.00
DM CHARTRON VV			4		4	100.00	.03	.00
MCHL MNTE TONNR			4		4	100.00	.03	.00
DMNQ CORNIN PF			4		4	100.00	.03	.00
DM FAIVELY MERC			4		4	100.00	.03	.00
CH PIERREUX B B			4		4	100.00	.03	.00
DUBOEUF MAL FLW			4		4	100.00	.03	.00
PRIEUR COULY MY			4		4	100.00	.03	.00
DM PERRAUD CDLS			3	90	-87	-96.67	.02	.65
BLLE CTX BOURG			3	16	-13	-81.25	.02	.12
DM CHAINTRL FLM			3	14	-11	-78.57	.02	.10
VALNGE MCN DVYE			3	11	-8	-72.73	.02	.08
DM COLLOTTE MSN			3	9	-6	-66.67	.02	.07
BLSN BGN MC VLG			3	8	-5	-62.50	.02	.06
BICHOT LES CHR			3	8	-5	-62.50	.02	.06
T DOREES BJ LNC			3	8	-5	-62.50	.02	.06
LC GR BL M CHTR			3	7	-4	-57.14	.02	.05
N CHEM P GROBIS			3	7	-4	-57.14	.02	.05
LECLERC BOURGNE			3	6	-3	-50.00	.02	.04
VNCNT P FS ANTO			3	6	-3	-50.00	.02	.04
A BICHOT CHMPLT			3	5	-2	-40.00	.02	.04

# NABCA CASE SALES ANALYSIS

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ALL STATES-1/1/17 - 03/31/17

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
L TRAM RONCR RD			3	5	-2	-40.00	.02	.04
JD MACON VLLGES			3	5	-2	-40.00	.02	.04
CH BONNET JULNS			3	4	-1	-25.00	.02	.03
JD CTS BEAUN VL			3	4	-1	-25.00	.02	.03
CLAUDIE PEG CDV			3	4	-1	-25.00	.02	.03
LAURNT MTRY BRL			3	4	-1	-25.00	.02	.03
JADOT CLS CCHRX			3	3		.00	.02	.02
DOM DE RASC P/N			3	3		.00	.02	.02
ANNE-G LA 50/50			3	3		.00	.02	.02
L LTR CTN CHRML			3	3		.00	.02	.02
GIRARDIN BRGN B			3	3		.00	.02	.02
SMNNT FBVR SVGN			3	2	1	50.00	.02	.01
FAIVELEY PNT NR			3	2	1	50.00	.02	.01
FAIVLEY NSG RED			3	2	1	50.00	.02	.01
DM DIOCHN M-A-V			3	1	2	200.00	.02	.01
JADOT CHS MRG B			3	1	2	200.00	.02	.01
O CHANZY CHARD			3	1	2	200.00	.02	.01
JD LAURENE			3	1	2	200.00	.02	.01
LOUIS BLC BRLLY			3	3	3	100.00	.02	.00
SMNT FBVR 100PN			3	3	3	100.00	.02	.00
FAIVLY MERS BLG			3	3	3	100.00	.02	.00
DM SEBSTN MGNEN			3	3	3	100.00	.02	.00
MOMMSN ST AMOUR			3	3	3	100.00	.02	.00
DM CHAPEL PF CL			3	3	3	100.00	.02	.00
PIERRE AND CHRD			3	3	3	100.00	.02	.00
JADOT JQS C RCH			3	3	3	100.00	.02	.00
BICHOT SV BEAUN			3	3	3	100.00	.02	.00
LFLVE CHSS MONT			3	3	3	100.00	.02	.00
GIRARDN CHS MRG			3	3	3	100.00	.02	.00
BOILLOT PUL MNT			3	3	3	100.00	.02	.00
CH MIRANDE M C			3	3	3	100.00	.02	.00
JD POUILY VINZL			3	3	3	100.00	.02	.00
JADOT BR LE CHP			3	3	3	100.00	.02	.00
DM FERRET L PER			3	3	3	100.00	.02	.00
MATISCO MCN-VLG			3	3	3	100.00	.02	.00
VOCORET ET FILS			3	3	3	100.00	.02	.00
CDG CRUS BL P V			2	137	-135	-98.54	.02	.99
DM NOELLAT SVNG			2	22	-20	-90.91	.02	.16
V MOTHE CHABLIS			2	15	-13	-86.67	.02	.11
CH THIVIN BRLLY			2	9	-4	-66.67	.02	.04
BG BEAULOLAIS			2	5	-3	-60.00	.02	.04
L LTR SOUS PUIT			2	5	-3	-60.00	.02	.04
GIRARDIN VOLNAY			2	5	-3	-60.00	.02	.04
BADER MMR CHS M			2	5	-3	-60.00	.02	.04
LES TMP PRDS BL			2	4	-2	-50.00	.02	.03
DUBOEUF MG FLWR			2	4	-2	-50.00	.02	.03
JN DAUVSAT CHAB			2	4	-2	-50.00	.02	.03
JD CTS NUT VLGs			2	4	-2	-50.00	.02	.03
GIRARDIN PLG VV			2	4	-2	-50.00	.02	.03
VOCORET CHABLIS			2	4	-2	-50.00	.02	.03
BOURGOGNE CHARD			2	4	-2	-50.00	.02	.03
SARRAZIN BRGN W			2	4	-2	-50.00	.02	.03
ST CELINE CHAB			2	3	-1	-33.33	.02	.02
JADOT MEURSAULT			2	3	-1	-33.33	.02	.02
D VLLNE BZN AGT			2	3	-1	-33.33	.02	.02
JADOT CHMB DRZY			2	3	-1	-33.33	.02	.02
GASTON&RAVAT NT			2	2		.00	.02	.01
MSN CHAMPY CHRD			2	2		.00	.02	.01
RION BOUR PN NR			2	2		.00	.02	.01
DM JAEGER RULLY			2	2		.00	.02	.01
DM ROCHES VALTE			2	1	1	100.00	.02	.01
CH DE BEAREGARD			2	1	2	100.00	.02	.01
VERGET MCN VLLG			2	2	2	100.00	.02	.00
L LTR BN AC BLC			2	2	2	100.00	.02	.00
JADOT CHRML MSLT			2	2	2	100.00	.02	.00
GIRARDIN CHS VV			2	2	2	100.00	.02	.00
JADOT CHMB MUSG			2	2	2	100.00	.02	.00
JD HOSPICE BRLY			2	2	2	100.00	.02	.00
LFLVE MACON VRZ			2	2	2	100.00	.02	.00
L LTR CHSS MONT			2	2	2	100.00	.02	.00
JADOT CHS MNT B			2	2	2	100.00	.02	.00
DOUDET NDN P NR			2	2	2	100.00	.02	.00
DM MCHL GOUBARD			2	2	2	100.00	.02	.00
JADOT MONT RCHE			2	2	2	100.00	.02	.00
BOISSET PN NOIR			2	2	2	100.00	.02	.00
LFLVE CLS S MRC			2	2	2	100.00	.02	.00
DM BEL AIR PLLY			2	2	2	100.00	.02	.00
JADOT BURG HL B			2	2	2	100.00	.02	.00
RAMNT BOUZERON			2	2	2	100.00	.02	.00
LAPLACE MADIRAN			1	31	-30	-96.77	.01	.22
LA GALOPE SV BL			1	18	-17	-94.44	.01	.13
DMN CATON MERLT			1	12	-11	-91.67	.01	.09
T DOREES BJL NV			1	11	-10	-90.91	.01	.08
CH MAINE DARMAN			1	11	-10	-90.91	.01	.08
G DUB JC MORGON			1	7	-6	-85.71	.01	.05
G DUB GAMY JLIE			1	6	-5	-83.33	.01	.04
NICOL CHNRN CDB			1	6	-5	-83.33	.01	.04
JADOT PUL MNTRC			1	6	-5	-83.33	.01	.04
BOILLT MTGY CRU			1	6	-5	-83.33	.01	.04
THIBAUT LG-BLR			1	6	-5	-83.33	.01	.04
AVIRON BROUILLY			1	6	-5	-83.33	.01	.04
MACN VLGS EUGNE			1	5	-4	-80.00	.01	.04
L LTR VRE CLSSE			1	5	-4	-80.00	.01	.04

# NABCA CASE SALES ANALYSIS

## BY CLASS, TYPE, BRAND

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

ALL STATES-1/1/17 - 03/31/17

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
JADOT STL CHARD			1	5	-4	-80.00	.01	.04
CH BONNET BUL B			4		-3	-75.00	.01	.03
DUBOEUJ JUL CPT			1	4	-3	-75.00	.01	.03
BOUDIN CHABLIS			1	3	-2	-66.67	.01	.02
BELLENE BLANC			1	3	-2	-66.67	.01	.02
FAIVLY BN ECU			1	3	-2	-66.67	.01	.02
JADOT NT ST GEO			1	2	-1	-50.00	.01	.01
JADOT CLS VGEOT			1	2	-1	-50.00	.01	.01
L TRAM RONCR WH			1	2	-1	-50.00	.01	.01
MOREAU-NAUDT CH			1	2	-1	-50.00	.01	.01
DM CACHOT MANOT			1	2	-1	-50.00	.01	.01
JADOT JACQ BJ V			1	2	-1	-50.00	.01	.01
CH MARIS OS RGE			1	2	-1	-50.00	.01	.01
GRANGER JULIENS			1	2	-1	-50.00	.01	.01
L LTR AC LATOUR			1	2	-1	-50.00	.01	.01
DM FERRET L CLS			1	2	-1	-50.00	.01	.01
FAIVLEY VOS RMN			1	2	-1	-50.00	.01	.01
MOREAU CH LS CL			1	2	-1	-50.00	.01	.01
LFLVE CHS MORG			1	2	-1	-50.00	.01	.01
JADOT MRSNNY RY			1	2	-1	-50.00	.01	.01
BRCRD CM PRMIER			1	2	-1	-50.00	.01	.01
JADOT CH JQS MV			1	2	-1	-50.00	.01	.01
R PEGUET CHARME			1	2	-1	-50.00	.01	.01
DM BERTHR PL FM			1	1		.00	.01	.01
JADOT SNT MLT B			1	1		.00	.01	.01
FAIVLEY PUL MNT			1	1		.00	.01	.01
MATRT BOURG CHR			1	1		.00	.01	.01
BLLNE MONTAGNY			1	1		.00	.01	.01
BICHOT MRGN BRG			1	1		.00	.01	.01
C MOREAU CHB VM			1	1		.00	.01	.01
DAMPT CHABLIS			1	1		.00	.01	.01
BCHD BNE CRU BL			1	1		.00	.01	.01
C MOREAU CHB LC			1	1		.00	.01	.01
ALBT BCHT MG VL			1	1		.00	.01	.01
MOREAU CHB GUYS			1	1	1	100.00	.01	.00
JL MOTHE CHABLS			1	1	1	100.00	.01	.00
DM GERBEAUX VLG			1	1	1	100.00	.01	.00
FAIVLEY BRG CHR			1	1	1	100.00	.01	.00
BICHT PL MN GRN			1	1	1	100.00	.01	.00
DM CHARTRN CHR			1	1	1	100.00	.01	.00
PIERRE AND G CH			1	1	1	100.00	.01	.00
ROULOT PERRIERS			1	1	1	100.00	.01	.00
DUBOEUJ JULIENS			1	1	1	100.00	.01	.00
BOILLT FLS RGE			1	1	1	100.00	.01	.00
JADOT L MUSIGNY			1	1	1	100.00	.01	.00
DM PRAL BJS NOV			1	1	1	100.00	.01	.00
M BRTRND AMB CH			1	1	1	100.00	.01	.00
MATRT MAURSAULT			1	1	1	100.00	.01	.00
CARILLON PUL MT			1	1	1	100.00	.01	.00
L MEIX RLT MSLT			1	1	1	100.00	.01	.00
AVIRON CHENAS			1	1	1	100.00	.01	.00
JADOT BN SVG RG			1	1	1	100.00	.01	.00
BCHT ROCHEGRES			1	1	1	100.00	.01	.00
DM PRAL MRG CHR			1	1	1	100.00	.01	.00
DM VISSOUX CV T			1	1	1	100.00	.01	.00
FAIVLEY CLS CRT			1	1	1	100.00	.01	.00
BCHD PF PMD RGN			1	1	1	100.00	.01	.00
JADOT CRTN GRVS			1	1	1	100.00	.01	.00
DM JQ PR PMT RG			1	1	1	100.00	.01	.00
JADOT ECHEZEAX			1	1	1	100.00	.01	.00
MPM MORIZOTTES			1	1	1	100.00	.01	.00
PAUL MAS PICPUL			1	1	1	100.00	.01	.00
MOREAU-NDT 1ER			1	1	1	100.00	.01	.00
DM ALAIN CHABLS			1	1	1	100.00	.01	.00
DOM DE CHEVLIER			1	1	1	100.00	.01	.00
JADOT VR SACHOT			1	1	1	100.00	.01	.00
FVRE CHB 1ER MT			1	1	1	100.00	.01	.00
DUJAC ECHEZEAX			1	1	1	100.00	.01	.00
DM J VOILLOT PN			1	1	1	100.00	.01	.00
FVRE CHB 1ER FC			1	1	1	100.00	.01	.00
JADOT VLNY BARR			1	1	1	100.00	.01	.00
JD PULIGNY MONT			1	1	1	100.00	.01	.00
PILLOT SANTENAY			1	1	1	100.00	.01	.00
JADOT CHS ABBAY			1	1	1	100.00	.01	.00
FAIVLEY MCR BLC			1	1	1	100.00	.01	.00
DUBOEUJ CUVÉE W			1	1	1	100.00	.01	.00
DUBOIS PN NR RS			1	1	1	100.00	.01	.00
DOUDET NDN CHR			1	1	1	100.00	.01	.00
L LTR MER BLGNY			1	1	1	100.00	.01	.00
DUJAC CHRM CHMB			1	1	1	100.00	.01	.00
FVRE CHB 1ER VL			1	1	1	100.00	.01	.00
FAIVLY CHMB BZE			1	1	1	100.00	.01	.00
DUJAC C ST DNIS			1	1	1	100.00	.01	.00
MOMMSN MRGN CDP			1	1	1	100.00	.01	.00
JADOT CHV DMSLL			1	1	1	100.00	.01	.00
LFLV S AUBN RML			1	1	1	100.00	.01	.00
DM RAVENEAU MM			1	1	1	100.00	.01	.00
DUJAC CHMB MSGN			1	1	1	100.00	.01	.00
AVIRON JULIENAS			1	1	1	100.00	.01	.00
BLLNE CHM MSGNY			1	1	1	100.00	.01	.00
BRCRD VGNES CHB			1	1	1	100.00	.01	.00
DM RAVENEAU MNT			1	1	1	100.00	.01	.00
DM VRIGNAUD CHB			1	1	1	100.00	.01	.00

# NABCA CASE SALES ANALYSIS

## BY CLASS, TYPE, BRAND

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

ALL STATES-1/1/17 - 03/31/17

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
LAVNTRUX PT CHB			1		1	100.00	.01	.00
JD POMMARD			1		1	100.00	.01	.00
MOMMSN MRGN CHM			1		1	100.00	.01	.00
JADOT MARSNNY W			1		1	100.00	.01	.00
JADOT PUL CHAMP			1		1	100.00	.01	.00
ROUSSEAU CHM GC			1		1	100.00	.01	.00
MSN L' ENVY FLER			1		1	100.00	.01	.00
LFLVE BATRD MNT			1		1	100.00	.01	.00
FVRE CH 1ER VAL			1		1	100.00	.01	.00
LFLVE BOUG MRGT			1		1	100.00	.01	.00
J FAIVELEY CHAM			1		1	100.00	.01	.00
DM MRZD CHMP CL			1		1	100.00	.01	.00
DM MRZD SANTNAY			1		1	100.00	.01	.00
DOM MOUTON GVRY			1		1	100.00	.01	.00
JD HOSPICE FLUR			1		1	100.00	.01	.00
ALAIN NORMAND			1		1	100.00	.01	.00
BERTHMT AB MRGT			1		1	100.00	.01	.00
J DROUHIN LUGNY				118	-118	-100.00	.00	.86
BICHOT PET CHBL				65	-65	-100.00	.00	.47
LBR ROI PN VDP				50	-50	-100.00	.00	.36
JADOT JCQS MRGN				49	-49	-100.00	.00	.36
TRACOT EN BRENY				28	-28	-100.00	.00	.20
DMN CATON CB SV				24	-24	-100.00	.00	.17
L LTR CUVEE BLC				24	-24	-100.00	.00	.17
M LAFORET GR OR				16	-16	-100.00	.00	.12
BCHRD BEA NVEAU				14	-14	-100.00	.00	.10
GEORGES DUB BLY				9	-9	-100.00	.00	.07
HNRY FSY PL FUS				9	-9	-100.00	.00	.07
RODET MACON BLC				7	-7	-100.00	.00	.05
DM VISSOUX GRIS				7	-7	-100.00	.00	.05
FONCASTEL CHARD				7	-7	-100.00	.00	.05
NAUDIN FERRAND				5	-5	-100.00	.00	.04
BRCRD PETIT CHB				5	-5	-100.00	.00	.04
DM HNRY FS JULN				4	-4	-100.00	.00	.03
JD GEVREY CHMBT				4	-4	-100.00	.00	.03
LUPE CHOLET CHB				3	-3	-100.00	.00	.02
DM ARNOUX PN NR				3	-3	-100.00	.00	.02
LUGNY MACON VLG				3	-3	-100.00	.00	.02
DUBOEUF JUL TRQ				3	-3	-100.00	.00	.02
DM L SOUFNDS PF				3	-3	-100.00	.00	.02
OLVR SVRY CH VV				3	-3	-100.00	.00	.02
BRCRD CHR KMRDG				3	-3	-100.00	.00	.02
LBR POUL FUISSE				3	-3	-100.00	.00	.02
POTEL BGN PN NR				3	-3	-100.00	.00	.02
MATRT PRR MRSLT				3	-3	-100.00	.00	.02
AVIRON BJLS VLG				3	-3	-100.00	.00	.02
JADOT JCQ FLRIE				3	-3	-100.00	.00	.02
BCHT CHB VAUCPN				3	-3	-100.00	.00	.02
JD BEAU NOUVEAU				3	-3	-100.00	.00	.02
JADOT PUL L GRN				3	-3	-100.00	.00	.02
CH LACRELLE B V				3	-3	-100.00	.00	.02
DOM ARNOUX CLB				3	-3	-100.00	.00	.02
DMNE L MCHL CHB				3	-3	-100.00	.00	.02
FAIVLEY GC CAZE				2	-2	-100.00	.00	.01
DM FOILLRD MRGN				2	-2	-100.00	.00	.01
D POLLIER PF VV				2	-2	-100.00	.00	.01
DM JC PRI P MNT				2	-2	-100.00	.00	.01
CH PIERRX BRL R				2	-2	-100.00	.00	.01
CAVE BLLY SV SB				2	-2	-100.00	.00	.01
JADOT GVRY CHMB				2	-2	-100.00	.00	.01
HNRY FSY FLEURI				2	-2	-100.00	.00	.01
LVB HAUTES CDB				2	-2	-100.00	.00	.01
JD MEURSAULT				2	-2	-100.00	.00	.01
SARRAZIN MARNGS				2	-2	-100.00	.00	.01
CHIROUBL FARGES				2	-2	-100.00	.00	.01
DOM TABORDET PF				2	-2	-100.00	.00	.01
BOUVIER MOREY				2	-2	-100.00	.00	.01
JADOT MARSNNY R				2	-2	-100.00	.00	.01
FAIVLY VOL SNTN				2	-2	-100.00	.00	.01
Goug ST GEO RED				2	-2	-100.00	.00	.01
CORNIN BJLS BLC				2	-2	-100.00	.00	.01
GIRARDN RLY CLX				2	-2	-100.00	.00	.01
T DOREES BU RSE				2	-2	-100.00	.00	.01
DM L MCH&FL CHB				2	-2	-100.00	.00	.01
MATRT BOURG RGE				2	-2	-100.00	.00	.01
VRAC MACON				2	-2	-100.00	.00	.01
JEAN ST HONR MR				2	-2	-100.00	.00	.01
ROUMR CHMBL MUS				2	-2	-100.00	.00	.01
CH FSE TETE CRU				2	-2	-100.00	.00	.01
JADOT PMRD CHAP				2	-2	-100.00	.00	.01
HNRY FSSY RGNIE				2	-2	-100.00	.00	.01
JADOT MERCUREY				2	-2	-100.00	.00	.01
BCHRD P&F P FSE				2	-2	-100.00	.00	.01
BOUVIER MARSANY				2	-2	-100.00	.00	.01
LAPALU BROUILLY				2	-2	-100.00	.00	.01
DM COSTAL CHBLS				2	-2	-100.00	.00	.01
GUYON HT CT NTS				1	-1	-100.00	.00	.01
JD PREM CR CHAB				1	-1	-100.00	.00	.01
DUBOEUF MG CHAP				1	-1	-100.00	.00	.01
LA CAMPAGNE P/N				1	-1	-100.00	.00	.01
DOM TRIPOZ CHNY				1	-1	-100.00	.00	.01
GRIVOT ECHZEAX				1	-1	-100.00	.00	.01
BOILLT PM JRLRS				1	-1	-100.00	.00	.01

# NABCA CASE SALES ANALYSIS

## BY CLASS, TYPE, BRAND

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

ALL STATES-1/1/17 - 03/31/17

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
JD CHMBL MUSGNY					1	-1	-100.00	.00
MOILLRD GRIVOT					1	-1	-100.00	.00
L LTR P FSE VNZ					1	-1	-100.00	.00
GOUG S GEO VCRN					1	-1	-100.00	.00
DUBOEU ROSIERS					1	-1	-100.00	.00
AUVIGUE ST VERN					1	-1	-100.00	.00
D CAMRON EPNEUL					1	-1	-100.00	.00
LE COMTE DE PRM					1	-1	-100.00	.00
MATRT MSLT CHMS					1	-1	-100.00	.00
ROUSSEAU CHMBNT					1	-1	-100.00	.00
DM CHV-CHZX NSG					1	-1	-100.00	.00
FAIVLEY NSG DMD					1	-1	-100.00	.00
JD ALOXE CORTON					1	-1	-100.00	.00
CH FSE DM CNSLR					1	-1	-100.00	.00
MOILLRD GRVT MER					1	-1	-100.00	.00
RAMNT CHS BDRTE					1	-1	-100.00	.00
DM RAVENEAU BUT					1	-1	-100.00	.00
JADOT CHPL CHMB					1	-1	-100.00	.00
CAVE DE BISSEY					1	-1	-100.00	.00
FAIVLEY MCR RCH					1	-1	-100.00	.00
SARRAZIN BRGN R					1	-1	-100.00	.00
DM CHPL CHIRBLS					1	-1	-100.00	.00
A BICHOT FIXIN					1	-1	-100.00	.00
JD VOSNE ROMANE					1	-1	-100.00	.00
FOILLRD BJLS NV					1	-1	-100.00	.00
PIERRE AND CHBL					1	-1	-100.00	.00
FAIVLEY CH MSGN					1	-1	-100.00	.00
GELIN FIXIN					1	-1	-100.00	.00
RODET GIVRY					1	-1	-100.00	.00
GRIVOT CLS VOGT					1	-1	-100.00	.00
JD CHS MONTRCHT					1	-1	-100.00	.00
DM GUY M TESSON					1	-1	-100.00	.00
RAVNEAU CHB CLS					1	-1	-100.00	.00
LFLV PUL MT PCL					1	-1	-100.00	.00
GRND CHENEAU MV					1	-1	-100.00	.00
MOILLARD CR HMT					1	-1	-100.00	.00
L LTR BNNE MARE					1	-1	-100.00	.00
JD BNE CHMPMNTS					1	-1	-100.00	.00
JADOT CLS CHP W					1	-1	-100.00	.00
GELIN FIXN NPLN					1	-1	-100.00	.00
TLT CHRY CT BN					1	-1	-100.00	.00
JADOT POMMARD					1	-1	-100.00	.00
L LTR CHABLIS					1	-1	-100.00	.00
JADOT CT BN VLG					1	-1	-100.00	.00
JADOT VLNY SANT					1	-1	-100.00	.00
DM OLIVIER STNY					1	-1	-100.00	.00
FVRE CHB ROYAUX					1	-1	-100.00	.00
PIERRE AND MSLT					1	-1	-100.00	.00
JD SANTENAY					1	-1	-100.00	.00
DM BLLRD BEA BL					1	-1	-100.00	.00
AVIRON FLUR MAD					1	-1	-100.00	.00
BOILLT RLY MEIX					1	-1	-100.00	.00
CH THIVIN BJL R					1	-1	-100.00	.00
JADOT VACRN RED					1	-1	-100.00	.00
LFLVE MSLT CHR					1	-1	-100.00	.00
CHRTN&TRB PLGNY					1	-1	-100.00	.00
BG BEAUJ VLLAGE					1	-1	-100.00	.00
DM LABRUYERE GV					1	-1	-100.00	.00
REGNRD PN BOURG					1	-1	-100.00	.00
DM COCHE CORTON					1	-1	-100.00	.00
GELIN CHMB D BZ					1	-1	-100.00	.00
JD RULLY RED					1	-1	-100.00	.00
MORTET GEV CHMB					1	-1	-100.00	.00
<b>TOTAL FR BURGUNDY</b>			<b>12771</b>	<b>13781</b>	<b>-1010</b>	<b>-7.33</b>		
<b>FRENCH LOIRE</b>								
VIGNOBLE GIB SV			927		927	100.00	13.97	.00
DE NEUVILLE S B			647		647	100.00	9.75	.00
BG VOUVRAY			526	502	24	4.78	7.93	10.71
DM CHAPTRE SV B			502	1	501	*****	7.57	.02
DM D HAUT PERRN			303		303	100.00	4.57	.00
SANCRE PER LOIR			236	200	36	18.00	3.56	4.27
CH D MONT VOUVY			225	193	32	16.58	3.39	4.12
BED VIG SUR LIE			139		139	100.00	2.09	.00
CH CREZNCY SANC			138		138	100.00	2.08	.00
DM CHERER SNCRE			125	10	115	1150.00	1.88	.21
JOLIVET SANCRE			118	81	37	45.68	1.78	1.73
P RMBLT SNC APD			101	65	36	55.38	1.52	1.39
SAUVION VOUVRAY			77	123	-46	-37.40	1.16	2.62
DOM D BERNR CHR			73	83	-10	-12.05	1.10	1.77
RMY PAN MUSCADT			72	64	8	12.50	1.09	1.37
CH DE SANCRE WH			66	53	13	24.53	.99	1.13
LAUVRJT VRLERS			64	46	18	39.13	.96	.98
NICOLAS VVY SEL			63	57	6	10.53	.95	1.22
THIERRY DL S BL			60	37	23	62.16	.90	.79
CH PT THRS ROSE			60	16	44	275.00	.90	.34
BAILLY REV SNCR			57		57	100.00	.86	.00
CLOS D NY DM-SC			56	127	-71	-55.91	.84	2.71
PATIENT CT SV B			55	79	-24	-30.38	.83	1.69
DM MORIETE VVRY			52	59	-7	-11.86	.78	1.26
CH PT THRS CDL			47	27	20	74.07	.71	.58
DM PAUL BSSE SB			44	49	-5	-10.20	.66	1.05

# NABCA CASE SALES ANALYSIS

## BY CLASS, TYPE, BRAND

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

ALL STATES-1/1/17 - 03/31/17

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
DM VAUFGT VOUVY			42	46	-4	-8.70	.63	.98
DM AGRDIEN F RS			42		42	100.00	.63	.00
DM THMS&FL SNCR			40	28	12	42.86	.60	.60
REVRDY SNCR BLC			40		40	100.00	.60	.00
DM D CHATELLIER			38		38	100.00	.57	.00
LACHETEAU VVRY			35	26	9	34.62	.53	.55
DM DES CHASS SN			35	1	34	3400.00	.53	.02
ALAIN TRL CHARD			35		35	100.00	.53	.00
DM BELLEVUE SV			33	42	-9	-21.43	.50	.90
ROGER MOREUX TR			32	31	1	3.23	.48	.66
MILLET-RGR SNCR			32	22	10	45.45	.48	.47
JOLIVET ATT SB			31	52	-21	-40.38	.47	1.11
RMY PAN VOUVRY			31	26	5	19.23	.47	.55
DM TNNLRIE SNCR			30	6	24	400.00	.45	.13
DM GIRARD SNCRE			30		30	100.00	.45	.00
FORTY OUNCE MUS			29		29	100.00	.44	.00
HUBERT VENEAU			28	91	-63	-69.23	.42	1.94
REVRDY SNC REIN			27	7	20	285.71	.41	.15
DM NOIRE CHINON			27		27	100.00	.41	.00
DM VACHERN SNCR			25	25		.00	.38	.53
CH RAGOTIER MSC			25	21	4	19.05	.38	.45
F LEBRUN LAVEAU			25		25	100.00	.38	.00
REIGNY SNCR RSE			23	32	-9	-28.13	.35	.68
CH PT THRS CH B			23		23	100.00	.35	.00
CH MONCONTR VVY			21	25	-4	-16.00	.32	.53
LES ROCHES SV B			20	1	19	1900.00	.30	.02
SANCRE DM SAUTR			19	42	-23	-54.76	.29	.90
C LAFOND FUSSAY			19		19	100.00	.29	.00
MINET PLY FUME			18	52	-34	-65.38	.27	1.11
COLMBR CHNON OV			18	25	-7	-28.00	.27	.53
ALAIN TREILE PN			18	22	-4	-18.18	.27	.47
DM DELPORT SNCR			17	61	-44	-72.13	.26	1.30
ALPHNSE DLY SNC			17	28	-11	-39.29	.26	.60
DM BELLEVUE CHR			17	24	-7	-29.17	.26	.51
CLAUDE RIF BOUC			17	19	-2	-10.53	.26	.41
PLOUZEAU SV TRN			17		17	100.00	.26	.00
PERRUSSET			16	5	11	220.00	.24	.11
DM BMRD SVNRS W			16	4	12	300.00	.24	.09
MRC BRDF VOUVRY			15	14	1	7.14	.23	.30
JOLIVET PLY FME			15	7	8	114.29	.23	.15
DM CAMPNT SV BL			15		15	100.00	.23	.00
MONMOUSS TOURNE			14	13	1	7.69	.21	.28
DM PAUL CHER SN			14	11	3	27.27	.21	.23
JMB CLRNX SNCRE			14	11	3	27.27	.21	.23
ALPHNSE DLY P N			14	9	5	55.56	.21	.19
LAUVRJT PRL BLC			14	7	7	100.00	.21	.15
DAGUNEAU PENTES			14	1	13	1300.00	.21	.02
CLMT FLRN ROSE			14		14	100.00	.21	.00
ALAIN TRE VOURY			14		14	100.00	.21	.00
SAUVN SANCERRE			13	17	-4	-23.53	.20	.36
RSV CLEONS MCDT			13	16	-3	-18.75	.20	.34
DM FRUITRE CHR			13	6	7	116.67	.20	.13
ALAIN TRL SV BL			13		13	100.00	.20	.00
JLVT SNCR GR CV			12	19	-7	-36.84	.18	.41
G&P MORIN SNCR			12	4	8	200.00	.18	.09
MELLOT SNCR SV			11	13	-2	-15.38	.17	.28
BROCHARD SNCRE			11	9	2	22.22	.17	.19
DM PALLUS PENSE			11	5	6	120.00	.17	.11
DIAILE UNQUE SB			11	1	10	1000.00	.17	.02
LE PET SILEX SN			10	12	-2	-16.67	.15	.26
DM CVE PRER SNC			10	9	1	11.11	.15	.19
L'AUJRDRE CB FR			10		10	100.00	.15	.00
DM CHRNE SAUV			10		10	100.00	.15	.00
DLGA RAFF PICSS			10		10	100.00	.15	.00
SALMON MUSCADET			9	642	-633	-98.60	.14	13.69
GERARD FIOU SNC			9	14	-5	-35.71	.14	.30
GAUDREL VOUVRAY			9	13	-4	-30.77	.14	.28
JEAN-MCHL GAUTR			9	11	-2	-18.18	.14	.23
MELLOT MOUSSIER			9	11	-2	-18.18	.14	.23
F CAZN COUR CHV			9		9	100.00	.14	.00
LA PINSONNR D S			9		9	100.00	.14	.00
JOVLY CHINON CF			8	25	-17	-68.00	.12	.53
DM FRK MLT SNCR			8	24	-16	-66.67	.12	.51
CHSTPHE DAVALT			8	21	-13	-61.90	.12	.45
JMB POUILY FUME			8	20	-12	-60.00	.12	.43
CROCHET SNCR RG			8	8		.00	.12	.17
PETIT BRGS SV B			8	7	1	14.29	.12	.15
90+CLR L126 SNC			8	1	7	700.00	.12	.02
HEXAGONALES SBL			8		8	100.00	.12	.00
DM SLVRD CHV BL			7	13	-6	-46.15	.11	.28
LE CHARME MLSC			7	5	2	40.00	.11	.11
SAUVN CLRY MUSC			7	5	2	40.00	.11	.11
LE GR BOUQT CHN			7	5	2	40.00	.11	.11
DM SLVRD CHV RG			7	3	4	133.33	.11	.06
DM CHNTL BRGL A			7		7	100.00	.11	.00
CLS DL BRIDERIE			7		7	100.00	.11	.00
DM P CHER SN/RS			6		6	100.00	.11	.00
PATIENT CT P NR			6	38	-32	-84.21	.09	.81
N IDIART MSCDET			6	20	-14	-70.00	.09	.43
SAGET SANCERRE			6	18	-12	-66.67	.09	.38
DM FOUASSIER SC			6	9	-3	-33.33	.09	.19
DM D VAUVISE BL			6	2	4	200.00	.09	.04
LACHETEAU SV BL			6		6	100.00	.09	.00

# NABCA CASE SALES ANALYSIS

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ALL STATES-1/1/17 - 03/31/17

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
DM BEDOQUET MSCT			6		6	100.00	.09	.00
JOVLY VOUVRAY			39		-34	-87.18	.08	.83
CHAMPAULT L CLS			36		-31	-86.11	.08	.77
DM FRUITRE MUSC			10		-5	-50.00	.08	.21
DM CHALLX SNCRE			10		-5	-50.00	.08	.21
C BOVE VOUVRAY			7		-2	-28.57	.08	.15
KIWI CUVÉE S BL			5				.08	.11
P CHNR 1749 SB			4		1	25.00	.08	.09
LE SD LANGE AZY			4		1	25.00	.08	.09
PATIENT CT CH B			3		2	66.67	.08	.06
GAR O VIN ANJOU			3		2	66.67	.08	.06
DM MASN-BLND PF			3		2	66.67	.08	.06
CH L VAR CB RSE						100.00	.08	.00
DM D VIEIL ORME						100.00	.08	.00
CH DE MONT D'AN						100.00	.08	.00
N IDIART SANCRE			4	47	-43	-91.49	.06	1.00
DM MRCHND KEROT			4	33	-29	-87.88	.06	.70
LE CPTNE VOUNRY			4	5	-1	-20.00	.06	.11
JOLIVET SNCR RD			4	1	3	300.00	.06	.02
DM M MAUDRY TRD			4		4	100.00	.06	.00
DM HUET PETLNT			4		4	100.00	.06	.00
DM POIR NNTS FB			4		4	100.00	.06	.00
DM PEPIERE MSCT			3	32	-29	-90.63	.05	.68
HEXAGONALES PNR			3	20	-17	-85.00	.05	.43
LADOUCTE BARON			3	19	-16	-84.21	.05	.41
BUDRY CH LES GR			3	10	-7	-70.00	.05	.21
CHAMPALOU V FND			3	9	-6	-66.67	.05	.19
DM POTHRS RFRNC			3	6	-3	-50.00	.05	.13
CH LEPERONNIERE			3	6	-3	-50.00	.05	.13
CH DE LIGRE RG			3	6	-3	-50.00	.05	.13
DM DU HAUT BANC			3	6	-3	-50.00	.05	.13
DM FOLTTE MSCDT			3	6	-2	-40.00	.05	.11
CH D CRMT MSCDT			3	5	-2	-40.00	.05	.11
MERIEAU JCU TRN			3	4	-1	-25.00	.05	.09
CH CHESNAIE MUS			3	2	1	50.00	.05	.04
GRENOUILLE MSCDT			3	2	1	50.00	.05	.04
CH GAILLARD SB			3	2	1	50.00	.05	.04
LE BOUCHET VVRY			3	1	2	200.00	.05	.02
LE JARDIN D ROY			3	1	2	200.00	.05	.02
CLOS PALET VOUV			3		3	100.00	.05	.00
MAGIC DR SC RSE			3		3	100.00	.05	.00
DESCHAMP PF SUR			3		3	100.00	.05	.00
DM REULLY ROUGE			3		3	100.00	.05	.00
MERLIN CHERRIER			3		3	100.00	.05	.00
DM PORTL CHVRNY			2	18	-16	-88.89	.03	.38
DM J MARTEAU SB			2	16	-14	-87.50	.03	.34
DM MNTBENOIT RS			2	13	-11	-84.62	.03	.28
CH YVONNE F SMR			2	8	-6	-75.00	.03	.17
DM BOURGEUIL LG			2	6	-4	-66.67	.03	.13
CH SOUCHRE AJ B			2	5	-3	-60.00	.03	.11
CLOS D NOUY SEC			2	4	-2	-50.00	.03	.09
ALPHNSE DLY PF			2	3	-1	-33.33	.03	.06
B HRZG MLLX VVY			2	3	-1	-33.33	.03	.06
DROUET FRERS SB			2	3	-1	-33.33	.03	.06
CH CHTRD SNCRRE			2	3	2	100.00	.03	.00
LE ROCHER T MIT			2	2	2	100.00	.03	.00
L FORCINE MSCDT			2	2	2	100.00	.03	.00
DM SALVRD UNQ P			2	2	2	100.00	.03	.00
LADCT LFND SNCR			2	2	2	100.00	.03	.00
JOLIVT PF GRIOT			2	2	2	100.00	.03	.00
DM GUIL CHRPTR			2	2	2	100.00	.03	.00
CLOS DE LA CHPL			2	2	2	100.00	.03	.00
CLAU DE NEL CF			2	2	2	100.00	.03	.00
DM SLV UNQ S BL			1	23	-22	-95.65	.02	.49
JOLY CUL D SRNT			1	13	-12	-92.31	.02	.28
CROCHET SNCR LC			1	12	-11	-91.67	.02	.26
LES VN CNTS R14			1	12	-11	-91.67	.02	.26
HIPPLYTE RV SNC			1	10	-9	-90.00	.02	.21
CH DE SANCRE RG			1	8	-7	-87.50	.02	.17
PATIENT CT SNCR			1	7	-6	-85.71	.02	.15
JOGUET CHN TERR			1	6	-5	-83.33	.02	.13
DM DU VKNG VVRY			1	6	-5	-83.33	.02	.13
CH LEVERNRE SAV			1	4	-3	-75.00	.02	.09
DM CHVLY QUINCY			1	4	-3	-75.00	.02	.09
CHAMPALOU VOUVY			1	3	-2	-66.67	.02	.06
DM SOURDAIS CHN			1	3	-2	-66.67	.02	.06
KIWI CUV PN NR			1	3	-2	-66.67	.02	.06
BOURSICTTE SNCR			1	2	-1	-50.00	.02	.04
ROBLIN SNCR AMN			1	2	-1	-50.00	.02	.04
MERIEAU CNT VSG			1	2	-1	-50.00	.02	.04
GOSSEAUME SV BL			1	2	-1	-50.00	.02	.04
MERIEAU SB TRN			1	1			.02	.02
SAUVN MUSC SEVR			1	1			.02	.02
DROUET FRER VVY			1	1			.02	.02
CH PT THRS T RS			1	1			.02	.02
RMY PAN TOUR SB			1	1			.02	.02
DOM PICHOT VVRY			1	1			.02	.02
DM BMRD CMNT TO			1	1			.02	.02
JOGUET CHN CDLC			1	1			.02	.02
LE CHARMES P FM			1	1	1	100.00	.02	.00
DM PABIOT PL FM			1	1	1	100.00	.02	.00
DM M MAUDRY SCR			1	1	1	100.00	.02	.00
H BOURGS SANCRE			1	1	1	100.00	.02	.00

# NABCA CASE SALES ANALYSIS

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ALL STATES-1/1/17 - 03/31/17

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
DM PALLUS M RSE			1		1	100.00	.02	.00
LADOUCTTE SNCR			1		1	100.00	.02	.00
C PR BRETON CHN			1		1	100.00	.02	.00
NEVEU SAN EMOU			1		1	100.00	.02	.00
DOM BARON BLANC			1		1	100.00	.02	.00
ERIC CHVLR CHRDR			1		1	100.00	.02	.00
F MABLEAU CH RL			1		1	100.00	.02	.00
MONMOUSS VOUVRY			1		1	100.00	.02	.00
CROCHET SNCR DR			1		1	100.00	.02	.00
LANGLOS SANCRRE			1		1	100.00	.02	.00
DM DG PERRIERES				132	-132	-100.00	.00	2.82
LES CLS FRC VVY				56	-56	-100.00	.00	1.19
DM DES COTES BL				32	-32	-100.00	.00	.68
DM BEGROLLS MUS				19	-19	-100.00	.00	.41
RETHORE DAVY PG				17	-17	-100.00	.00	.36
LAURENT REV SNC				12	-12	-100.00	.00	.26
MELLOT SNCRTR PR				8	-8	-100.00	.00	.17
LE PTIT BLC BUF				8	-8	-100.00	.00	.17
MELLOT SNCRE CH				7	-7	-100.00	.00	.15
M BREDIF VOUVRY				7	-7	-100.00	.00	.15
CLEMENT&FLORIAN				6	-6	-100.00	.00	.13
MERIEAU SB VDNS				6	-6	-100.00	.00	.13
DM BAUDRY CHNON				6	-6	-100.00	.00	.13
CHAMPAULT L PIE				5	-5	-100.00	.00	.11
JLVT SNCRE ROSE				5	-5	-100.00	.00	.11
DM TROTHEREAU QN				5	-5	-100.00	.00	.11
ROGER ET DIDIER				4	-4	-100.00	.00	.09
DM MALLERON SNC				4	-4	-100.00	.00	.09
DM FOUASSIER PF				4	-4	-100.00	.00	.09
DM LS PIN BRGL				3	-3	-100.00	.00	.06
DM PEPIERE PEPI				3	-3	-100.00	.00	.06
HIPPLYTE SN RSE				3	-3	-100.00	.00	.06
DM DL PAULINE				3	-3	-100.00	.00	.06
CLEF DE SOL RGE				3	-3	-100.00	.00	.06
DM JJ SARD ROSE				3	-3	-100.00	.00	.06
L'AUJARDRE MSCT				3	-3	-100.00	.00	.06
DM CHNTLSR BRGL				2	-2	-100.00	.00	.04
MELLOT SNCRTR PN				2	-2	-100.00	.00	.04
CH EPR SVNR C S				2	-2	-100.00	.00	.04
ROBLIN SNCR ORG				2	-2	-100.00	.00	.04
CLAUDE RIF ROSE				2	-2	-100.00	.00	.04
DM VCTRS QNCY W				2	-2	-100.00	.00	.04
DM PATURX PL FM				2	-2	-100.00	.00	.04
DM GRD MOULN SB				2	-2	-100.00	.00	.04
JOVLY SAV BLANC				2	-2	-100.00	.00	.04
B&G SANCERRE SB				1	-1	-100.00	.00	.02
ALAIN LRX CHINN				1	-1	-100.00	.00	.02
DM VGN CHVR RGM				1	-1	-100.00	.00	.02
VIG SAUMR CHAMP				1	-1	-100.00	.00	.02
CAVES D PER P F				1	-1	-100.00	.00	.02
LA CRAIE VOUVRY				1	-1	-100.00	.00	.02
P LUC BCHD MSDT				1	-1	-100.00	.00	.02
MRIE BRGD CHNON				1	-1	-100.00	.00	.02
DOM BR REV SNCR				1	-1	-100.00	.00	.02
CH PRESLE GAMAY				1	-1	-100.00	.00	.02
LA CLAIIE SANCRE				1	-1	-100.00	.00	.02
DM L'AURIERE MC				1	-1	-100.00	.00	.02
90+CLR L118 SVB				1	-1	-100.00	.00	.02
LADOUCTTE PL FM				1	-1	-100.00	.00	.02
RAIMBAULT BELLE				1	-1	-100.00	.00	.02
LE HAUT VIGNOT				1	-1	-100.00	.00	.02
L'AUJARDRE ROSE				1	-1	-100.00	.00	.02
<b>TOTAL FRENCH LOIRE</b>			<b>6635</b>	<b>4688</b>	<b>1947</b>	<b>41.53</b>		
<b>FRENCH RHONE</b>								
L VILLE FRM VNTX			1388	1225	163	13.31	8.77	7.91
L VIE FRM C LUB			1034	990	44	4.44	6.53	6.39
GUIGAL CT RH RG			738	764	-26	-3.40	4.66	4.93
CH BEAUCHNE CDR			696	863	-167	-19.35	4.40	5.57
L VIE FRM VN RS			687	451	236	52.33	4.34	2.91
LA VIE FR C VEN			639	647	-8	-1.24	4.04	4.18
PERRIN CDR VLGS			596	604	-8	-1.32	3.77	3.90
BONPAS CDP RSV			512	6	506	8433.33	3.23	.04
PERRIN RSRV RED			504	437	67	15.33	3.18	2.82
GUIGAL CDR ROSE			459	483	-24	-4.97	2.90	3.12
CH CROIX DP TRS			455		455	100.00	2.87	.00
MIRAVAL CT PRVN			378	198	180	90.91	2.39	1.28
JBOULT PRLE 45			370	633	-263	-41.55	2.34	4.09
CHAPOUTR CDR RD			337	286	51	17.83	2.13	1.85
L VIELLE FRM WH			336	258	78	30.23	2.12	1.67
LES SNG DF BARR			307		307	100.00	1.94	.00
ST COSME CDR RG			305	92	213	231.52	1.93	.59
SGNEUR FONT VCQ			275		275	100.00	1.74	.00
SLCTN JCLYN CMB			256		256	100.00	1.62	.00
BONPAS LUB BLNC			247	149	98	65.77	1.56	.96
BONPAS C D R RG			190	33	157	475.76	1.20	.21
DOM ST HONORAT			167		167	100.00	1.06	.00
CHAPOUTR CDR WH			166	155	11	7.10	1.05	1.00
VDL FLEUR CDR R			160	123	37	30.08	1.01	.79
CHRLS THMAS CDR			134	137	-3	-2.19	.85	.88
COLMBO ABELS RG			131	228	-97	-42.54	.83	1.47
M BOUACHN RBS R			129	1	128	*****	.82	.01

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## BY CLASS, TYPE, BRAND

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

ALL STATES-1/1/17 - 03/31/17

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
JEUNE VIGBL MNT			125		125	100.00	.79	.00
HERITAGE CDR RG			121	227	-106	-46.70	.76	1.47
DELAS CDR ESP R			113	134	-21	-15.67	.71	.87
PERRIN RSRV WHT			97	76	21	27.63	.61	.49
B DE BEAUCHENE			90	30	60	200.00	.57	.19
FARJON CDR DVZE			89	125	-36	-28.80	.56	.81
K LYNCH CT D RH			88	154	-66	-42.86	.56	.99
OLVR&LAFONT CDR			87		87	100.00	.55	.00
CH SEGRIES CDR			79	62	17	27.42	.50	.40
TORTSE CK SY/GR			77	7	70	1000.00	.49	.05
LA FRM JUL CDV			76	113	-37	-32.74	.48	.73
CH BEAUCHNE CDP			75	57	18	31.58	.47	.37
LA FRM JUL CDL			74	38	36	94.74	.47	.25
L VIE FRM W BIB			71	41	30	73.17	.45	.26
C GIGOGNAN CDR			64		64	100.00	.40	.00
CH PSQUIE TRSSE			58	69	-11	-15.94	.37	.45
ARNOUX EGL SGRT			56		56	100.00	.35	.00
PONT DU RHONE			55	33	22	66.67	.35	.21
L TROIS CRN CDR			52	77	-25	-32.47	.33	.50
CH MT REDON CDP			51	114	-63	-55.26	.32	.74
PHILP DE ST CRY			50	54	-4	-7.41	.32	.35
NOTRE DAME GIGO			49		49	100.00	.31	.00
GUIGAL CT RH BL			48	59	-11	-18.64	.30	.38
GUIGAL C D PAPE			48	37	11	29.73	.30	.24
DM FND CRZ ROCH			48		48	100.00	.30	.00
HERITAGE CDR BL			46	99	-53	-53.54	.29	.64
DUBLANC C D R			46	39	7	17.95	.29	.25
CHRLS THMS BLNC			45		45	100.00	.28	.00
CH PSQUIE VNTUX			44	34	10	29.41	.28	.22
L FRM J CDV RSE			42	33	9	27.27	.27	.21
CH BEAUCHNE VLG			40	28	12	42.86	.25	.18
NOTRE DAME VNTX			39		39	100.00	.25	.00
DMN LA BUISSONE			36	47	-11	-23.40	.23	.30
CH BEAUCHNE RES			36	46	-10	-21.74	.23	.30
L'ORATOIRE RED			36	34	2	5.88	.23	.22
DM L GRRGUE CTS			36	27	9	33.33	.23	.17
CH MNT REDN CDR			35	28	7	25.00	.22	.18
PERRN N ECO CRT			34	36	-2	-5.56	.21	.23
DM PRE CBCH CDR			33	41	-8	-19.51	.21	.26
DM LFGE TES RSL			33	15	18	120.00	.21	.10
LA GRIVELIERE			32	25	7	28.00	.20	.16
CH SEGRIES ROSE			32	18	14	77.78	.20	.12
JBLT PRL 45 RSE			31	38	-7	-18.42	.20	.25
GUIGAL GIGONDAS			31	28	3	10.71	.20	.18
L VIE FRM R BIB			31	17	14	82.35	.20	.11
SLCTN LRNCE CDR			31	3	28	933.33	.20	.02
COUDLT BCSTL RG			29	55	-26	-47.27	.18	.36
DM GR VNR CHAMP			29	29		.00	.18	.19
MAS CARLOT TRAD			29	14	15	107.14	.18	.09
MEFFRE CDR CHSS			29	12	17	141.67	.18	.08
DM BEAURNRD CDP			29	8	21	262.50	.18	.05
90+CLLRS LOT 30			28	35	-7	-20.00	.18	.23
DM DANZN CTS RH			27	49	-22	-44.90	.17	.32
LA CABOTTE RGE			26	19	7	36.84	.16	.12
DM GR VNR CDR			25	21	4	19.05	.16	.14
CH MONTAUD CDP			25	20	5	25.00	.16	.13
FERRTN SAMORENS			24	25	-1	-4.00	.15	.16
CAVES C D R			23	11	12	109.09	.15	.07
DM BRTHET RYN R			22	15	7	46.67	.14	.10
CH GOURDON CDR			22		22	100.00	.14	.00
LES DAUPHINS			20	71	-51	-71.83	.13	.46
GUIGAL HERM RGE			20	13	7	53.85	.13	.08
CV D TN MARSANE			20	1	19	1900.00	.13	.01
MSN NCLS PERRIN			20		20	100.00	.13	.00
CH SEGRIES LIRC			19	22	-3	-13.64	.12	.14
BROTTE ESPIRIT			19		19	100.00	.12	.00
P JRDN RES OLVR			18	45	-27	-60.00	.11	.29
BERNARD CT D RH			18	38	-20	-52.63	.11	.25
FARJON CRNE CIG			18	10	8	80.00	.11	.06
DM BASTIDE FIG			18	3	15	500.00	.11	.02
PERRIN CH D PAP			16	15	1	6.67	.10	.10
MLLRD VIOLT CDR			15	42	-27	-64.29	.09	.27
AUTARD CDR RGE			15	19	-4	-21.05	.09	.12
NOSTRE PAIS RED			14	19	-5	-26.32	.09	.12
SOL ACANTALYS R			14	17	-3	-17.65	.09	.11
CHAPLLE-ST-ARNX			14	15	-1	-6.67	.09	.10
OLVR&LFNT VTX R			14	15	-1	-6.67	.09	.10
CHAPTR CIBS RED			14	14		.00	.09	.09
ALAIN JAUME VNT			14	7	7	100.00	.09	.05
ARNOUX EGL PLAN			14		14	100.00	.09	.00
JL CHAVE COEUR			13	13		.00	.08	.08
GUIGAL HERMITGE			13	7	6	85.71	.08	.05
PERRN VNSBR CRD			13	7	6	85.71	.08	.05
OLVR&LFNT CDP B			13		13	100.00	.08	.00
DM PIERRE USSGL			13		13	100.00	.08	.00
VIEUX TGRPH CDP			12	15	-3	-20.00	.08	.10
BG CHAT DU PAPE			12	15	-3	-20.00	.08	.10
LA GR CMTDN VCQ			12	15	-3	-20.00	.08	.10
DM DG MONTMIRAL			12	11	1	9.09	.08	.07
VALREAS CDR VLG			12	11	1	9.09	.08	.07
NOTRE DAME CDR			12		12	100.00	.08	.00
BRUNIER MEGAPHN			12		12	100.00	.08	.00
DM GR RMN GIGDS			12		12	100.00	.08	.00

# NABCA CASE SALES ANALYSIS

## BY CLASS, TYPE, BRAND

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

ALL STATES-1/1/17 - 03/31/17

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
ST CSME L JM RG			11	36	-25	-69.44	.07	.23
PERRN CDP SINRD			11	12	-1	-8.33	.07	.08
ST COSME DX ALB			11	9	2	22.22	.07	.06
DM CHARVIN COTE			11		11	100.00	.07	.00
DM COURTOIS VIN			11		11	100.00	.07	.00
DM QUILLA MSCDT			10	16	-6	-37.50	.06	.10
PERRIN GIGONDAS			10	12	-2	-16.67	.06	.08
DM FONT MCH CDP			10	9	1	11.11	.06	.06
OLVR&LFNT VTX B			10	8	2	25.00	.06	.05
DM NALYS CLASSQ			10	4	6	150.00	.06	.03
PERRN LS CHRSTN			10		10	100.00	.06	.00
K LYNCH CYPRESS			10		10	100.00	.06	.00
LES GRANIERES			10		10	100.00	.06	.00
CH BEAUCASTL RG			9	10	-1	-10.00	.06	.06
CERCUS RED			9	7	2	28.57	.06	.05
LA MANARINE CDR			9	1	8	800.00	.06	.01
LE TRIPORTEUR			9		9	100.00	.06	.00
ROUCAS TMBA PCH			9		9	100.00	.06	.00
K LYNCH VAUCLUS			9		9	100.00	.06	.00
ARNOUX SEIGNEUR			8	11	-3	-27.27	.05	.07
GOUR CHAULE TRD			8	7	1	14.29	.05	.05
ST COSME GIGNDS			8	4	4	100.00	.05	.03
ST COSME CDR BL			8	3	5	166.67	.05	.02
DM MARTIN CDR			8		8	100.00	.05	.00
LA RENJARDIERE			7	13	-6	-46.15	.04	.08
FERTN SAMORNS B			7	8	-1	-12.50	.04	.05
CAVE RSTEAU CDR			7	5	2	40.00	.04	.03
GUIGAL COTE RTE			7	2	5	250.00	.04	.01
DM DRBN GIGONDAS			7		7	100.00	.04	.00
DOM DARBOUSSET			7		7	100.00	.04	.00
PEGAU MACLURA			7		7	100.00	.04	.00
CAMRON HUGH 354			6	360	-354	-98.33	.04	2.32
LE FIACRE C-D-P			6	10	-4	-40.00	.04	.06
DM CLS D CAZAUX			6	8	-2	-25.00	.04	.05
CH BEAUCHNE TER			6	8	-2	-25.00	.04	.05
VDL FLEUR VGNR			6		6	100.00	.04	.04
COURLU VACQYRAS			6	5	1	20.00	.04	.03
PERRIN GIGONDAS			6	5	1	20.00	.04	.03
DM JNSS C D R			6	5	1	20.00	.04	.03
COLMBO TER BRUL			6	3	3	100.00	.04	.02
MORDREE LRC BOI			6		6	100.00	.04	.02
MEFFRE CDR VLGS			6		6	100.00	.04	.00
CV ST PR ST GIG			6		6	100.00	.04	.00
REMI RBRT NIERO			5	14	-9	-64.29	.03	.09
COLMBO DE LAURE			5	14	-9	-64.29	.03	.09
DM VIEUX TELGRM			5	13	-8	-61.54	.03	.08
GRND MOULIN CAB			5	7	-2	-28.57	.03	.05
ST COSME CDP RG			5	6	-1	-16.67	.03	.04
DM GR VNR LIRAC			5	6	-1	-16.67	.03	.04
SEAR TRADV N CLN			5	5		100.00	.03	.03
BERNARD CDR VLG			5	4	1	25.00	.03	.03
RAOUL CLRGT CDP			5	4	1	25.00	.03	.03
COLMBO LES RUCH			5	3	2	66.67	.03	.02
L AMIS BOUISSRE			5	3	2	66.67	.03	.02
P USSEGLIO PANM			5		5	100.00	.03	.00
DOM D VERQUIERE			5		5	100.00	.03	.00
DM NALYS CLSQ B			5		5	100.00	.03	.00
DM RAYMOND USS			5		5	100.00	.03	.00
PTIT B QUI VGNR			4	61	-57	-93.44	.03	.39
PERRN L'OUSLET			4	56	-52	-92.86	.03	.36
R PEGUET HERMTG			4	33	-29	-87.88	.03	.21
DM ANZN D'ESTZG			4	30	-26	-86.67	.03	.19
LC BROTT SYR			4	14	-10	-71.43	.03	.09
DM SOLITUDE RGE			4	14	-10	-71.43	.03	.09
COUPE ROSES BST			4	11	-7	-63.64	.03	.07
TAR-LRNT BC FIN			4	10	-6	-60.00	.03	.06
LES DEUX TOURS			4	10	-6	-60.00	.03	.06
COLOMBO REDDONE			4	10	-6	-60.00	.03	.06
CV ST PR ST VAC			4	6	-2	-33.33	.03	.04
VIEUX CLCHR CDR			4	5	-1	-20.00	.03	.03
DM DL DAMSE GRN			4	4		100.00	.03	.03
DOM AUTARD CDP			4	4		100.00	.03	.03
D BRHT RYN CDP			4	4		100.00	.03	.03
CH CMPGT TRAD R			4	3	1	33.33	.03	.02
FENOULLT TERRES			4	1	3	300.00	.03	.01
ST COSME ST JOE			4		4	100.00	.03	.00
DM CYRN GIGNDAS			4		4	100.00	.03	.00
PROMESSES D FRN			4		4	100.00	.03	.00
ST CSME CRZ HRM			4		4	100.00	.03	.00
LES COSTES NBL			4		4	100.00	.03	.00
PERRIN CDP SNRD			4	4		100.00	.03	.00
LES CTX FOURNES			3	40	-37	-92.50	.02	.26
VGNRNS CRCT ETR			3	33	-30	-90.91	.02	.21
JARDIN RUTH VCL			3	17	-14	-82.35	.02	.11
DM LS APHLNT RD			3	14	-11	-78.57	.02	.09
LES VIOLETT CDR			3	12	-9	-75.00	.02	.08
DM DJ PEGAU CDP			3	10	-7	-70.00	.02	.06
BSTDE D BEAUVRT			3	9	-6	-66.67	.02	.06
CH BCSTL COUDLT			3	8	-5	-62.50	.02	.05
DM NALYS CDP BL			3	6	-3	-50.00	.02	.04
TELEGRAMME CDP			3	5	-2	-40.00	.02	.03
DM GLVN CDR			3	5	-2	-40.00	.02	.03
DM SENCHAUX CDP			3	5	-2	-40.00	.02	.03

# NABCA CASE SALES ANALYSIS

## BY CLASS, TYPE, BRAND

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

ALL STATES-1/1/17 - 03/31/17

PAGE 123

CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
ST CSME L JM BL			3	4	-1	-25.00	.02	.03
LA CHSSE PRS RG			4	4	-1	-25.00	.02	.03
DM ST JEAN VGNS			3	4	-1	-25.00	.02	.03
DM GRM ELMNTAIR			3	3		.00	.02	.02
DM LES ALXANDRN			3	3		.00	.02	.02
DM CLS LUMIERES			2	2	1	50.00	.02	.01
COLMBO CROZ HRM			1	1	2	200.00	.02	.01
RASTEAU PEYRIER			1	1	2	200.00	.02	.01
VIEUX CLCHR RSE			3	1	2	200.00	.02	.01
NOSTRE PAIS BLC			3	1	2	200.00	.02	.01
LOUIS BLANC CDR			3	3	3	100.00	.02	.00
DM DE CHTMR CDP			3	3	3	100.00	.02	.00
CLS MT OLV T MNT			3	3	3	100.00	.02	.00
ALAIN JAUME VAC			3	3	3	100.00	.02	.00
DM CHARVIN CDP			3	3	3	100.00	.02	.00
FREDERIC ARNAUD			3	3	3	100.00	.02	.00
CH BEAUCHN CDPB			3	3	3	100.00	.02	.00
LA CHPL NDM BDV			3	3	3	100.00	.02	.00
PEGAU SETIER			3	3	3	100.00	.02	.00
COLMBO VIOGNER			3	3	3	100.00	.02	.00
VDL FLEUR BLANC			3	3	3	100.00	.02	.00
BROTTE OPTIMUM			3	3	3	100.00	.02	.00
CLLR DAUPHINES			3	3	3	100.00	.02	.00
GUIGAL CONDRIEU			3	3	3	100.00	.02	.00
DM VENETIA BDV			2	173	-171	-98.84	.01	1.12
COLMBO ABELS BL			47	19	-45	-95.74	.01	.30
DM FOND CRZ CRX			19	14	-17	-89.47	.01	.12
CHAPTR CIBS WHT			14	13	-12	-85.71	.01	.09
H BRNR PIGEOUT			13	13	-11	-84.62	.01	.08
BILA-HT CRX CDR			13	12	-10	-83.33	.01	.08
LA GERMINE COTE			12	11	-9	-81.82	.01	.07
CH L'ERMTGE RED			11	10	-8	-80.00	.01	.06
DM CHEZE MARSNE			10	8	-6	-75.00	.01	.05
ADISSAT LIRAC			8	7	-5	-71.43	.01	.05
DM APHLNT CARMN			7	7	-5	-71.43	.01	.05
DM ST GAYAN RST			6	6	-4	-66.67	.01	.04
JL CHAVE CDR			6	6	-4	-66.67	.01	.04
DM SOUMADE RAST			6	6	-4	-66.67	.01	.04
DM DU CRET BINE			6	4	-2	-50.00	.01	.03
CH NERTHE C PAP			4	3	-1	-33.33	.01	.02
ALAIN PARET CDR			2	2		.00	.01	.01
DM DES SENECHUX			2	2		.00	.01	.01
DM RSPLY GIGNDS			2	2		.00	.01	.01
UNANG CTS VENTX			1	1	1	100.00	.01	.01
LAPPL SERNS SYR			1	1	1	100.00	.01	.01
LAURUS HERMITGE			1	1	1	100.00	.01	.01
DM PRE CBCH CDP			2	2	2	100.00	.01	.00
CHAPOUTR CRZ HM			2	2	2	100.00	.01	.00
ALAIN JM CHAT P			2	2	2	100.00	.01	.00
DM COUDOULS LRC			2	2	2	100.00	.01	.00
AUBERGE DIACRES			2	2	2	100.00	.01	.00
VDL FLEUR CZ HM			2	2	2	100.00	.01	.00
LAVAU RED			2	2	2	100.00	.01	.00
K LYNCH VCLS BL			2	2	2	100.00	.01	.00
LE ROSE D CHVLR			2	2	2	100.00	.01	.00
DM D COURON CDR			2	2	2	100.00	.01	.00
DM DIONYS CHRLN			2	2	2	100.00	.01	.00
DM DE SAJE CDP			2	2	2	100.00	.01	.00
DM GR VNR CDP			2	2	2	100.00	.01	.00
BONPAS VENTOUX			1	168	-167	-99.40	.01	1.00
BASTIDE MIRAFLR			19	14	-18	-94.74	.01	.12
LARENE ANG COST			14	8	-13	-92.86	.01	.09
CHUSCLN CDR FDG			8	5	-7	-87.50	.01	.05
CH L'ERMTGE WHT			5	4	-4	-80.00	.01	.03
DM DL DAMSE CDR			4	4	-3	-75.00	.01	.03
CACHETTE C D R			4	4	-3	-75.00	.01	.03
SNTA DUC VLE VG			4	4	-3	-75.00	.01	.03
JBOULT HRM JALT			4	4	-3	-75.00	.01	.03
DM GALLETY VIVA			4	4	-3	-75.00	.01	.03
DM LS APHILNTHS			4	3	-2	-66.67	.01	.02
LA CANTARELLE V			3	3	-2	-66.67	.01	.02
ADISSAT CDR			2	2	-1	-50.00	.01	.01
CLOS ST JEAN VV			2	2	-1	-50.00	.01	.01
JAILANCE CLRTE			2	2	-1	-50.00	.01	.01
VIEUX CLCHR VCQ			2	2	-1	-50.00	.01	.01
COLMBO FOROTS			1	2	-1	-50.00	.01	.01
DM FOND CRZ SRA			1	2	-1	-50.00	.01	.01
DM GLVN CDP RGE			1	2	-1	-50.00	.01	.01
DM GRD VNR ORGN			1	2	-1	-50.00	.01	.01
DM GRPLN 1806			1	2	-1	-50.00	.01	.01
CHANTE CGLE CDP			1	2	-1	-50.00	.01	.01
VRAC CDR			1	2	-1	-50.00	.01	.01
GUIGAL TAVEL			1	2	-1	-50.00	.01	.01
CUIILLRN SJS LPS			1	1		.00	.01	.01
LE PETIT BLTHZR			1	1		.00	.01	.01
PERRIN CRZ-HRMT			1	1		.00	.01	.01
LAURUS CT ROTIE			1	1		.00	.01	.01
BERNARD CH PAPE			1	1		.00	.01	.01
CHAVE ST JOSEPH			1	1		.00	.01	.01
DM CLAPE CORNS			1	1		.00	.01	.01
MNTMRL MSCT VNS			1	1		.00	.01	.01
PERRIN ST-JOSPH			1	1		.00	.01	.01
DM CLRE RASTEAU			1	1		.00	.01	.01

# NABCA CASE SALES ANALYSIS

## BY CLASS, TYPE, BRAND

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

ALL STATES-1/1/17 - 03/31/17

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
CHANTE PDRX CDP			1	1		.00	.01	.01
COLMBO SYRAH VI			1	1		.00	.01	.01
CH DE RUTH WHT			1	1		.00	.01	.01
DM DE MNTVC CDR			1	1		.00	.01	.01
LES DAUPHNS RSV			1	1		.00	.01	.01
CL MT OLVT BLCH			1	1		.00	.01	.01
JBOULT CRZ RYMD			1		1	100.00	.01	.00
BG COTE D RHONE			1		1	100.00	.01	.00
DM JANASSE CDP			1		1	100.00	.01	.00
LES TRAVERSES			1		1	100.00	.01	.00
LA FONT NTR DM			1		1	100.00	.01	.00
90+CLLRS LOT121			1		1	100.00	.01	.00
CDR CTS RHN RED			1		1	100.00	.01	.00
CHPTR BRNDN CDP			1		1	100.00	.01	.00
CHAP ERMTGE PVL			1		1	100.00	.01	.00
DM FERRAND MSTR			1		1	100.00	.01	.00
CH VALCOMBE SGN			1		1	100.00	.01	.00
DM GURN GRNC NR			1		1	100.00	.01	.00
GIRARD BOUCOU			1		1	100.00	.01	.00
PLAN PEGAU 2010			1		1	100.00	.01	.00
DM JAMT CT ROTI			1		1	100.00	.01	.00
JBOULT HRMT RGE			1		1	100.00	.01	.00
DM CHRST PICHON			1		1	100.00	.01	.00
DOM MAGALANNE			1		1	100.00	.01	.00
TERRASSE PAVEE			1		1	100.00	.01	.00
LES CTS NBL RED			1		1	100.00	.01	.00
DM ALEXANDRINS			1		1	100.00	.01	.00
LAYER CAKE CDR			1		1	100.00	.01	.00
GUIGAL MOULINE			1		1	100.00	.01	.00
M CHP BECASSES			1		1	100.00	.01	.00
DELAS ST JOSEPH			1		1	100.00	.01	.00
CLLR CHARTRX RD				373	-373	-100.00	.00	2.41
CH CAMBIS CDR				318	-318	-100.00	.00	2.05
DM D L MAURELLE				261	-261	-100.00	.00	1.69
ACANTALYS CDR				236	-236	-100.00	.00	1.52
RIVE DT RIVE GC				200	-200	-100.00	.00	1.29
PAVILIAN S PIER				90	-90	-100.00	.00	.58
TERRE DES PAPES				57	-57	-100.00	.00	.37
MONPERTUIS CDP				39	-39	-100.00	.00	.25
CH VALCOMBE DGL				30	-30	-100.00	.00	.19
DAME VC RASTEAU				23	-23	-100.00	.00	.15
DOM ANDRE BRUNL				22	-22	-100.00	.00	.14
VRAC ROSE				18	-18	-100.00	.00	.12
DM AMARINIERS				18	-18	-100.00	.00	.12
PTIT R QUI S/GN				18	-18	-100.00	.00	.12
LE GRAVILLAS				17	-17	-100.00	.00	.11
ANNE DELAROCHE				16	-16	-100.00	.00	.10
CLOS D PERE CLM				15	-15	-100.00	.00	.10
M BOUACHN GIGDS				15	-15	-100.00	.00	.10
CH D'OR TRSSGUM				13	-13	-100.00	.00	.08
DM ST GAYAN TRS				12	-12	-100.00	.00	.08
CHUSCLAN GENETS				11	-11	-100.00	.00	.07
CV D TAIN SYRAH				10	-10	-100.00	.00	.06
DM CHRVN CDR PT				10	-10	-100.00	.00	.06
MONPERTUIS SCRT				9	-9	-100.00	.00	.06
DM DL PET CS RG				9	-9	-100.00	.00	.06
CH TEULON CSTRS				8	-8	-100.00	.00	.05
ALLENO/CHAP CDR				8	-8	-100.00	.00	.05
JEUNE CDP MNPTS				8	-8	-100.00	.00	.05
CH LABROUSSE				8	-8	-100.00	.00	.05
DM ROCHE CAIRNE				7	-7	-100.00	.00	.05
L TROIS CHMN RG				7	-7	-100.00	.00	.05
DM PERTIANE VCQ				6	-6	-100.00	.00	.04
FENOULLT CT VTX				6	-6	-100.00	.00	.04
DM MRMRIUM SYR				6	-6	-100.00	.00	.03
DOM ONDINES VCQ				5	-5	-100.00	.00	.03
LES CAILLX CDP				5	-5	-100.00	.00	.03
DM GRES ST VNCT				5	-5	-100.00	.00	.03
OGIER CHAT DU P				4	-4	-100.00	.00	.03
M BOUNCHN BARIA				4	-4	-100.00	.00	.03
JEANTET CDR				4	-4	-100.00	.00	.03
CV D TN ST JSPH				4	-4	-100.00	.00	.03
CH VRGLE CST NM				4	-4	-100.00	.00	.03
ALLENO/CHP GUER				4	-4	-100.00	.00	.03
VGNRNS RQ COLMB				4	-4	-100.00	.00	.03
CH D L GARDINE				4	-4	-100.00	.00	.03
BRUNIER ROQUETE				3	-3	-100.00	.00	.02
DM DL TETE NOIR				3	-3	-100.00	.00	.02
DOM TAUMASU CDR				3	-3	-100.00	.00	.02
LA CLESTERE CDR				3	-3	-100.00	.00	.02
GONNET CDR VLGS				3	-3	-100.00	.00	.02
P LESEC P D CDP				3	-3	-100.00	.00	.02
DM ROGER SABON				3	-3	-100.00	.00	.02
THE VAC				3	-3	-100.00	.00	.02
MLLRD VLT CDR B				3	-3	-100.00	.00	.02
CVE GREGRE GUYT				3	-3	-100.00	.00	.02
VAL D PIERE CDP				3	-3	-100.00	.00	.02
DM E DARNAUD CH				2	-2	-100.00	.00	.01
ORATORIO GIGNDS				2	-2	-100.00	.00	.01
DM TER FERM CDP				2	-2	-100.00	.00	.01
PONT DE NYONS				2	-2	-100.00	.00	.01
FERRTN CRZ MTNR				2	-2	-100.00	.00	.01
DM D VERQR PLAN				2	-2	-100.00	.00	.01

# NABCA CASE SALES ANALYSIS

## BY CLASS, TYPE, BRAND

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

ALL STATES-1/1/17 - 03/31/17

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
GUYOT CRZE HRMT				2	-2	-100.00	.00	.01
NOTRE DAME VCQY				2	-2	-100.00	.00	.01
PIERRE AM GIGDS				2	-2	-100.00	.00	.01
EARTHSHKR QUETE				2	-2	-100.00	.00	.01
GRND MOULIN CHR				2	-2	-100.00	.00	.01
DM CLAPE RENSCE				1	-1	-100.00	.00	.01
COLMBO CON AMOR				1	-1	-100.00	.00	.01
DOM CLAPE VD AM				1	-1	-100.00	.00	.01
CH NERTH CDP BL				1	-1	-100.00	.00	.01
GUIGAL L LOUVRE				1	-1	-100.00	.00	.01
CHN BLEU ABELRD				1	-1	-100.00	.00	.01
DM ST GAYAN SBT				1	-1	-100.00	.00	.01
DM MATHIEU CDP				1	-1	-100.00	.00	.01
SEGURET				1	-1	-100.00	.00	.01
ORATORIO SYRAH				1	-1	-100.00	.00	.01
LA GRAND'RIBE				1	-1	-100.00	.00	.01
ST CSME CT ROTI				1	-1	-100.00	.00	.01
CV D TN CRZ H R				1	-1	-100.00	.00	.01
SNTA DUC QUATRE				1	-1	-100.00	.00	.01
DM NOTRE DAME B				1	-1	-100.00	.00	.01
DM ARMD CAIRANE				1	-1	-100.00	.00	.01
DM JANASSE ARGL				1	-1	-100.00	.00	.01
DM NOTRE DAME				1	-1	-100.00	.00	.01
GRND TNEL C D P				1	-1	-100.00	.00	.01
D FAURY ST JSHP				1	-1	-100.00	.00	.01
LES ESSAIMS CDR				1	-1	-100.00	.00	.01
<b>TOTAL FRENCH RHONE</b>			<b>15828</b>	<b>15484</b>	<b>344</b>	<b>2.22</b>		
<b>FRENCH ROSE</b>								
CH D'ESCLN ANGL			709	394	315	79.95	9.38	8.48
BG CTE DU PRVNC			445	54	391	724.07	5.89	1.16
BP ROTH CADET			433	464	-31	-6.68	5.73	9.99
RMY PAN D'ANJOU			412	307	105	34.20	5.45	6.61
CH MNTD CTS RSE			372	203	169	83.25	4.92	4.37
AIME ROQUESANTE			330	340	-10	-2.94	4.37	7.32
CH VIRANT DAIX			329		329	100.00	4.35	.00
COMMNDRE BARGMN			316	196	120	61.22	4.18	4.22
G BRTRND CD RSE			257	29	228	786.21	3.40	.62
BG ROSE D'ANJOU			248		248	100.00	3.28	.00
M DE MINUTY CDP			245	185	60	32.43	3.24	3.98
NOTORIOUS GRNCH			178	295	-117	-39.66	2.35	6.35
VILLA ANGES OV			142	109	33	30.28	1.88	2.35
COLMBO CP BLEUE			140	84	56	66.67	1.85	1.81
DOMAINE D BLAIS			136		136	100.00	1.80	.00
VILLA LA VIE			115	54	61	112.96	1.52	1.16
LA VIEILLE FERM			104	132	-28	-21.21	1.38	2.84
COLMBO CT BLEUE			103	63	40	63.49	1.36	1.36
SCARLET PARIS			98		98	100.00	1.30	.00
CH RIOTOR C D P			89	48	41	85.42	1.18	1.03
LE GRANDE NOIR			86	40	46	115.00	1.14	.86
F&W GRAPEFRUIT			85		85	100.00	1.12	.00
LE PETIT BLTHZR			78	59	19	32.20	1.03	1.27
CHRLS THMAS CDR			75	47	28	59.57	.99	1.01
CH GASIER ESPRT			61		61	100.00	.81	.00
G BRTRND GRS BL			48	21	27	128.57	.64	.45
F&W STRAWBERRY			48		48	100.00	.64	.00
LE CHARMEL			47	1	46	4600.00	.62	.02
DM LAFAGE MRFLR			47		47	100.00	.62	.00
DM LE PIVE GRIS			45	17	28	164.71	.60	.37
FLEUR D PRAIRIE			40		40	100.00	.53	.00
FLEUR DE MER			40		40	100.00	.53	.00
CH DE POURCIEUX			39	44	-5	-11.36	.52	.95
PINK PEGAU			39	23	16	69.57	.52	.50
CHAPOUTR CDR RS			38	8	30	375.00	.50	.17
CH ST PIERRE			37	27	10	37.04	.49	.58
DRAGON			36	28	8	28.57	.48	.60
OLV CH AQ TAVEL			34	24	10	41.67	.45	.52
QUINSON FILS			34	18	16	88.89	.45	.39
FORTANT CST GRN			34	2	32	1600.00	.45	.04
CH GRAND BOISE			34		34	100.00	.45	.00
PENYA CATALANES			33	59	-26	-44.07	.44	1.27
RAISSAC LES LYS			33	25	8	32.00	.44	.54
ESSNCIEL PARADS			33	22	11	50.00	.44	.47
WINTER EN PRVNC			33		33	100.00	.44	.00
HECH&BNNR C D P			32	40	-8	-20.00	.42	.86
CH DE CMPGT RSE			31	36	-5	-13.89	.41	.77
90+CLLRS LOT 33			30	45	-15	-33.33	.40	.97
MONTGRAVET			29		29	100.00	.38	.00
LE CIRQUE			26	34	-8	-23.53	.34	.73
BOUCHARD GRN/CN			26	6	20	333.33	.34	.13
LES VOILES			26		26	100.00	.34	.00
RUBY RED			25	12	13	108.33	.33	.26
COTE MAS AURORE			25	1	24	2400.00	.33	.02
CLAIR DIAMANT			25		25	100.00	.33	.00
MOMENT D PLAISR			24		24	100.00	.32	.00
CH TRINQVD TAVL			23	19	4	21.05	.30	.41
BILA HAUT D'OC			21	24	-3	-12.50	.28	.52
LE ROSE FLORDNE			21	3	18	600.00	.28	.06
PARLA			21		21	100.00	.28	.00
L BERNARD CDP			19		19	100.00	.25	.00
CARAYON LA ROSE			17	16	1	6.25	.22	.34
CH LARDILEY C/R			17		17	100.00	.22	.00

# NABCA CASE SALES ANALYSIS

## BY CLASS, TYPE, BRAND

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

ALL STATES-1/1/17 - 03/31/17

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
DM DU VISTRE			17		17	100.00	.22	.00
HERITIER DUBOIS			17		17	100.00	.22	.00
BIELER P&F C SB			17		17	100.00	.22	.00
DOM BELLEVUE			16	21	-5	-23.81	.21	.45
ELICTO			16		16	100.00	.21	.00
DM DUPEUBLE RSE			16		16	100.00	.21	.00
SABLES D'AZUR			15		15	100.00	.20	.00
LES PORTES BRDX			14	14		0.00	.19	.30
CH SUAU BORD RS			14		14	100.00	.19	.00
VARICHON ET CLR			13	45	-32	-71.11	.17	.97
BG ST LOU D'ANJ			13	18	-5	-27.78	.17	.39
CH LNCYRE LNGDC			12	14	-2	-14.29	.16	.30
PERRIN RESERVE			12	9	3	33.33	.16	.19
LINCHN SLC SNGL			11	41	-30	-73.17	.15	.88
DM PELLEHAUT HG			11	17	-6	-35.29	.15	.37
DM D L FORET RS			11	8	3	37.50	.15	.17
ALAIN TRL ROSE			11		11	100.00	.15	.00
FRENCH ESCPE			11		11	100.00	.15	.00
CH DE SOURS			11		11	100.00	.15	.00
OTT SLCT BY OTT			11		11	100.00	.15	.00
PINK FLAMINGO			10	13	-3	-23.08	.13	.28
MORDORE DM ROUS			10	12	-2	-16.67	.13	.26
DM CRTRSSE TAVL			10	1	9	900.00	.13	.02
DM MABY TAVEL			10		10	100.00	.13	.00
CH BEAULIEU			9	11	-2	-18.18	.12	.24
FIGUIERE ATMSPH			9	10	-1	-10.00	.12	.22
LOCATIONS F			9	10	-1	-10.00	.12	.22
DOM DE NIZS RSE			9	8	1	12.50	.12	.17
CVS D L'ANGEVNE			9	7	2	28.57	.12	.15
CUVEE MADELEINE			9		9	100.00	.12	.00
LA PROMENAD CDP			9		9	100.00	.12	.00
LA BOUTANCE GRL			8	14	-6	-42.86	.11	.30
DM DE NOUELLES			8	12	-4	-33.33	.11	.26
BAILLI PROVENCE			8	10	-2	-20.00	.11	.22
LES LAUZERAIES			8	6	2	33.33	.11	.13
CH LAMOUROUX			8	1	7	700.00	.11	.02
CHAMPS DE PRVNC			8		8	100.00	.11	.00
PIGOUDET PREMIER			8		8	100.00	.11	.00
BIELER PR ET FL			8		8	100.00	.11	.00
BILLETTE PRVNC			7	18	-11	-61.11	.09	.39
GABRIEL MEFFRE			7	8	-1	-12.50	.09	.17
DM DE LA PETITE			7	7		0.00	.09	.15
SAUVION D'ANJOU			7	6	1	16.67	.09	.13
FIGUIERE MAGALI			7	4	3	75.00	.09	.09
DM BERANGERATE			7		7	100.00	.09	.00
CHN BLEU ROSE			7		7	100.00	.09	.00
SERPOLET CDP			7		7	100.00	.09	.00
MI MI GRNDE RES			7		7	100.00	.09	.00
LISTEL SBL CMRG			6	80	-74	-92.50	.08	1.72
LAVENDETTE			6	17	-11	-64.71	.08	.37
CH LARGNTR ARMN			6	6		0.00	.08	.13
HECH&BNNR LNGDC			4		2	50.00	.08	.09
CHAT LA ROCHE			6	3	3	100.00	.08	.06
DM LA CROIX BLL			6		6	100.00	.08	.00
CH L TOUR BRAUD			6		6	100.00	.08	.00
VILLA VIDA ROSE			6		-7	-58.33	.07	.26
DM TRIENNES RSE			6		-1	-16.67	.07	.13
DM BASTIDE BNCH			2		3	150.00	.07	.04
CH MATTES-SABRN			5	1	4	400.00	.07	.02
DM D L MTE ROSE			5		5	100.00	.07	.00
POT DE VIN GLHM			5		5	100.00	.07	.00
DM SARRAGOUSSE			5		5	100.00	.07	.00
LES HAUTS PLATX			5		5	100.00	.07	.00
ATLANTIQUE			5		5	100.00	.07	.00
ANNE JOYUS CAMA			5		5	100.00	.07	.00
LE FIGUIER			5		5	100.00	.07	.00
DM D L MORDOREE			4	17	-13	-76.47	.05	.37
L'ESTANDON ROSE			4	2	2	100.00	.05	.04
DM CHNTLSR BRGL			4	2	2	100.00	.05	.04
RN-13			4		4	100.00	.05	.00
BELLUALA			4		4	100.00	.05	.00
LA PRINCESS VLC			4		4	100.00	.05	.00
CUVEE DE PENNA			4		4	100.00	.05	.00
CH PARADIS			4		4	100.00	.05	.00
LAUVRJT SANCRRE			4		4	100.00	.05	.00
DM PETRONI CORS			4		4	100.00	.05	.00
CH SAINTE CROIX			3	9	-6	-66.67	.04	.19
DM LES ROCAILLE			3	5	-2	-40.00	.04	.11
CH BEAUCHNE RSE			3	5	-2	-40.00	.04	.11
CH DE DEIDIERE			3	4	-1	-25.00	.04	.09
LE PETIT ROUVRE			3	2	1	50.00	.04	.04
DM BARCELO			3	2	1	50.00	.04	.04
PALISSADE			3	1	2	200.00	.04	.02
A PICHON GRS MT			3	1	2	200.00	.04	.02
MOULIN GSC GUIL			3		3	100.00	.04	.00
MAZ CAZ			3		3	100.00	.04	.00
SAVEUR TMP COST			3		3	100.00	.04	.00
MARC ROMAN			3		3	100.00	.04	.00
POW BLOP WIZZ			3		3	100.00	.04	.00
CH MURAIRES CDP			3		3	100.00	.04	.00
LE GRAND CHARM			3		3	100.00	.04	.00
CH DE LARDILEY			3		3	100.00	.04	.00
MEMOIRES			2	22	-20	-90.91	.03	.47

# NABCA CASE SALES ANALYSIS

## BY CLASS, TYPE, BRAND

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

ALL STATES-1/1/17 - 03/31/17

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
ORIN SWIFT FRGL			2	18	-16	-88.89	.03	.39
DM MONTROSE			2	13	-11	-84.62	.03	.28
C DE FERRE DRY			2	7	-5	-71.43	.03	.15
DM MLNES CGALES			2	6	-4	-66.67	.03	.13
VIE VITE			2	5	-3	-60.00	.03	.11
DMN FNTSNT GRIS			2	5	-3	-60.00	.03	.11
MELLOT SANCERRE			2	5	-3	-60.00	.03	.11
CH HAUT LAULION			2	3	-1	-33.33	.03	.06
JULIETTE			2	2		.00	.03	.04
COMMNDRE PEYRSL			2	1	1	100.00	.03	.02
MORDOR VESTIDES			2		2	100.00	.03	.00
DM MRTNLES CRMT			2		2	100.00	.03	.00
LA MANARINE RSE			2		2	100.00	.03	.00
GASSIER ST-VCTR			2		2	100.00	.03	.00
DM VETRICCIE			2		2	100.00	.03	.00
CASTELMAURE			2		2	100.00	.03	.00
ECLAT BRRLE GRN			2		2	100.00	.03	.00
MY ESSENTIAL			2		2	100.00	.03	.00
ROSE PAR PARIS			2		2	100.00	.03	.00
F&W CHERRY			2		2	100.00	.03	.00
CH GRN CASSAGNE			2		2	100.00	.03	.00
FAMILLE SUMEIRE			2		2	100.00	.03	.00
MNSIEUR BRDX RS			2		2	100.00	.03	.00
DM CORBLR TOURN			2		2	100.00	.03	.00
CH D DONJON RSE			1	50	-49	-98.00	.01	1.08
DM PRE L T CBCH			1	19	-18	-94.74	.01	.41
CLARENDELLE RSE			1	14	-13	-92.86	.01	.30
KIWI CUVEE			1	11	-10	-90.91	.01	.24
AXEL DES VINES			1	9	-8	-88.89	.01	.19
PET COEUR D PRV			1	8	-7	-87.50	.01	.17
LES DAUPHINS RS			1	6	-5	-83.33	.01	.13
MANON CTS D PRV			1	6	-5	-83.33	.01	.13
SAURNE VDP GARD			1	5	-4	-80.00	.01	.11
MERLIN CHERRIER			1	4	-3	-75.00	.01	.09
CH ST HONORE			1	3	-2	-66.67	.01	.06
THE SEEKER ROSE			1	2	-1	-50.00	.01	.04
CH DL CLAPIERE			1	2	-1	-50.00	.01	.04
MADAME FLEUR			1	2	-1	-50.00	.01	.04
CH LANDREAU CLR			1	1		.00	.01	.02
CH D'ESCLAN RCK			1	1		.00	.01	.02
PERE AMSLME RSE			1		1	100.00	.01	.00
L'INSTANT MALBC			1		1	100.00	.01	.00
TRINQUEVEDL TVL			1		1	100.00	.01	.00
DM D L'ESPARRON			1		1	100.00	.01	.00
MIQUEL ROSE			1		1	100.00	.01	.00
DM SFFERNE BANDL			1		1	100.00	.01	.00
PHILPPE VIALET			1		1	100.00	.01	.00
VIN BUGY CERDON			1		1	100.00	.01	.00
CH LA GORDONNE			1		1	100.00	.01	.00
DOM OTT CDP			1		1	100.00	.01	.00
DM GUEGUEN BURG			1		1	100.00	.01	.00
BARON D'ARIGNAC			1		1	100.00	.01	.00
CH COULON CORB			1		1	100.00	.01	.00
DOM OTT DOMIERS			1	30	-30	-100.00	.00	.65
VILLA AZUR			1	18	-18	-100.00	.00	.39
WILLIAMS CHASE			1	17	-17	-100.00	.00	.37
LES LIGERIENS			1	14	-14	-100.00	.00	.30
LA GALOPE			1	13	-13	-100.00	.00	.28
LOUIS BLANC CAB			1	10	-10	-100.00	.00	.22
DM MABY P DONNA			1	9	-9	-100.00	.00	.19
ST JULIEN CDR			1	7	-7	-100.00	.00	.15
DOM TEMPR BANDL			1	7	-7	-100.00	.00	.15
CH D'OR GUEULES			1	6	-6	-100.00	.00	.13
CACHETTE GARD			1	6	-6	-100.00	.00	.13
DOM DU TARIQUET			1	6	-6	-100.00	.00	.13
DOM DE GOURNIER			1	6	-6	-100.00	.00	.13
PIERRE ET PAPA			1	5	-5	-100.00	.00	.11
DM NOBLAIE CHIN			1	5	-5	-100.00	.00	.11
MONCIGALE D AIX			1	4	-4	-100.00	.00	.09
JOLIVET ATTITDE			1	4	-4	-100.00	.00	.09
XO G GIULIANA			1	4	-4	-100.00	.00	.09
CROIX DE BASSON			1	4	-4	-100.00	.00	.09
LA CLAIRET			1	4	-4	-100.00	.00	.09
DM DE FONDRECHE			1	4	-4	-100.00	.00	.09
DOM OTT CDS RSE			1	3	-3	-100.00	.00	.06
EARTHSHKR RS PN			1	3	-3	-100.00	.00	.06
90+CLLRS LT 124			1	3	-3	-100.00	.00	.06
DM ROCHLES ARDS			1	3	-3	-100.00	.00	.06
CH S SLPCE SARA			1	3	-3	-100.00	.00	.06
DM MONTROSE BLD			1	2	-2	-100.00	.00	.04
MAS DE GUIOT			1	2	-2	-100.00	.00	.04
SOL ACANTALYS			1	2	-2	-100.00	.00	.04
G BERTRAND GIO			1	2	-2	-100.00	.00	.04
MEADOWSWEET			1	2	-2	-100.00	.00	.04
CHARLES BROTTTE			1	2	-2	-100.00	.00	.04
DOM LA BLAQUE			1	2	-2	-100.00	.00	.04
LES EMBRUNS			1	2	-2	-100.00	.00	.04
L'OPALE PRESQUL			1	2	-2	-100.00	.00	.04
DM MAESTRCI PRV			1	2	-2	-100.00	.00	.04
SANTONS RSE PRV			1	2	-2	-100.00	.00	.04
CH DASTROS CDP			1	1	-1	-100.00	.00	.02
JOGUET CHINON			1	1	-1	-100.00	.00	.02
BOUVIER MARSNNY			1	1	-1	-100.00	.00	.02

# NABCA CASE SALES ANALYSIS

## BY CLASS, TYPE, BRAND

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

ALL STATES-1/1/17 - 03/31/17

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
DM ST ANDRIEU				1	-1	-100.00	.00	.02
LA POUSSIE SNCR				1	-1	-100.00	.00	.02
GAUTHIER VLLAGE				1	-1	-100.00	.00	.02
MAS FLEUREY RSE				1	-1	-100.00	.00	.02
TOURBILLON ROSE				1	-1	-100.00	.00	.02
CH MOULIN D RSE				1	-1	-100.00	.00	.02
MAS CARLOT				1	-1	-100.00	.00	.02
ST VICTOIRE G R				1	-1	-100.00	.00	.02
CH D'ESCLN GRRS				1	-1	-100.00	.00	.02
<b>TOTAL FRENCH ROSE</b>			<b>7559</b>	<b>4646</b>	<b>2913</b>	<b>62.70</b>		
FRENCH OTHER								
BIG HS P EVL PN			3508	3402	106	-3.12	14.81	15.40
HOB NOB PN NOIR			1765	1862	-97	-5.21	7.45	8.43
SPRNG CHK SV BL			1003	8	995	*****	4.24	.04
FAT BASTRD CHRDR			914	968	-54	-5.58	3.86	4.38
DM HITAIRE SAUV			832		832	100.00	3.51	.00
LA PET VGN SV B			816		816	100.00	3.45	.00
HUGUES PIC PNET			773	695	78	11.22	3.26	3.15
TARQUET AMPLTDE			665		665	100.00	2.81	.00
COMTE DS AGN SB			595		595	100.00	2.51	.00
FAT BASTRD P NR			546	610	-64	-10.49	2.31	2.76
FAT BASTRD CAB			470	548	-78	-14.23	1.98	2.48
LES DARONS J C			410	303	107	35.31	1.73	1.37
HOB NOB CHARDNY			334	368	-34	-9.24	1.41	1.67
LURTON MELODY			320		320	100.00	1.35	.00
LES TN OCTN CHR			311		311	100.00	1.31	.00
FAT BASTRD MRLT			288	400	-112	-28.00	1.22	1.81
ARGNT FRG PN NR			265	382	-117	-30.63	1.12	1.73
HERON PN NR VDP			256	258	-2	-.78	1.08	1.17
DM D AIRES HAUT			220		220	100.00	.93	.00
COULEURS S CHRDR			200		200	100.00	.84	.00
VIGNES BIL HAUT			199		199	100.00	.84	.00
SHATTER GRNACHE			198	85	113	132.94	.84	.38
MAISN NCLAS CAB			188	61	127	208.20	.79	.28
C'EST LV PN/SRHR			182	145	37	25.52	.77	.66
FAT BASTRD SHRZ			176	346	-170	-49.13	.74	1.57
HOB NOB RED BLD			172	174	-2	-1.15	.73	.79
LONG LTL DOG RG			163		163	100.00	.69	.00
PUYDEVAL VDP			154	48	106	220.83	.65	.22
DM VERIER PIERE			150	308	-158	-51.30	.63	1.39
FRNCH RBBT CHRDR			150	127	23	18.11	.63	.57
BILA-HT CT ROUS			150	90	60	66.67	.63	.41
ALTITUDES ROUSS			143		143	100.00	.60	.00
NAKED EARTH RED			141	126	15	11.90	.60	.57
FRNCH RBBT P NR			135	130	5	3.85	.57	.59
NATHANSN CK MRL			129	132	-3	-2.27	.54	.60
L OSMIN MALBEC			128	98	30	30.61	.54	.44
HOB NOB MERLOT			120	140	-20	-14.29	.51	.63
DM D L MTE P NR			112	102	10	9.80	.47	.46
LE GRAND PN VDP			110	126	-16	-12.70	.46	.57
PENYA RGE CATLN			108	565	-457	-80.88	.46	2.56
THE SEEKER PN N			108	7	101	1442.86	.46	.03
CAVE PM PC PINT			107	90	17	18.89	.45	.41
90+CLR L21 FUSN			101	101		.00	.43	.46
CH PUECH-HT PTG			101	45	56	124.44	.43	.20
CUVEE MARINE			93	40	53	132.50	.39	.18
TORTOISE CK PNR			91	103	-12	-11.65	.38	.47
LES ILLUSTRÉS			85		85	100.00	.36	.00
LURTON DM MNIS			81		81	100.00	.34	.00
LES ALLIES SVBL			70	69	1	1.45	.30	.31
TERRES FUMES SB			69	22	47	213.64	.29	.10
XO G PINOT NOIR			68	130	-62	-47.69	.29	.59
FORTANT HERITGE			66		66	100.00	.28	.00
VILLA ANGES CAB			63	137	-74	-54.01	.27	.62
CH HYT CT CSTLN			63	80	-17	-21.25	.27	.36
RES ST OLIVE CB			62		62	100.00	.26	.00
RES ST OLIVE PN			62		62	100.00	.26	.00
RES ST OLIVE SB			60		60	100.00	.25	.00
CH TOUR GUPN RG			58	77	-19	-24.68	.24	.35
NOVELLUM CHRDR			58	68	-10	-14.71	.24	.31
DOM LFGE CT EST			56	63	-7	-11.11	.24	.29
CH LGRZTTE SEIG			56		56	100.00	.24	.00
PONTIFICIS WHIT			54		54	100.00	.23	.00
RES ST OLIVE CB			53		53	100.00	.22	.00
DM PLLHT HDG RG			51	16	35	218.75	.22	.07
DOM D NZS MAZET			51		51	100.00	.22	.00
CLS COUTLE CHRS			50	79	-29	-36.71	.21	.36
GOULEYANT CAHOR			49	38	11	28.95	.21	.17
G BERTRND CORBR			49	21	28	133.33	.21	.10
TOUR D ARNAUD			49		49	100.00	.21	.00
RSV NICOLAS PIN			48	52	-4	-7.69	.20	.24
CH TOURRIL PNTL			48		48	100.00	.20	.00
FORTANT CST CAB			47	169	-122	-72.19	.20	.77
BG BISTRO PN NR			47	84	-37	-44.05	.20	.38
CH D VGLAS PRIE			47	53	-6	-11.32	.20	.24
DM D SILENE GC			45	353	-308	-87.25	.19	1.60
VIGOUROUX PGMTC			45	66	-21	-31.82	.19	.30
LA PET FROG PIC			45	34	11	32.35	.19	.15
DM CABIRAU MLGR			45	30	15	50.00	.19	.14
DM VIRGILE JOLY			43		43	100.00	.18	.00
CH LA COMBE			43		43	100.00	.18	.00

# NABCA CASE SALES ANALYSIS

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ALL STATES-1/1/17 - 03/31/17

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
OKO CAB SAV			41	29	12	41.38	.17	.13
RES ST OLIVE MR			41		41	100.00	.17	.00
CH PENA CUVÉE			41		41	100.00	.17	.00
DM D SILENE PEY			41		41	100.00	.17	.00
COCHON VOLANT			40	41	-1	-2.44	.17	.19
PONTIFICIS GRNC			40	28	12	42.86	.17	.13
J CAVAILLE SAVO			40		40	100.00	.17	.00
MARIA JOLA RED			38		38	100.00	.16	.00
LE CIRQUE ROUGE			37	52	-15	-28.85	.16	.24
CH DANICE GRAVE			37		37	100.00	.16	.00
CVE JEAN PAUL R			37		37	100.00	.16	.00
GSM L GRAND NOR			35	51	-16	-31.37	.15	.23
GOULEYANT MALBC			35	23	12	52.17	.15	.10
ORIN SWIFT D66			34	52	-18	-34.62	.14	.24
DINOS PICPOUL			34		34	100.00	.14	.00
LOCATION F			33	61	-28	-45.90	.14	.28
ST ROCH CHIMRES			33	35	-2	-5.71	.14	.16
G BRTRND RSV PN			33	32	1	3.13	.14	.14
MSN LEGRAND SBL			33	32	1	3.13	.14	.14
LES ALLIES CAB			32	38	-6	-15.79	.14	.17
CH FOREVES			32	32		100.00	.14	.14
CH CENAC ALB MB			32	1	31	3100.00	.14	.00
CVE JEAN PAUL B			32		32	100.00	.14	.00
FLR D TMLR MAL			31		3	10.71	.13	.13
DM CABIRAU S&N			31	14	17	121.43	.13	.06
BUZET SANS			31		31	100.00	.13	.00
LE GRAND NR MAL			30	40	-10	-25.00	.13	.18
MIMIS CAB/MERLT			30	29	1	3.45	.13	.13
DOM PUIG-PARAHY			30	2	28	1400.00	.13	.01
DI ANGELA SNGRA			30		30	100.00	.13	.00
G BRTRND RSV CS			28	32	-4	-12.50	.12	.14
LA NOBLE CHARD			28	22	6	27.27	.12	.10
J PER SV ABYMES			27	43	-16	-37.21	.11	.19
BP ROTH CDT SAV			27	34	-7	-20.59	.11	.15
LES FNTNLS P NR			27	21	6	28.57	.11	.10
CHAP BASTN PCPL			27	18	9	50.00	.11	.08
BCHD A&F CH VDP			27		27	100.00	.11	.00
CH TOUR GUPN BL			26	30	-4	-13.33	.11	.14
MIMIS CHR/D/VGNR			26	18	8	44.44	.11	.08
LES TRVRS CB SV			26	18	8	44.44	.11	.08
AIME BOUCHER SB			26		26	100.00	.11	.00
L'AUTHENTIQUE			25	73	-48	-65.75	.11	.33
BEAU CHNE PN NR			24	12	12	100.00	.10	.05
CH DU PORT MLBC			24	11	13	118.18	.10	.05
MARIA JOLA WH S			24		24	100.00	.10	.00
MONTGRAVET CLMB			23	36	-13	-36.11	.10	.16
HB PICPOUL PNT			23		23	100.00	.10	.00
LOVE/MONEY ZZOC			21	37	-16	-43.24	.09	.17
CH BELLVE LUSAC			21	10	11	110.00	.09	.05
CH ARMDR ANCTR			20	23	-3	-13.04	.08	.10
CV MYTHQ HALLOW			20		20	100.00	.08	.00
COL D VNT CRBRE			19	25	-6	-24.00	.08	.11
G BRTRND RS CHD			19	24	-5	-20.83	.08	.11
PIGMNTM RSE/MLB			19	22	-3	-13.64	.08	.10
LE GRAND NR CHR			19	20	-1	-5.00	.08	.09
HECH&BNNR MNRVS			19	17	2	11.76	.08	.08
NOVELLUM CHR RS			19	14	5	35.71	.08	.06
CASTLMAURE CORB			19	6	13	216.67	.08	.03
DM ROTH AUERES			19		19	100.00	.08	.00
DM ROTH AUS CHD			19		19	100.00	.08	.00
DM CIBADIES P/N			19		19	100.00	.08	.00
FORTANT CST CHR			18	96	-78	-81.25	.08	.43
VAMPIRE PN VDP			18	40	-22	-55.00	.08	.18
LA POULE BLNCHÉ			18	30	-12	-40.00	.08	.14
LOCATIONS CORSE			18	26	-8	-30.77	.08	.12
DM PNRDRE MSCDT			18	21	-3	-14.29	.08	.10
L OSMIN GC BLNC			18		18	100.00	.08	.00
LOUIS DE JOLMNT			18		18	100.00	.08	.00
COTE MAS ROUGE			18		18	100.00	.08	.00
CH BAROULT EXTR			18		18	100.00	.08	.00
DOM LFGE CT SUD			17	38	-21	-55.26	.07	.17
RESRVE D L'AUBE			17	25	-8	-32.00	.07	.11
CHENET CAB/SYRH			17	5	12	240.00	.07	.02
BCHD A&F PN VDP			17	1	16	1600.00	.07	.00
LOCATIONS F-3			16	139	-123	-88.49	.07	.63
CH D CEDRE CHRS			16	26	-10	-38.46	.07	.12
DM CHMPLU VV SC			16	19	-3	-15.79	.07	.09
LA MDLNE CB/MRL			16	16		100.00	.07	.07
HECHT&BNNR RSLN			16	9	7	77.78	.07	.04
HECHT&BNNR BNDL			16	2	14	700.00	.07	.01
DOM TARIQUET SB			15	25	-10	-40.00	.06	.11
IERRE BNFC RCLS			15	17	-2	-11.76	.06	.08
LE CIRQUE GRNCH			15	13	2	15.38	.06	.06
CHEMIN OLIVETTS			15	11	4	36.36	.06	.05
PRODIGO SAUV BL			15	6	9	150.00	.06	.03
MGM PINOT NOIR			15		15	100.00	.06	.00
BG BISTRO GIRLS			14	40	-26	-65.00	.06	.18
BILA-HT OCC LAP			14	21	-7	-33.33	.06	.10
ANNE DE JOYEUSE			14	16	-2	-12.50	.06	.07
CH LAF TSN RFLT			14		14	100.00	.06	.00
MOULIN D G BLAN			14		14	100.00	.06	.00
PALISSADE SV BL			13	19	-6	-31.58	.05	.09
CH PECH-LAT CRB			13	17	-4	-23.53	.05	.08

# NABCA CASE SALES ANALYSIS

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ALL STATES-1/1/17 - 03/31/17

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
LA MDLNE CHD/VG			13	13		.00	.05	.06
BILA-HAUT BLANC			13	12	1	8.33	.05	.05
CH MNBND CSTLLN			13	12	1	8.33	.05	.05
MARCL LPRRE MGN			13	10	3	30.00	.05	.05
BELLE MOSCATO			13		13	100.00	.05	.00
BUZET TRADTN RG			13		13	100.00	.05	.00
DOM TARIQUET CL			12	24	-12	-50.00	.05	.11
LA VILLETTE P/N			12	18	-6	-33.33	.05	.08
CHENET PNT NOIR			12	13	-1	-7.69	.05	.06
RSRV D L'AUBE W			12	12		.00	.05	.05
ROBERT DEB PN/N			12	12		.00	.05	.05
G BRTRND PC PNT			12	9	3	33.33	.05	.04
CLOTILDE ST BRS			12	5	7	140.00	.05	.02
DM TERRS GLC BL			12		12	100.00	.05	.00
LUC CHOLOL C SV			12		12	100.00	.05	.00
MAS JANEIL CDR			11	142	-131	-92.25	.05	.64
DM CSSGNL GSGNE			11	63	-52	-82.54	.05	.29
G BRTRND RSV PN			11	26	-15	-57.69	.05	.12
LOBSTR & SHRIMP			11	23	-12	-52.17	.05	.10
PUECH COCUT PN			11	12	-1	-8.33	.05	.05
PUECH COCUT CAB			11	11		.00	.05	.05
VL D SALIS P NR			11	8	3	37.50	.05	.04
CH VX CRDNL LAF			11	2	9	450.00	.05	.01
VIN DU SUD COLL			11		11	100.00	.05	.00
BELLE CAB SAUV			11		11	100.00	.05	.00
DM L'OUSTAL BLC			11		11	100.00	.05	.00
BLEU DE MER			11		11	100.00	.05	.00
LE PEPIN PNT NR			10	15	-5	-33.33	.04	.07
MRCL LPR RAISIN			10	9	1	11.11	.04	.04
ORMARINE PN CAM			10	7	3	42.86	.04	.03
DOM DE NIZAS RD			10	2	8	400.00	.04	.01
C'EST LV CH/SAV			10	2	8	400.00	.04	.01
LAURNT MQL VGNR			10	1	9	900.00	.04	.00
PETIT CANET RGE			10		10	100.00	.04	.00
LA GRANGE D CMB			10		10	100.00	.04	.00
VILLAGES CABRNT			10		10	100.00	.04	.00
BELLE MERLOT			10		10	100.00	.04	.00
MAS BLE EAUX CT			9	24	-15	-62.50	.04	.11
LE PEPIN CB/MRL			9	23	-14	-60.87	.04	.10
PUECH COCUT MRL			9	9		.00	.04	.04
VAL D SALIS CHD			9	7	2	28.57	.04	.03
INJUSTE			9	2	7	350.00	.04	.01
APREMONT			9	1	8	800.00	.04	.00
CLS TRGDN CAHOR			9		9	100.00	.04	.00
CUVEE DARIUS FT			9		9	100.00	.04	.00
DM PETRONI RGE			9		9	100.00	.04	.00
VLGS D FRC CHRD			9		9	100.00	.04	.00
LE CIRQUE CATLN			8	53	-45	-84.91	.03	.24
REVELATION CHRD			8	18	-10	-55.56	.03	.08
DOM DE POUY UGN			8	15	-7	-46.67	.03	.07
DOM LFGE TESSEL			8	13	-5	-38.46	.03	.06
LE CHAPEAU P NR			8	10	-2	-20.00	.03	.05
CH PYRSSL CROIX			8	8		.00	.03	.04
DAGUET SAUV BLC			8	5	3	60.00	.03	.02
BILA-HT L'ESQRD			8	5	3	60.00	.03	.02
LUC PIRLET MRLT			8	5	3	60.00	.03	.02
LE PEPIN CHARD			8	1	7	700.00	.03	.00
CH D CEDRE CDRS			8		8	100.00	.03	.00
DOM FONTNLL SAV			8		8	100.00	.03	.00
L CRX BL CHP CO			8		8	100.00	.03	.00
TUSCK JMPR P NR			8		8	100.00	.03	.00
VLGS D FRC S/BL			8		8	100.00	.03	.00
CH DOUPIA MNRVS			7	30	-23	-76.67	.03	.14
DM DE LA CHIQUE			7	23	-16	-69.57	.03	.10
HOB NOB MALBEC			7	13	-6	-46.15	.03	.06
CROCUS MALBEC			7	11	-4	-36.36	.03	.05
VL D SALIS VIQG			7	8	-1	-12.50	.03	.04
RVELATION CB/MR			7	8	-1	-12.50	.03	.04
LUC PIRLET SV B			7	7		.00	.03	.03
FONT DE PRIEURS			7	6	1	16.67	.03	.03
CL TRITLGE KNOM			7	5	2	40.00	.03	.02
DM L SNG CLLOUX			7	2	5	250.00	.03	.01
CH PARADS C/G/S			7		7	100.00	.03	.00
CHP DM GRG MRBL			7		7	100.00	.03	.00
BELLES VIGNES W			7		7	100.00	.03	.00
BTCHR DAUTR CHR			7		7	100.00	.03	.00
TUSCK JMPR CHR			7		7	100.00	.03	.00
HAUT JANEIL S-G			7		7	100.00	.03	.00
DM LES CANTATES			7		7	100.00	.03	.00
VLA SYMPSA EQLB			6	227	-221	-97.36	.03	1.03
DM BASSAC SYRAH			6	124	-118	-95.16	.03	.56
CH NOZIERES AMB			6	26	-20	-76.92	.03	.12
CH D LSCX LNGDC			6	14	-8	-57.14	.03	.06
MAS D SOURCE SY			6	9	-3	-33.33	.03	.04
LA VILLETTE GSM			6	8	-2	-25.00	.03	.04
FMLLE ICHE HRLT			6			.00	.03	.03
DM PLLHT HDG BL			6			.00	.03	.03
CH HT SRRE MLBC			6			.00	.03	.03
TRTOISE CK CHR			6	5	1	20.00	.03	.02
DOM TARIQUET CH			6	4	2	50.00	.03	.02
DM PLLRS GIGNDS			6	2	4	200.00	.03	.01
DM T FRERES MSC			6	2	4	200.00	.03	.01
CARIGNAN			6		6	100.00	.03	.00

# NABCA CASE SALES ANALYSIS

## BY CLASS, TYPE, BRAND

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

ALL STATES-1/1/17 - 03/31/17

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
DM DS SEAILLES			6		6	100.00	.03	.00
DM D L MTE CAB			6		6	100.00	.03	.00
DM MRTNLS ANCES			6		6	100.00	.03	.00
ARGNT FROG CHR			6	121	-116	-95.87	.02	.55
CH HALLET STRNS			5	10	-5	-50.00	.02	.05
TURNG LF PN RES			5	9	-4	-44.44	.02	.04
CH MARIS ANCIEN			5	8	-3	-37.50	.02	.04
H BOURGS SB BRG			5	7	-2	-28.57	.02	.03
B-DAY CAKE BTTR			5	5		.00	.02	.02
DROIN CHBL VLLN			5	5		.00	.02	.02
DM D L MTE CHR			5	4	1	25.00	.02	.02
LE JADE SAV BLC			5	4	1	25.00	.02	.02
DOM JNCR LRC RD			5	4	1	25.00	.02	.02
B HERZOG MERLOT			5	2	3	150.00	.02	.01
SMNNT FBVR CHBL			5	2	3	150.00	.02	.01
CH HAUT-LOGAT			5	2	3	150.00	.02	.01
ORIN SWIFT OTHR			5		5	100.00	.02	.00
MY SERENITY			5		5	100.00	.02	.00
DM LGNR CRB SGN			5		5	100.00	.02	.00
CH MONTUS MADRN			5		5	100.00	.02	.00
MONT TCH FTO RS			5		5	100.00	.02	.00
HAURY&SCHFR GRN			5		5	100.00	.02	.00
MAZ CAZ ROUGE			4	246	-242	-98.37	.02	1.11
ORMARINE PINET			4	124	-120	-96.77	.02	.56
DM VETRCCI CRSE			4	65	-61	-93.85	.02	.29
PENYA VIG CATLN			4	43	-39	-90.70	.02	.19
BRUMNT TAN MRLT			4	32	-28	-87.50	.02	.14
CH FLAUGRGS COM			4	24	-20	-83.33	.02	.11
CH MARIS NS SRH			4	19	-15	-78.95	.02	.09
DM FONT-MAR PIC			4	18	-14	-77.78	.02	.08
DM LAROQUE CB/F			4	16	-12	-75.00	.02	.07
MAS D SOURC CHR			4	14	-10	-71.43	.02	.06
DM TERRS GLC RG			4	13	-9	-69.23	.02	.06
PURPLE MALBEC			4	9	-5	-55.56	.02	.04
CINQNTS CNO CHR			4	8	-4	-50.00	.02	.04
MAS D SOURCE CB			4	8	-4	-50.00	.02	.04
COTE MAS BLANC			4	6	-2	-33.33	.02	.03
BREGN MSCDT SVR			4	6	-2	-33.33	.02	.03
CH DE CIFFRE			4	6	-2	-33.33	.02	.03
DM DL BRUNE CDL			4	5	-1	-20.00	.02	.02
LA PARADOU VGNR			4	3	1	33.33	.02	.01
DM GROS NR BNDL			4	3	1	33.33	.02	.01
BEAU RIVAGE RGE			4	3	1	33.33	.02	.01
L'APOSTROPHE			4	2	2	100.00	.02	.01
CHANSN VRE CLSS			4	1	3	300.00	.02	.00
MOULIN GSC GUIL			4		4	100.00	.02	.00
ATLANTIQUE SB			4		4	100.00	.02	.00
CH VIGNELAURE			4		4	100.00	.02	.00
DOM BRUNET P NR			4		4	100.00	.02	.00
LUC PIRLET VIOG			4		4	100.00	.02	.00
RSV NICOLAS CHR			4		4	100.00	.02	.00
CH AUS VL L'OUR			4		4	100.00	.02	.00
JEAN TERRA LARZ			4		4	100.00	.02	.00
CH LCYRE ALYRAC			4		4	100.00	.02	.00
DM BAGNLS CB SV			4		4	100.00	.02	.00
DM LCYRE ROUSSN			4		4	100.00	.02	.00
MAS BRSS GN/SRH			4		4	100.00	.02	.00
BTCHR DAUTR CAB			4		4	100.00	.02	.00
DM MIRAIL CLMBD			3	31	-28	-90.32	.01	.14
CMMNDRE BRGM BL			3	13	-10	-76.92	.01	.06
DM DE ROALLY VC			3	11	-8	-72.73	.01	.05
DM PIQUEMAL CDR			3	9	-6	-66.67	.01	.04
CHVL QCRD CUVEE			3	9	-6	-66.67	.01	.04
B-DAY CAKE CHCK			3	8	-5	-62.50	.01	.04
DM L'HORTS LOUP			3	8	-5	-62.50	.01	.04
MS D SOURC S BL			3	6	-3	-50.00	.01	.03
DM GOURNIER MRL			3	6	-3	-50.00	.01	.03
DM D CROS MRCLC			3	6	-3	-50.00	.01	.03
MAS CARLT GN/SR			3	6	-3	-50.00	.01	.03
DM FNTSNT CRBRS			3	5	-2	-40.00	.01	.02
FAT BASTRD S BL			3	5	-2	-40.00	.01	.02
TERRSES FRIGLET			3	5	-2	-40.00	.01	.02
DELISLE PNC BLC			3	5	-2	-40.00	.01	.02
DOM CHRULT ROUG			3	5	-2	-40.00	.01	.02
MNTFCN GRDT VDP			3	4	-1	-25.00	.01	.02
SIDEWISE PN NR			3	4	-1	-25.00	.01	.02
LA TOUR CHAMBR			3	4	-1	-25.00	.01	.02
CH VIRANEL BLNC			3	4	-1	-25.00	.01	.02
ST EUGENIE RESV			3	4	-1	-25.00	.01	.02
CINQNTS CNO VGN			3	4	-1	-25.00	.01	.02
MAS CHEVRE CHD			3	4	-1	-25.00	.01	.02
HECHT&BNRR FAGR			3	3		.00	.01	.01
DOM CLAVEL LANG			3	3		.00	.01	.01
DM LALANDE SV B			3	3		.00	.01	.01
DM D BRTR SV/VG			3	2	1	50.00	.01	.01
LUC PIRLET P NR			3	2	1	50.00	.01	.01
COTE NATURE			3	2	1	50.00	.01	.01
CH DAUZC MRGAUX			3	2	1	50.00	.01	.01
DM FRUITRE VIGN			3	1	2	200.00	.01	.00
DM BASTIDE BNCH			3	1	2	200.00	.01	.00
CH ROMBEAU L'EL			3		3	100.00	.01	.00
NICOLAS			3		3	100.00	.01	.00
JEANJEAN M LUNE			3		3	100.00	.01	.00

# NABCA CASE SALES ANALYSIS

## BY CLASS, TYPE, BRAND

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

ALL STATES-1/1/17 - 03/31/17

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
MAZ CAZ BLANC			3		3	100.00	.01	.00
BARON D'ARI PAY			3		3	100.00	.01	.00
G BRTRND TRR TV			3		3	100.00	.01	.00
OVERNY CRNQ BIB			3		3	100.00	.01	.00
DM PIQUEMAL MSC			3		3	100.00	.01	.00
MONJ ROCHER CRG			3		3	100.00	.01	.00
DM COUSSRGS SAV			3		3	100.00	.01	.00
BTCHR DAUTR MRL			3		3	100.00	.01	.00
CH CSSEU-COUTLN			3		3	100.00	.01	.00
LE GRND CHRMR RD			3		3	100.00	.01	.00
MON PLAISIR			3		3	100.00	.01	.00
POT D VIN ORGNC			3		3	100.00	.01	.00
CH ALBAJAN PICP			3		3	100.00	.01	.00
CH CMPGT GN/VGN			3		3	100.00	.01	.00
MONTGRAVET CRGN			3		3	100.00	.01	.00
SMNNT FB CH CDL			2	42	-40	-95.24	.01	.19
CH VIRANEL RGE			2	15	-13	-86.67	.01	.07
CH TERTRE MULIN			2	8	-6	-75.00	.01	.04
CLS ST THMS CHT			2	8	-6	-75.00	.01	.04
DM ENCLOS CROIX			2	8	-6	-75.00	.01	.04
VLA BLNCHÉ CHRDR			2	6	-4	-66.67	.01	.03
JL TRIBLY L BAC			2	5	-3	-60.00	.01	.02
TENET FRVNT SRH			2	4	-2	-50.00	.01	.02
SCARLET PRS PN			2	4	-2	-50.00	.01	.02
LA CLOSERIE PN			2	4	-2	-50.00	.01	.02
CALML & JOS CDR			2	4	-2	-50.00	.01	.02
CH COULON CORB			2	4	-2	-50.00	.01	.02
PUECH COCUT CHR			2	3	-1	-33.33	.01	.01
PALISSADE CB SV			2	3	-1	-33.33	.01	.01
CHASSEUR BROUSS			2	3	-1	-33.33	.01	.01
CH MILLEGRAND			2	3	-1	-33.33	.01	.01
LES TERROIRS			2	3	-1	-33.33	.01	.01
NORD SUD SYRAH			2	2		.00	.01	.01
DM D L MTE SV B			2	2		.00	.01	.01
JOLY SCRS SVNRS			2	2		.00	.01	.01
LES TOURS CHRDR			2	2		.00	.01	.01
B PHLP CDT CHRDR			2	2		.00	.01	.01
B HERZOG CABRNT			2	1	1	100.00	.01	.00
MILOU ROUGE			2	1	1	100.00	.01	.00
LA MAROUTE S BL			2	1	1	100.00	.01	.00
PIED DE PERDRIX			2	1	1	100.00	.01	.00
LUC PIRLET CB S			2	1	1	100.00	.01	.00
MAS CRT ENFNST			2	1	1	100.00	.01	.00
DM LECCIA PTRMN			2	2		100.00	.01	.00
ROI PERRES SNCR			2	2		100.00	.01	.00
BRDLT SDR TNDRE			2	2		100.00	.01	.00
CALML & JOS TER			2	2		100.00	.01	.00
LES DMSLLE ARGT			2	2		100.00	.01	.00
CH LCYRE CD CMB			2	2		100.00	.01	.00
CADASTRS PICPUL			2	2		100.00	.01	.00
MJ CANDICE ROUS			2	2		100.00	.01	.00
CH ROMBEAU ELIS			2	2		100.00	.01	.00
DM TRRBRNE BNDL			2	2		100.00	.01	.00
LA CRX VNGS MLB			2	2		100.00	.01	.00
BELLE RED			2	2		100.00	.01	.00
LA FORGE CB SV			2	2		100.00	.01	.00
CH PEYROS MGNTA			2	2		100.00	.01	.00
CH MATTES CORB			2	2		100.00	.01	.00
DM ST EUGENIE R			2	2		100.00	.01	.00
CHAP MARIUS RED			2	2		100.00	.01	.00
VL D SALIS MLBC			2	2		100.00	.01	.00
DENEUFBOURG BLC			2	2		100.00	.01	.00
CH BOUTIGNANE			2	2		100.00	.01	.00
DM MLNDS CHB AM			1	619	-618	-99.84	.00	2.80
CH ST LOUIS FRT			1	234	-233	-99.57	.00	1.06
BRTRND LS APRES			1	201	-200	-99.50	.00	.91
DM D CAROBELLE			1	166	-165	-99.40	.00	.75
CHEVL IMPRL MRL			1	98	-97	-98.98	.00	.44
LES FNTNLS S BL			1	26	-25	-96.15	.00	.12
PALISSADE PN NR			1	22	-21	-95.45	.00	.10
DOM LFGE GRN NR			1	21	-20	-95.24	.00	.10
DM UBY GSCGN BL			1	19	-18	-94.74	.00	.09
VILLA VIALADE			1	15	-14	-93.33	.00	.07
DOM TARIQUET SS			1	12	-11	-91.67	.00	.05
MAS CRT MARSNE			1	10	-9	-90.00	.00	.05
MS D SOURCE MER			1	10	-9	-90.00	.00	.05
OINOS PERLES			1	10	-9	-90.00	.00	.05
P BORNDR ARBOIS			1	8	-7	-87.50	.00	.04
DOM TEMPR BANDL			1	7	-6	-85.71	.00	.03
NAKED EARTH WHT			1	6	-5	-83.33	.00	.03
CH P OUPIA MNRV			1	6	-5	-83.33	.00	.03
MAGELLAN LE FRT			1	5	-4	-80.00	.00	.02
G BRTRND TAUTVL			1	4	-3	-75.00	.00	.02
GREENR PLNT SMC			1	3	-2	-66.67	.00	.01
LE PIGEOUTL RGE			1	3	-2	-66.67	.00	.01
HECH&BNNR LNG B			1	3	-2	-66.67	.00	.01
B-DAY CAKE STWB			1	3	-2	-66.67	.00	.01
CH OLLX ROM PET			1	3	-2	-66.67	.00	.01
LENCLOS DB GAIL			1	3	-2	-66.67	.00	.01
MIRAVAL CDP WHT			1	3	-2	-66.67	.00	.01
LISTEL GDG ROSE			1	3	-2	-66.67	.00	.01
CH D LSCX LNG B			1	3	-2	-66.67	.00	.01
MAS CHRISTINE			1	3	-2	-66.67	.00	.01

# NABCA CASE SALES ANALYSIS

## BY CLASS, TYPE, BRAND

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ALL STATES-1/1/17 - 03/31/17

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
Y CLRN RSSN VDP			1	3	-2	-66.67	.00	.01
BUZET MERLT/CAB			1	3	-2	-66.67	.00	.01
CHT D DEUX ROCS			1	3	-2	-66.67	.00	.01
PETIT CPCR ROUG			1	3	-2	-66.67	.00	.01
TRAMONTANE SYRH			1	3	-2	-66.67	.00	.01
ST JEAN D SRCES			1	2	-1	-50.00	.00	.01
FLYNG SOLO GRNC			1	2	-1	-50.00	.00	.01
CH D PRZA MNRVS			1	2	-1	-50.00	.00	.01
CALNDRY RSV RSN			1	2	-1	-50.00	.00	.01
CH LA ROSE PAUI			1	2	-1	-50.00	.00	.01
CH MASSIAC VIOG			1	2	-1	-50.00	.00	.01
OLVR LEFLV RULY			1	2	-1	-50.00	.00	.01
ARGNT FRG CH/VG			1	2	-1	-50.00	.00	.01
CLS MIREILE BDB			1	1		.00	.00	.00
VIEUX PAPES RED			1	1		.00	.00	.00
VAUCLUSE VIN RD			1	1		.00	.00	.00
CLS D MNT OLIVT			1	1		.00	.00	.00
HAUT MNPLSR MAL			1	1		.00	.00	.00
DM CHRVN D'ORNG			1	1		.00	.00	.00
PT GUIRAUD SAUT			1	1		.00	.00	.00
DM LAPORTE S BL			1	1		.00	.00	.00
VIEUX PAPES BDB			1	1		.00	.00	.00
DM L'HORTUS BLC			1	1	1	100.00	.00	.00
DM THERON CAHOR			1	1	1	100.00	.00	.00
DM LAROCHE VDP			1	1	1	100.00	.00	.00
DM DE CASSAGNAU			1	1	1	100.00	.00	.00
SCHLMBRGR RSLNG			1	1	1	100.00	.00	.00
MAS D ET PE CAH			1	1	1	100.00	.00	.00
PORTAZ APREMONT			1	1	1	100.00	.00	.00
DM D'AUPILHAC			1	1	1	100.00	.00	.00
MSN ST PAUL BLC			1	1	1	100.00	.00	.00
LE GRND CHR M WH			1	1	1	100.00	.00	.00
COUVNT D TH MAV			1	1	1	100.00	.00	.00
DOM BRUNET CHR D			1	1	1	100.00	.00	.00
SUD FRANCE MRL			1	1	1	100.00	.00	.00
LAROCHE PIN NOR			1	1	1	100.00	.00	.00
DM GRANGE DM BL			1	1	1	100.00	.00	.00
CLOS ST MGLENE			1	1	1	100.00	.00	.00
DM ECHRD PN NOR			1	1	1	100.00	.00	.00
VLGS D FRC PN N			1	1	1	100.00	.00	.00
VL D SALIS S/BL			1	1	1	100.00	.00	.00
NICOLAS CARGNAN			1	1	1	100.00	.00	.00
CAL-THUN CNSTNC			1	1	1	100.00	.00	.00
ABARBANEL CHARD			1	1	1	100.00	.00	.00
LIONEL GOSS S/B			1	1	1	100.00	.00	.00
DM MAESTR EP RG			1	1	1	100.00	.00	.00
G BRTRND CD RSE			1	1	1	100.00	.00	.00
BERTRAND KOSMOS			1	1	1	100.00	.00	.00
ROCHES NOIRES			1	1	1	100.00	.00	.00
BARON D'ARI MED			1	1	1	100.00	.00	.00
CH LAPLAGNT BEL			1	1	1	100.00	.00	.00
L'EXCELLENCE BL			1	1	1	100.00	.00	.00
RSV NICOLAS MRL			1	1	1	100.00	.00	.00
DM FELINS PINET			1	1	1	100.00	.00	.00
DM L ROCHE TROU			1	1	1	100.00	.00	.00
LE JADE VGNIER			1	1	1	100.00	.00	.00
DM BACHLLRY GRN			1	1	1	100.00	.00	.00
LES VOLETS PN N			1	1	1	100.00	.00	.00
CH L GRV CAHORS			1	1	1	100.00	.00	.00
CH PESQUIE TRS			1	1	1	100.00	.00	.00
DM MAESTR EP BL			1	1	1	100.00	.00	.00
TERRES D'ORB			1	1	1	100.00	.00	.00
CH LOUPIAC GDT			1	1	1	100.00	.00	.00
CH JOLYS JUR SC			1	1	1	100.00	.00	.00
DM FORCA ROUSLN				319	-319	-100.00	.00	1.44
DM MAUBET GASCG				154	-154	-100.00	.00	.70
CH ST EUTROPE				140	-140	-100.00	.00	.63
TXT CL GR8 CB S				105	-105	-100.00	.00	.48
CHEVL IMPRL CAB				91	-91	-100.00	.00	.41
LURTON MAS JNL				89	-89	-100.00	.00	.40
CH PENA ROUSLLN				81	-81	-100.00	.00	.37
DM L CRIOX D'AL				33	-33	-100.00	.00	.15
PIGGY BANK GRNC				27	-27	-100.00	.00	.12
DOM CATON PN NR				22	-22	-100.00	.00	.10
DM CANTRLES CAB				19	-19	-100.00	.00	.09
MOILLRD GALNERE				19	-19	-100.00	.00	.09
CH LAF TSN TRAD				18	-18	-100.00	.00	.08
CALML & JOS CHR				16	-16	-100.00	.00	.07
PHANTOM BAY CAB				15	-15	-100.00	.00	.07
PHNTM BY PN RSV				15	-15	-100.00	.00	.07
VLA BLNCH P/NR				14	-14	-100.00	.00	.06
LOCATIONS F-2				14	-14	-100.00	.00	.06
DOM CATON CHARD				13	-13	-100.00	.00	.06
LE GRAND CLS SB				13	-13	-100.00	.00	.06
HECH&BNNR LNGDC				13	-13	-100.00	.00	.06
BRTRND CT LNGDC				13	-13	-100.00	.00	.06
COULOURS SUD VG				12	-12	-100.00	.00	.05
LA PARADOU GRNC				12	-12	-100.00	.00	.05
ISLND GRL PN NR				11	-11	-100.00	.00	.05
DM SAINTE-CROIX				10	-10	-100.00	.00	.05
DM AND BR GRNCH				10	-10	-100.00	.00	.05
VENDANGE MERLOT				10	-10	-100.00	.00	.05
PHANTOM BY CHR D				10	-10	-100.00	.00	.05

# NABCA CASE SALES ANALYSIS

## BY CLASS, TYPE, BRAND

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

ALL STATES-1/1/17 - 03/31/17

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
REINE COURVL PN				9	-9	-100.00	.00	.04
STARK RAVNG CAB				9	-9	-100.00	.00	.04
LES JAMELLS SYH				8	-8	-100.00	.00	.04
DM D CHAT D'EAU				8	-8	-100.00	.00	.04
MAS DL ROSE D M				8	-8	-100.00	.00	.04
CASTLMRE BUVITE				8	-8	-100.00	.00	.04
JM SIGAUD CAHOR				8	-8	-100.00	.00	.04
TARIQUET CHN/CH				7	-7	-100.00	.00	.03
L GRND DJN CHRD				7	-7	-100.00	.00	.03
THEVNT PRRCL CH				7	-7	-100.00	.00	.03
MOILLRD CH D'EU				6	-6	-100.00	.00	.03
L ROCL APREMONT				6	-6	-100.00	.00	.03
CASTEL MALBEC				6	-6	-100.00	.00	.03
CHVL QCRD VIEUX				6	-6	-100.00	.00	.03
G BRTRND RS VIG				6	-6	-100.00	.00	.03
DM DE COURTELLC				6	-6	-100.00	.00	.03
DM LAROQUE CHRD				5	-5	-100.00	.00	.02
G BRTRND MNRVS				5	-5	-100.00	.00	.02
LASSALLE SV BLC				5	-5	-100.00	.00	.02
G BRTRND RS MRL				5	-5	-100.00	.00	.02
CZE NTR DME ANG				5	-5	-100.00	.00	.02
C'EST LV SRH/RS				5	-5	-100.00	.00	.02
UBY CLMB UGNI B				5	-5	-100.00	.00	.02
BRTRND LA CLAPE				4	-4	-100.00	.00	.02
FROM T TANK WHT				4	-4	-100.00	.00	.02
CH JLY JRCN MLX				4	-4	-100.00	.00	.02
ISA RED				4	-4	-100.00	.00	.02
L'ESCARGT SV BL				4	-4	-100.00	.00	.02
DM BACHLLRY PN				4	-4	-100.00	.00	.02
TROIS AMIS CHRD				4	-4	-100.00	.00	.02
DM PATIENCE CHD				4	-4	-100.00	.00	.02
CH TRILLOL RGE				4	-4	-100.00	.00	.02
CH PRSL TOUR SB				4	-4	-100.00	.00	.02
VLA DRIA GSCOGN				4	-4	-100.00	.00	.02
LES PETIT PAS				4	-4	-100.00	.00	.02
LES JAMELLS CAB				4	-4	-100.00	.00	.02
DM LVL T D'ARBS				3	-3	-100.00	.00	.01
PRRE HENRI S BL				3	-3	-100.00	.00	.01
CAHOR CLS COUPL				3	-3	-100.00	.00	.01
CH JOUCLARY SB				3	-3	-100.00	.00	.01
FROM TANK WH KG				3	-3	-100.00	.00	.01
JL TRIBLY ORCHS				3	-3	-100.00	.00	.01
FROM T TANK RED				3	-3	-100.00	.00	.01
DONATIEN CHRDNY				3	-3	-100.00	.00	.01
CH LGRZTTE MLBC				3	-3	-100.00	.00	.01
DM CHVLN PSTGRN				3	-3	-100.00	.00	.01
L PET MAISON VN				2	-2	-100.00	.00	.01
ED HARDY MOSCTO				2	-2	-100.00	.00	.01
DM GOURNIER VGN				2	-2	-100.00	.00	.01
TROIS AMIS CRNE				2	-2	-100.00	.00	.01
90+CLR L65 FR W				2	-2	-100.00	.00	.01
DOM CHRULT JAVA				2	-2	-100.00	.00	.01
PET RIMAURSQ RG				2	-2	-100.00	.00	.01
RIMBERT OSCAR R				2	-2	-100.00	.00	.01
PETIT CPRC BLNC				2	-2	-100.00	.00	.01
CAHORS CVE TRAD				2	-2	-100.00	.00	.01
HOB NOB CAB SAV				2	-2	-100.00	.00	.01
LAURNT MQL CH/V				2	-2	-100.00	.00	.01
LAURNT MQL C/SY				2	-2	-100.00	.00	.01
DM CABIRAU ROUS				2	-2	-100.00	.00	.01
DM RIENE JULIET				2	-2	-100.00	.00	.01
DUBOEUF PB CHRD				2	-2	-100.00	.00	.01
G BRTRND TRQIR				2	-2	-100.00	.00	.01
MOILLRD SYR/RSE				1	-1	-100.00	.00	.00
CASTEL FRNJC CS				1	-1	-100.00	.00	.00
LA PARADOU RGE				1	-1	-100.00	.00	.00
DOM CATON MERLT				1	-1	-100.00	.00	.00
DM L MAGNIN RDS				1	-1	-100.00	.00	.00
DM PELICAN CTC				1	-1	-100.00	.00	.00
DM CAZES M D V				1	-1	-100.00	.00	.00
CARLA MALBEC				1	-1	-100.00	.00	.00
DOM L NOBLE CHR				1	-1	-100.00	.00	.00
LUC PIRLET CHRD				1	-1	-100.00	.00	.00
Y CLRN MRSN VDP				1	-1	-100.00	.00	.00
CHANSON BRG PIN				1	-1	-100.00	.00	.00
NO2 ET NO5 FCNY				1	-1	-100.00	.00	.00
MARC BRDF CHNON				1	-1	-100.00	.00	.00
SAN DE GULHM BL				1	-1	-100.00	.00	.00
CRS RCHD STECIA				1	-1	-100.00	.00	.00
MAS L DME GOURM				1	-1	-100.00	.00	.00
DUBOEUF PB MRLT				1	-1	-100.00	.00	.00
FLYNG SOLO SYRH				1	-1	-100.00	.00	.00
DM HOUCART RGE				1	-1	-100.00	.00	.00
QUINTESSANCE PF				1	-1	-100.00	.00	.00
CH PANIS EGLSES				1	-1	-100.00	.00	.00
LES RIALS BRNCL				1	-1	-100.00	.00	.00
G BRTRND CD BLC				1	-1	-100.00	.00	.00
L CANON MRCHL B				1	-1	-100.00	.00	.00
G BRTRND RSV ML				1	-1	-100.00	.00	.00
CH CENAC FULALE				1	-1	-100.00	.00	.00
ARGNT FRG SV BL				1	-1	-100.00	.00	.00
CHATEAU TALBOT				1	-1	-100.00	.00	.00
DM CTN PN N ANT				1	-1	-100.00	.00	.00

# NABCA CASE SALES ANALYSIS

## BY CLASS, TYPE, BRAND

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

ALL STATES-1/1/17 - 03/31/17

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
TORTOISE CK CHR				1	-1	-100.00	.00	.00
CH CARLMAGNUS				1	-1	-100.00	.00	.00
LUC PRLT SYH/MV				1	-1	-100.00	.00	.00
DOM FONTNLL MRL				1	-1	-100.00	.00	.00
CH ST MRTN BRNZ				1	-1	-100.00	.00	.00
FRENCHHOUSE CHR				1	-1	-100.00	.00	.00
DM MUR-MUR IUM				1	-1	-100.00	.00	.00
<b>TOTAL FRENCH OTHER</b>			<b>23679</b>	<b>22090</b>	<b>1589</b>	<b>7.19</b>		
GRM LIEBFMCH								
KREUSCH LEONARD			711	735	-24	-3.27	51.11	48.77
HSS LIEB BL NUN			544	620	-76	-12.26	39.11	41.14
SOEHNE LIEB QBA			104	115	-11	-9.57	7.48	7.63
JAKOB DMMR LIEB			29	33	-4	-12.12	2.08	2.19
VLCK LIEB MDNNA			2	4	-2	-50.00	.14	.27
ST CHRISTOPHER			1		1	100.00	.07	.00
<b>TOTAL GRM LIEBFMCH</b>			<b>1391</b>	<b>1507</b>	<b>-116</b>	<b>-7.70</b>		
GRM MOSELLE								
SOHN RSLN RELAX			1792	1555	237	15.24	17.15	13.97
CLEAN SLATE RSL			1657	1551	106	6.83	15.86	13.93
DR LOOSN RSLG			728	672	56	8.33	6.97	6.04
BLUFELD MDM RSL			718	775	-57	-7.35	6.87	6.96
KRSH ZL SCH KTZ			685	779	-94	-12.07	6.56	7.00
CUPCAKE RSLG MV			574	592	-18	-3.04	5.49	5.32
C REH PSP MCH S			439	460	-21	-4.57	4.20	4.13
BLUE NUN RIESLG			385	428	-43	-10.05	3.68	3.84
KREUSCH RIESLING			344	438	-94	-21.46	3.29	3.93
SAINT M RIESLING			315	407	-92	-22.60	3.01	3.66
90+CLR L66 RSLN			242	215	27	12.56	2.32	1.93
URBAN RIESLING			227	241	-14	-5.81	2.17	2.16
SOHN PSP MCH SP			221	321	-100	-31.15	2.12	2.88
MEMBERS MRK RSL			180	81	99	122.22	1.72	.73
OH SCHIST RSLNG			164	165	-1	-.61	1.57	1.48
MOSLND RSL W S			114	143	-29	-20.28	1.09	1.28
SA PRUM ESSENCE			112	177	-65	-36.72	1.07	1.59
VALCKBG RSL ZSK			99	103	-4	-3.88	.95	.93
HEINZ EIFEL RSL			76	83	-7	-8.43	.73	.75
DR HERMANN RSLG			76	72	4	5.56	.73	.65
SCHLNC HAUS SPT			66	84	-18	-21.43	.63	.75
STARLNG CSTL RS			66	79	-13	-16.46	.63	.71
DR LOOSN SEKT			65	65	0	100.00	.62	.00
SCHLNC HAUS AUS			62	28	34	121.43	.59	.25
STONE FRUIT RSL			60	75	-15	-20.00	.57	.67
SCHLNC H RL QBA			60	58	2	3.45	.57	.52
PFLUCKEN SW RSL			59	59	0	100.00	.56	.00
R WIEST RVR SEL			54	58	-4	-6.90	.52	.52
WEINBRG RADANCE			49	73	-24	-32.88	.47	.66
DR LOOSN BS RSL			42	57	-15	-26.32	.40	.51
BEX			40	55	-15	-27.27	.38	.49
ST URBNS-HOF RS			38	41	-3	-7.32	.36	.37
HIGH DEF RSLNG			38	32	6	18.75	.36	.29
THE SEEKER RSLG			28	6	22	366.67	.27	.05
SELBACH INCLINE			27	19	8	42.11	.26	.17
VALCKBG PN BLNC			24	24	0	100.00	.23	.00
DR LOOSN RS RSL			21	94	-73	-77.66	.20	.84
HEINZ EFL DN SW			18	28	-10	-35.71	.17	.25
ZUM RIESLING			18	24	-6	-25.00	.17	.22
MONCHHOF RSLNG			17	26	-9	-34.62	.16	.23
DR THNSCH BR BD			17	18	-1	-5.56	.16	.16
BASTGEN BLASCHF			17	13	4	30.77	.16	.12
SELBACH RIESLING			16	20	-4	-20.00	.15	.18
JJ PRUM GRCH KB			16	8	8	100.00	.15	.07
SA PRUM LUMINCE			16	16	0	100.00	.15	.00
BLUE NUN RS BIB			15	46	-31	-67.39	.14	.41
DR HAN ML RS KB			13	11	2	18.18	.12	.10
WGT AXEL P TRES			13	13	0	100.00	.12	.00
DR HERMN URZ KB			12	11	1	9.09	.11	.10
AUGST KSSLR RSL			12	9	3	33.33	.11	.08
MOSLND RSLG ZSK			11	20	-9	-45.00	.11	.18
ERBES URZ WZ SP			11	9	2	22.22	.11	.08
NEIN LIVES RSLG			9	10	-1	-10.00	.09	.09
ST CHRIS PM QBA			9	6	3	50.00	.09	.05
HEINZ EIFEL KAB			8	15	-7	-46.67	.08	.13
KESSLSTT RSL QB			8	9	-1	-11.11	.08	.08
DR LOSN SPK RSL			8	8	0	100.00	.08	.07
SOHN PSP MCH AU			8	7	1	14.29	.08	.06
DR THNSCH DOCTR			7	10	-3	-30.00	.07	.09
DR HAN ML RS SP			7	4	3	75.00	.07	.04
KRSH PSP MCH AU			6	19	-13	-68.42	.06	.17
DR HAN ML RS AU			6	10	-4	-40.00	.06	.09
HEINZ EIFEL AUS			6	9	-3	-33.33	.06	.08
VON SCHLNTZ RSL			6	8	-2	-25.00	.06	.07
ST URBN-HF OB K			6	8	-2	-25.00	.06	.07
DR THNSCH GRABN			6	7	-1	-14.29	.06	.06
SHINE RIESLING			6	3	3	100.00	.06	.03
DR THNSCH FNHRB			6	6	0	100.00	.06	.00
HANS VON MULLER			6	6	0	100.00	.06	.00
ROMERHOF RSLNG			6	6	0	100.00	.06	.00
JJ PRUM WH SN K			6	6	0	100.00	.06	.00
DR THNSCH JUFFR			5	9	-4	-44.44	.05	.08

# NABCA CASE SALES ANALYSIS

## BY CLASS, TYPE, BRAND

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

ALL STATES-1/1/17 - 03/31/17

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
SOHN PSP MCH Q			5	6	-1	-16.67	.05	.05
SOHN PSP MCH KB			5	5		.00	.05	.04
JJ PRUM WH SN S			5	4	1	25.00	.05	.04
ERBES URZ WZ KB			5	3	2	66.67	.05	.03
SOHN ZLR S KATZ			5		5	100.00	.05	.00
P LAUER BARRL X			5		5	100.00	.05	.00
LOOSN UP SWT RD			4	8	-4	-50.00	.04	.07
SELBACH PNOT BL			4	8	-4	-50.00	.04	.07
DR THANISCH RSL			4	7	-3	-42.86	.04	.06
ST URBN-HF PG S			4	6	-2	-33.33	.04	.05
SELBACH RSL KAB			4	4		.00	.04	.04
SCHLNK HAUS KAB			4	3	1	33.33	.04	.03
BLG LHNRT PS G			4		4	100.00	.04	.00
VLA WLF RSLG TK			3	15	-12	-80.00	.03	.13
JH SELBACH RS S			3	10	-7	-70.00	.03	.09
VON SCHLNTZ KAB			3	5	-2	-40.00	.03	.04
WEIN-PRUM WS KB			3	4	-1	-25.00	.03	.04
DR LOOSN ERD SP			3	4	-1	-25.00	.03	.04
KUHL RIESLING			3	4	-1	-25.00	.03	.04
JJ PRUM BRKS KB			3	3		.00	.03	.03
VON SCHLNTZ NIT			3	3		.00	.03	.03
ST URBN-HF PG K			3	3		.00	.03	.03
VLA WLF RSLG KB			3	2	1	50.00	.03	.02
DR HAN MUL RSLG			3	1	2	200.00	.03	.01
WAY KUHL RSLNG			3	1	2	200.00	.03	.01
TURN ME RIESLNG			3	1	2	200.00	.03	.01
MELSHMR HND RSL			3	3		100.00	.03	.00
HUBRTSHF RSL KB			3	3		100.00	.03	.00
DR THSCH DOC SP			3	3		100.00	.03	.00
BLG LHNRT APTH			3	3		100.00	.03	.00
JJ PRUM ZS SPAT			2	3	-1	-100.00	.03	.00
JH SELBACH RS K			2	14	-12	-85.71	.02	.13
VON SCHLNTZ DRY			2	5	-3	-60.00	.02	.04
GRAFF RSLNG KAB			2	4	-2	-50.00	.02	.04
HUBRTSHF PSPT M			2	4	-2	-50.00	.02	.04
JJ PRUM BRKS SP			2	4	-2	-50.00	.02	.04
JJ PRUM ZS AUS			2	1	1	100.00	.02	.01
ST CHRS P GD SP			2	1	1	100.00	.02	.01
JJ PRUM BRKS AU			2	1	1	100.00	.02	.00
CARL WEINBRG RS			2	2		100.00	.02	.00
FRNZ RNHRT RSLN			1	280	-279	-99.64	.01	2.51
CLEMENS BSCH TK			1	7	-6	-85.71	.01	.06
JJ PRUM GRCH AU			1	4	-3	-75.00	.01	.04
CASTELL SCHLOSS			1	2	-1	-50.00	.01	.02
KRSH PSP MCH SP			1	2	-1	-50.00	.01	.02
VALCKBG RSL KAB			1	2	-1	-50.00	.01	.02
DR PAULY WH SON			1	2	-1	-50.00	.01	.02
KRSH PSP MCHLGB			1	1		.00	.01	.01
JJ PRUM GRCH SP			1	1		.00	.01	.01
SA PRUM WHLN SN			1		1	100.00	.01	.00
SUN GARDEN DORN			1		1	100.00	.01	.00
CG MICHLBRG QBA			1		1	100.00	.01	.00
JJ PRUM WH SN A			1		1	100.00	.01	.00
DR HERMN ERD HR			1		1	100.00	.01	.00
MOLTOR HAU KB R			1		1	100.00	.01	.00
FALKENBERG RSLN				180	-180	-100.00	.00	1.62
JOH FLKNBRG SPT				30	-30	-100.00	.00	.27
TXT CL LOL RSLG				21	-21	-100.00	.00	.19
BECKRMN PIE SPT				7	-7	-100.00	.00	.06
JJ PRUM KABNETT				7	-7	-100.00	.00	.06
MOSLND PN ROSE				5	-5	-100.00	.00	.04
KESSLST PSP GLD				4	-4	-100.00	.00	.04
MOLTOR SPATLESE				3	-3	-100.00	.00	.03
F HAAG BR JF RS				3	-3	-100.00	.00	.03
ROTHBURG RS AUS				3	-3	-100.00	.00	.03
DR LOOSN ERD KB				2	-2	-100.00	.00	.02
VON SCHLNTZ AUS				2	-2	-100.00	.00	.02
SYBILLE KUNTZ				2	-2	-100.00	.00	.02
JULIUS TRES TRK				2	-2	-100.00	.00	.02
SA PRUM BLUE SL				1	-1	-100.00	.00	.01
DR LOOSN MSR AU				1	-1	-100.00	.00	.01
F HAAG BRNBG KB				1	-1	-100.00	.00	.01
MEILEN RSLG KAB				1	-1	-100.00	.00	.01
F RNHRT PSPRTR				1	-1	-100.00	.00	.01
DR LOOSN URZ AU				1	-1	-100.00	.00	.01
VALCKBG RSL AUS				1	-1	-100.00	.00	.01
BLUFELD SWT RSL				1	-1	-100.00	.00	.01
ST CHRIS ZSK				1	-1	-100.00	.00	.01
MEULENHOF WS SP				1	-1	-100.00	.00	.01
VALCKBG RSL SPT				1	-1	-100.00	.00	.01
BLOOM SIG RSLNG				1	-1	-100.00	.00	.01
MAXMN GRN HB KB				1	-1	-100.00	.00	.01
SCHLNK HAUS RSL				1	-1	-100.00	.00	.01
KLUSRTHR ST MCL				1	-1	-100.00	.00	.01
DR LOOSN URZ KB				1	-1	-100.00	.00	.01
ST CHRIS PM KAB				1	-1	-100.00	.00	.01
<b>TOTAL GRM MOSELLE</b>			<b>10449</b>	<b>11134</b>	<b>-685</b>	<b>-6.15</b>		
<b>GERMAN RHINE</b>								
SOHNE RSLNG QBA			1620	1490	130	8.72	41.39	33.35
C REH RSLNG QBA			753	1092	-339	-31.04	19.24	24.44
BLACK TOWER WHT			482	620	-138	-22.26	12.31	13.88

# NABCA CASE SALES ANALYSIS

## BY CLASS, TYPE, BRAND

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

ALL STATES-1/1/17 - 03/31/17

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
BLUE NUN RIVANR			263	264	-1	- .38	6.72	5.91
KRSH TW RV GWZT			226	250	-24	-9.60	5.77	5.60
BLACK TOWER RSL			154	230	-76	-33.04	3.93	5.15
VLKNBG GWZ PFLZ			68	74	-6	-8.11	1.74	1.66
SOHNE RSLNG AUS			48	59	-11	-18.64	1.23	1.32
SOHNE RSLN FUNF			39	48	-9	-18.75	1.00	1.07
SOHNE RSLNG KAB			38	33	5	15.15	.97	.74
SOHNE RSL SPTLS			32	54	-22	-40.74	.82	1.21
JAKOB DEMMR AUS			28	32	-4	-12.50	.72	.72
GNTRM NRSTN RSL			13	24	-11	-45.83	.33	.54
DREISGDKR RSL T			12	12	0	100.00	.31	.00
TRULLO RIESLING			11	12	-1	-8.33	.28	.27
UNDONE RIESLING			10	28	-18	-64.29	.26	.63
SAARSTEIN RSLNG			10	18	-8	-44.44	.26	.40
BECKERMANN AUSL			10	9	1	11.11	.26	.20
R WEIL TRAD RSL			10	10	0	100.00	.26	.00
DR HDMN-BRG DRN			9	3	6	200.00	.23	.07
NEBEL RIESLING			9	2	7	350.00	.23	.04
KSTR WLF RSL TC			8	8	0	100.00	.20	.00
VON WINNING RSL			7	4	3	75.00	.18	.09
ST MICHAEL GMBH			6	6	0	100.00	.15	.00
WEINGT WNTR RSL			6	6	0	100.00	.15	.00
GNTRM RS AUS OP			5	1	4	400.00	.13	.02
PJK STOCK STEIN			5	5	0	100.00	.13	.00
LEITZ QBA RSLNG			4	17	-13	-76.47	.10	.38
DR HEYDEN OPP K			4	14	-10	-71.43	.10	.31
DRAGONSTONE RSL			4	9	-5	-55.56	.10	.20
BLACK TOWER RVN			3	2	1	50.00	.08	.04
DARTING RSL KAB			3	3	0	100.00	.08	.00
KSTR WLF M THGU			3	3	0	100.00	.08	.00
GYSLER SYLVANER			2	4	-2	-50.00	.05	.09
WEINKLR ERBACH			2	2	0	100.00	.05	.04
ST CHRIS GEWURZT			2	2	0	100.00	.05	.00
WEINHAUS RESS			1	5	-4	-80.00	.03	.11
R WIEST RVR SEL			1	1	0	100.00	.03	.00
LIBFNSTFT KRCHS			1	1	0	100.00	.03	.00
LIEBFERNSTFT RSL			1	1	0	100.00	.03	.00
PRINZ VH JH SPT			1	1	0	100.00	.03	.00
WEINLND RIES KB			1	46	-46	-100.00	.00	1.03
PETER BRUM SPTL			1	14	-14	-100.00	.00	.31
PFLUGER CUVE NR			2	2	0	100.00	.00	.04
GUNTRUM SW DORN			2	2	0	100.00	.00	.04
JOHANISHOF V KB			2	2	0	100.00	.00	.04
SOHN BRNHMR KAB			1	1	0	100.00	.00	.02
PETR BRUM BCCHS			1	1	0	100.00	.00	.02
<b>TOTAL GERMAN RHINE</b>			<b>3914</b>	<b>4468</b>	<b>-554</b>	<b>-12.40</b>		
GERMAN OTHER								
C REH SW R DORN			467	529	-62	-11.72	20.08	18.59
GUNTRUM RY BL R			309	196	113	57.65	13.28	6.89
BLUEFISH SWT RSL			208	211	-3	-1.42	8.94	7.42
SCHLNK H DRNFLD			135	141	-6	-4.26	5.80	4.96
LUCKY DUCK RSLG			100	129	-29	-22.48	4.30	4.53
UNDONE PINOT NR			64	50	14	28.00	2.75	1.76
GERTCKR NRN GLU			58	51	7	13.73	2.49	1.79
VLA WOLF PN RSE			58	8	50	625.00	2.49	.28
BEX RIESLING			55	43	12	27.91	2.36	1.51
SECCO STRW/RASP			52	52	0	100.00	2.24	.00
P BRUM DORNFLDR			49	23	26	113.04	2.11	.81
HANDLER RIESLING			48	41	7	17.07	2.06	1.44
FRITZ D KTZ RSL			45	32	13	40.63	1.93	1.12
STARLNG CSTL GW			42	39	3	7.69	1.81	1.37
ALBCH DUR GLUWN			42	21	21	100.00	1.81	.74
BECKERMNN SWEET			39	48	-9	-18.75	1.68	1.69
BLUEFISH RIESLING			37	168	-131	-77.98	1.59	5.91
SUN GARDEN RSLN			36	37	-1	-2.70	1.55	1.30
VLA WOLF PN GRS			36	32	4	12.50	1.55	1.12
TWO PRINCES NHE			32	34	-2	-5.88	1.38	1.20
JAKOB DMMR SPAT			28	41	-13	-31.71	1.20	1.44
HIGH DEF SWT RD			26	42	-16	-38.10	1.12	1.48
SOHNE SANGRIA			21	31	-10	-32.26	.90	1.09
HANDLER SWEET R			20	15	5	33.33	.86	.53
SECCO GRPFRM PM			20	20	0	100.00	.86	.00
TURNG LF PN GM			19	25	-6	-24.00	.82	.88
BECKRMN LIBFMCH			19	10	9	90.00	.82	.35
ULRICH LANG RSL			18	40	-22	-55.00	.77	1.41
POLKA DOT RSLNG			17	381	-364	-95.54	.73	13.39
VALKNBRG DRNFLD			16	11	5	45.45	.69	.39
AFFENTALER SPTB			12	26	-14	-53.85	.52	.91
SOHN RLX COOL R			12	8	4	50.00	.52	.28
WAGNER OCKFN KB			11	8	3	37.50	.47	.28
NUERNBRGR GLUWN			10	1	9	900.00	.43	.04
AFFNTR VLY MNK			9	9	0	100.00	.39	.00
DR PAULY RISLNG			8	19	-11	-57.89	.34	.67
GNTRM TRKN RHSN			8	14	-6	-42.86	.34	.49
SUN GARDEN GWZT			8	14	-6	-42.86	.34	.49
AFFENTALER RSLG			7	30	-23	-76.67	.30	1.05
ST LORENZ C GLU			7	30	-23	-76.67	.30	1.05
ED MAXIMLN RSLN			6	4	2	50.00	.26	.14
FZ RTTR GEW SPT			6	1	5	500.00	.26	.04
WNGT SPIESS SPT			5	13	-8	-61.54	.21	.46
GNTRM RHEINHSSN			5	3	2	66.67	.21	.11

# NABCA CASE SALES ANALYSIS

## BY CLASS, TYPE, BRAND

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

ALL STATES-1/1/17 - 03/31/17

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
GERSTCKR BLUBRY			5	3	2	66.67	.21	.11
TUSCK JMPR RSLG			5		5	100.00	.21	.00
REVIVE RIESLING			4	35	-31	-88.57	.17	1.23
LUCASOF RIESLING			4	15	-11	-73.33	.17	.53
WNGZGNSCHFT KOEN			4	9	-5	-55.56	.17	.32
WNGT DEPSCH BCH			4	7	-3	-42.86	.17	.25
LEITZ EINZ SWEI			4		-3	-42.86	.17	.25
DONNHOF RSLING			4	5	-1	-20.00	.17	.18
SCHUMN NAG RSLG			4		4	100.00	.17	.00
FLOWER GRDN P/G			4		4	100.00	.17	.00
ALBCH SCHNDR HP			4		4	100.00	.17	.00
DACHSHUND RSLNG			3	17	-14	-82.35	.13	.60
SCHLSS SCH RSLG			3	5	-2	-40.00	.13	.18
KESSELE R RSL K			3	5	-2	-40.00	.13	.18
KREUSCH MAYWINE			3	2	1	50.00	.13	.07
SOEHNE GLUHWINE			3		3	100.00	.13	.00
CHRISTKINDL RED			3		3	100.00	.13	.00
LEITZ OUT RIES			2	8	-6	-75.00	.09	.28
STARLNG CSTL RD			2	3	-1	-33.33	.09	.11
REBHLZ PN NR SP			2	3	-1	-33.33	.09	.11
BL FRST GRL PN			2	1	1	100.00	.09	.04
GRAFN NPPRG SPT			2	1	1	100.00	.09	.04
WINZR ERBCH RIE			2		2	100.00	.09	.00
BECKER PN PFALZ			2		2	100.00	.09	.00
VLA WOLF PN NOR			1	12	-11	-91.67	.04	.42
STFN BREUER RSL			1	10	-9	-90.00	.04	.35
VLA WOLF GEWURZ			1	8	-7	-87.50	.04	.28
ST CHRIS GLUHWN			1	3	-2	-66.67	.04	.11
SCHNTMN LEMBRGR			1	3	-2	-66.67	.04	.11
KRUGER RM SC SP			1	3	-2	-66.67	.04	.11
BAUER HAUS DORN			1	2	-1	-50.00	.04	.07
WHS HEGER PN GR			1	2	-1	-50.00	.04	.07
POSSMAN FRNKFT			1	1		.00	.04	.04
SEEBRICH NR SPT			1	1		.00	.04	.04
GRAFN NPPRG LEM			1	1		.00	.04	.04
KNYPHAUSEN KBNT			1			.00	.04	.00
WACHTSTETTER PN			1	1		.00	.04	.00
URZIGER WZTN RS			1		1	100.00	.04	.00
MEYER-NAKEL PN			1		1	100.00	.04	.00
HOOKED RIESLING			1		1	100.00	.04	.00
BAUER HAUS RSLN			1		1	100.00	.04	.00
GUNTRUM HIPPING			1		1	100.00	.04	.00
POSSMAN P CIDER				28	-28	-100.00	.00	.98
FRITZ HASS ROSE				8	-8	-100.00	.00	.28
HEINZ EFL EISWN				5	-5	-100.00	.00	.18
V BUHL RSL JZ L				5	-5	-100.00	.00	.18
ED MAXIMLN P NR				3	-3	-100.00	.00	.11
HEINRICH VL RSL				3	-3	-100.00	.00	.11
GERSTCKR CHERRY				3	-3	-100.00	.00	.11
KESSELER QA DRY				2	-2	-100.00	.00	.07
DR PAULY BB AUS				2	-2	-100.00	.00	.07
GERTCKR EGG NOG				2	-2	-100.00	.00	.07
DONHF OB LEI KB				2	-2	-100.00	.00	.07
JOHNSHOF CHRTA				1	-1	-100.00	.00	.04
V BUHL ARMAND K				1	-1	-100.00	.00	.04
PRINZ SALM KAB				1	-1	-100.00	.00	.04
V BUHL PN ROSE				1	-1	-100.00	.00	.04
SCHLS KBLNZ GMB				1	-1	-100.00	.00	.04
DR PAULY BB SPT				1	-1	-100.00	.00	.04
BLUEFSH SW REEL				1	-1	-100.00	.00	.04
KLOSTRKLR SGNDP				1	-1	-100.00	.00	.04
KNYPHNSN KDRCHER				1	-1	-100.00	.00	.04
<b>TOTAL GERMAN OTHER</b>			<b>2326</b>	<b>2845</b>	<b>-519</b>	<b>-18.24</b>		
ITL BARDOLINO								
BOLLA BARDOLINO			372	496	-124	-25.00	79.15	95.38
MASI FRESCARIPA			93		93	100.00	19.79	.00
SARTORI BRD CHR			4		4	100.00	.85	.00
FOLNRI BARDLNO			1	1		.00	.21	.19
CESARI BAR CHRT				18	-18	-100.00	.00	3.46
MONTE DEL FRA				5	-5	-100.00	.00	.96
<b>TOTAL ITL BARDOLINO</b>			<b>470</b>	<b>520</b>	<b>-50</b>	<b>-9.62</b>		
ITL BIANCO								
RIUNITE BIANCO			2471	2808	-337	-12.00	54.06	47.41
ROSCATO BNC DOL			719	757	-38	-5.02	15.73	12.78
PORTA VITA BNC			611	720	-109	-15.14	13.37	12.16
ANTNORI VLLA WH			224	236	-12	-5.08	4.90	3.98
CANTNA ZCCGNINI			127	144	-17	-11.81	2.78	2.43
RIUNITE BLS BNC			70	88	-18	-20.45	1.53	1.49
GRIFONE BIANCO			67	84	-17	-20.24	1.47	1.42
TAVERNELLO			40	76	-36	-47.37	.88	1.28
LAGEDER PNT BNC			34	47	-13	-27.66	.74	.79
ANTRI SC BIANCO			28	38	-10	-26.32	.61	.64
LAMURA NATURA			22	30	-8	-26.67	.48	.51
DONNAFUGATA			18		18	100.00	.39	.00
PORTA PALO CHR			15	28	-13	-46.43	.33	.47
BIBI GRTZ BANCO			13	9	4	44.44	.28	.15
PORTA PALO SVBL			12	19	-7	-36.84	.26	.32
CENTINE TOSCANA			10	8	2	25.00	.22	.14
SENSI TUSCANO			9	5	4	80.00	.20	.08

# NABCA CASE SALES ANALYSIS

## BY CLASS, TYPE, BRAND

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ALL STATES-1/1/17 - 03/31/17

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
VALOROSO			8	13	-5	-38.46	.18	.22
SNT AN SCAI BNC			8	1	7	700.00	.18	.02
BUGLIONI DSPRTO			7		7	100.00	.15	.00
CASALE SATRICO			5	1	4	400.00	.11	.02
ALCESTI ISOLA			4	11	-7	-63.64	.09	.19
KETMEIR ALT AD			4	11	-7	-63.64	.09	.19
FALESCO VITIAND			4	8	-4	-50.00	.09	.14
BASTNCH VSP BNC			4	6	-2	-33.33	.09	.10
AURORA GRC SAND			4		4	100.00	.09	.00
FOSSI			4		4	100.00	.09	.00
STATTI LAMERZIA			3		3	100.00	.07	.00
LA CAPPUCCINA			2	7	-5	-71.43	.04	.12
SARTORI FERDI			2	7	-5	-71.43	.04	.12
GIORGIO BOLGHRI			2	6	-4	-66.67	.04	.10
CARLETTO RICCO			2	2		100.00	.04	.03
PLANETA ETNA			2	1	1	100.00	.04	.02
LA SCOLCA SECCO			2	1	1	100.00	.04	.02
ANSLMI CP FSRNO			2	1	1	100.00	.04	.02
GENIUS LOCI SAN			2		2	100.00	.04	.00
TENUTA L FAVOLA			2		2	100.00	.04	.00
SQUADRA			2		2	100.00	.04	.00
VILLA VISCO			2		2	100.00	.04	.00
ASIO OTUS			1	558	-557	-99.82	.02	9.42
SICANI SICILIAN			1	4	-3	-75.00	.02	.07
PAOLO BEA CHIAR			1	1		100.00	.02	.02
COLOSI			1		1	100.00	.02	.00
BARONE MONTALTO				121	-121	-100.00	.00	2.04
LE GROTTI DL EM				17	-17	-100.00	.00	.29
VILLA CALCN CMT				10	-10	-100.00	.00	.17
MAGNOLIA GOLD				6	-6	-100.00	.00	.10
LE FONTI				6	-6	-100.00	.00	.10
TERRAMARE BNCO				3	-3	-100.00	.00	.05
TFNBRNNR PN BNC				2	-2	-100.00	.00	.03
LA BELLANOTTE				2	-2	-100.00	.00	.03
KALTERN K				2	-2	-100.00	.00	.03
FIRRIATO QUATR4				2	-2	-100.00	.00	.03
MONTE DF CUSTZA				2	-2	-100.00	.00	.03
E WLCH BY CLOUD				2	-2	-100.00	.00	.03
POGGIO ANIMA				2	-2	-100.00	.00	.03
CAPEL DEL PRETE				2	-2	-100.00	.00	.03
ANTICO COLLE				1	-1	-100.00	.00	.02
PRIMO BACIO				1	-1	-100.00	.00	.02
TRAMIN PNT BNCO				1	-1	-100.00	.00	.02
CSTLO D REG BNC				1	-1	-100.00	.00	.02
CANTINA NALLES				1	-1	-100.00	.00	.02
ZYME BLK TO WHT				1	-1	-100.00	.00	.02
PICCOLO FR BNCO				1	-1	-100.00	.00	.02
ETNA BIANCO				1	-1	-100.00	.00	.02
<b>TOTAL ITL BIANCO</b>			<b>4571</b>	<b>5923</b>	<b>-1352</b>	<b>-22.83</b>		
<b>ITL CHIANTI</b>								
RUFFINO RED			2366	2722	-356	-13.08	7.94	9.06
BOLLA			2250	2277	-27	-1.19	7.55	7.58
DA VINCI			2236	1733	503	29.02	7.51	5.77
GABBIANO			1756	1544	212	13.73	5.89	5.14
MELINI BRGH ELS			1239	1273	-34	-2.67	4.16	4.24
CECCHI CLASSICO			1182	721	461	63.94	3.97	2.40
RUFF RSRVA DCAL			1026	1103	-77	-6.98	3.44	3.67
GABBIANO CLSSCO			1002	1168	-166	-14.21	3.36	3.89
FOLONARI			995	928	67	7.22	3.34	3.09
STRACCALI CHIAN			987	1253	-266	-21.23	3.31	4.17
ELMO PIO			955	1185	-230	-19.41	3.21	3.95
BANFI V CLS RSV			831	926	-95	-10.26	2.79	3.08
CAN CRT CLS RES			819		819	100.00	2.75	.00
ROC DM CHI CLAS			708	805	-97	-12.05	2.38	2.68
LA SPINETTA			687	371	316	85.18	2.31	1.24
QUERCETO CLS RS			618	29	589	2031.03	2.07	.10
GABBIANO RESRVA			618	4	614	*****	2.07	.01
BELL'AGIO			539	596	-57	-9.56	1.81	1.98
BANFI CLASSICO			499	333	166	49.85	1.68	1.11
PLACIDO CHIANTI			452	446	6	1.35	1.52	1.48
PICCINI			410	390	20	5.13	1.38	1.30
BANFI SUPERIORE			398	482	-84	-17.43	1.34	1.60
RENZO MASI RIS			329	411	-82	-19.95	1.10	1.37
RUFFINO CLASSCO			309	335	-26	-7.76	1.04	1.12
TOMAILO CLS RS			291	231	60	25.97	.98	.77
QUERCETO DOCG			291		291	100.00	.98	.00
FRSCLDI NPZANO			288	227	61	26.87	.97	.76
ROC DM CHIA RIS			279	197	82	41.62	.94	.66
CSTLO VRZNO CLS			256	242	14	5.79	.86	.81
CSTLLO D'ALBOLA			254	329	-75	-22.80	.85	1.10
CARPINETO CASTL			223		223	100.00	.75	.00
MONTIGNANA RES			218	1	217	*****	.73	.00
PLACIDO			184	203	-19	-9.36	.62	.68
PRATALE CLASSIC			182		182	100.00	.61	.00
ANTRI SNTA CRIS			169	104	65	62.50	.57	.35
KIRKLAND SIG RS			150		150	100.00	.50	.00
GRIFONE PRIMIT			149	164	-15	-9.15	.50	.55
CARPINETO RSRVA			145	114	31	27.19	.49	.38
RUFFINO IL LEO			139	148	-9	-6.08	.47	.49
RUFFNO RS DCL G			136	137	-1	-.73	.46	.46
MONSANTO CLS RS			125	116	9	7.76	.42	.39

# NABCA CASE SALES ANALYSIS

## BY CLASS, TYPE, BRAND

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

ALL STATES-1/1/17 - 03/31/17

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
GABBIANO SP SEL			123	132	-9	-6.82	.41	.44
AMADEO			106	104	2	1.92	.36	.35
NOZZOLE CLS RSV			95	122	-27	-22.13	.32	.41
MARCHESE D PANI			95	98	-3	-3.06	.32	.33
CETAMURA			94	105	-11	-10.48	.32	.35
MAGHERO RISERVA			83		83	100.00	.28	.00
VLLA CALAPPIANO			82	132	-50	-37.88	.28	.44
VLLA CALPNO RSV			82	40	42	105.00	.28	.13
VLLA ARGENO RIS			71	63	8	12.70	.24	.21
RUFF AZIANO CLS			70	128	-58	-45.31	.23	.43
QUERCETO			69	49	20	40.82	.23	.16
COLTNO RB STUC			67	63	4	6.35	.22	.21
SAN VITO			49	58	-9	-15.52	.16	.19
TENUTA ORNL VLT			44	38	6	15.79	.15	.13
CECCHI DOCG			44	3	41	1366.67	.15	.01
SAN FABIANO CLS			41	49	-8	-16.33	.14	.16
VEREZANO CLSSCO			41	47	-6	-12.77	.14	.16
TIAMO			38	39	-1	-2.56	.13	.13
BADIA COLT CTMR			38	18	20	111.11	.13	.06
FATTRIA DEL CRR			36	64	-28	-43.75	.12	.21
CASA LILIANA GD			35	59	-24	-40.68	.12	.20
CLEMENTE VII CL			34	311	-277	-89.07	.11	1.04
SNTA MRGHTA CLS			34	30	4	13.33	.11	.10
D VINCI RISERVA			33	40	-7	-17.50	.11	.13
SELVAPIANA RFNA			33	33		.00	.11	.11
CAST BOSSI CLSS			33	8	25	312.50	.11	.03
TIZIANO			32	43	-11	-25.58	.11	.14
SORELLI MOR NER			31	57	-26	-45.61	.10	.19
14 SECOLO			31	35	-4	-11.43	.10	.12
BORGO CLASSICO			29	89	-60	-67.42	.10	.30
VECCHIA CANTINA			29	53	-24	-45.28	.10	.18
RODANO CLASSICO			29	1	28	2800.00	.10	.00
D'AQUINO FLASK			28	29	-1	-3.45	.09	.10
ANTRI VLA CL RS			27	31	-4	-12.90	.09	.10
V TRASQUA EVOLT			26		26	100.00	.09	.00
CARPNTO CLASSCO			25	49	-24	-48.98	.08	.16
FONTRTOLI CLSSC			25	25		.00	.08	.08
VLA CFGGO BSLC			25	17	8	47.06	.08	.06
CASTLLARE CLSIC			24	35	-11	-31.43	.08	.12
CASTIGLIONI RED			24	23	1	4.35	.08	.08
LA MARRONIA CP			24	17	7	41.18	.08	.06
PERFECTUS CHNTI			24		24	100.00	.08	.00
MELINI CLS RSV			23	50	-27	-54.00	.08	.17
TENUTA D ARGENO			22	14	8	57.14	.07	.05
VILLA CFGGO CLS			21	1	20	2000.00	.07	.00
RICASOLI DL BRN			20	336	-316	-94.05	.07	1.12
RENZO MASI RFNA			20	35	-15	-42.86	.07	.12
BADIOLO			20	21	-1	-4.76	.07	.07
FELSINA CLSSICO			20	14	6	42.86	.07	.05
PICCINI CLASSCO			19	34	-15	-44.12	.06	.11
FRSCBLDI REMOLE			19	20	-1	-5.00	.06	.07
LUIANO CLASSIC			18	23	-5	-21.74	.06	.08
D'AQUINO RISERV			18	20	-2	-10.00	.06	.07
PLACIDO DOCG			18	16	2	12.50	.06	.05
SENSI DOCG			18	14	4	28.57	.06	.05
LA MATAALINA			18	13	5	38.46	.06	.04
ANTRI MRCHS CCR			18	10	8	80.00	.06	.03
GRIFONE RESERVE			17	24	-7	-29.17	.06	.08
FELSINA BERDNGA			17		17	100.00	.06	.00
BUCA DI BEPPO			16	52	-36	-69.23	.05	.17
CSTLO MLTO CLSS			16	27	-11	-40.74	.05	.09
VOLPAIA CLASSCO			16	26	-10	-38.46	.05	.09
MELINI SELVNLLA			16	23	-7	-30.43	.05	.08
BADIA CLASSICO			16	20	-4	-20.00	.05	.07
PANZANELLO CLSC			16	11	5	45.45	.05	.04
SENSI DALCAMPO			16	9	7	77.78	.05	.03
BADIOLO RISERVA			16	1	15	1500.00	.05	.00
LE FONTI			14	17	-3	-17.65	.05	.06
STELLA			14	14		.00	.05	.05
LUCIGNANO FIRNT			14	13	1	7.69	.05	.04
GAGLIOLE RB CLS			14	1	13	1300.00	.05	.00
DIEVOLE CLASSCO			14		14	100.00	.05	.00
ANTRI CLS PEPPI			13	18	-5	-27.78	.04	.06
LAMOLE D LM RAC			13	18	-5	-27.78	.04	.06
D'AQUINO			13	12	1	8.33	.04	.04
BRANCAIA CLSICO			13	9	4	44.44	.04	.03
MELINI VGN SLVN			13		13	100.00	.04	.00
FATORIA CLAPANO			12	28	-16	-57.14	.04	.09
FAT LAVCHI PURO			12		12	100.00	.04	.00
CASTELLANI			11	14	-3	-21.43	.04	.05
SELVAPIANA RISV			11	2	9	450.00	.04	.01
CRITERION CLSCO			11	2	9	450.00	.04	.01
IL PALAGIO DNCE			11		11	100.00	.04	.00
FELSINA RANCIA			10	9	1	11.11	.03	.03
RUFF SANTE DAME			10	8	2	25.00	.03	.03
STRACCALI CLSCO			10	7	3	42.86	.03	.02
DUCAROSSO RISRV			10	7	3	42.86	.03	.02
POGGIO AMORELLI			10	7	3	42.86	.03	.02
ROC DM ALFONZO			10	5	5	100.00	.03	.02
FRSCBDI MNTSODI			9	10	-1	-10.00	.03	.03
ISOLE E OLENA			9	9		.00	.03	.03
SF GRAN SELEZNE			9	9		.00	.03	.03
FELSINA CLS RSV			9	7	2	28.57	.03	.02

# NABCA CASE SALES ANALYSIS

## BY CLASS, TYPE, BRAND

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

ALL STATES-1/1/17 - 03/31/17

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
ANTRI PSSGNO RS			9	4	5	125.00	.03	.01
MONROSSO MONSTO			9	3	6	200.00	.03	.01
CECCHI RS D FAM			9	2	7	350.00	.03	.01
CAPOSALDO			8	10	-2	-20.00	.03	.03
VILLA CORTI			8	4	4	100.00	.03	.01
VLA CERNA CL RS			7	14	-7	-50.00	.02	.05
TOSCOLO			7	8	-1	-12.50	.02	.03
TENUTA D ARC RS			7	3	4	133.33	.02	.01
CASTELGREVE RIS			7	1	6	600.00	.02	.00
FELSINA COL SEN			7		7	100.00	.02	.00
VOLPAIA RISERVA			7		7	100.00	.02	.00
GIACOMO MORI			7		7	100.00	.02	.00
TENUTA S PIETRO			6	14	-8	-57.14	.02	.05
PALAZZO BANDINO			6	10	-4	-40.00	.02	.03
CAST BS BERARDO			6	9	-3	-33.33	.02	.03
TENUTA CAPRAIA			6	6		100.00	.02	.02
CASTELLANI RESV			6	3	3	100.00	.02	.01
MELINI TERRARSA			6	3	3	100.00	.02	.01
FATTORIA GALIGA			6	2	4	200.00	.02	.01
RCCA GUCCERDA RS			6	6	6	100.00	.02	.00
MARCH BASNI RSV			6	6	6	100.00	.02	.00
FONTRTLI SER LP			5	176	-171	-97.16	.02	.59
FATTORIA BSC RF			5	12	-7	-58.33	.02	.04
LASORDA			5	10	-5	-50.00	.02	.03
TENUTA CAPR RES			5	10	-5	-50.00	.02	.03
TERRE DI BO			5	7	-2	-28.57	.02	.02
GABRIELE			5	7	-2	-28.57	.02	.02
VILLA ANNA			5	6	-1	-16.67	.02	.02
VD CORTI CLSSCO			5	6	-1	-16.67	.02	.02
FRATELLI GRATI			5	4	1	25.00	.02	.01
VILLA CALCIN RS			5	2	3	150.00	.02	.01
DIEVLE CL NV RS			5		5	100.00	.02	.00
ALBOLA			4	8	-4	-50.00	.01	.03
GRATI			4	7	-3	-42.86	.01	.02
TERRABNCA SCSNO			4	6	-2	-33.33	.01	.02
IL TAROCCO CLSS			4	6	-2	-33.33	.01	.02
INCANTO CLASSIC			4	5	-1	-20.00	.01	.02
CANDONI			4	4		100.00	.01	.01
VICTORIA			4	4		100.00	.01	.01
STRADA SASSO RS			4	4		100.00	.01	.01
IL MOLINO GR RS			4	3	1	33.33	.01	.01
POPPIANO COLLI			4	2	2	100.00	.01	.01
GUSALI BRTA CLS			4		4	100.00	.01	.00
QUERCETO VN SNT			4		4	100.00	.01	.00
LAMOLE D LM SZN			4		4	100.00	.01	.00
SAN JACOPO GRIL			3	10	-7	-70.00	.01	.03
PALLADIO			3	9	-6	-66.67	.01	.03
ANTICO COL SNSI			3	6	-3	-50.00	.01	.02
CAST CACCHIANO			3	4	-1	-25.00	.01	.01
LA CASA D BRCNO			3	3		100.00	.01	.01
TOSCOLO CLASSCO			3	1	2	200.00	.01	.00
VADOSSI			3	1	2	200.00	.01	.00
POGGIO BNL CLSS			2	13	-11	-84.62	.01	.04
RICASOLI BRL CL			2	11	-9	-81.82	.01	.04
BROLIO VIN SNTD			2	8	-6	-75.00	.01	.03
ANTICO BG SGME			2	7	-5	-71.43	.01	.02
CSTLO VRZ CL RS			2	7	-5	-71.43	.01	.02
GINI			2	6	-4	-66.67	.01	.02
DONNA LRA BRMSA			2	4	-2	-50.00	.01	.01
BRNRDI RETROMCA			2	4	-2	-50.00	.01	.01
VITICCIO ARIANA			2	3	-1	-33.33	.01	.01
MANUCI DRO CHTI			2	3	-1	-33.33	.01	.01
TOLAINI CLS RES			2	3	-1	-33.33	.01	.01
FONTEROSSO			2	2		100.00	.01	.01
NATALE VRGA CLS			2	1	1	100.00	.01	.00
SAN FELICE POGI			2	1	1	100.00	.01	.00
CSTLO DE RAPALE			2		2	100.00	.01	.00
MONTELLORI			2		2	100.00	.01	.00
CST VCHMGO PETR			2		2	100.00	.01	.00
PALAGETTO CL SN			2		2	100.00	.01	.00
QUERCIAVALLE			2		2	100.00	.01	.00
COLI CLASSICO			1	2591	-2590	-99.96	.00	8.63
MIA CHIARA			1	56	-55	-98.21	.00	.19
VILLA NOZLE CLS			1	17	-16	-94.12	.00	.06
S FELICE RS GRG			1	11	-10	-90.91	.00	.04
VITICCIO CLS RS			1	6	-5	-83.33	.00	.02
LA MAIALINA CLS			1	5	-4	-80.00	.00	.02
CANTINA GABRIEL			1	3	-2	-66.67	.00	.01
NZZLE RS L FRRA			1	2	-1	-50.00	.00	.01
MELINI STRAW BT			1	2	-1	-50.00	.00	.01
TERRE DI BO RSV			1	1		100.00	.00	.00
CASTLLARE CL RS			1	1		100.00	.00	.00
QUERCETO CLSSCO			1	1		100.00	.00	.00
PALATINA RISRVA			1	1		100.00	.00	.00
CSTLLO D AMA RS			1	1		100.00	.00	.00
S FELICE VN SNT			1	1		100.00	.00	.00
CAMPOBELLO			1	1	1	100.00	.00	.00
MAZZEI CL MIX36			1	1	1	100.00	.00	.00
VICCHMGGO L PRM			1	1	1	100.00	.00	.00
CASTLLO BELNERO			1	1	1	100.00	.00	.00
FONTRTOLI CL RS			1	1	1	100.00	.00	.00
FATTORIA LUCGNA			1	1	1	100.00	.00	.00
VOLPAIA CLTSSLA			1	1	1	100.00	.00	.00

# NABCA CASE SALES ANALYSIS

## BY CLASS, TYPE, BRAND

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

ALL STATES-1/1/17 - 03/31/17

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
VILLA OLMI			1		1	100.00	.00	.00
PASQUA			1		1	100.00	.00	.00
SAN FBANO PUTTO			1		1	100.00	.00	.00
SPALLETTI			1		1	100.00	.00	.00
LEONE D'ORO COL			1		1	100.00	.00	.00
ANTRI MARCHESE			1		1	100.00	.00	.00
NZZL FORRA GRAN			1		1	100.00	.00	.00
NATALE VERGA RS			1		1	100.00	.00	.00
QUERCETO PCC RS			1		1	100.00	.00	.00
ACINUM				63	-63	-100.00	.00	.21
CHIANTIGIANE LG				17	-17	-100.00	.00	.06
ALTADONNA				13	-13	-100.00	.00	.04
BADIA NORMALE				11	-11	-100.00	.00	.04
VILLA DONNA				10	-10	-100.00	.00	.03
CACCIATA RSV CL				9	-9	-100.00	.00	.03
RUFFINO SUPRIOR				9	-9	-100.00	.00	.03
MARCO BARBANERA				8	-8	-100.00	.00	.03
VILLA CALCINAIA				8	-8	-100.00	.00	.03
CUPCAKE DOCG				7	-7	-100.00	.00	.02
IL MOLINO RSRVA				7	-7	-100.00	.00	.02
CECCHI NATIO				6	-6	-100.00	.00	.02
VITICCIO CLSSCO				5	-5	-100.00	.00	.02
FIORE CHN NERO				4	-4	-100.00	.00	.01
AGRCLA QRLA CLS				4	-4	-100.00	.00	.01
DIFLORA				3	-3	-100.00	.00	.01
LA SPINETTA RIS				3	-3	-100.00	.00	.01
BARTENURA CLSCO				3	-3	-100.00	.00	.01
TENUTA VIGNOLE				3	-3	-100.00	.00	.01
DELLATORRI RSRV				2	-2	-100.00	.00	.01
NATALE VERGA				2	-2	-100.00	.00	.01
POGGIO VIGNOSO				2	-2	-100.00	.00	.01
CSTLLO D AMA CL				2	-2	-100.00	.00	.01
LE BERTILLE				2	-2	-100.00	.00	.01
VD CORTI CLS RS				2	-2	-100.00	.00	.01
VIGNAMAGGIO RES				2	-2	-100.00	.00	.01
DADS DAY OFF				1	-1	-100.00	.00	.00
MELINI DOCG FLS				1	-1	-100.00	.00	.00
RCCA DEL SANTO				1	-1	-100.00	.00	.00
DANZANTE				1	-1	-100.00	.00	.00
LAMOLE D LM VIG				1	-1	-100.00	.00	.00
COLLEZIONE				1	-1	-100.00	.00	.00
FOSSI				1	-1	-100.00	.00	.00
PGGO SCALTTE CL				1	-1	-100.00	.00	.00
MONSANTO IL PGG				1	-1	-100.00	.00	.00
LUIANO OTTANTNO				1	-1	-100.00	.00	.00
TRRE MINRLE 1ER				1	-1	-100.00	.00	.00
S GIUSPPE CHIAN				1	-1	-100.00	.00	.00
BOLLA CHIANTI4P				1	-1	-100.00	.00	.00
RDC DM FIZZANO				1	-1	-100.00	.00	.00
CONTEA DI LUCA				1	-1	-100.00	.00	.00
S QURCO COL SNS				1	-1	-100.00	.00	.00
<b>TOTAL ITL CHIANTI</b>			<b>29789</b>	<b>30038</b>	<b>-249</b>	<b>-.83</b>		
<b>ITL LAMBRUSCO</b>								
RIUNITE LMBRSCO			26380	27608	-1228	-4.45	97.10	97.77
CELLA LAMBRUSCO			213	244	-31	-12.70	.78	.86
BELL'AGIO ROSSO			113		113	100.00	.42	.00
GIONELLI PUGLIA			110		110	100.00	.40	.00
CAVICCHL 1928			103	200	-97	-48.50	.38	.71
CA DE MEDICI			62	86	-24	-27.91	.23	.30
RIUNITE LM/2SLV			53		53	100.00	.20	.30
CHIARLI GRSPRSA			35	53	-18	-33.96	.13	.19
CLTO CHRLI SRBN			35	21	14	66.67	.13	.07
CAVICCHL VGN CR			17		17	100.00	.06	.00
LE GROTTRE REGG			14	14		100.00	.05	.05
NUMERO ITALIANO			14		14	100.00	.05	.00
CHIARLI VCH MOD			8		8	100.00	.03	.00
BECCO ROSSO			3		3	100.00	.01	.00
MEDERFIL			2	1	1	100.00	.01	.00
GEMMA RUBIA			2		2	100.00	.01	.00
GAIDA			2		2	100.00	.01	.00
SAN GIUSEPPE			1		1	100.00	.00	.00
DONELLI GRSPRSA			1		1	100.00	.00	.00
CIOLLA			1		1	100.00	.00	.00
GIOR&GIAN SW RD				5	-5	-100.00	.00	.02
MOLO MANTOVANO				3	-3	-100.00	.00	.01
VILLA DONNA				2	-2	-100.00	.00	.01
GIONELLI EMILIA				1	-1	-100.00	.00	.00
OPICI				1	-1	-100.00	.00	.00
<b>TOTAL ITL LAMBRUSCO</b>			<b>27169</b>	<b>28239</b>	<b>-1070</b>	<b>-3.79</b>		
<b>ITL PIN GRIGO</b>								
CAVIT PN GRIGIO			33074	30427	2647	8.70	27.82	25.53
ECCO DOMANI B L			9464	8849	615	6.95	7.96	7.42
BELLA SERA			9083	11292	-2209	-19.56	7.64	9.47
MEZZACORONA			9074	8635	439	5.08	7.63	7.24
FOLONARI			6537	4800	1737	36.19	5.50	4.03
CUPCAKE TRENTNO			5451	4382	1069	24.40	4.59	3.68
SNTA MRGHTA VAL			4401	4479	-78	-1.74	3.70	3.76
RUFFINO LUMINA			4158	4378	-220	-5.03	3.50	3.67
BOLLA PN GRIGIO			2783	3393	-610	-17.98	2.34	2.85

# NABCA CASE SALES ANALYSIS

## BY CLASS, TYPE, BRAND

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

ALL STATES-1/1/17 - 03/31/17

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
DA VINCI VENEZI			1868	1623	245	15.10	1.57	1.36
WALNUT CR P GRG			1573	3326	-1753	-52.71	1.32	2.79
KRIS ALTO ADIGE			1445	1431	14	.98	1.22	1.20
PLACIDO DEL VNZ			1408	1544	-136	-8.81	1.18	1.30
VOGA			1170	1206	-36	-2.99	.98	1.01
CHLOE VALDADIGE			1157	521	636	122.07	.97	.44
PRNCPTO PN GRIG			1151	1351	-200	-14.80	.97	1.13
BARONE FINI			988	828	160	19.32	.83	.69
KRIS DLLA VENZI			950	839	111	13.23	.80	.70
PROPHECY			861		861	100.00	.72	.00
GABBIANO			840	662	178	26.89	.71	.56
VILLA SORONO			828	1946	-1118	-57.45	.70	1.63
VILLA BRUNESCA			732		732	100.00	.62	.00
CESARI FIORILE			726		726	100.00	.61	.00
DANZANTE			709	1127	-418	-37.09	.60	.95
S ANGELO PN GRG			668	826	-158	-19.13	.56	.69
90+CLR LOT 42			644	556	88	15.83	.54	.47
PRAVIS DOLOMITI			624	15	609	4060.00	.52	.01
RUFFINO			618	576	42	7.29	.52	.48
BLACK BX VNEZIE			609	618	-9	-1.46	.51	.52
SANTI			595	738	-143	-19.38	.50	.62
CIELO			513	429	84	19.58	.43	.36
RIF VENEZIE			433	498	-65	-13.05	.36	.42
BEACH HOUSE			426	146	280	191.78	.36	.12
ALVERDI			423	109	314	288.07	.36	.09
BOTA BOX VENZIE			411	362	49	13.54	.35	.30
CANTNA ZCCGNINI			397	383	14	3.66	.33	.32
CAPOSALDO			396	367	29	7.90	.33	.31
INDIGENOUS SLCT			337		337	100.00	.28	.00
MASO CANALI			331	309	22	7.12	.28	.26
ALTA LUNA TRENT			330	531	-201	-37.85	.28	.45
FINI VALDADIGE			312	279	33	11.83	.26	.23
BOTTEGA VIN PG			281	441	-160	-36.28	.24	.37
LA BASTARDA			277	216	61	28.24	.23	.18
BENVOLIO FRIULI			269	306	-37	-12.09	.23	.26
POZZI SICILIA			257	245	12	4.90	.22	.21
FOLONARI BIB DV			231	197	34	17.26	.19	.17
ECCO DOMANI W L			227	259	-32	-12.36	.19	.22
TFNBRNNR DL VNZ			223	154	69	44.81	.19	.13
KRIS ARTIST CUV			208	254	-46	-18.11	.17	.21
STELLINA DI NOT			202	30	172	573.33	.17	.03
ANTONUTTI			196		196	100.00	.16	.00
ANGELINI VENETO			185	167	18	10.78	.16	.14
CITRA PINOT GRI			169	203	-34	-16.75	.14	.17
LAGARIA VENEZIE			167	177	-10	-5.65	.14	.15
CANDONI			166	255	-89	-34.90	.14	.21
SAN GIORGIO			165	190	-25	-13.16	.14	.16
VILLA BORGHETTI			159	123	36	29.27	.13	.10
LAGEDER			157	233	-76	-32.62	.13	.20
TIAMO VENETO			157	58	99	170.69	.13	.05
ZENATO			146	150	-4	-2.67	.12	.13
PIGHIN			144	138	6	4.35	.12	.12
WILHELM W PRNDO			141	92	49	53.26	.12	.08
LA TUNELLA P GR			141		141	100.00	.12	.00
CASA LILIANA GD			139	114	25	21.93	.12	.10
LA FIERA VENTO			134	119	15	12.61	.11	.10
VIALONI			132		132	100.00	.11	.00
GRIFONE			132		132	100.00	.11	.00
CONTADINO VIVCL			127	116	11	9.48	.11	.10
LUNA NUDA			127	78	49	62.82	.11	.07
TOMAILO			118	127	-9	-7.09	.10	.11
STELLA UMBRIA			111	133	-22	-16.54	.09	.11
CASALINI			111	119	-8	-6.72	.09	.10
VOLPE ROSSA			109	66	43	65.15	.09	.06
CONTI BERETTA			107	123	-16	-13.01	.09	.10
SARTORI FAMILY			106	108	-2	-1.85	.09	.09
XO G VENETO			103	170	-67	-39.41	.09	.14
BOLLINI PN GRIG			101	115	-14	-12.17	.08	.10
ANTRI SNTA CRIS			101	47	54	114.89	.08	.04
CAMPANILE			98	115	-17	-14.78	.08	.10
TAVERNELLO			96	97	-1	-1.03	.08	.08
E DOMANI DSG LB			93	1	92	9200.00	.08	.00
STIVAL			90	79	11	13.92	.08	.07
SAN ROCCO			89	131	-42	-32.06	.07	.11
VLLA CALAPPIANO			88	113	-25	-22.12	.07	.09
PRIMATERRA			87	98	-11	-11.22	.07	.08
TORRE DI LUNA			87	81	6	7.41	.07	.07
CA MNTNI TRNTNO			86	99	-13	-13.13	.07	.08
D'AQUINO VNEZIE			82	126	-44	-34.92	.07	.11
LE RIME TOSCANA			82	94	-12	-12.77	.07	.08
SCARPETTA D VNZ			82	58	24	41.38	.07	.05
CANDONI ORGANIC			79	95	-16	-16.84	.07	.08
ESPERTO			76	63	13	20.63	.06	.05
ALBOLA			75	103	-28	-27.18	.06	.09
KIRKLND SG FRUL			68	65	3	4.62	.06	.05
REDENTORE			68	9	59	655.56	.06	.01
WICKED BRIGHT			66	160	-94	-58.75	.06	.13
STEMMARI			66	38	28	73.68	.06	.03
SPASSO			63	116	-53	-45.69	.05	.10
CANTINA GABRIEL			58	76	-18	-23.68	.05	.06
ORSINO PN GRG			56	68	-12	-17.65	.05	.06
COLLAVNI COLLIO			55		55	100.00	.05	.00
TOMMASI LE RSSE			54	29	25	86.21	.05	.02

# NABCA CASE SALES ANALYSIS

## BY CLASS, TYPE, BRAND

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

ALL STATES-1/1/17 - 03/31/17

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
PICCINI VENETO			52	68	-16	-23.53	.04	.06
BELMONDO			50	73	-23	-31.51	.04	.06
VILLA JAIME			47	71	-24	-33.80	.04	.06
CA' MNTNI ARSTCT			47	56	-9	-16.07	.04	.05
ATTEMS			47	5	42	840.00	.04	.00
TLAURI TAVO			46	9	37	411.11	.04	.01
CORA VENETO			45	45		.00	.04	.04
SANTI APOSTOLI			43	72	-29	-40.28	.04	.06
BEL VENTO			42	31	11	35.48	.04	.03
GARDA			42	15	27	180.00	.04	.01
ANNALISA			41	32	9	28.13	.03	.03
BELLA ITALIA			41	19	22	115.79	.03	.02
PASQUA PN GRGIO			40	39	1	2.56	.03	.03
TORRESLLA P GRG			39	18	21	116.67	.03	.02
BARTENURA			37	25	11	42.31	.03	.02
ITALO CESCEN			36	106	-70	-66.04	.03	.09
ART OF EARTH			36	46	-10	-21.74	.03	.04
VILLA CORNARO			35	46	-11	-23.91	.03	.04
BUSA DA LELE			35	38	-3	-7.89	.03	.03
PALMADINA			34	69	-35	-50.72	.03	.06
TERRA VIVA PN G			34	9	25	277.78	.03	.01
FONTANA CANDIDA			32	301	-269	-89.37	.03	.25
OKO VENETO			32	19	13	68.42	.03	.02
V. NO RSV PN GRG			31	225	-194	-86.22	.03	.19
ALTANUTA			30	32	-2	-6.25	.03	.03
PICCINI VENEZIE			30	27	3	11.11	.03	.02
TENUTA SNTA ANA			30		30	100.00	.03	.00
PARLA			30		30	100.00	.03	.00
ANSELMI			29	41	-12	-29.27	.02	.03
SAN GIUSEPPE			27	55	-28	-50.91	.02	.05
ORNELLA MOLON			27	17	10	58.82	.02	.01
CLIFFHANGER			26	52	-26	-50.00	.02	.04
DUE TORRI			26	23	3	13.04	.02	.02
SIEMA			25	62	-37	-59.68	.02	.05
CADONINI PN GRG			25		25	100.00	.02	.00
CONTADINO			24	43	-19	-44.19	.02	.04
BRANIZZI			24	37	-13	-35.14	.02	.03
CORTENOVA VENTO			24	20	4	20.00	.02	.02
MORENE BIANCHE			24	3	21	700.00	.02	.00
VILLA CRNRO LTD			22	45	-23	-51.11	.02	.04
MUSARAGNO			21	26	-5	-19.23	.02	.02
GIOVELLO			21	22	-1	-4.55	.02	.02
MONTEFRESCO			21	21		.00	.02	.02
MONTASOLO VENTO			20	66	-46	-69.70	.02	.06
CHRISTMAS WHITE			20	41	-21	-51.22	.02	.03
SARTORI PN GRGO			20	31	-11	-35.48	.02	.03
JERMANN PNT GRG			20	19	1	5.26	.02	.02
MASO POLI			20	12	8	66.67	.02	.01
CRITERION			20	3	17	566.67	.02	.00
FELLUGA LIVIO			19	25	-6	-24.00	.02	.02
KETTMEIR PN GRG			19	4	15	375.00	.02	.00
ZIOBAFFA FILMKR			19	2	17	850.00	.02	.00
KALTERN CALDARO			18	29	-11	-37.93	.02	.02
SANTA MARIA			18	14	4	28.57	.02	.01
PASCO GRION			17	4	13	325.00	.01	.00
STA TRESA CTRTO			17		17	100.00	.01	.00
LAGARIA			16	50	-34	-68.00	.01	.04
SCALIA			16	27	-11	-40.74	.01	.02
ZEMMER ALTO ADG			16	8	8	100.00	.01	.01
ELENA WALCH			16	8	8	100.00	.01	.01
CANALETTO WNMKR			15	14	1	7.14	.01	.01
ARALDICA ANCORA			15	14	1	7.14	.01	.01
VILLAGGIO			15	13	2	15.38	.01	.01
CA' LUNGHETTA			15	10	5	50.00	.01	.01
TIZIANO			15	6	9	150.00	.01	.01
ARPA			15		15	100.00	.01	.00
ITALO CSCN TRAL			14	20	-6	-30.00	.01	.02
BORGIO M VENEZIE			13	15	-2	-13.33	.01	.01
SWEET BITCH VNT			13	9	4	44.44	.01	.01
IL DONATO			13	6	7	116.67	.01	.01
LUCOTTO DEL VNZ			13		13	100.00	.01	.00
ATTEMS CPR RMT0			12	9	3	33.33	.01	.01
SAN MARTINO			12	4	8	200.00	.01	.00
DEL VENTO VNZE			12	4	8	200.00	.01	.00
MARCHESE D PANI			11	85	-74	-87.06	.01	.07
DI LENARDO			11	23	-12	-52.17	.01	.02
CANTNA ZC PG GF			11	19	-8	-42.11	.01	.02
FANTINEL			11	14	-3	-21.43	.01	.01
PERUSINI COLLI			11	10	1	10.00	.01	.01
TENUTA S AN GOC			11		11	100.00	.01	.00
CORTE GIARA			11		11	100.00	.01	.00
MONTELVINI			11		11	100.00	.01	.00
LIVON			10	28	-18	-64.29	.01	.02
ASTORIA			10	27	-17	-62.96	.01	.02
IL CAVALIERE			10	20	-10	-50.00	.01	.02
PINOT PROJECT			10	1	9	900.00	.01	.00
FRIULI ORIENTAL			10		10	100.00	.01	.00
CA' DEL SARTO			10		10	100.00	.01	.00
BARONE MONTALTO			9	35	-26	-74.29	.01	.03
MONATEO			9	22	-13	-59.09	.01	.02
LA VOLPE			9	20	-11	-55.00	.01	.02
CORVO			9	10	-1	-10.00	.01	.01
VENICA			9	4	5	125.00	.01	.00

# NABCA CASE SALES ANALYSIS

## BY CLASS, TYPE, BRAND

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

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
CASTLLNI PN GRG			9	3	6	200.00	.01	.00
ERSTE + NEUE			9		9	100.00	.01	.00
THE COTTAGE			9		9	100.00	.01	.00
CANTINA ANDRIAN			8	15	-7	-46.67	.01	.01
IL ROCCOLO			8	14	-6	-42.86	.01	.01
TAVOLO MTTTO PNG			8	9	-1	-11.11	.01	.01
MOLETTTO			8	7	1	14.29	.01	.01
CIRCA			8	7	1	14.29	.01	.01
TENUTA POLVARO			8	4	4	100.00	.01	.00
TERLATO FRIULI			8		8	100.00	.01	.00
MAISN NCLAS RES			7	59	-52	-88.14	.01	.05
CARLETTTO			7	17	-10	-58.82	.01	.01
URLO DELLE VNZE			7	10	-3	-30.00	.01	.01
TRE FILI ORGNIC			7	8	-1	-12.50	.01	.01
LECHTHALER			7	7		100.00	.01	.01
ROC DM CONFINI			7	7	2	40.00	.01	.00
ST PAULS ALT AD			7	5	2	40.00	.01	.00
CANTINA NALS			7	5	2	40.00	.01	.00
ABBAZIA NOVACEL			7		7	100.00	.01	.00
COLTERENZIO			7		7	100.00	.01	.00
CIAO			6	36	-30	-83.33	.01	.03
STRACCALI			6	6		100.00	.01	.01
CANTINE BORGO			6	4	2	50.00	.01	.00
GIRL & DRAGON			6		6	100.00	.01	.00
SICALIA			6		6	100.00	.01	.00
MANNARA VENEZIA			6		6	100.00	.01	.00
DONNA ALMA			5	1042	-1037	-99.52	.00	.87
CSTL SLLG P GRG			5	16	-11	-68.75	.00	.01
SOHN RELAX			5	12	-7	-58.33	.00	.01
ECLIX SILTERRA			5	9	-4	-44.44	.00	.01
BRUNELLESCO			5	9	-4	-44.44	.00	.01
ALDEGHERI			5	5		100.00	.00	.00
ADRIATICO			5	2	3	150.00	.00	.00
TERLATO FRIULI			5		5	100.00	.00	.00
AVAILABLE			5		5	100.00	.00	.00
CANTI VENETO			5		5	100.00	.00	.00
GLOBERATI PUGLA			4	9	-5	-55.56	.00	.01
LASORDA			4	8	-4	-50.00	.00	.01
SAN CIPRIANO			4	6	-2	-33.33	.00	.01
AFFRESCHI			4	2	2	100.00	.00	.00
TERRE FORTI VNZ			4	1	3	300.00	.00	.00
FANTNL SNT HLNA			4		4	100.00	.00	.00
GREGORIS DL VNZ			3	1252	-1249	-99.76	.00	1.05
ZITA			3	191	-188	-98.43	.00	.16
BISANZIO SICILY			3	6	-3	-50.00	.00	.01
PENSTERO			3	6	-3	-50.00	.00	.01
GHOST			3	5	-2	-40.00	.00	.00
RONCOLATO VENTO			3	5	-2	-40.00	.00	.00
RIONDO MNTE FRT			3	5	-2	-40.00	.00	.00
TERRE SCALIGERE			3	2	1	50.00	.00	.00
SAN VALENTINO			3	2	1	50.00	.00	.00
TERLANO			3	1	2	200.00	.00	.00
VENDI VENEZIE			3		3	100.00	.00	.00
CLARIS			3		3	100.00	.00	.00
SCARBOLO			3		3	100.00	.00	.00
GIOCATO GORISKA			3		3	100.00	.00	.00
VANDORI VENEZIE			2	200	-198	-99.00	.00	.17
SYDNEY ANN VRNA			2	12	-10	-83.33	.00	.01
CNTINA NLS PGG			2	11	-9	-81.82	.00	.01
BORGO MDDLNA VZ			2	9	-7	-77.78	.00	.01
DIFLORA			2	5	-3	-60.00	.00	.00
CA' DONINI			2	4	-2	-50.00	.00	.00
GABRIELLA			2	4	-2	-50.00	.00	.00
DELLA SCALA			2	2		100.00	.00	.00
BIVIO DEL VENEZ			2	1	1	100.00	.00	.00
SANTA SOFIA			2		2	100.00	.00	.00
ATTREZZI PAPA'S			2		2	100.00	.00	.00
SECONDO TEMPO			2		2	100.00	.00	.00
GRADIS CIUTTA			2		2	100.00	.00	.00
I VINI D JACOPO			2		2	100.00	.00	.00
VILA DEGLI OLMI			2		2	100.00	.00	.00
PIZZOLATO			1	362	-361	-99.72	.00	.30
SECOLI			1	156	-155	-99.36	.00	.13
MARINI DEL VNTO			1	27	-26	-96.30	.00	.02
PICCOLO TESORO			1	19	-18	-94.74	.00	.02
GAZERRA SICILY			1	15	-14	-93.33	.00	.01
THE SEEKER VNTO			1	13	-12	-92.31	.00	.01
FELLUGA MARCO			1	4	-3	-75.00	.00	.00
GRAN CONTI			1	3	-2	-66.67	.00	.00
SCARLET			1	3	-2	-66.67	.00	.00
RONCO DEI PINI			1	3	-2	-66.67	.00	.00
FAMIGLIA CSTLNI			1	3	-2	-66.67	.00	.00
SCARBOLO RAMLTO			1	2	-1	-50.00	.00	.00
CONTE BRND PN G			1	2	-1	-50.00	.00	.00
SPIRITO DITALIA			1	1		100.00	.00	.00
RAPIDO			1	1		100.00	.00	.00
SANTA ALESSNDRA			1	1		100.00	.00	.00
PERUSINI RONCHI			1	1		100.00	.00	.00
ST MICHAEL-EPPN			1	1		100.00	.00	.00
UNTEREBNER			1		1	100.00	.00	.00
BOLLINI RESERVE			1		1	100.00	.00	.00
VILLA RUSSIZ			1		1	100.00	.00	.00
LISABELLA			1		1	100.00	.00	.00

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ALL STATES-1/1/17 - 03/31/17

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
BOCELLI			1		1	100.00	.00	.00
SCHIOPETTO COLL			1		1	100.00	.00	.00
BRAIDE GRANDE			1		1	100.00	.00	.00
CONCILIO CNTESA			1		1	100.00	.00	.00
SNTA MRGHTA ALT			1		1	100.00	.00	.00
HOFSTATTER			1		1	100.00	.00	.00
TIAMO VENTO KEG			1		1	100.00	.00	.00
BELLISSIMA GARG				1392	-1392	-100.00	.00	1.17
BRG MAGREDO FRL				97	-97	-100.00	.00	.08
GRI GIO VENETO				56	-56	-100.00	.00	.05
CNTINA D CSTGIO				42	-42	-100.00	.00	.04
SI ITALIA				24	-24	-100.00	.00	.02
ROSCATO DEL VNZ				16	-16	-100.00	.00	.01
TOUR GUIDE NLTA				14	-14	-100.00	.00	.01
MARCATO				13	-13	-100.00	.00	.01
GALLO TV PRO PV				12	-12	-100.00	.00	.01
CASAL THAUERO				12	-12	-100.00	.00	.01
PERLAGE VENETO				11	-11	-100.00	.00	.01
VILLA MARCHESI				9	-9	-100.00	.00	.01
TESTA				5	-5	-100.00	.00	.00
ELENA WALCH CR				5	-5	-100.00	.00	.00
BARRYMORE PN GR				4	-4	-100.00	.00	.00
FORMENTINI				4	-4	-100.00	.00	.00
LADY LOLA				4	-4	-100.00	.00	.00
CORMONS FRIULT				4	-4	-100.00	.00	.00
GIORGIO&GIANNA				3	-3	-100.00	.00	.00
NOBILISSIMA				3	-3	-100.00	.00	.00
DA LUCA				3	-3	-100.00	.00	.00
TRAMIN DOC				3	-3	-100.00	.00	.00
WINEMAKER'S COL				3	-3	-100.00	.00	.00
SANTA FRANCESCA				2	-2	-100.00	.00	.00
TORRE ROSAZZA				2	-2	-100.00	.00	.00
CORTE VIOLA				2	-2	-100.00	.00	.00
VILLA PUCCINI				1	-1	-100.00	.00	.00
LA BELLANOTTE				1	-1	-100.00	.00	.00
LUCA VENETO				1	-1	-100.00	.00	.00
COLLEZIONE				1	-1	-100.00	.00	.00
TRE FRATELLI				1	-1	-100.00	.00	.00
VLPE PASNI GRIV				1	-1	-100.00	.00	.00
<b>TOTAL ITL PIN</b>	<b>GRIGO</b>		<b>118878</b>	<b>119199</b>	<b>-321</b>	<b>-.27</b>		
ITL RSTO/BLSH								
RIUNITE LMB RSE			1262	1570	-308	-19.62	23.11	31.26
PORTA VITA RSTO			878	985	-107	-10.86	16.07	19.61
ROSCATO RSE DLC			875	784	91	11.61	16.02	15.61
CENTINE ROSE			585	10	575	5750.00	10.71	.20
ROSATELLO ROSE			513	591	-78	-13.20	9.39	11.77
CSTLO PGG RSATO			447	368	79	21.47	8.18	7.33
RIUNITE ROSATO			313	321	-8	-2.49	5.73	6.39
SQUADRA ROSATO			84		84	100.00	1.54	.00
MEZZACORONA RSE			75		75	100.00	1.37	.00
RISATA PNK MSCT			49	30	19	63.33	.90	.60
WNMKR COL ROSTO			45	47	-2	-4.26	.82	.94
IL CNT STLLA RS			40	11	29	263.64	.73	.22
LUCCIO PNK MSCT			31	43	-12	-27.91	.57	.86
IPPLITO MABILIA			30		30	100.00	.55	.00
STELLA ROSA PNK			29	5	24	480.00	.53	.10
C GABRIELE ROSE			29		29	100.00	.53	.00
CANTN ZC CERASL			20	27	-7	-25.93	.37	.54
GRIFONE ROSE			19	11	8	72.73	.35	.22
CANTELE NGM RST			17	2	15	750.00	.31	.04
STEMMARI			12		12	100.00	.22	.00
POGIO ANIMA RPH			12		12	100.00	.22	.00
MASCRLLI RSE AB			7		-4	-36.36	.13	.22
SANTI INFN ROSE			7	1	6	600.00	.13	.02
AIA VECCHIA SOL			7		7	100.00	.13	.00
CIELO VENEZIE			7		7	100.00	.13	.00
MRTN ULISSE CER			6		6	100.00	.11	.00
BASTIANCH ROSTO			5	2	3	150.00	.09	.04
FALESCO ROSATO			5	1	4	400.00	.09	.02
VOGA ROS ROSATO			5		5	100.00	.09	.00
TASCA ALM ROSE			4	8	-4	-50.00	.07	.16
BRICCO DEI TATI			4	1	3	300.00	.07	.02
CARPINETO			4		4	100.00	.07	.00
MIA DOLCEA P MS			3	74	-71	-95.95	.05	1.47
LA CAPPUCCINA			3	9	-6	-66.67	.05	.18
E WALCH 20/26			3	5	-2	-40.00	.05	.10
FALESCO VIT RSE			3	1	2	200.00	.05	.02
GAROFOLI KOMARS			3		3	100.00	.05	.00
PIAZZA DEL CSTL			3		3	100.00	.05	.00
FABRIZIO DIONSO			2	4	-2	-50.00	.04	.08
LI VELI PRIMERS			2		2	100.00	.04	.00
ANTRI SC ROSATO			2		2	100.00	.04	.00
FATTORIA SARDI			1		-19	-95.00	.02	.40
BARBI MACCHRLLO			1	7	-6	-85.71	.02	.14
PLANETA ROSE			1	4	-3	-75.00	.02	.08
ANTRI SC CPRSST			1	4	-3	-75.00	.02	.08
CANDONI ELVIANA			1	3	-2	-66.67	.02	.06
MRCHSNI CHIARTO			1	2	-1	-50.00	.02	.04
VLE REALE CRSL			1		1	100.00	.02	.00
BOLZANO LAGREIN			1		1	100.00	.02	.00
TRE BACI ROSATO			1		1	100.00	.02	.00

# NABCA CASE SALES ANALYSIS

## BY CLASS, TYPE, BRAND

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

ALL STATES-1/1/17 - 03/31/17

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
BORGO REALE			1		1	100.00	.02	.00
FANTINI CERASUO			1		1	100.00	.02	.00
STEMMARI KEG			1		1	100.00	.02	.00
BALDUCCI ROSATO				38	-38	-100.00	.00	.76
LADY LOLA				7	-7	-100.00	.00	.14
BERTANI BARTARS				4	-4	-100.00	.00	.08
FATTORIA ILLARO				2	-2	-100.00	.00	.04
PICCINI MEMORO				2	-2	-100.00	.00	.04
MOMMY TO DEL PK				2	-2	-100.00	.00	.04
ITALIO PIETRNU				1	-1	-100.00	.00	.02
CNTI BRITA CHR				1	-1	-100.00	.00	.02
LA FERLA				1	-1	-100.00	.00	.02
FLOR ROSE				1	-1	-100.00	.00	.02
JELLYBN MSC RSE				1	-1	-100.00	.00	.02
ILAURO CHIOLA				1	-1	-100.00	.00	.02
<b>TOTAL ITL RSTO/BLSH</b>			<b>5462</b>	<b>5023</b>	<b>439</b>	<b>8.74</b>		
ITL SOAVE								
BOLLA SOAVE WHT			325	370	-45	-12.16	43.16	29.94
INAMA VIN CLSSC			79	72	7	9.72	10.49	5.83
FATTORI DANIELI			62		62	100.00	8.23	.00
FOLNRI SOAVE WT			53	78	-25	-32.05	7.04	6.31
ALPHA ZETA			35	30	6	20.00	4.78	2.43
ANSELMI SOAVE			26	20	6	30.00	3.45	1.62
TAVERNELLO			25	39	-14	-35.90	3.32	3.16
SUAVIA CLASSIC			25	20	5	25.00	3.32	1.62
LA CAPPUCCINA			21	23	-2	-8.70	2.79	1.86
PRIME BRUME CLS			19		19	100.00	2.52	.00
PIEROPAN CLASSC			16		16	100.00	2.12	.00
PIEROPAN			12	8	4	50.00	1.59	.65
PIEROPAN ROCCA			10	9	1	11.11	1.33	.73
GINI CLASSICO			10		10	100.00	1.33	.00
SANTI MNTFRT CL			8	9	-1	-11.11	1.06	.73
SANTA MARIA LEP			6	3	3	100.00	.80	.24
MONTE TONDO CLS			5	294	-289	-98.30	.66	23.79
PIEROPAN CLVRNO			3	6	-3	-50.00	.40	.49
REMO FARINA CLS			3	4	-1	-25.00	.40	.32
CA/RUGATE CLSSC			3	3		.00	.40	.24
SI ITALIA WHITE			2	23	-21	-91.30	.27	1.86
LA FIERA			1	2	-1	-50.00	.13	.16
ROCCA SVEVA CLS			1	1		.00	.13	.08
BOLLA CL 883 SL			1		1	100.00	.13	.00
TESSARI SOAVE			1		1	100.00	.13	.00
MASI SOAVE CLSS				208	-208	-100.00	.00	16.83
GMBLLRA BASALTI				7	-7	-100.00	.00	.57
VLA CANSTRI BNZ				3	-3	-100.00	.00	.24
LA FORMICA				2	-2	-100.00	.00	.16
TOMMASI VOLPARE				2	-2	-100.00	.00	.16
<b>TOTAL ITL SOAVE</b>			<b>753</b>	<b>1236</b>	<b>-483</b>	<b>-39.08</b>		
ITL VLPLCELLA								
BOLLA VALPLCLA			2539	2851	-312	-10.94	58.72	61.82
SECOLI RIPASSO			368	1	367	*****	8.51	.02
ZENATO RIPASSO			280	44	236	536.36	6.48	.95
GIORMANI			178		178	100.00	4.12	.00
L RAGOSE AMR DL			163	3	160	5333.33	3.77	.07
ALLEGRIINI CLSCO			75	50	25	50.00	1.73	1.08
SECOLI AMRN RSV			72		72	100.00	1.67	.00
FOLNRI VALPLCEL			68	95	-27	-28.42	1.57	2.06
SANTI SOLANE			54	61	-7	-11.48	1.25	1.32
TOMMASI RAFAEL			49	74	-25	-33.78	1.13	1.60
ZENATO CLASSICO			36	34	2	5.88	.83	.74
NICOLIS CLASSIC			24	31	-7	-22.58	.56	.67
CASTELLANI CLSS			23		23	100.00	.53	.00
RIGHETTI AMRNE			21	25	-4	-16.00	.49	.54
BUSSOLA AMARONE			20	15	5	33.33	.46	.33
NICOLS SEC RPSO			19	14	5	35.71	.44	.30
TOMMASI RIPASS			19	4	15	375.00	.44	.09
DAL FORNO SUPER			18		18	100.00	.42	.00
SARTORI VLPCLA			17	7	10	142.86	.39	.15
PASQUA RIPASSO			15	35	-20	-57.14	.35	.76
SNT/ANTONIO GRBI			15	14	1	7.14	.35	.30
ANTONIO AMR CST			13	13		.00	.30	.28
MONTE DF AMARNE			13		13	100.00	.30	.00
LE SALETTE CLSC			12	8	4	50.00	.28	.17
BERTANI ARVEDI			12	4	8	200.00	.28	.09
ALLEGRIINI AMRNE			12	2	10	500.00	.28	.04
ACINUM CLSC			10		10	100.00	.23	.00
SANTA SOFIA VAL			10		10	100.00	.23	.00
CA DL MONTE AMR			9	3	6	200.00	.21	.07
SECOLI AMARONE			8	692	-684	-98.84	.19	15.00
ZENI AMARNE CLS			8	10	-2	-20.00	.19	.22
BEGALI CLSC SUP			7	14	-7	-50.00	.16	.30
ZENI AMARONE			7	5	2	40.00	.16	.11
STA SOFIA RIPSO			7		7	100.00	.16	.00
REMO FRNA AMRNE			6	9	-3	-33.33	.14	.20
ZENI VL RIPASSO			6	6		.00	.14	.13
BUGLIONI BUGRDO			6		6	100.00	.14	.00
CA FERRERI AMRN			5	116	-111	-95.69	.12	2.52
RIGHETTI			5	8	-3	-37.50	.12	.17
BERTANI AMARONE			5	6	-1	-16.67	.12	.13

# NABCA CASE SALES ANALYSIS

## BY CLASS, TYPE, BRAND

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

ALL STATES-1/1/17 - 03/31/17

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
PASQUA AMARONE			5	4	1	25.00	.12	.09
SANTA MARIA RIP			5	3	2	66.67	.12	.07
CA DEL MONTE RP			5	2	3	150.00	.12	.04
ACINUM RIPASSON			5		5	100.00	.12	.00
CAMPOFIORITO AM			5		5	100.00	.12	.00
CESARI AMARONE			4	86	-82	-95.35	.09	1.86
LE PREARE CLSCO			4	8	-4	-50.00	.09	.17
BISCARDO VL RIP			4	7	-3	-42.86	.09	.15
RONCOLATO AMARN			4	2	2	100.00	.09	.04
BUGLIONI VLPCLA			4	1	3	300.00	.09	.02
BUGLIONI SUPERI			4		4	100.00	.09	.00
CESARI BOSN AMR			3	12	-9	-75.00	.07	.26
RONCOLATO S BRB			3	5	-2	-40.00	.07	.11
BUGLIONI RUFFNO			3	5	-2	-40.00	.07	.11
NICOLIS CLS AMR			3	4	-1	-25.00	.07	.09
LENOTTI VLPCLA			3	2	1	50.00	.07	.04
CENTANNI AMARON			2	12	-10	-83.33	.05	.26
CASTELLANI AMRN			2	8	-6	-75.00	.05	.17
BOLLA LE ORIGNI			2	4	-2	-50.00	.05	.09
TOMMASI ARM VAL			2	4	-2	-50.00	.05	.09
ZENATO AMARONE			2	3	-1	-33.33	.05	.07
VILLA ERBICE RP			2		2	100.00	.05	.00
BERTANI SEC RIP			1	27	-26	-96.30	.02	.59
TEDESCHI AMARON			1	13	-12	-92.31	.02	.28
MONTE DF LN MEZ			1	5	-4	-80.00	.02	.11
GIARETTA VOLPRE			1	4	-3	-75.00	.02	.09
BEGALI AMRN BNC			1	2	-1	-50.00	.02	.04
TUTELA			1	2	-1	-50.00	.02	.04
SANTI PROEMIO			1		1	100.00	.02	.00
DAL FORNO ROMAN			1		1	100.00	.02	.00
L RAGOSE RIP CL			1		1	100.00	.02	.00
LE SALETTE AMAR			1		1	100.00	.02	.00
MONTE DF RIPASSO			1		1	100.00	.02	.00
BERTANI RIPASSO			1		1	100.00	.02	.00
SANTA SOFIA AMA			1		1	100.00	.02	.00
REMO FRNA RPSSO			1		1	100.00	.02	.00
LA SORTE AMARNE				43	-43	-100.00	.00	.93
VLA CANSTRI AMR				35	-35	-100.00	.00	.76
CA'RUGATE RIPAS				7	-7	-100.00	.00	.15
TENUTA SNT AMRN				6	-6	-100.00	.00	.13
BERTANI				4	-4	-100.00	.00	.09
CESARI CLASSICO				4	-4	-100.00	.00	.09
BUSSOLO LAITO				3	-3	-100.00	.00	.07
FABIANO AMARONE				3	-3	-100.00	.00	.07
MASI BONACOSTA				3	-3	-100.00	.00	.07
CECILIA BERTA MZ				3	-3	-100.00	.00	.07
ALLEGRIINI VALPL				3	-3	-100.00	.00	.07
LA SORTE RIPSSO				2	-2	-100.00	.00	.04
LE TOBELE RPSSO				2	-2	-100.00	.00	.04
CRTE S' LDA FIUI				2	-2	-100.00	.00	.04
SARTORI REGOLO				2	-2	-100.00	.00	.04
CONTRAMLNI AMRN				2	-2	-100.00	.00	.04
BOLLA RPSO CLSC				1	-1	-100.00	.00	.02
VO AMARONE VLPC				1	-1	-100.00	.00	.02
SAN GIUSEPE AMA				1	-1	-100.00	.00	.02
MONTE DF SUPRIO				1	-1	-100.00	.00	.02
CA DEL MONTE RD				1	-1	-100.00	.00	.02
VENTURINI SEMNT				1	-1	-100.00	.00	.02
MASI VLP CLS SP				1	-1	-100.00	.00	.02
NICOLIS RECIOTO				1	-1	-100.00	.00	.02
ZENATO SUPRIOR				1	-1	-100.00	.00	.02
<b>TOTAL ITL VLPLCELLA</b>			<b>4324</b>	<b>4612</b>	<b>-288</b>	<b>-6.24</b>		
<b>ITALIAN OTHER</b>								
ROSCATO RSO DLC			11337	9986	1351	13.53	7.70	6.76
ELMO PIO MOSCTO			9415	10548	-1133	-10.74	6.39	7.14
CAVIT PINOT NOR			8157	7818	339	4.34	5.54	5.29
CSTLLO PG PAVIA			3944	3734	210	5.62	2.68	2.53
CAVIT COLL MSCT			3411	3005	406	13.51	2.32	2.03
DANESE ROSSO			3344		3344	100.00	2.27	.00
CUPCAKE MSC AST			3189	2731	458	16.77	2.17	1.85
RIUNTE TRBN MSC			3046	3475	-429	-12.35	2.07	2.35
CAVIT RIESLING			2814	2469	345	13.97	1.91	1.67
BARTNRA MSC AST			2545	1822	723	39.68	1.73	1.23
CAVIT MERLOT			2048	1799	249	13.84	1.39	1.22
CANTNA ZAC MONT			1896	1973	-77	-3.90	1.29	1.34
CAVIT CHARDONNY			1806	1472	334	22.69	1.23	1.00
BOLLA MERLOT			1723	1986	-263	-13.24	1.17	1.34
CAVIT CABERNET			1690	1031	659	63.92	1.15	.70
RIUNITE BLK MRL			1657	2158	-501	-23.22	1.13	1.46
PIO SWEET RED			1616	1720	-104	-6.05	1.10	1.16
RIUNITE RASPBRY			1468	1364	104	7.62	1.00	.92
CITRA MONTELPUL			1456	1707	-251	-14.70	.99	1.16
BOLLA PINOT NOR			1438	1668	-230	-13.79	.98	1.13
PRNCP TO PN G/CH			1341	1399	-58	-4.15	.91	.95
ROCCA PRMT SLNT			1304		1304	100.00	.89	.00
PORTA VITA RSSO			1289	1568	-279	-17.79	.88	1.06
BELLA SERA P NR			1288	1690	-402	-23.79	.87	1.14
RIUNITE PCH MSC			1202	1181	21	1.78	.82	.80
NOVA FASE SANGV			1196		1196	100.00	.81	.00
BOLLA CAB SAUV			1072	1195	-123	-10.29	.73	.81
LUNA CHR/PN GRG			1037	931	106	11.39	.70	.63

# NABCA CASE SALES ANALYSIS

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ALL STATES-1/1/17 - 03/31/17

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
TEN ULISSE MONT			974		974	100.00	.66	.00
CASA CAPRLO GOV			947		947	100.00	.64	.00
BOLLA SANGIOVSE			918	1041	-123	-11.82	.62	.70
RUFF ORVIETO CL			897	884	13	1.47	.61	.60
L SPINTA CSANVA			896	981	-85	-8.66	.61	.66
E DOMANI MRL BL			894	926	-32	-3.46	.61	.63
OPICI RED BRBRN			881	946	-65	-6.87	.60	.64
ANTRI SNTA CRIS			827	867	-40	-4.61	.56	.59
FOLNRI PN N VNZ			819	605	214	35.37	.56	.41
CASTLTR AG BENE			816		816	100.00	.55	.00
CAVIT SELECT RD			798	544	254	46.69	.54	.37
MIA DOLCEA MSCT			788	888	-100	-11.26	.54	.60
STLLA ROSA PCH			778	535	243	45.42	.53	.36
CARPNTO DOGJOLO			766	1219	-453	-37.16	.52	.83
ROSATELLO MSCT			744	822	-78	-9.49	.51	.56
STLLA ROSA MSCT			730	458	272	59.39	.50	.31
MEZZACRONA PN N			685	597	88	14.74	.47	.40
RISATA MSCT AST			666	118	548	464.41	.45	.08
COL-SASO SNG/CB			625	660	-35	-5.30	.42	.45
DI MAJO SNGVESE			617	267	350	131.09	.42	.18
MONTE ANTICO RSO			614	468	146	31.20	.42	.32
FNTA CNDA FRSC			609	700	-91	-13.00	.41	.47
VOGA MOSCATO			606	908	-302	-33.26	.41	.61
FOLNRI MNTPLCNO			600	666	-66	-9.91	.41	.45
PRIMA AMORE MSC			596	679	-83	-12.22	.40	.46
RUFFINO MODUS			595	27	568	2103.70	.40	.02
M NEGRI MSC AST			577	459	118	25.71	.39	.31
TEN POGG GOV AL			561		561	100.00	.38	.00
ANTRI VLLA TSCN			556	496	60	12.10	.38	.34
MAJOR TORRE ATS			551		551	100.00	.37	.00
STEMMARI NERO			549	593	-44	-7.42	.37	.40
PRNCPTO CAB/MRL			542	424	118	27.83	.37	.29
IL BSTRDO SNGVS			538	408	130	31.86	.37	.28
CAVIT PN GRG/PN			533	521	12	2.30	.36	.35
CENTINE RED			496	1021	-525	-51.42	.34	.69
DRAGNI MONT ABZ			493	715	-222	-31.05	.33	.48
ALASIA MSCT AST			493	601	-108	-17.97	.33	.41
BOLLA CHARDONNY			493	555	-62	-11.17	.33	.38
MSCRLLI MNTPLCN			487	621	-134	-21.58	.33	.42
GERGENTI ND SNG			474		474	100.00	.32	.00
STLLA ROSA RSSO			471	361	110	30.47	.32	.24
PIO SWEET ROSE			452	625	-173	-27.68	.31	.42
CITRA TREBBIANO			451	593	-142	-23.95	.31	.40
FALESCO VTNO UM			444	414	30	7.25	.30	.28
FALESCO ROSSO			437		437	100.00	.30	.00
VILLATA ROERO			436	1021	-585	-57.30	.30	.69
CAN CRT SANDVLO			424		424	100.00	.29	.00
CECCHI SNGIOVSE			409	610	-201	-32.95	.28	.41
L SPNTA FONTANA			401	265	136	51.32	.27	.18
CARRESE AGL SNN			401		401	100.00	.27	.00
CUSUMANO D'AVLA			394	97	297	306.19	.27	.07
ADSSO CGNA RMGN			392	317	75	23.66	.27	.21
CAST FALGN BENE			386		386	100.00	.26	.00
A MUSE MOSCATO			382		382	100.00	.26	.00
ROSATELLO ROSSO			374	479	-105	-21.92	.25	.32
POZZI NRO D'AVL			366	513	-147	-28.65	.25	.35
AMARANTA MNT AB			352	67	285	425.37	.24	.05
CAVIT CAB SAUV			347	435	-88	-20.23	.24	.29
MASI CAMPOFIORN			331	351	-20	-5.70	.22	.24
RCCA DEL SAS SG			315	380	-65	-17.11	.21	.26
CARPINETO ROSSO			309	23	286	1243.48	.21	.02
ALGRNI PLZO TRR			307	265	42	15.85	.21	.18
BARONE FINI MER			298	358	-60	-16.76	.20	.24
ZONIN PRM A MSC			296	300	-4	-1.33	.20	.20
BERSANO RUCHE			282		282	100.00	.19	.00
RUFFINO AZIANO			279	483	-204	-42.24	.19	.33
DEZZANI 8 BUCCE			278	42	236	561.90	.19	.03
VILLA CORN PRSC			265	345	-80	-23.19	.19	.23
ZONIN PRM A RSL			258	69	189	273.91	.18	.05
L LOLA P GR/MOS			252	67	185	276.12	.17	.05
HEAD TO HEAD RD			249	366	-117	-31.97	.17	.25
LE 7 TORRI FDA			248		248	100.00	.17	.00
GAVIA PRINCPSSA			247	258	-11	-4.26	.17	.17
BELLA SERA MSCT			240	227	13	5.73	.16	.15
INDIGENOUS RSSO			236		236	100.00	.16	.00
STEMMARI PN NR			229	264	-35	-13.26	.16	.18
PICCO D S FALNG			229		229	100.00	.16	.00
SARACCO MOSCATO			228	276	-48	-17.39	.15	.19
QUERCETO TSN RD			228		228	100.00	.15	.00
BORGO MARGLIANO			227		227	100.00	.15	.00
BARTNRA MSC PAV			226	244	-18	-7.38	.15	.17
TISDALE PN PDV			223	205	18	8.78	.15	.14
UMBRO FRE MSCT			218	210	8	3.81	.15	.14
ENTREE RED			207	193	14	7.25	.14	.13
RUFF LDLA NV RS			206		206	100.00	.14	.00
ENTREE WHITE			204	147	57	38.78	.14	.10
LE 7 TORRI FDS			204		204	100.00	.14	.00
STELLA ROSA PLT			202		202	100.00	.14	.00
COLOSIO NRO D'AV			199	189	10	5.29	.14	.13
CHIARLO BRB AST			198	189	9	4.76	.13	.13
BRANCAIA TRE			193	227	-34	-14.98	.13	.15
PIETRFTTA VRNCI			191	239	-48	-20.08	.13	.16
SETTESL 7 SN CH			189	240	-51	-21.25	.13	.16

# NABCA CASE SALES ANALYSIS

## BY CLASS, TYPE, BRAND

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

ALL STATES-1/1/17 - 03/31/17

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
FOLNRI BIB TSCN			188	451	-263	-58.31	.13	.31
MARCH RUIVEI BRB			187	143	44	30.77	.13	.10
RUFFINO IL DCAL			185	230	-45	-19.57	.13	.16
MOVENDO MOSCATO			184	189	-5	-2.65	.12	.13
CANDONI MSC ITL			182	214	-32	-14.95	.12	.14
ARENADA MNC SAR			174		174	100.00	.12	.00
RED FIRE OV ZIN			166	21	145	690.48	.11	.01
DEZZANI GIANO			166		166	100.00	.11	.00
PGGIO OT B MT R			160		160	100.00	.11	.00
FIGIORE DOLCETTO			159		159	100.00	.11	.00
COSTERA CN SRDG			156	192	-36	-18.75	.11	.13
GRIFONE SANGVSE			155	194	-39	-20.10	.11	.13
VIBRTI BAR GEML			154	3	151	5033.33	.10	.00
CARPNTD DGJL WH			152	285	-133	-46.67	.10	.19
CIELO PNOT NOIR			152	179	-27	-15.08	.10	.12
POZZI CAB SAUV			151	141	10	7.09	.10	.10
LA FIERA MNT AB			141	108	33	30.56	.10	.07
CHIARLO GVI MRN			138	2	136	6800.00	.09	.00
V CERRINA MN AB			136	214	-78	-36.45	.09	.14
CESARI SNGV RMG			136	165	-29	-17.58	.09	.11
SEVEN DGHTS MSC			136	158	-22	-13.92	.09	.11
RIDOLFI BRN MNT			136		136	100.00	.09	.00
COLLSLE MTF SAG			135		135	100.00	.09	.00
LUCCIO MSC ASTI			134	185	-51	-27.57	.09	.13
BRICCO RILLA AS			134	118	16	13.56	.09	.08
BERSANO GVI GVI			133		133	100.00	.09	.00
GORGHI T CST PR			133		133	100.00	.09	.00
ILAURI BJ M ABZ			132	95	37	38.95	.09	.06
PIO CSR BRB ALB			128	145	-17	-11.72	.09	.10
TENUTA CEPPATNO			128		128	100.00	.09	.00
PRODTTRI BRB BR			122	95	27	28.42	.08	.06
CORVO TERRAE NR			122		122	100.00	.08	.00
CUPCAKE MOSCATO			121		121	100.00	.08	.00
OPALIA TINTILIA			120		120	100.00	.08	.00
MASI MASIANCO			119	94	25	26.60	.08	.06
CAPARZO SANGVSE			118	100	18	18.00	.08	.07
MANDRSSA NERO			117	378	-261	-69.05	.08	.26
VLLA PLLO BORG			117		117	100.00	.08	.00
FONTRTLI MZ BDL			116	95	21	22.11	.08	.06
C B RSSO D MONT			113	129	-16	-12.40	.08	.09
VIETTI MOS CSNT			113	64	49	76.56	.08	.04
TALAMONTI CERAS			113		113	100.00	.08	.00
SIGNAE BENOZZO			113		113	100.00	.08	.00
LUNA LNA MRL/CB			112	135	-23	-17.04	.08	.09
CSTILLO BRUN MNT			112	124	-12	-9.68	.08	.08
AIA VECCHIA LGN			112	103	9	8.74	.08	.07
CRANO SYRAH			110	17	93	547.06	.07	.01
GHIONE CDL NONN			110		110	100.00	.07	.00
LAYER CAKE ZINF			109	161	-52	-32.30	.07	.11
VOGA RED FUSION			109	118	-9	-7.63	.07	.08
VIETTI BRB T VG			108	128	-20	-15.63	.07	.09
SNTA MRGHTA MRL			107	105	2	1.90	.07	.07
BOLLA AMARONE			107	101	6	5.94	.07	.07
CLEMENTE VII RS			107		107	100.00	.07	.00
MARCH BRLO ALBA			104	165	-61	-36.97	.07	.11
COLOSI RSSO SCL			104	101	3	2.97	.07	.07
TEN CERVIERO BT			104		104	100.00	.07	.00
TEN ARCENO ARC			103	97	6	6.19	.07	.07
CASALONE ROSSO			101	121	-20	-16.53	.07	.08
SELA&MOSC CNNON			101	108	-7	-6.48	.07	.07
TERRE TRINC SDM			100		100	100.00	.07	.00
CESARI M RIPSSO			98	155	-57	-36.77	.07	.10
M ANTCO S LUCIA			98	119	-21	-17.65	.07	.08
LA MAIALINA GER			98	81	17	20.99	.07	.05
LUNADORO VN MNT			98	1	97	9700.00	.07	.00
GRAN PASSNE RSO			96	102	-6	-5.88	.07	.07
VLA CALPPNO P N			95	137	-42	-30.66	.06	.09
FNTFDA BRL SRLN			95	62	33	53.23	.06	.04
VOGHERA MSC AST			94	94		.00	.06	.06
STELLA ROSA BLK			93	31	62	200.00	.06	.02
FALSCO TLLS MRL			93		93	100.00	.06	.00
FIRRIATO JS ZIB			92		92	100.00	.06	.00
CANTELE PRIM SLN			90	66	24	36.36	.06	.04
FRACCHIA V CSRZ			90	58	32	55.17	.06	.04
TERRE VN ESSNZE			90		90	100.00	.06	.00
GALLO FAM TV PN			89	147	-58	-39.46	.06	.10
BATASIOLO MOSCT			88	175	-87	-49.71	.06	.12
VLA CLPPNO ABRZ			86	119	-33	-27.73	.06	.08
CANTELE SLC RES			86	94	-8	-8.51	.06	.06
DOLCEMENTE RED			86	89	-3	-3.37	.06	.06
IL FAGGIO MN AB			86	51	35	68.63	.06	.03
MOMMY TO GAR/PG			84	96	-12	-12.50	.06	.06
MARCH BRLO BRLO			83	79	4	5.06	.06	.05
PLACICO TOSCANA			82	68	14	20.59	.06	.05
CARPNTD VN MONT			81	30	51	170.00	.06	.02
ROC DM MOONLITE			80	133	-53	-39.85	.05	.09
IL PGGIONE RSSO			80	89	-9	-10.11	.05	.06
MARCH BRLO MRAT			80	12	68	566.67	.05	.01
MARCH SLNTO NGR			80	8	72	900.00	.05	.01
STELLA MNT ABRZ			78	47	31	65.96	.05	.03
TUSCAN KTCHN PR			78		78	100.00	.05	.00
MSCRLLI MNT ABZ			77	312	-235	-75.32	.05	.21
ALTSNO BR MN DC			77	1	76	7600.00	.05	.00

# NABCA CASE SALES ANALYSIS

## BY CLASS, TYPE, BRAND

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

ALL STATES-1/1/17 - 03/31/17

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
FIRRIATO SYRAH			77		77	100.00	.05	.00
CANTN ZC MNT GF			76	60	16	26.67	.05	.04
BIBI GRIZ ROSSO			75	147	-72	-48.98	.05	.10
SCAIA CORVINA			75	79	-4	-5.06	.05	.05
VIETTI PRBC NBO			74	75	-1	-1.33	.05	.05
TOMMSI PGG TUFO			74	72	2	2.78	.05	.05
BARTENURA ROSSO			74	28	46	164.29	.05	.02
VINICOLA BT LNT			74		74	100.00	.05	.00
L PRUINA SLC SL			74		74	100.00	.05	.00
C GABRIELE MSCT			73	114	-41	-35.96	.05	.08
FIRRIATO GRILLO			72		72	100.00	.05	.00
CENTORRI MOSCTO			70	67	3	4.48	.05	.05
CAPSTRNO MNT AB			69	266	-197	-74.06	.05	.18
RIUNITE LANCLTA			69	56	13	23.21	.05	.04
HI ROSE VENETO			69	22	47	213.64	.05	.01
PIO CESARE DOLC			66	58	8	13.79	.04	.04
TAVERNELLO MONT			66	54	12	22.22	.04	.04
ITALO PTJ MNTPL			65	76	-11	-14.47	.04	.05
LUIANO SANG ROS			65	25	40	160.00	.04	.02
STA MRG CHR ORT			64	119	-55	-46.22	.04	.08
TERRE VN L LUNA			63		63	100.00	.04	.00
MASI AMRONE CLS			62	51	11	21.57	.04	.03
DAMILANO BR LEC			61	52	9	17.31	.04	.04
SERRE PIEMONTE			61	46	15	32.61	.04	.03
TAVERNELLO ROSS			60	81	-21	-25.93	.04	.05
INDIGENOUS NERO			60	77	-17	-22.08	.04	.05
RUFFINO UO CHRD			60	75	-15	-20.00	.04	.05
MEZZACRONA CB S			59	79	-20	-25.32	.04	.05
ART OF EARTH MT			59	31	28	90.32	.04	.02
MEMO SNGVS MONA			59	21	38	180.95	.04	.01
GRIFONE RED			58	98	-40	-40.82	.04	.07
ANTERRA CHARDNY			58	82	-24	-29.27	.04	.06
TRVGLNI GATTNRA			58	61	-3	-4.92	.04	.04
LUCCIO PCH MSCT			58	23	35	152.17	.04	.02
BERSANO BRBRSCO			58		58	100.00	.04	.00
WNMKR COL MONT			57	69	-12	-17.39	.04	.05
KRIS PN NR D VZ			57	48	9	18.75	.04	.03
TERUZZI VRNCCIA			57	14	43	307.14	.04	.01
ARGIOLAS COS VM			56	57	-1	-1.75	.04	.04
LA CARRAIA SNGV			56	48	8	16.67	.04	.03
LODALI MOSCATO			56	46	10	21.74	.04	.03
SIGNAE GRECHTTO			56	12	44	366.67	.04	.01
EPICURO PUGLIA			55	103	-48	-46.60	.04	.07
TAVERNELLO SANG			55	58	-3	-5.17	.04	.04
CANDONI PN NOIR			54	52	2	3.85	.04	.04
CANTINE ORA AMC			54		54	100.00	.04	.00
VOGA DOLCE RSSO			52	140	-88	-62.86	.04	.09
SMPTRNA TACCO			52	14	38	271.43	.04	.01
TREXNTA CONTISA			52		52	100.00	.04	.00
LE VIGNE D ZAMO			52		52	100.00	.04	.00
FANTINI MNT ABR			51	80	-29	-36.25	.03	.05
ANGELINI PN NR			51	74	-23	-31.08	.03	.05
SPLITI PLZ SNGV			51	65	-14	-21.54	.03	.04
SARTORI PN NOIR			51	50	1	2.00	.03	.03
CANDONI ORG MRL			50	72	-22	-30.56	.03	.05
L VLNTNA MNT AB			50	71	-21	-29.58	.03	.05
SARTORI P NR WD			50	43	7	16.28	.03	.03
BARTENURA MLVSA			50	24	26	108.33	.03	.02
CASAGRA MAREMMA			50		50	100.00	.03	.00
FOLONARI BIB DV			49	68	-19	-27.94	.03	.05
CITRA PN NOIR			49	51	-2	-3.92	.03	.03
CANTNA ZC IKEBN			49	50	-1	-2.00	.03	.03
PRIMATERRA PMTV			49	48	1	2.08	.03	.03
FRSCBDI TINTA CS			49	16	33	206.25	.03	.01
MALVIRA NEB ALB			49		49	100.00	.03	.00
SKINNYGIRL MSCT			48	115	-67	-58.26	.03	.08
BANFI SANG COLL			48	83	-35	-42.17	.03	.06
642 MAREMMA TSC			48	59	-11	-18.64	.03	.04
FRNCO SR B D'AL			48	45	3	6.67	.03	.03
BRNI ELSA CB/SG			48	34	14	41.18	.03	.02
ZENATO ALANERA			48	31	17	54.84	.03	.02
TUDERNUM SAG MN			48		48	100.00	.03	.00
CORVO RED			47	67	-20	-29.85	.03	.05
CASARSA GRG/BLC			47	64	-17	-26.56	.03	.04
BIGI ORVTO AMBL			47	43	4	9.30	.03	.03
MALVSA CASORZO			47	36	11	30.56	.03	.02
TOMAILOLO TOSCNA			47	1	46	4600.00	.03	.00
CIU CIU OPPIDUM			47		47	100.00	.03	.00
TORRE MIGLRI MT			46	81	-35	-43.21	.03	.05
PRIMATERRA P NR			46	68	-22	-32.35	.03	.05
FEUDI ALB MN AB			46	42	4	9.52	.03	.03
CA' MARCNDIA PRMS			46	39	7	17.95	.03	.03
POGGIO SCLT CRBN			46		46	100.00	.03	.00
LI VELI PASSMNT			45	55	-10	-18.18	.03	.04
TALAMONTI MODA			45	33	12	36.36	.03	.02
PLZIANO RSO MNT			45	26	19	73.08	.03	.02
MRCH BRLO TRADZ			45	3	42	1400.00	.03	.00
FRSCBDI RMLE RD			44	502	-458	-91.24	.03	.34
LA CARRAIA OVTO			44	41	3	7.32	.03	.03
BERETTA LEGG PS			44		44	100.00	.03	.00
BOLLA VERON RSO			43	73	-30	-41.10	.03	.05
EPICURO AGLNCO			43	60	-17	-28.33	.03	.04
ARGIANO NON CFD			43	57	-14	-24.56	.03	.04

# NABCA CASE SALES ANALYSIS

## BY CLASS, TYPE, BRAND

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

ALL STATES-1/1/17 - 03/31/17

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
CARDEDU CAN SAR			43		43	100.00	.03	.00
EPICURO NERO AV			42	37	5	13.51	.03	.03
LA VALNTNA SPLT			42	36	6	16.67	.03	.02
ITALO CSCN P NR			42	32	10	31.25	.03	.02
ANZENAS CN D SR			42	7	35	500.00	.03	.00
NICOSIA ETNA			42		42	100.00	.03	.00
ANTONUTTI RIBOL			42		42	100.00	.03	.00
RASHI JOYVIN RD			41	5	36	720.00	.03	.00
BELLA SERA RED			40	49	-9	-18.37	.03	.03
PRUNOTTO FIULOT			40	30	10	33.33	.03	.02
CASALINI D'ABRZ			39	52	-13	-25.00	.03	.04
CORVO MOSCATO			39	30	9	30.00	.03	.02
JERMANN RD ANGL			39	22	17	77.27	.03	.01
FALSCO TLLS CHR			39		39	100.00	.03	.00
BIGI EST EST			38	11	27	245.45	.03	.01
FNTFDA BRB BRIC			37	62	-25	-40.32	.03	.04
CHIARLO NVL MSC			37	57	-20	-35.09	.03	.04
F ARANCIO CHARD			37	49	-12	-24.49	.03	.03
C GABRIELE MONT			37	31	6	19.35	.03	.02
CECCHI BNZ SNGV			36	56	-20	-35.71	.02	.04
VINO SWEET RED			36	51	-15	-29.41	.02	.03
CAPARZO BRN MNT			36	41	-5	-12.20	.02	.03
ROVECCIANO B MT			36		36	100.00	.02	.00
BERTANI DUE UVE			35	82	-47	-57.32	.02	.06
GIOVELLO PROSCO			35	36	-1	-2.78	.02	.02
PIED DE PERDRIX			35	28	7	25.00	.02	.02
CAPZZNA MONNA			35		35	100.00	.02	.00
TRE FRITLLI MONT			35		35	100.00	.02	.00
GOOSEBUMP ROSSO			34	49	-15	-30.61	.02	.03
BENVOLIO ROSSO			34	36	-2	-5.56	.02	.02
DRIN SWIFT 1-3			34	32	2	6.25	.02	.02
PIO CESARE BRLO			34	25	9	36.00	.02	.02
MAS LI VELI SUS			34	5	29	580.00	.02	.00
MSCRLLI TRB ABZ			33	50	-17	-34.00	.02	.03
CSTLO MNC PLUNA			33	37	-4	-10.81	.02	.03
A MANO PRIMITVO			33		33	100.00	.02	.00
STA CROCE LXXIV			33		33	100.00	.02	.00
FARNESE MNT ABZ			32	85	-53	-62.35	.02	.06
PICCINI MEMORO			32	41	-9	-21.95	.02	.03
TORMRSC NEPRICA			32	10	22	220.00	.02	.01
TERRA VIVA SANG			32		32	100.00	.02	.00
UMANI CUMARO RS			32		32	100.00	.02	.00
IF YOU SEE KAY			31	39	-8	-20.51	.02	.03
ANTRI TGNANELLO			31	27	4	14.81	.02	.02
PALAGIO MESSAGE			31	25	6	24.00	.02	.02
DEL CERRO ROSSO			31	15	16	106.67	.02	.01
LA MOZZA I PERZ			31	7	24	342.86	.02	.00
PRODTTRI BRB NB			30	38	-8	-21.05	.02	.03
LAMURA NAT ROSO			30	36	-6	-16.67	.02	.02
URLARI PERVALE			30	34	-4	-11.76	.02	.02
TRVGLINI NEBBLO			30	5	25	500.00	.02	.00
CECCHI BNZ RSSO			30		30	100.00	.02	.00
RIVERA RUPICOLO			29	473	-444	-93.87	.02	.32
LAGEDER CHARDNY			29	41	-12	-29.27	.02	.03
F ARANCIO GRILLO			29	29		.00	.02	.02
BRICCO TATI BRB			29	28	1	3.57	.02	.02
FEUDI FALANGHNA			29	12	17	141.67	.02	.01
GOOSEBUMP VELVT			28	46	-18	-39.13	.02	.03
POGGIO AL CASON			28	29	-1	-3.45	.02	.02
E DOMANI MRL WL			28	28		.00	.02	.02
MARCH SLNTO GLD			28	9	19	211.11	.02	.01
CANTNA ZC RSLNG			28		28	100.00	.02	.00
SCAGLOLA MT BAR			27	34	-7	-20.59	.02	.02
DOLCEMENTE WHITE			27	31	-4	-12.90	.02	.02
PORTA PALO CBSV			27	29	-2	-6.90	.02	.02
DA VINCI SNGVSE			27	28	-1	-3.57	.02	.02
MONTE D'EGL SNG			27	28	-1	-3.57	.02	.02
VIETTI BRB ASTI			27	14	13	92.86	.02	.01
CPPO L RCCA GVI			27	12	15	125.00	.02	.01
ZIOBAFFA FLM RD			27	9	18	200.00	.02	.01
ANSELMI S VNCZO			27	4	23	575.00	.02	.00
CLLVNI REFOSCO			27		27	100.00	.02	.00
CHRISTMAS ASTI			26	41	-15	-36.59	.02	.03
PETROLO TORRION			26	32	-6	-18.75	.02	.02
ANTNRI SC CAMPG			26	31	-5	-16.13	.02	.02
KRIS PN NR PVA			26	31	-5	-16.13	.02	.02
VILLA SONIA			26	29	-3	-10.34	.02	.02
ACQUESE MSC AST			26	29	-3	-10.34	.02	.02
DAMILANO NEB AB			26	29	-3	-10.34	.02	.02
INDIGENOUS NEBB			26	23	3	13.04	.02	.02
PLANETA SEGRETA			26	21	5	23.81	.02	.01
CONTI BRT PN NR			26	16	10	62.50	.02	.01
LA BRSCA VN NBL			26	10	16	160.00	.02	.01
LA FERLA NRO AV			26	3	23	766.67	.02	.00
BELLA BELL M-FR			25	20	5	25.00	.02	.01
SIMONETTI MONT			25	19	6	31.58	.02	.01
CASANVA RSO MNT			25	17	8	47.06	.02	.01
NZZLE CHR L BRN			25	15	10	66.67	.02	.01
SASSOREGLE SNGV			25	10	15	150.00	.02	.01
GIA LANGHE ROSSO			25	4	21	525.00	.02	.00
PGIO TUFO CB SV			25	1	24	2400.00	.02	.00
TENUTA ANTICO			25	1	24	2400.00	.02	.00
SAN LRNZO MNTPL			25		25	100.00	.02	.00

# NABCA CASE SALES ANALYSIS

## BY CLASS, TYPE, BRAND

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

ALL STATES-1/1/17 - 03/31/17

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
ALSNDR RVTO RSO			25		25	100.00	.02	.00
INDIGENOUS VRCH			25		25	100.00	.02	.00
INDIGENOUS GRIL			25		25	100.00	.02	.00
DEL CERRO VN NB			24	55	-31	-56.36	.02	.04
MONTASOLO MERLT			24	50	-26	-52.00	.02	.03
BARBI BRNLO MNT			24	32	-8	-25.00	.02	.02
DUE TORRI P NR			24	23	1	4.35	.02	.02
ZENATO LUGANA			24	19	5	26.32	.02	.01
CSTLO MNC LIANT			24	11	13	118.18	.02	.01
ZONIN TJ PRSCCO			23	45	-22	-48.89	.02	.03
TRRDORA AGLIANC			23	37	-14	-37.84	.02	.03
CIACCI PICCOLOM			23	29	-6	-20.69	.02	.02
OPICI BNC MRCHE			23	27	-4	-14.81	.02	.02
TERRBNCA CMPCCO			23	24	-1	-4.17	.02	.02
VIETTI BRL CSTG			23	23		.00	.02	.02
MIRAFIORE BARLO			23	22	1	4.55	.02	.01
SIEMA CAB SAV			23	22	1	4.55	.02	.01
CASARSA CHRDNNY			23	20	3	15.00	.02	.01
SIEMA CHARDONNY			23	16	7	43.75	.02	.01
CORA MNT D'ABRZ			23	13	10	76.92	.02	.01
BORGO MAR BRCHT			23		23	100.00	.02	.00
TERRE NERE ETNA			23		23	100.00	.02	.00
MOCALI BRN MONT			23		23	100.00	.02	.00
BARTNRA MSC PIE			22	28	-6	-21.43	.01	.02
CAVALIERE SGVNS			22	26	-4	-15.38	.01	.02
FOLONARI PNT NR			22	20	2	10.00	.01	.01
FATLNE PRMTV RS			22	16	6	37.50	.01	.01
DEI VINO NOBILE			22	12	10	83.33	.01	.01
RASHI JOYVIN WH			22	6	16	266.67	.01	.00
CIU CIU GOTICO			22		22	100.00	.01	.00
LA PERLINA MSC			22		22	100.00	.01	.00
MONTLVINI CB/ML			22		22	100.00	.01	.00
SPASSO ROSSO			21	31	-10	-32.26	.01	.02
PRNCPTO PN PAVA			21	27	-6	-22.22	.01	.02
COTE BRGZNO AMR			21	25	-4	-16.00	.01	.02
VALLE REALE V N			21	24	-3	-12.50	.01	.02
TRENTARTE ROSSO			21	23	-2	-8.70	.01	.02
BRNCAIA TRE RSO			21	21		.00	.01	.01
CNTNA REDI ROSSO			21	21		.00	.01	.01
CECCHI LA MORA			21	19	2	10.53	.01	.01
C GABRIELE P NR			21	11	10	90.91	.01	.01
CAPUCINA MADEGO			21	10	11	110.00	.01	.01
MARCH BAR ZAGRA			21	1	20	2000.00	.01	.00
ODDERO BAROLO			21		21	100.00	.01	.00
CPPLLNI VRRZZNO			21		21	100.00	.01	.00
CHIARLO ORM AST			21		21	100.00	.01	.00
TUA RITA PERLTO			20	78	-58	-74.36	.01	.05
CANTINE VL BARB			20	56	-36	-64.29	.01	.04
LOCATIONS I			20	39	-19	-48.72	.01	.03
MARCH BRLO MONF			20	32	-12	-37.50	.01	.02
V CERRINA CH/PG			20	22	-2	-9.09	.01	.01
BOSCO R MNT ABZ			20	18	2	11.11	.01	.01
ROSA D'OLMO BAR			20	14	6	42.86	.01	.01
CEUSO NRO SCURT			20	10	10	100.00	.01	.01
FALSCO TLLS CAB			20	10	10	100.00	.01	.01
ALCESTI GRILLO			20	8	12	150.00	.01	.01
CAPSTRNO VERDCH			20	6	14	233.33	.01	.00
CARPNTO CAB FRN			20	4	16	400.00	.01	.00
QUERCETO SNGVSE			20	2	18	900.00	.01	.00
TRAMIN SAV BLNC			20	1	19	1900.00	.01	.00
LA MAIALINA GIL			20		20	100.00	.01	.00
POGGIO OT B MNT			20		20	100.00	.01	.00
CSTLLO PGGO MSC			19	163	-144	-88.34	.01	.11
VIETTI ROR ARNS			19	33	-14	-42.42	.01	.02
C D'ORCA BRN MN			19	31	-12	-38.71	.01	.02
CITRA CHARDONY			19	20	-1	-5.00	.01	.01
TEN S PIETRO VP			19	20	-1	-5.00	.01	.01
IL MONTE BRN MT			19	15	4	26.67	.01	.01
SIMONETTI PN GR			19	4	15	375.00	.01	.00
PIAZZA DEL CSTL			19		19	100.00	.01	.00
VLLA FSNI SG/CB			18	125	-107	-85.60	.01	.08
PIETRA MJLA MNT			18	33	-15	-45.45	.01	.02
IL AURI PINCIAIE			18	25	-7	-28.00	.01	.02
PORTA PALO MRLT			18	24	-6	-25.00	.01	.02
SELA&MSC VRMNT			18	24	-6	-25.00	.01	.02
ANTICO CLE MNTP			18	18		.00	.01	.01
SARTORI AMARONE			18	15	3	20.00	.01	.01
BEVIAMO MSC AST			18	14	4	28.57	.01	.01
URLO RED TOSCNA			18	12	6	50.00	.01	.01
COMELLI SFFMBRG			18	8	10	125.00	.01	.01
ALGRNI LA GROLA			18	5	13	260.00	.01	.00
POGGTNDQ RSO TS			18		18	100.00	.01	.00
CIAO VINO ROSSO			17	70	-53	-75.71	.01	.05
SCALIA RED BLND			17	21	-4	-19.05	.01	.01
FARMERS WINE RD			17	20	-3	-15.00	.01	.01
TAVOLO MTTO RSO			17	15	2	13.33	.01	.01
LIBRNDI SN FLCE			17	15	2	13.33	.01	.01
ALCESTI NR DAVL			17	13	4	30.77	.01	.01
PGGO D'ALBE MNT			17	11	6	54.55	.01	.01
TENUTA SG GUIDA			17	10	7	70.00	.01	.01
DI MAJO CAB TRR			17	6	11	183.33	.01	.00
COLLAVINI BN RB			17		17	100.00	.01	.00
VOLPAIA P CAB S			17		17	100.00	.01	.00

# NABCA CASE SALES ANALYSIS

## BY CLASS, TYPE, BRAND

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

ALL STATES-1/1/17 - 03/31/17

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
COLLAVINI FR CL			17		17	100.00	.01	.00
CACCIATA TOSCNA			17		17	100.00	.01	.00
LYNCH MNFRTO RS			16	30	-14	-46.67	.01	.02
GRAN PASSNE GVI			16	29	-13	-44.83	.01	.02
CARLETTO RC DOL			16	26	-10	-38.46	.01	.02
ALTSINO RSO ALT			16	26	-10	-38.46	.01	.02
TRRDORA FALANGH			16	26	-10	-38.46	.01	.02
PRINCPNO BAR SL			16	22	-6	-27.27	.01	.01
WNMKR COL RSLNG			16	22	-6	-27.27	.01	.01
ANTINORI PEPPLI			16	21	-5	-23.81	.01	.01
ELVIO TNTRD ROS			16	20	-4	-20.00	.01	.01
GUADO TSSO BOLG			16	19	-3	-15.79	.01	.01
TASCA ALM LAMUR			16	17	-1	-5.88	.01	.01
CORVO PINOT NR			16	14	2	14.29	.01	.01
CASTLLO BELNERO			16	13	3	23.08	.01	.01
L SPINETTA NERO			16	13	3	23.08	.01	.01
DE CANAL MNT AZ			16	12	4	33.33	.01	.01
PLZIANO VNO NBL			16	12	4	33.33	.01	.01
CRTO BRLO ZNCH			16	11	5	45.45	.01	.01
MORGNT N D'AVL			16	11	5	45.45	.01	.01
BERETTA CONGLNO			16	10	6	60.00	.01	.01
VICTR KOS CHARD			16	9	7	77.78	.01	.01
CMGLNO BRN MNT			16	7	9	128.57	.01	.00
LE PITRE PRMTVO			16	6	10	166.67	.01	.00
FNTFDA DOL BRIC			16	4	12	300.00	.01	.00
ASIO OTUS			16	2	14	700.00	.01	.00
STEMA PNT NOIR			16		16	100.00	.01	.00
CENTONZE FRP RS			16		16	100.00	.01	.00
CAN SOC CS MLVS			16		16	100.00	.01	.00
ARPA BRN D MONT			16		16	100.00	.01	.00
BAROLO CST D RS			16		16	100.00	.01	.00
OCAROSSA ROSSO			15	54	-39	-72.22	.01	.04
BELMONDO PNT NR			15	37	-22	-59.46	.01	.03
BRANIZZI PN NRO			15	28	-13	-46.43	.01	.02
VALOROSO ROSSO			15	28	-13	-46.43	.01	.02
DOMODIMONTI ROS			15	22	-7	-31.82	.01	.01
TENUTA ST PONTI			15	21	-6	-28.57	.01	.01
VOLPAIA CITTO			15	20	-5	-25.00	.01	.01
BOLLA TORR'ALTA			15	20	-5	-25.00	.01	.01
FRNCO SR BRBRSC			15	19	-4	-21.05	.01	.01
ZENATO CRESASSO			15	18	-3	-16.67	.01	.01
PIAZZO CHARDONY			15	18	-3	-16.67	.01	.01
PAITIN BR SERRA			15	16	-1	-6.25	.01	.01
G CARNVALE BARB			15	15		.00	.01	.01
MONTE D'EGL PNR			15	14	1	7.14	.01	.01
VIBRTI LNCH NEB			15	13	2	15.38	.01	.01
MOMMY TO MOSCTO			15	13	2	15.38	.01	.01
DUNN MSCT D'AST			15	10	5	50.00	.01	.01
TRRE ROVRI BARB			15	9	6	66.67	.01	.01
BERTANI SEC ORG			15	9	6	66.67	.01	.01
TOLAINI AL PASO			15	9	6	66.67	.01	.01
IL ROCCOLO MONT			15	7	8	114.29	.01	.00
LE VOLTE			15	5	10	200.00	.01	.00
LA SPINETTA MSC			15	4	11	275.00	.01	.00
ALEX ELMAN B721			15		15	100.00	.01	.00
ENRICO FOSSI			15		15	100.00	.01	.00
TIAMO BAR KEG			15		15	100.00	.01	.00
SASSICAIA			14	30	-16	-53.33	.01	.02
CITRA SANGIOVES			14	24	-10	-41.67	.01	.02
CASARSA CAB SAV			14	23	-9	-39.13	.01	.02
TRE SAN LEONRDO			14	19	-5	-26.32	.01	.01
GINI SANGIOVESE			14	19	-5	-26.32	.01	.01
EPICURO SL SLTN			14	18	-4	-22.22	.01	.01
CMGLNO ROS MNT			14	14		.00	.01	.01
OPICI TSCNO STW			14	12	2	16.67	.01	.01
VOGHERA LNG ARN			14	10	4	40.00	.01	.01
AVGNSI VN NOBLE			14	10	4	40.00	.01	.01
INCANTO NOBILE			14	10	4	40.00	.01	.01
DNNAFUGATA ANTH			14	9	5	55.56	.01	.01
CARPNTO RSO MNT			14	3	11	366.67	.01	.00
MARTIN ULS TREB			14	3	11	366.67	.01	.00
ARGIANO BRUNELO			14	3	11	366.67	.01	.00
KIUVA ARN-MNJ S			14	2	12	600.00	.01	.00
CASTLVCC CRS CF			14	2	12	600.00	.01	.00
PERFECTUS ROSSO			14		14	100.00	.01	.00
SORDO BAROLO RC			14		14	100.00	.01	.00
CECCHI BNZ WHT			14		14	100.00	.01	.00
MI AMORE CAGNIN			13	170	-157	-92.35	.01	.12
CUSUMNO ISNL WH			13	18	-5	-27.78	.01	.01
MOCALI FOSSI R			13	16	-3	-18.75	.01	.01
OMO ZE BEL MRLT			13	15	-2	-13.33	.01	.01
SANDRONE DOLCTO			13	14	-1	-7.14	.01	.01
TRRDORA GR TUFO			13	13		.00	.01	.01
PCCHNO DGLNI LG			13	13		.00	.01	.01
BOROLI ANNA RSO			13	13		.00	.01	.01
LA FERLA INZOLA			13	12	1	8.33	.01	.01
ANTRI PN DL VIG			13	11	2	18.18	.01	.01
PONTE DMA V VRD			13	10	3	30.00	.01	.01
SALVANO BRB ALB			13	9	4	44.44	.01	.01
IL BORRO PN NV			13	9	4	44.44	.01	.01
FNTFDA BRL SERR			13	9	4	44.44	.01	.01
TENUTA ORNL SRR			13	7	6	85.71	.01	.00
MARCH BR GVI GV			13	6	7	116.67	.01	.00

# NABCA CASE SALES ANALYSIS

## BY CLASS, TYPE, BRAND

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

ALL STATES-1/1/17 - 03/31/17

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
LUCENTE LA VITE			13	6	7	116.67	.01	.00
CESARI BOSCAREL			13	5	8	160.00	.01	.00
RISATA IL ROSSO			13	4	9	225.00	.01	.00
CODRO MONTZMOLO			13	1	12	1200.00	.01	.00
V REMOTTI BRBRA			13		13	100.00	.01	.00
MARCO FLLG MLMT			13		13	100.00	.01	.00
STELLA ROSA BIA			13		13	100.00	.01	.00
LUCA MONTPLCINO			12	31	-19	-61.29	.01	.02
CHRISTMAS RED			12	28	-16	-57.14	.01	.02
MARNCO MOS ASTI			12	19	-7	-36.84	.01	.01
VECCHIA CANTINA			12	16	-4	-25.00	.01	.01
SANTI BRACCALE			12	15	-3	-20.00	.01	.01
VOGHERA BARBRSC			12	13	-1	-7.69	.01	.01
D'AQUINO SANGVS			12	12		.00	.01	.01
GIACOMO GRM BRL			12	11	1	9.09	.01	.01
MONTI GDI ABRUZ			12	11	1	9.09	.01	.01
MONTICELLO DOLE			12	11	1	9.09	.01	.01
A&G FAN BRB ALB			12	10	2	20.00	.01	.01
TORMRSCA PRMTVO			12	10	2	20.00	.01	.01
MSSRIA PRNE NRO			12	9	3	33.33	.01	.01
MARCH BRLO CNBI			12	8	4	50.00	.01	.01
SENSI TESTARDO			12	8	4	50.00	.01	.01
CECCHI VNO NOBL			12	8	4	50.00	.01	.01
DAMILANO BRB AS			12	7	5	71.43	.01	.00
T NERE ROS DMNT			12	7	5	71.43	.01	.00
VLLA RSA BAROLO			12	5	7	140.00	.01	.00
ALCESTI SYRAH			12	4	8	200.00	.01	.00
E WALCH LAGREIN			12	4	8	200.00	.01	.00
PER LINDA TREB			12		12	100.00	.01	.00
CP BARBERA			12		12	100.00	.01	.00
POG STELLA VINO			12		12	100.00	.01	.00
DI MAJO N AGLNC			12		12	100.00	.01	.00
PB POGGIASSAI			12		12	100.00	.01	.00
ART OF EAST ABZ			11	30	-19	-63.33	.01	.02
FRSCBLDI GCONDO			11	30	-19	-63.33	.01	.02
ANTRI ORV CLSCO			11	26	-15	-57.69	.01	.02
C GABRIELE CAB			11	24	-13	-54.17	.01	.02
INAMA CARM PIU			11	24	-13	-54.17	.01	.02
CORTENOVA PRMT			11	19	-8	-42.11	.01	.01
TASCA ALM GRLO			11	19	-8	-42.11	.01	.01
BERTANI VERONA			11	16	-5	-31.25	.01	.01
CHIARLO ARNEIS			11	15	-4	-26.67	.01	.01
COLSANTO SGRNTN			11	14	-3	-21.43	.01	.01
SANTADI VRM SOL			11	12	-1	-8.33	.01	.01
CSTLO MNC MARU			11	12	-1	-8.33	.01	.01
PIO CSR CRTS GV			11	12	-1	-8.33	.01	.01
TROPICAL MNG MS			11	11		.00	.01	.01
VLA SOPTA TRRLG			11	10	1	10.00	.01	.01
REGALEALI RED			11	9	2	22.22	.01	.01
ARGIANO ROSSO			11	9	2	22.22	.01	.01
CADEL PUCNO MSC			11	7	4	57.14	.01	.00
AMERIGO MONTPLC			11	7	4	57.14	.01	.00
PLANETA SGRT BL			11	7	4	57.14	.01	.00
MASI BRLO CMPFN			11	7	4	57.14	.01	.00
PODERINA BRN MN			11	4	7	175.00	.01	.00
NIRO MONT ABRUZ			11	4	7	175.00	.01	.00
ANTRI BRMTO CHD			11	2	9	450.00	.01	.00
O'NEIL MOSCATO			11	1	10	1000.00	.01	.00
TORSELLINO PGGO			11		11	100.00	.01	.00
CUSUMANO ALTA M			11		11	100.00	.01	.00
REVLLO&FIG BARO			11		11	100.00	.01	.00
ABBZA NVCLA GV			11		11	100.00	.01	.00
CSTRM VNM PECOR			11		11	100.00	.01	.00
LE 7 TORRI ADS			10	142	-132	-92.96	.01	.10
ITALO CSCN APST			10	34	-24	-70.59	.01	.02
GABRIELE MNT AB			10	23	-13	-56.52	.01	.02
CUSUMANO BENUAR			10	20	-10	-50.00	.01	.01
CHIARLO GVI GVI			10	20	-10	-50.00	.01	.01
L'ARDI DLC D'AQ			10	20	-10	-50.00	.01	.01
QUITRO MANI MNT			10	18	-8	-44.44	.01	.01
MASI MODLLO ROS			10	18	-8	-44.44	.01	.01
QUOTA 31 PRMIT			10	17	-7	-41.18	.01	.01
PALGTTTO VRN GIM			10	16	-6	-37.50	.01	.01
FOLONARI MOSCAT			10	16	-6	-37.50	.01	.01
BISCEGLIA AGLNC			10	15	-5	-33.33	.01	.01
DEMARIE BARBERA			10	14	-4	-28.57	.01	.01
CNTNA REDI ORBA			10	14	-4	-28.57	.01	.01
CASATA MONTPLCN			10	14	-4	-28.57	.01	.01
ARLDCA GAVI LUC			10	13	-3	-23.08	.01	.01
VILLA JAIME MNT			10	12	-2	-16.67	.01	.01
GRIFONE SNGV RS			10	12	-2	-16.67	.01	.01
MNTCLLO NEBB AL			10	12	-2	-16.67	.01	.01
MACULAN PIN&TOI			10	12	-2	-16.67	.01	.01
PERRONE TASMRCN			10	10		.00	.01	.01
FALESCO WHITE			10	9	1	11.11	.01	.01
MEZZACRONA CHRD			10	7	3	42.86	.01	.00
TRRDORA FLNGHIN			10	7	3	42.86	.01	.00
TINTERO LANGHE			10	6	4	66.67	.01	.00
SULE NEGROAMARO			10	6	4	66.67	.01	.00
MIRAFIORE BRB S			10	6	4	66.67	.01	.00
ANTICA SGLO PRM			10	5	5	100.00	.01	.00
PLANETA CERASLO			10	4	6	150.00	.01	.00
BOLLA 2B PG/C C			10	4	6	150.00	.01	.00

# NABCA CASE SALES ANALYSIS

## BY CLASS, TYPE, BRAND

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

ALL STATES-1/1/17 - 03/31/17

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
OPICI TWT NK GF			10	3	7	233.33	.01	.00
FRANCO SR LNGHE			10	3	7	233.33	.01	.00
LE COSTE RSO MN			10	2	8	400.00	.01	.00
MARTIN ULISSE			10	2	8	400.00	.01	.00
FEUDO SANTA TRE			10		10	100.00	.01	.00
CASALEO MONTPLC			10		10	100.00	.01	.00
LA FIERA MSCATO			10		10	100.00	.01	.00
DAMLANO BRL RSV			10		10	100.00	.01	.00
PCCNI POGGO ALT			10		10	100.00	.01	.00
TORREBRUNA SANG			10		10	100.00	.01	.00
PGO SLVI BR DCG			10		10	100.00	.01	.00
BRIGANTINO RSSO			9	1449	-1440	-99.38	.01	.98
VAJRA LNGHE RSO			9	26	-17	-65.38	.01	.02
FRATELLI NERO			9	25	-16	-64.00	.01	.02
CSTLO MLTO RSSO			9	22	-13	-59.09	.01	.01
DLA SCLA M ABZ			9	22	-13	-59.09	.01	.01
BIG ANG CHRDNRY			9	21	-12	-57.14	.01	.01
ARCHEO RUGERO			9	19	-10	-52.63	.01	.01
CASTLLO CUM LDE			9	16	-7	-43.75	.01	.01
RCCA D'OLMO BAR			9	15	-6	-40.00	.01	.01
STATTI GA LIPPO			9	15	-6	-40.00	.01	.01
FOLNRI CHARD			9	13	-4	-30.77	.01	.01
CNTNA ARTNO TRR			9	12	-3	-25.00	.01	.01
CIACCI PIC D'AR			9	12	-3	-25.00	.01	.01
D&N PRMTV SLNTO			9	12	-3	-25.00	.01	.01
TRRDORA AGLNICO			9	12	-3	-25.00	.01	.01
BACIAMO ALBANA			9	11	-2	-18.18	.01	.01
MNSNTO CLSS RIS			9	11	-2	-18.18	.01	.01
COLPETRONE SGT			9	11	-2	-18.18	.01	.01
LA CAPLANA GAVI			9	10	-1	-10.00	.01	.01
RATTI BRBRA AST			9	10	-1	-10.00	.01	.01
RUFFNO LDLA NVA			9			.00	.01	.01
BOLLA 4B GFT WD			9			.00	.01	.01
VOLPETTI CSANSE			9			.00	.01	.01
ANTRI MARCHESE			9			.00	.01	.01
ASKA BOLGHR RSO			9	8	1	12.50	.01	.01
ARGILLAE ORVETO			9	8	1	12.50	.01	.01
FEUDI SERPICO			9	7	2	28.57	.01	.00
TEN OLIM B GRIG			9	6	3	50.00	.01	.00
DE FORVILLE BRB			9	5	4	80.00	.01	.00
TUA RTA RSO NTR			9	5	4	80.00	.01	.00
VILLA D ORVIETO			9	5	4	80.00	.01	.00
FRSCBLDI PM CHR			9	5	4	80.00	.01	.00
IL PAGGIO			9	5	4	80.00	.01	.00
GRAFETTA SYRAH			9	4	5	125.00	.01	.00
CAST CCHNO ROSS			9	2	7	350.00	.01	.00
VIBERTI CHARDNY			9	2	7	350.00	.01	.00
VNCHO VAGLO BRB			9	1	8	800.00	.01	.00
DE FORVL ARNEIS			9	1	8	800.00	.01	.00
VIBERTI B PADRE			9		9	100.00	.01	.00
LA SPIN NERO SG			9		9	100.00	.01	.00
BELLE			9		9	100.00	.01	.00
BAGLIO DI GRISI			9		9	100.00	.01	.00
ALSNDR RVT DOLE			9		9	100.00	.01	.00
MAMMA MIA RED			9		9	100.00	.01	.00
MACRINI MOS AST			9		9	100.00	.01	.00
CASALEO SANGVSE			9		9	100.00	.01	.00
SCAGLOLA BUSIRD			8		9	100.00	.01	.00
FALERIO			8	181	-173	-95.58	.01	.12
TORMRSCA CB/NGM			8	26	-18	-69.23	.01	.02
GELISI A SANGUE			8	25	-17	-68.00	.01	.02
COLMORO MNT ABZ			8	20	-12	-60.00	.01	.01
BELLA BELL M-LM			8	14	-6	-42.86	.01	.01
FRNCO SR B D'AS			8	14	-6	-42.86	.01	.01
CAPPUCCINA RSSO			8	13	-5	-38.46	.01	.01
GRTA SOL GRAGNO			8	13	-5	-38.46	.01	.01
VAL DL RSE LTRL			8	11	-3	-27.27	.01	.01
PURATO NERO AVO			8	9	-1	-11.11	.01	.01
MAZZEI PHILIP			8	9	-1	-11.11	.01	.01
GAJA SITO MRSCO			8	8		.00	.01	.01
FRATELLI BRB PM			8	8		.00	.01	.01
PIO CSR BRBRSCO			8	8		.00	.01	.01
OSEL RUCHE			8	7	1	14.29	.01	.00
GABRIELE SANGVS			8	6	2	33.33	.01	.00
PIZZOLATO MSCT			8	6	2	33.33	.01	.00
GLOBERATI SNGVS			8	6	2	33.33	.01	.00
VIS A VIE CB SV			8	4	4	100.00	.01	.00
SANDRONE BARBRA			8	3	5	166.67	.01	.00
VICTOR KOS CAB			8	3	5	166.67	.01	.00
PRODTTRI LNG NB			8	3	5	166.67	.01	.00
TENUTA MONT CBN			8		8	100.00	.01	.00
CSTLLO NEIE BRB			8		8	100.00	.01	.00
LISINI BM UGOLA			8		8	100.00	.01	.00
LE PRESI ROSSO			8		8	100.00	.01	.00
VLA SMGHI BEL R			8		8	100.00	.01	.00
TERRE ROVERI GA			8		8	100.00	.01	.00
POGGIO AL TESRO			8		8	100.00	.01	.00
S LUCIA TAIBO			8		8	100.00	.01	.00
ALLEGRIINI AMRNE			8		8	100.00	.01	.00
LUIA SAV BLNC			8		8	100.00	.01	.00
CIACCI PIC PIAN			8		8	100.00	.01	.00
TIAMO GRILLO			8		8	100.00	.01	.00
FUSO 21 L SALES			8		8	100.00	.01	.00

# NABCA CASE SALES ANALYSIS

## BY CLASS, TYPE, BRAND

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

ALL STATES-1/1/17 - 03/31/17

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
BASTIANICH ORSN			8		8	100.00	.01	.00
ATTREZZI BARBRA			8		8	100.00	.01	.00
SEGHESSIO BAROLO			8		8	100.00	.01	.00
POLVANERA PRMT			8		8	100.00	.01	.00
BARBI POJO RSPO			8		8	100.00	.01	.00
PODERE RIPI SRN			8		8	100.00	.01	.00
VLA MORA MNTF R			7	263	-256	-97.34	.00	.18
MNTE FLS FLNGHN			7	56	-49	-87.50	.00	.04
FEUDO MC N D'AV			7	49	-42	-85.71	.00	.03
FOSSI ROSSO			7	17	-10	-58.82	.00	.01
EGGR-RAMR SCHVA			7	15	-8	-53.33	.00	.01
MSTRBRDNO LC RD			7	15	-8	-53.33	.00	.01
DI MAJO RMITLLO			7	13	-6	-46.15	.00	.01
MARZNNO AB BARB			7	13	-6	-46.15	.00	.01
F FERRERO CHARD			7	12	-5	-41.67	.00	.01
LE GIUSE PRMTVO			7	12	-5	-41.67	.00	.01
SLVO GRASO DLCT			7	10	-3	-30.00	.00	.01
VAJRA BAROLO			7	10	-3	-30.00	.00	.01
TORRE LUNA SV B			7	8	-1	-12.50	.00	.01
LECCIAIA BR MNT			7	8	-1	-12.50	.00	.01
LA MORA MORELNO			7	8	-1	-12.50	.00	.01
COS CRSL VT CLS			7	8	-1	-12.50	.00	.01
AGRCL QRLA MNGR			7	7		.00	.00	.00
SLLA&MSCA CNNOU			7	7		.00	.00	.00
LECCIAIA ORVETO			7	7		.00	.00	.00
PRODTTRI BR TOR			7	7		.00	.00	.00
MARTIN ULS SANG			7	7		.00	.00	.00
BIBI GRITZ SFFCN			7	7		.00	.00	.00
SOMMAVITE BR MN			7	6	1	16.67	.00	.00
TRRDRA LCRYMA R			7	6	1	16.67	.00	.00
LUNAE VERMNTINO			7	5	2	40.00	.00	.00
CARPNTO VLC VER			7	5	2	40.00	.00	.00
PIAZZO BARBRSCO			7	5	2	40.00	.00	.00
CESARI JEMA			7	4	3	75.00	.00	.00
MNTEPRZO FRSCIT			7	4	3	75.00	.00	.00
CASA MIA N27 CH			7	3	4	133.33	.00	.00
LA PETTGLA VRMN			7	3	4	133.33	.00	.00
CASTELVERO CRTS			7	2	5	250.00	.00	.00
BRICO TATI CRTS			7	2	5	250.00	.00	.00
FAMIGL PSQ RM&J			7	1	6	600.00	.00	.00
MEZZACRONA MRLT			7	1	6	600.00	.00	.00
NEIRNO PITL AST			7	1	6	600.00	.00	.00
GAJA BRUN D MNT			7		7	100.00	.00	.00
CH LARGNTR CNSL			7		7	100.00	.00	.00
TORRAE SALE MNT			7		7	100.00	.00	.00
ANTRI VLA TSC B			7		7	100.00	.00	.00
MASERIA DEL FDO			7		7	100.00	.00	.00
LUGNA VGN CTLLLO			7		7	100.00	.00	.00
S MARTNA TSC RS			7		7	100.00	.00	.00
DE GRGRIO HARIS			7		7	100.00	.00	.00
REUDENTORE SV BL			7		7	100.00	.00	.00
CPPO ROUSS BRBA			6	167	-161	-96.41	.00	.11
ORIN SWIFT I-2			6	40	-34	-85.00	.00	.03
FALESCO EST EST			6	35	-29	-82.86	.00	.02
PERTNACE BARBRA			6	25	-19	-76.00	.00	.02
RIVA LEONE BARB			6	24	-18	-75.00	.00	.02
VLLDRA BARBRSCO			6	19	-13	-68.42	.00	.01
RESONATA D'AVLA			6	16	-10	-62.50	.00	.01
TROPICAL MOSCTO			6	16	-10	-62.50	.00	.01
CASARSA PIN NOR			6	13	-7	-53.85	.00	.01
FRATELLI PRMIT			6	13	-7	-53.85	.00	.01
CANTNA DEL REDI			6	13	-7	-53.85	.00	.01
BSSN GLRA FRZZN			6	13	-7	-53.85	.00	.01
TEN OLIM B GAVI			6	12	-6	-50.00	.00	.01
MATANE PRIMITVO			6	12	-6	-50.00	.00	.01
ANTNELLI SGRTNO			6	12	-6	-50.00	.00	.01
DNTLA CIN CLMBI			6	12	-6	-50.00	.00	.01
SORDO BAROLO			6	12	-6	-50.00	.00	.01
PRUNOTTO BRBSCO			6	11	-5	-45.45	.00	.01
CARLETTO RC ROS			6	10	-4	-40.00	.00	.01
FANTINI TRB ABZ			6	10	-4	-40.00	.00	.01
CORE DI MNTVTRN			6	10	-4	-40.00	.00	.01
BOROLI FRATELLI			6	10	-4	-40.00	.00	.01
CASTAGNINO SYRH			6	9	-3	-33.33	.00	.01
CANALITTO PN NR			6	9	-3	-33.33	.00	.01
TEN S PIETRO PR			6	9	-3	-33.33	.00	.01
IL ROCCOLO SANG			6	8	-2	-25.00	.00	.01
CMPO A M BLGHRI			6	8	-2	-25.00	.00	.01
PICO MACRIO VDR			6	8	-2	-25.00	.00	.01
C GABRIELE CHRD			6	8	-2	-25.00	.00	.01
AGRCL SF PEROLA			6	8	-2	-25.00	.00	.01
SCARPETA BARBER			6	8	-2	-25.00	.00	.01
DNNAFUGATA SDRA			6	8	-2	-25.00	.00	.01
PLANETA CECILIA			6	7	-1	-14.29	.00	.00
BUONGIORNO ORG			6	7	-1	-14.29	.00	.00
AZIENDA SB RSSO			6	6		.00	.00	.00
BRCCO A SOL MNT			6	6		.00	.00	.00
ARGIOLAS SELGAS			6	6		.00	.00	.00
ALSSNDRA BRB AL			6	6		.00	.00	.00
MARENCO BRACHTO			6	6		.00	.00	.00
MAST COSTASERA			6	6		.00	.00	.00
PALGTTO BRN MNT			6	5	1	20.00	.00	.00
BRN MONTLTO CAB			6	5	1	20.00	.00	.00

# NABCA CASE SALES ANALYSIS

## BY CLASS, TYPE, BRAND

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

ALL STATES-1/1/17 - 03/31/17

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
ZEROINCNTA BRB			5	5	1	20.00	.00	.00
OLIVERO BUSCHET			4	4	1	20.00	.00	.00
CATALDI MALNDRN			4	4	2	50.00	.00	.00
TAVOLO MTTO CHR			4	4	2	50.00	.00	.00
BOSCRLLI MNTPLC			4	4	2	50.00	.00	.00
GAJA BR DAGROMS			4	4	2	50.00	.00	.00
CARLETTO MNT AB			3	3	3	100.00	.00	.00
PIO CESARE NEBB			3	3	3	100.00	.00	.00
SCARBOLO MERLOT			3	3	3	100.00	.00	.00
I PASTNI PM ARP			3	3	3	100.00	.00	.00
CRITTO BRBSC ASJ			2	2	4	200.00	.00	.00
A&G FAN BAR DRD			2	2	4	200.00	.00	.00
STELLA MOSCATO			2	2	4	200.00	.00	.00
VERSO ROSSO			1	1	5	500.00	.00	.00
CITRA MERLOT			1	1	5	500.00	.00	.00
ATTREZZI MOSCTO					6	100.00	.00	.00
COLTRNZO GLA MS					6	100.00	.00	.00
BATASIOLO GAVI					6	100.00	.00	.00
ABBAZIA NOV RSL					6	100.00	.00	.00
GD VAJRA MOSCTO					6	100.00	.00	.00
MARCHESI SERVAJ					6	100.00	.00	.00
C GABRIEL SS RD					6	100.00	.00	.00
SANTA VTTR GAVI					6	100.00	.00	.00
AIRES MNTPL ABZ					6	100.00	.00	.00
LA QRCIA D ABZA					6	100.00	.00	.00
RESTA GL MR BLC					6	100.00	.00	.00
CANTI GAVI					6	100.00	.00	.00
SAN GIUSEPE CSR					6	100.00	.00	.00
MOCAVRO SJRE NG					6	100.00	.00	.00
MASSERIA GRILLO					6	100.00	.00	.00
MASSIMO RNCA BR					6	100.00	.00	.00
BRANDINI BARBRA					6	100.00	.00	.00
BRANDINI DOLCET					6	100.00	.00	.00
COS PITHOS RSSO					6	100.00	.00	.00
PRATALE ROSSO				1351	-1346	-99.63	.00	.91
PIANIRSSI SIDUS				349	-344	-98.57	.00	.24
ROCCA D SNT AGL				264	-259	-98.11	.00	.18
VANDORI PN VENZ				116	-111	-95.69	.00	.08
CROGNOLARO VERD				71	-66	-92.96	.00	.05
MEMO MONT D'ABZ				43	-38	-88.37	.00	.03
BOCELLI ALC MAR				30	-25	-83.33	.00	.02
C GABRIELE MRLT				20	-15	-75.00	.00	.01
GAVI LA BATTNA				17	-12	-70.59	.00	.01
VELENOSI LACRMA				16	-11	-68.75	.00	.01
MSTBDNO AGL CMP				15	-10	-66.67	.00	.01
CAPZZNA BRCO RL				15	-10	-66.67	.00	.01
CASANVA BRN MNT				14	-9	-64.29	.00	.01
CANTNA ZC CHNCN				13	-8	-61.54	.00	.01
BOROLI BAROLO				13	-8	-61.54	.00	.01
TRRE ISOLA NERO				10	-5	-50.00	.00	.01
SNTA MRGHTA CAB				10	-5	-50.00	.00	.01
AVGNSI RSO MONT				10	-5	-50.00	.00	.01
TASCA ALM LEONE				10	-5	-50.00	.00	.01
S TRRSSA PRMTVO				9	-4	-44.44	.00	.01
CRITTO ARNS BLNG				9	-4	-44.44	.00	.01
I SASSI VULTURE				8	-3	-37.50	.00	.01
FEUDO NEGROMARO				8	-3	-37.50	.00	.01
LCCIA BRN MT RS				8	-3	-37.50	.00	.01
RASHI MOSC ASTI				8	-3	-37.50	.00	.01
CASANVA ST ANTM				8	-3	-37.50	.00	.01
CIACCI PICLM RS				8	-3	-37.50	.00	.01
COLSANTO RURIS				7	-2	-28.57	.00	.01
LA BRSCA ST PIA				7	-2	-28.57	.00	.01
BUG JUICE MSCTO				7	-2	-28.57	.00	.01
VILLA D' ROSSO				6	-1	-16.67	.00	.01
MUSARAGNO MALBC				6	-1	-16.67	.00	.01
LA BRSCA BRMSL				6	-1	-16.67	.00	.01
SCAGLOLA BRB FM				6	-1	-16.67	.00	.01
PLANETA CHARDNY				6	-1	-16.67	.00	.01
RENIERI RE RNRI				6	-1	-16.67	.00	.01
TOMMASI AMARONE				5		.00	.00	.00
TEN POLVARO NRO				5		.00	.00	.00
FEUDO MCRI SITA				4		.00	.00	.00
MACRINA VRDCCHO				4	1	25.00	.00	.00
MASSERIA SURANI				4	1	25.00	.00	.00
BUCCI VRDCHO CL				4	1	25.00	.00	.00
RUBESTO				4	1	25.00	.00	.00
REVERSNTI BARLO				3	2	66.67	.00	.00
BUGLIONI AMARNE				3	2	66.67	.00	.00
FEUDI TAURSI RS				3	2	66.67	.00	.00
90+CLR LT27 BAR				3	2	66.67	.00	.00
F ZIRTRI INZ/CH				3	2	66.67	.00	.00
CANTELE CHD SLN				3	2	66.67	.00	.00
ALGRNI SOLO VMT				3	2	66.67	.00	.00
LIBRANDI GRVILLO				3	2	66.67	.00	.00
PALLADINO BARB				3	2	66.67	.00	.00
PAITIN DLC SORI				3	2	66.67	.00	.00
LODALI BRB DALB				3	3	150.00	.00	.00
CAMRNO BRL CANN				2	3	150.00	.00	.00
CANTINE FRNCSCO				2	3	150.00	.00	.00
TERRE DEL BARLO				1	4	400.00	.00	.00
SOHNE MSCT FUNF				1	4	400.00	.00	.00
ORNELLAIA				1	4	400.00	.00	.00

# NABCA CASE SALES ANALYSIS

## BY CLASS, TYPE, BRAND

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

ALL STATES-1/1/17 - 03/31/17

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
L FRNTA RSO MNT			5	1	4	400.00	.00	.00
CORDRO MONFLLTO			1		4	400.00	.00	.00
SANGIOVANNI FAL			5	1	4	400.00	.00	.00
MATE BRNLO MONT			5		4	400.00	.00	.00
AZND AGR NERO			5		5	100.00	.00	.00
MARCH BASNI SNG			5		5	100.00	.00	.00
ERA MONTE D' ABR			5		5	100.00	.00	.00
CAPANNA BRN MNT			5		5	100.00	.00	.00
TALAMONTI TREBI			5		5	100.00	.00	.00
ALCESTI FRAPATO			5		5	100.00	.00	.00
MASCARELLO BARB			5		5	100.00	.00	.00
LCRYMA CHRSTI R			5		5	100.00	.00	.00
CSTL NIEVE D'AL			5		5	100.00	.00	.00
CORTE PAPI TCCH			5		5	100.00	.00	.00
COMELLI SAV BLC			5		5	100.00	.00	.00
CUSUMANO SYRAH			5		5	100.00	.00	.00
ZONIN MNT D'ABZ			5		5	100.00	.00	.00
VLA MATLD FLNGH			5		5	100.00	.00	.00
ATLANTE CB FRNC			5		5	100.00	.00	.00
N2 LANGHE R KEG			5		5	100.00	.00	.00
PV CAMPO D NOCE			5		5	100.00	.00	.00
MARCH BRLO SBRL			5		5	100.00	.00	.00
ALTSINO RSO MNT			5		5	100.00	.00	.00
SURANI PRM COST			5		5	100.00	.00	.00
COLLI NR RS PCN			4	522	-518	-99.23	.00	.35
CESAR SAR RSBST			4	455	-451	-99.12	.00	.31
CASCINA BAROLO			4	109	-105	-96.33	.00	.07
VLA FSNI TRB/CH			4	77	-73	-94.81	.00	.05
ARGIOLS PDR ISL			4	34	-30	-88.24	.00	.02
VLLDRA BRCO MGN			4	29	-25	-86.21	.00	.02
CESARI C FILARI			4	26	-22	-84.62	.00	.02
C GABRIELE SANG			4	20	-16	-80.00	.00	.01
PRIMATERRA SANG			4	18	-14	-77.78	.00	.01
RICOSSA BAR AST			4	17	-13	-76.47	.00	.01
BIG ANG CAB SAV			4	16	-12	-75.00	.00	.01
CONTI ZC MRZ NG			4	16	-12	-75.00	.00	.01
BAVA MAINERA			4	15	-11	-73.33	.00	.01
MARANO BR ROSSO			4	14	-10	-71.43	.00	.01
TESTA MONT ABRZ			4	12	-8	-66.67	.00	.01
BAR&ROV BARBRSC			4	11	-7	-63.64	.00	.01
UMANI RN SERRA			4	10	-6	-60.00	.00	.01
KRIS HEART RSSO			4	10	-6	-60.00	.00	.01
GIRBLDI BARBAR			4	10	-6	-60.00	.00	.01
ABBZA NVCLA KRN			4	10	-6	-60.00	.00	.01
ARGIOLAS PEDERA			4	9	-5	-55.56	.00	.01
PAITIN NEB D'AB			4	8	-4	-50.00	.00	.01
IL ROCCOLO NERO			4	8	-4	-50.00	.00	.01
DONNACHAIRA IRP			4	8	-4	-50.00	.00	.01
FANTINI SANGVSE			4	8	-4	-50.00	.00	.01
ZINGARI			4	8	-4	-50.00	.00	.01
BRUNETTI SANGVS			4	7	-3	-42.86	.00	.00
CARPNTD DGJL RS			4	6	-2	-33.33	.00	.00
UNPARALLELD TSC			4	6	-2	-33.33	.00	.00
S NARDI BRN MNT			4	6	-2	-33.33	.00	.00
CERALTI BLG SCR			4	6	-2	-33.33	.00	.00
PALA VERMENTINO			4		-1	-20.00	.00	.00
MAZZONI ROSSO			4	5	-1	-20.00	.00	.00
GAVI GAVI FIGIN			4	5	-1	-20.00	.00	.00
ANTRI SC MSTRLL			4	5	-1	-20.00	.00	.00
ANTRI GUADO TSO			4	4		.00	.00	.00
FARINA BRB ASTI			4	4		.00	.00	.00
PAITIN BRB SORI			4	4		.00	.00	.00
PLANETA COMETA			4	4		.00	.00	.00
CASTLLRE S NCLO			4	4		.00	.00	.00
ST ISIDORA VERD			4	3	1	33.33	.00	.00
ARGNTRA GINEPRI			4	3	1	33.33	.00	.00
AGRC PUN MONTSU			4	3	1	33.33	.00	.00
BORGO TORRE PN			4	3	1	33.33	.00	.00
RCCA FRSNL ORNL			4	3	1	33.33	.00	.00
REMOTTI FANCIOT			4	3	1	33.33	.00	.00
TENUTA SG LE DF			4	3	1	33.33	.00	.00
MRCHS GRS BRSCO			4	3	1	33.33	.00	.00
DEMARIE BRBRSCO			4	2	2	100.00	.00	.00
DNA OLPIA VRMT			4	2	2	100.00	.00	.00
PIAZO DOL D'ALB			4	2	2	100.00	.00	.00
GAJA BARBARESCO			4	2	2	100.00	.00	.00
SANGIOVANNI ROS			4	2	2	100.00	.00	.00
TORMRSCA MSSRIA			4	2	2	100.00	.00	.00
MASI RSV COSTSR			4	2	2	100.00	.00	.00
ALGRNI SON BOLG			4	2	2	100.00	.00	.00
BRICCO TATI DLC			4	2	2	100.00	.00	.00
CAPSTRNO PASRNA			4	1	3	300.00	.00	.00
ALGRNI LA POJA			4	1	3	300.00	.00	.00
BRN MNT TN FUGA			4	1	3	300.00	.00	.00
VILLAGGIO NERO			4	1	3	300.00	.00	.00
CSTLO MNC AIACE			4	1	3	300.00	.00	.00
BONGIOVANNI BRL			4		4	100.00	.00	.00
CABREO LA PETRA			4		4	100.00	.00	.00
RENATO COR BARO			4		4	100.00	.00	.00
GRAN PSSN APASS			4		4	100.00	.00	.00
MOCAVERO PRIMIT			4		4	100.00	.00	.00
TOMMASI MERLOT			4		4	100.00	.00	.00
LE SUGHERE			4		4	100.00	.00	.00

# NABCA CASE SALES ANALYSIS

## BY CLASS, TYPE, BRAND

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

ALL STATES-1/1/17 - 03/31/17

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
LCRYMA CHRSTI W			4		4	100.00	.00	.00
NERO MARONE			4		4	100.00	.00	.00
FEUDI PATRIMO			4		4	100.00	.00	.00
BASTIANICH CHRD			4		4	100.00	.00	.00
MOSKETTO SWT WH			4		4	100.00	.00	.00
CANTI BARB ASTI			4		4	100.00	.00	.00
CASTELLO EXCLUS			4		4	100.00	.00	.00
AGRICOLTURA			4		4	100.00	.00	.00
ERA PRIMITIVO			4		4	100.00	.00	.00
BASTNCH CLB ROS			4		4	100.00	.00	.00
SIRI D'JERMU			4		4	100.00	.00	.00
VIVA DIVA SWEET			4		4	100.00	.00	.00
PNTA CRNA VRMTN			4		4	100.00	.00	.00
MOCCAGATTA BRSC			4		4	100.00	.00	.00
ARCAIA CAB SAV			4		4	100.00	.00	.00
POGGIO ANTC RSO			4		4	100.00	.00	.00
STRASSERHOR KNR			4		4	100.00	.00	.00
AMBOSCTO BIANCO			4		4	100.00	.00	.00
ROSSO D POPOLO			4		4	100.00	.00	.00
EREDI LEGNZIANO			4		4	100.00	.00	.00
IL POG RSSO MNT			4		4	100.00	.00	.00
TONNINO NERA			3	585	-582	-99.49	.00	.40
MACULAN PALZOTO			3	361	-358	-99.17	.00	.24
GHISLFI ALTA BS			3	60	-57	-95.00	.00	.04
RIPA TEATNA ABZ			3	52	-49	-94.23	.00	.04
TRRLSLE BR MNTL			3	42	-39	-92.86	.00	.03
IL POG BRUN MNT			3	27	-24	-88.89	.00	.02
MATANE NGROAMRO			3	17	-14	-82.35	.00	.01
CERLLI CORTALTO			3	16	-13	-81.25	.00	.01
CPRZO RSSO MONT			3	16	-13	-81.25	.00	.01
PRUNOTTO BAROLO			3	15	-12	-80.00	.00	.01
CAMPOGVNI BR MT			3	15	-12	-80.00	.00	.01
LE BERTILLE ROS			3	14	-11	-78.57	.00	.01
CAPZZNA CARMGNO			3	13	-10	-76.92	.00	.01
RIVETTO IPOLA			3	13	-10	-76.92	.00	.01
ARGIOLAS COSTRA			3	12	-9	-75.00	.00	.01
BONOTTO PN GRIG			3	12	-9	-75.00	.00	.01
MARCH SLNTO PRM			3	12	-9	-75.00	.00	.01
PGGO AL M RS MN			3	11	-8	-72.73	.00	.01
GUIDO PRRO D'AL			3	11	-8	-72.73	.00	.01
MARINA CVTC MNT			3	10	-7	-70.00	.00	.01
AZELIA DOLCETTO			3	10	-7	-70.00	.00	.01
LE FONTI ROSSO			3	10	-7	-70.00	.00	.01
PIZZOLATO MRLT			3	9	-6	-66.67	.00	.01
TORMRSCA CHRDNV			3	9	-6	-66.67	.00	.01
FEUDI GRECO TUF			3	9	-6	-66.67	.00	.01
TIAMO BARBERA			3	8	-5	-62.50	.00	.01
VLA PUCCNI TSCN			3	7	-4	-57.14	.00	.00
PAITIN ROSSO			3	7	-4	-57.14	.00	.00
CNTNA CSTG NERO			3	7	-4	-57.14	.00	.00
SLVNO FSC DIANO			3	6	-3	-50.00	.00	.00
GRGNANO PTRAMGO			3	6	-3	-50.00	.00	.00
SNTA BARBRA VRD			3	6	-3	-50.00	.00	.00
MOON NERO D'AVL			3	6	-3	-50.00	.00	.00
PALLADINO NEBB			3	6	-3	-50.00	.00	.00
RIVETTO BRB ALB			3	6	-3	-50.00	.00	.00
CANTINA TABBRNO			3	6	-3	-50.00	.00	.00
A CASA SOLOPACA			3	6	-3	-50.00	.00	.00
LA GERLA BRN MT			3	6	-3	-50.00	.00	.00
COITNRA ETNA BN			3	6	-3	-50.00	.00	.00
ALTA LUNA PHASE			3	6	-3	-50.00	.00	.00
TERRE D'ALERAMO			3	5	-2	-40.00	.00	.00
FNTFDA BRIC ARN			3	5	-2	-40.00	.00	.00
PAPALE PRIMITIVO			3	5	-2	-40.00	.00	.00
ELVO CGNO CASNA			3	5	-2	-40.00	.00	.00
TENUTA MAZZOLNO			3	5	-2	-40.00	.00	.00
BOCELLI SANGVSE			3	5	-2	-40.00	.00	.00
CATALDI MONT AB			3	5	-2	-40.00	.00	.00
LYNCH VINO ROSS			3	5	-2	-40.00	.00	.00
MSSLNO BAR SERR			3	5	-2	-40.00	.00	.00
CASTEL SOLE VRD			3	5	-2	-40.00	.00	.00
ALTSINO DALTESTI			3	4	-1	-25.00	.00	.00
PALGTTO STTBSCO			3	4	-1	-25.00	.00	.00
BELLA BOLLE MSC			3	4	-1	-25.00	.00	.00
VILLA OLMI MRLT			3	4	-1	-25.00	.00	.00
BORGO BORGONERO			3	4	-1	-25.00	.00	.00
LAMBORGHINI ERA			3	4	-1	-25.00	.00	.00
TINAZZI RCHI DG			3	4	-1	-25.00	.00	.00
TEN ROCCA BARLO			3	4	-1	-25.00	.00	.00
MARZ SAN LUGI			3	4	-1	-25.00	.00	.00
TERRABNCA CMP R			3	4	-1	-25.00	.00	.00
A FELICI VERDCH			3	4	-1	-25.00	.00	.00
CARPNTO BRUNLLO			3	3		.00	.00	.00
ROCCHES CSTMG NB			3	3		.00	.00	.00
CABREO IL BORGIO			3	3		.00	.00	.00
CUSUMANO SAGANA			3	3		.00	.00	.00
MOMMY TO DEL RD			3	3		.00	.00	.00
MONSECO BARBTSO			3	3		.00	.00	.00
TORLASCO MSC AS			3	3		.00	.00	.00
CRTO BRDNO ROS			3	3		.00	.00	.00
COLSNTO MNTFLCO			3	3		.00	.00	.00
NEGRETTE BAROLO			3	3		.00	.00	.00
HAUNER HI ROSSO			3	3		.00	.00	.00

# NABCA CASE SALES ANALYSIS

## BY CLASS, TYPE, BRAND

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

ALL STATES-1/1/17 - 03/31/17

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
MASSOLINO BARLO			3	3		.00	.00	.00
ROSA DEL OLMO W			3	3		.00	.00	.00
CA/MRCNDA MGARI			3	3		.00	.00	.00
A CASA FALNGHNA			3	3		.00	.00	.00
GHISLFI B BR VS			3	3		.00	.00	.00
QUITRO MANI BAR			3	3		.00	.00	.00
SETTE PNT ORENO			3	3		.00	.00	.00
INNOCENTI VGNSL			3	3		.00	.00	.00
SANTI SASSOLORO			3	3		.00	.00	.00
CASTELLO SUMMUS			2	2	1	50.00	.00	.00
JERMANN DRM CHR			2	2	1	50.00	.00	.00
VLLA PARINI MNT			2	2	1	50.00	.00	.00
PIAZZO BAROLO			2	2	1	50.00	.00	.00
ALGRNI AMRN CLS			2	2	1	50.00	.00	.00
VILLA SPRNA GVI			2	2	1	50.00	.00	.00
MARCH BR MSC AS			2	2	1	50.00	.00	.00
A CASA TAURASI			2	2	1	50.00	.00	.00
CORVO INSOLIA			2	2	1	50.00	.00	.00
AFFRESCHI NERO			2	2	1	50.00	.00	.00
CSTLO MNC ARTAS			1	2	2	200.00	.00	.00
ALTSINO BRN MNT			1	1	2	200.00	.00	.00
DNA OLMPIA TGTO			1	1	2	200.00	.00	.00
QUERCETO QUERCL			1	1	2	200.00	.00	.00
SAN POLO BM RES			1	1	2	200.00	.00	.00
MNCHRO BRLO RCH			1	1	2	200.00	.00	.00
AZNDA AGR MNTVT			1	1	2	200.00	.00	.00
CONTRNO BRB ALB			1	1	2	200.00	.00	.00
FNTNFRDA L ROSA			1	1	2	200.00	.00	.00
GIACOSA DOLCTTO			1	1	2	200.00	.00	.00
CAPPLA ST ANDR			1	1	2	200.00	.00	.00
ELMO P MSCT ANV			1	1	3	100.00	.00	.00
EMPEROR NERO DA			1	1	3	100.00	.00	.00
STELLA MIA MOSC			1	1	3	100.00	.00	.00
L SPNTA CA D PN			1	1	3	100.00	.00	.00
BASTNCH VSP ROS			1	1	3	100.00	.00	.00
DALILA LNCH FAV			1	1	3	100.00	.00	.00
SCAGLIOLA AZORD			1	1	3	100.00	.00	.00
TORMRSCA TORCDA			1	1	3	100.00	.00	.00
CASTLLNI BIAGIO			1	1	3	100.00	.00	.00
SOHNE FUNF RED			1	1	3	100.00	.00	.00
RATTI BRL MRNSC			1	1	3	100.00	.00	.00
LIBRNDI CRO RSO			1	1	3	100.00	.00	.00
ROMANTICA BRCTO			1	1	3	100.00	.00	.00
TERRA JOVIS PRM			1	1	3	100.00	.00	.00
VILLA OLMI MSCT			1	1	3	100.00	.00	.00
BRUNI PLINIO VM			1	1	3	100.00	.00	.00
DACAPO SANBASTN			1	1	3	100.00	.00	.00
VAJRA LANGHE NB			1	1	3	100.00	.00	.00
MALVIRA S MCH B			1	1	3	100.00	.00	.00
MARCO FLLG MRLT			1	1	3	100.00	.00	.00
SICALIA ROSSO			1	1	3	100.00	.00	.00
LA SERA AMBRISIA			1	1	3	100.00	.00	.00
LUIANO LUI			1	1	3	100.00	.00	.00
CA/MARCNDA PRMS			1	1	3	100.00	.00	.00
CECCHI BNZ TSCN			1	1	3	100.00	.00	.00
P ZMMR ALTO PN			1	1	3	100.00	.00	.00
SCHOPTT T FRLNO			1	1	3	100.00	.00	.00
POGGIO BRTO CIMB			1	1	3	100.00	.00	.00
STEMMARI MSCATO			1	1	3	100.00	.00	.00
TEN POLVARO ORO			1	1	3	100.00	.00	.00
E WATCH PN BLNC			1	1	3	100.00	.00	.00
VIBRTI BRL VLTA			1	1	3	100.00	.00	.00
GIACSA ASILI RS			1	1	3	100.00	.00	.00
PAPALE MADURIA			1	1	3	100.00	.00	.00
FEUDI GRECO ANG			1	1	3	100.00	.00	.00
BARACCHI OLILLO			1	1	3	100.00	.00	.00
LIQUID ASSET PN			1	1	3	100.00	.00	.00
CALEBIANCHE CAT			1	1	3	100.00	.00	.00
LE 7 TORRI FDB			1	1	3	100.00	.00	.00
PIGHIN SAV BLNC			1	1	3	100.00	.00	.00
ANGLNI SNG PSRS			1	1	3	100.00	.00	.00
ZENATO AMRN CLS			1	1	3	100.00	.00	.00
ANGLNI MRL MTLO			1	1	3	100.00	.00	.00
FRANCO SERA DOL			1	1	3	100.00	.00	.00
LODALI DOLCETTO			1	1	3	100.00	.00	.00
DAMILANO NEBBLO			1	1	3	100.00	.00	.00
MONTEPELOSO QUD			1	1	3	100.00	.00	.00
D'ARGNA MNT ABZ			1	1	3	100.00	.00	.00
LE RAGNAIE			1	1	3	100.00	.00	.00
CANT VALPN GRIG			1	1	3	100.00	.00	.00
CASTELVERO BARB			1	1	3	100.00	.00	.00
SANTAGATA BABY			1	1	3	100.00	.00	.00
STAR INSOLIA			1	1	3	100.00	.00	.00
CONTI CLLRDO PN			1	1	3	100.00	.00	.00
FNTNFRDA BRBRSO			1	1	3	100.00	.00	.00
FIRRIATO MAHARJ			1	1	3	100.00	.00	.00
HOFSTTR PN NERO			1	1	3	100.00	.00	.00
FATTORIA HEBA			1	1	3	100.00	.00	.00
KETTMEIR MULLER			1	1	3	100.00	.00	.00
MORETTO LAMBRSC			1	1	3	100.00	.00	.00
IL POGGIO GAVI			1	1	3	100.00	.00	.00
CANTINE VL PERL			1	1	3	100.00	.00	.00
SICANI ROSSO			1	1	3	100.00	.00	.00

# NABCA CASE SALES ANALYSIS

## BY CLASS, TYPE, BRAND

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

ALL STATES-1/1/17 - 03/31/17

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
LA CALIERA MSCT			2	5	-3	-60.00	.00	.00
TEN ROCCA BARBE			2	5	-3	-60.00	.00	.00
ARCANUM VALADON			2	5	-3	-60.00	.00	.00
CATALDI TRBN AB			2	5	-3	-60.00	.00	.00
CAMPOGVNI RS MT			2	5	-3	-60.00	.00	.00
PRNTTO MOM MNFR			2	5	-3	-60.00	.00	.00
RCCA FRSSINELLO			2	5	-3	-60.00	.00	.00
BRBSCO SNTD STF			2	5	-3	-60.00	.00	.00
LUGANA TRE CAMP			2	5	-3	-60.00	.00	.00
L SPNTA BRB AST			2	5	-3	-60.00	.00	.00
CRITO DOLC RSNA			2	4	-2	-50.00	.00	.00
SILVESTRI FRSC			2	4	-2	-50.00	.00	.00
MONTICELLO BARB			2	4	-2	-50.00	.00	.00
ABBZA NVCLA LGR			2	4	-2	-50.00	.00	.00
SEREZO ALG VATO			2	4	-2	-50.00	.00	.00
LA K ARND-MNJVT			2	4	-2	-50.00	.00	.00
GUADO TSSO VRMT			2	4	-2	-50.00	.00	.00
GRAFETTA GRILLO			2	4	-2	-50.00	.00	.00
L SCOLCA GV BLK			2	4	-2	-50.00	.00	.00
GAGLRDO BAROLO			2	4	-2	-50.00	.00	.00
CUSUMANO NOA			2	3	-1	-33.33	.00	.00
BROGLIA GV MRNA			2	3	-1	-33.33	.00	.00
BRANCAIA ILATRA			2	3	-1	-33.33	.00	.00
DEMARIE BT BCHT			2	3	-1	-33.33	.00	.00
CSTLO PGGO MURA			2	3	-1	-33.33	.00	.00
COPPO L'AVVOCAT			2	3	-1	-33.33	.00	.00
FLLGA LIV SV BL			2	3	-1	-33.33	.00	.00
PNTA CRNA LMSSN			2	3	-1	-33.33	.00	.00
RIVA LEONE GAVI			2	3	-1	-33.33	.00	.00
ZISOLA NERO			2	3	-1	-33.33	.00	.00
ANTRI CRV D SAL			2	3	-1	-33.33	.00	.00
BISANZIO MNT AB			2	3	-1	-33.33	.00	.00
ROVELLOTTI GHMM			2	3	-1	-33.33	.00	.00
RBULI VLDBBIDNE			2	3	-1	-33.33	.00	.00
LIBRNDI CRO BNC			2	3	-1	-33.33	.00	.00
DEMARIE BAROLO			2	3	-1	-33.33	.00	.00
VINO SWEET WHT			2	3	-1	-33.33	.00	.00
BERTANI AMARONE			2	3	-1	-33.33	.00	.00
ERSE ETNA ROSSO			2	3	-1	-33.33	.00	.00
PIZZOLATO CAB			2	3	-1	-33.33	.00	.00
VILLA D'ANGELO			2	2		.00	.00	.00
FNTFDA LNG ARNS			2	2		.00	.00	.00
ELVO CGNO DOLCT			2	2		.00	.00	.00
CORTENOVA SANG			2	2		.00	.00	.00
FOLNRO BIB MONT			2	2		.00	.00	.00
CHIARLO BRL TOR			2	2		.00	.00	.00
FER CAREMA NERO			2	2		.00	.00	.00
AVGNSI CANTOLRO			2	2		.00	.00	.00
ARGIANO TS SLNG			2	2		.00	.00	.00
SENSI NINFATO			2	2		.00	.00	.00
SNTA TRSA CRSLO			2	2		.00	.00	.00
F ZIRTRI NER/SH			2	2		.00	.00	.00
BRGOGNO BARBERA			2	2		.00	.00	.00
SQUADRA ROSSO			2	2		.00	.00	.00
MONSCCO GATINRA			2	2		.00	.00	.00
GIACOSA ARNEIS			2	2		.00	.00	.00
RIOFAVARA ELORO			2	2		.00	.00	.00
BASTNCH SAU BLC			2	2		.00	.00	.00
MONTE DEGLI NRO			2	2		.00	.00	.00
DAMILANO BR CAN			2	2		.00	.00	.00
PIAZZO MSCT AST			2	2		.00	.00	.00
DNNAFUGATA NERO			2	2		.00	.00	.00
MONACESCA VRDCH			2	2		.00	.00	.00
BISSON GOLF TIG			2	2		.00	.00	.00
SENSI ROSSO			2	2		.00	.00	.00
ROC DM RUBIZZO			2	2		.00	.00	.00
CSTE PREOLA NRO			2	2		.00	.00	.00
RUFF GRPPNE MZI			2	2		.00	.00	.00
CAPANNA RSO MNT			2	1	1	100.00	.00	.00
CORTESE BRB RBJ			2	1	1	100.00	.00	.00
FLLGA LIV T FRL			2	1	1	100.00	.00	.00
TENUTA DEI SETE			2	1	1	100.00	.00	.00
CHIARLO BARBSCO			2	1	1	100.00	.00	.00
NARDI BRNLO MNT			2	1	1	100.00	.00	.00
VLE MARTLO MNT			2	1	1	100.00	.00	.00
ARGIOLAS TURRGA			2	1	1	100.00	.00	.00
NINO NGRI SFRST			2	1	1	100.00	.00	.00
FRNCO SR BAROLO			2	1	1	100.00	.00	.00
PRNTTO BRLO BUS			2	1	1	100.00	.00	.00
ORENO			2	1	1	100.00	.00	.00
CHIARLO CRT AST			2	1	1	100.00	.00	.00
PLANETA SYRAH			2	1	1	100.00	.00	.00
PGGO SC CARBONA			2	1	1	100.00	.00	.00
IL POG BR MT RS			2	1	1	100.00	.00	.00
FNTA CND TD GRF			2	2	2	100.00	.00	.00
TRA MIA AGILNCO			2	2	2	100.00	.00	.00
DNNAFUGATA TNCD			2	2	2	100.00	.00	.00
LUCE DELLA VITE			2	2	2	100.00	.00	.00
FNTFDA EBBIO NB			2	2	2	100.00	.00	.00
CRITERION NB BR			2	2	2	100.00	.00	.00
REVERNTI BARBA			2	2	2	100.00	.00	.00
GRAN PASSNE KEG			2	2	2	100.00	.00	.00
ORMA ROSSO			2	2	2	100.00	.00	.00

# NABCA CASE SALES ANALYSIS

## BY CLASS, TYPE, BRAND

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

ALL STATES-1/1/17 - 03/31/17

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
CORNAREA ROERO			2		2	100.00	.00	.00
NEGRETTI NEBBLO			2		2	100.00	.00	.00
LA SPINETTA CAM			2		2	100.00	.00	.00
UMANI RN PODERE			2		2	100.00	.00	.00
MORONE VINO NBL			2		2	100.00	.00	.00
LOVELLI SANGRIA			2		2	100.00	.00	.00
CINTA MNT D'ABZ			2		2	100.00	.00	.00
MOCABERO PUTEUS			2		2	100.00	.00	.00
VILLA RUSSIZ PB			2		2	100.00	.00	.00
FRATELLI MSC AS			2		2	100.00	.00	.00
MITRA LOCOTONDO			2		2	100.00	.00	.00
ARNLD CPR GRCNT			2		2	100.00	.00	.00
VILLA OLMI SAUV			2		2	100.00	.00	.00
CANT CATENA CMP			2		2	100.00	.00	.00
PODERE RIPI MAG			2		2	100.00	.00	.00
LISABELLA CHARD			2		2	100.00	.00	.00
LUNGAROTTI DI M			2		2	100.00	.00	.00
BADIA A CORTI			2		2	100.00	.00	.00
CONTRNO BRO SOR			2		2	100.00	.00	.00
ANIMA UMB GRCHT			2		2	100.00	.00	.00
CHIARLO BAROLO			2		2	100.00	.00	.00
C D'ORCA ROS MO			2		2	100.00	.00	.00
VILLA CORN PERL			2		2	100.00	.00	.00
BRUNELLI			2		2	100.00	.00	.00
PALA CANNONAU			2		2	100.00	.00	.00
GRAN PASSNE RSV			2		2	100.00	.00	.00
ANTICO FUOCO			2		2	100.00	.00	.00
VIGNLI CASDONI			2		2	100.00	.00	.00
PRUS VRMNT MRM			2		2	100.00	.00	.00
PALMINA ARNEIS			2		2	100.00	.00	.00
MRTN ULISSE SIG			2		2	100.00	.00	.00
ARCAIA DEL VENZ			2		2	100.00	.00	.00
TERRADORA TRASI			2		2	100.00	.00	.00
LECCIAIA MERLOT			2		2	100.00	.00	.00
CNSORZO PRDTORI			2		2	100.00	.00	.00
ATTREZZI ZUCCHRO			2		2	100.00	.00	.00
ANTICA MASSERIA			2		2	100.00	.00	.00
PETRAIO PRMITIVO			2		2	100.00	.00	.00
GRADIS CIUTTA			2		2	100.00	.00	.00
MASSUCCO ROERO			2		2	100.00	.00	.00
BARBI BRNLO VGN			2		2	100.00	.00	.00
SAN GIUSEPE MSC			2		2	100.00	.00	.00
SARTORI AMR BRA			2		2	100.00	.00	.00
RATTI NB OCHETT			2		2	100.00	.00	.00
CROTTIN GRG ASTI			2		2	100.00	.00	.00
CAST BS GIROLMO			2		2	100.00	.00	.00
FARNESE OPI MNT			2		2	100.00	.00	.00
SCARBOLO SV BLC			2		2	100.00	.00	.00
PARUSSO BUSSIA			2		2	100.00	.00	.00
PIO CESARE LMTD			2		2	100.00	.00	.00
CHIARLO II PRNC			2		2	100.00	.00	.00
CSTLO D REG RSO			2		2	100.00	.00	.00
QTTRO MNI TH KA			2		2	100.00	.00	.00
GROSJEAN TORRTE			2		2	100.00	.00	.00
FRNESCO MININI			2		2	100.00	.00	.00
BARBI ABBOCATTO			2		2	100.00	.00	.00
VINO BIANCO FRZ			2		2	100.00	.00	.00
ALTO PASSO PMTV			1	1997	-1996	-99.95	.00	1.35
12 E MEZZO PRIM			1	465	-464	-99.78	.00	.31
STARDE BARBRSCO			1	240	-239	-99.58	.00	.16
OUT OF BOX SANG			1	144	-143	-99.31	.00	.10
TINAZZI FS CROC			1	125	-124	-99.20	.00	.08
COLLI PC RUGARO			1	74	-73	-98.65	.00	.05
PASSIONE F VIGN			1	39	-38	-97.44	.00	.03
PINNACOLI MANDR			1	35	-34	-97.14	.00	.02
MSTBDNO HSTORIA			1	32	-31	-96.88	.00	.02
IL CACC SGN ROS			1	29	-28	-96.55	.00	.02
MAURO MLNO BARB			1	26	-25	-96.15	.00	.02
ROCA DRAGNE ALN			1	26	-25	-96.15	.00	.02
BOCELLI ROSSO			1	22	-21	-95.45	.00	.01
POGIO ANIMA NRO			1	22	-21	-95.45	.00	.01
MARINI MERLOT			1	20	-19	-95.00	.00	.01
IL FALCNRE SANG			1	18	-17	-94.44	.00	.01
POGGIO ANM MONT			1	18	-17	-94.44	.00	.01
CASARSA MERLOT			1	16	-15	-93.75	.00	.01
CHIARLO BR ANNI			1	13	-12	-92.31	.00	.01
ANGLNI RES SNGV			1	13	-12	-92.31	.00	.01
POGGIO ANM BEL			1	12	-11	-91.67	.00	.01
MONTLANA FRZNTA			1	12	-11	-91.67	.00	.01
TALAMONTI SAGGI			1	11	-10	-90.91	.00	.01
TRA MIA LCRYM W			1	10	-9	-90.00	.00	.01
SOLO PER TE MAR			1	10	-9	-90.00	.00	.01
FRSCBLDI MRMRTD			1	9	-8	-88.89	.00	.01
SIEMA MERLOT			1	8	-7	-87.50	.00	.01
ANTNRI BRUCIATO			1	8	-7	-87.50	.00	.01
STIVAL CHRAD KG			1	7	-6	-85.71	.00	.00
ILLUMNTI RIPRSO			1	7	-6	-85.71	.00	.00
DI MAJO CONTADO			1	7	-6	-85.71	.00	.00
LA FUGA BRN MNT			1	6	-5	-83.33	.00	.00
BOLLINI MERLOT			1	6	-5	-83.33	.00	.00
PICCINI BRUN			1	6	-5	-83.33	.00	.00
LUCCIO BLLO RSD			1	6	-5	-83.33	.00	.00
MATANE PRM MNDR			1	6	-5	-83.33	.00	.00

# NABCA CASE SALES ANALYSIS

## BY CLASS, TYPE, BRAND

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

ALL STATES-1/1/17 - 03/31/17

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
LE PITRE NGRMRO			1	6	-5	-83.33	.00	.00
VILLA OLMI CAB			1	6	-5	-83.33	.00	.00
VICTOR KOS MRLT			1	5	-4	-80.00	.00	.00
ELVIO CGNO RVRA			1	5	-4	-80.00	.00	.00
ZONIN RC MSC PG			1	5	-4	-80.00	.00	.00
GUIDOBONO BARB			1	5	-4	-80.00	.00	.00
S ANSTZIA NR AV			1	5	-4	-80.00	.00	.00
CIELO MERLOT			1	5	-4	-80.00	.00	.00
FEUDI GRECO DOC			1	5	-4	-80.00	.00	.00
MSSLNO DOLCETTO			1	5	-4	-80.00	.00	.00
BORGO REALE PN			1	4	-3	-75.00	.00	.00
COLLGTA CLLM MT			1	4	-3	-75.00	.00	.00
CORTENOVA MNTLP			1	4	-3	-75.00	.00	.00
MALOJER SCHIAVA			1	4	-3	-75.00	.00	.00
GUIDOBONO NEB			1	4	-3	-75.00	.00	.00
BIVIO TUSCAN RD			1	4	-3	-75.00	.00	.00
VLLA MEDORO MNT			1	4	-3	-75.00	.00	.00
NINO NGRI INFNO			1	4	-3	-75.00	.00	.00
TORMARSCA BOCCA			1	4	-3	-75.00	.00	.00
ARLDCA BARB AST			1	4	-3	-75.00	.00	.00
PIZZOLATO ROSSO			1	4	-3	-75.00	.00	.00
ARNLD CPR SM 25			1	4	-3	-75.00	.00	.00
SOLARIA BRN MNT			1	4	-3	-75.00	.00	.00
LA CAPPUCCINA			1	4	-3	-75.00	.00	.00
BOTTEGA VN P NR			1	4	-3	-75.00	.00	.00
TEN POLVARO CAB			1	4	-3	-75.00	.00	.00
TASCA RSO SCLFN			1	4	-3	-75.00	.00	.00
AZNDA AGR TNTR0			1	4	-3	-75.00	.00	.00
ZISOLA MAZZEI			1	4	-3	-75.00	.00	.00
CSTI SLLG MSCT			1	4	-3	-75.00	.00	.00
FSSCOLE BRN MNT			1	4	-3	-75.00	.00	.00
SENSI VERN GMGN			1	3	-2	-66.67	.00	.00
LA BELNTE CB FR			1	3	-2	-66.67	.00	.00
FER CAREMA BNCA			1	3	-2	-66.67	.00	.00
DEMARIE AR LNQH			1	3	-2	-66.67	.00	.00
CASANOVA NUOVA			1	3	-2	-66.67	.00	.00
SENSI ABRZ MNTP			1	3	-2	-66.67	.00	.00
GIACSA BRB ALBA			1	3	-2	-66.67	.00	.00
TEN ROCCA ORNTI			1	3	-2	-66.67	.00	.00
BIGI ORVTO SCCO			1	3	-2	-66.67	.00	.00
FNTNFRDA GAVI			1	3	-2	-66.67	.00	.00
MACULAN BRNTINO			1	3	-2	-66.67	.00	.00
PNTA CRNA CRUVN			1	3	-2	-66.67	.00	.00
CASATA PARINI			1	3	-2	-66.67	.00	.00
ARGNTRA DONRTO			1	3	-2	-66.67	.00	.00
GRAN CONTI MNTP			1	3	-2	-66.67	.00	.00
DI LENARDO NOLE			1	3	-2	-66.67	.00	.00
LIBRANDI CRITNE			1	3	-2	-66.67	.00	.00
NINO NGRI QUADR			1	3	-2	-66.67	.00	.00
BIGI ORV VNDMMA			1	3	-2	-66.67	.00	.00
TERA RSA BRN MN			1	3	-2	-66.67	.00	.00
90+CLR LT110 NB			1	3	-2	-66.67	.00	.00
TERZZI TRR TUF1			1	3	-2	-66.67	.00	.00
TEN RAP PIANO			1	2	-1	-50.00	.00	.00
RIUNITE PEACH			1	2	-1	-50.00	.00	.00
NINO NEGRI TNSE			1	2	-1	-50.00	.00	.00
VALLE RL CRSULO			1	2	-1	-50.00	.00	.00
LECCIAIA SNGVSE			1	2	-1	-50.00	.00	.00
OLLYMPUS			1	2	-1	-50.00	.00	.00
ZENI COSTALAGO			1	2	-1	-50.00	.00	.00
MARCH BRLO GAVI			1	2	-1	-50.00	.00	.00
ILAUURI LUME TRB			1	2	-1	-50.00	.00	.00
DNTLA PRM DONNE			1	2	-1	-50.00	.00	.00
PAITIN BRB SRA			1	2	-1	-50.00	.00	.00
ANTINORI SOLATA			1	2	-1	-50.00	.00	.00
COLSRBO ROS MNT			1	2	-1	-50.00	.00	.00
TRRDORA TAURASI			1	2	-1	-50.00	.00	.00
BATASIOLO VIGNT			1	2	-1	-50.00	.00	.00
CRTO BRLO PRAP			1	2	-1	-50.00	.00	.00
DA LUCA PRIMTVO			1	2	-1	-50.00	.00	.00
VILLA ELCIE			1	2	-1	-50.00	.00	.00
GRCNO CLVNO VNM			1	2	-1	-50.00	.00	.00
SERATINA PRMTVO			1	2	-1	-50.00	.00	.00
TORCLVNO NBL MN			1	2	-1	-50.00	.00	.00
DEMARIE NEBBILO			1	2	-1	-50.00	.00	.00
ARGIOLAS KOREM			1	2	-1	-50.00	.00	.00
PRLIUS CAB SAUV			1	2	-1	-50.00	.00	.00
PETROLO GALTRNA			1	1		.00	.00	.00
BISERNO BISERNO			1	1		.00	.00	.00
LAGEDER ML THRG			1	1		.00	.00	.00
TEN ARCN ARC 1			1	1		.00	.00	.00
MSTBDNO LCRM RS			1	1		.00	.00	.00
QUERCETO SL ALS			1	1		.00	.00	.00
PIAZZO BARBERA			1	1		.00	.00	.00
PIETRADLC ET RS			1	1		.00	.00	.00
ALTERO BRUN MNT			1	1		.00	.00	.00
MARINI NERO DAV			1	1		.00	.00	.00
KALTERN MLR THR			1	1		.00	.00	.00
VLLDRA BAROLO			1	1		.00	.00	.00
TERA ROSA ROSSO			1	1		.00	.00	.00
BIGI ORVTO CLSC			1	1		.00	.00	.00
IL POG SANGIOVS			1	1		.00	.00	.00
BARTNRA BRB AST			1	1		.00	.00	.00

# NABCA CASE SALES ANALYSIS

## BY CLASS, TYPE, BRAND

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

ALL STATES-1/1/17 - 03/31/17

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
MSSLNO BAR PRRS			1	1		.00	.00	.00
ORSLNI L RUSTIA			1	1		.00	.00	.00
BOLLA CRESO			1	1		.00	.00	.00
QUERCETO CORTE			1	1		.00	.00	.00
MOLETTO MERLOT			1	1		.00	.00	.00
MARZNO AB DOLC			1	1		.00	.00	.00
90+CLR LT90 ROS			1	1		.00	.00	.00
ROCCHIE COST ARN			1	1		.00	.00	.00
GABBIANO SOLATI			1	1		.00	.00	.00
SNTA MRGHTA CHR			1	1		.00	.00	.00
MOCHETTO			1	1		.00	.00	.00
ASTORIA MERLOT			1	1		.00	.00	.00
MEZZACRONA MSCT			1	1		.00	.00	.00
CLERICO LESSONA			1	1		.00	.00	.00
CNTRNO FNTN DLC			1	1		.00	.00	.00
UMBRTO CSR MOMA			1	1		.00	.00	.00
CHERRI RSO PCNO			1	1		.00	.00	.00
CANEI PEACH			1	1		.00	.00	.00
MSTBDNO TRS RDC			1	1		.00	.00	.00
LUNADORO VN RSV			1	1		.00	.00	.00
TEN ARCN ARC II			1	1		.00	.00	.00
CUSUMANO MERLOT			1	1		.00	.00	.00
ETNA RSO AKRATN			1	1		.00	.00	.00
ILLUMINATA SAVNC			1	1	1	100.00	.00	.00
P BEA MNT ROSSO			1	1	1	100.00	.00	.00
MASSIVO BRUNLLO			1	1	1	100.00	.00	.00
DE QUINDI MERLT			1	1	1	100.00	.00	.00
CHIARLO BRL CRQ			1	1	1	100.00	.00	.00
CORNAREA TARSCO			1	1	1	100.00	.00	.00
TEN POLVARO DUL			1	1	1	100.00	.00	.00
FONTANABNC BARB			1	1	1	100.00	.00	.00
MASI E CHNA RSS			1	1	1	100.00	.00	.00
PIETRO BARBSC C			1	1	1	100.00	.00	.00
PRODTTRI BR MTS			1	1	1	100.00	.00	.00
BOLLA MOSCATO			1	1	1	100.00	.00	.00
ALSSNDRA DLC AL			1	1	1	100.00	.00	.00
MANERO ROSSO			1	1	1	100.00	.00	.00
GALARDI TRR LVR			1	1	1	100.00	.00	.00
PRNTTO BRIC TRT			1	1	1	100.00	.00	.00
RIPA MORE VCMG			1	1	1	100.00	.00	.00
CP VINI MEMORIA			1	1	1	100.00	.00	.00
FRSCBDI GIRMNTE			1	1	1	100.00	.00	.00
VEGLO MCHNO NEB			1	1	1	100.00	.00	.00
RISATA RED MSCT			1	1	1	100.00	.00	.00
SENSI SABBIAIO			1	1	1	100.00	.00	.00
STELLA R BLK AL			1	1	1	100.00	.00	.00
SANT ANTO ARNE			1	1	1	100.00	.00	.00
BANFI CENT RSSO			1	1	1	100.00	.00	.00
LCCIA ROSSO MNT			1	1	1	100.00	.00	.00
GIACOSA ROERO			1	1	1	100.00	.00	.00
GRANDUCA BAROLO			1	1	1	100.00	.00	.00
FOLNRI CAB SAUV			1	1	1	100.00	.00	.00
DE GRGRIO RAHNA			1	1	1	100.00	.00	.00
MARINA CVTC MLT			1	1	1	100.00	.00	.00
CORREGGIA ROERO			1	1	1	100.00	.00	.00
TENMNTI LU SYRH			1	1	1	100.00	.00	.00
LUNADORO 3BT BX			1	1	1	100.00	.00	.00
LUNA PN GRG/BNC			1	1	1	100.00	.00	.00
DAMILANO BRUNTE			1	1	1	100.00	.00	.00
GAJA ROSSJ-BASS			1	1	1	100.00	.00	.00
ILLUMINATA TBVO			1	1	1	100.00	.00	.00
FOLONARI MERLOT			1	1	1	100.00	.00	.00
ITALO CCON CAB			1	1	1	100.00	.00	.00
STATTI GRC NERO			1	1	1	100.00	.00	.00
ALOIS LAGEDER			1	1	1	100.00	.00	.00
TENUTA D ORNLLA			1	1	1	100.00	.00	.00
ETNA ROSSO			1	1	1	100.00	.00	.00
VELENASI BRCCRL			1	1	1	100.00	.00	.00
FEUDI FIANO AVL			1	1	1	100.00	.00	.00
PR PLLVNI FRST			1	1	1	100.00	.00	.00
MONCHIERO NBBLO			1	1	1	100.00	.00	.00
ARGNTRA MARMNTE			1	1	1	100.00	.00	.00
COLLAVINI BROJ			1	1	1	100.00	.00	.00
GAGLRDO VERMNT			1	1	1	100.00	.00	.00
MONTEFALCO RSSO			1	1	1	100.00	.00	.00
ILAURO AVALOS			1	1	1	100.00	.00	.00
ORESTIADI LUDVC			1	1	1	100.00	.00	.00
PDOERE RIPI FOL			1	1	1	100.00	.00	.00
EREDI VT BS BAR			1	1	1	100.00	.00	.00
RUCHE LACCENTO			1	1	1	100.00	.00	.00
MSTBDNO TRS RES			1	1	1	100.00	.00	.00
TASCANTE GHATA			1	1	1	100.00	.00	.00
S SILVESTRO DOL			1	1	1	100.00	.00	.00
MSTRBDNO G TUFO			1	1	1	100.00	.00	.00
CASTLLNI SMVITE			1	1	1	100.00	.00	.00
ILUMINATA CLBRT			1	1	1	100.00	.00	.00
MUSARAGNO CB FR			1	1	1	100.00	.00	.00
B SERGIO NERO			1	1	1	100.00	.00	.00
MONTEVERRO TERR			1	1	1	100.00	.00	.00
MONTEVETRANO SA			1	1	1	100.00	.00	.00
AUGURI SANG BLD			1	1	1	100.00	.00	.00
CORDERO LGH NEB			1	1	1	100.00	.00	.00
GAJA COSTA RUSS			1	1	1	100.00	.00	.00

# NABCA CASE SALES ANALYSIS

## BY CLASS, TYPE, BRAND

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

ALL STATES-1/1/17 - 03/31/17

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
CMPO A M VRMTNO			1		1	100.00	.00	.00
CANT CTN F AVNL			1		1	100.00	.00	.00
NURAGICO GIOVNU			1		1	100.00	.00	.00
CNT CSTGN ROSSO			1		1	100.00	.00	.00
CP VINI NEAMA			1		1	100.00	.00	.00
BOLLA TUFAL CL			1		1	100.00	.00	.00
PCCNI SASSO PGO			1		1	100.00	.00	.00
PIANOTU BAROLO			1		1	100.00	.00	.00
ASTORIA C P NRO			1		1	100.00	.00	.00
FONTELLE CHRD			1		1	100.00	.00	.00
TERRIOLOGIO RSSO			1		1	100.00	.00	.00
DA CAPO RD MONF			1		1	100.00	.00	.00
CASALFARNETO VR			1		1	100.00	.00	.00
LA BRSCA ACHELO			1		1	100.00	.00	.00
SEVEN D MSC CAN			1		1	100.00	.00	.00
TERUZZI & PUTHD			1		1	100.00	.00	.00
RICHER POUR SNG			1		1	100.00	.00	.00
CST BRNTA REGUS			1		1	100.00	.00	.00
ERMES PAVS BDM			1		1	100.00	.00	.00
FRSCBDI AMMRGLA			1		1	100.00	.00	.00
ANTICO CASTELLO			1		1	100.00	.00	.00
ARGIOLAS SER RS			1		1	100.00	.00	.00
MRCHETTI VRDCHO			1		1	100.00	.00	.00
TENUTA ST CIELI			1		1	100.00	.00	.00
LE GRASCETE GRL			1		1	100.00	.00	.00
FNTFRDA BRL LZZ			1		1	100.00	.00	.00
VIBRTI BRL PTRO			1		1	100.00	.00	.00
ST MICHAEL RSLG			1		1	100.00	.00	.00
BOTRMGNO NERO			1		1	100.00	.00	.00
FRSCBDI GORGONA			1		1	100.00	.00	.00
MASSETO RED			1		1	100.00	.00	.00
GUSALI BRTA RSV			1		1	100.00	.00	.00
CIGLIUTI DOLCTO			1		1	100.00	.00	.00
FRAT URCLO GRCO			1		1	100.00	.00	.00
CERETTO BAROLO			1		1	100.00	.00	.00
LE PIANETTE			1		1	100.00	.00	.00
BASTIANICH SAVG			1		1	100.00	.00	.00
PRODTTRI BR OVL			1		1	100.00	.00	.00
MATOCCHIA BR MNT			1		1	100.00	.00	.00
DAMILANO LISTE			1		1	100.00	.00	.00
GORGHI T RAJA Z			1		1	100.00	.00	.00
SANTA GIUSTINA			1		1	100.00	.00	.00
LA FAVOLA NERO			1		1	100.00	.00	.00
FRANCO SRA GAVI			1		1	100.00	.00	.00
PIETRO RINALDI			1		1	100.00	.00	.00
CA/MRCNDA CAMAR			1		1	100.00	.00	.00
BOTA BOX ZNFDL				1052	-1052	-100.00	.00	.71
COLAVITA PNT NR				841	-841	-100.00	.00	.57
BERSNO BRL NVSC				501	-501	-100.00	.00	.34
ROC DM CAMPMCN				423	-423	-100.00	.00	.29
ROC DM VERNACIA				346	-346	-100.00	.00	.23
FEUDI GRECO PRM				344	-344	-100.00	.00	.23
REDI BR ORBAIO				318	-318	-100.00	.00	.22
MRLINO SCAN RSV				266	-266	-100.00	.00	.18
12 E MEZZO NEGR				232	-232	-100.00	.00	.16
LUNA ARGENTA NG				217	-217	-100.00	.00	.15
FALSCO MRL UMBR				191	-191	-100.00	.00	.13
BERSNO COSTLNGA				177	-177	-100.00	.00	.12
SELA&MOSC TERRE				175	-175	-100.00	.00	.12
FABRINI VRDCHIO				127	-127	-100.00	.00	.09
FEUDI RUBRATO				122	-122	-100.00	.00	.08
VILLA GRFNI SUP				109	-109	-100.00	.00	.07
MONTEFIORE MSCT				100	-100	-100.00	.00	.07
DEZZANI 80 ANNI				100	-100	-100.00	.00	.07
S NARDI CAS BSC				83	-83	-100.00	.00	.06
CONTI ZC NGRDAM				77	-77	-100.00	.00	.05
SALVIANO ORVITO				73	-73	-100.00	.00	.05
COSSETTI DOLCTO				67	-67	-100.00	.00	.05
CASCNA MONT ROE				67	-67	-100.00	.00	.05
VGNE CHIARLO RS				65	-65	-100.00	.00	.04
LEVANTINO INSOL				61	-61	-100.00	.00	.04
VLA MORA SGRTO				60	-60	-100.00	.00	.04
ENRICO SAN POGG				54	-54	-100.00	.00	.04
TORRIDORO REC				51	-51	-100.00	.00	.03
TERRAMARE ROSSO				50	-50	-100.00	.00	.03
ODOARDI SAVUTO				48	-48	-100.00	.00	.03
CANTNE BRGO CHD				45	-45	-100.00	.00	.03
CAMPI VAL SNNZR				45	-45	-100.00	.00	.03
CARNTO VLCM MRL				42	-42	-100.00	.00	.03
ZITA SNGVS/MRLT				41	-41	-100.00	.00	.03
COSTADORA ROSSO				40	-40	-100.00	.00	.03
COLLI PCNO PHRS				39	-39	-100.00	.00	.03
PETRAIO NRO DAV				38	-38	-100.00	.00	.03
TASCA ALM CB SV				38	-38	-100.00	.00	.03
MRTNI RSSI MSCT				36	-36	-100.00	.00	.02
TERRE VN MASSER				30	-30	-100.00	.00	.02
MARINI CAB SAUV				28	-28	-100.00	.00	.02
VILLA GRIFONTI				27	-27	-100.00	.00	.02
SIGNAE SGT MNTF				25	-25	-100.00	.00	.02
STELLA SANGVESE				25	-25	-100.00	.00	.02
BELGUARDO SERRT				25	-25	-100.00	.00	.02
E DOMANI MOSCTO				25	-25	-100.00	.00	.02
VLA MORA ROSSO				24	-24	-100.00	.00	.02

# NABCA CASE SALES ANALYSIS

## BY CLASS, TYPE, BRAND

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

ALL STATES-1/1/17 - 03/31/17

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE		
			This Year	Last Year			This Year	Last Year	
CENTINE WHITE					23	-23	-100.00	.00	.02
TOMMOLO MNT ABZ					22	-22	-100.00	.00	.01
STRADA MNTPLCNO					22	-22	-100.00	.00	.01
BELLA BLA R MSC					21	-21	-100.00	.00	.01
COSETTI BARBRA					21	-21	-100.00	.00	.01
CST MNTAUTO VRN					20	-20	-100.00	.00	.01
PRMIO SNGUE GDA					20	-20	-100.00	.00	.01
STELLA MERLOT					18	-18	-100.00	.00	.01
BARRERI&ROVATI					17	-17	-100.00	.00	.01
VLLA SRNO RSLNG					17	-17	-100.00	.00	.01
ANTONELLI ROSSO					17	-17	-100.00	.00	.01
GHISLFI BRB ALB					14	-14	-100.00	.00	.01
LUCCIO STRW MSC					14	-14	-100.00	.00	.01
KALTERN K ROSSO					13	-13	-100.00	.00	.01
STEMMARI B VIVA					13	-13	-100.00	.00	.01
FNTA CND FR5 SP					12	-12	-100.00	.00	.01
CLS PECCI B MNT					12	-12	-100.00	.00	.01
ZITA MONTEPULCN					12	-12	-100.00	.00	.01
SCARBOLO CABRNT					12	-12	-100.00	.00	.01
ESPERTO PNT NOR					11	-11	-100.00	.00	.01
TENUTA ALZTR SG					11	-11	-100.00	.00	.01
FALESCO MERLOT					10	-10	-100.00	.00	.01
IL MSTNO SANG R					10	-10	-100.00	.00	.01
FARNESE VECCHIO					10	-10	-100.00	.00	.01
MARINI CHARDNNY					9	-9	-100.00	.00	.01
TOLA GRILLO SCLA					9	-9	-100.00	.00	.01
SAN CALISTO MNT					9	-9	-100.00	.00	.01
PERMESSO CAB SV					9	-9	-100.00	.00	.01
TONDO TONDO SNG					9	-9	-100.00	.00	.01
SULE SUSUMANLLO					8	-8	-100.00	.00	.01
PCCNI RSSO TSCN					8	-8	-100.00	.00	.01
POGGIO ANM SANG					8	-8	-100.00	.00	.01
ALTADONNA PINOT					8	-8	-100.00	.00	.01
CPPLA ST TINAIO					8	-8	-100.00	.00	.01
IL DONATO V RSO					8	-8	-100.00	.00	.01
TRRE DORA FIANO					7	-7	-100.00	.00	.00
FNTEVCHIA VRDCH					7	-7	-100.00	.00	.00
MASUT RIVE FRUL					7	-7	-100.00	.00	.00
POGGIO BRTO STUC					7	-7	-100.00	.00	.00
RCCA DEL HED2HD					7	-7	-100.00	.00	.00
MOLETTO RFSC KG					7	-7	-100.00	.00	.00
CIACCI PIC BRUN					7	-7	-100.00	.00	.00
PNTA CRNA LUMAS					7	-7	-100.00	.00	.00
TERRIOLOGIO PRMT					7	-7	-100.00	.00	.00
MASSOLINO NBBLO					7	-7	-100.00	.00	.00
BAR&ROV BAR AST					7	-7	-100.00	.00	.00
SENTIERO RED					7	-7	-100.00	.00	.00
MA TERR AGL VUL					7	-7	-100.00	.00	.00
PRODTTRI PRTCMR					7	-7	-100.00	.00	.00
MSSLINO BARBERA					7	-7	-100.00	.00	.00
EINAUDI DOL DOG					6	-6	-100.00	.00	.00
L CSTRS PRMITVO					6	-6	-100.00	.00	.00
CASAL THULRO MN					6	-6	-100.00	.00	.00
MARINI SYRAH					6	-6	-100.00	.00	.00
VILLA OLMI MNTP					6	-6	-100.00	.00	.00
CANTINE R ROSSO					6	-6	-100.00	.00	.00
D&N ROSSO PUGLA					6	-6	-100.00	.00	.00
CANTNA REDI RCO					6	-6	-100.00	.00	.00
FRSCBDI MASOVIV					6	-6	-100.00	.00	.00
CECILIA BERETTA					6	-6	-100.00	.00	.00
VLLA GRISA CALU					6	-6	-100.00	.00	.00
TENUTE OLTREME					6	-6	-100.00	.00	.00
VIOLAS CORT MLT					6	-6	-100.00	.00	.00
VITIS AECLANI					6	-6	-100.00	.00	.00
CLIFFHANGER RED					6	-6	-100.00	.00	.00
FNTLEONI VRN GM					5	-5	-100.00	.00	.00
AUXO LUNAE RSSO					5	-5	-100.00	.00	.00
BELLA BOLLE FUS					5	-5	-100.00	.00	.00
BEL PGGO R PCNO					5	-5	-100.00	.00	.00
PIEVE SR BRN MT					5	-5	-100.00	.00	.00
ENZO BGLTI DLCT					5	-5	-100.00	.00	.00
FALESCO SNG UMB					5	-5	-100.00	.00	.00
FAZI BTGLA VERD					5	-5	-100.00	.00	.00
FANTINI CHARD					5	-5	-100.00	.00	.00
MONTPLI MNTPLCN					5	-5	-100.00	.00	.00
BELMONDO MERLOT					5	-5	-100.00	.00	.00
FTTRIA PAGLTURA					5	-5	-100.00	.00	.00
ALVERDI SANGVSE					5	-5	-100.00	.00	.00
S QUIRCO VRNCCA					5	-5	-100.00	.00	.00
CSTE BRNTA MONT					5	-5	-100.00	.00	.00
MANDRSSA FIANO					5	-5	-100.00	.00	.00
PIO CSR BRB FID					4	-4	-100.00	.00	.00
ALTA LUNA PN NR					4	-4	-100.00	.00	.00
BARBI STRPTCCIO					4	-4	-100.00	.00	.00
LES CRETES CHRD					4	-4	-100.00	.00	.00
PIO CSR ARNEIS					4	-4	-100.00	.00	.00
ALTADONNA VRMNT					4	-4	-100.00	.00	.00
TRIPUDIUM VENDM					4	-4	-100.00	.00	.00
ROSA D'OLMO BRB					4	-4	-100.00	.00	.00
ROCCA D SNT AVL					4	-4	-100.00	.00	.00
TOLA SYRAH SCLA					4	-4	-100.00	.00	.00
OLIANAS CANNONA					4	-4	-100.00	.00	.00
PASSO DEL MULE					4	-4	-100.00	.00	.00

# NABCA CASE SALES ANALYSIS

## BY CLASS, TYPE, BRAND

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

ALL STATES-1/1/17 - 03/31/17

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
AMASTUOLA PRIM					4	-4	-100.00	.00
TOLA CATARRATTO					4	-4	-100.00	.00
GRAN CONTI SANG					4	-4	-100.00	.00
CERTO BAR DOCG					4	-4	-100.00	.00
BORGO STAJ MLBC					4	-4	-100.00	.00
ST PAULS PN NR					4	-4	-100.00	.00
FANTNL PG B TES					4	-4	-100.00	.00
CUSUMANO INSOLI					4	-4	-100.00	.00
PNTA CRNA ROSSE					4	-4	-100.00	.00
CARRAIA AGLINCO					4	-4	-100.00	.00
BROVIA DOLCETTO					4	-4	-100.00	.00
GODE' II ROSSO					4	-4	-100.00	.00
OLIANAS VERMNTN					4	-4	-100.00	.00
VILLA OLMI CHRD					4	-4	-100.00	.00
S NARDI RSO MNT					4	-4	-100.00	.00
GRAN PASSNE BRB					3	-3	-100.00	.00
GIACOMO V NEBLO					3	-3	-100.00	.00
RIVETTO NEBIOLO					3	-3	-100.00	.00
PORZIA FR5 REGL					3	-3	-100.00	.00
VALLE RL MNT AB					3	-3	-100.00	.00
SN GR CIAMP RDM					3	-3	-100.00	.00
PLANETA MOSCATO					3	-3	-100.00	.00
LA TRRE ROS MNT					3	-3	-100.00	.00
DUCA CLMBO PLTN					3	-3	-100.00	.00
DI LENARDO CHRD					3	-3	-100.00	.00
PNTA CRNA PIGTO					3	-3	-100.00	.00
DEMARIE MSC AST					3	-3	-100.00	.00
MALVIRA ARNEIS					3	-3	-100.00	.00
A CASA GRECO					3	-3	-100.00	.00
TEN ROCCA DOLCT					3	-3	-100.00	.00
BRANDINI ROSSO					3	-3	-100.00	.00
TNTA CSTL M ROS					3	-3	-100.00	.00
VLLDRA LNGH RSD					3	-3	-100.00	.00
ISOLA D'ORO NRO					3	-3	-100.00	.00
SN GR UGOLF BDM					3	-3	-100.00	.00
CORBERA CAB SAV					3	-3	-100.00	.00
TERRE NRO D AVL					3	-3	-100.00	.00
ANARKOS ROSSO					3	-3	-100.00	.00
AMERIGO BARBRSC					3	-3	-100.00	.00
TEZZA AMRN VLP					3	-3	-100.00	.00
JERMANN CHRDNRY					3	-3	-100.00	.00
CSTLLO NEIVE SP					3	-3	-100.00	.00
TEN ROCCA NEBBL					3	-3	-100.00	.00
BISGLA AGL TRR					3	-3	-100.00	.00
VOLPAIA PRELIUS					3	-3	-100.00	.00
GUASTI CL BARLO					3	-3	-100.00	.00
PLANETA MERLOT					3	-3	-100.00	.00
BOLLA RIESLING					3	-3	-100.00	.00
CNT CASTGN VERD					3	-3	-100.00	.00
FALESCO MNTIANO					3	-3	-100.00	.00
VENICA MERLOT					3	-3	-100.00	.00
FEUDI LCRM CHR5					3	-3	-100.00	.00
AVAILABLE RED					2	-2	-100.00	.00
VLA DNA SWT RED					2	-2	-100.00	.00
TOLATNI VLDSNTI					2	-2	-100.00	.00
VELENSI BRCARLO					2	-2	-100.00	.00
MOMMY TO R PRMT					2	-2	-100.00	.00
MANDRSSA BONERA					2	-2	-100.00	.00
ALTADONNA NERO					2	-2	-100.00	.00
VIGNE PRRNA RSO					2	-2	-100.00	.00
AD ASTRA					2	-2	-100.00	.00
MARCH DI GRESY					2	-2	-100.00	.00
LA MOZZA ARG MR					2	-2	-100.00	.00
DON CATALDO RED					2	-2	-100.00	.00
CA BONA GTTRNIO					2	-2	-100.00	.00
FEUDI ROS'AURA					2	-2	-100.00	.00
BRANCAIA IL BLU					2	-2	-100.00	.00
SCAGLOLA DOL SM					2	-2	-100.00	.00
DE FORVL PIEMNT					2	-2	-100.00	.00
GROSJEAN P ARVN					2	-2	-100.00	.00
EDIZNE CNQ AUTO					2	-2	-100.00	.00
BASTANCH FRULNO					2	-2	-100.00	.00
MARCH BRLO SRMS					2	-2	-100.00	.00
INSOGLIO BIBONA					2	-2	-100.00	.00
MONTVRTN ROSSO					2	-2	-100.00	.00
LUIANO ROSSO					2	-2	-100.00	.00
MANDRSSA SNTNLA					2	-2	-100.00	.00
VILLA CALCN ROS					2	-2	-100.00	.00
L SPNTTA MSC BC					2	-2	-100.00	.00
COLLE PASTNI CB					2	-2	-100.00	.00
MONTEVERSA VRSC					2	-2	-100.00	.00
PERTINACE NEBB					2	-2	-100.00	.00
SCAGLOLA CHD CV					2	-2	-100.00	.00
PIERI BRN D MNT					2	-2	-100.00	.00
LAVICO VAJASNDI					2	-2	-100.00	.00
ANGLNI PERGOLA					2	-2	-100.00	.00
FARNSE SANGIOVS					2	-2	-100.00	.00
BARBI BRUN RISV					2	-2	-100.00	.00
MNTE DEGLI ANGL					2	-2	-100.00	.00
ZETA ROSSO					2	-2	-100.00	.00
CECCHI COEVO WD					2	-2	-100.00	.00
VLLDRA GAVI					2	-2	-100.00	.00
DA LUCA NERO					2	-2	-100.00	.00

# NABCA CASE SALES ANALYSIS

## BY CLASS, TYPE, BRAND

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

ALL STATES-1/1/17 - 03/31/17

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
SAN ZENON TNTLA				2	-2	-100.00	.00	.00
GROSJEAN ROVETZ				2	-2	-100.00	.00	.00
BLA CHST GRG/CH				2	-2	-100.00	.00	.00
LA KIUVA PCNDRO				2	-2	-100.00	.00	.00
MOLETTA PROSCCO				2	-2	-100.00	.00	.00
VESEVUS LACRYMA				2	-2	-100.00	.00	.00
LUNAE NICCOLO				2	-2	-100.00	.00	.00
POGGIO ANTC BRN				2	-2	-100.00	.00	.00
COLLZIONE SNGVS				2	-2	-100.00	.00	.00
INDIGNOUS VRDEE				2	-2	-100.00	.00	.00
FRSCBLDI BNFIZO				2	-2	-100.00	.00	.00
VLA CORLO GIACO				2	-2	-100.00	.00	.00
LA BRSCA SABZIO				2	-2	-100.00	.00	.00
ARNLD CPR ROSSO				2	-2	-100.00	.00	.00
L SPNTA VERMNTN				2	-2	-100.00	.00	.00
COLLELCTO BR MN				2	-2	-100.00	.00	.00
CONTI SS GRUMLO				2	-2	-100.00	.00	.00
ANTICO MNST BAR				2	-2	-100.00	.00	.00
DA LUCA FIANO				2	-2	-100.00	.00	.00
PLZIANO LSH MLN				2	-2	-100.00	.00	.00
BATASIOLO SOVRN				2	-2	-100.00	.00	.00
PRNTTO MOS ASTI				2	-2	-100.00	.00	.00
VILLA GEMMA				2	-2	-100.00	.00	.00
ARNLD CPR CLPNO				2	-2	-100.00	.00	.00
DIFLORA MOSCATO				2	-2	-100.00	.00	.00
S ANSTZIA PSMGO				2	-2	-100.00	.00	.00
TENUTA SNT SCAI				2	-2	-100.00	.00	.00
BROGLIA DOGE GV				2	-2	-100.00	.00	.00
STEMMARI SYRAH				2	-2	-100.00	.00	.00
IL MESSIA				2	-2	-100.00	.00	.00
LUCE BR MNT SNG				2	-2	-100.00	.00	.00
PASSA TEMPO MNT				2	-2	-100.00	.00	.00
PIO CESARE OLTR				2	-2	-100.00	.00	.00
RIVERA FLCN RES				2	-2	-100.00	.00	.00
DOGA DL CLAVULE				2	-2	-100.00	.00	.00
FORMNTNI FURLNA				2	-2	-100.00	.00	.00
TRA MIA LCRYM R				1	-1	-100.00	.00	.00
PALLADNO BRNRDO				1	-1	-100.00	.00	.00
DNNAFUGATA LIGH				1	-1	-100.00	.00	.00
TRAPPLNI CENRTO				1	-1	-100.00	.00	.00
SAN ZOPITO MONT				1	-1	-100.00	.00	.00
LE CHIUSE ROSSO				1	-1	-100.00	.00	.00
LECHTHALER RSLG				1	-1	-100.00	.00	.00
COPPO ALTEREGO				1	-1	-100.00	.00	.00
VALENT CHARDONY				1	-1	-100.00	.00	.00
CNTNA TBRNO FLG				1	-1	-100.00	.00	.00
CASADEI SGN MED				1	-1	-100.00	.00	.00
SIEMA VYD ROSSO				1	-1	-100.00	.00	.00
MANCHRA BRN MNT				1	-1	-100.00	.00	.00
AL DENTE MERLOT				1	-1	-100.00	.00	.00
LES CRETES PN N				1	-1	-100.00	.00	.00
CSTLO D REG SNG				1	-1	-100.00	.00	.00
WNMKR COL MRLT				1	-1	-100.00	.00	.00
BRNCAIA ILTRAIA				1	-1	-100.00	.00	.00
TEN RAP NADIR				1	-1	-100.00	.00	.00
FAM DANTE SUPER				1	-1	-100.00	.00	.00
NINO NGRI SFZTO				1	-1	-100.00	.00	.00
LA VELONA ROSSO				1	-1	-100.00	.00	.00
VGNE MZZO EFSTO				1	-1	-100.00	.00	.00
BARBI MORELLINO				1	-1	-100.00	.00	.00
MSTRBRDNO LC WH				1	-1	-100.00	.00	.00
ALTA CLSSE D'AB				1	-1	-100.00	.00	.00
MACULN MOS DNOL				1	-1	-100.00	.00	.00
PIO CSR BRL ORN				1	-1	-100.00	.00	.00
SALVANO MAESTRA				1	-1	-100.00	.00	.00
ANTRI VERMNTINO				1	-1	-100.00	.00	.00
REGALEALI ROSSO				1	-1	-100.00	.00	.00
PRNTTO DLC D'AB				1	-1	-100.00	.00	.00
BISCI VERDCCHIO				1	-1	-100.00	.00	.00
ALTESINO PALZZO				1	-1	-100.00	.00	.00
MONTEVERRO TNTA				1	-1	-100.00	.00	.00
ANTRI SCALABRON				1	-1	-100.00	.00	.00
LECIAIA MNT RSS				1	-1	-100.00	.00	.00
SANDRONE BAR CN				1	-1	-100.00	.00	.00
L SCOLCA GV ORD				1	-1	-100.00	.00	.00
SYDNEY ANN MRLT				1	-1	-100.00	.00	.00
PIANE MAGIO MNT				1	-1	-100.00	.00	.00
ARELE APPASMNTO				1	-1	-100.00	.00	.00
CIRCA ROSSO				1	-1	-100.00	.00	.00
OH ROME MSC AST				1	-1	-100.00	.00	.00
CANT CATENA TAU				1	-1	-100.00	.00	.00
POGGIO BARBONE				1	-1	-100.00	.00	.00
ANTRI PN DV RES				1	-1	-100.00	.00	.00
FTTRA MGLNO MRL				1	-1	-100.00	.00	.00
GAGLRDO FAV CSA				1	-1	-100.00	.00	.00
EARTHSHKR L AMI				1	-1	-100.00	.00	.00
MIRAFIORE NEBLO				1	-1	-100.00	.00	.00
LI VELI VERDECA				1	-1	-100.00	.00	.00
ROC DM SE GIOV				1	-1	-100.00	.00	.00
FRSCBLDI PMNO R				1	-1	-100.00	.00	.00
TERRA ALGI TISO				1	-1	-100.00	.00	.00
CIELO CHARDONAY				1	-1	-100.00	.00	.00
CONTI ZC PRMTVO				1	-1	-100.00	.00	.00

# NABCA CASE SALES ANALYSIS

## BY CLASS, TYPE, BRAND

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

ALL STATES-1/1/17 - 03/31/17

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
BNGVNNI DLC DNA				1	-1	-100.00	.00	.00
TURLO SALVIANO				1	-1	-100.00	.00	.00
VIETTI BRB ALBA				1	-1	-100.00	.00	.00
UMANI RN JORIO				1	-1	-100.00	.00	.00
SETTE PNTE LUPO				1	-1	-100.00	.00	.00
NINO NGRI BRONE				1	-1	-100.00	.00	.00
PODERNUOVO THRA				1	-1	-100.00	.00	.00
FIRRIATO ALTVLL				1	-1	-100.00	.00	.00
GAGLRDO VILLA M				1	-1	-100.00	.00	.00
PLZIANO ASINONE				1	-1	-100.00	.00	.00
LA RASINA B MON				1	-1	-100.00	.00	.00
MACCHLE BLGHR R				1	-1	-100.00	.00	.00
LECHTHLR PN NOR				1	-1	-100.00	.00	.00
UMBRTO FIOR DLC				1	-1	-100.00	.00	.00
PALZZO MN VP CL				1	-1	-100.00	.00	.00
NINO NEGRI FRCA				1	-1	-100.00	.00	.00
STA GIUSTNA ORT				1	-1	-100.00	.00	.00
BOTTEGA VIN LGR				1	-1	-100.00	.00	.00
TENUTA STE VGNA				1	-1	-100.00	.00	.00
M SATTI CAVALRE				1	-1	-100.00	.00	.00
ZONIN RC MSC VN				1	-1	-100.00	.00	.00
ARCANUM ROSSO				1	-1	-100.00	.00	.00
TRAMIN CHARD				1	-1	-100.00	.00	.00
WILHELM W PRNDO				1	-1	-100.00	.00	.00
RICHER POUR GRN				1	-1	-100.00	.00	.00
FIORE ROSSO				1	-1	-100.00	.00	.00
S GIUSPPE PN NR				1	-1	-100.00	.00	.00
ANTICO COLLE RS				1	-1	-100.00	.00	.00
CORBERA GRILLO				1	-1	-100.00	.00	.00
SCAGLOLA BRB SN				1	-1	-100.00	.00	.00
12 E MEZZO MLVS				1	-1	-100.00	.00	.00
DUCA CSTLMT MSC				1	-1	-100.00	.00	.00
GIACSA BRB ASIL				1	-1	-100.00	.00	.00
LA SCOLCA GAVI				1	-1	-100.00	.00	.00
PIO CSR PDLI CH				1	-1	-100.00	.00	.00
MSTBDNO FALANGH				1	-1	-100.00	.00	.00
MARCH BRLO CASA				1	-1	-100.00	.00	.00
LA KIUVA ROSE				1	-1	-100.00	.00	.00
L BITGLA LMB GR				1	-1	-100.00	.00	.00
GAJA SORI TILDN				1	-1	-100.00	.00	.00
FEUDO P SUR MRL				1	-1	-100.00	.00	.00
TUA RITA GIUSTO				1	-1	-100.00	.00	.00
RCCA DEL SNGVSE				1	-1	-100.00	.00	.00
RE MANFREDI AGL				1	-1	-100.00	.00	.00
PRODTTRI BR ASL				1	-1	-100.00	.00	.00
ALGRNI TES MEDI				1	-1	-100.00	.00	.00
SIRE NEBBIOLO				1	-1	-100.00	.00	.00
BRN MNT L SRLLE				1	-1	-100.00	.00	.00
BOTRMGNO PRMTVO				1	-1	-100.00	.00	.00
GIACMO BORG NEB				1	-1	-100.00	.00	.00
SUMMUS RED BLND				1	-1	-100.00	.00	.00
E PEPE TREB ABZ				1	-1	-100.00	.00	.00
MAURO MLNO BRLO				1	-1	-100.00	.00	.00
L FRTNA BRN MNT				1	-1	-100.00	.00	.00
L CSTRS SLC SAL				1	-1	-100.00	.00	.00
FONTEZPA MARCHE				1	-1	-100.00	.00	.00
CESARI AMARONE				1	-1	-100.00	.00	.00
CORVO NERO D'AV				1	-1	-100.00	.00	.00
CASCNA ARN ATRS				1	-1	-100.00	.00	.00
CONTI BRTA CAB				1	-1	-100.00	.00	.00
TENMNTI CB ANTE				1	-1	-100.00	.00	.00
TEN ARCN VALDRN				1	-1	-100.00	.00	.00
VIBRTI BRC AIRO				1	-1	-100.00	.00	.00
BISSON BG PASTN				1	-1	-100.00	.00	.00
PIOERO ROE ARNS				1	-1	-100.00	.00	.00
GIOCATO SAUV/BL				1	-1	-100.00	.00	.00
ENZO BGLTI NERE				1	-1	-100.00	.00	.00
ELVO CGNO BARBR				1	-1	-100.00	.00	.00
CANTINE BOT GRV				1	-1	-100.00	.00	.00
CASTLLNI PN NOR				1	-1	-100.00	.00	.00
VIGNLI STF MSCT				1	-1	-100.00	.00	.00
SAN POLO B MLTC				1	-1	-100.00	.00	.00
SECOLI CORVINA				1	-1	-100.00	.00	.00
SNTA FRNSCA MRL				1	-1	-100.00	.00	.00
<b>TOTAL ITALIAN</b>	<b>OTHER</b>		<b>147230</b>	<b>147705</b>	<b>-475</b>	<b>-.32</b>		
AUST CAB SAUV								
YELLW TAIL CB S			14574	11320	3254	28.75	61.19	53.87
LINDEMAN BIN 45			4032	3844	188	4.89	16.93	18.29
19 CRIMES			2184	1335	849	63.60	9.17	6.35
ORLDO JACOB CAB			1208	1308	-100	-7.65	5.07	6.22
FOXHORN CAB SAV			407	483	-76	-15.73	1.71	2.30
JOHN GEABE			175		175	100.00	.73	.00
LITTLE PNGN CBNT			133	631	-498	-78.92	.56	3.00
ROSEMNT EST CAB			103	138	-35	-25.36	.43	.66
HARDY STAMP CAB			97	352	-255	-72.44	.41	1.67
YELLW TL CB RES			85	332	-247	-74.40	.36	1.58
LITTLE BOOMEY			85	71	14	19.72	.36	.34
JCB CRK DBL BRL			65		65	100.00	.27	.00
MCWILLM CL CLMT			57		57	100.00	.24	.00
BLACK OPAL CB S			46	71	-25	-35.21	.19	.34
PENLEY EST CAB			41	82	-41	-50.00	.17	.39

# NABCA CASE SALES ANALYSIS

## BY CLASS, TYPE, BRAND

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

ALL STATES-1/1/17 - 03/31/17

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
THRN CLK TR BRS			36		36	100.00	.15	.00
PENFLD CB S BN9			34	53	-19	-35.85	.14	.25
OXFRD LDNG CB S			33	30	3	10.00	.14	.14
ORL JACB CAB RS			33	30	3	10.00	.14	.14
KILBNBN SEDCTN			32	40	-8	-20.00	.13	.19
MITOLO JSTR MLN			28	17	11	64.71	.12	.08
MCWILLMS CAB HE			25	37	-12	-32.43	.10	.18
W BLSS CAB YLLW			25	25		.00	.10	.12
MOLYDKR MATRE D			21	23	-2	-8.70	.09	.11
RINGBOLT MRG RV			20	44	-24	-54.55	.08	.21
BLEASDALE MLBRY			18		18	100.00	.08	.00
BNROCK STN CB S			16	71	-55	-77.46	.07	.34
CH TANUNDA GR B			15	8	7	87.50	.06	.04
2 HNDS SEXY BST			13	13		.00	.05	.06
SCHILD BAROSSA			12	7	5	71.43	.05	.03
ALICE WHITE CAB			11	115	-104	-90.43	.05	.55
TRACKERS CRSSNG			11	2	9	450.00	.05	.01
VNACEOUS RACNTR			10	17	-7	-41.18	.04	.08
FISHEYE CAB SAV			9	40	-31	-77.50	.04	.19
JCB CRK TWO LND			9	38	-29	-76.32	.04	.18
WOOP WOOP			8	52	-44	-84.62	.03	.25
KILIKANOON KILL			8	27	-19	-70.37	.03	.13
LNDMN PRM S CAB			7	86	-79	-91.86	.03	.41
MT MONSTER			7	7		.00	.03	.03
CRITERION COLL			7	2	5	250.00	.03	.01
ARAMIS WHT LABL			6	108	-102	-94.44	.03	.51
BENEFACOR CLLR			6	15	-9	-60.00	.03	.07
THOMAS GOSS			6	4	2	50.00	.03	.02
BARRY COVER DRV			5	14	-9	-64.29	.02	.07
CHAPEL HL PARSN			5	10	-5	-50.00	.02	.05
EVIL			5	8	-3	-37.50	.02	.04
PARINGA CAB SAV			5	4	1	25.00	.02	.02
MOLYDKR GIGGLE			4	7	-3	-42.86	.02	.03
YALUMBA Y SERIE			4	2	2	100.00	.02	.01
FRST DP MTHR RN			4	4		100.00	.02	.00
ELDERTON ESTATE			3	6	-3	-50.00	.01	.03
JCBS CRK 2LANDS			3	3		.00	.01	.01
BLK OPAL WB CAB			2	14	-12	-85.71	.01	.07
FRANKLIN T ALEX			2	3	-1	-33.33	.01	.01
SHIRVINGTON MV			2	1	1	100.00	.01	.00
BAROSSA VLY BAR			2	2		100.00	.01	.00
HENRYS DRIVE			1	11	-10	-90.91	.00	.05
RED KNOT MCLR V			1	8	-7	-87.50	.00	.04
JEALOUS BITCH			1	5	-4	-80.00	.00	.02
CLARENDN SANDWN			1	4	-3	-75.00	.00	.02
YALUMBA CIGAR			1	4	-3	-75.00	.00	.02
SHINGLEBACK MCL			1	1		.00	.00	.00
STEEPLE JACK SA			1	1		.00	.00	.00
CLRNDN HICK CAB			1	1		.00	.00	.00
D'ARNBG HG TRLS			1		1	100.00	.00	.00
NUGAN 3RD GNRRTN			1		1	100.00	.00	.00
TEAL LAKE RS CB			1		1	100.00	.00	.00
HOWARD P MIAMUP			1		1	100.00	.00	.00
MADFISH			1		1	100.00	.00	.00
TINTARA			1	11	-11	-100.00	.00	.05
LEHMAN CAB SAUV				3	-3	-100.00	.00	.01
FOWLES STONE				3	-3	-100.00	.00	.01
WYNN'S BL COONW				2	-2	-100.00	.00	.01
WEST CAPE BKND				2	-2	-100.00	.00	.01
BERNARRA				1	-1	-100.00	.00	.00
HARDY OOMOO				1	-1	-100.00	.00	.00
LEADING HORSE				1	-1	-100.00	.00	.00
ROBERT OTLY SIG				1	-1	-100.00	.00	.00
D'ARNBG STMPJMP				1	-1	-100.00	.00	.00
CORIOLE REDSTNE				1	-1	-100.00	.00	.00
BULLTN PLCE CAB				1	-1	-100.00	.00	.00
RAWSON RETREAT				1	-1	-100.00	.00	.00
ELDERTN ASHMEAD				1	-1	-100.00	.00	.00
<b>TOTAL AUST CAB SAUV</b>			<b>23817</b>	<b>21015</b>	<b>2802</b>	<b>13.33</b>		
AUST CHARDNNY								
YELLW TAIL CHR			18409	15863	2546	16.05	52.99	39.31
LINDEMAN BIN 65			6099	5693	406	7.13	17.55	14.11
ORLDO JACOB CHR			3064	3438	-374	-10.88	8.82	8.52
YELLW TL TRE-FR			2438	3728	-1290	-34.60	7.02	9.24
ALICE WHITE CHR			988	1161	-173	-14.90	2.84	2.88
VENDANGE AUST			651	592	59	9.97	1.87	1.47
HARDY STAMP CHD			603	912	-309	-33.88	1.74	2.26
FOXHORN CHARD			562	600	-38	-6.33	1.62	1.49
MRCS JMS CHARD			474	564	-90	-15.96	1.36	1.40
LTTLE PNGN CHR			387	3058	-2671	-87.34	1.11	7.58
BLOCK			185	295	-110	-37.29	.53	.73
LITTLE BOOMEY			125	122	3	2.46	.36	.30
WISHNG TR UNOAK			96	102	-6	-5.88	.28	.25
STONE CLR CHARD			62	142	-80	-56.34	.18	.35
ROSEMNT EST CHR			59	171	-112	-65.50	.17	.42
MCWILLMS CHR HE			49	26	23	88.46	.14	.06
BLACK OPAL CHR			47	68	-21	-30.88	.14	.17
PENFLD KOON CHR			41	58	-17	-29.31	.12	.14
LUCKY DUCK			38	63	-25	-39.68	.11	.16
G NORMAN CHRDN			29	96	-67	-69.79	.08	.24
RAWSON RETREAT			29	43	-14	-32.56	.08	.11

# NABCA CASE SALES ANALYSIS

## BY CLASS, TYPE, BRAND

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

ALL STATES-1/1/17 - 03/31/17

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
YELLOW TL CHR RS			25	89	-64	-71.91	.07	.22
WILD OATS			22	66	-44	-66.67	.06	.16
OXFORD LANDING			22	34	-12	-35.29	.06	.08
EVANS&TATE BTRB			20		20	100.00	.06	.00
SHOOFLY CHK RAF			18	12	6	50.00	.05	.03
SPRINGWD MURRAY			18		18	100.00	.05	.00
BNRCK STN CHR			16	71	-55	-77.46	.05	.18
KILDA			16	16		.00	.05	.04
YALUMBA OX CHR			16	11	5	45.45	.05	.03
D'ARDBG STMPJMP			14		14	100.00	.04	.00
TRACKERS CRSSNG			13	2	11	550.00	.04	.00
ALTOONA HILLS			11	7	4	57.14	.03	.02
MILTON PARK			10	14	-4	-28.57	.03	.03
TEAL LAKE CHARD			10	10		.00	.03	.02
ORLDO JCB CH RS			9	113	-104	-92.04	.03	.28
YALUMBA Y SERIE			9	11	-2	-18.18	.03	.03
HRDY NTTGE CHR			7	7		100.00	.02	.00
VASSE FELIX			5	7	-2	-28.57	.01	.02
FISHEYE CHRDN			5	6	-1	-16.67	.01	.01
JCB CRK TWO LND			5	5		.00	.01	.01
MADFISH CHARDNY			5	1	4	400.00	.01	.00
CELLAR ROW EST			3	2176	-2176	-99.86	.01	5.40
WOODLANDS MRGRT			3	2	1	50.00	.01	.00
VINACEDUS SHKRE			3	1	2	200.00	.01	.00
JIP JIP ROCK UO			3	1	2	200.00	.01	.00
WOOP WOOP			2	6	-4	-66.67	.01	.01
NUGAN 3RD GNRN			2	4	-2	-50.00	.01	.01
CH TANUNDA GR B			2	4	-2	-50.00	.01	.01
SHOOFLY			2	2		.00	.01	.00
ROBERT OTLY SIG			2	1	1	100.00	.01	.00
BENEFACOR CLLR			1	7	-6	-85.71	.00	.02
LEEWIN PRELUDE			1	2	-1	-50.00	.00	.00
LEEWIN ART SR			1	2	-1	-50.00	.00	.00
HRDY WILLIAM			1	2	-1	-50.00	.00	.00
JEALOUS BITCH			1	2	-1	-50.00	.00	.00
YALUMBA ORGANIC			1	1		.00	.00	.00
PENLEY			1		1	100.00	.00	.00
NOTABLE AUST			1		1	100.00	.00	.00
PENFOLD BIN 311			1		1	100.00	.00	.00
HARKHAM HNTR VL			1		1	100.00	.00	.00
VENDANGE SEA				662	-662	-100.00	.00	1.64
LNDMN PRM S CHR				163	-163	-100.00	.00	.40
LA TERRE				13	-13	-100.00	.00	.03
VOLUME				6	-6	-100.00	.00	.01
LISMORE RANGE				5	-5	-100.00	.00	.01
KANGRLA RD ADLD				3	-3	-100.00	.00	.01
W BLSS YLLW LBL				2	-2	-100.00	.00	.00
COORALOOK CHARD				2	-2	-100.00	.00	.00
MARKTREE				2	-2	-100.00	.00	.00
HOPE EST MT WSH				1	-1	-100.00	.00	.00
WYNDHAM CHR BIN				1	-1	-100.00	.00	.00
AD LIB HEN&CHIC				1	-1	-100.00	.00	.00
SPRING SEED				1	-1	-100.00	.00	.00
HARDY OOMOO				1	-1	-100.00	.00	.00
BULLTN PLCE CHR				1	-1	-100.00	.00	.00
ELDTN E SERIES				1	-1	-100.00	.00	.00
<b>TOTAL AUST CHARDNY</b>			<b>34743</b>	<b>40351</b>	<b>-5608</b>	<b>-13.90</b>		
<b>AUST MERLOT</b>								
YELLOW TAIL MRLT			13652	12115	1537	12.69	84.67	78.07
LINDMN BIN 40			874	877	-3	-.34	5.42	5.65
ORLDO JACOB MRL			787	883	-96	-10.87	4.88	5.69
FOXHORN MERLOT			356	417	-61	-14.63	2.21	2.69
YELLOW TL MRL RS			139	239	-100	-41.84	.86	1.54
LITTLE PNGN MRLT			106	316	-210	-66.46	.66	2.04
FISHEYE MERLOT			68	84	-16	-19.05	.42	.54
RAWSON RETREAT			34	38	-4	-10.53	.21	.24
ROSEMNT EST MRL			32	50	-18	-36.00	.20	.32
BULLTN PLC MRLT			27	33	-6	-18.18	.17	.21
MOLYDKR SCOOTER			18	23	-5	-21.74	.11	.15
LITTLE BOOMEY			9	23	-14	-60.87	.06	.15
YALUMBA OX MRLT			5	4	1	25.00	.03	.03
ARAMIS FTNR CAP			4	361	-357	-98.89	.02	2.33
BNRCK STN MRLT			4	47	-43	-91.49	.02	.30
YALUMBA Y SERIE			3	1	2	200.00	.02	.01
ALICE WHITE MRL			3		3	100.00	.02	.00
ALTOONA HILLS			2	7	-5	-71.43	.01	.05
<b>TOTAL AUST MERLOT</b>			<b>16123</b>	<b>15518</b>	<b>605</b>	<b>3.90</b>		
<b>AUST PIN NOIR</b>								
FISHEYE PNT NOR			769	665	104	15.64	32.70	21.99
LITTLE PNGN P NR			623	1523	-900	-59.09	26.49	50.36
YELLOW TAIL RES			443	364	79	21.70	18.84	12.04
ORLDO JACOB RES			237	197	40	20.30	10.08	6.51
LINDEMAN PNT NR			189	182	7	3.85	8.04	6.02
SHOOFLY			41	29	12	41.38	1.74	.96
ROSEMOUNT PN NR			34	46	-12	-26.09	1.45	1.52
PLANTAGNT OMRH			7	9	-2	-22.22	.30	.30
SPRINGWD MURRAY			6		6	100.00	.26	.00
HRDY NTTGE P NR			2	2		.00	.09	.07
INNOCENT BYSTND			1	4	-3	-75.00	.04	.13

# NABCA CASE SALES ANALYSIS

## BY CLASS, TYPE, BRAND

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

ALL STATES-1/1/17 - 03/31/17

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
PEPIK TASMANIA COORALOOK PN NR				2	-2	-100.00	.00	.07
				1	-1	-100.00	.00	.03
<b>TOTAL AUST PIN</b>	<b>NOIR</b>		<b>2352</b>	<b>3024</b>	<b>-672</b>	<b>-22.22</b>		
AUST SHIRAZ			9496	10028	-532	-5.31	42.83	35.82
YELLW TAIL SHRZ			1327	2128	-801	-37.64	5.99	7.60
ORLDO JACOB SHZ			1097	1557	-460	-29.54	4.95	5.56
LINDEMAN SHIRAZ			995	1229	-234	-19.04	4.49	4.39
ROSEMNT EST SHZ			842	2184	-1342	-61.45	3.80	7.80
LITTLE PNGN SHRZ			681	4	677	*****	3.07	.01
BAROSSA VLY SHZ			623	687	-64	-9.32	2.81	2.45
WYNDHAM BIN 555			540	594	-54	-9.09	2.44	2.12
LAYER CAKE BARS			420	350	70	20.00	1.89	1.25
ORLDO JCB SZ RS			380	648	-268	-41.36	1.71	2.31
HARDY STAMP SHZ			368		368	100.00	1.66	.00
JIM JIM MCLAREN BLOCK			328	339	-11	-3.24	1.48	1.21
G NORMAN SHIRAZ			315	471	-156	-33.12	1.42	1.68
SCOTTS CREEK			309		309	100.00	1.39	.00
ALICE WHITE SHZ			293	626	-333	-53.19	1.32	2.24
CUPCAKE BAR VLY			238	226	12	5.31	1.07	.81
THE RASCAL			228		228	100.00	1.03	.00
RAVNSWD VB SHRZ			211	282	-71	-25.18	.95	1.01
PENFLD KOONUNGA			211	264	-53	-20.08	.95	.94
RED KNOT MCLREN			200	265	-65	-24.53	.90	.95
WILLOW BRDG DGF			163		163	100.00	.74	.00
MOLYDKR T BOXER			162	158	4	2.53	.73	.56
D'ARNBG STMPJMP			144	17	127	747.06	.65	.06
19 CRIMES			138		138	100.00	.62	.00
YELLW TL SHZ RS			118	287	-169	-58.89	.53	1.03
WOOP WOOP			109	186	-77	-41.40	.49	.66
TR&CHP MALAKOFF			102	38	64	168.42	.46	.14
EVANS&TATE BIG			90		90	100.00	.41	.00
90+CLR LOT 37			82	99	-17	-17.17	.37	.35
YALUMBA Y SERIE			82	32	50	156.25	.37	.11
KILLIBNBN SNEAK			81		81	100.00	.37	.00
WISHNG TREE SHZ			79	101	-22	-21.78	.36	.36
ELDERTON SHIRAZ			70	53	17	32.08	.32	.19
SHOOFLY			64	45	19	42.22	.29	.16
MCWILLM CL CLMT			57		57	100.00	.26	.00
D'ARNBG FTBT SZ			56	42	14	33.33	.25	.15
NINE STONES BRS			55	77	-22	-28.57	.25	.28
MCWILLMS SHZ HE			54	53	1	1.89	.24	.19
TEAL LAKE SHRAZ			52	41	11	26.83	.23	.15
2 HNDS GNY DUDE			47	47		.00	.21	.17
FISHEYE SHIRAZ			45	75	-30	-40.00	.20	.27
SHIRVINGTON MV			42		42	100.00	.19	.00
MITOLO JSTR MLN			41	46	-5	-10.87	.18	.16
2 HNDS GRDN CMN			40		40	100.00	.18	.00
THRN CLK TR BRS			36	25	11	44.00	.16	.09
SADDLEWORTH CLR			35		35	100.00	.16	.00
LEHMAN SHRZ RED			34	668	-634	-94.91	.15	2.39
THRN CLK SHTFRE			33	32	1	3.13	.15	.11
CH TANUNDA GR B			33	27	6	22.22	.15	.10
CAPE BARREN O/V			33		33	100.00	.15	.00
2 HNDS ANGL SHR			32	42	-10	-23.81	.14	.15
PENFLD HYLD SHZ			28	155	-127	-81.94	.13	.55
SCHILD ESTATE			26	38	-12	-31.58	.12	.14
MOLYDKR BL EYED			26	33	-7	-21.21	.12	.12
CHP DM TOUR VIC			25	40	-15	-37.50	.11	.14
PARINGA SHIRAZ			24	40	-16	-40.00	.11	.14
BULLTN PLCE SHZ			23	36	-13	-36.11	.10	.13
OLIVRHLL MCLRNE			22	13	9	69.23	.10	.05
BLK OPL SHZ SEA			21	84	-63	-75.00	.09	.30
BLEASDALE BRMW			21		21	100.00	.09	.00
YALUMBA SHIRAZ			20	23	-3	-13.04	.09	.08
MORSE CODE PDTH			20	18	2	11.11	.09	.06
BOXHEAD			19	160	-141	-88.13	.09	.57
JIP JIP ROCKS			19	29	-10	-34.48	.09	.10
3 RINGS BAROSSA			19	27	-8	-29.63	.09	.10
YALUMBA OX SHRZ			19	27	-8	-29.63	.09	.10
MILTN PARK SHRZ			19	11	8	72.73	.09	.04
WILD OATS			17	32	-15	-46.88	.08	.11
VINACEOUS CHRMR			17	29	-12	-41.38	.08	.10
JCB CRK TWO LND			17	20	-3	-15.00	.08	.07
FRST DP MTH MLK			17	10	7	70.00	.08	.04
TORBRECK WDCTTR			15	37	-22	-59.46	.07	.13
TWELFTREE WH HT			15	10	5	50.00	.07	.04
BLACKBILLY MC V			15	7	8	114.29	.07	.03
RUBUS BAROSSA			14	12	2	16.67	.06	.04
ELDTN TNTLS SHZ			14	8	6	75.00	.06	.03
ALTOONA HILLS			13	10	3	30.00	.06	.04
TRACKERS CRSSNG			13	2	11	550.00	.06	.01
BNROCK STN SHRZ			12	82	-70	-85.37	.05	.29
GROOM BAROSSA			12	27	-15	-55.56	.05	.10
SHINGLEBACK MCL			12	13	-1	-7.69	.05	.05
PENFOLD BIN 28			10	18	-8	-44.44	.05	.06
2 HNDS BLLS GRD			10	16	-6	-37.50	.05	.06
D'ARNBG T D ARM			10	8	2	25.00	.05	.03
D'ARNBG LV GRAS			9	24	-15	-62.50	.04	.09
BARRY LODGE HLL			9	18	-9	-50.00	.04	.06
RAW POWER			9	5	4	80.00	.04	.02

# NABCA CASE SALES ANALYSIS

## BY CLASS, TYPE, BRAND

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

ALL STATES-1/1/17 - 03/31/17

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
JCB CRK DBL BRL			9		9	100.00	.04	.00
BENEFACOR CLLR			8	12	-4	-33.33	.04	.04
KILIKANOON KILL			8	7	1	14.29	.04	.03
YALUMBA PATCHWK			8	2	6	300.00	.04	.01
MADFISH SHIRAZ			8		8	100.00	.04	.00
MOLYDKR CARNVAL			7	11	-4	-36.36	.03	.04
KILDA			7	9	-2	-22.22	.03	.03
CHAPEL H PARSON			6	15	-9	-60.00	.03	.05
NUGAN 3RD GNRTN			6	11	-5	-45.45	.03	.04
KURTZ BAROSSA			6	7	-1	-14.29	.03	.03
OXFD LND SHZ LR			6	7	-1	-14.29	.03	.03
WATER WHEEL SHZ			6	6		.00	.03	.02
TAIT			6		6	100.00	.03	.00
DNDLN LNS HEART			6		6	100.00	.03	.00
SMALL GLY LT BK			6	19	-14	-73.68	.02	.07
2 UP SHIRAZ			5	7	-2	-28.57	.02	.03
PIPING SHRIKE			5	7	-2	-28.57	.02	.03
MITOLO GAM MLN			5	2	3	150.00	.02	.01
NUGAN 2ND PASS			5		5	100.00	.02	.00
OLD PLAINS POWR			4	41	-37	-90.24	.02	.15
HRTLND LMST CST			4	14	-10	-71.43	.02	.05
2 HNDS LILY GRD			4	8	-4	-50.00	.02	.03
SHINAS GUILTY			4	8	-4	-50.00	.02	.03
GOTHAM BAROSSA			4	7	-3	-42.86	.02	.03
PILLAR BOX RSV			4	2	2	100.00	.02	.01
CIMICKY TRUMPS			4		4	100.00	.02	.00
TYRLL RUFUS STN			4		4	100.00	.02	.00
NUGAN SCRUFFY			4		4	100.00	.02	.00
HENRYS DR H			4	78	-75	-96.15	.01	.28
TELEGRAPH STATN			3	10	-7	-70.00	.01	.04
NUGAN DRIED GRP			3	8	-5	-62.50	.01	.03
RED HDS BRL MNK			3	8	-5	-62.50	.01	.03
PENLEY SHIRAZ			3	7	-4	-57.14	.01	.03
SPRING SEED			3	4	-1	-25.00	.01	.01
MORAMBRO CREEK			3	4	-1	-25.00	.01	.01
ESKDL E WNNR TLK			3	3		.00	.01	.01
PIKES EASTSIDE			3	2	1	50.00	.01	.01
PAXTON MCLR N VL			3	2	1	50.00	.01	.01
HOPE EST RIPPER			3	2	1	50.00	.01	.01
J DUVAL ENTITY			3	1	2	200.00	.01	.00
TYRLL RF STN SZ			3		3	100.00	.01	.00
TYRRELLS HUNTER			3		3	100.00	.01	.00
WESTEND 3 BRIDG			3		3	100.00	.01	.00
THOMAS GOSS			3		3	100.00	.01	.00
OUTBACK JACK			2	792	-790	-99.75	.01	2.83
ST KILDA			2	12	-10	-83.33	.01	.04
WIRRA WIRRA			2	9	-7	-77.78	.01	.03
NINE STNS HLLTP			2	8	-6	-75.00	.01	.03
STEEPLE JACK			2	3	-1	-33.33	.01	.01
HARDY OOMOO			2	3	-1	-33.33	.01	.01
HEWITSON NH SHZ			2	3	-1	-33.33	.01	.01
ELDERTN CMND SZ			2	3	-1	-33.33	.01	.01
JIMMY SECTION			2	3	-1	-33.33	.01	.01
THE BOLTER			2	2		.00	.01	.01
TORBRECK STRUTE			2	1	1	100.00	.01	.00
TEAL LAKE RS SZ			2		2	100.00	.01	.00
BLK OPAL WB SHZ			1	54	-53	-98.15	.00	.19
YANGRRA EST MCL			1	13	-12	-92.31	.00	.05
HOPE EST BASALT			1	4	-3	-75.00	.00	.01
KILLIBNBN SCRMG			1	3	-2	-66.67	.00	.01
THR N CLK MLT PK			1	3	-2	-66.67	.00	.01
KANGARILLA MCLR			1	2	-1	-50.00	.00	.01
NINE STNS MCLR N			1	2	-1	-50.00	.00	.01
LEEWIN ART SR			1	1		.00	.00	.00
SHAW AND SMITH			1	1	1	100.00	.00	.00
BK SYRAH NOUVEU			1		1	100.00	.00	.00
2 HNDS SMNT GRD			1		1	100.00	.00	.00
HICKENBOTHAM			1		1	100.00	.00	.00
J DUVAL ELIGO			1		1	100.00	.00	.00
2 HND LCKY CNTY			1		1	100.00	.00	.00
CLRNDN ASTR L SZ			1		1	100.00	.00	.00
MAZZA CHATAUQUA			1		1	100.00	.00	.00
PLANTGNT HZD HL			1		1	100.00	.00	.00
TUSSOCK JUMPER			1		1	100.00	.00	.00
YALUMBA STRAPER			1		1	100.00	.00	.00
BERTON THE BLCK				856	-856	-100.00	.00	3.06
REHEAT T BONE				422	-422	-100.00	.00	1.51
TALBINGO HILL				129	-129	-100.00	.00	.46
STALKING HORSE				30	-30	-100.00	.00	.11
CLRNDN LNDRA SZ				25	-25	-100.00	.00	.09
FOUR SISTER				13	-13	-100.00	.00	.05
CLARNDN SZ BKMN				11	-11	-100.00	.00	.04
ZEEPAARD				10	-10	-100.00	.00	.04
FOWLES STONE				5	-5	-100.00	.00	.02
ANGOVE MCLR N VL				5	-5	-100.00	.00	.02
WCH TWO STEPS				5	-5	-100.00	.00	.02
MOTORHEAD				3	-3	-100.00	.00	.01
INNOCENT BYSTND				3	-3	-100.00	.00	.01
LUCKY DUCK				3	-3	-100.00	.00	.01
MITCHAM ESTATE				3	-3	-100.00	.00	.01
HENRY DRIVE RSV				2	-2	-100.00	.00	.01
TREVOR JN BOOTS				2	-2	-100.00	.00	.01
GATEKEEPER				2	-2	-100.00	.00	.01

# NABCA CASE SALES ANALYSIS

## BY CLASS, TYPE, BRAND

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

ALL STATES-1/1/17 - 03/31/17

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
MOLYDKR VLT GLV DOWN UNDER COORALOOK HTHCT FOXHORN SHIRAZ TURKEY FLAT				2	-2	-100.00	.00	.01
PENFLD ST HENRI CHP TORNON SHAY PENFLD HNRI SHZ JASPER HILL SRZ PENFOLD BIN 128				1	-1	-100.00	.00	.00
BLK OPL SHRZ BV FIRST DROP 2% WN MEN GTHM SHZ HILL CNTNT SHRZ WHITE RIBBON				1	-1	-100.00	.00	.00
ROBERT OTLY SIG CORIOLE SHIRAZ				1	-1	-100.00	.00	.00
<b>TOTAL AUST SHIRAZ</b>			<b>22171</b>	<b>27997</b>	<b>-5826</b>	<b>-20.81</b>		
AUST SHZ BLND YELLOW TL PN/SHZ YELLOW TL SHZ/CB ORLDO JCB SZ/CB YELLOW TL SHZ/GR			6315	5397	918	17.01	34.98	25.12
LNDMN B55 SZ/CB PENFLD KH SZ/CB LNDMN SZ/CB CAW INSURRCTN CB/SZ INKBERRY SZ/CAB			5253	7501	-2248	-29.97	29.10	34.91
D'ARNBG SJP GSM LINDEMAN SHZ/CB PILLAR BOX RED WILDING RED D'ARNBG STMP JMP			1760	2261	-501	-22.16	9.75	10.52
MOLYDKR 2 LF FT RAWSON RT SZ/CB PENFOLD BIN 8 HEWITSON MH GSM YALUMBA YS SZ/VG			1187	1466	-279	-19.03	6.57	6.82
RSMNT SHRAZ/CAB BLEASDALE BRSD STEPHIE GNM RS HRTLND SPC TRDR D'ARNBG LGH MAG			767	4	763	*****	4.25	.02
G NORMAN SHZ/CB THE CHOOK SZ/VG THE SCRIBBLER HANGING SNAKES CYCLE BUF MB/SZ			717	766	-49	-6.40	3.97	3.57
TERLTO CHP SZ/V ALTOONA H CB/SH PENFOLD BIN 389 SYP PSN RED LIP HRTLND STKLEBCK			516	484	32	6.61	2.86	2.25
VNCEOUS RED HND J DUVAL PLEXUS ELDTN E SERIES DNDLN LNS GSM BAROSSA V G/S/M			276	194	82	42.27	1.53	.90
KURTZ GRNCH/SHZ WOOP WOOP SH/VG OUTBACK JCK SCM HENRYS DR SH/CB ANGVE DR ANGQVE			198	106	92	86.79	1.10	.49
SCHILD EST GSM JIP JIP ROCKS PIKES LS CMPNRS PENFLD BIN 138 MOLYDKR ENC PTH			173	97	76	78.35	.96	.45
TR&CHP SHZ VOGN TORBRECK STD BV PSSN HAS RED LP ELDTN ODE LORRN DM TR-CHP SH/VG			117	785	-668	-85.10	.65	3.65
RSMNT EST C/M/S YALUMBA SHZ/VGN RUSDEN DRFTSAND HENSCHKE HENRY STANLEY BLK SHP			116	1814	-1698	-93.61	.64	8.44
MITCHAM ESTATE FRISK PRCKLY RS			101	21	80	380.95	.56	.10
<b>TOTAL AUST SHZ BLND</b>			<b>18054</b>	<b>21486</b>	<b>-3432</b>	<b>-15.97</b>		
AUST SML/CHRD WHITE RBBN HNTR YARD DOG WHITE								
<b>TOTAL AUST SML/CHRD</b>				<b>6</b>	<b>-6</b>	<b>-100.00</b>		
AUST OTH BLND YELLOW TL CB/MRL			2580	4729	-2149	-45.44	72.23	51.67

# NABCA CASE SALES ANALYSIS

## BY CLASS, TYPE, BRAND

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

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
G NORMAN CB-MLT			471	727	-256	-35.21	13.19	7.94
FOXHORN PN G/CH			281	331	-50	-15.11	7.87	3.62
ORLDO JCB CB MR			41	41		.00	1.15	.45
LTTL PNGN CB/MR			30	61	-31	-50.82	.84	.67
D'ARNBG MSN/VGN			29	38	-9	-23.68	.81	.42
BLK OPAL CB/MLT			24	60	-36	-60.00	.67	.66
BLK OPL WB CB/M			19	100	-81	-81.00	.53	1.09
EVANS&TATE SMTH			18		18	100.00	.50	.00
LTTL PNGN SZ/CB			17	60	-43	-71.67	.48	.66
RSMNT TRMNR/RSL			12	47	-35	-74.47	.34	.51
REGINATO CHAMAN			12	14	-2	-14.29	.34	.15
TEAL LAKE CB/ML			7	7		.00	.20	.08
OUTBACK JCK SCC			5	990	-985	-99.49	.14	10.82
ALTOONA H CB/ML			5	8	-3	-37.50	.14	.09
SHOTFIRE QUARTZ			5	7	-2	-28.57	.14	.08
TRKY F BTCHR RD			4	13	-9	-69.23	.11	.14
HOPE'S END RED			4	4		100.00	.11	.00
SMALL GULLY GSM			3	4	-1	-25.00	.08	.04
FLEGNHMR PAISNT			2	67	-65	-97.01	.06	.73
ROSEMNT CAB-MRL			1	21	-20	-95.24	.03	.23
RUBUS			1	6	-5	-83.33	.03	.07
YARD DOG RED			1	2	-1	-50.00	.03	.02
OUTBACK JK CB/M				1808	-1808	-100.00	.00	19.75
MCWILLM JCK BLD				8	-8	-100.00	.00	.09
RED HDS YRD DOG				2	-2	-100.00	.00	.02
D'ARNBG GLV GRG				1	-1	-100.00	.00	.01
ST HLLT SM/SB/R				1	-1	-100.00	.00	.01
<b>TOTAL AUST OTH BLND</b>			<b>3572</b>	<b>9153</b>	<b>-5581</b>	<b>-60.97</b>		
AUST OTHR RED								
YELLOW TL PK MS			4757	4769	-12	-.25	22.58	26.54
19 CRIMES RED			4172	2697	1475	54.69	19.81	15.01
YELLOW TL BLD RD			3669	2999	670	22.34	17.42	16.69
YELLOW TL SW ROO			2909	3117	-208	-6.67	13.81	17.35
YELLOW TL SNGRIA			2662	3643	-981	-26.93	12.64	20.27
19 CRIMES BNSHD			1973		1973	100.00	9.37	.00
19 CRIMES WRDN			362		362	100.00	1.72	.00
PEPPERJACK BRSA			90	124	-34	-27.42	.43	.69
TAIT BALL BUSTR			90	41	49	119.51	.43	.23
BLACK OPS			81		81	100.00	.38	.00
YOSEMITE RD MOS			54	13	41	315.38	.26	.07
BIG RIVERS RED			42		42	100.00	.20	.00
D'ARENBG D'ARRY			37	26	11	42.31	.18	.14
PINTUPI 9 RED			32		32	100.00	.15	.00
LEHMN CLNCY RED			30	10	20	200.00	.14	.06
YLUMBA Y SNG RS			30	2	28	1400.00	.14	.01
TIR NA NOG GNCH			22	11	11	100.00	.10	.06
YALUMBA GRNACHE			10	6	4	66.67	.05	.03
GROOM BUSH BLK			8	4	4	100.00	.04	.02
TAIT THE W RIDE			7	41	-34	-82.93	.03	.23
LAMBERT BLK SHP			5		5	100.00	.02	.00
LANGMEIL 3 GRDN			5		5	100.00	.02	.00
VNCEOUS VD MOON			4	10	-6	-60.00	.02	.06
TWELFTREE GMRSL			3	13	-10	-76.92	.01	.07
TWELFTREE GM EB			2	110	-108	-98.18	.01	.61
TORBRECK JUVENL			2	3	-1	-33.33	.01	.02
BITCH GRENACHE			2	1	1	100.00	.01	.01
TATE CB/MRL MRG			1	6	-5	-83.33	.00	.03
CLRNDN ROMS GRN			1	1		.00	.00	.01
ROSE O VIRGINIA			1		1	100.00	.00	.00
LEHMN LAYERS				289	-289	-100.00	.00	1.61
TURKEY FLT ROSE				9	-9	-100.00	.00	.05
YELLOW TL WNTR R				7	-7	-100.00	.00	.04
LNDMN PRM P MSC				6	-6	-100.00	.00	.03
LNDMN B46 SW RD				3	-3	-100.00	.00	.02
TOURNON MATH RS				2	-2	-100.00	.00	.01
CLRNDN GRN HICK				2	-2	-100.00	.00	.01
YELLOW TL MALBEC				1	-1	-100.00	.00	.01
TREVR JNS GR BT				1	-1	-100.00	.00	.01
BUSH VINE GRNCH				1	-1	-100.00	.00	.01
<b>TOTAL AUST OTHR RED</b>			<b>21063</b>	<b>17968</b>	<b>3095</b>	<b>17.23</b>		
AUST OTHR WHT								
YELLOW TL PN GRG			12304	10447	1857	17.78	34.30	28.78
YELLOW TL MOSCTO			7686	6381	1305	20.45	21.43	17.58
YELLOW TL RSLNG			4364	4625	-261	-5.64	12.17	12.74
YELLOW TL SAV BL			3003	4420	-1417	-32.06	8.37	12.18
FISHEYE MOSCATO			1713	5066	-3353	-66.19	4.78	13.96
FISHEYE PNT GRG			1633	1297	336	25.91	4.55	3.57
ORL JACB MOSCTO			1191	1258	-67	-5.33	3.32	3.47
MIRANDA SAV BLC			692		692	100.00	1.93	.00
YELLOW TL SNG BL			669	841	-172	-20.45	1.86	2.32
BOTA BOX PN GRG			565	16	549	3431.25	1.58	.04
LNDMN BIN PN GR			363	355	8	2.25	1.01	.98
FRISK PRKLY RSL			197	186	11	5.91	.55	.51
SCHILD EST RSLG			151		151	100.00	.42	.00
ALICE WH LX MOS			134	234	-100	-42.74	.37	.64
EVANS&TATE FRES			125		125	100.00	.35	.00
YALUMBA YS VGNR			104	176	-72	-40.91	.29	.48
ORLDO JACB RSLG			101	59	42	71.19	.28	.16
ORLDO JC PN GRG			101	52	49	94.23	.28	.14

# NABCA CASE SALES ANALYSIS

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
YALUMBA YS P GR			72	85	-13	-15.29	.20	.23
D'ARNBG STMPJMP			62	16	46	287.50	.17	.04
YALUMBA OX SAUV			61	58	3	5.17	.17	.16
HEWITSN LULU SB			55	17	38	223.53	.15	.05
GROOM SAUV BLNC			49	40	9	22.50	.14	.11
YALUMBA YS SV B			35	32	3	9.38	.10	.09
ROCKY GLY RSLNG			31		31	100.00	.09	.00
CAPE MNTL SM/SB			30	22	8	36.36	.08	.06
BLEASDALE LNG X			27		27	100.00	.08	.00
LINDMN B90 MSCT			26	40	-14	-35.00	.07	.11
DOMINO PNT GRG			25		25	100.00	.07	.00
TEAL LAKE MOSCT			24	6	18	300.00	.07	.02
ZONTES FS LVE S			20		20	100.00	.06	.00
PINTUPI 9 WHITE			17		17	100.00	.05	.00
YALUMBA YS RSLN			16	25	-9	-36.00	.04	.07
PIKES H&V RIESL			15	13	2	15.38	.04	.04
RSMNT DMN P GRG			13	19	-6	-31.58	.04	.05
LTTLE PNGN P GR			12	26	-14	-53.85	.03	.07
D'ARNBG TDD RSL			12	10	2	20.00	.03	.03
ANGVE 9VNE MSCT			11	10	1	10.00	.03	.03
YALUMBA VGN EDN			11	8	3	37.50	.03	.02
EARTHSHAKER S/B			11		11	100.00	.03	.00
D'ARNBG STUP RS			11		11	100.00	.03	.00
LEEWIN RIESLNG			10	9	1	11.11	.03	.02
ZONTES FS SEA M			10		10	100.00	.03	.00
OXFD LNDG PN GR			10		10	100.00	.03	.00
PEWSEY VALE RSL			8	19	-11	-57.89	.02	.05
TOURNON MATHLDA			8	11	-3	-27.27	.02	.03
YLLW TL RS P GR			7	93	-86	-92.47	.02	.26
MOLYDKR VIOLNST			7	7		.00	.02	.02
BULLETIN PL MSC			7	4	3	75.00	.02	.01
JCB CRK TWO PNG			6	20	-14	-70.00	.02	.06
INNCONT BYS P GS			5	5		.00	.01	.01
OXFD LDG VGN LR			5	3	2	66.67	.01	.01
LNDMN PRM S PNG			4	78	-74	-94.87	.01	.21
TORBRECK WD SEM			4	19	-15	-78.95	.01	.05
YALUMBA YS VERM			4	4		.00	.01	.01
SHW&SMTH SAV BL			4	3	1	33.33	.01	.01
TYRRELLS SEMLLN			4		4	100.00	.01	.00
YALUMBA MSM MUS			3	3		.00	.01	.01
FISHEYE RIESLNG			2	39	-37	-94.87	.01	.11
YELLOW TL SW ROO			2	24	-22	-91.67	.01	.07
LINDEMAN SAV BL			2	5	-3	-60.00	.01	.01
ELDTN GLDN SMLN			2	4	-2	-50.00	.01	.01
KILKNOON MRT RS			2	3	-1	-33.33	.01	.01
YALUMBA OX VGNR			2	1	1	100.00	.01	.00
CHMBER RSW MCDL			2	2		100.00	.01	.00
WIRRA SCRBBY WH			1	25	-24	-96.00	.00	.07
PLANTGNT HZ HIL			1	14	-13	-92.86	.00	.04
LEEWIN SB/SEM			1	3	-2	-66.67	.00	.01
SWEET JUSTCE MS			1	2	-1	-50.00	.00	.01
J DUVAL PLEXUS			1	1		.00	.00	.00
GLDWTR SV B DOG			1	1		.00	.00	.00
ELDTN BTYTS SML			1		1	100.00	.00	.00
HENSCHKE PN GRS			1		1	100.00	.00	.00
KLKANON KILL RS			1		1	100.00	.00	.00
TYRRLS HVD SMLN			1		1	100.00	.00	.00
FOUR STR SV BLC				14	-14	-100.00	.00	.04
VOLUME PNT GRG				13	-13	-100.00	.00	.04
LEHMN LAYERS				6	-6	-100.00	.00	.02
LUCKY DUCK MSCT				5	-5	-100.00	.00	.01
LEHMANN RIESLNG				3	-3	-100.00	.00	.01
CH TANUNDA GR B				2	-2	-100.00	.00	.01
THOMAS GOSS RSL				2	-2	-100.00	.00	.01
PIKES RIESLING				2	-2	-100.00	.00	.01
TORBRECK BOTHIE				1	-1	-100.00	.00	.00
DANDELION RSLNG				1	-1	-100.00	.00	.00
BITCH WHITE				1	-1	-100.00	.00	.00
YALUMBA BOT VGN				1	-1	-100.00	.00	.00
EDEN TRAIL RSLG				1	-1	-100.00	.00	.00
MARGAN FM SMLLN				1	-1	-100.00	.00	.00
VNCEOUS SI P GR				1	-1	-100.00	.00	.00
<b>TOTAL AUST OTHR WHT</b>			<b>35872</b>	<b>36294</b>	<b>-422</b>	<b>-1.16</b>		
<b>GREECE</b>								
LOUKATOS MVDPHN			53	57	-4	-7.02	7.02	6.44
KOURTKI MVRDPHN			45	40	5	12.50	5.96	4.52
BOUTRI MOSCHOFL			31	35	-4	-11.43	4.11	3.95
BOUTRI KRETKS W			31	11	20	181.82	4.11	1.24
KOURTAKI RETSNA			30	41	-11	-26.83	3.97	4.63
LOUKATOS RETSIN			29	49	-23	-46.94	3.44	5.54
AMETHYSTOS WHT			23	9	14	155.56	3.05	1.02
DM SIGLS ASSYTK			22	15	7	46.67	2.91	1.69
SAMOS MUSCAT SW			21	20	1	5.00	2.78	2.26
KATOGLI AVEROFF			18	17	1	5.88	2.38	1.92
BOUTARI NAOUSSA			17	21	-4	-19.05	2.25	2.37
SANTORINI GAVLA			16	31	-15	-48.39	2.12	3.50
TETRYMYTHS RDTIS			14	18	-4	-22.22	1.85	2.03
MORATTIS KAPNOS			14	7	7	100.00	1.85	.79
HRLFTS ARGLS NM			14		14	100.00	1.85	.00
TETRYMYTHS KALV			13	22	-9	-40.91	1.72	2.49
KOURTAKI AGRGTK			13	15	-2	-13.33	1.72	1.69

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
KIR-YIANNI KPNS			11	7	4	57.14	1.46	.79
KTIMA MITRAVELS			10	7	3	42.86	1.32	.79
KIR-YIANNI PRNG			10	5	5	100.00	1.32	.56
NASKOS MSCHFLRO			9	29	-20	-68.97	1.19	3.28
MORAITIS PAROS R			8	10	-2	-20.00	1.06	1.13
ALPHA MALAGOUZA			8	2	6	300.00	1.06	.23
BOUTRI NEMEA RD			8	1	7	700.00	1.06	.11
KALOGERI PPGNKS			8		8	100.00	1.06	.00
KOKKINOS NAUSA			8		8	100.00	1.06	.00
TETRYMYTHS MLIA			8		8	100.00	1.06	.00
LYRARAKIS OKTO			7	16	-9	-56.25	.93	1.81
MALAMTNA RETSNA			7	12	-5	-41.67	.93	1.36
FEREDINI WHITE			7	7		.00	.93	.79
AKAKIES RAMNIST			7	1	6	600.00	.93	.11
SKOURAS ZOE RED			6	49	-43	-87.76	.79	5.54
NASKOS AGTKO RD			6	10	-4	-40.00	.79	1.13
ATLANTIS TXAKLI			6	8	-2	-25.00	.79	.90
HATZIMCHLS CAB			6	7	-1	-14.29	.79	.79
14-18H ROSE			6	1	5	500.00	.79	.11
KOTRISO AGIORTK			6		6	100.00	.79	.00
AGIORGITIKO			6		6	100.00	.79	.00
AVANTIS SYRAH			6		6	100.00	.79	.00
ALPHA EST SV BL			6	17	-12	-70.59	.66	1.92
CAVINO MVRDPHNE			5	9	-4	-44.44	.66	1.02
GAI'A NTS NEMEA			5	9	-4	-44.44	.66	1.02
BOUTRI MVRDPHNE			5	6	-1	-16.67	.66	.68
HATZIMCHLS CHR			5	5		.00	.66	.56
ZCHRIS A PHS R			5	4	1	25.00	.66	.45
PAVLIDIS WHITE			5	4	1	25.00	.66	.45
STROFILIA AGRTK			5	3	2	66.67	.66	.34
GAI'A NTS AGTK			5	2	3	150.00	.66	.23
POFYROS SPIRPLS			5	1	4	400.00	.66	.11
EMPHASIS CHARD			5		5	100.00	.66	.00
FEAST MOSCHOFIL			5		5	100.00	.66	.00
FEAST AGIORTK			5		5	100.00	.66	.00
SKOURAS SALTO			4	10	-6	-60.00	.53	1.13
BOUTRI KRETKS R			4	9	-5	-55.56	.53	1.02
DM SIGALAS MM			4	7	-3	-42.86	.53	.79
GAI'A NTS PLPNS			4	7	-3	-42.86	.53	.79
CH JULIA MERLOT			4	3	1	33.33	.53	.34
THYMIOPLS YV XN			4	3	1	33.33	.53	.34
GENTILIN ROBOLA			4	2	2	100.00	.53	.23
ZACHARIAS CB SV			4	2	2	100.00	.53	.23
ZCHRIS A PHS W			4	1	3	300.00	.53	.11
TSELEPOS CHARD			4	1	3	300.00	.53	.11
CLAUS RETSINA			4	4		100.00	.53	.00
PAVLIDIS RED			3	8	-5	-62.50	.40	.90
THALASSITIS WHT			3	4	-1	-25.00	.40	.45
FRAGOU FILERI W			3	4	-1	-25.00	.40	.45
AMETHYSTOS RED			3	4	-1	-25.00	.40	.45
ARGYROS ATLS W			3	3		.00	.40	.34
SAMOS HG PK MSC			3	3		.00	.40	.34
TSELEPS MANTNIA			3	1	2	200.00	.40	.11
EMPHASIS SYRAH			3	1	2	200.00	.40	.11
STRELIA MTN FSH			3	6	-4	-66.67	.26	.68
KOURTAKI RED			2	6	-4	-66.67	.26	.68
ZACHARIAS SV BL			2	5	-3	-60.00	.26	.56
ZACHARIAS CHARD			2	4	-2	-50.00	.26	.45
THE L PRINCE WH			2	4	-2	-50.00	.26	.45
FRAGOU CABERNET			2	3	-1	-33.33	.26	.34
RITINITIS NOBLS			2	2		.00	.26	.23
CLAUDIA POPYANI			2	2		.00	.26	.23
LYRARAKIS ASSYR			2	2		.00	.26	.23
KOTRISO MSCHFLR			2	2		.00	.26	.23
SKOURAS M OENOS			2	1	1	100.00	.26	.11
HERCULES RED			2	1	1	100.00	.26	.11
NAMA BYZANTINO			2	1	1	100.00	.26	.11
ALPHA EST SR/ML			2	1	1	100.00	.26	.11
LAZRDIS KOH RED			2		2	100.00	.26	.00
ZACHARIAS MRLT			2		2	100.00	.26	.00
DIOFILI ROSE			2		2	100.00	.26	.00
9 MUSES RED			1	7	-6	-85.71	.13	.79
NASKOS NEMEA RD			1	5	-4	-80.00	.13	.56
SKOURAS ZOE RSE			1	4	-3	-75.00	.13	.45
ALEXAKIS SRH KT			1	4	-3	-75.00	.13	.45
SAUTOIR ST GRGE			1	3	-2	-66.67	.13	.34
SKOURAS ZOE WHT			1	3	-2	-66.67	.13	.34
LOUKATOS MUSCAT			1	3	-2	-66.67	.13	.34
ORINO WHITE			1	3	-2	-66.67	.13	.34
THE L PRINCE RD			1	3	-2	-66.67	.13	.34
ASSYRTKO EMPHAS			1	2	-1	-50.00	.13	.23
KLIMA VIDIANO			1	2	-1	-50.00	.13	.23
BOUTRI SNTRNI W			1	2	-1	-50.00	.13	.23
ARGYROS ATLS R			1	1		.00	.13	.11
SPRPOULS MNT MS			1	1		.00	.13	.11
THYMIOPOULOS			1	1		.00	.13	.11
OENODEA CAB/SYR			1	1		.00	.13	.11
TETRYMYTHS BLACK			1	1		.00	.13	.11
HRLFTS ATHNSSDI			1		1	100.00	.13	.00
FRAGOU MERLOT			1		1	100.00	.13	.00
DM C POPYNNI RD			1		1	100.00	.13	.00
BOUTARI NSA XIN			1		1	100.00	.13	.00
LAZRDIS QOH WHT			1		1	100.00	.13	.00

# NABCA CASE SALES ANALYSIS

## BY CLASS, TYPE, BRAND

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

ALL STATES-1/1/17 - 03/31/17

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
BALDUCCI SNTRNI			1		1	100.00	.13	.00
HRLFTS CABERNET				17	-17	-100.00	.00	1.92
KIR-YIANNI ROSE				5	-5	-100.00	.00	.56
KOURTAKI WHITE				5	-5	-100.00	.00	.56
SKOURAS ST GEO				4	-4	-100.00	.00	.45
CRETA OLYMPA RD				3	-3	-100.00	.00	.34
ORINO RED				3	-3	-100.00	.00	.34
CRETA OLYMPA WH				3	-3	-100.00	.00	.34
INO DRY RED				3	-3	-100.00	.00	.34
SNTRNI ASSYRTKO				2	-2	-100.00	.00	.23
MY BG FT GK AGR				2	-2	-100.00	.00	.23
BOUTARI AGIOTKO				2	-2	-100.00	.00	.23
URANOS NAOUSSA				2	-2	-100.00	.00	.23
CAMBS NM RS ATC				2	-2	-100.00	.00	.23
AKALIES DIAPORS				2	-2	-100.00	.00	.23
MERCOURI FOLOI				2	-2	-100.00	.00	.23
GENTILIN ECLPSE				2	-2	-100.00	.00	.23
SPRPOULS PNS MS				2	-2	-100.00	.00	.23
KOUROS DRY RED				1	-1	-100.00	.00	.11
VINSANTO ARGYRS				1	-1	-100.00	.00	.11
DAFNIOS VIDIANO				1	-1	-100.00	.00	.11
CARRAS LIMNIO				1	-1	-100.00	.00	.11
AKAKIES YIANKRO				1	-1	-100.00	.00	.11
MY BG FT GK SAV				1	-1	-100.00	.00	.11
SPIROPOULOS RED				1	-1	-100.00	.00	.11
CAMBAS MNTNA AT				1	-1	-100.00	.00	.11
ALPHA EST XNMVR				1	-1	-100.00	.00	.11
FRAGOU CHARD				1	-1	-100.00	.00	.11
GAI'A 14 18 RSE				1	-1	-100.00	.00	.11
MERCOURI RED				1	-1	-100.00	.00	.11
ARGYROS ASSYRTK				1	-1	-100.00	.00	.11
KOUROS DRY WHT				1	-1	-100.00	.00	.11
TETRMYTHOS MRLT				1	-1	-100.00	.00	.11
DM FOIVS MYESIS				1	-1	-100.00	.00	.11
GAI'A ESTATE RD				1	-1	-100.00	.00	.11
SKOURAS MSCHLFR				1	-1	-100.00	.00	.11
INO RED SMI SWT				1	-1	-100.00	.00	.11
MAVRTRGNO SANTR				1	-1	-100.00	.00	.11
KIR-YNI SAMARPT				1	-1	-100.00	.00	.11
HRLFTS AGTK NEM				1	-1	-100.00	.00	.11
SAVATIANO PAPAG				1	-1	-100.00	.00	.11
SPRPOULS OP RSE				1	-1	-100.00	.00	.11
LYRARAKIS KTSFL				1	-1	-100.00	.00	.11
<b>TOTAL GREECE</b>			<b>755</b>	<b>885</b>	<b>-130</b>	<b>-14.69</b>		
<b>PORTUGAL</b>								
ALTO PINA SETBL			1195		1195	100.00	11.87	.00
LAB RED			938	982	-44	-4.48	9.32	9.00
MATEUS ROSE			909	762	147	19.29	9.03	6.98
GAZELA VNHO VRD			801	644	157	24.38	7.96	5.90
BROADBNT VIN VR			379	332	47	14.16	3.76	3.04
CASAL G VNH VRD			349	282	67	23.76	3.47	2.58
ENCOSTA DV DAO			332		332	100.00	3.30	.00
FONSCA JM TW VN			325	231	94	40.69	3.23	2.12
AVELEDA VNHO VR			272	337	-65	-19.29	2.70	3.09
LIV VINHO VERDE			249		249	100.00	2.47	.00
LAB WHITE			243	122	121	99.18	2.41	1.12
PAXIS RED BLEND			186		186	100.00	1.85	.00
BROADBNT VV RSE			169	97	72	74.23	1.68	.89
CONFIDENCIAL RS			154	124	30	24.19	1.53	1.14
FEITICEIRA			148		148	100.00	1.47	.00
ESPIRAL VINHO			121	204	-83	-40.69	1.20	1.87
RESERVA D MONTE			119	109	10	9.17	1.18	1.00
DFJ PAXIS DOURO			104	451	-347	-76.94	1.03	4.13
VILA NOVA DOURO			96	8	88	1100.00	.95	.07
CICONIA RED			93	84	9	10.71	.92	.77
SOGRP CLBRG ATL			91		91	100.00	.90	.00
QNTA CBZ CLHT R			87		87	100.00	.86	.00
CICONIA VNO VRD			84	48	36	75.00	.83	.44
CASAL GARCIA			82	7	75	1071.43	.81	.06
ARCA NOVA VN VR			81	178	-97	-54.49	.80	1.63
PAVAO VIN VERDE			79	75	4	5.33	.78	.69
CANCELA SEL END			79	25	53	203.85	.78	.24
MONTE VELHO RED			69	50	19	38.00	.69	.46
FVINE VNHO VERD			69	36	33	91.67	.69	.33
QNTA CRST DR RD			67	97	-30	-30.93	.67	.89
GATAO VIHNO VER			66	70	-4	-5.71	.66	.64
CASAL GRC VV RS			60	47	13	27.66	.60	.43
GAZELA ROSE			59		59	100.00	.59	.00
TRINCA BOLOTAS			55		55	100.00	.55	.00
LOCATIONS P4			55		55	100.00	.55	.00
SOGRAPE SLK&SPC			50		50	100.00	.50	.00
SOLIMAR VERDE			47		47	100.00	.47	.00
DFJ TOURIGA NAC			46		46	100.00	.46	.00
PORTA 6 RED			41	18	23	127.78	.41	.16
AVLDA FOLIES CB			40	49	-9	-18.37	.40	.45
TUELLA DOURO			37	41	-4	-9.76	.37	.38
FIUZA ALVARINHO			37	11	26	236.36	.37	.10
FEUERHD COLH 90			37		37	100.00	.37	.00
LANCERS ROSE			36	43	-7	-16.28	.36	.39
OCTAVE ALVARINH			34	9	25	277.78	.34	.08
QNTA GMZ LOURER			32	40	-8	-20.00	.32	.37

# NABCA CASE SALES ANALYSIS

## BY CLASS, TYPE, BRAND

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

ALL STATES-1/1/17 - 03/31/17

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
PRAZO DE RORIZ			31	52	-21	-40.38	.31	.48
CASAL BRNCO RBJ			30	17	13	76.47	.30	.16
PALESTRA DOURO			29	102	-73	-71.57	.29	.93
ESPIRAL VH ROSE			29	33	-4	-12.12	.29	.30
MERINO OLD VINE			28	25	3	12.00	.28	.23
CONCEITO CONTRS			26		26	100.00	.26	.00
FONSCA PRQT RED			25	23	2	8.70	.25	.21
CICONIA RESERVA			25	5	20	400.00	.25	.05
DOW VALE BOMFIM			25		25	100.00	.25	.00
OLARIA RED			23	24	-1	-4.17	.23	.22
CASA FRNHA ESTV			23	18	5	27.78	.23	.16
JP AZEITAO ROSE			23		23	100.00	.23	.00
DOMINI DOURO			23		23	100.00	.23	.00
VILALVA RESERVA			22		22	100.00	.22	.00
MARGARIDAS VRDE			21		21	100.00	.21	.00
QNTA VLLDO TRGA			21		21	100.00	.21	.00
TERRA D LOBS RD			20	29	-9	-31.03	.20	.27
CASA FRNHA FIGO			20	4	16	400.00	.20	.04
QNTA RORZ PRAZO			20	3	17	566.67	.20	.03
QNTA GMRZ ESPDR			19	24	-5	-20.83	.19	.22
FVINE VNH TNT R			19	11	8	72.73	.19	.10
ALANDRA RED			19	9	10	111.11	.19	.08
QNTA L RSA DRSA			19		19	100.00	.19	.00
QNTA PRTL GR RS			18	15	3	20.00	.18	.14
QNTA DA AVLD VV			18	10	8	80.00	.18	.09
MSSIAS VNHO VRD			18	8	10	125.00	.18	.07
ALTANO DOURO RD			17	37	-20	-54.05	.17	.34
TONS DOURUM RED			17	20	-3	-15.00	.17	.18
QUEVDO OSCARS W			16	16			.16	.15
LELLO DOURO RED			16	15	1	6.67	.16	.14
CONDE VILLAR VV			16	14	2	14.29	.16	.13
TRANVIA 28			16	90	-75	-83.33	.15	.82
QNTA VLLDO RES			15	22	-7	-31.82	.15	.20
CSTLO AB RS TIN			15	18	-3	-16.67	.15	.16
TNS D DUORUM RD			14	13	1	7.69	.14	.12
CARA VVA RED			14	11	3	27.27	.14	.10
LAGO CERQ ROSE			14	3	11	366.67	.14	.03
QUINTA REDE RED			14		14	100.00	.14	.00
MERINO			13	60	-47	-78.33	.13	.55
VIDIGAL VNH VRD			13	22	-9	-40.91	.13	.20
TERRA D LOBS WH			12	10	2	20.00	.12	.09
QNTA COVELA RSE			12	4	8	200.00	.12	.04
LAB ROSE			11	16	-5	-31.25	.11	.15
TOUCAS VNHO VRD			11	11			.11	.10
GATEWAY VINO VR			11	5	6	120.00	.11	.05
PRAIA VNHO VRDE			11	1	10	1000.00	.11	.01
BEYRA TINTO BLD			10		10	100.00	.10	.00
QNTA COVLA AVES			10		10	100.00	.10	.00
CASA FRNHA ESTV			10		10	100.00	.10	.00
VEGA TINTO			9	332	-323	-97.29	.09	3.04
MONTE VELHO WHT			9	12	-3	-25.00	.09	.11
BARCO NEGRO DRO			8	155	-147	-94.84	.08	1.42
EVIDENCIA TINTO			8	57	-49	-85.96	.08	.52
FEUERHD RBY RSV			8	54	-46	-85.19	.08	.49
ELPENOR DAO			8	18	-10	-55.56	.08	.16
CARA VVA BRANCO			8	5	3	60.00	.08	.05
VILA NOVA VERDE			8	4	4	100.00	.08	.04
QNTA LR DRSA WH			8	4	4	100.00	.08	.04
ENCOSTAS D LIMA			8		8	100.00	.08	.00
APLANTA RED BLD			8		8	100.00	.08	.00
CASAL G VNH/GFT			8		8	100.00	.08	.00
PORCA DE MURCA			7	77	-70	-90.91	.07	.71
CSTLO AB TINTO			7	43	-36	-83.72	.07	.39
DEFESA TINTO RD			7	7			.07	.06
FAMEGA VN VERDI			7	5	2	40.00	.07	.05
CHAMINE RED			7	5	2	40.00	.07	.05
EVIDENCIA WHITE			7		7	100.00	.07	.00
QNTA GMRZ ALVRH			6	12	-6	-50.00	.06	.11
RAMOS LOIOS RED			6	6			.06	.05
CASAL G DOURO R			6	4	2	50.00	.06	.04
DEFESA ROSE			6	4	2	50.00	.06	.04
CARLO R ALENTJO			6		6	100.00	.06	.00
QTA RAZA DIOGO			6		6	100.00	.06	.00
BARAO FIGERA RS			6		6	100.00	.06	.00
ESCUDO REAL VV			6		6	100.00	.06	.00
ARCA NOVA ROSE			5	89	-84	-94.38	.05	.82
TERRA D TOURS W			5	27	-22	-81.48	.05	.25
CHARMBA TINTO RD			5	15	-10	-66.67	.05	.14
TAPADA BR CLHTA			5	14	-9	-64.29	.05	.13
LAGO CERQ RED			5	11	-6	-54.55	.05	.10
FORMA DE ART			5	9	-4	-44.44	.05	.08
LAGOSTA VN VERD			5	4	1	25.00	.05	.04
CARA VIVA ROSE			5	3	2	66.67	.05	.03
FORMA ARTE RSV			5	3	2	66.67	.05	.03
QNTA CRST SUPER			5	1	4	400.00	.05	.01
TRRA ANTG V VRD			5		4	400.00	.05	.01
SEASIDE CLR VNH			5		5	100.00	.05	.00
CASCA BOTE BRAN			5		5	100.00	.05	.00
QNTA LEMOS DONA			4	415	-411	-99.04	.04	3.80
PORTAL MURAL RS			4	56	-52	-92.86	.04	.51
CSTLO SLC TINTO			4	15	-11	-73.33	.04	.14
QNTA DO PORTAL			4	13	-9	-69.23	.04	.12
MONDECO			4	9	-5	-55.56	.04	.08

# NABCA CASE SALES ANALYSIS

## BY CLASS, TYPE, BRAND

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

ALL STATES-1/1/17 - 03/31/17

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
QNTA CRST DR RS			4	6	-2	-33.33	.04	.05
MAPRECO VNH VRD			4	6	-2	-33.33	.04	.05
ORLANA VN VERDE			4	5	-1	-20.00	.04	.05
CHAMINE WHITE			4	4			.04	.04
LIMA LOUREIRO			4	3	1	33.33	.04	.03
M CAMPLRG VINHA			4	3	1	33.33	.04	.03
DEFESA BRANCO W			4	2	2	100.00	.04	.02
QNTA VLLDO DOUR			4		4	100.00	.04	.00
GALHARDA DOURO			4		4	100.00	.04	.00
MESSIAS 10YEAR			4		4	100.00	.04	.00
PROEZA DAO WHITE			3	323	-320	-99.07	.03	2.96
GATEWAY ROSE VV			3	42	-39	-92.86	.03	.38
PROVA CEGA			3	23	-20	-86.96	.03	.21
TERRA D TOURS R			3	18	-15	-83.33	.03	.16
FIUZA 3 CASTAS			3	18	-15	-83.33	.03	.16
QNTA L ROSA DOC			3	10	-7	-70.00	.03	.09
QUEVEDO OSC RSE			3	8	-5	-62.50	.03	.07
ADEGA DE BOR AL			3	7	-4	-57.14	.03	.06
GRAND ARTE SHRZ			3	7	-4	-57.14	.03	.06
QUINTA CSL BNCO			3	4	-1	-25.00	.03	.04
MANOELLA DOURO			3	4	-1	-25.00	.03	.04
RAMOS LOIOS WHT			3	3			.03	.03
PORTA 6 WHITE			3	3			.03	.03
MAGARIDE'S CHRDR			3	1	2	200.00	.03	.01
CABRIZ RES RED			3		3	100.00	.03	.00
QTA CHOCPLH BRC			3		3	100.00	.03	.00
DFJ ALVARIHNO			3		3	100.00	.03	.00
GALHARDA BLANCO			3		3	100.00	.03	.00
VACAS DS CORDAS			3		3	100.00	.03	.00
FIUZA 3 CAST WH			3		3	100.00	.03	.00
ESCUDO REAL RSE			3		3	100.00	.03	.00
OSSA RED			3		3	100.00	.03	.00
ANJOS VNH VRDE			3		3	100.00	.03	.00
QUINTA DA RAZA			2	27	-25	-92.59	.02	.25
CP RC FISHERMAN			2	16	-14	-87.50	.02	.15
GAUDIO VERDELHO			2	8	-6	-75.00	.02	.07
POST SCRIPTUM			2	5	-3	-60.00	.02	.05
MURAL DOURO RED			2	3	-1	-33.33	.02	.03
TERAS GRIFO TNT			2	3	-1	-33.33	.02	.03
QNTAS DE MLGACO			2	3	-1	-33.33	.02	.03
ESPORAD RESERVA			2	2			.02	.02
BORBA RESERVA			2	2			.02	.02
ALIANCA DAO RES			2	2			.02	.02
ASSOBIO RED			2	1	1	100.00	.02	.01
CAVE ALIANCA FL			2	1	1	100.00	.02	.01
DONA MARIA TINT			2		2	100.00	.02	.00
LUSITANO			2		2	100.00	.02	.00
CABRIZ COLHEITA			2		2	100.00	.02	.00
ROQUEVALE 80			2		2	100.00	.02	.00
QNTA AZVDO V VR			2		2	100.00	.02	.00
QUINTA CRVS SUP			2		2	100.00	.02	.00
VISTA ALGR 10WH			2		2	100.00	.02	.00
ESPIRITO COA RD			2		2	100.00	.02	.00
VERA V V ROSE			2		2	100.00	.02	.00
QNT DO PENEDO			2		2	100.00	.02	.00
ERMLNDA RSRO RD			1	1655	-1654	-99.94	.01	15.16
QUINTA D CURVOS			1	41	-40	-97.56	.01	.38
FOZ D ARC BEIRA			1	15	-14	-93.33	.01	.14
LAGO VINHO VERD			1	8	-7	-87.50	.01	.07
CNDE VLLR VNO V			1	6	-5	-83.33	.01	.05
CSTLO SLC RS TN			1	6	-5	-83.33	.01	.05
PONTE VNH VERDE			1	5	-4	-80.00	.01	.05
QUTA CRST FLOR			1	4	-3	-75.00	.01	.04
CASA VL ESCOLHA			1	4	-3	-75.00	.01	.04
SWEET LAB RED			1	3	-2	-66.67	.01	.03
CASA SNTR DAO T			1	3	-2	-66.67	.01	.03
PORTADA VINHO			1	3	-2	-66.67	.01	.03
QUINTA CSL MONT			1	2	-1	-50.00	.01	.02
CSTLO AB RS BRC			1	2	-1	-50.00	.01	.02
VERDELHO			1	2	-1	-50.00	.01	.02
RAPARIGO ESCLHA			1	1			.01	.01
E A ALENTEJO WH			1	1			.01	.01
EUGENIO D ALNDA			1	1			.01	.01
TWIN VINS V VRD			1	1			.01	.01
LA COARTADA			1	1			.01	.01
VARANDA D CONDE			1		1	100.00	.01	.00
POMBAL VESUVIO			1		1	100.00	.01	.00
QNT ROMNRA SINO			1		1	100.00	.01	.00
ADEGA D BOR RES			1		1	100.00	.01	.00
ADEGA D BOR GR			1		1	100.00	.01	.00
DOURAL TINTO RD			1		1	100.00	.01	.00
VISTA ALEGRE 30			1		1	100.00	.01	.00
ADEGA D BOR GAR			1		1	100.00	.01	.00
QUINTA REDE BRN			1		1	100.00	.01	.00
MURLHS MNCO VRD			1		1	100.00	.01	.00
ALANDRA WHITE			1		1	100.00	.01	.00
HERDADE ESPRO 2			1		1	100.00	.01	.00
SEARA D'ORDN VV			1		1	100.00	.01	.00
MATEUS WHITE			1		1	100.00	.01	.00
SEARA D'ORDN RS			1		1	100.00	.01	.00
ENCOSTAS LMA RS			1		1	100.00	.01	.00
CRUZEIRO BRANCO			1		1	100.00	.01	.00
PORTAL SIX			1		1	100.00	.01	.00

# NABCA CASE SALES ANALYSIS

## BY CLASS, TYPE, BRAND

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

ALL STATES-1/1/17 - 03/31/17

PAGE 182

CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
QNTA L RSA RSRV			1		1	100.00	.01	.00
REGUENGOS TINTO				239	-239	-100.00	.00	2.19
SOGRP CLBRG DAO				196	-196	-100.00	.00	1.80
SOGRP CLBRG DOU				48	-48	-100.00	.00	.44
ROQUEVALE OSSO				38	-38	-100.00	.00	.35
QNTA LIXA GUIGS				30	-30	-100.00	.00	.27
CSTLO AB BRANCO				12	-12	-100.00	.00	.11
DUORUM COLHEITA				12	-12	-100.00	.00	.11
ALTIVO RED				8	-8	-100.00	.00	.07
ROQUEVALE ROSE				8	-8	-100.00	.00	.07
MNTE D GLORIA T				7	-7	-100.00	.00	.06
QUINTA DO ANJO				7	-7	-100.00	.00	.06
GATEWAY VIN VRD				6	-6	-100.00	.00	.05
FIUZA 3 NATURE				6	-6	-100.00	.00	.05
QNT PSSDR DOURO				5	-5	-100.00	.00	.05
FONSCA VIDONYA				5	-5	-100.00	.00	.05
QNTA COVELA EDI				5	-5	-100.00	.00	.05
PROVAM VNHO VRD				4	-4	-100.00	.00	.04
NORTICO ALVARNO				4	-4	-100.00	.00	.04
MAPRECO VRD RSE				3	-3	-100.00	.00	.03
MXAGT BAROCCA				3	-3	-100.00	.00	.03
BRUCELLAS BRNCO				3	-3	-100.00	.00	.03
PESSOA TOURIGA				2	-2	-100.00	.00	.02
QTA CHOCAPALHA				2	-2	-100.00	.00	.02
RAMOS LMA VN VR				2	-2	-100.00	.00	.02
ADEGA MNCAO TNT				2	-2	-100.00	.00	.02
MEANDRO VL MEAO				2	-2	-100.00	.00	.02
JOAO RSRV RAMOS				2	-2	-100.00	.00	.02
QNT ROMNRA PT V				2	-2	-100.00	.00	.02
CASA SEABRA DAO				1	-1	-100.00	.00	.01
MONSARAZ RED				1	-1	-100.00	.00	.01
PASSADOURO BRNC				1	-1	-100.00	.00	.01
CHRYSEIA DOURO				1	-1	-100.00	.00	.01
CONCEITO				1	-1	-100.00	.00	.01
TERAS GRIFO BRN				1	-1	-100.00	.00	.01
VINHAS ALTAS				1	-1	-100.00	.00	.01
PINTAS CHARACTER				1	-1	-100.00	.00	.01
QNTA PSSDR PSSA				1	-1	-100.00	.00	.01
ORLANA VN ROSE				1	-1	-100.00	.00	.01
CONDE VLR TINTO				1	-1	-100.00	.00	.01
QNTA ROMEU GATO				1	-1	-100.00	.00	.01
VNHO VRDE LUERO				1	-1	-100.00	.00	.01
<b>TOTAL PORTUGAL</b>			<b>10068</b>	<b>10916</b>	<b>-848</b>	<b>-7.77</b>		
ARGT CAB SAUV								
BAREFOOT ARGNTN			1795	1559	236	15.14	23.50	15.27
MRC5 JMS MDZ CB			1081	1067	14	1.31	14.15	10.45
ALAMOS MENDOZA			989	672	317	47.17	12.95	6.58
90+CLR L53 CAB			686	620	66	10.65	8.98	6.07
BERINGER			514	781	-267	-34.19	6.73	7.65
SANTA JULIA ORG			474	458	16	3.49	6.21	4.49
TRPCH CB S OAK			285	240	45	18.75	3.73	2.35
GOUGUENHEIM RES			151	91	60	65.93	1.98	.89
STA JULA CAB RS			141	277	-136	-49.10	1.85	2.71
BROQUEL CAB SAV			95	90	5	5.56	1.24	.88
EL FELINO			93	96	-3	-3.13	1.22	.94
PRIMERA PIEDRA			85		85	100.00	1.11	.00
DOM BOUSQUET MZ			84	141	-57	-40.43	1.10	1.38
GIRL & DRAGON			67	14	53	378.57	.88	.14
VINA ANTIGUA			65	188	-123	-65.43	.85	1.84
TRRZS ANDS CB S			50	33	17	51.52	.65	.32
CRIOS SN BALBO			48	39	9	23.08	.63	.38
LOS HAROLDOS			42	49	-7	-14.29	.55	.48
ELSA SAN RAFAEL			36	95	-59	-62.11	.47	.93
RIOJANA RIOJA			36		36	100.00	.47	.00
CATENA MENDOZA			34	108	-74	-68.52	.45	1.06
CATENA CAB RSVA			33	30	3	10.00	.43	.29
ZOLO MENDOZA			31	25	6	24.00	.41	.24
FAM ZUCCDI MNDZ			30	6	24	400.00	.39	.06
TRRZ AND CAB RS			26	22	4	18.18	.34	.22
FINCA DECERO			25	19	6	31.58	.33	.19
TILIA			23	181	-158	-87.29	.30	1.77
A ROCA DED PERS			23		23	100.00	.30	.00
KEO ROBLE			22	11	11	100.00	.29	.11
ACHAVAL FERRER			22	9	13	144.44	.29	.09
A ROCA FINCAS			22		22	100.00	.29	.00
LA FINCA			20	40	-20	-50.00	.26	.39
ANTUCURA			20		20	100.00	.26	.00
CNCHA XPLOR CAB			19	230	-211	-91.74	.25	2.25
FINCA LA LINDA			19	30	-11	-36.67	.25	.29
PROEMIO RESERVE			19	23	-4	-17.39	.25	.23
PASO DE PIEDRA			19		19	100.00	.25	.00
ALTOSUR MENDOZA			18	23	-5	-21.74	.24	.23
SOTTANO CLS MDZ			18	17	1	5.88	.24	.17
SANTA JULIA (+)			17	1931	-1914	-99.12	.22	18.91
SEPTIMA MENDOZA			17	20	-3	-15.00	.22	.20
CORRAL D PEIDRA			14	31	-17	-54.84	.18	.30
DOM BSQT RSV MZ			14	8	6	75.00	.18	.08
KAIKEN MENDOZA			13	21	-8	-38.10	.17	.21
LUIGI BOSCA RES			13	14	-1	-7.14	.17	.14
BODEGA NRTN RES			13	7	6	85.71	.17	.07
TRAPICHE VARTLS			11	35	-24	-68.57	.14	.34

# NABCA CASE SALES ANALYSIS

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

ALL STATES-1/1/17 - 03/31/17

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
LAS PERDICES			11	9	2	22.22	.14	.09
LOS CARDOS			10	21	-11	-52.38	.13	.21
CATENA ALTA			10	9	1	11.11	.13	.09
ANGULO INNOCNTI			9	16	-7	-43.75	.12	.16
SANTA IRENE ORG			9	9		.00	.12	.09
ANTIGAL UNO BOX			8	7	2	28.57	.12	.07
FAMIGLIA BINCHI			8	17	-9	-52.94	.10	.17
SUSANA BALBO			8	13	-5	-38.46	.10	.13
FINCA ORG GR RS			8	9	-1	-11.11	.10	.09
BEN MRCO DM PLT			8	5	3	60.00	.10	.05
DONA PAULA EST			7	58	-51	-87.93	.09	.57
ASTICA CUYO			7	38	-31	-81.58	.09	.37
FELNO VNA COBOS			7	14	-7	-50.00	.09	.14
TAPIZ ALTA MNDZ			7	6	1	16.67	.09	.06
CATENA VSTA FLR			7	7		100.00	.09	.00
PUNTO FINAL			6	11	-5	-45.45	.08	.11
CUMA ORGANIC			6	9	-3	-33.33	.08	.09
BRAMRE LUJN CYO			6	9	-3	-33.33	.08	.09
CONDOR PEAK			6	5	1	20.00	.08	.05
RUCA MALEN RSV			6	4	2	50.00	.08	.04
CATENA TAHUAN			5	12	-7	-58.33	.07	.12
SOTTANO			5	10	-5	-50.00	.07	.10
GESTOS MENDOZA			5	9	-4	-44.44	.07	.09
VINAS RIO CHAYA			5	5		100.00	.07	.00
FINCA SPHNTA RS			4	9	-5	-55.56	.05	.09
ALTAS CUMBRES			4	9	-5	-55.56	.05	.09
MEDANOS ORGANIC			4	6	-2	-33.33	.05	.06
CALATHUS UCO			4	3	1	33.33	.05	.03
ALHAMBRA RESRVA			4	2	2	100.00	.05	.02
LA PUERTA			4	4		100.00	.05	.00
FINCA PERDRIEL			3	10	-7	-70.00	.04	.10
HACNDA PLTA ZGL			3	9	-6	-66.67	.04	.09
CASARENA RESERV			3	7	-4	-57.14	.04	.07
CATALPA MENDOZA			3	6	-3	-50.00	.04	.06
DON GUILLERMO			3	3		.00	.04	.03
FINCA EL PRTLLO			3	2	1	50.00	.04	.02
LAMADRID MENDOZ			3	1	2	200.00	.04	.01
RODOLFO			3	3		100.00	.04	.00
TRAPICHE CAB RS			2	285	-283	-99.30	.03	2.79
TRAPICHE EB CAB			2	10	-8	-80.00	.03	.10
PASCUAL TOSO RS			2	3	-1	-33.33	.03	.03
DM JN BSQT RESV			2	3	-1	-33.33	.03	.03
ALTA VISTA MDZA			2	1	1	100.00	.03	.01
BDGA ZAFADO			2	1	1	100.00	.03	.01
LAMADRID RESERV			2	1	1	100.00	.03	.01
ANDELUNA			2	1	1	100.00	.03	.01
RIO PERDIDO MDZ			2	2		100.00	.03	.00
CASARENA MNDZ			2	2		100.00	.03	.00
D MANUEL VLF RS			2	2		100.00	.03	.00
MRHORI & BARRUD			2	2		100.00	.03	.00
FABRE MONTMY RS			1	15	-14	-93.33	.01	.15
NAVRRO CRRS CAB			1	14	-13	-92.86	.01	.14
CAMILA MENDOZA			1	13	-12	-92.31	.01	.13
TORINO DD CB SV			1	8	-7	-87.50	.01	.08
FABRE MONT PTGN			1	8	-7	-87.50	.01	.08
PARADOS MENDOZA			1	2	-1	-50.00	.01	.02
ANDELUNA ALTITD			1	2	-1	-50.00	.01	.02
LEGADO DMV CAB			1	1		.00	.01	.01
BARRICAS			1	1		.00	.01	.01
GRAFFIGNA CNTNR			1	1		.00	.01	.01
MOUNTAIN DOOR			1		1	100.00	.01	.00
TRUMPETER CB SV			1		1	100.00	.01	.00
LABORUM			1		1	100.00	.01	.00
ZOLO RESERVE			1		1	100.00	.01	.00
PASO D PDRA ALC			1		1	100.00	.01	.00
ANDELUNA 1300			1		1	100.00	.01	.00
SALENTEIN RESRV			1		1	100.00	.01	.00
REGION 1			1		1	100.00	.01	.00
VALENTIN BIANCH			1		1	100.00	.01	.00
FINCA ESCNDA MZ			1		1	100.00	.01	.00
PROEMIO				48	-48	-100.00	.00	.47
FUNKY LLAMA				24	-24	-100.00	.00	.24
LA FLOR MENDOZA				11	-11	-100.00	.00	.11
MAIPE RESERVE				5	-5	-100.00	.00	.05
PASCUAL TOSO				4	-4	-100.00	.00	.04
SOTTANO RES CAB				4	-4	-100.00	.00	.04
GOUGUENHEIM				4	-4	-100.00	.00	.04
URRACA MENDOZA				3	-3	-100.00	.00	.03
BEN MARCO				2	-2	-100.00	.00	.02
BODEGA NORTON				2	-2	-100.00	.00	.02
RIGLOS GRAN				2	-2	-100.00	.00	.02
SALVATORE UNITY				2	-2	-100.00	.00	.02
ATAMISQUE				1	-1	-100.00	.00	.01
ANTIGAL UNO GFT				1	-1	-100.00	.00	.01
ALEX ELMAN MDZA				1	-1	-100.00	.00	.01
FLCHMAN CAB SAV				1	-1	-100.00	.00	.01
TORINO COLCCION				1	-1	-100.00	.00	.01
BRAMARE				1	-1	-100.00	.00	.01
EL TRACTOR MNDZ				1	-1	-100.00	.00	.01
TIERRAS VJS MDZ				1	-1	-100.00	.00	.01
VNA PERDICS RSV				1	-1	-100.00	.00	.01
FINCA DN LETA R				1	-1	-100.00	.00	.01

# NABCA CASE SALES ANALYSIS

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ALL STATES-1/1/17 - 03/31/17

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
<b>TOTAL ARGV CAB SAUV</b>			<b>7639</b>	<b>10209</b>	<b>-2570</b>	<b>-25.17</b>		
ARGT CHARDNNY								
MRC5 JM MDZ CHR			1210	1560	-350	-22.44	49.51	49.41
ALAMOS MENDOZA			515	438	77	17.58	21.07	13.87
FELIPE RUT CHR			204		204	100.00	8.35	.00
SANTA JULIA ORG			85	55	30	54.55	3.48	1.74
TILIA			50	36	14	38.89	2.05	1.14
TRPCH E CHR OAK			37	32	5	15.63	1.51	1.01
CATENA CHR RSVA			29	34	-5	-14.71	1.19	1.08
DOM BOUSQUET MZ			24	50	-26	-52.00	.98	1.58
RIOJANA			24		24	100.00	.98	.00
CATENA MENDOZA			22	58	-36	-62.07	.90	1.84
ZOLO UNOAKED			21	35	-14	-40.00	.86	1.11
TRRZS ANDS CHR			21	25	-4	-16.00	.86	.79
TRAPICHE EB CHR			19	48	-29	-60.42	.78	1.52
ASTICA CUYO			18	40	-22	-55.00	.74	1.27
LOS HAROLDOS			15	29	-14	-48.28	.61	.92
CATENA ZAPATA			13		13	100.00	.53	.00
LOS CARDOS			11	10	1	10.00	.45	.32
TERRAZAS CHARD			10	90	-80	-88.89	.41	2.85
PERLITA			10	5	5	100.00	.41	.16
CEIBO			10		10	100.00	.41	.00
CNCHA XPLOR CHR			9	10	-1	-10.00	.41	.32
INNOVACION MNDZ			8		8	100.00	.37	.00
CATALPA			6	2	4	200.00	.25	.06
TRUMPETER CHARD			6	1	5	500.00	.25	.03
PASO DE PIEDRA			5		5	100.00	.20	.00
CATENA TUPUNGAT			4	19	-15	-78.95	.16	.60
BODEGA NORTON			4	7	-3	-42.86	.16	.22
TRAPICHE VARTLS			4	1	3	300.00	.16	.03
PARADOS MENDOZA			3	6	-3	-50.00	.12	.19
FINCA LA LINDA			3	3		.00	.12	.10
DIAMANDES D UCO			3	3		.00	.12	.10
TAPIZ ALTA MNDZ			3	1	2	200.00	.12	.03
ALFREDO ROCA			3		3	100.00	.12	.00
LUIGI BOSCA RES			3		3	100.00	.12	.00
FUNKY LLAMA			2	50	-48	-96.00	.08	1.58
GOUGNHM MOMNTOS			2	41	-39	-95.12	.08	1.30
ALTA VISTA CLSC			2	11	-9	-81.82	.08	.35
CATENA ALTA ROW			2	7	-5	-71.43	.08	.22
CASA DE COMPO			2	1	1	100.00	.08	.03
SNTA JULIA CHR			2	1	1	100.00	.08	.03
BDGA ZAFADO			2	1	1	100.00	.08	.03
INCA TORRONTES			2		2	100.00	.08	.00
CATENA VSTA FLR			2		2	100.00	.08	.00
ALTOSUR			2		2	100.00	.08	.00
PULENTA ESTATE			2		2	100.00	.08	.00
EL FELINO			2		2	100.00	.08	.00
VERUM PATAGONIA			1	379	-378	-99.74	.04	12.01
CATENA ALTA			1	5	-4	-80.00	.04	.16
FELNO VNO CABOS			1	4	-3	-75.00	.04	.13
LUCA ALTS MNDZA			1	3	-2	-66.67	.04	.10
SALVATORE FAMLY			1	2	-1	-50.00	.04	.06
ALEX ELMAN			1	1		.00	.04	.03
DOM JEAN BSQT			1		1	100.00	.04	.00
ALFREDO RC FNCS			1		1	100.00	.04	.00
BODEGA SOTTANO				10	-10	-100.00	.00	.32
CASARENA 505				8	-8	-100.00	.00	.25
URBAN UCO MENDZ				8	-8	-100.00	.00	.25
CALATHUS MENDOZA				5	-5	-100.00	.00	.16
DONA PAULA EST				4	-4	-100.00	.00	.13
TRVNTO AMDO SUR				4	-4	-100.00	.00	.13
VINA COBOS FLNO				3	-3	-100.00	.00	.10
SEPTIMA MENDOZA				3	-3	-100.00	.00	.10
BLACK CABRA MNZ				1	-1	-100.00	.00	.03
BRAMARE MRCHIRI				1	-1	-100.00	.00	.03
CONDOR PEAK				1	-1	-100.00	.00	.03
ANTIS CHR MEND				1	-1	-100.00	.00	.03
ATAMISQUE				1	-1	-100.00	.00	.03
TRRZ AND CHR RS				1	-1	-100.00	.00	.03
FAM ZUCCDI MNDZ				1	-1	-100.00	.00	.03
D MANUEL VLLFNE				1	-1	-100.00	.00	.03
<b>TOTAL ARGV CHARDNNY</b>			<b>2444</b>	<b>3157</b>	<b>-713</b>	<b>-22.58</b>		
ARGT MALBEC								
ALAMOS MENDOZA			7755	5984	1771	29.60	10.84	8.13
BLACK BOX MALBC			7368	3386	3982	117.60	10.30	4.60
FRONTERA MALBEC			4889	5030	-141	-2.80	6.83	6.83
BOTA BOX MENDOZA			4025	4964	-939	-18.92	5.63	6.74
GASCON MALBEC			3307	3426	-119	-3.47	4.62	4.65
TRPCH E MLBC OAK			2142	1739	403	23.17	2.99	2.36
CAMALEON MENDOZA			1492		1492	100.00	2.09	.00
LAYER CAKE MNDZ			1437	1620	-183	-11.30	2.01	2.20
BAREFOOT MNDZ			1374	1049	325	30.98	1.92	1.43
DISENO OLD VINE			1285	1463	-178	-12.17	1.80	1.99
TRIVENTO RESERV			1277	1500	-223	-14.87	1.78	2.04
MRC5 JMS MENDOZ			1258	1390	-132	-9.50	1.76	1.89
LURTON VUELA EE			1199		1199	100.00	1.68	.00
WALNUT CRST MEN			992	2390	-1398	-58.49	1.39	3.25
TRAPICHE			991	1543	-552	-35.77	1.38	2.10
TRRZS ANDS MLBC			977	1171	-194	-16.57	1.37	1.59

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ALL STATES-1/1/17 - 03/31/17

PAGE 185

CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
SANTA JULIA ORG			951	1263	-312	-24.70	1.33	1.72
SEPTIMA MENDOZA			912	1772	-860	-48.53	1.27	2.41
COLORES D S RES			908	1639	-731	-44.60	1.27	2.23
BROQUEL MALBEC			884	770	114	14.81	1.24	1.05
TRAPCHE EB MLBC			858	934	-76	-8.14	1.20	1.27
LOS CARDOS			845	820	25	3.05	1.18	1.11
TILIA			741	852	-111	-13.03	1.04	1.16
90+CLR LOT 23			729	669	60	8.97	1.02	.91
MISTERIO			633	793	-160	-20.18	.88	1.08
DONA PAULA EST			626	544	82	15.07	.87	.74
RUTA 22 NEUQUEN			606	781	-175	-22.41	.85	1.06
CUPCAKE MENDOZA			564	547	17	3.11	.79	.74
GATO NEGRO MLBC			555	667	-112	-16.79	.78	.91
REDWOOD CRK MDZ			511	752	-241	-32.05	.71	1.02
BODEGA NRTN RES			508	485	23	4.74	.71	.66
TRRZ AND MLB RS			489	521	-32	-6.14	.68	.71
GRAFFIGNA CNTNR			485	863	-378	-43.80	.68	1.17
TAMARI RESERVA			430	575	-145	-25.22	.60	.78
CRIOS ROSE			425	266	159	59.77	.59	.36
SUTTER HOME			418	260	158	60.77	.58	.35
FLICHMAN RESERV			392	478	-86	-17.99	.55	.65
THE SHOW MENDOZ			380	362	18	4.97	.53	.49
AGUA PIED G RSV			377	389	-12	-3.08	.53	.53
KAIKEN MENDOZA			362	266	96	36.09	.51	.36
VISTA CALMA MEN			354		354	100.00	.49	.00
VALENTIN BIANCH			344	23	321	1395.65	.48	.03
GOGNHM MNDZA RS			336	182	154	84.62	.47	.25
MENAGE A TRS MZ			322	370	-48	-12.97	.45	.50
VINA ESTBAN MLB			317	261	56	21.46	.44	.35
ALAMOS SLCN MEN			311	323	-12	-3.72	.43	.44
CALLIA ALTA MLB			310	370	-60	-16.22	.43	.50
R MNDVI PVT SEL			301	276	25	9.06	.42	.37
CATENA MENDOZA			299	356	-57	-16.01	.42	.48
TRUMPETER RES			298	148	150	101.35	.42	.20
EL FELINO			277	415	-138	-33.25	.39	.56
ARGENTO MENDOZA			276	240	36	15.00	.39	.33
CATENA LUNLUNTA			268	215	53	24.65	.37	.29
TALL DRK STRNGR			260		260	100.00	.36	.00
MAIPE MENDOZA			253	273	-20	-7.33	.35	.37
CATENA VST FLRS			245	263	-18	-6.84	.34	.36
CONQUISTA MENDO			241	343	-102	-29.74	.34	.47
GNARLY HEAD			238	228	10	4.39	.33	.31
ACHAVAL FERRER			224	189	35	18.52	.31	.26
VINA ANTIGUA			222	325	-103	-31.69	.31	.44
CRIOS MENDOZA			214		214	100.00	.30	.00
DURIGUTTI MNDZ			204	211	-7	-3.32	.29	.29
ALTOS L HMG MAL			191	243	-52	-21.40	.27	.33
CATENA ZAP ARGN			191	1	190	*****	.27	.00
FINCA ALCAYATE			189		189	100.00	.26	.00
LA POSTA PAULCI			182	195	-13	-6.67	.25	.26
VINA ESTBAN RSV			175	276	-101	-36.59	.24	.37
CIGAR BOX MNDZA			170	192	-22	-11.46	.24	.26
LA POSTA PZZLLA			160	216	-56	-25.93	.22	.29
LUIGI BOSCA RES			159	139	20	14.39	.22	.19
RED ROCK RSV MZ			155	128	27	21.09	.22	.17
ZOLO MENDOZA			149	140	9	6.43	.21	.19
LA FINCA			141	175	-34	-19.43	.20	.24
LOS HAROLDOS			136	143	-7	-4.90	.19	.19
GASCON MLBC RSV			133	142	-9	-6.34	.19	.19
DOM BOUSQUET MZ			130	133	-3	-2.26	.18	.18
HIGH NOTE			119	232	-113	-48.71	.17	.32
CRIOS SN BALBO			118	128	-10	-7.81	.16	.17
CEIBO MENDOZA			115		115	100.00	.16	.00
ASTICA CUYO			98	135	-37	-27.41	.14	.18
LAS PERDICES			98	112	-14	-12.50	.14	.15
BALDUCCI'S MNDZ			98	44	54	122.73	.14	.06
CATENA PADRILLS			97	119	-22	-18.49	.14	.16
TORINO DD MALBC			96	83	13	15.66	.13	.11
BODEGA NORTON			94	109	-15	-13.76	.13	.15
ELSA SAN RAFAEL			91	112	-21	-18.75	.13	.15
ANTIGAL UNO MAL			91	83	8	9.64	.13	.11
EL TRACTOR			90	89	1	1.12	.13	.12
TINTONEGRO UCO			90	69	21	30.43	.13	.09
LA PUERTA			88	119	-31	-26.05	.12	.16
FINCA LA LINDA			85	131	-46	-35.11	.12	.18
STA JLA MLBC RS			82	70	12	17.14	.11	.10
MASSIMO MENDOZA			80	147	-67	-45.58	.11	.20
FLCHMN RS MISTR			75		75	100.00	.10	.00
VINAS RIO CHAYA			74		74	100.00	.10	.00
PUNTO FINAL CLS			72	71	1	1.41	.10	.10
BELASCO LLAMA			70	65	5	7.69	.10	.09
CAMILA			69	99	-30	-30.30	.10	.13
GRAFFIGNA			69	78	-9	-11.54	.10	.11
AGUA PIEDRA RES			65	150	-85	-56.67	.09	.20
MEDRANO			65	57	8	14.04	.09	.08
MENDOZA VY 1907			64	87	-23	-26.44	.09	.12
GOUGHNM MENDOZA			62	69	-7	-10.14	.09	.09
HRM REX-GOLIATH			60	88	-28	-31.82	.08	.12
SANTA JULIA (+)			60	62	-2	-3.23	.08	.08
THE GAMBLER MDZ			60	59	1	1.69	.08	.08
RUCA MALEN RSV			60	28	32	114.29	.08	.04
GIRL & DRAGON			59	63	-4	-6.35	.08	.09
KIRKLAND SIGNTR			56	112	-56	-50.00	.08	.15

# NABCA CASE SALES ANALYSIS

## BY CLASS, TYPE, BRAND

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

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
LUCKY DUCK			56	84	-28	-33.33	.08	.11
THE SEEKER MNDZ			56	64	-8	-12.50	.08	.09
FINCA DCRO AGR			55	81	-26	-32.10	.08	.11
FABRE MONTMY RS			55	80	-25	-31.25	.08	.11
COLIMAN			55	62	-7	-11.29	.08	.08
ALTOSUR MENDOZA			53	21	32	152.38	.07	.03
THE NAKED GRAPE			52	131	-79	-60.31	.07	.18
ACHAVL FRR MIRA			52	26	26	100.00	.07	.04
PASCUAL TOSO			51	109	-58	-53.21	.07	.15
ALBERTI 154			50	51	-1	-1.96	.07	.07
RIOJANA RIOJA			50		50	100.00	.07	.00
SUSANA BALBO			49	81	-32	-39.51	.07	.11
ALTA VISTA CLSC			49	63	-14	-22.22	.07	.09
LADERAS DL VALL			49	39	10	25.64	.07	.05
OKO			47	37	10	27.03	.07	.05
EL LIBRE			46	344	-298	-86.63	.06	.47
BODINI MENDOZA			46	43	3	6.98	.06	.06
ALMA D LOS ANOS			46	40	6	15.00	.06	.05
TINTONEGRO MEND			46	20	26	130.00	.06	.03
JELU SAN JUAN			44	52	-8	-15.38	.06	.07
KING MENDOZA			44		44	100.00	.06	.00
ZUCCARDI SERIE A			43	42	1	2.38	.06	.06
TRIVENTO SELECT			42	92	-50	-54.35	.06	.12
LUIGI BSQA DOC			42	42		.00	.06	.06
KAIKEN RESERVA			42		42	100.00	.06	.00
GAUCHO CLUB			41	42	-1	-2.38	.06	.06
FINCA EL PORTLO			41	11	30	272.73	.06	.01
ENTRADA			40	24	16	66.67	.06	.03
FELNO VINA CBOS			39	33	6	18.18	.05	.04
KEO ROBLE			38	47	-9	-19.15	.05	.06
SOTTANO CLS MDZ			38	23	15	65.22	.05	.03
P15			38		38	100.00	.05	.00
TRIVENTO GLD RS			37	77	-40	-51.95	.05	.10
RED DIAMOND MDZ			36	85	-49	-57.65	.05	.12
SKELETON			34	51	-17	-33.33	.05	.07
FINCA EL ORG RS			34	9	25	277.78	.05	.01
HUMBERTO CANALE			33	37	-4	-10.81	.05	.05
BEN MARCO			33	36	-3	-8.33	.05	.05
AUKA MENDOZA			33	30	3	10.00	.05	.04
MIDDLE SIS WILD			33	11	22	200.00	.05	.01
TRACIA			32	63	-31	-49.21	.04	.09
EL GANADOR			32	22	10	45.45	.04	.03
CHAKANA MENDOZA			32	21	11	52.38	.04	.03
TINTONEGRO MNDZ			32	18	14	77.78	.04	.02
DIAMNDES DE UCO			31	38	-7	-18.42	.04	.05
MARTINO MENDOZA			31	34	-3	-8.82	.04	.05
TIKAL AMORIO			30	41	-11	-26.83	.04	.06
BLACK CABRA MNZ			30	18	12	66.67	.04	.02
ALTOCEDRO TANOS			30		30	100.00	.04	.00
NOVECIENTO MENDZ			29	41	-12	-29.27	.04	.06
UN Sung HERO			29	38	-9	-23.68	.04	.05
KILLKA MENDOZA			29	22	7	31.82	.04	.03
PASO DE PIEDRA			29		29	100.00	.04	.00
KAIKEN ULTRA			28	32	-4	-12.50	.04	.04
ANDELUNA			28	32	-4	-12.50	.04	.04
CUMA ORGANIC			28	12	16	133.33	.04	.02
TERROIR UNICA			27	54	-27	-50.00	.04	.07
DOS MINAS			27	35	-8	-22.86	.04	.05
AREO			26	48	-22	-45.83	.04	.07
DON GUILLERMO			26	41	-15	-36.59	.04	.06
BATTLE AXE MNDZ			26	34	-8	-23.53	.04	.05
SALENTEIN MENDZ			26	15	11	73.33	.04	.02
RODOLFO			26	7	19	271.43	.04	.01
BIUTIFUL S CRLS			26		26	100.00	.04	.00
RUTINI ENCENRO			26		26	100.00	.04	.00
COLOME ESTATE			25	33	-8	-24.24	.03	.04
TORINO MLBC COL			25	14	11	78.57	.03	.02
TONEL 46 RESRVA			25		25	100.00	.03	.00
ZUCCARDI Q MNDZ			24	481	-457	-95.01	.03	.65
STARK RAVNG MLB			24	370	-346	-93.51	.03	.50
PUNTO FNL PRDRL			24	43	-19	-44.19	.03	.06
PASCUAL TOSO RS			24	38	-14	-36.84	.03	.05
C BASSO DOS FNC			24	29	-5	-17.24	.03	.04
MENDEL MENDOZA			24	2	22	1100.00	.03	.00
SERBAL			24		24	100.00	.03	.00
TAPIZ ALTO MNDZ			24		24	100.00	.03	.00
SIETE FINCAS			22	39	-17	-43.59	.03	.05
LOCA LNDA BLBRD			22	3	19	633.33	.03	.00
TRPCH E VARIETAL			21	65	-44	-67.69	.03	.09
ANTUCURA MNDZ			21		21	100.00	.03	.00
ZENTAS			20	59	-39	-66.10	.03	.08
CATENA ALTA			20	28	-8	-28.57	.03	.04
TORINO DD RES			20	24	-4	-16.67	.03	.03
NOTRO			20	23	-3	-13.04	.03	.03
TRUMPETER MALBC			20	21	-1	-4.76	.03	.03
ESTO ES MENDOZA			20		20	100.00	.03	.00
ANGULO IN NONNI			20		20	100.00	.03	.00
AGUARIBAY MNDZA			19	56	-37	-66.07	.03	.08
LAS NENCIAS RES			19	43	-24	-55.81	.03	.06
LA FLOR PULENTA			19	28	-9	-32.14	.03	.04
GESTOS			19	26	-7	-26.92	.03	.04
FAMIGLIA BINCHI			19	23	-4	-17.39	.03	.03
GRAFFITO			19	4	15	375.00	.03	.01

# NABCA CASE SALES ANALYSIS

## BY CLASS, TYPE, BRAND

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

ALL STATES-1/1/17 - 03/31/17

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
REVOLUTION			18	22	-4	-18.18	.03	.03
CHAKANA EST SEL			18	17	1	5.88	.03	.02
ALTOS L HMG RSV			18	16	2	12.50	.03	.02
AMALAYA BLEND			18	4	14	350.00	.03	.01
BARRICAS			17	8	9	112.50	.02	.01
TAPIZ MLBC MDZ			17		17	100.00	.02	.00
MONTEVEJO FSTVO			17		17	100.00	.02	.00
HANDSOME DEVIL			17		17	100.00	.02	.00
ALFREDO RCA SRF			17		17	100.00	.02	.00
FNCA SPHNA TP R			16	40	-24	-60.00	.02	.05
AMANCAY RESERVA			16	20	-4	-20.00	.02	.03
ANDEAN			16	15	1	6.67	.02	.02
RICARDO SANTOS			16	14	2	14.29	.02	.02
FINCA DCRO REML			16	11	5	45.45	.02	.01
ALHAMBRA RESRVA			16	6	10	166.67	.02	.01
ATAMISQUE			15	24	-9	-37.50	.02	.03
FINCA FLCMN MAL			14	52	-38	-73.08	.02	.07
LAS NENCIAS FAM			14	28	-14	-50.00	.02	.04
CHANARMUYO			14	4	10	250.00	.02	.01
V.NO MNDZ RSV			13	155	-142	-91.61	.02	.21
MAILE RESERVA			13	20	-7	-35.00	.02	.03
CATALPA			13	16	-3	-18.75	.02	.02
MEDANOS ORGANIC			13	15	-2	-13.33	.02	.02
SAN POLO PONES			13	7	6	85.71	.02	.01
CUARTO DOMINIO			13	2	11	550.00	.02	.00
FAM ZUCCDI MNDZ			12	34	-22	-64.71	.02	.05
DOMNO D PLT RSE			12	23	-11	-47.83	.02	.03
FURQUE			12	12		.00	.02	.02
CASA DE CAMPO			12	8	4	50.00	.02	.01
BARBERIS MENDOZA			12	1	11	1100.00	.02	.00
BEN MRCO DM PLT			11	327	-316	-96.64	.02	.44
NVRRO CRRS MLBC			11	196	-185	-94.39	.02	.27
GOUGHNM ESCNDID			11	16	-5	-31.25	.02	.02
GUBINELLI			11		11	100.00	.02	.00
LUJURIA			11		11	100.00	.02	.00
WINE CUBE MNDZA			11		11	100.00	.02	.00
SANTA IRENE ORG			10	12	-2	-16.67	.01	.02
TIKAL ORGANIC			10	9	1	11.11	.01	.01
NIETO SENTNR WD			10	8	2	25.00	.01	.01
LA POSTA FAZZIO			10	6	4	66.67	.01	.01
N			10		10	100.00	.01	.00
LUCA			9	33	-24	-72.73	.01	.04
1919 MALBEC			9	28	-19	-67.86	.01	.04
TUSOCK JUMPER			9	13	-4	-30.77	.01	.02
MANOS NEGRS STN			9	9		.00	.01	.01
GOULART CLASSIC			9	8	1	12.50	.01	.01
HACNDA PLTA ZGL			9	5	4	80.00	.01	.01
LAMADRID RESERV			9	2	7	350.00	.01	.00
CRITERION MEND			9	1	8	800.00	.01	.00
CASA NATAL RES			9		9	100.00	.01	.00
YAUQUEN MALBEC			9		9	100.00	.01	.00
TERRENAL			8	9	-1	-11.11	.01	.01
TINTO NEG BLOCK			8	9	-1	-11.11	.01	.01
TIZA			8	6	2	33.33	.01	.01
VINA COBOS BRMR			8	5	3	60.00	.01	.01
DOM BSQT RSV MZ			8	1	7	700.00	.01	.00
LA BODEGA SLCCN			8		8	100.00	.01	.00
REGION 1 RESERV			8		8	100.00	.01	.00
A ROCA RSV FAM			8		8	100.00	.01	.00
CONQUISTA CASK			8		8	100.00	.01	.00
CNCHA XPLR MLBC			7	117	-110	-94.02	.01	.16
URBAN UCO MEND			7	78	-71	-91.03	.01	.11
LEGADO DMV MLBC			7	31	-24	-77.42	.01	.04
MAYOL			7	20	-13	-65.00	.01	.03
TIERRA DE ANTES			7	17	-10	-58.82	.01	.02
BDGS BELGRANO			7	12	-5	-41.67	.01	.02
MNDZA VYD GR RS			7	8	-1	-12.50	.01	.01
NUNA RESERVE			7	2	5	250.00	.01	.00
ASADO CLUB SLCN			7		7	100.00	.01	.00
ZOLO RESERVE			6	31	-25	-80.65	.01	.04
EL SUPREMO			6	14	-8	-57.14	.01	.02
LAS PERDICES RS			6	12	-6	-50.00	.01	.02
LA FLOR			6	11	-5	-45.45	.01	.01
CRISTOBAL PALO			6	8	-2	-25.00	.01	.01
VINECOL			6	4	2	50.00	.01	.01
G NORMAN MENDOZA			6	2	4	200.00	.01	.00
MANOS NEGRS MLB			6		6	100.00	.01	.00
ALTOCEDRO RESRV			5	203	-198	-97.54	.01	.28
DANTE ROBINO			5	10	-5	-50.00	.01	.01
SUR L ANDES RSV			5	9	-4	-44.44	.01	.01
HESS SELECT			5	3	2	66.67	.01	.00
SALENTEIN RESRV			5		5	100.00	.01	.00
LAS LENAS			5		5	100.00	.01	.00
XUMEK			5		5	100.00	.01	.00
DOM BOUSQUET RS			5		5	100.00	.01	.00
PASION DE TANGO			4	39	-35	-89.74	.01	.05
ANGULO INNOCNTI			4	33	-29	-87.88	.01	.04
B NOEMIA A LISA			4	30	-26	-86.67	.01	.04
NVRRO CRRS G RS			4	12	-8	-66.67	.01	.02
ARUMA MENDOZA			4	11	-7	-63.64	.01	.01
PARADOS MENDOZA			4	9	-5	-55.56	.01	.01
POSTALES DL FIN			4	8	-4	-50.00	.01	.01
VIAMONTE RESRVA			4	8	-4	-50.00	.01	.01

# NABCA CASE SALES ANALYSIS

## BY CLASS, TYPE, BRAND

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ALL STATES-1/1/17 - 03/31/17

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
LEGADO RES MLBC			4	5	-1	-20.00	.01	.01
DNA PLA SL BDGA			4	3	1	33.33	.01	.00
ELSA VNYD MALBC			4	2	2	100.00	.01	.00
TOMERO MENDOZA			4		4	100.00	.01	.00
FABRE MONTMY GR			4		4	100.00	.01	.00
FUNKY LLAMA			3	74	-71	-95.95	.00	.10
CALIBRE CLASICO			3	49	-46	-93.88	.00	.07
PUNTO FINAL			3	43	-40	-93.02	.00	.06
OASIS DEL CUYO			3	35	-32	-91.43	.00	.05
MOUNTAIN DOOR			3	6	-3	-50.00	.00	.01
ANDEAN RESERVE			3	6	-3	-50.00	.00	.01
TRRZS AND G MLB			3	4	-1	-25.00	.00	.01
LA PUERTA ALTA			3	3		.00	.00	.00
FINCA ORG GR RS			3	3		.00	.00	.00
VINA NUBILLA			3	3		.00	.00	.00
DIAMNDES GR RSV			3	2	1	50.00	.00	.00
TERCOS MENDOZA			3	2	1	50.00	.00	.00
ANTIS MLBC MEND			3	2	1	50.00	.00	.00
BDGA ZAFADO			3	2	1	50.00	.00	.00
LAMADRID MENDOZ			3	1	2	200.00	.00	.00
TINTO NEGRO UCO			3		3	100.00	.00	.00
ALTOCEDRO GALLE			3		3	100.00	.00	.00
FLCHS DL ANDES			2	11	-9	-81.82	.00	.01
DISENO			2	8	-6	-75.00	.00	.01
MAIPE RESERVE			2	8	-6	-75.00	.00	.01
FINCA PERDRIEL			2	6	-4	-66.67	.00	.01
DOM BSQT GRD RS			2	6	-4	-66.67	.00	.01
FNCA ABRL RPSDA			2	6	-4	-66.67	.00	.01
PUNTO FINAL RES			2	6	-4	-66.67	.00	.01
ALTA VSTA TR SL			2	5	-3	-60.00	.00	.01
SNTA JULIA MLBC			2	5	-3	-60.00	.00	.01
PULENTA ESTATE			2	4	-2	-50.00	.00	.01
ARMONIA			2	4	-2	-50.00	.00	.01
RAFFY HDRA MNDZ			2	3	-1	-33.33	.00	.00
SLVTORE PRINCFE			2	2		.00	.00	.00
ANKO			2	1	1	100.00	.00	.00
EL ENEMIGO			2	1	1	100.00	.00	.00
ZUCCRDI AL ALTA			2	1	1	100.00	.00	.00
GAUCHEZCO PLATA			2	1	1	100.00	.00	.00
TAMARI			2	1	1	100.00	.00	.00
SAURUS PATAGON			2	1	1	100.00	.00	.00
RECUERDO UCO			2		2	100.00	.00	.00
BARBERIS GR RSV			2		2	100.00	.00	.00
FINCA ESCNDA MZ			2		2	100.00	.00	.00
ICHANKA			2		2	100.00	.00	.00
CASARENA MNDZ			2		2	100.00	.00	.00
HUMBERTO GR RES			2		2	100.00	.00	.00
FNCA ABRL 1922			2		2	100.00	.00	.00
MDZ			2		2	100.00	.00	.00
DNA PULA LOS CR			1	56	-55	-98.21	.00	.08
CATENA TAHUAN			1	44	-43	-97.73	.00	.06
ALTA VSTA S TMS			1	12	-11	-91.67	.00	.02
ENRIQUE FSTR IQ			1	12	-11	-91.67	.00	.02
QUARA ESTATE			1	6	-5	-83.33	.00	.01
ALEX ELMAN			1	6	-5	-83.33	.00	.01
ZUCCRDI MALMADO			1	5	-4	-80.00	.00	.01
TINTO NEGRO RES			1	4	-3	-75.00	.00	.01
TIERRAS VJS MDZ			1	3	-2	-66.67	.00	.00
MAIPE ROSE MLBC			1	3	-2	-66.67	.00	.00
BRAMARE MRCHIRI			1	2	-1	-50.00	.00	.00
ALPATACO			1	2	-1	-50.00	.00	.00
BROADBENT			1	2	-1	-50.00	.00	.00
TERRA ROSA MNDZ			1	2	-1	-50.00	.00	.00
ANTIS MLBC RESV			1	1		.00	.00	.00
CUYUM MAPU			1	1		.00	.00	.00
TRAPICHE AMBRSA			1	1		.00	.00	.00
EL LIBERTADOR			1	1		.00	.00	.00
CICCHITTI MNDZA			1	1	1	100.00	.00	.00
FILUS RESERVE			1	1	1	100.00	.00	.00
HEADSNAPPR MNDZ			1	1	1	100.00	.00	.00
GRAFFIGNA GR RS			1	1	1	100.00	.00	.00
BLACK RIVER EST			1	1	1	100.00	.00	.00
CATENA TAHUAN			1	1	1	100.00	.00	.00
VINA AMALIA RSV			1	1	1	100.00	.00	.00
VIAMNTE GRN RSV			1	1	1	100.00	.00	.00
CASA MARGUERY			1	1	1	100.00	.00	.00
LAMADRID GR RSV			1	1	1	100.00	.00	.00
NVRRO CR ALG GR				938	-938	-100.00	.00	1.27
BODEGAS BORBORE				754	-754	-100.00	.00	1.02
PURAMUN UCO VLY				399	-399	-100.00	.00	.54
BODEGA ELENA DM				217	-217	-100.00	.00	.29
NVRRO CRRS PRIV				146	-146	-100.00	.00	.20
CHE GAUCHO MNDZ				124	-124	-100.00	.00	.17
PROEMIO				61	-61	-100.00	.00	.08
ALMA D ANDES RS				50	-50	-100.00	.00	.07
PROEMIO RESERVE				49	-49	-100.00	.00	.07
IN'KA				23	-23	-100.00	.00	.03
AMPAKAMA INTNSO				14	-14	-100.00	.00	.02
CABLLRO CEPA RS				12	-12	-100.00	.00	.02
ALTAS CUM MALBC				11	-11	-100.00	.00	.01
DISENO OLD V KG				11	-11	-100.00	.00	.01
FETZER MENDOZA				10	-10	-100.00	.00	.01
NQN PICADA 15				10	-10	-100.00	.00	.01

# NABCA CASE SALES ANALYSIS

## BY CLASS, TYPE, BRAND

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

ALL STATES-1/1/17 - 03/31/17

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
FUNCKENHAUSEN				8	-8	-100.00	.00	.01
CHOLILA RANCH				7	-7	-100.00	.00	.01
VERAMNTE PRIMUS				5	-5	-100.00	.00	.01
TOUR GUIDE ALTO				5	-5	-100.00	.00	.01
BLACKSTN WNMKER				4	-4	-100.00	.00	.01
SOPHENIA SYNTHS				4	-4	-100.00	.00	.01
SOTTANO RES FAM				4	-4	-100.00	.00	.01
GOULART MARSHLL				4	-4	-100.00	.00	.01
RAFFY PRDS MNDZ				4	-4	-100.00	.00	.01
MIL PIEDRAS				3	-3	-100.00	.00	.00
SALENTN CAMBLCH				3	-3	-100.00	.00	.00
TRIVENTO BD&BEE				3	-3	-100.00	.00	.00
CASARENA RESERV				2	-2	-100.00	.00	.00
ELSA BIANCHI				2	-2	-100.00	.00	.00
RENACER R				2	-2	-100.00	.00	.00
LUCKY DUCK				2	-2	-100.00	.00	.00
PIRCAS NEGRAS				2	-2	-100.00	.00	.00
ARTINA RESERVE				2	-2	-100.00	.00	.00
PAGO CIMERA RES				2	-2	-100.00	.00	.00
FINCA DN LETA R				2	-2	-100.00	.00	.00
TRPCH MIRALLES				2	-2	-100.00	.00	.00
NIETO SNTNR RES				2	-2	-100.00	.00	.00
DM J BSQT TP RS				2	-2	-100.00	.00	.00
CASARENA 505				2	-2	-100.00	.00	.00
LEO PREMIUM				2	-2	-100.00	.00	.00
RAFFY RSV MNDZ				1	-1	-100.00	.00	.00
ALTOCEDRO AN CR				1	-1	-100.00	.00	.00
PASCUAL TOSO MG				1	-1	-100.00	.00	.00
SANTA FLORENTNA				1	-1	-100.00	.00	.00
TIERRA BRISA MN				1	-1	-100.00	.00	.00
BRAMRE LUJN CYO				1	-1	-100.00	.00	.00
URRACA MENDOZA				1	-1	-100.00	.00	.00
ALTA MAX				1	-1	-100.00	.00	.00
HINJOSA				1	-1	-100.00	.00	.00
FAM ZUCCDI ALVN				1	-1	-100.00	.00	.00
RIGLOS GRAN MLB				1	-1	-100.00	.00	.00
ALTA VSTA S SRN				1	-1	-100.00	.00	.00
CATENA ARGENTIN				1	-1	-100.00	.00	.00
PAGO CIMERA				1	-1	-100.00	.00	.00
FELIPE RUT MLBC				1	-1	-100.00	.00	.00
C BASSO RESRVDO				1	-1	-100.00	.00	.00
MELIPAL				1	-1	-100.00	.00	.00
CATENA CONSULTA				1	-1	-100.00	.00	.00
RAFFY TERR MNDZ				1	-1	-100.00	.00	.00
HINOJOSA RESRVE				1	-1	-100.00	.00	.00
CUARTO DOMNO 44				1	-1	-100.00	.00	.00
NANDU MENDOZA				1	-1	-100.00	.00	.00
LUIGI B MIRADRS				1	-1	-100.00	.00	.00
LA CELIA PIONER				1	-1	-100.00	.00	.00
ALTA VISTA PREM				1	-1	-100.00	.00	.00
GAUCHEZCO MNDZA				1	-1	-100.00	.00	.00
FURLAN				1	-1	-100.00	.00	.00
DORADO MALBEC				1	-1	-100.00	.00	.00
BDGS PRIVADA				1	-1	-100.00	.00	.00
<b>TOTAL ARGT MALBEC</b>			<b>71555</b>	<b>73610</b>	<b>-2055</b>	<b>-2.79</b>		
ARGT MERLOT								
MRCS JM MDZ MRL			829	963	-134	-13.91	89.82	89.25
GOUGUENHEIM RES			56	56		.00	6.07	5.19
TILIA			16	20	-4	-20.00	1.73	1.85
CONDOR PEAK			15	21	-6	-28.57	1.63	1.95
EL FELINO			5	9	-4	-44.44	.54	.83
GOUGHNM MENDOZA			2	10	-8	-80.00	.22	.93
<b>TOTAL ARGT MERLOT</b>			<b>923</b>	<b>1079</b>	<b>-156</b>	<b>-14.46</b>		
ARGT OTHR RED								
SNTA JULIA MGNA			2029	779	1250	160.46	22.84	8.07
INNOVCN SHZ-CAB			1663	1801	-138	-7.66	18.72	18.65
ALAMOS RED MNDZ			875	680	195	28.68	9.85	7.04
FINCA FLICHMAN			514		514	100.00	5.79	.00
ALAMOS SLCN RED			404	448	-44	-9.82	4.55	4.64
GASCON COLOSAL			345	683	-337	-49.34	3.89	7.07
TRVNTD AMD MLBC			278	370	-92	-24.86	3.13	3.83
FNCA NBS CB/MAL			183		183	100.00	2.06	.00
ECOLGCA SHZ/MLB			171	198	-27	-13.64	1.92	2.05
PERLITA MAL/SYR			166	226	-60	-26.55	1.87	2.34
TRAPCHE RED MNZ			164	355	-191	-53.80	1.85	3.68
CLOS D LS SIETE			115	139	-24	-17.27	1.29	1.44
BROKE ASS MB/SZ			114	131	-17	-12.98	1.28	1.36
BROQUEL CAB/MLB			103		103	100.00	1.15	.00
TIKAL PATRIOTA			91	68	23	33.82	1.02	.70
GRAFFGNA ELEVTVN			90	198	-108	-54.55	1.01	2.05
TRPCH OAK C RD			84	58	26	44.83	.95	.60
TRVNTD SRH MLBC			73	80	-7	-8.75	.82	.83
TRUMPTR RESERVE			63	124	-61	-49.19	.71	1.28
LAYER CAKE SEA			57	86	-29	-33.72	.64	.89
LUCKY DUCK SHRZ			53	87	-34	-39.08	.60	.90
AMANCAYA CB/MLB			49	40	9	22.50	.55	.41
LA POSTA COCINA			48	52	-4	-7.69	.54	.54
LOCATIONS AR-5			46		46	100.00	.52	.00
NEW AGE RED			41	66	-25	-37.88	.46	.68

# NABCA CASE SALES ANALYSIS

## BY CLASS, TYPE, BRAND

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

ALL STATES-1/1/17 - 03/31/17

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
TILIA MLBC SRH			39	65	-26	-40.00	.44	.67
2 COPAS RED ARG			39	40	-1	-2.50	.44	.41
TRVNT0 RS CB/MB			38	39	-1	-2.56	.43	.40
ZOLO SIGNTR RED			34	28	6	21.43	.38	.29
LOCATIONS AR			34		34	100.00	.38	.00
ALTOS HMG BONAR			31	38	-7	-18.42	.35	.39
GALLO F RED MSC			30	101	-71	-70.30	.34	1.05
BODEGA NRTN PVD			29	37	-8	-21.62	.33	.38
LA FINCA TEMPRN			26	51	-25	-49.02	.29	.53
TILIA BONARDA			26	19	7	36.84	.29	.20
B NOEMIA A LISA			22	23	-1	-4.35	.25	.24
ALM NGR M BLEND			22		22	100.00	.25	.00
SERBAL ASSMBLGE			21		21	100.00	.24	.00
RIOJANA BON/MAL			20		20	100.00	.23	.00
A ROCA DEDICACN			20		20	100.00	.23	.00
CATENA CB FRANC			19	2	17	850.00	.21	.02
RODOLFO PNT NR			17	22	-5	-22.73	.19	.23
SNTA JLA MNT BL			17	11	6	54.55	.19	.11
KEO ROBLE CF/CB			15	19	-4	-21.05	.17	.20
ALHAMBRA BLEND			15	15		.00	.17	.16
DNA PLA BLK EDT			15	3	12	400.00	.17	.03
TORINO TANNAT			14	13	1	7.69	.16	.13
FINCA DCRO P VD			14		14	100.00	.16	.00
FUEGO BLNC M/CF			14		14	100.00	.16	.00
FLCHMN DEDICADO			14		14	100.00	.16	.00
TRAPCHE EB PN N			13	36	-23	-63.89	.15	.37
LA PUERTA SHIRZ			13	5	8	160.00	.15	.05
MAIPE BONRDA RS			12	17	-5	-29.41	.14	.18
DISENO RED MNDZ			12	16	-4	-25.00	.14	.17
SUR DE LOS ANDS			12	8	4	50.00	.14	.08
FUEGO BLNC ML/S			12		12	100.00	.14	.00
A ROCA RES TEMP			12		12	100.00	.14	.00
MASI PSD D TPNG			11	11		.00	.12	.11
BEN MRCO EXPRSV			10	22	-12	-54.55	.11	.23
ACHAVL FRR QUMR			9	83	-74	-89.16	.10	.86
CHAKANA RED BLD			9	14	-5	-35.71	.10	.14
LA POSTA BONRDA			9	13	-4	-30.77	.10	.13
MANOS NEGRS PNR			9	13	-4	-30.77	.10	.13
TRZZ CHV CB/MLB			9	9		.00	.10	.09
LUIGI BSC PN RS			9	7	2	28.57	.10	.07
LOS HRLDOS TORR			9	4	5	125.00	.10	.04
FINCA E PRT P N			8	11	-3	-27.27	.09	.11
INNOVCN MLB-TEM			8	8		.00	.09	.08
CA'DE CALLE MEN			8	6	2	33.33	.09	.06
TIKAL NATURAL			8	2	6	300.00	.09	.02
VERUM PTGN P NR			8		8	100.00	.09	.00
LUCA LABRD SYRH			8		8	100.00	.09	.00
ASTICA CYO SHRZ			7	17	-10	-58.82	.08	.18
CALLIA BELLA			7	15	-8	-53.33	.08	.16
ALMA NEGRA RED			7	7		.00	.08	.07
FAMILIA MAYOL			7	1	6	600.00	.08	.01
CASARENA SINRGY			7		7	100.00	.08	.00
CASARENA 505 ES			7		7	100.00	.08	.00
VISTALBA CRT C			6	37	-31	-83.78	.07	.38
ENAMORE			6	26	-20	-76.92	.07	.27
GOGNHM B MND SY			6	20	-14	-70.00	.07	.21
C BASSO CB/MLBC			6	14	-8	-57.14	.07	.14
TIERRA D PIEDRA			6	11	-5	-45.45	.07	.11
LEGADO CAB FRNC			6	9	-3	-33.33	.07	.09
LUCA ALTOS SYRH			6	7	-1	-14.29	.07	.07
INNOVCN MLB-SRH			6	3	3	100.00	.07	.03
LOS HRLDOS TEMP			6	2	4	200.00	.07	.02
CRIDS TANNAT			6		6	100.00	.07	.00
SAN FELPE CB/ML			6		6	100.00	.07	.00
LAS NENCIAS BLD			5	29	-24	-82.76	.06	.30
CASARENA SINCO			5	14	-9	-64.29	.06	.14
WEINERT CRSC TN			5	6	-1	-16.67	.06	.06
LUCA BES0 DANTE			5	1	4	400.00	.06	.01
RENACER MILAMRE			5		5	100.00	.06	.00
VALENTIN LACRDO			4	8	-4	-50.00	.05	.08
MANOS NG PN RED			4	7	-3	-42.86	.05	.07
JELU S JUAN SRH			4	1	3	300.00	.05	.01
INNOVCN MLB-CAB			4		4	100.00	.05	.00
MEDRANO BONARDA			3	27	-24	-88.89	.03	.28
JELU PATAG P NR			3	10	-7	-70.00	.03	.10
ANTUCURA FOLIE			3	9	-6	-66.67	.03	.09
ZOLO BONARDA			3	8	-5	-62.50	.03	.08
HERMANS MLB/TAN			3	7	-4	-57.14	.03	.07
PARADOS WNM SEL			3	7	-4	-57.14	.03	.07
PULENTA GRN CTR			3	5	-2	-40.00	.03	.05
LAMADRID CB FRC			3	5	-2	-40.00	.03	.05
ZUCCARDI TITO			3	4	-1	-25.00	.03	.04
LOST VYD MBC/BN			3	3		.00	.03	.03
LUIGI B SANGRE			3	2	1	50.00	.03	.02
VINAS R CH C/BN			3		3	100.00	.03	.00
AMAUTA CAFAYETE			3		3	100.00	.03	.00
ALTOCEDRO TMPNL			3		3	100.00	.03	.00
TINTONEGRO CB F			3		3	100.00	.03	.00
ZORZAL TERR PN			3		3	100.00	.03	.00
3 BRIDGES DURIF			3		3	100.00	.03	.00
ANTUCURA CF TAN			3		3	100.00	.03	.00
BODEGA ELENA DM			2	184	-182	-98.91	.02	1.91
YAUQUEN MLB/CAB			2	50	-48	-96.00	.02	.52

# NABCA CASE SALES ANALYSIS

## BY CLASS, TYPE, BRAND

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

ALL STATES-1/1/17 - 03/31/17

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
SNTA JL OR TEMP			2	13	-11	-84.62	.02	.13
DM BSQT RS P NR			2	6	-4	-66.67	.02	.06
AMANCAY RESERVA			2	4	-2	-50.00	.02	.04
EL ENEMIGO CB F			2	4	-2	-50.00	.02	.04
DEMENTE MENDOZA			2	3	-1	-33.33	.02	.03
ATAMISQUE ASMBL			2	3	-1	-33.33	.02	.03
CATALPA			2	3	-1	-33.33	.02	.03
RUCA MALEN P VD			2	3	-1	-33.33	.02	.03
INCA PINOT NOIR			2	1	1	100.00	.02	.01
PIATELLI GR RSV			2	1	2	100.00	.02	.00
HINOJOSA TMP RS			2	2	2	100.00	.02	.00
A ROCA FNCAS PH			2	2	2	100.00	.02	.00
FUNKY LLAMA SHZ			1	34	-33	-97.06	.01	.35
DURIGUTTI CB FR			1	20	-19	-95.00	.01	.21
LOS AILOS SR/MB			1	10	-9	-90.00	.01	.10
FINCA L LND TMP			1	8	-7	-87.50	.01	.08
POSTLS DF CB/MB			1	7	-6	-85.71	.01	.07
CARO CB SV/MLBC			1	6	-5	-83.33	.01	.06
ZUCCARDI ZETA			1	6	-5	-83.33	.01	.06
TUKMA GRN CORTE			1	4	-3	-75.00	.01	.04
CONDOR PEAK			1	2	-1	-50.00	.01	.02
NIETO RSV BNRDA			1	2	-1	-50.00	.01	.02
ZUCCARDI EMMA			1	2	-1	-50.00	.01	.02
AMALAYA GRN CRT			1	2	-1	-50.00	.01	.02
BRNGR RED MSCTO			1	2	-1	-50.00	.01	.02
COLONIA BONARDA			1	1		.00	.01	.01
ALTO LIMAY SLCT			1	1		.00	.01	.01
CUYUM BARBERA			1	1		.00	.01	.01
GOUGNHM MNT SRH			1	1		.00	.01	.01
WEINERT CVS BLD			1	1	1	100.00	.01	.00
ALTA VISTA ALTO			1	1	1	100.00	.01	.00
HUMBRTO CN P NR			1	1	1	100.00	.01	.00
LABORUM TANNAT			1	1	1	100.00	.01	.00
FAM ZUCCDI TEMP			1	1	1	100.00	.01	.00
CATENA CAB/MLB			1	1	1	100.00	.01	.00
RODOLFO TANNAT			1	1	1	100.00	.01	.00
CRIOS RED BLEND			1	1	1	100.00	.01	.00
LA PUERTA BONRD			1	1	1	100.00	.01	.00
MOSCATINO P MSC			1	1	1	100.00	.01	.00
CHE GAUCH MB/ML			1	1	1	100.00	.01	.00
VIAMONTE BONRDA			1	1	1	100.00	.01	.00
TERCOS BONARDA			1	1	1	100.00	.01	.00
TILIA PS CB/MLB				1068	-1068	-100.00	.00	11.06
FLCHMN BARRNCAS				236	-236	-100.00	.00	2.44
ENCUENTRO MNDZA				34	-34	-100.00	.00	.35
URBAN UCO MEND				15	-15	-100.00	.00	.16
KEO TANNAT				10	-10	-100.00	.00	.10
HIGH NOTE 1100				8	-8	-100.00	.00	.08
SNTA JULIA DLCE				7	-7	-100.00	.00	.07
PASCUAL BARNCAS				7	-7	-100.00	.00	.07
ALPATAO PN NOR				7	-7	-100.00	.00	.07
ACHAVL FR MB-CB				6	-6	-100.00	.00	.06
DIAZ R CAB FRNC				6	-6	-100.00	.00	.06
ALMA NEGRA MSTR				6	-6	-100.00	.00	.06
TERCOS SANGVESE				5	-5	-100.00	.00	.05
APAKAMA MAL/MER				5	-5	-100.00	.00	.05
NUNA BONARDA RS				4	-4	-100.00	.00	.04
ANTUCURA CALCRA				3	-3	-100.00	.00	.03
ZUCCARDI BNRDA A				3	-3	-100.00	.00	.03
URBAN MAULE RED				3	-3	-100.00	.00	.03
MALMA				3	-3	-100.00	.00	.03
MAYOL BONARDA				3	-3	-100.00	.00	.03
B CRUX MENDOZA				3	-3	-100.00	.00	.03
SOPHENIA SYNTHS				3	-3	-100.00	.00	.03
COCODRILO CORTE				2	-2	-100.00	.00	.02
LOS AILOS SY RS				2	-2	-100.00	.00	.02
FINCA L BONARDA				2	-2	-100.00	.00	.02
KILLKA MENDOZA				1	-1	-100.00	.00	.01
TRUMPTR MLB SYH				1	-1	-100.00	.00	.01
TRACIA SYRAH				1	-1	-100.00	.00	.01
PULENTA CAB/FRC				1	-1	-100.00	.00	.01
COLORES RSV RED				1	-1	-100.00	.00	.01
AMALITA TANNAT				1	-1	-100.00	.00	.01
FINCA L LND SRH				1	-1	-100.00	.00	.01
RENACER ENAMORE				1	-1	-100.00	.00	.01
CATENA ZAP VERT				1	-1	-100.00	.00	.01
BDGA WNRT CRSCL				1	-1	-100.00	.00	.01
YAUQUEN BONARDA				1	-1	-100.00	.00	.01
LUCA ALTOS P NR				1	-1	-100.00	.00	.01
SALENTEIN NUMNA				1	-1	-100.00	.00	.01
COQUENA TANNAT				1	-1	-100.00	.00	.01
SAURUS PN NOIR				1	-1	-100.00	.00	.01
FINCA DCRO AMNO				1	-1	-100.00	.00	.01
D MANUEL GRD RS				1	-1	-100.00	.00	.01
CHACRA BARDIA PN				1	-1	-100.00	.00	.01
CATENA ZAP RED				1	-1	-100.00	.00	.01
SUA SWT RED MDZ				1	-1	-100.00	.00	.01
CHAMAN PET VRDT				1	-1	-100.00	.00	.01
<b>TOTAL ARGT OTHR RED</b>			<b>8884</b>	<b>9657</b>	<b>-773</b>	<b>-8.00</b>		
<b>ARGT OTHR WHT INNOVCN CHN-TOR</b>			<b>1532</b>	<b>8</b>	<b>1524</b>	<b>*****</b>	<b>25.55</b>	<b>.14</b>

# NABCA CASE SALES ANALYSIS

## BY CLASS, TYPE, BRAND

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

ALL STATES-1/1/17 - 03/31/17

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
MARCUS JMS RSLN			1152	1478	-326	-22.06	19.21	26.45
MIDDLE SIS MSCT			712	768	-56	-7.29	11.87	13.75
NEW AGE MENDOZA			572	530	42	7.92	9.54	9.49
ALAMOS TORRONS			486	374	112	29.95	8.10	6.69
LDS CARDOS S BL			205	213	-8	-3.76	3.42	3.81
TRIVENTO RS TOR			191	309	-118	-38.19	3.18	5.53
GRAFFIGNA P GRG			188	281	-93	-33.10	3.13	5.03
STA JLA P GR(+)			158	7	151	2157.14	2.63	.13
SNTA JLA PN GRG			98	94	4	4.26	1.63	1.68
ECOLGCA TRNT/CH			51	91	-40	-43.96	.85	1.63
LA YUNTA TORNTS			51	49	2	4.08	.85	.88
SEQUIN MSCT MEN			41	45	-4	-8.89	.68	.81
CRIOS BLBO TRRN			40	39	1	2.56	.67	.70
COLOME TORRONTE			30	22	8	36.36	.50	.39
ZOLO TORRONTES			28	45	-17	-37.78	.47	.81
ZUCCRDI SER TOR			26	4	22	550.00	.43	.07
FILUS TORRONTES			26		26	100.00	.43	.00
ARIDO MOSCATO			23		23	100.00	.38	.00
TRRZ AND TOR RS			21	14	7	50.00	.35	.25
CRITERION SV BL			21	1	20	2000.00	.35	.02
LS PRDCES PN GR			19	27	-8	-29.63	.32	.48
PIATELLI TRRNTS			16	19	-3	-15.79	.27	.34
SNTA JL OR TORR			15	24	-9	-37.50	.25	.43
LS PRDCES VIOGN			14	16	-2	-12.50	.23	.29
ALIVO CLS TORR			14	7	7	100.00	.23	.13
ASTICA CYO SV B			13	38	-25	-65.79	.22	.68
BODGA NRTN TORR			13	19	-6	-31.58	.22	.34
TORINO DD TORRN			13	9	4	44.44	.22	.16
ZOLO SIGNTR WHT			12	19	-7	-36.84	.20	.34
VINAS R CH TRRT			12		12	100.00	.20	.00
RUCA MALEN YAUQ			12		12	100.00	.20	.00
LS PRDCES SV BL			11	12	-1	-8.33	.18	.21
EL LIBRE SAUV B			11		11	100.00	.18	.00
LA PUERTA TORNT			8	10	-2	-20.00	.13	.18
FINCA L LND TOR			8	6	2	33.33	.13	.11
INNOVCN TOR-PGR			8	1	7	700.00	.13	.02
TRUMPETER TORRN			8		8	100.00	.13	.00
DNA PLA EST TOR			7	10	-3	-30.00	.12	.18
BOTA BOX MSC MZ			7	4	3	75.00	.12	.07
J&F LRTN SB ARC			6	2	4	200.00	.10	.04
TERCOS TORRONS			6	2	4	200.00	.10	.04
TRUMPETER SV BL			6	6	0	100.00	.10	.00
ZOLO SV BL MEND			6	18	-13	-72.22	.08	.32
DOM BSQT TOR/CH			5	16	-11	-68.75	.08	.29
TRRA LIBRE F/BL			5	11	-6	-54.55	.08	.20
ETCETERA TRRNTS			5	8	-3	-37.50	.08	.14
SNTA JULIA TORR			5	2	3	150.00	.08	.04
ALFRDO RC CN BL			5		5	100.00	.08	.00
CALLA ALT P GRG			4	13	-9	-69.23	.07	.23
EL LIBRE TRRNTS			4	5	-1	-20.00	.07	.09
TRVNTO AMDO SUR			4	1	3	300.00	.07	.02
ALFREDO RC TORR			4		4	100.00	.07	.00
DOM BSQT SAV BL			3	16	-13	-81.25	.05	.29
SANTA JUL TARDO			3	6	-3	-50.00	.05	.11
ASTICA CY TRRNT			3	5	-2	-40.00	.05	.09
CRISTOBL PIE VG			3	3		.00	.05	.05
CUMA ORG TORRNT			3	3		.00	.05	.05
HERMANOS TRRNTS			3	2	1	50.00	.05	.04
LEGADO DMV TORR			3	1	2	200.00	.05	.02
AMANCAY TORNT R			3		3	100.00	.05	.00
SANTA JULIA DLC			3		3	100.00	.05	.00
ALFRDO RC CN/CH			3		3	100.00	.05	.00
GOUGNHM TOR MOM			2	54	-52	-96.30	.03	.97
ALTA MAX TRRNTS			2	9	-7	-77.78	.03	.16
GODDESS MOSCATO			2	9	-7	-77.78	.03	.16
KAIKEN TERR TOR			2	5	-3	-60.00	.03	.09
DOS MINAS TRRNT			2	3	-1	-33.33	.03	.05
MAIPE TORRONTES			2			.00	.03	.04
JELU S JN TRNTS			2	2		.00	.03	.04
ALTOSUR TORRNTS			2	1	1	100.00	.03	.02
SNTA JULIA VIOG			2	1	1	100.00	.03	.02
FINCA OR RS TOR			2		2	100.00	.03	.00
TILIA TORRONTES			1	7	-6	-85.71	.02	.13
URBAN UCO SV BL			1	7	-6	-85.71	.02	.13
ALEX ELMAN			1	3	-2	-66.67	.02	.05
VINA ALICIA TIA			1	1		.00	.02	.02
LOST VYD CHD/TR			1	1		.00	.02	.02
MENDEL SEMILLON			1	1		.00	.02	.02
SERBAL			1	1		.00	.02	.02
AMAUTA TORRNTES			1	1	1	100.00	.02	.00
ALTA VSTA P TOR			1	1	1	100.00	.02	.00
AMALAYA TOR/RSL			1		1	100.00	.02	.00
INNOVCN CHN-CHR				641	-641	-100.00	.00	11.47
FUNKY LLAMA SB				29	-29	-100.00	.00	.52
ALTA VSTA C TOR				23	-23	-100.00	.00	.41
ALTAS CMBR S BL				22	-22	-100.00	.00	.39
AMPAKAMA TORNTS				13	-13	-100.00	.00	.23
DISENO TORRONS				11	-11	-100.00	.00	.20
DIAMNDES DE UCO				5	-5	-100.00	.00	.09
URBAN UCO TRNTS				4	-4	-100.00	.00	.07
KILLKA TORRNTES				3	-3	-100.00	.00	.05
FINCA E PRT S B				3	-3	-100.00	.00	.05
PAGO CMRA TRNTS				3	-3	-100.00	.00	.05

# NABCA CASE SALES ANALYSIS

## BY CLASS, TYPE, BRAND

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

ALL STATES-1/1/17 - 03/31/17

PAGE 193

CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE		
			This Year	Last Year			This Year	Last Year	
BLACK BOX MSCTO					2	-2	-100.00	.00	.04
PADRILLOS TRNTS					2	-2	-100.00	.00	.04
RECUERDO TRRNTS					2	-2	-100.00	.00	.04
MAPEMA SAUV BLC					1	-1	-100.00	.00	.02
FINCA LND VGNR					1	-1	-100.00	.00	.02
QUARA EST TRRNT					1	-1	-100.00	.00	.02
SANTA ANA TRRNT					1	-1	-100.00	.00	.02
MANOS NEGRS TOR					1	-1	-100.00	.00	.02
SUTTER H HV MOS					1	-1	-100.00	.00	.02
LABORUM TORNTES					1	-1	-100.00	.00	.02
LUIGI BOSCA RSL					1	-1	-100.00	.00	.02
GALLO FAM V MSC					1	-1	-100.00	.00	.02
RICRDO SNTOS SM					1	-1	-100.00	.00	.02
<b>TOTAL ARGT OTHR WHT</b>			<b>5997</b>	<b>5587</b>	<b>410</b>	<b>7.34</b>			
<b>ARGT OTHER</b>									
GALLO F PNK MSC			2674	8918	-6244	-70.02	86.51	92.94	
LIBERTY CR P MSC			297	350	-53	-15.14	9.61	3.65	
LIBERTY CRK MSC			56	90	-34	-37.78	1.81	.94	
NEW AGE MNDZ RS			16	19	-3	-15.79	.52	.20	
HRM RX-GO P MSC			14	129	-115	-89.15	.45	1.34	
JELU MLBC ROSE			7	5	2	40.00	.23	.05	
DM JN BSQT ROSE			5	8	-3	-37.50	.16	.08	
LA FLOR MLB RSE			5	5	0	100.00	.16	.00	
FINCA OR MB/RSE			3	26	-23	-88.46	.10	.27	
LS HRLDOS ML RS			3	8	-5	-62.50	.10	.08	
ALTA VST MB RSE			3	3	0	100.00	.10	.03	
CALLA ALT SHIRZ			2	1	1	100.00	.06	.01	
TAPIZ MLBC/ROSE			2	2	0	100.00	.06	.00	
DM BSQT MB/CB/R			1	23	-22	-95.65	.03	.24	
PUNTO FNL RS/ML			1	4	-3	-75.00	.03	.04	
S HUBRTO MB/RSE			1	3	-2	-66.67	.03	.03	
MOSCATNO PK MSC			1	1	0	100.00	.03	.00	
HACNDA PLTA REF				3	-3	-100.00	.00	.03	
VNA PLACG MB/RS				2	-2	-100.00	.00	.02	
SERBAL ROSE				1	-1	-100.00	.00	.01	
FNCA PRTL MB RS				1	-1	-100.00	.00	.01	
ZONDA ROSE				1	-1	-100.00	.00	.01	
<b>TOTAL ARGT OTHER</b>			<b>3091</b>	<b>9595</b>	<b>-6504</b>	<b>-67.79</b>			
<b>CHLE CAB SAUV</b>									
SNTA RTA 120 CB			4856	597	4259	713.40	19.51	2.75	
FRONTERA CB SV			4787	4821	-34	-.71	19.23	22.24	
BLACK BOX V CNT			4427	3506	921	26.27	17.78	16.17	
CNCHA CS DB CAB			1652	1626	26	1.60	6.64	7.50	
WALNUT CR CB SV			1441	3972	-2531	-63.72	5.79	18.32	
NATURA COL VLLY			1263	850	413	48.59	5.07	3.92	
PALMIRA RESERVA			935	935	0	100.00	3.76	.00	
LOS VASCOS CB S			698	460	238	51.74	2.80	2.12	
HOUSE WINE VC			593	621	-28	-4.51	2.38	2.86	
HRM REX-GOLIATH			470	829	-359	-43.31	1.89	3.82	
ROOT 1 CAB SAUV			377	393	-16	-4.07	1.51	1.81	
SNTA RTA RS CAB			322	406	-84	-20.69	1.29	1.87	
GIGANTE ATACAMA			280	280	0	100.00	1.12	.00	
VENTISQUERO RT1			204	262	-58	-22.14	.82	1.21	
MONTES CLASSIC			195	301	-106	-35.22	.78	1.39	
BERINGER CHILE			167	167	0	100.00	.67	.00	
LUCKY DUCK			92	83	9	10.84	.37	.38	
COUSINO CAB RSV			83	127	-44	-34.65	.33	.59	
LOS VSCOS CB RS			82	95	-13	-13.68	.33	.44	
ANDERRA VC			77	86	-9	-10.47	.31	.40	
VERAMONTE CB SV			73	98	-25	-25.51	.29	.45	
MARCHILE RESERV			64	64	0	100.00	.25	.00	
CONO SUR C V			59	45	14	31.11	.24	.21	
CARMEN GRN RSV			58	58	0	100.00	.23	.27	
COUSINO CAB SAV			55	57	-2	-3.51	.22	.26	
MONTES ALPHA AV			55	32	23	71.88	.22	.15	
C LAPSTLE CB SV			51	37	14	37.84	.20	.17	
PEREZ CRUZ RES			48	31	17	54.84	.19	.14	
ST MRVSTA CB RS			47	77	-30	-38.96	.19	.36	
MAX RESERVA			46	27	19	70.37	.18	.12	
GATO NEGRO CB S			43	69	-26	-37.68	.17	.32	
SIEGEL RESERVA			42	31	11	35.48	.17	.14	
PENALOLEN MAIPO			41	50	-9	-18.00	.16	.23	
SNTA RTA MR CAB			40	51	-11	-21.57	.16	.24	
TERRA VEGA C V			40	37	3	8.11	.16	.17	
THE SEEKER CNTL			40	29	11	37.93	.16	.13	
CHILENS RSV CAB			39	102	-63	-61.76	.16	.47	
MARAVILLA CV			37	5	32	640.00	.15	.02	
GRAN RESERVA			36	50	-14	-28.00	.14	.23	
CALINA CB S RSV			35	47	-12	-25.53	.14	.22	
PAPI			35	24	11	45.83	.14	.11	
VNO EYZGRRE CAB			34	30	4	13.33	.14	.14	
CHILENAS ROSARO			32	24	8	33.33	.13	.11	
CNCHA CD RS PRV			31	25	6	24.00	.12	.12	
VIU MANENT RES			28	21	7	33.33	.11	.10	
DENADA CELLARS			26	69	-43	-62.32	.10	.32	
CNCHA MQ CS CAB			26	25	1	4.00	.10	.12	
CHILANTI SPE RS			26	26	0	100.00	.10	.00	
ALFASI CAB SAUV			24	15	9	60.00	.10	.07	
APALTAGUA RES			23	15	8	53.33	.09	.07	

# NABCA CASE SALES ANALYSIS

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ALL STATES-1/1/17 - 03/31/17

PAGE 194

CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
PACFCO SUR CRCO			23	7	16	228.57	.09	.03
TERRANOBLE			22	31	-9	-29.03	.09	.14
TRDR JOE GRAN R			22		22	100.00	.09	.00
TORRES LS MULAS			21	4	17	425.00	.08	.02
VIEJO FEO			20	17	3	17.65	.08	.08
SANTA EMA CB RS			19	64	-45	-70.31	.08	.30
ARESTI MONTEMAR			19		19	100.00	.08	.00
C LPSTL CUV CAB			18	45	-27	-60.00	.07	.21
LA PLAYA CAB EC			18	19	-1	-5.26	.07	.09
ALFASI MISTICO			17	15	2	13.33	.07	.07
MARCHILE			16		16	100.00	.06	.00
CASA SLV LINGUE			15	19	-4	-21.05	.06	.09
CNCHA WNMKR LOT			15	17	-2	-11.76	.06	.08
CARTA VIEJA CAB			14	21	-7	-33.33	.06	.10
GROUPIE			14		14	100.00	.06	.00
CASAS BSQ RES			13	42	-29	-69.05	.05	.19
LOVE LANE			13	14	-1	-7.14	.05	.06
IN SITU			13		13	100.00	.05	.00
VINO DEL PASO			12		12	100.00	.05	.00
LA MISION RSRVA			12		12	100.00	.05	.00
U BY UNDURRAGA			11	15	-4	-26.67	.04	.07
TOLOLO			11		11	100.00	.04	.00
FOLATARE			10	19	-9	-47.37	.04	.09
RIO ALTO			10	7	3	42.86	.04	.03
CNCHA MLCHR C S			9	13	-4	-30.77	.04	.06
STA MARVSTA CAB			9	10	-1	-10.00	.04	.05
PANILONCO			9	10	-1	-10.00	.04	.05
CIGAR BOX V CEN			8	24	-16	-66.67	.03	.11
PUERTO VIEJO			8	7	1	14.29	.03	.03
VISTAMAR CAB SV			8	1	7	700.00	.03	.00
VINA ETB GR CAB			8		8	100.00	.03	.00
TIERRUCA RESERV			7	95	-88	-92.63	.03	.44
TERRA VEGA RSV			7	43	-36	-83.72	.03	.20
BOTLCURA CODRNZ			7	11	-4	-36.36	.03	.05
ALCANCE			7		7	100.00	.03	.00
D MRTNO ORGANIC			7		7	100.00	.03	.00
MARCHIGUE			6	30	-24	-80.00	.02	.14
SAN ELIAS			6	12	-6	-50.00	.02	.06
WALNUT CR VN RS			6	11	-5	-45.45	.02	.05
CASAS BSQ GR RS			6	8	-2	-25.00	.02	.04
PACFCO SUR RSRV			6	3	3	100.00	.02	.01
STA ALCA CAB RS			6	1	5	500.00	.02	.00
CNCHA TRNYO CAB			6	1	5	500.00	.02	.00
LA MISION ESPCL			6		6	100.00	.02	.00
VERAMNTE CB CUR			5	54	-49	-90.74	.02	.25
CNCHA CS DB MAN			5	8	-3	-37.50	.02	.04
EPICA CAB SV VC			5	6	-1	-16.67	.02	.03
TEXAS DE BRAZIL			5	5		66.67	.02	.01
MAPUCHE			5	3	2	100.00	.02	.00
S CRLNA R CLCHG			5		5	100.00	.02	.00
S CRLNA FAM CAB			5		5	100.00	.02	.00
AQUITANIA RSRVA			4	13	-9	-69.23	.02	.06
SOLECA			4	12	-8	-66.67	.02	.06
DOMUS AUREA MV			4	6	-2	-33.33	.02	.03
AVES DEL SUR			4	5	-1	-20.00	.02	.02
S CRLNA G RS CB			4	3	1	33.33	.02	.01
CASA PATRONALES			4	3	1	33.33	.02	.01
SWEET BITCH			4	3	1	33.33	.02	.01
PACIFIC BAY CV			4		4	100.00	.02	.00
BARCO VIEJO			4		4	100.00	.02	.00
LA PODEROSA RES			3	63	-60	-95.24	.01	.29
STA ALCA CAB SV			3	5	-2	-40.00	.01	.02
CONO SUR RSV ES			3	5	-2	-40.00	.01	.02
ALTA DELTA			3	5	-2	-40.00	.01	.02
J&F LURTON ARAU			3	3		100.00	.01	.01
VNA MNT GRS RSV			3		3	100.00	.01	.01
TARAPACA GRN RS			3		3	100.00	.01	.00
CHOALAN MAIPO			2	24	-22	-91.67	.01	.11
NOVAS GRAN RSV A			2	12	-10	-83.33	.01	.06
D MRTNO 347 RES			2	5	-3	-60.00	.01	.02
DON ALFONSO KSH			2	3	-1	-33.33	.01	.01
MONTES RESERVE			2	2		100.00	.01	.01
ALMA DE CHILE			2	2		100.00	.01	.01
CRBR TRR FGO RS			2	1	1	100.00	.01	.00
ECHVRRIA LTD ED			2	1	1	100.00	.01	.00
TERRANOBLE G RS			2	1	1	100.00	.01	.00
LAGAR DE BEZANA			2	1	1	100.00	.01	.00
CALCU RESERVA			2	1	1	100.00	.01	.00
SOL ANDINO G R			2		2	100.00	.01	.00
TERRANOBLE RSRV			2		2	100.00	.01	.00
SOL ANDINO RES			2		2	100.00	.01	.00
MARCHIGUE GR RS			2		2	100.00	.01	.00
TERRA ANDNA CAB			1	48	-47	-97.92	.00	.22
TERRAPURA CNTRL			1	6	-5	-83.33	.00	.03
LUMA CHEQ R CAB			1	6	-5	-83.33	.00	.03
ESTACION CB SV			1	4	-3	-75.00	.00	.02
ESTAMPA RES ASS			1	3	-2	-66.67	.00	.01
D MRTNO LGDO RS			1	3	-2	-66.67	.00	.01
ALFASI CB SV RS			1	2	-1	-50.00	.00	.01
REINA ANA MAULE			1	2	-1	-50.00	.00	.01
ENTRADA			1	2	-1	-50.00	.00	.01
SANTA LUZ ALBA			1	2	-1	-50.00	.00	.01
CARMN GLD RS CB			1	1		100.00	.00	.00

# NABCA CASE SALES ANALYSIS

## BY CLASS, TYPE, BRAND

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

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
PEREZ CRUZ			1	1		.00	.00	.00
SANTA EMA AMPLS			1	1		.00	.00	.00
IN SITU GRN RSV			1		1	100.00	.00	.00
SWEET BITCH			1		1	100.00	.00	.00
SOL ANDINO LONC			1		1	100.00	.00	.00
MAQUIS VINA				143	-143	-100.00	.00	.66
VEO ULTIMA COL				139	-139	-100.00	.00	.64
GANDOLINI				71	-71	-100.00	.00	.33
LAS PARCELAS				52	-52	-100.00	.00	.24
TERRA NATIVA				13	-13	-100.00	.00	.06
VOLCANE SUMMIT				13	-13	-100.00	.00	.06
CASAS DEL TOQUI				12	-12	-100.00	.00	.06
MAMITA SEMI-SWT				6	-6	-100.00	.00	.03
DEBAUCHERY				5	-5	-100.00	.00	.02
VINA ALTO V NRT				4	-4	-100.00	.00	.02
FOURNIER URBAN				3	-3	-100.00	.00	.01
VM LA CAPILLA				3	-3	-100.00	.00	.01
TRADER JOE'S				3	-3	-100.00	.00	.01
T.H. CABRNT SAV				2	-2	-100.00	.00	.01
D MARTINO CB RS				2	-2	-100.00	.00	.01
SNTA RTA CASA R				2	-2	-100.00	.00	.01
CARMEN CB SV RS				2	-2	-100.00	.00	.01
VENTSQUERO RSRV				2	-2	-100.00	.00	.01
CALINA CAB SAUV				2	-2	-100.00	.00	.01
ERRZURZ CAB SAV				1	-1	-100.00	.00	.00
CASA JULIA MAIP				1	-1	-100.00	.00	.00
SIBARIS RSV CAB				1	-1	-100.00	.00	.00
LANZUR				1	-1	-100.00	.00	.00
CRUCERO CLCHGUA				1	-1	-100.00	.00	.00
COPA DI VINO				1	-1	-100.00	.00	.00
NUEVO MUNDO				1	-1	-100.00	.00	.00
<b>TOTAL CHLE CAB SAUV</b>			<b>24893</b>	<b>21677</b>	<b>3216</b>	<b>14.84</b>		
CHLE CHARDNNY								
FRONTERA CHRDNV			5561	5130	431	8.40	60.22	54.38
WALNUT CR CHARD			915	2254	-1339	-59.41	9.91	23.89
NATURA CASA VLY			846	546	300	54.95	9.16	5.79
DONA LUCIA RESV			657		657	100.00	7.11	.00
CNCHA CSL WOOD			265	226	39	17.25	2.87	2.40
SNTA RTA 120 CH			110	65	45	69.23	1.19	.69
CONO SUR C V			81	112	-31	-27.68	.88	1.19
CONO SUR ORGAN			66	78	-12	-15.38	.71	.83
CNCHA CSL DB CH			65	69	-4	-5.80	.70	.73
ST MRVSTA CH RS			63	70	-7	-10.00	.68	.74
COUSINO CHARDNY			46	53	-7	-13.21	.50	.56
MARAVILLA CNRTL			44	8	36	450.00	.48	.08
WM COLE ALBAMAR			39	30	9	30.00	.42	.32
LOS VASCOS COLC			36	25	11	44.00	.39	.27
BALDUCCI'S			30	33	-3	-9.09	.32	.35
GATO NEGRO CHR			25	35	-10	-28.57	.27	.37
CHILENS RSV CHR			24	37	-13	-35.14	.26	.39
CHILENAS ROSRIO			21	15	6	40.00	.23	.16
COUSINO CHR RSV			19	35	-16	-45.71	.21	.37
TERRA VEGA C V			19	24	-5	-20.83	.21	.25
ALFASI CHARDNNY			17	11	6	54.55	.18	.12
VIU MANENT RES			16	21	-5	-23.81	.17	.22
APALTAGUA RSRVA			13	3	10	333.33	.14	.03
CHILANTI SPC RS			12		12	100.00	.13	.00
ERRRZ MAX ACON			12		12	100.00	.13	.00
PACFCO SUR CRCO			11	9	2	22.22	.12	.10
PEPPRWD GRN BOX			11		11	100.00	.12	.00
C LPSTL CUV CHR			10	21	-11	-52.38	.11	.22
MARCHILE			10		10	100.00	.11	.00
LA MISION RSRVA			10		10	100.00	.11	.00
APALTAGUA UNOAK			9		9	100.00	.10	.00
MAX RESERVA			8	6	2	33.33	.09	.06
CRUCERO CLCHGUA			7	11	-4	-36.36	.08	.12
CARTA VIEJA CHR			7	9	-2	-22.22	.08	.10
GLOBERATI			7	6	1	16.67	.08	.06
SNTA RTA RS CHR			6	16	-10	-62.50	.06	.17
STA ALCA CHRDNV			6	6		.00	.06	.06
LA PLAYA CHR ES			6	6		.00	.06	.06
ERRZURZ W FRMNT			6	5	1	20.00	.06	.05
MONTES ALPHA CU			6	5	1	20.00	.06	.05
ALTA DELTA KSHR			6	3	3	100.00	.06	.03
AUTORITAS			6		6	100.00	.06	.00
LA MISION ESPCL			6		6	100.00	.06	.00
AVES DEL SUR			5	27	-22	-81.48	.05	.29
FOLATARE			5	19	-14	-73.68	.05	.20
SAN ELIAS			5	6	-1	-16.67	.05	.06
VISTAMAR CHRDNV			5	5		.00	.05	.05
ENTRADA			5	4	1	25.00	.05	.04
CULPEO CHARDNNY			5	4	1	25.00	.05	.04
PUNTI FERER RSV			5		5	100.00	.05	.00
CASAS BSQ RES			4	51	-47	-92.16	.04	.54
LA PLAYA CHR EC			4	6	-2	-33.33	.04	.06
STA MARVSTA CHR			4	4		.00	.04	.04
ESTACION CHRDNV			4	1	3	300.00	.04	.01
PACIFIC BAY CV			4		4	100.00	.04	.00
CALINA CHR RSV			3	17	-14	-82.35	.03	.18
SNTA RTA MR CHR			3	5	-2	-40.00	.03	.05
CASA PATRONALES			3	3		.00	.03	.03

# NABCA CASE SALES ANALYSIS

## BY CLASS, TYPE, BRAND

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

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
ROYAL BITCH CHR			2	13	-11	-84.62	.02	.14
SIMONE CHARDNNY			2	5	-3	-60.00	.02	.05
CULITOS CNTRL V			2	4	-2	-50.00	.02	.04
D MRTNO LGDO RS			2	4	-2	-50.00	.02	.04
CIGAR BOX			2		2	100.00	.02	.00
CLOS DES FOUS			2		2	100.00	.02	.00
SNTA CRLNA CHR			2		2	100.00	.02	.00
HASOD CHARDNNY			2		2	100.00	.02	.00
WALNUT CR VN RS			1	7	-6	-85.71	.01	.07
LANZUR			1	4	-3	-75.00	.01	.04
VIU MANENT GR R			1	3	-2	-66.67	.01	.03
HARAS RESERVA			1	3	-2	-66.67	.01	.03
ECHVRRIA MOLINA			1	1		.00	.01	.01
CALINA CHARDNNY			1	1		.00	.01	.01
VINA ETB RS CHR			1	1		.00	.01	.01
SANTA LUZ ALBA			1		1	100.00	.01	.00
SWEET BITCH CHL			1		1	100.00	.01	.00
SOL ANDINO			1		1	100.00	.01	.00
PUERTO VIEJO			1		1	100.00	.01	.00
CREBAR TRRA FGO			1		1	100.00	.01	.00
S CRNLA R ES LD			1		1	100.00	.01	.00
SOL ANDINO RES			1		1	100.00	.01	.00
GRYPHUS			1		1	100.00	.01	.00
CNCHA MQ CS CHR				173	-173	-100.00	.00	1.83
ALBAMAR CASABLC				16	-16	-100.00	.00	.17
TABALI RES ESPC				14	-14	-100.00	.00	.15
SANTA LUZ RES				12	-12	-100.00	.00	.13
TERRENAL CURICO				8	-8	-100.00	.00	.08
MONTES ALPHA CA				4	-4	-100.00	.00	.04
SOLECA				4	-4	-100.00	.00	.04
ARBOLEDA CHRDNY				3	-3	-100.00	.00	.03
TEXAS DE BRAZIL				3	-3	-100.00	.00	.03
HARAS ESTATE				3	-3	-100.00	.00	.03
BARCO VIEJO				3	-3	-100.00	.00	.03
CNCHA AMLIA CHR				2	-2	-100.00	.00	.02
GRAN RESERVA				1	-1	-100.00	.00	.01
MONTES RESERVE				1	-1	-100.00	.00	.01
SASSY BITCH				1	-1	-100.00	.00	.01
ARESTI ESTATE				1	-1	-100.00	.00	.01
VERAMONTE CHR				1	-1	-100.00	.00	.01
DEBAUCHERY				1	-1	-100.00	.00	.01
LEYDA CL CHRDNY				1	-1	-100.00	.00	.01
<b>TOTAL CHLE CHARDNNY</b>			<b>9235</b>	<b>9433</b>	<b>-198</b>	<b>-2.10</b>		
CHILE MALBEC								
WOODBRIDGE VLE			1119	1796	-677	-37.69	36.75	50.04
CNCHA CS DIABLO			843	736	107	14.54	27.68	20.51
HOUSE WINE BOX			404	249	155	62.25	13.27	6.94
SMOKING LN CRNC			291	124	167	134.68	9.56	3.46
MONTES CLASSIC			214	317	-103	-32.49	7.03	8.83
NATURA MALBEC			34	36	-2	-5.56	1.12	1.00
VIU MANENT RES			33	40	-7	-17.50	1.08	1.11
CHILENSIS RESV			30	94	-64	-68.09	.99	2.62
TERRA VEGA			23	66	-43	-65.15	.76	1.84
MONTES RESERVE			19	29	-10	-34.48	.62	.81
IN SITU			8	8		100.00	.25	.00
CULPEO			7	10	-3	-30.00	.23	.28
SANTA RITA RES			5	58	-53	-91.38	.16	1.62
PUERTO VIEJO			3	5	-2	-40.00	.10	.14
TERRA ANDNA MAL			3	5	-2	-40.00	.10	.14
VIU MANENT SC			2	5	-3	-60.00	.07	.14
1865 MAULE VLLY			2		2	100.00	.07	.00
STA ALCA MLB RS			1	3	-2	-66.67	.03	.08
LANZUR			1	1		.00	.03	.03
VIU MANENT G RS			1	1		.00	.03	.03
ESTAMPA ESTATE			1		1	100.00	.03	.00
S CRLNA FAM MAL			1		1	100.00	.03	.00
ALTAMANA GR RES				10	-10	-100.00	.00	.28
CRBT CYN VL CNT				1	-1	-100.00	.00	.03
ESTAMPA RES ASS				1	-1	-100.00	.00	.03
VIU MANENT				1	-1	-100.00	.00	.03
APALTAGUA RES				1	-1	-100.00	.00	.03
<b>TOTAL CHILE MALBEC</b>			<b>3045</b>	<b>3589</b>	<b>-544</b>	<b>-15.16</b>		
CHILE MERLOT								
FRONTERA MERLOT			2876	3497	-621	-17.76	46.50	42.13
WALNUT CR MERLT			1310	3079	-1769	-57.45	21.18	37.09
CNCHA CS DB MRL			718	622	96	15.43	11.61	7.49
NATURA MERLOT			645	396	249	62.88	10.43	4.77
SWEET BITCH CHL			123	125	-2	-1.60	1.99	1.51
ST MRVSTA ML RS			97	123	-26	-21.14	1.57	1.48
SNTA RTA 120 ME			61	83	-22	-26.51	.99	1.00
MARCHILE RESERV			53		53	100.00	.86	.00
COUSINO MRL RSV			32	41	-9	-21.95	.52	.49
ALFASI MERLOT			25	15	10	66.67	.40	.18
SANTA EMA ML RS			20	7	13	185.71	.32	.08
MARAVILLA CV			19	4	15	375.00	.31	.05
CHILENAS ROSARO			17	28	-11	-39.29	.27	.34
CULITOS CNTRL V			16	16		.00	.26	.19
VIU MANENT RES			16	11	5	45.45	.26	.13
C LAPSTLE MERLT			14	14		.00	.23	.17

# NABCA CASE SALES ANALYSIS

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
MARS & VENUS			12	20	-8	-40.00	.19	.24
PAPI			12	18	-6	-33.33	.19	.22
SNTA RTA MRL RS			11	27	-16	-59.26	.18	.33
COUSINO MERLOT			10	10		.00	.16	.12
CASA PATRONALES			10	8	2	25.00	.16	.10
TERRA VEGA C V			9	14	-5	-35.71	.15	.17
STA ALCA MERLOT			9	3	6	200.00	.15	.04
STA MARVSTA MRL			8	12	-4	-33.33	.13	.14
MONTES CLASSIC			8	6	2	33.33	.13	.07
VINA ETB RS MRL			6	7	-1	-14.29	.10	.08
SANTA EMA MERLT			6	3	3	100.00	.10	.04
C LPSTL CUV MRL			5	13	-8	-61.54	.08	.16
SAN ELIAS			5	12	-7	-58.33	.08	.14
PACIFIC BAY CV			4	4		100.00	.06	.00
CARTA VIEJA MRL			4	21	-18	-85.71	.05	.25
TEXAS DE BRAZIL			3	6	-3	-50.00	.05	.07
DON ALFONSO KSH			3	1	2	200.00	.05	.01
AVES DEL SUR			3		3	100.00	.05	.00
S CRNLA RSV EST			2	5	-3	-60.00	.03	.06
CONO SUR C V			2	2		.00	.03	.02
PACFCO SU CURCO			2		2	100.00	.03	.00
CULPEO			2		2	100.00	.03	.00
SANTA LUZ ALBA			2		2	100.00	.03	.00
CNCHA MQ CS MRL			1	4	-3	-75.00	.02	.05
ALFASI MRLT RES			1	4	-3	-75.00	.02	.05
LANZUR			1	1		.00	.02	.01
CH LAJOYA ML RS			1	1		.00	.02	.01
LA PLAYA MRL EC			1		1	100.00	.02	.00
ALCANCE			1		1	100.00	.02	.00
HOUSE WINE			1	7	-7	-100.00	.00	.08
ROYAL BITCH MRL				7	-7	-100.00	.00	.08
BALDUZZI				5	-5	-100.00	.00	.06
SOLECA				5	-5	-100.00	.00	.06
VNO EYZGRRE MRL				5	-5	-100.00	.00	.06
SIMONE				4	-4	-100.00	.00	.05
VNA MTGRS ML RS				2	-2	-100.00	.00	.02
MAMITA SEMI-SWT				2	-2	-100.00	.00	.02
CRUCERO COLCHGA				1	-1	-100.00	.00	.01
ALMA DE CHILE				1	-1	-100.00	.00	.01
ANAKENA				1	-1	-100.00	.00	.01
S CRLNA CLC MRL				1	-1	-100.00	.00	.01
COPA DI VINO				1	-1	-100.00	.00	.01
<b>TOTAL CHILE MERLOT</b>			<b>6185</b>	<b>8301</b>	<b>-2116</b>	<b>-25.49</b>		
CHLE OTHR RED			8792	8267	525	6.35	33.28	29.46
FRNTRA CB S/MRL			2387	1911	476	24.91	9.04	6.81
BOTA BOX PNT NR			1774	1900	-126	-6.63	6.72	6.77
FRNTRA CRMENERE			1716	2083	-367	-17.62	6.50	7.42
CYT FRONTRA SHZ			1371	1744	-373	-21.39	5.19	6.21
VERAMONTE QUOTA			1127	928	199	21.44	4.27	3.31
FRNTRA MRL/MLBC			1098	1072	26	2.43	4.16	3.82
CNCHA CS DB CRM			852	573	279	48.69	3.23	2.04
NATURA CRMNR CV			847	320	527	164.69	3.21	1.14
LOS BOLDOS CARM			704	960	-256	-26.67	2.66	3.42
FRNTRA CB/MR PL			501	860	-359	-41.74	1.90	3.06
BRNGR RED MSCCTO			476	648	-172	-26.54	1.80	2.31
ROOT 1 CARMENRE			351	403	-52	-12.90	1.33	1.44
ROOT 1			312	295	17	5.76	1.18	1.05
CNCHA CS D WM R			270	235	35	14.89	1.02	.84
CNCHA CS DB PNR			210	124	86	69.35	.79	.44
FRNTRA VNTG RED			204	205	-1	-.49	.77	.73
CONO SR CAB CRM			198	272	-74	-27.21	.75	.97
CONO SUR PN NR			153	74	79	106.76	.58	.26
GRAN RESV CRMNR			153		153	100.00	.58	.00
CNCHA CS DB DVL			146	48	98	204.17	.55	.17
THE BG GRN B PN			129	41	88	214.63	.49	.15
CNCHA MQ CS CRM			106	1	105	*****	.40	.00
PIGGY BANK CARM			100	95	5	5.26	.38	.34
CONO SUR CRMNR			90	79	11	13.92	.34	.28
CONO SR ORG P N			88		88	100.00	.33	.00
FRNTRA A MDNGHT			83	63	20	31.75	.31	.22
S CRLNA CAC CRM			81	74	7	9.46	.31	.26
S CRLNA CB/MRLT			75	124	-49	-39.52	.28	.44
ANDERRA CRMN VC			69	131	-62	-47.33	.26	.47
OOPS CRMNR SPCY			63	78	-15	-19.23	.24	.28
CONO SUR RSV PN			53	44	9	20.45	.20	.16
FETZER VO PN NR			50	108	-58	-53.70	.19	.38
CHILENS RSV PNT			44	3	41	1366.67	.17	.01
LEYDA PN BRISAS			42	58	-16	-27.59	.16	.21
SNTA RTA SCR RS			42		42	100.00	.16	.00
MARAVILLA CRMNR			38	8	30	375.00	.14	.03
BOYA			38		38	100.00	.14	.00
ESCARLATA CLCHG			35	6	29	483.33	.13	.02
CASAS BSQ CRMNR			34	28	6	21.43	.13	.10
CASAS BSQ RS PN			32	68	-36	-52.94	.12	.24
VIEJO FEO CARMN			32	51	-19	-37.25	.12	.18
CALINA CARM RSV			30		30	100.00	.11	.00
BOTA BRCK PN NR			30		30	100.00	.11	.00
IN SITU CAB/SNG			29	28	1	3.57	.11	.10
ROOT 1 HERITAGE			29	8	21	262.50	.11	.03
TERRA VEGA CARM			29	8	21	262.50	.11	.03
KENOS CARIIGNAN			29	8	21	262.50	.11	.03

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
ROOT 1 PN NOIR			24	52	-28	-53.85	.09	.19
APLTGUA RSV CRM			24	48	-24	-50.00	.09	.17
NATURA PNT NOIR			23	21	2	9.52	.09	.07
CARMN G RSV CRM			23		23	100.00	.09	.00
CHILANTI SPR PN			23		23	100.00	.09	.00
VNA MTGR CRM RS			22	15	7	46.67	.08	.05
WINEMAKERS SCRT			22		22	100.00	.08	.00
BOUCHON CNTO NR			21	25	-4	-16.00	.08	.09
ARENAL CRMENERE			21	25	-4	-16.00	.08	.09
PANILNCO CRM RS			21	13	8	61.54	.08	.05
LEYDA SN ANT PN			21	4	17	425.00	.08	.01
MONTES ALPHA CM			20	18	2	11.11	.08	.06
SNTA RTA 120 PN			20	13	7	53.85	.08	.05
TERRA VEGA C V			20		20	100.00	.08	.00
TERRNBL GR CRM			19	50	-31	-62.00	.07	.18
IN SITU PNT NR			19		19	100.00	.07	.00
C LPSTL CRMN RP			19		19	100.00	.07	.00
SNTA RTA SCR PN			18		18	100.00	.07	.00
CASA SILVA CRMN			17	45	-28	-62.22	.06	.16
OOPS VOLUPTUOUS			17	32	-15	-46.88	.06	.11
CHILENS RSV CRM			17	25	-8	-32.00	.06	.09
CALCU RED			17	21	-4	-19.05	.06	.07
MONTES TW ML/CB			16	139	-123	-88.49	.06	.50
SNTA RTA MR CRM			16	13	3	23.08	.06	.05
AMAYNA			16	11	5	45.45	.06	.04
CNCHA MRQ CS CB			15	13	2	15.38	.06	.05
PACFCO SR PN RS			15	10	5	50.00	.06	.04
CHILENA RSRO PN			15		15	100.00	.06	.00
APLTGUA RSV P N			14	28	-14	-50.00	.05	.10
PUNTI FR GR RSV			14	13	1	7.69	.05	.05
CARMN GRS P SH			14	5	9	180.00	.05	.02
CASAS BSQ GR PN			14		14	100.00	.05	.00
APLTGUA R PN SA			14		14	100.00	.05	.00
MAX RES CARMNRE			13	35	-22	-62.86	.05	.12
APLTGUA ENVRO R			13	29	-16	-55.17	.05	.10
CULPEO PIN NOIR			13	17	-4	-23.53	.05	.06
CALCU CAB FRAN			13	11	2	18.18	.05	.04
VERAMNTE RS CRM			12	64	-52	-81.25	.05	.23
LAPOSTLE L ROSE			12		12	100.00	.05	.00
KOYLE SYRAH RSV			11	178	-167	-93.82	.04	.63
MAYU CARM SYRAH			11	30	-19	-63.33	.04	.11
MELI CRGNE VINO			11	24	-13	-54.17	.04	.09
TERRA VEGA SHZ			11	10	1	10.00	.04	.04
LA MISION CRM R			11		11	100.00	.04	.00
GROUPIE RD BLND			11		11	100.00	.04	.00
DENADA CELLARS			10	65	-55	-84.62	.04	.23
ANKA MAIPO VLLY			10	7	3	42.86	.04	.02
MONTES PRPL ANG			10	6	4	66.67	.04	.02
LAGAR BZ ALUVON			10		10	100.00	.04	.00
IN SITU LAGUNA			10		10	100.00	.04	.00
COUSINO FIN TER			9	19	-10	-52.63	.03	.07
FALERNIA RS CRM			9	19	-10	-52.63	.03	.07
MAX RES PN NOIR			9	8	1	12.50	.03	.03
ALTA DELTA P NR			9	7	2	28.57	.03	.02
SIEGEL RSRVA RD			9	1	8	800.00	.03	.00
IN SITU CARMNR			9		9	100.00	.03	.00
VALDVSO PN LYDA			9		9	100.00	.03	.00
C LPSTL CV CRMN			8	16	-8	-50.00	.03	.06
KUYEN RED BLEND			8	15	-7	-46.67	.03	.05
LOVE LANE CRMNR			8	14	-6	-42.86	.03	.05
SWEET BTCH SHRZ			8	9	-1	-11.11	.03	.03
V MANENT RS CMN			8	8		0.00	.03	.03
MAQUIS LIEN COL			8	6	2	33.33	.03	.02
FOLATARE CARMNR			7	23	-16	-69.57	.03	.08
VERAMONTE PN RS			7	12	-5	-41.67	.03	.04
FALERNIA CRMNR			7	6	1	16.67	.03	.02
SNTA RTA 120RED			7	2	5	250.00	.03	.01
SIEGEL CRUCERO			7		7	100.00	.03	.00
ARSTI MONT CARM			7		7	100.00	.03	.00
SNTA RTA 120 CR			6	60	-54	-90.00	.02	.21
ESTMPA MAL/P SY			6	12	-6	-50.00	.02	.04
KENOS CAB/FRNC			6	10	-4	-40.00	.02	.04
PACIFICO CRM RS			6	4	2	50.00	.02	.01
D MRTNO LGD SRH			6	3	3	100.00	.02	.01
ENCIERRA RES			6	3	3	100.00	.02	.01
CNCHA TRNYO CRM			6	2	4	200.00	.02	.01
C LPSTL ALX SYR			6	1	5	500.00	.02	.00
TERRNBL P NR RS			6		6	100.00	.02	.00
ESTAMPA CRM/MLB			5	31	-26	-83.87	.02	.11
CHOCALN MPO SYH			5	13	-8	-61.54	.02	.05
HOUSE WN PN BOX			5	11	-6	-54.55	.02	.04
D MRTNO 347 CRM			5	10	-5	-50.00	.02	.04
VNA MTGR CARMNR			5	8	-3	-37.50	.02	.03
VALDVSO CB F RS			5	7	-2	-28.57	.02	.02
EMILIANA COYAM			5	5		0.00	.02	.02
S CRLNA CRMN RS			5	3	2	66.67	.02	.01
LAPSTLE CNTO AP			5	3	2	66.67	.02	.01
ALTA DELTA CARM			5		5	100.00	.02	.00
MARCHILE SYRAH			5		5	100.00	.02	.00
TIERRUCA PN RES			5		5	100.00	.02	.00
D MARTINO CRMNR			4	27	-23	-85.19	.02	.10
VNA MTGR QUATRO			4	14	-10	-71.43	.02	.05
MANOS NGRS CRMN			4	9	-5	-55.56	.02	.03

# NABCA CASE SALES ANALYSIS

## BY CLASS, TYPE, BRAND

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

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
BOUCHN CNTO SUR			4	7	-3	-42.86	.02	.02
TIERRUCA PN NR			4	6	-2	-33.33	.02	.02
J&F LRTN CMN RS			4	6	-2	-33.33	.02	.02
ESTAMPA CRMN GD			4	5	-1	-20.00	.02	.02
HOUSE WN RED BX			4	5	-1	-20.00	.02	.02
SANTA EMA AMP 1			4	4		.00	.02	.01
ALFASI PN NR RS			4	4		.00	.02	.01
MARCHIGUE CRMNR			4	2	2	100.00	.02	.01
V MANENT GR CMN			4	1	3	300.00	.02	.00
ALFASI RS ML/SY			4	1	3	300.00	.02	.00
S CRLNA PNR LEY			4	4	4	100.00	.02	.00
CASA MATEO MLBC			4	4	4	100.00	.02	.00
L PODRSA RS SRH			3	42	-39	-92.86	.01	.15
SNTA RTA TRPL C			3	9	-5	-50.00	.01	.03
PUERTO VIEJO			3	6	-3	-50.00	.01	.02
THE SEEKER RED			3	5	-2	-40.00	.01	.02
ALIWEN RS CB/SY			3	5	-2	-40.00	.01	.02
LUMA CHEQ R PNR			3	4	-1	-25.00	.01	.01
VISTMAR SPA P N			3	4	-1	-25.00	.01	.01
LA PLAYA CLARET			3	3		.00	.01	.01
VERAMNTE RED BL			3	3		.00	.01	.01
S CRLNA PNR CSA			3	3		.00	.01	.01
SANTA EMA CB/ML			3	3		.00	.01	.01
ESTAMPA CRMN RS			3	3		.00	.01	.01
ALCANCE CARMN			3	2	1	50.00	.01	.01
C LAPSTL CLS AP			3	2	1	50.00	.01	.01
TRICKY RB CF/CM			3	2	1	50.00	.01	.01
VNO EYZGRRE SRH			3	2	1	50.00	.01	.01
M TORRES SHIRAZ			3	1	2	200.00	.01	.00
ERRZRZ CRMN SNG			3	1	2	200.00	.01	.00
CNCHA MQ CS PAI			3	3	3	100.00	.01	.00
HASOD MLT/CRMNR			3	3	3	100.00	.01	.00
INDOMITA GR CRM			3	3	3	100.00	.01	.00
HASOD SHIRAZ			3	3	3	100.00	.01	.00
FICUS CRMNR RES			2	643	-641	-99.69	.01	2.29
ROYAL BCH SZ RS			2	97	-95	-97.94	.01	.35
CHILENS LAZULI			2	66	-64	-96.97	.01	.24
OVEJA NG MLB PV			2	46	-44	-95.65	.01	.16
TERRA ANDNA CRM			2	45	-43	-95.56	.01	.16
ESTAMPA CB/PT V			2	25	-24	-92.31	.01	.09
U PINOT NOIR			2	10	-8	-80.00	.01	.04
HRM RX-GL MOS R			2	8	-6	-75.00	.01	.03
RITUAL PNT NOIR			2	8	-6	-75.00	.01	.03
MARCHIGUE GR CM			2	6	-4	-66.67	.01	.02
CNCHA MQ CS PNT			2	6	-4	-66.67	.01	.02
WALNUT CR CRMNR			2	5	-3	-60.00	.01	.02
CHOCALN MPO CMR			2	5	-3	-60.00	.01	.02
CASA PTRNLS CRM			2	4	-2	-50.00	.01	.01
PEREZ CZ LD CAR			2	4	-2	-50.00	.01	.01
SIBARIS RSV CRM			2	4	-2	-50.00	.01	.01
C LPSTL L KURAS			2	4	-2	-50.00	.01	.01
ALMAVIVA			2	3	-1	-33.33	.01	.01
MONTES CSBL P N			2	3	-1	-33.33	.01	.01
CONO SUR BRL PN			2	3	-1	-33.33	.01	.01
CARTAGENA PN NR			2	3	-1	-33.33	.01	.01
ESTACION CARMNR			2	2		.00	.01	.01
COUSINO LOTA			2	1	1	100.00	.01	.00
CASA JULIA CRMN			2	1	1	100.00	.01	.00
SIBARIS PNT NR			2	1	1	100.00	.01	.00
CALITRRA CRMNRE			2	1	1	100.00	.01	.00
EAGLE ROCK P NR			2	2	2	100.00	.01	.00
ANTIYAL MAIPO			2	2	2	100.00	.01	.00
S CRLNA FAM CRM			2	2	2	100.00	.01	.00
AUTORITAS PN NR			2	2	2	100.00	.01	.00
D BOSLR CSBL PN			2	2	2	100.00	.01	.00
SIERRA BAT CRMN			2	2	2	100.00	.01	.00
S CRLNA MRLT/CB			1	38	-37	-97.37	.00	.14
CNCHA MQ CS SRH			1	37	-36	-97.30	.00	.13
SANTA LUZ PN RS			1	12	-11	-91.67	.00	.04
VERAMNTE PRIMUS			1	10	-9	-90.00	.00	.04
NOVAS GR PNT NR			1	8	-7	-87.50	.00	.03
CENTAURI MAULE			1	7	-6	-85.71	.00	.02
FINCA HISPAN RSD			1	5	-4	-80.00	.00	.02
SANTA LUZ CRMNR			1	4	-3	-75.00	.00	.01
ARBOLEDA SYRAH			1	4	-3	-75.00	.00	.01
FRONTERA PNT NR			1	4	-3	-75.00	.00	.01
VNA MTGR AN NIQ			1	3	-2	-66.67	.00	.01
LAGAR BZ AMALGM			1	3	-2	-66.67	.00	.01
LUSCIOUS VINES			1	2	-1	-50.00	.00	.01
TAMAYA CARMENRE			1	2	-1	-50.00	.00	.01
REINA ANA GR RS			1	2	-1	-50.00	.00	.01
EPICA RED VC			1	2	-1	-50.00	.00	.01
VNA MTGRS CB/SH			1	1		.00	.00	.00
EMILIANA G			1	1		.00	.00	.00
ERRZRZ D MAXMNO			1	1		.00	.00	.00
WISE ASS MAIPU			1	1		.00	.00	.00
LUMA CHEQ R RED			1	1		.00	.00	.00
CALCU CARM RES			1	1		.00	.00	.00
ARBOLEDA CMN MV			1	1		.00	.00	.00
ODPS CRMNR/MRLT			1	1		.00	.00	.00
LUMA CHEQ R CRM			1	1		.00	.00	.00
CNCHA GRAVS SRH			1	1	1	100.00	.00	.00
SNTA RTA OR CRM			1	1	1	100.00	.00	.00

# NABCA CASE SALES ANALYSIS

## BY CLASS, TYPE, BRAND

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

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
ALCANCE VGN CRG			1		1	100.00	.00	.00
PRIMUS THE BLND			1		1	100.00	.00	.00
MONTES ALPHA SR			1		1	100.00	.00	.00
TARAPACA GRN RS			1		1	100.00	.00	.00
ARAUCANO CRMNRE			1		1	100.00	.00	.00
ECHVRIA PROPST			1		1	100.00	.00	.00
LANZUR SHIRAZ			1		1	100.00	.00	.00
VILLARD SYRAH			1		1	100.00	.00	.00
OOPS CAB FRANC			1		1	100.00	.00	.00
ALTAIR RD BLEND			1		1	100.00	.00	.00
TERRA ANDNA CRM			1		1	100.00	.00	.00
C LPSTL BOROBO			1		1	100.00	.00	.00
LOS VASCOS CARN			1		1	100.00	.00	.00
CRBR T FGO SYRH			1		1	100.00	.00	.00
DEMRTNO CRM ALT			1		1	100.00	.00	.00
GATO NEGRO SHRZ			1		1	100.00	.00	.00
CARMEN CRMNR/CB			1		1	100.00	.00	.00
KOYLE GR CRMNR				772	-772	-100.00	.00	2.75
LAS PRCLAS CRMN				91	-91	-100.00	.00	.32
BOTLCURA SY/MLB				49	-49	-100.00	.00	.17
ANAKENA ENCO CM				40	-40	-100.00	.00	.14
GATO NGRO CB/ML				33	-33	-100.00	.00	.12
VERAMONTE PN NR				27	-27	-100.00	.00	.10
VOLCANE SM P NR				23	-23	-100.00	.00	.08
THE SHOW PNT NR				17	-17	-100.00	.00	.06
SANTA L RSV CRM				12	-12	-100.00	.00	.04
PUNTI FERER CRM				10	-10	-100.00	.00	.04
SIERRA BAT P NR				10	-10	-100.00	.00	.04
35 SO OGN CB/ML				9	-9	-100.00	.00	.03
STA ALCA CRM RS				8	-8	-100.00	.00	.03
DEBAUCHERY CRMN				8	-8	-100.00	.00	.03
MONTES LM PN NR				8	-8	-100.00	.00	.03
BOTLCURA CARMNR				8	-8	-100.00	.00	.03
PIGGY BANK SYRH				8	-8	-100.00	.00	.03
VENTSQ GREY CRM				7	-7	-100.00	.00	.02
RIO ALTO CAB/SY				7	-7	-100.00	.00	.02
SIMONE CARMENER				6	-6	-100.00	.00	.02
LUCERO SYRAH CS				5	-5	-100.00	.00	.02
PKNT CARMENERE				5	-5	-100.00	.00	.02
CASA TOQUI CARM				5	-5	-100.00	.00	.02
TERRAPURA PN NR				5	-5	-100.00	.00	.02
LA PLAYA CB RSE				4	-4	-100.00	.00	.01
ARENAL PINOT NR				4	-4	-100.00	.00	.01
ALIWEN RS PN NR				3	-3	-100.00	.00	.01
MONTGRAS XX				3	-3	-100.00	.00	.01
OVEJA NG CF/CRM				3	-3	-100.00	.00	.01
KINGSTON FAM PN				3	-3	-100.00	.00	.01
MILLAMAN ER PN				2	-2	-100.00	.00	.01
T.H. CARIGNAN				2	-2	-100.00	.00	.01
LANZUR PINOT NR				2	-2	-100.00	.00	.01
T.H. LEYDA P NR				2	-2	-100.00	.00	.01
SASSY BITCH P N				2	-2	-100.00	.00	.01
CH LAJOYA CM GR				2	-2	-100.00	.00	.01
MONTES ALPHA M				2	-2	-100.00	.00	.01
VENTISQR RS CAR				2	-2	-100.00	.00	.01
TEXAS D BRZL PN				2	-2	-100.00	.00	.01
CH LAJOYA CM RS				1	-1	-100.00	.00	.00
CSA SLVA RS CRM				1	-1	-100.00	.00	.00
ALIWEN RS CB/CM				1	-1	-100.00	.00	.00
BEL ARBOR BELLA				1	-1	-100.00	.00	.00
ARESTI PN NR CV				1	-1	-100.00	.00	.00
MORANDE CARMNRE				1	-1	-100.00	.00	.00
MILLAMAN ER CRM				1	-1	-100.00	.00	.00
SIERRA BAT LONE				1	-1	-100.00	.00	.00
SNTA RTA RS CRM				1	-1	-100.00	.00	.00
MONTES FOLLY SH				1	-1	-100.00	.00	.00
APALTAGUA GRIAL				1	-1	-100.00	.00	.00
NEYEN ESP APLTA				1	-1	-100.00	.00	.00
<b>TOTAL CHLE OTHR RED</b>			<b>264 17</b>	<b>28062</b>	<b>-1645</b>	<b>-5.86</b>		
CHLE OTHR WHT								
FRONTERA SAV BL			4092	4121	-29	-.70	33.49	28.35
FRONTERA PN GRG			1946	2342	-396	-16.91	15.93	16.11
BRNGR MSCTO CHL			802	1145	-343	-29.96	6.56	7.88
NATURA SAV BLNC			747	447	300	67.11	6.11	3.07
SANTA RTA SV BL			573	485	88	18.14	4.69	3.34
BLACK BOX SV BL			527	362	165	45.58	4.31	2.49
CNCHA DBLO S B			437	482	-45	-9.34	3.58	3.32
GRAN VRNO SV BL			290	234	56	23.93	2.37	1.61
CNCHA CS DB PGR			256	231	25	10.82	2.10	1.59
ROOT 1 SAUV BLC			207	316	-109	-34.49	1.69	2.17
C LAPSTLE SV BL			159	216	-57	-26.39	1.30	1.49
QUOTATION SV BL			108		108	100.00	.88	.00
ANDERRA SV B VC			98	119	-21	-17.65	.80	.82
MONTES CLSC S B			92	158	-66	-41.77	.75	1.09
CONO SUR SB CV			88	98	-10	-10.20	.72	.67
2 COPAS SAUV BL			79	13	66	507.69	.65	.09
LUCKY DUCK MSCT			75	98	-23	-23.47	.61	.67
OOPS SAV BLANC			70	169	-99	-58.58	.57	1.16
LA PLAYA SAV EB			70	95	-25	-26.32	.57	.65
MARCHILE RES SB			63		63	100.00	.52	.00
S CRLNA CH/SV B			59	65	-6	-9.23	.48	.45

# NABCA CASE SALES ANALYSIS

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
SNTA RTA RS SB			54	68	-14	-20.59	.44	.47
SNTA RTA 120 SB			54	66	-12	-18.18	.44	.45
BALDUCCI'S SAUV			53	58	-5	-8.62	.43	.40
CONO SR ORG S B			52	81	-29	-35.80	.43	.56
CHILENAS ROS SB			51	38	13	34.21	.42	.26
BOYA SAUV BLANC			51	35	16	45.71	.42	.24
CNCHA CS DB DVL			44	1	43	4300.00	.36	.01
V MANENT RES SB			42	29	13	44.83	.34	.20
VNA MTGR SB SB			39	4	35	875.00	.32	.03
CASAS BSQ RS SB			38	8	30	375.00	.31	.06
MARVILLA SV BLC			37		37	100.00	.30	.00
FRNTRA MOONLGH			36		36	100.00	.29	.00
VIEJO FEO			35	20	15	75.00	.29	.14
TERRANOBLE SV B			34	43	-9	-20.93	.28	.30
VENTISQR RT1 SB			33	51	-18	-35.29	.27	.35
ALBAMAR SAUV BL			30	39	-9	-23.08	.25	.27
CONO SUR VIOGNR			30	34	-4	-11.76	.25	.23
MONTES SP HRVST			29	40	-11	-27.50	.24	.28
CHILENS RSV SAV			29	29		.00	.24	.20
IN SITU SAUV BL			28		28	100.00	.23	.00
BEACH BAG WHITE			23	144	-121	-84.03	.19	.99
TERRA VEGA S BL			23	52	-29	-55.77	.19	.36
LOS VASCOS SV B			22	13	9	69.23	.18	.09
ARESTI SAUV BLC			22		22	100.00	.18	.00
AUTORITAS SV BL			22		22	100.00	.18	.00
CONO SUR RSV SB			21	31	-10	-32.26	.17	.21
LOVE LANE			20	18	2	11.11	.16	.12
VINA ETB SAV BL			19	10	9	90.00	.16	.07
TERRA ANDNA MSC			17	23	-6	-26.09	.14	.16
CULITOS MOSCATO			17	11	6	54.55	.14	.08
MAYU PEDRO XMNZ			16	28	-12	-42.86	.13	.19
MAHU SAUV BLANC			15	14	1	7.14	.12	.10
BOTLCURA SAV BL			15	13	2	15.38	.12	.09
TIERRUCA SV BLC			15	8	7	87.50	.12	.06
BUTTERFLY KS MS			14	27	-13	-48.15	.11	.19
AVES DEL SUR			14	24	-10	-41.67	.11	.17
TORRES LM SV BL			14	2	12	600.00	.11	.01
MAX RESRVA SV B			13	1	12	1200.00	.11	.01
PACFCO SUR SV B			11	19	-8	-42.11	.09	.13
CRUCERO CRCO SB			11	15	-4	-26.67	.09	.10
ARBOLEDA SAV BL			11	8	3	37.50	.09	.06
LEYDA SV BL CLS			10	319	-309	-96.87	.08	2.19
MARCHIGUE SV BL			10	3	7	233.33	.08	.02
TERRAPURA SV BL			9	9		.00	.07	.06
AMAYNA			8	7	1	14.29	.07	.05
VINO DL PASO SB			8		8	100.00	.07	.00
PGGY BNK SV BLC			7	12	-5	-41.67	.06	.08
GLOBERATI SV BL			7	11	-4	-36.36	.06	.08
PAPI			7	2	5	250.00	.06	.01
CNCHA TRNYO SAV			7		7	100.00	.06	.00
FOLATARE SV BLC			6	20	-14	-70.00	.05	.14
PUERTO VIEJO			6	7	-1	-14.29	.05	.05
SANTA LUZ SV BL			6	5	1	20.00	.05	.03
GRAN RESV SV BL			6		6	100.00	.05	.00
LA MISION ESPCL			6		6	100.00	.05	.00
CSA PTRNLS SVBL			6		6	100.00	.05	.00
CULPEO SAV BLNC			6	9	-4	-44.44	.04	.06
PAPI MOSCATO			5	9	-4	-44.44	.04	.06
CARTA VIEJA SAV			5	6	-1	-16.67	.04	.04
DEBAUCHERY SV B			5	6	-1	-16.67	.04	.04
CASA JULIA SV B			5	5		.00	.04	.03
BALDUZZI SAUV			5	1	4	400.00	.04	.01
EQ CSTAL SAUV B			5		5	100.00	.04	.00
ANAKENA TAMA SB			4	338	-334	-98.82	.03	2.33
VERAMONTE SV BL			4	59	-55	-93.22	.03	.41
ESTAMPA VGN/CHD			4	16	-12	-75.00	.03	.11
SOLECA			4	13	-9	-69.23	.03	.09
SAN ELIAS SV BL			4	9	-5	-55.56	.03	.06
MONTES SB LEYDA			4	6	-2	-33.33	.03	.04
STA CRLNA SV RS			4	5	-1	-20.00	.03	.03
ALTA DELTA SV B			4	3	1	33.33	.03	.02
CARIBLANCO SVBL			4	3	1	33.33	.03	.02
MAPUCHE SAV BLC			3	6	-3	-50.00	.02	.04
CASAS BSQ LT HV			3	3		.00	.02	.02
PACFCO SR RSL R			3		3	100.00	.02	.00
HASOD SAV BLNC			3		3	100.00	.02	.00
TERRA AND SV BL			2	45	-43	-95.56	.02	.31
U SAUVIGNON BLC			2	16	-14	-87.50	.02	.11
CASA SLV SV GRS			2	8	-6	-75.00	.02	.06
COUSINO SV GRIS			2	5	-3	-60.00	.02	.03
ALM CHLE CARMNR			2	4	-2	-50.00	.02	.03
VOLCANE SM S BL			2	4	-2	-50.00	.02	.03
CNCHA CS DB VGN			2	4	-2	-50.00	.02	.03
CASBLNC NMBS SB			2	2		.00	.02	.01
VISTAMAR SAV BL			2			.00	.02	.01
DN ALFONSO SV B			2	2		.00	.02	.01
CALITERRA SV BL			2	1	1	100.00	.02	.01
U CHARD/RIES			1	8	-7	-87.50	.01	.06
MAYU SAUV BLANC			1	4	-3	-75.00	.01	.03
SANTA EMA SV BL			1	4	-3	-75.00	.01	.03
D MART SV ORGNC			1	3	-2	-66.67	.01	.02
MONTES RS SV/FM			1	3	-2	-66.67	.01	.02
RITUAL SVGN BL			1	2	-1	-50.00	.01	.01

# NABCA CASE SALES ANALYSIS

## BY CLASS, TYPE, BRAND

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

ALL STATES-1/1/17 - 03/31/17

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
ERRZRZ LH SV BL			1	2	-1	-50.00	.01	.01
LANZUR			1	2	-1	-50.00	.01	.01
CALCU SAUV BLNC			1	2	-1	-50.00	.01	.01
LEYDA S BLC GRM			1	1		.00	.01	.01
PRISMA SAUV BLC			1			.00	.01	.00
KON TIKI SV BLC				1006	-1006	-100.00	.00	6.92
HRM RX-GL MOS W				86	-86	-100.00	.00	.59
TIERRUCA SB RES				23	-23	-100.00	.00	.16
LAS PARCELAS				17	-17	-100.00	.00	.12
FALERNIA PX RES				13	-13	-100.00	.00	.09
D MARTINO SV BL				12	-12	-100.00	.00	.08
LA PLAYA VGN/CH				7	-7	-100.00	.00	.05
TAMAYA SAV BLNC				6	-6	-100.00	.00	.04
CONO SUR RSLNG				6	-6	-100.00	.00	.04
ALIWEN RSV SV B				5	-5	-100.00	.00	.03
MARAVILLA SV BL				4	-4	-100.00	.00	.03
WAVE SERIES SAV				4	-4	-100.00	.00	.03
PENLLN CV SV BL				3	-3	-100.00	.00	.02
TEXAS D BRZL SB				2	-2	-100.00	.00	.01
FRONTERA MOSCAT				2	-2	-100.00	.00	.01
ESTACION SV BL				2	-2	-100.00	.00	.01
BOTLCURA CH/VGN				2	-2	-100.00	.00	.01
CH LAJOYA SB RS				2	-2	-100.00	.00	.01
ERRZRZ SNG S BL				2	-2	-100.00	.00	.01
VNA MNTG SB LYD				2	-2	-100.00	.00	.01
CONO SR VS S BL				1	-1	-100.00	.00	.01
CASA TOQUI SV B				1	-1	-100.00	.00	.01
CORRALILLO SAUV				1	-1	-100.00	.00	.01
KINGSTON FAM SB				1	-1	-100.00	.00	.01
WOODBRG MSCT CO				1	-1	-100.00	.00	.01
T.H. ABRCA S BL				1	-1	-100.00	.00	.01
ANAKENA SAV BLC				1	-1	-100.00	.00	.01
TERRA NAT SV BL				1	-1	-100.00	.00	.01
NOVAS GR SV BLC				1	-1	-100.00	.00	.01
NUEVO MUNDO SB				1	-1	-100.00	.00	.01
LA PLYA LH SV B				1	-1	-100.00	.00	.01
MELI DRY RSLNG				1	-1	-100.00	.00	.01
COPA DI VNO MSC				1	-1	-100.00	.00	.01
VALDVSO SAUV BL				1	-1	-100.00	.00	.01
<b>TOTAL CHLE OTHR WHT</b>			<b>122 17</b>	<b>14537</b>	<b>-2320</b>	<b>-15.96</b>		
CHILE OTHER								
BRNGR PNK MSCTO			1076	1479	-403	-27.25	48.78	71.90
SWEET BTCH MS/R			446	311	135	43.41	20.22	15.12
NATURA ROSE			437	27	410	1518.52	19.81	1.31
LOS VASCOS ROSE			58	44	14	31.82	2.63	2.14
CNCHA FIRE&ICE			37	51	-14	-27.45	1.68	2.48
LAGAR BZ ROSE			28		28	100.00	1.27	.00
CALCU ROSE COL			25	47	-22	-46.81	1.13	2.28
PANLNC ML/MB RS			21	10	11	110.00	.95	.49
CHILENAS ROSARD			20	18	2	11.11	.91	.88
PANLNC CH/VG RS			16	8	8	100.00	.73	.39
SANGRIA GRANDE			11	18	-7	-38.89	.50	.88
VIEJO FEO PN/RS			8		8	100.00	.36	.00
PCFCO SUR RS CR			5	2	3	150.00	.23	.10
CASAS BSQ SR/RS			5		5	100.00	.23	.00
SAN ELIAS CARM			4	10	-6	-60.00	.18	.49
HASOD ROSE			3		3	100.00	.14	.00
APLTGUA RSE/CMN			2	4	-2	-50.00	.09	.19
NATURA SR/CB/RS			2		2	100.00	.09	.00
CAR MEN AIR			1	10	-9	-90.00	.05	.49
MONTES CHERUB			1	8	-7	-87.50	.05	.39
HRM RX-GL MOS P				6	-6	-100.00	.00	.29
TRICKY RB SB/CM				2	-2	-100.00	.00	.10
NUEVO MUNDO RSE				1	-1	-100.00	.00	.05
OVEJA NG SB/CRM				1	-1	-100.00	.00	.05
<b>TOTAL CHILE OTHER</b>			<b>2206</b>	<b>2057</b>	<b>149</b>	<b>7.24</b>		
SPAIN								
C GRCIA SANGRIA			2263	2785	-522	-18.74	5.27	5.89
CLOS DE NIT CRN			1617		1617	100.00	3.77	.00
MONTECILO RESRV			1345	13	1332	*****	3.13	.03
MURIEL LA VILLA			1334		1334	100.00	3.11	.00
CAMPO VJ TMP CZ			1200	894	306	34.23	2.80	1.89
CAMPO VJ TEM RR			1154	736	418	56.79	2.69	1.56
YAGO SANGRIA			1143	1492	-349	-23.39	2.66	3.15
MRQ CACRS RJ RD			1088	756	332	43.92	2.54	1.60
EL ALBAR LURTON			739		739	100.00	1.72	.00
EL COTO CRIANZA			721	538	183	34.01	1.68	1.14
LAS ROCAS SA GR			670	658	12	1.82	1.56	1.39
MARTIN CDX ALBN			664	612	52	8.50	1.55	1.29
MARQUES RIS RJA			608	600	8	1.33	1.42	1.27
BDGS BRIEGO TMP			583		583	100.00	1.36	.00
BDGS EGO INFINT			581		581	100.00	1.35	.00
EVODIA GARNACHA			536	740	-204	-27.57	1.25	1.56
PROXIMO RIOJA			533	619	-86	-13.89	1.24	1.31
CAMPO VJO GRNCH			521	316	205	64.87	1.21	.67
MARTIN CDX TEMP			460	461	-1	-.22	1.07	.97
LOLAILO RED SNG			458	509	-51	-10.02	1.07	1.08
CUNE RIOJA RSVS			456		450	7500.00	1.06	.01
LOBETIA TMRNLO			425	28	397	1417.86	.99	.06

# NABCA CASE SALES ANALYSIS

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ALL STATES-1/1/17 - 03/31/17

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
LOBETIA GARNCHA			411	35	376	1074.29	.96	.07
TRES PICOS GRNC			350	252	98	38.89	.82	.53
BESO D SOL SNGR			324	337	-13	-3.86	.76	.71
R BARBIER MED R			322	210	112	53.33	.75	.44
VEGA ESCAL			309		309	100.00	.72	.00
VINA ZCO TMP RJ			300	607	-307	-50.58	.70	1.28
R BARBIER MED W			289	153	136	88.89	.67	.32
BDG MED GR TUER			276		276	100.00	.64	.00
VENDANGE CAB SV			270	364	-94	-25.82	.63	.77
MRCs JMS CAB SV			264	276	-12	-4.35	.62	.58
LOS DOS GRN/SRH			259	284	-25	-8.80	.60	.60
MARQUES RIS WHT			235	215	20	9.30	.55	.45
BURGANS ALBRINO			224	173	51	29.48	.52	.37
VINA BORGIA GRN			220	310	-90	-29.03	.51	.66
VIDORRA SANGRIA			220	199	21	10.55	.51	.42
DIBON CVA BR RS			218	205	13	6.34	.51	.43
CUNE CRIANZA			215	96	119	123.96	.50	.20
TELMO RDRGZ BSA			210	7	203	2900.00	.49	.01
F ESP BRDN CRNZ			208	262	-54	-20.61	.48	.55
MNTCLO CMBR CRZ			204	204		.00	.48	.43
CASADO MORL EME			202		202	100.00	.47	.00
MRCs JMS MERLOT			200	258	-58	-22.48	.47	.55
LAS ROCAS RD BL			192	425	-233	-54.82	.45	.90
LAGER D REY VRD			191		191	100.00	.45	.00
OPICI SANGRIA			190	204	-14	-6.86	.44	.43
NATHAN CRK CB S			185	219	-34	-15.53	.43	.46
MNTBUENA TMP RJ			184	238	-54	-22.69	.43	.50
RED GUITR GRNCH			183	262	-79	-30.15	.43	.55
RAIMAT CSTL RSE			179	2	177	8850.00	.42	.00
LOLALO WHT SNG			172	216	-44	-20.37	.40	.46
J GIL JUMILLA			164	165	-1	-.61	.38	.35
EL MUDO MN ALCT			158		158	100.00	.37	.00
TARIMA MONSTRLL			157	145	12	8.28	.37	.31
MRQS CACRS RSV			157	116	41	35.34	.37	.25
CAMPO BRJA BRSA			155	234	-79	-33.76	.36	.49
EGUREN PROTOLO			149	170	-21	-12.35	.35	.36
D DIEGO ESCOLNO			148		148	100.00	.34	.00
KIRKLAND SG RES			147	170	-23	-13.53	.34	.36
MOLNOS DULCNA R			147	136	11	8.09	.34	.29
TORRE SNGR GRNC			145	131	14	10.69	.34	.28
ARDORA MARS ARB			140		140	100.00	.33	.00
SOLAR RANDZ RJA			138	128	10	7.81	.32	.27
BDGS BRGO PALCO			138	19	119	626.32	.32	.04
SOHN RELAX PINK			137	129	8	6.20	.32	.27
VALTONAR JOVEN			132		132	100.00	.31	.00
SANTOS RED SNGR			126	158	-32	-20.25	.29	.33
ZABRIN GN FUEGO			123	166	-43	-25.90	.29	.35
MRQS CACRS ROSE			122	141	-19	-13.48	.28	.30
MRQ CSTL BARICA			122		122	100.00	.28	.00
NACIDO QUORUM			118		118	100.00	.28	.00
ANCIANO GRN RSV			114	118	-4	-3.39	.27	.25
ROJO MOJO SHIRZ			106	95	11	11.58	.25	.20
LAMAN CAB SAV			106		106	100.00	.25	.00
SOUTHN BELL RED			102	64	38	59.38	.24	.14
HONORA VERA GAR			102	47	55	117.02	.24	.10
PARAMUS VERDEJO			102		102	100.00	.24	.00
MUGA RIOJA RSV			99	90	9	10.00	.23	.19
BDGS BLBS ARDAL			98		98	100.00	.23	.00
MAREOTIS TDT			97		97	100.00	.23	.00
WICKED BOLD CAB			95	144	-49	-34.03	.22	.30
LAN RIOJA CRNZA			93	104	-11	-10.58	.22	.22
ANCIANO RSV TMP			93	95	-2	-2.11	.22	.20
BESO D SOL W SG			90		90	100.00	.21	.00
CAMPO VJ TMP RJ			86	114	-28	-24.56	.20	.24
ACTUM RED			85	43	42	97.67	.20	.09
MOLNOS DULCNA W			81	76	5	6.58	.19	.16
BDG MATEOS NAVL			81		81	100.00	.19	.00
RIO MADRE RIOJA			79	81	-2	-2.47	.19	.17
CAN BLAU MONTST			79	70	9	12.86	.18	.15
MRQ CACRS RJ WH			78	105	-27	-25.71	.18	.22
TRES OJOS GRNCH			78	80	-2	-2.50	.18	.17
CAMINO ALTO TMP			77	27	50	185.19	.18	.06
MARQS RIS RUEDA			75	48	27	56.25	.17	.10
LAMAN MERLOT			73		73	100.00	.17	.00
LA GRANJA TEMP			72	84	-12	-14.29	.17	.18
L BRJO GRNCH CL			72	80	-8	-10.00	.17	.17
CAMPO VJO GR RS			72	78	-6	-7.69	.17	.16
CONSEJO LA CATA			72		72	100.00	.17	.00
HCNDA LPEZ HARO			71	102	-31	-30.39	.17	.22
LANZOS SAV BLNC			71	50	21	42.00	.17	.11
LEGADO MONCAYO			71	43	28	65.12	.17	.09
GANDIA CADENAS			70	89	-19	-21.35	.16	.19
EL BURRO KA GNC			70	80	-10	-12.50	.16	.17
ASENJO & MANSO			67	44	23	52.27	.16	.09
MURIEL RESERVA			67	20	47	235.00	.16	.04
WICKED SOFT CHD			65	133	-68	-51.13	.15	.28
HERENCIA AL NGR			64	96	-32	-33.33	.15	.20
MANYANA TMRNLO			64	69	-5	-7.25	.15	.15
OLIVARES MONAST			64		64	100.00	.15	.00
GNDIA MRCL MRSC			63	88	-25	-28.41	.15	.19
OVIDIO GARCIA			63		63	100.00	.15	.00
BDGS NUNEZ RIAS			63		63	100.00	.15	.00
FLORES DE CREZO			63		63	100.00	.15	.00

# NABCA CASE SALES ANALYSIS

## BY CLASS, TYPE, BRAND

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

ALL STATES-1/1/17 - 03/31/17

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
FLACO TEMPRANLO			62	83	-21	-25.30	.14	.18
ALVRZ TOLE MENC			62	72	-10	-13.89	.14	.15
VINA EGUIA RESV			61	73	-12	-16.44	.14	.15
C GRCIA SNG BIB			61	67	-6	-8.96	.14	.14
MRQS CACRS BLCO			61	66	-5	-7.58	.14	.14
BDGS ONDLN TEMP			61	65	-4	-6.15	.14	.14
CARCHELO C JML			61	49	12	24.49	.14	.10
LAMAN CHARDONNY			61		61	100.00	.14	.00
CASTANO SOLNERA			60	73	-13	-17.81	.14	.15
MANO A MANO TEM			59	37	22	59.46	.14	.08
LOCATIONS E-2			58	75	-17	-22.67	.14	.16
RAMN BLB TMP LE			58	68	-10	-14.71	.14	.14
LA PACA GARNCHA			58	23	35	152.17	.14	.05
LAMAN SAU BLNC			58		58	100.00	.14	.00
2 COPAS RED ESP			57	30	27	90.00	.13	.06
BITCH GN ARAGON			56	178	-122	-68.54	.13	.38
PROTOCOLO RED			56	85	-29	-34.12	.13	.18
ALTO MNCYO GRNC			56	47	9	19.15	.13	.10
RIOS DE TINTA			56	28	28	100.00	.13	.06
ODIPUS GRENACHE			56		56	100.00	.13	.00
BARON DE LEY RS			55	55		.00	.13	.12
BORJA BORSAO RD			55	45	10	22.22	.13	.10
ACTUM SV BL			55	36	19	52.78	.13	.08
C MNJRD EC CHRDR			55	1	54	5400.00	.13	.00
RIVAREY TEMP RJ			54	53	1	1.89	.13	.11
CASTANO HECULA			54	50	4	8.00	.13	.11
ACTUM SINISTER			54		54	100.00	.13	.00
SINFONIA TMPRNL			53	41	12	29.27	.12	.09
LAYA T ALMANSA			53	20	33	165.00	.12	.04
LOLEA RED SNGRA			53		53	100.00	.12	.00
SIRE 7 MESS TEM			53		53	100.00	.12	.00
LA TERRA CAB SV			52	113	-61	-53.98	.12	.24
ANCANO 7Y GR RS			52	56	-4	-7.14	.12	.12
MRQS CAC ROSADO			52		52	100.00	.12	.00
VNA PLACG CRIAN			51	58	-7	-12.07	.12	.12
90+CLR TM/C L35			49	159	-110	-69.18	.11	.34
LELIA GARNACHA			49	103	-54	-52.43	.11	.22
PASO PASO TMPLO			49	95	-46	-48.42	.11	.20
OPICI W SANGRIA			49	42	7	16.67	.11	.09
MAR D VENAS ALB			49	23	26	113.04	.11	.05
DAVIDE TRDC ALB			48	24	24	100.00	.11	.05
VIRGEN AGUILA			48		48	100.00	.11	.00
VAL D LS F ROSA			48		48	100.00	.11	.00
CASTANO MNST RD			47	67	-20	-29.85	.11	.14
V SINDOA CB/TMP			47	55	-8	-14.55	.11	.12
RIVA REY TMPNLO			47	33	14	42.42	.11	.07
MONTE DUCAY RES			47	11	36	327.27	.11	.02
L BRUJO MACABEO			46	56	-10	-17.86	.11	.12
PINGAO RIOJA			46	14	32	228.57	.11	.03
AGOSTON GRN/SRH			46		46	100.00	.11	.00
CNDSA LGNZA CRZ			45	72	-27	-37.50	.10	.15
ATTECA GARNACHE			44	72	-28	-38.89	.10	.15
TRANQUILO TINTO			44		44	100.00	.10	.00
LOLEA WHT SNGRA			44		44	100.00	.10	.00
TORRE SNGR CTLY			43	177	-134	-75.71	.10	.37
MRQS CAC GR RSV			43	24	19	79.17	.10	.05
CASA CSTLO MNST			42	25	17	68.00	.10	.05
SENSIBLE TMPRNL			41	87	-46	-52.87	.10	.18
COMOLOCO MNSTRL			41	44	-3	-6.82	.10	.09
VINEDOS DEHESA			41	34	7	20.59	.10	.07
LAYA			41	26	15	57.69	.10	.05
VOLVER TEMPRNLO			41	25	16	64.00	.10	.05
BORSAO BEROLA			40	38	2	5.26	.09	.08
COTO DE IMAZ RS			40	16	24	150.00	.09	.03
CAMPANTE V RBRD			40	15	25	166.67	.09	.03
BALDUCCI'S GARN			39	50	-11	-22.00	.09	.11
TRRS CLST RB DU			39	32	7	21.88	.09	.07
MORGADIO ALBAR			39	27	12	44.44	.09	.06
LA MALDITA GARN			39	23	16	69.57	.09	.05
ALTOS D TMRN RS			39		39	100.00	.09	.00
EGEO VERDEJO			38	35	3	8.57	.09	.07
EL CORTIJILLO			37	53	-16	-30.19	.09	.11
CARACOL SERRANO			37	48	-11	-22.92	.09	.10
HONORO VR MNSTL			37	34	3	8.82	.09	.07
ALBERO MONASTRL			37	33	4	12.12	.09	.07
LAS VALLES RED			37		37	100.00	.09	.00
TERMES TORO			36	35	1	2.86	.08	.07
LAS VALLES CRNA			36	27	9	33.33	.08	.06
BDGS ONDLN RESV			35	51	-16	-31.37	.08	.11
SIERRA CN RJ CZ			35	41	-6	-14.63	.08	.09
GRAN FAMILA RIOJA			35	41	-6	-14.63	.08	.09
ZUDUGARAI TXKLN			35	9	26	288.89	.08	.02
TRIDENTE TRITON			35	5	30	600.00	.08	.01
FONTNA MSTA TMP			35		35	100.00	.08	.00
BRECA OV GARNCH			34	70	-36	-51.43	.08	.15
NAIA VERDEJO VR			34	54	-20	-37.04	.08	.11
DESTINOS TINTO			34	35	-1	-2.86	.08	.07
VNA GRMZ TMP RB			34	25	9	36.00	.08	.05
CONDADO DE HAZA			33	23	10	43.48	.08	.05
LA GRENA			33	11	22	200.00	.08	.02
SOUTHN BELL SYR			33		33	100.00	.08	.00
BDGS EGO FUERZA			32	813	-781	-96.06	.07	1.72
BDGS BRGO VIEJO			32	123	-91	-73.98	.07	.26

# NABCA CASE SALES ANALYSIS

## BY CLASS, TYPE, BRAND

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

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
MARQS RSCL ROSE			32	33	-1	-3.03	.07	.07
PETALOS BIERZO			32	22	10	45.45	.07	.05
CATULO			32		32	100.00	.07	.00
PACO&LOLA ALBRN			31	418	-387	-92.58	.07	.88
COTO HAYA TM/CB			31	27	4	14.81	.07	.06
RAMON BLB CRZ R			31	22	9	40.91	.07	.05
GARDACHO GRNCHA			31	22	9	40.91	.07	.05
LA RIOJA AT ALB			31	21	10	47.62	.07	.04
LA PENNA ESPNA R			31		31	100.00	.07	.00
EL PRNCP DL GRD			31		31	100.00	.07	.00
VENTA MRLES TMP			30	42	-12	-28.57	.07	.09
IZADI TEMPRNILO			30	39	-9	-23.08	.07	.08
PASANAU CPS NOU			30	18	12	66.67	.07	.04
HONORO VRA ROSE			30	6	24	400.00	.07	.01
MONTECILO GR RS			30		30	100.00	.07	.00
CUNE GRAN RESVA			29	606	-577	-95.21	.07	1.28
CAPCANES MS DNS			29	20	9	45.00	.07	.04
VINOS LEON CAST			29		29	100.00	.07	.00
WICKED LUSH PN			29		29	100.00	.07	.00
CUNE MONOPOLES			29		29	100.00	.07	.00
LUNA BRDE MNCIA			29		29	100.00	.07	.00
VOLVER MNCH TIN			28	54	-26	-48.15	.07	.11
SINFORIANO TINTO			28	41	-13	-31.71	.07	.09
LAS ROCAS VS VJ			28	38	-10	-26.32	.07	.08
ALBERO RED			28	32	-4	-12.50	.07	.07
VINA EGUIA CRNZ			28	29	-1	-3.45	.07	.06
RAMON BILB VLNS			28	20	8	40.00	.07	.04
ALDIAL NA RUEDA			28	12	16	133.33	.07	.03
DON RAMON OAK			28	7	21	300.00	.07	.01
BDG MG ANGL CRZ			27	36	-9	-25.00	.06	.08
NESSA ALBARINO			27	32	-5	-15.63	.06	.07
LAN RIOJA RESV			27	25	2	8.00	.06	.05
RAMON CORDVA RJ			27	5	22	440.00	.06	.01
HAZANA V VIEJAS			27		27	100.00	.06	.00
TARON ROSADO			27		27	100.00	.06	.00
TARON BLANCO			27		27	100.00	.06	.00
LORCA BULLAS			26	57	-31	-54.39	.06	.12
CAMPELLARES RJA			26	40	-14	-35.00	.06	.08
ONTANON CRIANZA			26	38	-12	-31.58	.06	.08
MRQS D MRTA RED			26	33	-7	-21.21	.06	.07
CUNE BLNCO SCCO			26	31	-5	-16.13	.06	.07
KENTIA ALB RIAS			26	28	-2	-7.14	.06	.06
PRIMA TORO DRU			26	27	-1	-3.70	.06	.06
BDGA BRECA GARN			26	22	4	18.18	.06	.05
EL COTO RJA BLC			26	20	6	30.00	.06	.04
5 VINAS TEMPRNL			26	7	19	271.43	.06	.01
PANARROZ JUMILA			25	88	-63	-71.59	.06	.19
CUNE VNA RL RSV			24	213	-189	-88.73	.06	.45
F ESP BRDN RSV			24	54	-30	-55.56	.06	.11
DINASTIA VIV RS			24	44	-20	-45.45	.06	.09
ALVARO CAMIN PR			24	32	-8	-25.00	.06	.07
VERACRUZ VRDEJO			24	28	-4	-14.29	.06	.06
MASROIG SO FRED			24	26	-2	-7.69	.06	.05
ELIAS MORA CRNZ			24		24	100.00	.06	.00
BDGS LAN CRIANZ			24		24	100.00	.06	.00
LARCHAGO ROSADO			24		24	100.00	.06	.00
TORRES ALT CRNZ			23	28	-5	-17.86	.05	.06
PIGGY BANK TEMP			23	27	-4	-14.81	.05	.06
FINCA LA MATA			23	26	-3	-11.54	.05	.05
TRENCALOS SV BL			23	26	-3	-11.54	.05	.05
HIJOS JUAN GIL			23	25	-2	-8.00	.05	.05
CAPCNES DNS BAR			23	19	4	21.05	.05	.04
ALTOS DEL CUCO			23	10	13	130.00	.05	.02
V SINDOA CB NRV			23	6	17	283.33	.05	.01
LAMAN TEMP			22	35	-13	-37.14	.05	.07
MEDRANO IRZ CRZ			22	32	-10	-31.25	.05	.07
VOLVER PASO TIN			22	31	-9	-29.03	.05	.07
ONTANON ECOLGIC			22	29	-7	-24.14	.05	.06
APTUS			22	8	14	175.00	.05	.02
USOA D BGRDI RS			22		22	100.00	.05	.00
LOBETIA ROSADO			22		22	100.00	.05	.00
CNDE VLDMR ROSE			22		22	100.00	.05	.00
DESCARTE TORO			22		22	100.00	.05	.00
ENCANTO MENCIA			21	83	-62	-74.70	.05	.18
EL COTO ROSADO			21	52	-31	-59.62	.05	.11
RAIMAT TEMP CDS			21	32	-11	-34.38	.05	.07
TARIMA BLANCO			21	27	-6	-22.22	.05	.06
MEDRANO IRZ RES			21	22	-1	-4.55	.05	.05
VEGA SN EL CHAP			21	15	6	40.00	.05	.03
HOYA CADNA NGHT			21		21	100.00	.05	.00
BIANTE GARNACHA			20	640	-620	-96.88	.05	1.35
TAPENA TEMPRNLO			20	271	-251	-92.62	.05	.57
CUNE VINA REAL			20	54	-34	-62.96	.05	.11
PARES BLTA PNDS			20	18	2	11.11	.05	.04
COLUMNA ALBARNO			20	15	5	33.33	.05	.03
VNA PALCG JOVEN			20	13	7	53.85	.05	.03
TWISTED MOSCATO			20	11	9	81.82	.05	.02
ESPELT O/V GARN			20	11	9	81.82	.05	.02
MAITEA RB DL DU			20		20	100.00	.05	.00
LA PENNA ESPNA W			20		20	100.00	.05	.00
TARON 4M RIOJA			20		20	100.00	.05	.00
STONE CLR CB SV			19	51	-32	-62.75	.04	.11
TRENCALOS TEMP			19	46	-27	-58.70	.04	.10

# NABCA CASE SALES ANALYSIS

## BY CLASS, TYPE, BRAND

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
SEÑORIO ASTOBZA			19	29	-10	-34.48	.04	.06
HERMANOS PECINA			19	28	-9	-32.14	.04	.06
ARROCAL RBRA DR			19	27	-8	-29.63	.04	.06
VENTA MZRN TEMP			19	19		.00	.04	.04
CASTELO D MEDNA			19	16	3	18.75	.04	.03
HESVRA SEIS MES			19	10	9	90.00	.04	.02
CAMINA VERDEJO			19	10	9	90.00	.04	.02
J LEON HAVRE CB			19		19	100.00	.04	.00
OLRRA CLSC RSRV			19		19	100.00	.04	.00
HONORO VR CLYTD			18	106	-88	-83.02	.04	.22
QUADERNA VIA QV			18	79	-61	-77.22	.04	.17
ARRUMACO ROSE			18	48	-30	-62.50	.04	.10
CODICE RIOJA RD			18	37	-19	-51.35	.04	.08
LOCATION E			18	29	-11	-37.93	.04	.06
INVISIBLE MAN			18	25	-7	-28.00	.04	.05
DINASTIA V CRNZ			18	21	-3	-14.29	.04	.04
BILBNS VNA ZACO			18	17	1	5.88	.04	.04
BDGA BRCA OLD V			18	17	1	5.88	.04	.04
POOR THING GRNC			18	16	2	12.50	.04	.03
ED HARDY SANGRA			18	16	2	12.50	.04	.03
LAS BRISAS RUDA			18	13	5	38.46	.04	.03
HONORA VERA BLN			18	12	6	50.00	.04	.03
BDGS ONDLN BLNC			18	3	15	500.00	.04	.01
DIBON CV ROSADO			18	3	15	500.00	.04	.01
BORSAO MTE OTON			18		18	100.00	.04	.00
LA GRANJA GRN R			18		18	100.00	.04	.00
OLIVARES A HOYA			17	126	-109	-86.51	.04	.27
LA CARTUJA PRT			17	27	-10	-37.04	.04	.06
LAN RIOJA GR RS			17	24	-7	-29.17	.04	.05
LA GRANJA VIURA			17	22	-5	-22.73	.04	.05
VINOS SN-LY ZST			17	21	-4	-19.05	.04	.04
MARS & VNUS CAB			17	10	7	70.00	.04	.02
MARTINSNCHO VDJ			17	7	10	142.86	.04	.01
DOMINIO PINGUS			17	5	12	240.00	.04	.01
LOPEZ HRDIA RSV			17	4	13	325.00	.04	.01
FLAVIUM PRM MCA			17	2	15	750.00	.04	.00
LARCHAGO RED			17		17	100.00	.04	.00
RIO MADRE TEMP			17		17	100.00	.04	.00
WICKED SMTH MRL			16	46	-30	-65.22	.04	.10
L VIDA NOVIEMBRE			16	33	-17	-51.52	.04	.07
LAS VALLS VIURA			16	22	-6	-27.27	.04	.05
V SINDOA VRA/CH			16	17	-1	-5.88	.04	.04
COTO HAYA GRN C			16	13	3	23.08	.04	.03
MAS SORRER MONT			16	12	4	33.33	.04	.03
EGUREN PROT RSD			16	7	9	128.57	.04	.01
MAS BUSCADOS			16		16	100.00	.04	.00
CASTNDA SANGRIA			15	38	-23	-60.53	.03	.08
TINTO PESQUERA			15	22	-7	-31.82	.03	.05
CASTL DE RMI GT			15	21	-6	-28.57	.03	.04
ZERRAN TINTO			15	20	-5	-25.00	.03	.04
ZABRIN ATECA GN			15	19	-4	-21.05	.03	.04
SOLA FRED ROSAT			15	15		.00	.03	.03
SINFORIANO RSDO			15	15		.00	.03	.03
RTUERTA SEL ESP			15	9	6	66.67	.03	.02
VALDEMAR SELCCN			15	8	7	87.50	.03	.02
DEHESA GAGO			15	6	9	150.00	.03	.01
VENTA LA OSSA			15	4	11	275.00	.03	.01
VALL LLACH			15	1	14	1400.00	.03	.00
VLDAMOR ALBRINO			15	1	14	1400.00	.03	.00
DOMINIO ARTIGA			15		15	100.00	.03	.00
EL SIERRO TM/CB			15		15	100.00	.03	.00
EL PAJARO ROJO			15		15	100.00	.03	.00
VARGAS RIOJA			15		15	100.00	.03	.00
PALCIO DEL BRGO			15		15	100.00	.03	.00
MONTECILO CRNZA			15		15	100.00	.03	.00
BDGS TRASLGRS V			15		15	100.00	.03	.00
EGUREN PRCL BL			14	35	-21	-60.00	.03	.07
HONORO VRA MRLT			14	31	-17	-54.84	.03	.07
LA SEU RED			14	23	-9	-39.13	.03	.05
EL CSTRO D VALT			14	17	-3	-17.65	.03	.04
BLUEGRAY PRIORT			14	9	5	55.56	.03	.02
ANCIANO GARNCHA			14		14	100.00	.03	.00
HAMMEKEN MONTGO			14		14	100.00	.03	.00
OLIVARES PANARZ			14		14	100.00	.03	.00
PUERTA VIEJA CZ			14		14	100.00	.03	.00
TORRE SNGR TMPL			14		14	100.00	.03	.00
BUENAS VIURA			13	36	-23	-63.89	.03	.08
LA CANA ALBARNO			13	16	-3	-18.75	.03	.03
TORRES CAST JML			13	13		.00	.03	.03
TRES OJOS RSADO			13	10	3	30.00	.03	.02
AVANCIA CV GODE			13	10	3	30.00	.03	.02
FAUSTNO VII RJA			13	8	5	62.50	.03	.02
TERRENAL TEMPNL			13	6	7	116.67	.03	.01
BDGS EL NIDO CL			13	2	11	550.00	.03	.00
MUREDA TEMPRNLO			13	1	12	1200.00	.03	.00
TORRES 5G GRNCH			13		13	100.00	.03	.00
FIGARO GARNACHA			12	42	-30	-71.43	.03	.09
SANTA QUITR BT			12	36	-24	-66.67	.03	.08
VALENCISO RSV R			12	24	-12	-50.00	.03	.05
DACU TEMPRANLLO			12	16	-4	-25.00	.03	.03
MOLNOS DLCNA RS			12	16	-4	-25.00	.03	.03
RUCHEL GODELLO			12	15	-3	-20.00	.03	.03
ZESTOS OLD VINE			12	9	3	33.33	.03	.02

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ALL STATES-1/1/17 - 03/31/17

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
TERRENAL CB SV			12	7	5	71.43	.03	.01
FAUSTNO V RSV R			12	6	6	100.00	.03	.01
NUMANTHIA TERMS			12	5	7	140.00	.03	.01
MUREDA CB SV OG			12	3	9	300.00	.03	.01
CARRO TINTO			12	3	9	300.00	.03	.01
ARDEVOL ANJOLI			12		12	100.00	.03	.00
FNCA FABN PT/TM			12		12	100.00	.03	.00
MALONDRO XABEC			12		12	100.00	.03	.00
ACENTOR GARNACH			12		12	100.00	.03	.00
EL MASROIG NOVL			12		12	100.00	.03	.00
LA RIOJA GR 904			12		12	100.00	.03	.00
CEPA 21 HITO			11	99	-88	-88.89	.03	.21
C MNJRD TIN TEM			11	19	-8	-42.11	.03	.04
CHEF GEOFF VERD			11	12	-1	-8.33	.03	.03
CANTBRA CSCH RJ			11	10	1	10.00	.03	.02
VAZA COSECHA			11	9	2	22.22	.03	.02
ALBERO BOBAL RS			11	9	2	22.22	.03	.02
VNA BJNDA TINTO			11	6	5	83.33	.03	.01
MUGA RIOJA ESPC			11	5	6	120.00	.03	.01
FLAVIUM SEL MEN			11	4	7	175.00	.03	.01
ALZANIA FIN MON			11		11	100.00	.03	.00
ATLANTIS ALBRNO			11		11	100.00	.03	.00
SANGRIA MACARNA			11		11	100.00	.03	.00
PALACIO ARGANZA			11		11	100.00	.03	.00
MRQS D VELILA J			11		11	100.00	.03	.00
BURGO LICENCIDO			10	704	-694	-98.58	.02	1.49
SENDA 66 TMRNL			10	24	-14	-58.33	.02	.05
LA RIOJA AT ARD			10	13	-3	-23.08	.02	.03
MRCDS EGURN CAB			10	10		100.00	.02	.02
GRAN PASAS MONS			10	5	5	100.00	.02	.01
BUIL&GINE GINE			10	4	6	150.00	.02	.01
ARTADI TEMPRNLO			10	1	9	900.00	.02	.00
LOS FRAILES GRN			10		10	100.00	.02	.00
LANZOS TINTO TMP			10		10	100.00	.02	.00
LA BURLA GRNCHA			10		10	100.00	.02	.00
ALTITUD 1.100			10		10	100.00	.02	.00
FINCA TORMALNOS			10		10	100.00	.02	.00
HACIENDA VALVRS			9	285	-276	-96.84	.02	.60
RAMON BILB GARN			9	85	-76	-89.41	.02	.18
CAN FEIXES BLNC			9	22	-13	-59.09	.02	.05
CASTRO VNTS MNC			9	21	-12	-57.14	.02	.04
CAMINA TEMPRNLO			9	17	-8	-47.06	.02	.04
STYLO OV GARNCH			9	17	-8	-47.06	.02	.04
FATUM LA MANCHA			9	16	-7	-43.75	.02	.03
EL PRIMavera			9	15	-6	-40.00	.02	.03
JV SN PEDRO TMP			9	15	-6	-40.00	.02	.03
MESQUIDA TRISPL			9	14	-5	-35.71	.02	.03
PARDAL TEMPRNLO			9	13	-4	-30.77	.02	.03
BDG ONDLN ABADS			9	10	-1	-10.00	.02	.02
VALL LLACH EMBX			9	10	-1	-10.00	.02	.02
BORSAO ROSE			9	9		100.00	.02	.02
VINA HERMSA TMP			9	9		100.00	.02	.02
GLOBERATI TEMP			9	8	1	12.50	.02	.02
NUMANTHIA TORO			9	8	1	12.50	.02	.02
PABLO CLRO GRCN			9	7	2	28.57	.02	.01
SANTA QUITR HIG			9	7	2	28.57	.02	.01
LAGAR ROBLA PRM			9	7	2	28.57	.02	.01
PRADO REY CRNZA			9	6	3	50.00	.02	.01
LA GRANJA TM/GN			9	6	3	50.00	.02	.01
2 COPAS WHT ESP			9	6	3	50.00	.02	.01
FINCA LZN VERDE			9	6	3	50.00	.02	.01
TRIDENTE ENTRLS			9	4	5	125.00	.02	.01
COVILA RIOJA GR			9		9	100.00	.02	.00
EDER COSECHA			9		9	100.00	.02	.00
CEPA 21 HITO RS			9		9	100.00	.02	.00
MEDRANO IRZ RSD			9		9	100.00	.02	.00
CRETA ROBLE TMP			9		9	100.00	.02	.00
EL SIERRO MC/CH			9		9	100.00	.02	.00
NOELIA BEBELIA			9		9	100.00	.02	.00
PLCOS RMDO MONT			8	910	-902	-99.12	.02	1.92
BUENAS TEMPRNLO			8	27	-19	-70.37	.02	.06
ROVALE			8	14	-6	-42.86	.02	.03
LA RIOJA GR 904			8	13	-5	-38.46	.02	.03
CASA L'ANGEL CB			8	10	-2	-20.00	.02	.02
VNA IJALBA LVOR			8	10	-2	-20.00	.02	.02
ALZANIA BLANCO			8	10	-2	-20.00	.02	.02
NORA WHITE			8	8		100.00	.02	.02
J FORASTER ROSA			8	7	1	14.29	.02	.01
EPIFANIO			8	7	1	14.29	.02	.01
QUO CMPO ROSADO			8	6	2	33.33	.02	.01
EL MOLET			8	5	3	60.00	.02	.01
PIQUITOS MOSCTO			8	4	4	100.00	.02	.01
SAN ROMAN			8	4	4	100.00	.02	.01
ESPELT CRLI RSE			8	2	6	300.00	.02	.00
PRTZGO MN/CB/SY			8		8	100.00	.02	.00
GORDO MNSTR/LCS			8		8	100.00	.02	.00
LAS AVES D PASO			8		8	100.00	.02	.00
AMEZTOI TXA ROS			8		8	100.00	.02	.00
ASTER CRIANZA			8		8	100.00	.02	.00
LAS CAPAS TINTO			8		8	100.00	.02	.00
ONDARR RIVALLNA			8		8	100.00	.02	.00
NEXO			8		8	100.00	.02	.00
EL JEFE NO OAK			7	1479	-1472	-99.53	.02	3.13

# NABCA CASE SALES ANALYSIS

## BY CLASS, TYPE, BRAND

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

ALL STATES-1/1/17 - 03/31/17

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
LAYER CAKE GRNC			7	101	-94	-93.07	.02	.21
VNA BJNDA CRNZA			7	49	-42	-85.71	.02	.10
DOMINIO EGUREN			7	34	-27	-79.41	.02	.07
WRNGO DNGO JMLA			7	28	-21	-75.00	.02	.06
CARA BASSA TEMP			7	27	-20	-74.07	.02	.06
MACHO MAN MNSTL			7	27	-20	-74.07	.02	.06
CH CH SKULLS RD			7	23	-16	-69.57	.02	.05
EMILIO M RESALS			7	19	-12	-63.16	.02	.04
COVILA RIOJA CZ			7	16	-9	-56.25	.02	.03
MRQS CACRS ALBR			7	12	-5	-41.67	.02	.03
MONTE REAL RSV			7	11	-4	-36.36	.02	.02
GRMNA GSSMI PND			7	9	-2	-22.22	.02	.02
NOSTOR TINTO			7	9	-2	-22.22	.02	.02
TERRA UNCA TEMP			7	9	-2	-22.22	.02	.02
MARS&VENUS CHRDR			7	8	-1	-12.50	.02	.02
IBERICOS CRNZA			7	8	-1	-12.50	.02	.02
LA CASITA SNGR			7	8	-1	-12.50	.02	.02
GENIUM ECOLOGIC			7	8	-1	-12.50	.02	.02
RADIO BOCA TEMP			7	7		.00	.02	.01
ALATE KOSHER			7	7		.00	.02	.01
NAVARDIA TINTO			7	6	1	16.67	.02	.01
ANTIDOTO RIBERA			7	4	3	75.00	.02	.01
ALTOS RIOJA TMP			7	2		250.00	.02	.00
V ALBLI TMP CRZ			7	1		600.00	.02	.00
FREDI TORRES PR			7	1		100.00	.02	.00
ALTOS DE NZ MEN			7	7	7	100.00	.02	.00
BDGS EGO MARONT			7	7	7	100.00	.02	.00
BDGS GA BALDIOS			6	248	-242	-97.58	.01	.52
BDGS ONDLN MADU			6	42	-36	-85.71	.01	.09
CNDE VDM CRZ TM			6	25	-19	-76.00	.01	.05
ONTANON RESERVA			6	22	-16	-72.73	.01	.05
DESUSA NAI ALBR			6	18	-12	-66.67	.01	.04
TARIMA HL MNSTL			6	15	-9	-60.00	.01	.03
VINA CARTIN ALB			6	14	-8	-57.14	.01	.03
LORINON RJ CRNZ			6	11	-5	-45.45	.01	.02
GENIO ESP JOVEN			6	11	-5	-45.45	.01	.02
LOS MOLNOS TEMP			6	10	-4	-40.00	.01	.02
VINOS PNL LUDVC			6	9	-3	-33.33	.01	.02
DON RAMN PRZ JN			6	9	-3	-33.33	.01	.02
EL CIRCULO RJA			6	9	-3	-33.33	.01	.02
PRIMA			6	8	-2	-25.00	.01	.02
EGUREN CODICE			6	6		.00	.01	.01
TEOREMA OLD VNE			6	6		.00	.01	.01
VINA LS VLS CRZ			6	6		.00	.01	.01
TINETA TINTO FN			6	5	1	20.00	.01	.01
JUNTOS MERLOT			6	5	1	20.00	.01	.01
TARON CENTENRAS			6	4	2	50.00	.01	.01
OTAZU PRM CUVEE			6	1		500.00	.01	.00
CLNS EBR SYR GN			6	6	6	100.00	.01	.00
CRITERION RIOJA			6	6	6	100.00	.01	.00
S DE SAO COSTER			6	6	6	100.00	.01	.00
MANIA SAUV BLNC			6	6	6	100.00	.01	.00
BLACK SLATE GRT			6	6	6	100.00	.01	.00
LAN RIOJA LTD			6	6	6	100.00	.01	.00
LUZANA ALBARTINO			6	6	6	100.00	.01	.00
HRNCIA DEL PDRI			6	6	6	100.00	.01	.00
CAMPO ALGR BLNC			6	481	-476	-98.96	.01	1.02
ONDARRE RESERVA			6	50	-45	-90.00	.01	.11
RAIMAT ALBN V24			6	21	-16	-76.19	.01	.04
CASTNDA WHT SNG			6	20	-15	-75.00	.01	.04
VILLACRECES PRN			6	17	-12	-70.59	.01	.04
FINCA LUZON JUM			6	16	-11	-68.75	.01	.03
MARS&VNUS SV BL			6	12	-7	-58.33	.01	.03
VINA HERMSA VRA			6	12	-7	-58.33	.01	.03
PAZO SNRN ALBAR			6	10	-5	-50.00	.01	.02
CSTLO D FNDLON			6	10	-5	-50.00	.01	.02
SOLMAYOR CRIANZ			6	9	-4	-44.44	.01	.02
BDG SNTBL RSVTL			6	8	-3	-37.50	.01	.02
F ESP BRN GR RS			6	7	-2	-28.57	.01	.01
LOBETIA CHARDNY			6	7	-2	-28.57	.01	.01
BDGS TOBIA SELC			6	6	-1	-16.67	.01	.01
PRADO REY ROBLE			6	6	-1	-16.67	.01	.01
MIA RED			6	6	-1	-16.67	.01	.01
RED DIAMOND TMP			6	6	-1	-16.67	.01	.01
ROSA DE ARROCAL			6	5		.00	.01	.01
GENIUM FRESC			6	5		.00	.01	.01
BILBNS VN PM CZ			6	5		.00	.01	.01
SHAYA ARINDO			6	4	1	25.00	.01	.01
ABAD D BUENO RB			6	4	1	25.00	.01	.01
BLUME VERDEJO			6	3	2	66.67	.01	.01
PRIORAT ONIX R			6	3	2	66.67	.01	.01
BORSAO BLANCO			6	3	2	66.67	.01	.01
AVANTHIA GODLLO			6	2	3	150.00	.01	.00
ORDONEZ BOTANI			6	1	4	400.00	.01	.00
FNCA FABIAN TMP			6	1	4	400.00	.01	.00
ANIMA NG QUIBIA			6	1	4	400.00	.01	.00
BDGS NKS SND CH			6	1	4	400.00	.01	.00
MUREDA SV BL OG			6	1	4	400.00	.01	.00
COPLA SANGRIA			6	1		100.00	.01	.00
GRAN CARDIEL VV			6	1		100.00	.01	.00
COPLA CLAREA			6	1		100.00	.01	.00
FNCA FABIAN CHD			6	1		100.00	.01	.00
JIMENEZ L BJ MN			6	1		100.00	.01	.00

# NABCA CASE SALES ANALYSIS

## BY CLASS, TYPE, BRAND

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

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
BDGS BRIEGO ANK			5		5	100.00	.01	.00
PLEYADES CAMPO			5		5	100.00	.01	.00
BEGONIA SANGRIA			5		5	100.00	.01	.00
AMARIS TMRNLO			5		5	100.00	.01	.00
PACHECO CAB/SHZ			5		5	100.00	.01	.00
LAGAR DA CONDSA			5		5	100.00	.01	.00
ORONTA ARAGON			5		5	100.00	.01	.00
TARON RESERVA			5		5	100.00	.01	.00
TRES OSOS CB SV			5		5	100.00	.01	.00
AVANCIA DE O RS			5		5	100.00	.01	.00
LANGA RL ARAGON			4	74	-70	-94.59	.01	.16
SIGLO CRNZA RED			4	62	-58	-93.55	.01	.13
BDGS LX ALB BXS			4	26	-22	-84.62	.01	.05
AGRCLA BRJA BOR			4	26	-22	-84.62	.01	.05
SLICES RED SNGR			4	19	-15	-78.95	.01	.04
ONTANON MACERCN			4	14	-10	-71.43	.01	.03
MERUM MNSTRJ JM			4	12	-8	-66.67	.01	.03
VEVI RUEDA			4	12	-8	-66.67	.01	.03
EL GORDO VERDJO			4	11	-7	-63.64	.01	.02
BDGS MUGA RSRVA			4	11	-7	-63.64	.01	.02
ABAD BUENO BRZO			4	11	-7	-63.64	.01	.02
LAGAR DE DOELAS			4	11	-7	-63.64	.01	.02
MURUVE JOVEN			4	10	-6	-60.00	.01	.02
SHAYA VRDJO O V			4	8	-4	-50.00	.01	.02
AZUL GRNZA FSTA			4	7	-3	-42.86	.01	.01
TORRES PAZO BRX			4	7	-3	-42.86	.01	.01
ARTADI VNS GAIN			4	6	-2	-33.33	.01	.01
VINA ILUSION JV			4	6	-2	-33.33	.01	.01
CLIO JUMILLA RD			4	6	-2	-33.33	.01	.01
MADAI ORIGEN			4	6	-2	-33.33	.01	.01
HCNDA LPZ HRO R			4	6	-2	-33.33	.01	.01
NUEVO SRBO SRBO			4	6	-2	-33.33	.01	.01
ALONSO DL YERRO			4	5	-1	-20.00	.01	.01
FAUSTNO I G RSV			4	5	-1	-20.00	.01	.01
GENIO ESP ROBLE			4	5	-1	-20.00	.01	.01
MORADA SANGRIA			4	4		.00	.01	.01
TARANTAS TEMP			4	4		.00	.01	.01
TURN ME SWEET			4	3	1	33.33	.01	.01
MIA WHITE			4	3	1	33.33	.01	.01
VNA PALCG RSRVA			4	3	1	33.33	.01	.01
TORRES VINA SOL			4	3	1	33.33	.01	.01
CUNE VR GRN RES			4	3	1	33.33	.01	.01
BARON D LY V TM			4	3	1	33.33	.01	.01
ANIMA NEGRA AN2			4	2	2	100.00	.01	.00
ARAGONS C HAYAS			4	2	2	100.00	.01	.00
LAGAR D CERVERA			4	4	4	100.00	.01	.00
MILCAMPOS TMRRL			4	4	4	100.00	.01	.00
ALAYA TIERRA GRN			4	4	4	100.00	.01	.00
90+CLR TEM L114			4	4	4	100.00	.01	.00
S CRTNA VLACUBR			4	4	4	100.00	.01	.00
CLOS ROJA PRORT			4	4	4	100.00	.01	.00
VINEDOS AROMAZ			4	4	4	100.00	.01	.00
MINDIARTE RIOJA			4	4	4	100.00	.01	.00
EL GUARDIAN			4	4	4	100.00	.01	.00
ALBET NOYA XARL			4	4	4	100.00	.01	.00
DECENDIENTES PA			4	4	4	100.00	.01	.00
NAI E SENRA ALB			4	4	4	100.00	.01	.00
LOLEA RD&WH/PRT			4	4	4	100.00	.01	.00
VATAN TINTA			4	4	4	100.00	.01	.00
BDG BRGO VJO TN			4	4	4	100.00	.01	.00
VINA SAN JUAN			3	1602	-1599	-99.81	.01	3.39
SOPLO GARNACHA			3	175	-172	-98.29	.01	.37
BAIGRRI TMP CRZ			3	142	-139	-97.89	.01	.30
BO BOBAL UT REQ			3	43	-40	-93.02	.01	.09
RAMON BILB TEMP			3	32	-29	-90.63	.01	.07
ALTO CUCO JUMLA			3	31	-28	-90.32	.01	.07
CASA ROJO NAT R			3	30	-27	-90.00	.01	.06
COT GMZ FLW&B T			3	25	-22	-88.00	.01	.05
ABAD D BUENO MN			3	24	-21	-87.50	.01	.05
PROTOCOLO TINTO			3	21	-18	-85.71	.01	.04
ADRAS MENCIA			3	20	-17	-85.00	.01	.04
ZORZAL GARNACHA			3	17	-14	-82.35	.01	.04
BUIL&GINE MNTST			3	17	-14	-82.35	.01	.04
EN FUEGO TEMP			3	15	-12	-80.00	.01	.03
LICIA ALBARINO			3	14	-11	-78.57	.01	.03
ARAGONS M CLETO			3	12	-9	-75.00	.01	.03
GENIO ESP ROSDO			3	12	-9	-75.00	.01	.03
XIBRANA			3	11	-8	-72.73	.01	.02
CNDE VDM RJ RES			3	11	-8	-72.73	.01	.02
LDS 800 PRIORAT			3	10	-7	-70.00	.01	.02
L VIDA PERFUM			3	10	-7	-70.00	.01	.02
EMILIO MRO TMPL			3	10	-7	-70.00	.01	.02
TRITON AVANTE			3	8	-5	-62.50	.01	.02
VINA GALANA SYR			3	8	-5	-62.50	.01	.02
ALTO MNCYO VRTN			3	8	-5	-62.50	.01	.02
BT TINTO			3	8	-5	-62.50	.01	.02
EMBOCADERO			3	7	-4	-57.14	.01	.01
HERENCIA AL BLC			3	6	-3	-50.00	.01	.01
HOWTHRNE RD MRL			3	6	-3	-50.00	.01	.01
DOMINIO HEREDIA			3	5	-2	-40.00	.01	.01
CLNS EBR GRN BL			3	5	-2	-40.00	.01	.01
FILLABOA ALBAR			3	5	-2	-40.00	.01	.01
PUERTO SALINAS			3	4	-1	-25.00	.01	.01

# NABCA CASE SALES ANALYSIS

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ALL STATES-1/1/17 - 03/31/17

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
CELLARS BLAU			3	4	-1	-25.00	.01	.01
SIGNO BOBAL			3	4	-1	-25.00	.01	.01
ALVRZ TOLE GODL			3	4	-1	-25.00	.01	.01
SLICES WHT SNGR			3	4	-1	-25.00	.01	.01
MQS D MORAL CRZ			3	3		.00	.01	.01
FERNANDZ BOVALE			3	3		.00	.01	.01
LUNA BRDE F CST			3	3		.00	.01	.01
REMELLURI RSRVA			3	2	1	50.00	.01	.00
BARCELO SANSON			3	2	1	50.00	.01	.00
ALTO CSTLO TEMP			3	2	1	50.00	.01	.00
EL SANCHO BLNCO			3	2	1	50.00	.01	.00
AIZPURUA B TXKL			3	2	1	50.00	.01	.00
BUIL&GINE NOSIS			3	2	1	50.00	.01	.00
FNCA D CAST TMP			3	1	2	200.00	.01	.00
TORRES CSTA RSE			3		3	100.00	.01	.00
CASA GRN SURANA			3		3	100.00	.01	.00
VEGA DEMARA TEM			3		3	100.00	.01	.00
LA NVRA TMP/GRN			3		3	100.00	.01	.00
ERMITA RJ CRNZ			3		3	100.00	.01	.00
PORTELA MENCIA			3		3	100.00	.01	.00
FLOW ROSE			3		3	100.00	.01	.00
FINCA MNTPDROSO			3		3	100.00	.01	.00
CASA ROJO NAT W			3		3	100.00	.01	.00
PERAJ PETITA K			3		3	100.00	.01	.00
BERONIA GR RSRV			3		3	100.00	.01	.00
LA PERLA RIOJA			3		3	100.00	.01	.00
LOS DOS ROSE			3		3	100.00	.01	.00
LOPEZ HRDIA CBL			3		3	100.00	.01	.00
VINOS ZESTOS BL			3		3	100.00	.01	.00
EL TANINO 1752			3		3	100.00	.01	.00
HONORO VRA BLND			3		3	100.00	.01	.00
TUSCK JMPR TEMP			3		3	100.00	.01	.00
BDGS NKS SND CB			3		3	100.00	.01	.00
ROQUE COLAS ADA			3		3	100.00	.01	.00
PSI RIBERA DUER			3		3	100.00	.01	.00
V SINDOA UNOAKD			3		3	100.00	.01	.00
BLAU T MONTSANT			3		3	100.00	.01	.00
ELVI SANGRIA K			3		3	100.00	.01	.00
EL CRTIJLLO VRD			3		3	100.00	.01	.00
LOLEA N.3			3		3	100.00	.01	.00
LOS NAVALES TMP			2	440	-438	-99.55	.00	.93
ABANICO ETERNUM			2	233	-231	-99.14	.00	.49
VINA HERMNA TMP			2	110	-108	-98.18	.00	.23
BDGS ROQSN ROQ			2	92	-90	-97.83	.00	.19
DON SIMON TMPRN			2	28	-26	-92.86	.00	.06
TORREMORN TINTO			2	23	-21	-91.30	.00	.05
HILANDA MONSTR			2	21	-19	-90.48	.00	.04
DN OLEGARIO ALB			2	21	-19	-90.48	.00	.04
BLACK SLATE LVA			2	17	-15	-88.24	.00	.04
DINASTIA ROSADO			2	17	-15	-88.24	.00	.04
DINASTIA BLANCO			2	17	-15	-88.24	.00	.04
OLIVARES ROSADO			2	16	-14	-87.50	.00	.03
HAZANA RJA TRAD			2	16	-14	-87.50	.00	.03
HONORO VR BLANC			2	13	-11	-84.62	.00	.03
VNTA MRLS TM OR			2	12	-10	-83.33	.00	.03
BULA 13 MONTSNT			2	12	-10	-83.33	.00	.03
HCNDA ZRGN CHR			2	11	-9	-81.82	.00	.02
URBION CUVEE			2	10	-8	-80.00	.00	.02
TORRE SNGR WHITE			2	10	-8	-80.00	.00	.02
VERASOL TMP/GRN			2	9	-7	-77.78	.00	.02
LLANOS RESERVA			2	7	-5	-71.43	.00	.01
SIERRA CAN TINT			2	7	-5	-71.43	.00	.01
LVP RED			2	7	-5	-71.43	.00	.01
LOBETIA VIOGNER			2	6	-4	-66.67	.00	.01
PAUL VLMR CHARD			2	6	-4	-66.67	.00	.01
TORRES SALMOS			2	5	-3	-60.00	.00	.01
ERRE HERERO VRD			2	5	-3	-60.00	.00	.01
ALMIREZ TORO			2	5	-3	-60.00	.00	.01
HERMANOS PCN RS			2	5	-3	-60.00	.00	.01
AVANTE FINO RIB			2	5	-3	-60.00	.00	.01
AALTO RIBERA DD			2	4	-2	-50.00	.00	.01
PLCOS RMDO VNDM			2	4	-2	-50.00	.00	.01
MAS DE SUBIRA			2	4	-2	-50.00	.00	.01
DON FRUTOS VERD			2	3	-1	-33.33	.00	.01
ESTAY PRTO PCDO			2	3	-1	-33.33	.00	.01
MUSEUM RL RS CG			2	3	-1	-33.33	.00	.01
FAUSTNO I RIOJA			2	3	-1	-33.33	.00	.01
SPANSH QT CB/TM			2	3	-1	-33.33	.00	.01
GRANROJO GRNCHA			2	3	-1	-33.33	.00	.01
PITTACUM BIERZO			2	3	-1	-33.33	.00	.01
TERRENAL SELECN			2	3	-1	-33.33	.00	.01
FERNANDEZ MATA			2	3	-1	-33.33	.00	.01
ROTLAN TRA PRT			2	3	-1	-33.33	.00	.01
PAGO VOSTAL RBL			2	3	-1	-33.33	.00	.01
MAXIMO TMPRNLO			2	3	-1	-33.33	.00	.01
PRADO REY ROSE			2	2		.00	.00	.00
COJON DE GATO			2	2		.00	.00	.00
TORRES VINA ESM			2	2		.00	.00	.00
TRASHUMANTE			2	2		.00	.00	.00
SANTIAGO RZ ALB			2	2		.00	.00	.00
BOUZA CSTL ALBN			2	2		.00	.00	.00
BAGORDI CRIANZA			2	2		.00	.00	.00
DONIEN BZKO TXL			2	2		.00	.00	.00

# NABCA CASE SALES ANALYSIS

## BY CLASS, TYPE, BRAND

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

ALL STATES-1/1/17 - 03/31/17

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
PAUL VLMR CB SV			2	2		.00	.00	.00
CLS ERMS LAUREL			2	2		.00	.00	.00
PAUL VLMR MRLT			2	1	1	100.00	.00	.00
MUGA RIOJA RSDO			2	1	1	100.00	.00	.00
DO ZOE ALBARINO			2	1	1	100.00	.00	.00
FLOR D VTUS TRO			2	1	1	100.00	.00	.00
MRQ MRTA CPLN W			2	1	1	100.00	.00	.00
SPARTICO TEMP			2	1	1	100.00	.00	.00
EL SANCHO TINTO			2	1	1	100.00	.00	.00
DON SIMON CB SV			2	1	1	100.00	.00	.00
FERRER BOBT PRT			2	1	1	100.00	.00	.00
CMPOS D LUZ OV			2	1	2	100.00	.00	.00
CSTLO MNSRN GRN			2	2	2	100.00	.00	.00
MONTANA RIOJA			2	2	2	100.00	.00	.00
BDGAS VLVR MNST			2	2	2	100.00	.00	.00
BDGS PLC GLO CR			2	2	2	100.00	.00	.00
CLRS FUENTES PR			2	2	2	100.00	.00	.00
MQ GRNON CALIZA			2	2	2	100.00	.00	.00
ONTANON CLARETE			2	2	2	100.00	.00	.00
90+CLRS LT 128			2	2	2	100.00	.00	.00
MALKERIDA BOBAL			2	2	2	100.00	.00	.00
ANECOOP LNGL OV			2	2	2	100.00	.00	.00
WICKED FRT MSCT			2	2	2	100.00	.00	.00
CSTLO ZARZA TNT			2	2	2	100.00	.00	.00
COTO DE IMAZ GR			2	2	2	100.00	.00	.00
VNAS MRLVLL IBR			2	2	2	100.00	.00	.00
PASO PASO ORG T			2	2	2	100.00	.00	.00
FLOR VERANO ALB			2	2	2	100.00	.00	.00
VINAS DEL CN ZA			2	2	2	100.00	.00	.00
CSTLO MNJRDN CH			2	2	2	100.00	.00	.00
VIORV VRDJO QUD			2	2	2	100.00	.00	.00
ESENCIAS TINTO			2	2	2	100.00	.00	.00
MS DELMARA TEMP			1	304	-303	-99.67	.00	.64
CSTLO ENGUE RES			1	81	-80	-98.77	.00	.17
REMORDIMIENTO W			1	62	-61	-98.39	.00	.13
TOBELLA SEL ESP			1	32	-31	-96.88	.00	.07
TINTO LENA			1	27	-26	-96.30	.00	.06
TAJA BDG RESERV			1	24	-23	-95.83	.00	.05
FINCA SAN MARTN			1	21	-20	-95.24	.00	.04
VANIDADE ALB RB			1	18	-17	-94.44	.00	.04
PRECIOUS SYRAH			1	17	-16	-94.12	.00	.04
INSPRCN VDMR ED			1	16	-15	-93.75	.00	.03
MAQUINON PRIORT			1	13	-12	-92.31	.00	.03
VICTORIAS ELIAS			1	13	-12	-92.31	.00	.03
DOMNIO CST CRNZ			1	10	-9	-90.00	.00	.02
CAMPOS DE LUZ			1	10	-9	-90.00	.00	.02
CAMPOS D LUZ WH			1	9	-8	-88.89	.00	.02
BDGS LAN ED LMT			1	8	-7	-87.50	.00	.02
ENNUK RED			1	7	-6	-85.71	.00	.01
PARDAL VERDEJO			1	7	-6	-85.71	.00	.01
BDGS MURO BLANC			1	6	-5	-83.33	.00	.01
BITCH WHITE			1	5	-4	-80.00	.00	.01
V SINDOA CHRDN			1	5	-4	-80.00	.00	.01
ANCIANO 5Y RSVA			1	5	-4	-80.00	.00	.01
DUQUESA D VLADLD			1	5	-4	-80.00	.00	.01
GENIUM POBOLEDA			1	5	-4	-80.00	.00	.01
MOREJONA VERDJO			1	5	-4	-80.00	.00	.01
ALVRZ TOL GD WH			1	5	-4	-80.00	.00	.01
MIRADOR IBERICO			1	5	-4	-80.00	.00	.01
ANCIANO WOOD BX			1	4	-3	-75.00	.00	.01
ERMITA PTRER TN			1	4	-3	-75.00	.00	.01
LS CLARAS HERTG			1	4	-3	-75.00	.00	.01
NOSTER INICIAL			1	4	-3	-75.00	.00	.01
PUCELA SAV BLNC			1	4	-3	-75.00	.00	.01
ROMANICO TORO			1	3	-2	-66.67	.00	.01
WICKED SILK SHZ			1	3	-2	-66.67	.00	.01
LOST VYD CB/TEM			1	3	-2	-66.67	.00	.01
DOM UGARTE RESV			1	3	-2	-66.67	.00	.01
EL PETIT CRLNIA			1	3	-2	-66.67	.00	.01
PUNTO COMO GARN			1	3	-2	-66.67	.00	.01
CUNE RIOJA			1	3	-2	-66.67	.00	.01
TORRES GRAN CRN			1	3	-2	-66.67	.00	.01
DON SIMON CHARD			1	3	-2	-66.67	.00	.01
GRUPO YLLERA CV			1	3	-2	-66.67	.00	.01
ARCAN ALBARINO			1	3	-2	-66.67	.00	.01
ARTAZURI NV RSE			1	2	-1	-50.00	.00	.00
HACIENDA CRINZA			1	2	-1	-50.00	.00	.00
DOMINUM QP RSRV			1	2	-1	-50.00	.00	.00
CASA D FIERAS R			1	2	-1	-50.00	.00	.00
DELINCUENTE GRN			1	2	-1	-50.00	.00	.00
WICKED JUICY GR			1	2	-1	-50.00	.00	.00
LOST VYD WH SNG			1	2	-1	-50.00	.00	.00
DOMINIO CST TNT			1	2	-1	-50.00	.00	.00
V SINDOA TMPNLA			1	2	-1	-50.00	.00	.00
LATRIA MNST RED			1	2	-1	-50.00	.00	.00
TORRES CAST MON			1	1		.00	.00	.00
CNDE SBRTS ROSE			1	1		.00	.00	.00
GARNACHA FGO RS			1	1		.00	.00	.00
AZUA BIANCO			1	1		.00	.00	.00
MUSEUM CZ CIGLE			1	1		.00	.00	.00
EMILIO M ML RED			1	1		.00	.00	.00
LA PERRA GORDA			1	1		.00	.00	.00
V SINDOA TMP/ML			1	1		.00	.00	.00

# NABCA CASE SALES ANALYSIS

## BY CLASS, TYPE, BRAND

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

ALL STATES-1/1/17 - 03/31/17

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
ENATE CAB/MERLT			1	1		.00	.00	.00
GRAN CL LES MIN			1	1		.00	.00	.00
LIBALIS			1	1		.00	.00	.00
CYAN T R ZAMORA			1	1		.00	.00	.00
ENATE RESRV CAB			1	1		.00	.00	.00
ALTO CINCO GRNC			1	1		.00	.00	.00
OLARRA ANARES			1	1		.00	.00	.00
MUGA RIOJA PRDO			1	1		.00	.00	.00
ARROYO VSTL DUE			1	1		.00	.00	.00
CUNE VR ROSADO			1	1		.00	.00	.00
HCNDA ZRGN MRLT			1	1		.00	.00	.00
BRN D LEY GR RS			1	1		.00	.00	.00
M LACUESTA RS R			1	1		.00	.00	.00
CONTINO RJ RSV			1	1	1	100.00	.00	.00
HACNDA ARNZ RSE			1	1	1	100.00	.00	.00
MUGA RIOJA WHT			1	1	1	100.00	.00	.00
BERONIA RESERVA			1	1	1	100.00	.00	.00
FUNF SANGRIA			1	1	1	100.00	.00	.00
DON SIMON SHRZ			1	1	1	100.00	.00	.00
HERENZA CRIANZA			1	1	1	100.00	.00	.00
EL TANINO MRLT			1	1	1	100.00	.00	.00
L BRUJO SELECCN			1	1	1	100.00	.00	.00
ENATE TEMPRANLO			1	1	1	100.00	.00	.00
TRIDENTE MENCIA			1	1	1	100.00	.00	.00
LOLEA RD&WH/BCK			1	1	1	100.00	.00	.00
CUNE IMP RESERVE			1	1	1	100.00	.00	.00
CRUCILLON TINTO			1	1	1	100.00	.00	.00
C MARTIN ALBRNO			1	1	1	100.00	.00	.00
EL COTO RJA RES			1	1	1	100.00	.00	.00
ABANDO CRNZ RJO			1	1	1	100.00	.00	.00
MICROBIO TEMPRA			1	1	1	100.00	.00	.00
LOLEA RD&WH/BAG			1	1	1	100.00	.00	.00
RADIO BOCA VRDJ			1	1	1	100.00	.00	.00
CABALERO PLT CR			1	1	1	100.00	.00	.00
LIQUID GEOGRPHY			1	1	1	100.00	.00	.00
MASSIMO RIOJA			1	1	1	100.00	.00	.00
RMIRZ GANUZA RS			1	1	1	100.00	.00	.00
ALBRNO LGR CSTA			1	1	1	100.00	.00	.00
VNA CENIT TINTA			1	1	1	100.00	.00	.00
EL TANINO CB SV			1	1	1	100.00	.00	.00
DON PX GRN RSRV			1	1	1	100.00	.00	.00
BRBDILO CST DGO			1	1	1	100.00	.00	.00
BUIL&GINE PRT B			1	1	1	100.00	.00	.00
HOWTHRNE RD CAB			1	1	1	100.00	.00	.00
BESLLUM XABEC			1	1	1	100.00	.00	.00
SABOR CRNZ JOVN			1	1	1	100.00	.00	.00
ARAGONS CRUCLLN			1	1	1	100.00	.00	.00
CUNE RIOJA RSDO			1	1	1	100.00	.00	.00
CAPCNS MS RSAT			1	1	1	100.00	.00	.00
MARCO ABELLA			1	1	1	100.00	.00	.00
VALL LLACH PORR			1	1	1	100.00	.00	.00
HOWTHRNE RD CHD			1	1	1	100.00	.00	.00
XILOCA GARNACHA			1	1	1	100.00	.00	.00
TUSCK JMPR ROSE			1	1	1	100.00	.00	.00
VIZCONDE BR ALB			1	1	1	100.00	.00	.00
SLICES RSE SNGR			1	1	1	100.00	.00	.00
GODLLO LRO BOLO			1	1	1	100.00	.00	.00
CALMA RIOJA RED			1	1	1	100.00	.00	.00
FATUM WHITE			1	1	1	100.00	.00	.00
MONASTERIO RDD			1	1	1	100.00	.00	.00
SOLAR RANDEZ BL			1	1	1	100.00	.00	.00
ELS NANOS RED			1	1	1	100.00	.00	.00
JELLYBEAN RED			1	1	1	100.00	.00	.00
ANIMA NEGRA AN			1	1	1	100.00	.00	.00
ENRIQUE MEN TRE			1	1	1	100.00	.00	.00
CASTLLO D TOMAS				855	-855	-100.00	.00	1.81
BODEGA MUR CRMN				592	-592	-100.00	.00	1.25
PORTIA EBEIA RB				443	-443	-100.00	.00	.94
LGDO FARRO MNCA				377	-377	-100.00	.00	.80
MURIEL SLCN RSV				163	-163	-100.00	.00	.34
VINSACRO RIOJA				148	-148	-100.00	.00	.31
TAPENA GARNACHA				100	-100	-100.00	.00	.21
VINA MAYOR RSV				83	-83	-100.00	.00	.18
WICKED STYL TEM				78	-78	-100.00	.00	.16
CLOS D LS CARZO				52	-52	-100.00	.00	.11
REMORDIMIENTO R				40	-40	-100.00	.00	.08
R-OH GRNCH CRGN				39	-39	-100.00	.00	.08
BDG AVANTE TNTA				37	-37	-100.00	.00	.08
RIOJA VEGA TEMP				35	-35	-100.00	.00	.07
GRANROJO TMRNL				35	-35	-100.00	.00	.07
PAGO SANGARA CR				33	-33	-100.00	.00	.07
MARIA OLE SNGR				29	-29	-100.00	.00	.06
ARAGUS GRNC RSE				28	-28	-100.00	.00	.06
LAS PIZARRS GRN				27	-27	-100.00	.00	.06
CAMINA ROSADO				25	-25	-100.00	.00	.05
NISIA VERDEJO				23	-23	-100.00	.00	.05
MRQS DE VELILLA				22	-22	-100.00	.00	.05
PUJANZA HADO				21	-21	-100.00	.00	.04
CEPA 21				20	-20	-100.00	.00	.04
FINCA SANDOVAL				20	-20	-100.00	.00	.04
URBAN RIBERA				19	-19	-100.00	.00	.04
ALEGRE ROSADO				18	-18	-100.00	.00	.04
LAS CLARAS RBRA				18	-18	-100.00	.00	.04

# NABCA CASE SALES ANALYSIS

## BY CLASS, TYPE, BRAND

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

ALL STATES-1/1/17 - 03/31/17

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
LIA D PRDRY RSE					17	-17	-100.00	.00
EL JAMON TEMP					16	-16	-100.00	.00
ALTAVINS DOMUS					16	-16	-100.00	.00
MONTE VCR GRNCH					15	-15	-100.00	.00
TRIGA TINTO					15	-15	-100.00	.00
FILON GARNACHA					15	-15	-100.00	.00
SERRES OV TEMP					14	-14	-100.00	.00
FINCA ALNDE OLV					14	-14	-100.00	.00
VINA GALANA TMP					14	-14	-100.00	.00
CUATRO PSO BRZO					14	-14	-100.00	.00
VINA COLLADO					13	-13	-100.00	.00
MIRONE WHITE					12	-12	-100.00	.00
ATALAYA ALMANSA					12	-12	-100.00	.00
ALBERO CAVA					12	-12	-100.00	.00
ALBADA TINTO					11	-11	-100.00	.00
PARES BLTA ROSE					11	-11	-100.00	.00
MAD DOG&ENG JUM					11	-11	-100.00	.00
CHIVITE GF SELC					11	-11	-100.00	.00
HCNDA ZRGN SYRH					10	-10	-100.00	.00
SIERRA CANT UNC					10	-10	-100.00	.00
FNTE MLNO SM SC					10	-10	-100.00	.00
CASA L'ANGEL EV					10	-10	-100.00	.00
MIRONE RED					10	-10	-100.00	.00
LA GRANJA SYRAH					9	-9	-100.00	.00
PREDICADOR					8	-8	-100.00	.00
ONTANON VTVR BL					8	-8	-100.00	.00
MNDO YNT TMP/SY					8	-8	-100.00	.00
PETITE SIOS TNT					8	-8	-100.00	.00
MONTESINOS RSDO					8	-8	-100.00	.00
VOLVORTA PROBUS					8	-8	-100.00	.00
PASION DE BOBAL					8	-8	-100.00	.00
ABADIA DL OLV R					8	-8	-100.00	.00
VEGA MRGNA TEMP					8	-8	-100.00	.00
LVP PINK					6	-6	-100.00	.00
SCALA DEI NEGRE					6	-6	-100.00	.00
RAIOLAS D'OUTNO					6	-6	-100.00	.00
LO NUEVO MONTA					6	-6	-100.00	.00
MARTINET MENUT					6	-6	-100.00	.00
MRQ D ALELA BLC					6	-6	-100.00	.00
ONTANON GRN RES					6	-6	-100.00	.00
RENTAS FNCS CRZ					5	-5	-100.00	.00
PORTICO DA RIA					5	-5	-100.00	.00
AZUA TINTO					5	-5	-100.00	.00
PABLO AL GARIEN					5	-5	-100.00	.00
PESQRA TINTO RBR					5	-5	-100.00	.00
MELIOR					5	-5	-100.00	.00
PECASO ORGANIC					5	-5	-100.00	.00
LES CRESTES					5	-5	-100.00	.00
SITIOS BDGA CON					5	-5	-100.00	.00
TRES OJOS OV GR					5	-5	-100.00	.00
LA MONTESA					4	-4	-100.00	.00
DIOS ARES CRNZA					4	-4	-100.00	.00
RAMON BLB GR RS					4	-4	-100.00	.00
CMPOS SNS VRDJO					4	-4	-100.00	.00
TRS MAS PLNA CB					4	-4	-100.00	.00
TORRES CORONAS					4	-4	-100.00	.00
SOLAR RANDZ RSE					4	-4	-100.00	.00
BARON DE LY WHT					4	-4	-100.00	.00
ONTANON VETIVER					4	-4	-100.00	.00
HCNDA ZRGN TEMP					4	-4	-100.00	.00
FINCA ANTGA VRA					4	-4	-100.00	.00
ELBO TEMPRANLLO					4	-4	-100.00	.00
BAGORDI COSECHA					4	-4	-100.00	.00
TERRA LATINA					4	-4	-100.00	.00
GODELIA MENCIA					4	-4	-100.00	.00
VINA OLAYA TEMP					4	-4	-100.00	.00
RAVENTOS IB RSA					4	-4	-100.00	.00
CRUZ ALBA CRNZ					3	-3	-100.00	.00
VLDL NOS VRDJ RU					3	-3	-100.00	.00
SANZ VERDEJO					3	-3	-100.00	.00
ARTADI RIOJA PV					3	-3	-100.00	.00
ABADIA O ROSADO					3	-3	-100.00	.00
HCNDA ZRGN SV B					3	-3	-100.00	.00
TELMO RDRGZ RJO					3	-3	-100.00	.00
BARON D LY V GR					3	-3	-100.00	.00
BDG SNTBL MUTUO					3	-3	-100.00	.00
PROTOCOLO BLANC					3	-3	-100.00	.00
BRECA GDF RTNDA					3	-3	-100.00	.00
COT GMZ FLW&B B					3	-3	-100.00	.00
COTO GOMRZ BLNC					3	-3	-100.00	.00
ADOREMUS RES					3	-3	-100.00	.00
NITA PRIORAT					3	-3	-100.00	.00
CARDOVA GARNCHA					3	-3	-100.00	.00
C MNJRD TMP NVR					3	-3	-100.00	.00
ARROCAL SELCION					3	-3	-100.00	.00
EARTH 3.0 TEMP					3	-3	-100.00	.00
VLDAMOR NAMORIO					3	-3	-100.00	.00
HRMNS VLR IPSUM					3	-3	-100.00	.00
ADEGAS VM NS AL					3	-3	-100.00	.00
ANCIANO 3Y CRNZ					3	-3	-100.00	.00
CORTIJO III TNT					3	-3	-100.00	.00
VINA COLLADO BL					3	-3	-100.00	.00
EMINA VD RUEDA					3	-3	-100.00	.00

# NABCA CASE SALES ANALYSIS

## BY CLASS, TYPE, BRAND

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

ALL STATES-1/1/17 - 03/31/17

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
EVIL CB SV ARGN				3	-3	-100.00	.00	.01
C SERRES CRINZA				3	-3	-100.00	.00	.01
SENSIBLE ROSE				3	-3	-100.00	.00	.01
VIVENCIAS				3	-3	-100.00	.00	.01
TERRA UN TMP RS				3	-3	-100.00	.00	.01
PALCIOS BOLO GD				3	-3	-100.00	.00	.01
MENCOS BLANCO				2	-2	-100.00	.00	.00
VALL LLACH IDUS				2	-2	-100.00	.00	.00
BARHND A BARRICA				2	-2	-100.00	.00	.00
CNDE SIRULA CRZ				2	-2	-100.00	.00	.00
ALCENO TINTO				2	-2	-100.00	.00	.00
LA COMEDIA				2	-2	-100.00	.00	.00
FINCA EMPTRZ CZ				2	-2	-100.00	.00	.00
BARCO DE PIEDRA				2	-2	-100.00	.00	.00
SIERRA CN RIOJA				2	-2	-100.00	.00	.00
BUIL&GINE PRIOT				2	-2	-100.00	.00	.00
EA LA MANCHA DO				2	-2	-100.00	.00	.00
RADIO BOCA ROSE				2	-2	-100.00	.00	.00
CONVENTOS PRIOR				2	-2	-100.00	.00	.00
HCNDA UVNS RSDO				2	-2	-100.00	.00	.00
MARQ CAMPO TEMP				2	-2	-100.00	.00	.00
LOST VYD RD SNG				2	-2	-100.00	.00	.00
DOMNIO TRS BLTS				2	-2	-100.00	.00	.00
VAL SNZO T SNZO				2	-2	-100.00	.00	.00
VNA HNDA MNSTR				2	-2	-100.00	.00	.00
VEGA MRGN LA DN				2	-2	-100.00	.00	.00
TOMADA CSTR ALB				2	-2	-100.00	.00	.00
RAIMAT CAB CDS				2	-2	-100.00	.00	.00
DOLMO TEMPRNLO				2	-2	-100.00	.00	.00
ALBET NOYA P WH				2	-2	-100.00	.00	.00
TORRES VNA CHR				2	-2	-100.00	.00	.00
ENATE ROSADO				2	-2	-100.00	.00	.00
FERNANDEZ EGEO				2	-2	-100.00	.00	.00
J GIL WT MUSCAT				2	-2	-100.00	.00	.00
JV SN PEDRO VRA				2	-2	-100.00	.00	.00
EPILOGO SV B/MS				2	-2	-100.00	.00	.00
RAIMAT ALBARINO				2	-2	-100.00	.00	.00
V SINDOA GRNCHA				2	-2	-100.00	.00	.00
TORRES VERDEO				1	-1	-100.00	.00	.00
NODUS MERLOT				1	-1	-100.00	.00	.00
EL CURATO TORO				1	-1	-100.00	.00	.00
EMILIO MRO TINTO				1	-1	-100.00	.00	.00
BDGS RZ VNSP CR				1	-1	-100.00	.00	.00
GABA DO XIL MEN				1	-1	-100.00	.00	.00
BODEGAS ONICE				1	-1	-100.00	.00	.00
PUCELA TEMP/CAB				1	-1	-100.00	.00	.00
RIO MADRE ROSE				1	-1	-100.00	.00	.00
TRTON TINTA TORO				1	-1	-100.00	.00	.00
LES MINES PRIOR				1	-1	-100.00	.00	.00
MATI RIOJA				1	-1	-100.00	.00	.00
BELLSUM				1	-1	-100.00	.00	.00
REAL ARGN CNTNR				1	-1	-100.00	.00	.00
CAMPOS DE VINTO				1	-1	-100.00	.00	.00
CYAN 12 MESES				1	-1	-100.00	.00	.00
CAPAFENS OSD SRL				1	-1	-100.00	.00	.00
M M YGAY GR RES				1	-1	-100.00	.00	.00
LACUESTA CSCH T				1	-1	-100.00	.00	.00
RAMON BILB GIFT				1	-1	-100.00	.00	.00
MUSEUM RS CG TM				1	-1	-100.00	.00	.00
ERMTA FELCE RSE				1	-1	-100.00	.00	.00
TUSCK JMPR MOSC				1	-1	-100.00	.00	.00
SOLAR RNDZ RS R				1	-1	-100.00	.00	.00
CNDE VLDMR RSV				1	-1	-100.00	.00	.00
PEDRO ESC F MLN				1	-1	-100.00	.00	.00
CYATHO VERDEJO				1	-1	-100.00	.00	.00
NODUS RED				1	-1	-100.00	.00	.00
SLICES CB R SNG				1	-1	-100.00	.00	.00
FINCA SNDVL SAL				1	-1	-100.00	.00	.00
PRADO REY ELITE				1	-1	-100.00	.00	.00
CINEMA TEMPRNLO				1	-1	-100.00	.00	.00
MENGUANTE GRNCH				1	-1	-100.00	.00	.00
TORRES BLCK LBL				1	-1	-100.00	.00	.00
ZALEO TEMPRNLL				1	-1	-100.00	.00	.00
ADRAS GODELLO				1	-1	-100.00	.00	.00
ALODIA SYRAH				1	-1	-100.00	.00	.00
ENATE CHARDONAY				1	-1	-100.00	.00	.00
VNA HERMNA EXCL				1	-1	-100.00	.00	.00
SERRA D EST ALB				1	-1	-100.00	.00	.00
MQ GRINON CB SV				1	-1	-100.00	.00	.00
BLNCO NEVA VRDJ				1	-1	-100.00	.00	.00
OSSIAN QUINTLNA				1	-1	-100.00	.00	.00
CALA BLANCA TEM				1	-1	-100.00	.00	.00
BESITOS VAL MSC				1	-1	-100.00	.00	.00
CUEVA D MONGE B				1	-1	-100.00	.00	.00
F ESP BRDN ROSE				1	-1	-100.00	.00	.00
MERMELADA SASSY				1	-1	-100.00	.00	.00
TILENUS JOVN MN				1	-1	-100.00	.00	.00
ROBALINO ALB BX				1	-1	-100.00	.00	.00
PASO PASO VRDJO				1	-1	-100.00	.00	.00
CMPOS D LUZ RSE				1	-1	-100.00	.00	.00
CLARAVAL SL ESP				1	-1	-100.00	.00	.00
ED HARDY WH SNG				1	-1	-100.00	.00	.00
ITSAS MNDI BZKO				1	-1	-100.00	.00	.00

# NABCA CASE SALES ANALYSIS

## BY CLASS, TYPE, BRAND

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

ALL STATES-1/1/17 - 03/31/17

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
VNA BJNDA RSVA				1	-1	-100.00	.00	.00
BARON D LEY FNC				1	-1	-100.00	.00	.00
C MNJRDN GARNAC				1	-1	-100.00	.00	.00
<b>TOTAL SPAIN</b>			<b>42903</b>	<b>47298</b>	<b>-4395</b>	<b>-9.29</b>		
<b>NEW ZEALAND</b>								
CRAWFRD KIM SAV			7162	5796	1366	23.57	11.87	11.12
CUPCAKE SB MARL			6518	5356	1162	21.70	10.80	10.28
STARBOROUGH SAV			5992	4747	1245	26.23	9.93	9.11
NOBILO SAUV BLC			5417	4208	1209	28.73	8.98	8.07
OYSTER BY SB MB			3928	3079	849	27.57	6.51	5.91
BLACK BOX SV BL			3399	2287	1112	48.62	5.63	4.39
MATUA SV B MARL			2967	2922	45	1.54	4.92	5.61
FISHEYE SAUV BL			2787	2929	-142	-4.85	4.62	5.62
MONKEY BAY SV B			2400	2839	-439	-15.46	3.98	5.45
WHITEHVN SAV BL			1638	1429	209	14.63	2.71	2.74
PROPHECY SV BLC			1502		1502	100.00	2.49	.00
BRANCTT VAR SAV			1035	1389	-354	-25.49	1.72	2.67
VLLA MRJA PB SB			987	706	281	39.80	1.64	1.35
90+CLR L2 SAV B			948	919	29	3.16	1.57	1.76
BRANCTT SAV BLC			876	674	202	29.97	1.45	1.29
NOBILO FH SV BL			738	550	188	34.18	1.22	1.06
MOHUA SAUV BLNC			615	659	-44	-6.68	1.02	1.26
13 CELSIUS SV B			509	193	316	163.73	.84	.37
MATUA P NR MARL			458	263	195	74.14	.76	.50
SPY VALLEY SV B			453	492	-39	-7.93	.75	.94
WITHER HLS SV B			417	472	-55	-11.65	.69	.91
RIBBONWOOD SV B			393		393	100.00	.65	.00
CRAWFRD SPFR SB			346	125	221	176.80	.57	.24
CRAWFRD KIM PNT			344	343	1	0.29	.57	.66
OYSTER BY PN MB			338	349	-11	-3.15	.56	.67
FIRE ROAD SV BL			283	300	-17	-5.67	.47	.58
OVERSTONE SV BL			270	364	-94	-25.82	.45	.70
KONO			258	309	-51	-16.50	.43	.59
CLOUDY BAY SV B			256	291	-35	-12.03	.42	.56
LOVEBLOCK SV BL			252	158	94	59.49	.42	.30
HILLERSDEN P GR			252		252	100.00	.42	.00
OYSTER BY CH MB			224	238	-14	-5.88	.37	.46
NOBILO ICN S BL			220	100	120	120.00	.36	.19
HAY MAKER SV BL			212	168	44	26.19	.35	.32
SILENI SAV BLNC			204	298	-94	-31.54	.34	.57
DOG POINT SV BL			203	147	56	38.10	.34	.28
CROSSINGS SV BL			199	175	24	13.71	.33	.34
MT FISHTAIL S B			193	43	150	348.84	.32	.08
CRAWFRD KIM CHR			192	149	43	28.86	.32	.29
NEW HARBOR SV B			171	173	-2	-1.16	.28	.33
TOHU SAUV BLANC			166	132	34	25.76	.28	.25
PONGA SAUV BLNC			161	133	28	21.05	.27	.26
FRAMINGHAM SV B			144		144	100.00	.24	.00
CLIFFORD BAY SV			141	142	-1	-.70	.23	.27
CRAGGY TMN S BL			135	121	14	11.57	.22	.23
RANGA RANGA S V			134	121	13	10.74	.22	.23
CRAGGY SAUV BLC			121	128	-7	-5.47	.20	.25
SEA PEARL SAUV			119	71	48	67.61	.20	.14
MUSSEL BAY S BL			108	114	-6	-5.26	.18	.22
MUD HSE MRLB SB			101	110	-9	-8.18	.17	.21
MATAKANA SV BLC			99		99	100.00	.16	.00
GIESEN SAUV BLC			98	11	87	790.91	.16	.02
OMAKA SPR SV BL			97	76	21	27.63	.16	.15
WALNUT BLOCK SV			94	129	-35	-27.13	.16	.25
HARBOR TOWN SAV			90	85	72	400.00	.15	.03
OTTO CONSTNT SB			89	85	4	4.71	.15	.16
NOBILO RC CHARD			82	16	66	412.50	.14	.03
THE SEEKER SV B			76	76		.00	.13	.15
BRNCTT FLGHT SB			72	73	-1	-1.37	.12	.14
CRAWFRD KM P GR			71	46	25	54.35	.12	.09
PICTON BAY S BL			69	85	-16	-18.82	.11	.16
BRANCTT PN NOIR			68	54	14	25.93	.11	.10
3 BROOMS SV BL			66	34	32	94.12	.11	.07
NAUTILUS SAV BL			65	69	-4	-5.80	.11	.13
ESK VLLY SAV BL			65	14	51	364.29	.11	.03
INFAMOUS GS SAV			62	14	48	342.86	.10	.03
DRYLANDS SV BLC			58	69	-11	-15.94	.10	.13
KIRKLAND SIG SB			56		56	100.00	.09	.00
YEALANDS SV BL			55	33	22	66.67	.09	.06
HAVELOCK SV BLC			54	23	31	134.78	.09	.04
BABICH MRLB S B			53	48	5	10.42	.09	.09
AWATERE RV S BL			53		53	100.00	.09	.00
PONGA PINOT NR			50	58	-8	-13.79	.08	.11
GREYWACKE SV BL			50	57	-7	-12.28	.08	.11
LOBSTER REEF SB			50	52	-2	-3.85	.08	.10
SPY VALLEY PN N			48	56	-8	-14.29	.08	.11
CRAWFRD K NZ CH			47	83	-36	-43.37	.08	.16
10 SISTRS SV BL			46	99	-53	-53.54	.08	.19
WAIRAU RVR SV B			45	27	18	66.67	.07	.05
ECHO BAY SAV BL			41		41	100.00	.07	.00
THE PASS SV BL			38	35	3	8.57	.06	.07
THE LOOP SV BL			38	31	7	22.58	.06	.06
SATELLITE SV BL			37	31	6	19.35	.06	.06
LITTLE SHEEP SB			37		37	100.00	.06	.00
OYSTER BY ML HB			35	40	-5	-12.50	.06	.08
MANU MRLBH SV B			32	37	-5	-13.51	.05	.07

# NABCA CASE SALES ANALYSIS

## BY CLASS, TYPE, BRAND

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

ALL STATES-1/1/17 - 03/31/17

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
SCOTT ALN VS SB			32	36	-4	-11.11	.05	.07
CRACKLIN SAVIE			32	24	8	33.33	.05	.05
FERNLANDS SV BL			31	42	-11	-26.19	.05	.08
LAWSONS DH S BL			31	20	11	55.00	.05	.04
VLLA MRJA PB CH			29	28	1	3.57	.05	.05
PIKORUA SV BL			28	17	11	64.71	.05	.03
MT BEAUTIFUL SB			27	31	-4	-12.90	.04	.06
NOBILO ICN P NR			25	19	6	31.58	.04	.04
SEASIDE CLLR PN			24		24	100.00	.04	.00
DOG POINT PN NR			22	7	15	214.29	.04	.01
MOHUA PINOT NOR			21	21		.00	.03	.04
MT BEAUTIFUL PN			21	17	4	23.53	.03	.03
O'DWYER CRK SB			21	13	8	61.54	.03	.02
FRENZY SAV BLNC			20	20		.00	.03	.04
TWELFTH NGT SB			20	14	6	42.86	.03	.03
VLLA MRJA CL SB			20	6	14	233.33	.03	.01
SILENI PNT NOIR			19	3	16	533.33	.03	.01
STONECROP SV BL			19	1	18	1800.00	.03	.00
PETIT CLS SV BL			19		19	100.00	.03	.00
MATAKANA PN/RSE			19		19	100.00	.03	.00
HILLERSDEN S BL			19		19	100.00	.03	.00
CLOUDY BAY CHRDR			18	36	-18	-50.00	.03	.07
CLOUDY BAY PN N			18	20	-2	-10.00	.03	.04
SAVEE SEA S/B			18		18	100.00	.03	.00
V. NO RSV SAV BL			17	197	-180	-91.37	.03	.38
OKIWA BAY SAUV			17	32	-15	-46.88	.03	.06
INNCONT BYS SV B			17		17	100.00	.03	.00
SOLE BEECH SV/B			15	15		.00	.02	.03
GOOSE BAY SV BL			15	13	2	15.38	.02	.02
MOMO SAUV BLANC			15	6	9	150.00	.02	.01
VLLA MRJA PB PN			15	6	9	150.00	.02	.01
NAUTILUS P NOIR			14	23	-9	-39.13	.02	.04
MT NELSON SV BL			14	8	6	75.00	.02	.02
OMAKA SP FV P N			14		14	100.00	.02	.00
ROARING MEG P N			13	25	-12	-48.00	.02	.05
SAUV RPBLC S BL			13	23	-10	-43.48	.02	.04
MATAKANA PN GRS			13		13	100.00	.02	.00
TUSSOCK JMPR SB			12	14	-2	-14.29	.02	.03
RAIN MRLB SV BL			12	14	-2	-14.29	.02	.03
OLD COACH SV BL			12	13	-1	-7.69	.02	.02
OTTO CONSTINT PN			12	9	3	33.33	.02	.02
TOHU PINOT NOIR			12	5	7	140.00	.02	.01
TIKI SOUND S BL			11	14	-3	-21.43	.02	.03
DOG POINT SB 94			10	8	2	25.00	.02	.02
MAKARA SAV BLNC			10	6	4	66.67	.02	.01
THE NED SAV BLC			9	1	8	800.00	.01	.00
CRITERION PN NR			9		9	100.00	.01	.00
PALLISER SAV BL			8	17	-9	-52.94	.01	.03
TWELFTH NGT RSL			8	3	5	166.67	.01	.01
CRAGGY TE KAHU			8	2	6	300.00	.01	.00
THORNY RS SV BL			7	33	-26	-78.79	.01	.06
YEALANDS PN NR			7	23	-16	-69.57	.01	.04
SMKE STCK SV BL			7	23	-16	-69.57	.01	.04
THE COTTAGE SVB			7	22	-15	-68.18	.01	.04
SILENT STRT SVB			7	12	-5	-41.67	.01	.02
FIRE ROAD PN NR			7	6	1	16.67	.01	.01
FORREST PNOT NR			7	5	2	40.00	.01	.01
MAIMAI SAV BLNC			7	5	2	40.00	.01	.01
SEA PEARL PN NR			7	3	4	133.33	.01	.01
GUIDEPOST SV BL			7		7	100.00	.01	.00
THE PASS PN NR				11	-5	-45.45	.01	.02
MUD HSE OTGA PN			6	7	-1	-14.29	.01	.01
SEASIDE CLLR SB			6		6	100.00	.01	.00
OUTER SOUNDS SB			6		6	100.00	.01	.00
FORREST STNY SB			6		6	100.00	.01	.00
COOPER CK PN HW			6		6	100.00	.01	.00
THE NED PN ROSE			6		6	100.00	.01	.00
RUBUS SAV BLANC			5	15	-10	-66.67	.01	.03
SNT CLAIR SV BL			5	15	-10	-66.67	.01	.03
10 SISTRS PN NR			5	8	-3	-37.50	.01	.02
TWELFTH NGT PN			5	7	-2	-28.57	.01	.01
KUMEU RVR CHARD			5			.00	.01	.01
GREYWACKE PN NR			5			.00	.01	.01
MATAHIWI PN NR			5			.00	.01	.01
BOULDER BANK SB			5	2	3	150.00	.01	.00
SHRWD STONEY SB			5		5	100.00	.01	.00
WAIRAU RIVER PN			5		5	100.00	.01	.00
CRAGGY TMN P NR			5		5	100.00	.01	.00
GLAZEBRK SAV MB			5		5	100.00	.01	.00
ALLAN SCOTT S B			5		5	100.00	.01	.00
SUNDAY MT SV BL			4	16	-12	-75.00	.01	.03
CRETER RIM S BL			4	12	-8	-66.67	.01	.02
NEUDORF PN NOIR			4	8	-4	-50.00	.01	.02
YEALANDS S1 SV			4	8	-4	-50.00	.01	.02
THE NEST SAV BL			4	7	-3	-42.86	.01	.01
SQUEALING PIG			4	6	-2	-33.33	.01	.01
GOOSE BAY PN NR			4	4		.00	.01	.01
ST CLAIR SV BLC			4	3	1	33.33	.01	.01
DASHWOOD SV BL			4	2	2	100.00	.01	.00
ALLAN SCOTT PN			4	1	3	300.00	.01	.00
AUNTSFIELD SV B			4		4	100.00	.01	.00
MT RILEY PN NOR			4		4	100.00	.01	.00
FAULT LINE S/B			4		4	100.00	.01	.00

# NABCA CASE SALES ANALYSIS

## BY CLASS, TYPE, BRAND

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

ALL STATES-1/1/17 - 03/31/17

PAGE 217

CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
UNPARALLELD SVB			3	25	-22	-88.00	.00	.05
STONE BAY CHDNY			3	13	-10	-76.92	.00	.02
DASHWOOD PN NR			3	9	-6	-66.67	.00	.02
LOVEBLOCK PN NR			3	7	-4	-57.14	.00	.01
ASTROLABE SV BL			3	7	-4	-57.14	.00	.01
TORA BAY SV BLC			3	6	-3	-50.00	.00	.01
LAKE CHALICE SB			3	5	-2	-40.00	.00	.01
MISSN EST SYRAH			3	4	-1	-25.00	.00	.01
DOG POINT CHARD			3	4	-1	-25.00	.00	.01
PICTON BAY P NR			3	4	-1	-25.00	.00	.01
CHIMNEY CRK SV			3	3		.00	.00	.01
SILENI NANO SVB			3	3		.00	.00	.01
ST CLAIR VIC PN			3	3		.00	.00	.01
HUNTERS SAUV BL			3	3		.00	.00	.01
ASTROLABE PN NR			3	1	2	200.00	.00	.00
MATUA PN NR RSE			3	1	2	200.00	.00	.00
BRNCTT FLGHT PG			3	1	2	200.00	.00	.00
TOTARA			3		3	100.00	.00	.00
THE DOCTORS RSL			3		3	100.00	.00	.00
P YEALANDS P GR			3		3	100.00	.00	.00
THE CRTR RIM PN			3		3	100.00	.00	.00
MT BEAUTFL PN C			3		3	100.00	.00	.00
CLOUD NO.9 SV B			3		3	100.00	.00	.00
MASSIMO SAV BLC			2	573	-571	-99.65	.00	1.10
MISSION EST SB			2	15	-13	-86.67	.00	.03
MAUI PINOT GRIS			2	9	-7	-77.78	.00	.02
TRINTY ML/CB/SH			2	7	-5	-71.43	.00	.01
CLOUDY BY TK SB			2	6	-4	-66.67	.00	.01
MT DFFCLTY P GR			2	5	-3	-60.00	.00	.01
TOHU CHARDONNAY			2	5	-3	-60.00	.00	.01
ST CLAIR B16 PN			2	5	-3	-60.00	.00	.01
NEUDORF SV BLC			2	5	-3	-60.00	.00	.01
LAWSONS DH RSLG			2	4	-2	-50.00	.00	.01
NOBILO SV BL KG			2	4	-2	-50.00	.00	.01
LAWSONS DH GWZT			2	3	-1	-33.33	.00	.01
BABICH BLACK SB			2	3	-1	-33.33	.00	.01
LAKE CHALICE PN			2	2		.00	.00	.00
SCOTT ALN ML SB			2	2		.00	.00	.00
HEADSNPPR SV BL			2	1	1	100.00	.00	.00
MILLTON CHARDNY			2	1	1	100.00	.00	.00
HUNTERS PIN NOR			2	1	1	100.00	.00	.00
SPY VLLY PN RSE			2	2	2	100.00	.00	.00
ATA RANGI PN NR			2	2	2	100.00	.00	.00
FELTN RD PN CVR			2	2	2	100.00	.00	.00
ARONA MARLBORGH			2	2	2	100.00	.00	.00
SAVEE SEA SV BL			2	2	2	100.00	.00	.00
BRANCTT PNT RSV			2	2	2	100.00	.00	.00
HIGHFIELD PN NR			2	2	2	100.00	.00	.00
MT BEAUTIFUL PG			1	297	-296	-99.66	.00	.57
BABICH HEADWTRS			1	22	-21	-95.45	.00	.04
SELAKS SV BL RS			1	20	-19	-95.00	.00	.04
CAIRNBRAE SV BL			1	18	-17	-94.44	.00	.03
CRAWFRD PNSY RS			1	13	-12	-92.31	.00	.02
PHANTOM BAY SV			1	13	-12	-92.31	.00	.02
900 GRAPES S BL			1	8	-7	-87.50	.00	.02
MAIMAI CHARD			1	7	-6	-85.71	.00	.01
LAWSON DH P GRS			1	6	-5	-83.33	.00	.01
KUMEU VLLGE CHR			1	5	-4	-80.00	.00	.01
VLLA MRIA CL PN			1	3	-2	-66.67	.00	.01
STONECROP PN NR			1	3	-2	-66.67	.00	.01
GLAZEBROOK SV B			1	2	-1	-50.00	.00	.00
OLD COACH PN GR			1	2	-1	-50.00	.00	.00
MISSN EST CHARD			1	2	-1	-50.00	.00	.00
SEIFRIED SAV BL			1	2	-1	-50.00	.00	.00
SUGAR REEF S BL			1	2	-1	-50.00	.00	.00
LOVEBLOCK PN GR			1	1		.00	.00	.00
MT DFFCLTY P NR			1	1		.00	.00	.00
CRAWFRD PG HOME			1	1		.00	.00	.00
OLD COACH CHARD			1	1		.00	.00	.00
WH CLOVER PN NR			1	1		.00	.00	.00
Craggy Chard KY			1	1		.00	.00	.00
ESK VL ML/CB/MB			1	1		.00	.00	.00
MOHUA SV BL KEG			1		1	100.00	.00	.00
VRGNIE TAUNT SB			1		1	100.00	.00	.00
SILENI NANO PN			1		1	100.00	.00	.00
GROVE MLL PN NR			1		1	100.00	.00	.00
GROVE MLL SV BL			1		1	100.00	.00	.00
WHITE BAY SV BL			1		1	100.00	.00	.00
PEREGRIN PN KEG			1		1	100.00	.00	.00
THREE BRDGS CAB			1		1	100.00	.00	.00
BRNCTT MRL PN G			1		1	100.00	.00	.00
OLD COACH PN NO			1		1	100.00	.00	.00
FELTON RD CH B2			1		1	100.00	.00	.00
SNT CLAIR PN NR			1		1	100.00	.00	.00
STONECROP RS/PN			1		1	100.00	.00	.00
CRAWFRD W GR CH			1		1	100.00	.00	.00
PORTA CAVALIERS			1		1	100.00	.00	.00
GREYWCK PN GRIS			1		1	100.00	.00	.00
COOPER CK SB MB			1	1013	-1013	-100.00	.00	1.94
HURU SAV BL MRL				167	-167	-100.00	.00	.32
LAGOON HILL S B				90	-90	-100.00	.00	.17
SOUTHBANK SV BL				86	-86	-100.00	.00	.17
GREG NORMAN SVB				34	-34	-100.00	.00	.07

# NABCA CASE SALES ANALYSIS

## BY CLASS, TYPE, BRAND

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

ALL STATES-1/1/17 - 03/31/17

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
PADDLE CREEK				23	-23	-100.00	.00	.04
SEA CAVE SV BLC				21	-21	-100.00	.00	.04
STONELEIGH P NR				13	-13	-100.00	.00	.02
RUNNYMDE STICH				11	-11	-100.00	.00	.02
WAIKOUA RV PN HB				8	-8	-100.00	.00	.02
THE NED PNT GRS				6	-6	-100.00	.00	.01
CROSSINGS PN NR				6	-6	-100.00	.00	.01
SEIFRIED PN GRS				4	-4	-100.00	.00	.01
GREYWCK WILD SB				4	-4	-100.00	.00	.01
ANA				4	-4	-100.00	.00	.01
VLLA MRJA PB RL				3	-3	-100.00	.00	.01
GREENLIP SV BL				3	-3	-100.00	.00	.01
BRNCOTT BRCT SB				3	-3	-100.00	.00	.01
SHRWD SB BL MRB				3	-3	-100.00	.00	.01
VLLA MRJA SV RS				3	-3	-100.00	.00	.01
CARCK UNRVLD PN				2	-2	-100.00	.00	.00
CHASNG VN SV BL				2	-2	-100.00	.00	.00
MISSN EST CB SV				2	-2	-100.00	.00	.00
HIGHFIELD RSLNG				2	-2	-100.00	.00	.00
HIGHFIELD SV BL				2	-2	-100.00	.00	.00
WH CLOVER SV BL				2	-2	-100.00	.00	.00
SPY VALLEY RSLG				2	-2	-100.00	.00	.00
HUIA SAV BLANC				2	-2	-100.00	.00	.00
FOREFATHRS SV B				1	-1	-100.00	.00	.00
MAIMAI SYRAH				1	-1	-100.00	.00	.00
MAIMAI ROSE				1	-1	-100.00	.00	.00
HARBOR TWN PN N				1	-1	-100.00	.00	.00
MATUA PN OTAGO				1	-1	-100.00	.00	.00
SILVER POINT SB				1	-1	-100.00	.00	.00
MT BEAUTIFUL CH				1	-1	-100.00	.00	.00
TABLELAND PN GR				1	-1	-100.00	.00	.00
FRAMINGHM CL RS				1	-1	-100.00	.00	.00
DASHWOOD PN NR				1	-1	-100.00	.00	.00
GREENHOUGH SVBL				1	-1	-100.00	.00	.00
WAIKOUA HILLS SB				1	-1	-100.00	.00	.00
ENVOY SAUV BLNC				1	-1	-100.00	.00	.00
WILD SOUTH SV B				1	-1	-100.00	.00	.00
CRATER RIM P NR				1	-1	-100.00	.00	.00
OKIWA BAY PN NR				1	-1	-100.00	.00	.00
<b>TOTAL NEW ZEALAND</b>			<b>60338</b>	<b>52115</b>	<b>8223</b>	<b>15.78</b>		
<b>SOUTH AFRICA</b>								
GLENELLY CS GLS			841		841	100.00	8.72	.00
JAM JAR SWT SHZ			640	663	-23	-3.47	6.64	5.20
TWO OCEAN SB WC			482	770	-288	-37.40	5.00	6.04
WELGEMEEND S BL			359		359	100.00	3.72	.00
GOATS DO ROAM R			353	410	-57	-13.90	3.66	3.22
EXCELSIOR CB SV			280	306	-26	-8.50	2.90	2.40
JAM JAR SWT WHT			274	208	66	31.73	2.84	1.63
BEACH HSE SV BL			268	181	87	48.07	2.78	1.42
BARISTA PINOTGE			268	107	161	150.47	2.78	.84
ROBRTSN N SW RD			223	287	-64	-22.30	2.31	2.25
NEDERBURG PNOTG			215	225	-10	-4.44	2.23	1.76
ROBRTSN SW ROSE			188	209	-21	-10.05	1.95	1.64
GLENELLY GC SRH			157		157	100.00	1.63	.00
MULDERBCH CB RS			147	118	29	24.58	1.52	.93
LIVE-LITTLE RVSH			142	88	54	61.36	1.47	.69
MAN VNT CHN BLC			141	202	-61	-30.20	1.46	1.58
BOEKNLOOF WT SY			136	188	-52	-27.66	1.41	1.47
ROBRTSN N SW WH			135	127	8	6.30	1.40	1.00
PORCPNE RDG SAV			115	177	-62	-35.03	1.19	1.39
MAN VNT CB SAV			111	129	-18	-13.95	1.15	1.01
THE WOLFTRAP RD			108	136	-28	-20.59	1.12	1.07
FORRESTR PT CHN			101	111	-10	-9.01	1.05	.87
PORCPNE RDG CAB			96	98	-2	-2.04	1.00	.77
RIB SHACK RED			91	99	-8	-8.08	.94	.78
STELLNRST SHIRZ			86		86	100.00	.89	.00
BEACH HOUSE RED			83	71	12	16.90	.86	.56
THE CURATOR RED			80	87	-7	-8.05	.83	.68
UNSWG HERO SHZ			80	49	31	63.27	.83	.38
SECATEURS RED			77	56	21	37.50	.80	.44
LIVE-LITTLE WICK			77	32	45	140.63	.80	.25
TWO OCEAN CB/ML			74	59	15	25.42	.77	.46
JAM JAR MOSCATO			72	68	4	5.88	.75	.53
RBRTSN SAUV BLC			70	155	-85	-54.84	.73	1.22
INDABA CHARDNNY			70	87	-17	-19.54	.73	.68
THE BEAN PINTGE			68	55	13	23.64	.71	.43
MAN VNT SAV BLC			67	68	-1	-1.47	.69	.53
SIX HATS CAB SV			64	53	11	20.75	.66	.42
HONEY BADGER			62	2	60	3000.00	.64	.02
TWO OCEAN CH WC			61	49	12	24.49	.63	.38
INDABA SV BL			60	91	-31	-34.07	.62	.71
MAN FMLY CHN BL			60	68	-8	-11.76	.62	.53
MAN FMLY PNTGE			58	55	3	5.45	.60	.43
MAN FMLY CAB SV			56	45	11	24.44	.58	.35
MAN FMLY SAV BL			55	57	-2	-3.51	.57	.45
BOSHNDL GDN RSE			55	20	35	175.00	.57	.16
RIEBEEK CHARD			47	65	-18	-27.69	.49	.51
STELLR ORGN C S			47	42	5	11.90	.49	.33
MAN VNT PINOTGE			46	60	-14	-23.33	.48	.47
TWO OCEAN P GRS			45	73	-28	-38.36	.47	.57
GOAT DO ROAM WH			42	55	-13	-23.64	.44	.43

# NABCA CASE SALES ANALYSIS

## BY CLASS, TYPE, BRAND

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

ALL STATES-1/1/17 - 03/31/17

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
BUITENVER SB BL			40	35	5	14.29	.41	.27
MLDBSCH F HOUND			40	35	5	14.29	.41	.27
NEDERBURG CB SV			40	33	7	21.21	.41	.26
BALDUCCI CHN BL			40		40	100.00	.41	.00
SECATEURS CN BL			39	37	2	5.41	.40	.29
BARISTA CHRDNKY			37	24	13	54.17	.38	.19
BEACH HSE CHARD			36	73	-37	-50.68	.37	.57
THE CURATOR WHT			36	21	15	71.43	.37	.16
MAN FMLY SHIRAZ			35	39	-4	-10.26	.36	.31
GOAT DO ROAM RS			34	73	-39	-53.42	.35	.57
INDABA CHN BLN			33	33		.00	.34	.26
STELLNRST CN BL			33		33	100.00	.34	.00
NEIL EL T L BNK			31	51	-20	-39.22	.32	.40
RIEBEEK SAV BLC			31	45	-14	-31.11	.32	.35
TWO OCEAN SZ WC			31	39	-8	-20.51	.32	.31
FAIRVIEW PNTAGE			30	27	3	11.11	.31	.21
LIMESTONE HL CH			30	27	3	11.11	.31	.21
STELLAR ORG MRL			30	23	7	30.43	.31	.18
NEIL EL SB SNCR			28	40	-12	-30.00	.29	.31
ROBERTSN SMV			28	21	7	33.33	.29	.16
MULDERBCH LH SB			26	33	-7	-21.21	.27	.26
STELLR ORGN SHZ			26	31	-5	-16.13	.27	.24
SINCERELY SV BL			26	21	5	23.81	.27	.16
MAN VNT SHIRAZ			25	29	-4	-13.79	.26	.23
PORCPNE RDG SRH			25	21	4	19.05	.26	.16
SIX HATS CHARD			24	71	-47	-66.20	.25	.56
EXCELSIOR CHDNY			23	36	-13	-36.11	.24	.28
TWO OCEAN MS WC			23	35	-12	-34.29	.24	.27
FORRESTR PT PTG			22	25	-3	-12.00	.23	.20
MAN FMLY MERLOT			21	29	-8	-27.59	.22	.23
RIEBEEK PINOTGE			20	49	-29	-59.18	.21	.38
ORACLE PINOTAGE			20	18	2	11.11	.21	.14
INDABA MOSAIC			20	16	4	25.00	.21	.13
WILDLIFE CHARD			20		20	100.00	.21	.00
DOUGLAS GRN SAV			19	39	-20	-51.28	.20	.31
BAYTEN SAV BLAN			19		19	100.00	.20	.00
MULDERBCH CN BL			18	60	-42	-70.00	.19	.47
WARWCK PRO B SB			18	34	-16	-47.06	.19	.27
LION HOUND WHT			18	22	-4	-18.18	.19	.17
MBALI CN BL VGR			18		18	100.00	.19	.00
RBRTSN CAB SAUV			17	58	-41	-70.69	.18	.45
SOUTHN RGT S BL			17	20	-3	-15.00	.18	.16
BLK PEARL CB SZ			17	14	3	21.43	.18	.11
WILDLIFE CAB SV			17		17	100.00	.18	.00
BEACH HOUSE WHT			16	23	-7	-30.43	.17	.18
GLN CRLOU G CLS			16	17	-1	-5.88	.17	.13
MAN FMLY CHRDNKY			15	28	-13	-46.43	.16	.22
ROBERTSON CHARD			14	52	-38	-73.08	.15	.41
RIEBEEK CH/BLNC			14	21	-7	-33.33	.15	.16
MAN VNT CHRDNKY			14	17	-3	-17.65	.15	.13
CHOCOLATE BLOCK			14	12	2	16.67	.15	.09
STELAR ORG PNTG			13	16	-3	-18.75	.13	.13
SIX HATS SHIRAZ			13	13		.00	.13	.10
DEMRGNZN CB RSE			13	2	11	550.00	.13	.02
WILDLIFE MERLOT			13		13	100.00	.13	.00
RIEBEEK CAB SVG			12	38	-26	-68.42	.12	.30
INDABA MERLOT			12	23	-11	-47.83	.12	.18
REMHOOGTE SOARG			12	15	-3	-20.00	.12	.12
ORACLE SAV BLNC			12	9	3	33.33	.12	.07
STARK-CONDE CAB			12	5	7	140.00	.12	.04
FORRSTR OV CH B			12		12	100.00	.12	.00
NEIL ELLIS CHRDNKY			11	11		.00	.11	.09
FORRESTR CB/MRL			11	9	2	22.22	.11	.07
GRAHAM BK CB RS			11	7	4	57.14	.11	.05
STELLR ORGN S B			11	4	7	175.00	.11	.03
KANONKOP KADTTE			10	16	-6	-37.50	.10	.13
BOEKENLOOF CHOC			10	11	-1	-9.09	.10	.09
THE PEACH CN/VG			10	11	-1	-9.09	.10	.09
NEIL ELLIS SV B			10	10		.00	.10	.08
NEIL EL PINOTGE			10	10		.00	.10	.08
MEERLUST RUBTCN			10	1	9	900.00	.10	.01
RUSTENBERG 1682			10		10	100.00	.10	.00
BABYLNSTRN BABL			10		10	100.00	.10	.00
RUSTNBERG PV/RSE			9	43	-34	-79.07	.09	.34
ENIGMA SAUV/RSE			9	11	-2	-18.18	.09	.09
ORACLE SHIRAZ			9	7	2	28.57	.09	.05
HAMILTON RSSL CH			9	5	4	80.00	.09	.04
EXCELSIOR SHIRZ			9	5	4	80.00	.09	.04
NEDERBURG SV BL			9	1	8	800.00	.09	.01
BAYTEN CHARD			9		9	100.00	.09	.00
RBRTSN PNT NOIR			8	39	-31	-79.49	.08	.31
STEENBERG SV BL			8	35	-27	-77.14	.08	.27
NEIL ELLIS CB S			8	6	2	33.33	.08	.05
ERNIE ELS			8	4	4	100.00	.08	.03
D WTSHF BON VLN			8		8	100.00	.08	.00
WILDKRNS CHN BL			8		8	100.00	.08	.00
ROYAL CHNIN BLC			7	35	-28	-80.00	.07	.27
EDGBSTN PEPR PT			7	32	-25	-78.13	.07	.25
BLK PEARL MSCHF			7	9	-2	-22.22	.07	.07
WARWICK 3 CP LD			7	9	-2	-22.22	.07	.07
FORRESTR FMC			7	8	-1	-12.50	.07	.06
STELLAR ORG CHD			7	4	3	75.00	.07	.03
RAATS CHENIN BL			7	3	4	133.33	.07	.02

# NABCA CASE SALES ANALYSIS

## BY CLASS, TYPE, BRAND

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

ALL STATES-1/1/17 - 03/31/17

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
GLENELLY CB SV			7	1	6	600.00	.07	.01
EDGBSTN CHARDNY			7		7	100.00	.07	.00
SECRTRY BIRD SB			7		7	100.00	.07	.00
FRISKY ZEB MRLT			7		7	100.00	.07	.00
RBRTSN LH GWURZ			6	34	-28	-82.35	.06	.27
RAATS RD JASPER			6	22	-16	-72.73	.06	.17
EXCELSIOR SV BL			6	9	-3	-33.33	.06	.07
WARWCK PINOTAGE			6	8	-2	-25.00	.06	.06
WARWCK F LD RED			6	8	-2	-25.00	.06	.06
FAIRVIEW SHIRAZ			6	5	1	20.00	.06	.04
SPICE RT CHKLKA			6	4	2	50.00	.06	.03
SIMONSIG CHN BL			6	3	3	100.00	.06	.02
CAPE TWN SL CHN			6		6	100.00	.06	.00
WILDKRNS CF/MRL			6		6	100.00	.06	.00
CAPE DREAM MRLT			6	641	-636	-99.22	.05	5.03
WILDEKRANS PNTG			5	17	-12	-70.59	.05	.13
DAVID FROST SVB			5	12	-7	-58.33	.05	.09
SIMONSIG PNTAGE			5	8	-3	-37.50	.05	.06
RIDGEBACK JRNEY			5	8	-3	-37.50	.05	.06
AYAMA PINOTAGE			5	5		.00	.05	.04
LEFT BANK			5	2	3	150.00	.05	.02
ERNIE ELS PROP			5			100.00	.05	.00
SIX HATS ROSE			5			100.00	.05	.00
ROOIBRG CAB/MRL			5			100.00	.05	.00
KANONKOP PINTAG			5			100.00	.05	.00
WARWCK F LD CHR			5		5	100.00	.05	.00
ROBERTSON PNTGE			4	54	-50	-92.59	.04	.42
FAIRVIEW GOAT W			4	47	-43	-91.49	.04	.37
KANONKOP PTG/RS			4	30	-26	-86.67	.04	.24
TORMNTSO OV CHN			4	27	-23	-85.19	.04	.21
PAINTD WLF ROSE			4	20	-16	-80.00	.04	.16
FORRSTER CH/B R			4	14	-10	-71.43	.04	.11
ORACLE CHARDNAY			4	9	-5	-55.56	.04	.07
SLNT FRM CHN/SB			4	6	-2	-33.33	.04	.05
SECATEURS ROSE			4	5	-1	-20.00	.04	.04
HAMLTON RSSL PN			4	5	-1	-20.00	.04	.04
ENIGMA ARGENTUM			4	5	-1	-20.00	.04	.04
DON PASCUAL VGN			4	3	1	33.33	.04	.02
ORACLE CAB SAVG			4	3	1	33.33	.04	.02
ARABELLA SHIRAZ			4	3	1	33.33	.04	.02
REYNEKE VINEHGR			4	3	1	33.33	.04	.02
ROBERTSN CHN BL			4	2	2	100.00	.04	.02
EDGBSTN BRY BOX			4		4	100.00	.04	.00
HAMLTN RSL CHR			4		4	100.00	.04	.00
WILDKRNS SHIRAZ			4		4	100.00	.04	.00
WILDEKRANS SV B			3	13	-10	-76.92	.03	.10
ENIGMA SAUV/BLC			3	12	-9	-75.00	.03	.09
FL D CAP PINOTG			3	11	-8	-72.73	.03	.09
PUBLO DL SOL RS			3	9	-6	-66.67	.03	.07
GROOT CNST PNTG			3	9	-6	-66.67	.03	.07
EDGBSTN HNY SHL			3	8	-5	-62.50	.03	.06
RUSTENBERG CAB			3	8	-5	-62.50	.03	.06
ARABELLA MERLOT			3	7	-4	-57.14	.03	.05
GRAHAM BK SHZ G			3	7	-4	-57.14	.03	.05
CEDERBERG MRL/SH			3	6	-3	-50.00	.03	.05
ESSAY CAB SAV			3	6	-3	-50.00	.03	.05
ESSAY STEEN			3	5	-2	-40.00	.03	.04
PAUL CLUVER PN			3	5	-2	-40.00	.03	.04
NEDRBERG STN CB			3	5	-2	-40.00	.03	.04
SIX HATS CH BLC			3	4	-1	-25.00	.03	.03
VILLRA EARTH RD			3	3		.00	.03	.02
SIX HATS SV BLC			3	3		.00	.03	.02
WHALE POD SPYHP			3	3		.00	.03	.02
PAINTD WLF DEN			3	3		.00	.03	.02
MOTORCYCLE MRVL			3	2	1	50.00	.03	.02
RAATS DOLOMITE			3	2	1	50.00	.03	.02
LEMONGRSS SV/CN			3	1	2	200.00	.03	.01
RUP&ROTH CLSQUE			3	1	2	200.00	.03	.01
VERGELEGEN S BL			3		3	100.00	.03	.00
STARK-CONDE SHZ			3		3	100.00	.03	.00
CHAMONX CHD U/O			3		3	100.00	.03	.00
BABYLNSTRN CH B			3		3	100.00	.03	.00
BABYLNSTRN ROSE			3		3	100.00	.03	.00
FAIRVLLY SAV BL			2	19	-17	-89.47	.02	.15
SOUTHN RGT PNTG			2	13	-11	-84.62	.02	.10
RUDI SCHLTZ SRH			2	8	-6	-75.00	.02	.06
SLENT FRM P/SHZ			2	7	-5	-71.43	.02	.05
RUST EN VRD CAB			2	7	-5	-71.43	.02	.05
TANGLD TREE SHZ			2	6	-4	-66.67	.02	.05
ARABELLA CAB SV			2	5	-3	-60.00	.02	.04
GLN CROU V/T/P			2	4	-2	-50.00	.02	.03
SIX HATS PINTGE			2	4	-2	-50.00	.02	.03
FORRESTER CH BL			2	4	-2	-50.00	.02	.03
NEIL EL SZ SNCR			2	4	-2	-50.00	.02	.03
BEAUMONT CHN BL			2	3	-1	-33.33	.02	.02
RIEBEEK MERLOT			2	3	-1	-33.33	.02	.02
BRAMPTON STL SB			2	3	-1	-33.33	.02	.02
GRAHAM BK CHARD			2	2		.00	.02	.02
PAUL CLUVER GEW			2	2		.00	.02	.02
ERNIE ELS BE RD			2	2		.00	.02	.02
SEVN SIST PN/SH			2	2		.00	.02	.02
RBT ALXNDR MRLT			2	1	1	100.00	.02	.01
7 SISTERS ROSE			2	1	1	100.00	.02	.01

# NABCA CASE SALES ANALYSIS

## BY CLASS, TYPE, BRAND

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

ALL STATES-1/1/17 - 03/31/17

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
RUSTENBERG CHRDR			2	1	1	100.00	.02	.01
PROTEA RED			2	1	1	100.00	.02	.01
NEIL ELLS GR SB			2	1	1	100.00	.02	.01
BEYRSKLF SYNRGY			2		2	100.00	.02	.00
NEDERBURG SHIRZ			2		2	100.00	.02	.00
GROOT CNSTA SAV			2		2	100.00	.02	.00
CHAMONIX ROUGE			2		2	100.00	.02	.00
BLNGHM ANC EARTH			2		2	100.00	.02	.00
CONSTNC GL S BL			2		2	100.00	.02	.00
HMLTN RSL AARDE			2		2	100.00	.02	.00
HMLTN RSL SV/CH			2		2	100.00	.02	.00
DEMORGNZN MASTR			2		2	100.00	.02	.00
ROYAL SHRZ/CBNT			2		2	100.00	.02	.00
VANSHA			2		2	100.00	.02	.00
NEDERBURG LYRIC			1	1287	-1286	-99.92	.01	10.09
NEIL EL SZ ELGN			1	185	-184	-99.46	.01	1.45
BEACH HSE ROSE			1	49	-48	-97.96	.01	.38
PAUL CLUVER CHR			1	17	-16	-94.12	.01	.13
PASSAGES CHRDRNY			1	13	-12	-92.31	.01	.10
PAUL CLUVER SB			1	10	-9	-90.00	.01	.08
SIX HATS RS PTG			1	9	-8	-88.89	.01	.07
INDWE PINOTAGE			1	9	-8	-88.89	.01	.07
LION HOUND RED			1	6	-5	-83.33	.01	.05
RUST EN VRD MRL			1	4	-3	-75.00	.01	.03
STONEHAVEN S BL			1	3	-2	-66.67	.01	.02
ARABELLA CHN BL			1	3	-2	-66.67	.01	.02
RIEBEEK CAPE RS			1	3	-2	-66.67	.01	.02
DIEMRSFNTN PNTG			1	3	-2	-66.67	.01	.02
GRAHAM BK SHIRZ			1	3	-2	-66.67	.01	.02
TRAFFRD BLUPRNT			1	2	-1	-50.00	.01	.02
PLAISIR MRLE CB			1	2	-1	-50.00	.01	.02
CEDERBERG SV BL			1	2	-1	-50.00	.01	.02
EDGECASTON P NR			1	2	-1	-50.00	.01	.02
SEVN SIST MSCTO			1	1		.00	.01	.01
ARABELLA CHARD			1	1		.00	.01	.01
BEAUMONT PINOTG			1	1		.00	.01	.01
BRAMPTON UO CHD			1	1		.00	.01	.01
ARABELLA VIOGNER			1	1		.00	.01	.01
ESSAY SHIRAZ			1	1		.00	.01	.01
DEMORGNZN CH B			1	1		.00	.01	.01
PASSAGES MERLOT			1	1		.00	.01	.01
DURBANVILLE SV B			1	1		.00	.01	.01
LOTHIAN RIESLING			1	1	1	100.00	.01	.00
BOSCHNDL S S SB			1	1	1	100.00	.01	.00
STORM VREDE PN			1	1	1	100.00	.01	.00
DE TOREN FUSTON			1	1	1	100.00	.01	.00
TOKARA SV BL			1	1	1	100.00	.01	.00
DEMORGNZN DMZ CH			1	1	1	100.00	.01	.00
FRISKY ZEB CHRDR			1	1	1	100.00	.01	.00
FALSE BAY PNTG			1	1	1	100.00	.01	.00
DAVID FROST CAB			1	1	1	100.00	.01	.00
LA CAPRA PNOTGE			1	1	1	100.00	.01	.00
FORRESTER SV BL			1	1	1	100.00	.01	.00
STELLEKAYA CAB			1	1	1	100.00	.01	.00
FALSE BAY CHARD			1	1	1	100.00	.01	.00
DE KRAN RSV MSC			1	1	1	100.00	.01	.00
PL IN TH SUN SB				1299	-1299	-100.00	.00	10.19
FLAGSTONE LNGTD				32	-32	-100.00	.00	.25
THE GRINDER PNT				13	-13	-100.00	.00	.10
STONE FRST SR P				11	-11	-100.00	.00	.09
STONE FRST CN B				10	-10	-100.00	.00	.08
GOAT-ROTI				10	-10	-100.00	.00	.08
TANGLED TR SAUV				9	-9	-100.00	.00	.07
RIEBEEK VIOGNER				9	-9	-100.00	.00	.07
FL D CAP SAV BL				8	-8	-100.00	.00	.06
RIDGEBACK SGMV				7	-7	-100.00	.00	.05
SOPHIE TEBLC SB				6	-6	-100.00	.00	.05
ASHBOURNE SNDST				6	-6	-100.00	.00	.05
PROTEA WHITE				6	-6	-100.00	.00	.05
D FROST SH/C/PT				5	-5	-100.00	.00	.04
RIEBEEK PTG RSE				5	-5	-100.00	.00	.04
CEDERBERG BUKTRB				5	-5	-100.00	.00	.04
SPICE ROUTE SB				5	-5	-100.00	.00	.04
RBT ALXNDR SHRZ				4	-4	-100.00	.00	.03
KLN CNSTA SV BL				4	-4	-100.00	.00	.03
WARWICK 1 LDY CB				4	-4	-100.00	.00	.03
PAINTD WLF CH B				4	-4	-100.00	.00	.03
NGUMU GRNCH/SHZ				4	-4	-100.00	.00	.03
REMHOOGTE ASPCT				4	-4	-100.00	.00	.03
TORMENTOSO				4	-4	-100.00	.00	.03
KLN CNSTA EST				3	-3	-100.00	.00	.02
MULDERBCH ST CH				3	-3	-100.00	.00	.02
RIDGEBACK CB FR				3	-3	-100.00	.00	.02
PAINTD WLF GLRM				3	-3	-100.00	.00	.02
VILLIERA SAV BL				3	-3	-100.00	.00	.02
ARABELLA SAV BL				2	-2	-100.00	.00	.02
RUSTNBERG P BRWL				2	-2	-100.00	.00	.02
KANONKOP CAB SV				2	-2	-100.00	.00	.02
BCHRD FLS SV BL				2	-2	-100.00	.00	.02
INDWE FLIM S BL				2	-2	-100.00	.00	.02
RIDGEBACK CB SV				2	-2	-100.00	.00	.02
FL D CAP CHRDRNY				2	-2	-100.00	.00	.02
FL D CAP CAB SV				2	-2	-100.00	.00	.02

# NABCA CASE SALES ANALYSIS

## BY CLASS, TYPE, BRAND

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

ALL STATES-1/1/17 - 03/31/17

PAGE 222

CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
RIJKS SHIRAZ PC				2	-2	-100.00	.00	.02
ERNIE ELS				2	-2	-100.00	.00	.02
GUARDN PK FRNTR				2	-2	-100.00	.00	.02
LOTHAIN CHARDNY				2	-2	-100.00	.00	.02
AYAMA MERLOT				2	-2	-100.00	.00	.02
KLN CNSTA VN DE				1	-1	-100.00	.00	.01
FAIRVEW BRD DOE				1	-1	-100.00	.00	.01
ERNST GW&CO PTG				1	-1	-100.00	.00	.01
MEERLUST CHRDNY				1	-1	-100.00	.00	.01
7 SISTERS CB SV				1	-1	-100.00	.00	.01
MAKULU ISW PNTG				1	-1	-100.00	.00	.01
GLEN CARLOU CHR				1	-1	-100.00	.00	.01
RUST EN VREDE				1	-1	-100.00	.00	.01
LIVE-LITTLE S/S				1	-1	-100.00	.00	.01
THE WOLFTRAP WH				1	-1	-100.00	.00	.01
DMZ CB SV ROSE				1	-1	-100.00	.00	.01
IONA SAUV BLANC				1	-1	-100.00	.00	.01
WARWICK PINOTGE				1	-1	-100.00	.00	.01
FL D CAP MERLOT				1	-1	-100.00	.00	.01
RAATS MR DE COM				1	-1	-100.00	.00	.01
HAMLTN RSL PNTG				1	-1	-100.00	.00	.01
ERNST GW&CO S B				1	-1	-100.00	.00	.01
FLGSTNE NOON GN				1	-1	-100.00	.00	.01
SEVN SISTR ODLA				1	-1	-100.00	.00	.01
ERNIE ELS BE WH				1	-1	-100.00	.00	.01
<b>TOTAL SOUTH AFRICA</b>			<b>9643</b>	<b>12750</b>	<b>-3107</b>	<b>-24.37</b>		
IMP OTHER RED								
C CYN PN PV MAC			1822	2348	-526	-22.40	29.21	42.85
DFJ VINHO PRIDA			1789	103	1686	1636.89	28.68	1.88
AVIA PINOT NOIR			212	249	-37	-14.85	3.40	4.54
EGRI BK BULLBLD			162	261	-99	-37.93	2.60	4.76
BARKAN CAB SAUV			116	95	21	22.11	1.86	1.73
DREAMBIRD PN NR			75	48	27	56.25	1.20	.88
BARKAN PIN NOIR			74	60	14	23.33	1.19	1.10
KSARA RSV COVNT			54	49	5	10.20	.87	.89
MACAW MERLOT			52	2	50	2500.00	.83	.04
KARAS			46		46	100.00	.74	.00
CHEF GEOFFS			40	30	10	33.33	.64	.55
PINOT EVL PN HG			37	197	-160	-81.22	.59	3.60
K CELLARS CAB			37	68	-31	-45.59	.59	1.24
MACAW TANNAT			36	12	24	200.00	.58	.22
PANNONICA			35	39	-4	-10.26	.56	.71
TELIANI KNDZMRL			33	70	-37	-52.86	.53	1.28
BARKAN MERLOT			31	29	2	6.90	.50	.53
TREE LIFE SM SW			30	29	1	3.45	.48	.53
YARDEN HERMON R			30	26	4	15.38	.48	.47
K CELLARS PN NR			28	31	-3	-9.68	.45	.57
MASSAYA CLSC RD			28	10	18	180.00	.45	.18
MED SOUL LVE RS			28		28	100.00	.45	.00
RECNTI SRZ DMND			28		28	100.00	.45	.00
TELIANI SAPERVI			27		27	100.00	.43	.00
CH VARTELY CAB			26		26	100.00	.42	.00
ARIEL ARZA CAB			25		25	100.00	.40	.00
BLGRIANA CAB SV			24	48	-24	-50.00	.38	.88
VAMPIRE CAB SAV			24	46	-22	-47.83	.38	.84
SANTIAGO QROLO			24	19	5	26.32	.38	.35
BARKAN CLS MLBC			24	12	12	100.00	.38	.22
KINDZMARAU LI RD			23	34	-11	-32.35	.37	.62
LGNDARY EST MRL			23		23	100.00	.37	.00
ARTESANA CANLNS			22	67	-45	-67.16	.35	1.22
HOPLER PNT NOIR			22	3	19	633.33	.35	.05
YASMIN RD MEVCH			21	30	-9	-30.00	.34	.55
RECANATI CAB RS			21	14	7	50.00	.34	.26
BLGARIANA PN/NR			20		20	100.00	.32	.00
WEREWOLF PNT NR			19	47	-28	-59.57	.30	.86
BLGRIANA CB/SYR			19	39	-20	-51.28	.30	.71
LGNDARY EST P/N			19		19	100.00	.30	.00
VAMPIRE MERLOT			18	36	-18	-50.00	.29	.66
VRANAC PROCORDE			18	12	6	50.00	.29	.22
LGNDARY EST CAB			18		18	100.00	.29	.00
PUBLO DL SOL ML			18		18	100.00	.29	.00
AKHASHENI RED			17	15	2	13.33	.27	.27
RECANATI MERLOT			17	13	4	30.77	.27	.24
VRANAC PLNT MNT			17	10	7	70.00	.27	.18
MASSAYA LE CLMB			17	2	15	750.00	.27	.04
FLARO CABERNET			17	1	16	1600.00	.27	.02
WEREWOLF CB SV			16	52	-36	-69.23	.26	.95
CASTRA MOTLY CK			16		16	100.00	.26	.00
WEREWOLF MERLOT			15	55	-40	-72.73	.24	1.00
GILGAL CAB SAUV			15	5	10	200.00	.24	.09
SNTIAGO QROLO MG			14	14		.00	.22	.26
DALTON MERLOT			14	1	13	1300.00	.22	.02
DOM BOYAR CB RS			13	2	11	550.00	.21	.04
H REEH ZWG UNPL			13		13	100.00	.21	.00
KINDZMARLI ORSH			13		13	100.00	.21	.00
BARKAN PET SYRH			12	17	-5	-29.41	.19	.31
CRML ISL CONRD			12	8	4	50.00	.19	.15
BARKAN CLSC SHZ			11	11		.00	.18	.20
YARDEN CAB SAUV			11	8	3	37.50	.18	.15
MACEDON PNT NR			10	96	-86	-89.58	.16	1.75
K CELLARS MERLT			10	14	-4	-28.57	.16	.26

# NABCA CASE SALES ANALYSIS

## BY CLASS, TYPE, BRAND

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

ALL STATES-1/1/17 - 03/31/17

PAGE 223

CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
ZMORA CB SV S/S			10	11	-1	-9.09	.16	.20
YOGEV CAB/SHRZ			10	9	1	11.11	.16	.16
ALAZANIS VALLEY			10	8	2	25.00	.16	.15
OLD TBILISI SAP			9	15	-6	-40.00	.14	.27
SEGALS FUSION R			9	12	-3	-25.00	.14	.22
SEGALS SR CB SV			9	5	4	80.00	.14	.09
MASSAYA SLV SEL			8	40	-32	-80.00	.13	.73
GRAND MOSCATO			8	18	-10	-55.56	.13	.33
PLANTAZE CAB SV			8	11	-3	-27.27	.13	.20
ZNTHO ZWGLT BRG			8	8		.00	.13	.15
PLANTAZE MERLOT			8	8		.00	.13	.15
A BAUER ZWEIGLT			8	7	1	14.29	.13	.13
BOUZA TNT L VLT			8	6	2	33.33	.13	.11
HOPLER ZWEIGELT			8	1	7	700.00	.13	.02
TURN ME RED			8	1	7	700.00	.13	.02
MED SOUL MERLOT			8	8		.00	.13	.00
BLGARIANA GAMZA			8	8		.00	.13	.00
MEDITERRN SOUL			8	8		.00	.13	.00
KATARZYNA MEZZK			7	24	-17	-70.83	.11	.44
MARDIK SS PMGRN			7	16	-9	-56.25	.11	.29
VINI PINOT NOIR			7	6	1	16.67	.11	.11
BINYAMINA CB RS			7	4	3	75.00	.11	.07
YARDEN PIN NOIR			7	2	5	250.00	.11	.04
HERMON INDIGO			7		7	100.00	.11	.00
MED SOUL CAB SV			7		7	100.00	.11	.00
ARTVNI SAPRVI O			7		7	100.00	.11	.00
HERMON RED			7		7	100.00	.11	.00
HUGL ZWGLT ROSE			7		7	100.00	.11	.00
KAGOR ETULIA			6	18	-12	-66.67	.10	.33
SNTIAGO ORLO RS			6	10	-4	-40.00	.10	.18
DREAMBIRD MSCTO			6	10	-4	-40.00	.10	.18
DREAMBIRD MERLT			6	8	-2	-25.00	.10	.15
SAPERAVI RED			6	7	-1	-14.29	.10	.13
YARDEN MERLOT			6	7	-1	-14.29	.10	.13
KSARA CAB SAUV			6	6		.00	.10	.11
MEINKLANG PN NR			6	5	1	20.00	.10	.09
DALTON CANAAN			6	4	2	50.00	.10	.07
YOGEV CB SV/MER			6	1	5	500.00	.10	.02
MUSAR JEUNE RED			6		6	100.00	.10	.00
D BLKO TS PN NR			6		6	100.00	.10	.00
ACACIA SWT RED			6		6	100.00	.10	.00
ALISIOS TOURIGA			6		6	100.00	.10	.00
KSARA L PRIEURE			6		6	100.00	.10	.00
ACACIA MERLOT			6		6	100.00	.10	.00
SOLI PINOT NOIR			5	20	-15	-75.00	.08	.37
BARKAN PINOTAGE			5	9	-4	-44.44	.08	.16
BLACK DOKTOR RS			5	8	-3	-37.50	.08	.15
ST DONATUS MRLT			5	7	-2	-28.57	.08	.13
DALTON CAB SAV			5	7	-2	-28.57	.08	.13
HAI NOAH MERLOT			5	6	-1	-16.67	.08	.11
HILLINGER BLFRK			5	5		.00	.08	.09
RECANATI PSR/ZN			5	5		.00	.08	.09
YOGEV CAB/PT VD			5	4	1	25.00	.08	.07
PRIMA DONNA CF			5	3	2	66.67	.08	.05
MEINKLNG BRGND			5	1	4	400.00	.08	.02
ZAMPATO CAB SAV			4	5	1	100.00	.08	.00
EVELINE PNOT NR			4	28	-24	-85.71	.06	.51
TREE LIFE SS K			4	22	-18	-81.82	.06	.40
BURGOZONE PN NR			4	10	-6	-60.00	.06	.18
BIN CABERNET SV			4	9	-5	-55.56	.06	.16
UGAV CAB/SHIRAZ			4	8	-4	-50.00	.06	.15
BRTNRA OVDIA CH			4	6	-2	-33.33	.06	.11
BIBICH R6 RISRV			4	4		.00	.06	.07
DREAMFISH CAB			4	3	1	33.33	.06	.05
ANNA'S MERLOT			4	3	1	33.33	.06	.05
KHVANCHKARA RED			4	3	1	33.33	.06	.05
UGAV PINOTAGE K			4	2	2	100.00	.06	.04
TZUBA CAB SV K			4	1	3	300.00	.06	.02
ZNTHO ST LAURNT			4		4	100.00	.06	.00
GALIL YIRON			4		4	100.00	.06	.00
DOM OULED BLEND			4	4		.00	.06	.00
AVIA CAB SAUV			3	34	-31	-91.18	.05	.62
KAVAKLDR YAKUT			3	13	-10	-76.92	.05	.24
BLGRIANA IMP RD			3	10	-7	-70.00	.05	.18
BARKAN MRLT ARG			3	9	-6	-66.67	.05	.16
OULED T MEDALLN			3	8	-5	-62.50	.05	.15
ALAZANI MARANI			3	7	-4	-57.14	.05	.13
PEBLO DL SL TNT			3	6	-3	-50.00	.05	.11
AVIA SWEET RED			3	6	-3	-50.00	.05	.11
MT TABOR CAB SV			3	5	-2	-40.00	.05	.09
MT TABOR SHIRAZ			3	5	-2	-40.00	.05	.09
MT TABOR MERLOT			3	5	-2	-40.00	.05	.09
UGAV CAB SAUV			3	4	-1	-25.00	.05	.07
YARDEN HRMN IND			3	3		.00	.05	.05
F ARTINGER ZWGT			3	3		.00	.05	.05
UGAV MERLOT			3	3		.00	.05	.05
YOGEV CAB SAUV			3	3		.00	.05	.05
EIN KAREM CB/MR			3	3		.00	.05	.05
HEINRICH RED			3	3		.00	.05	.05
GILGAL MERLOT			3	3		.00	.05	.05
DALTON SHIRAZ			3	2	1	50.00	.05	.04
KHVANCHKARA VELVT			3	2	1	50.00	.05	.04
HUBER HUGO RED			3	2	1	50.00	.05	.04

# NABCA CASE SALES ANALYSIS

## BY CLASS, TYPE, BRAND

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

ALL STATES-1/1/17 - 03/31/17

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
R SCHUSTR BLFRK			3	2	1	50.00	.05	.04
CRML CAB APL SR			3	1	2	200.00	.05	.02
HILLINGER UNFLT			3	1	2	200.00	.05	.02
D BLKO TS ALBRN			3	1	2	200.00	.05	.02
GAMLA CB SV RES			3	1	2	200.00	.05	.02
BOUZA MRLT/TNNT			3	1	2	200.00	.05	.02
FLARO MERLOT			3		3	100.00	.05	.00
HACORMIM SHIRAZ			3		3	100.00	.05	.00
RECANATI WD CAR			3		3	100.00	.05	.00
DOM WARDY TERRS			3		3	100.00	.05	.00
HAI MOSHE CAB			3		3	100.00	.05	.00
DOLFO CAB SAUV			3		3	100.00	.05	.00
ACACTA DRY RED			3		3	100.00	.05	.00
YIKVEI KALIL			3		3	100.00	.05	.00
D BLKO TS CB SV			3		3	100.00	.05	.00
LANDHAUS ZWEIGT			3		3	100.00	.05	.00
BON APPETIT CAB			2	18	-16	-88.89	.03	.33
BODEGA GARZON			2	15	-13	-86.67	.03	.27
ECKER ZWEIGELT			2	14	-12	-85.71	.03	.26
CH KFRYA BRICH			2	11	-9	-81.82	.03	.20
RECANATI SYRAH			2	9	-7	-77.78	.03	.16
KATRZYNA TWN CB			2	7	-5	-71.43	.03	.13
CASTRA RUB PNDR			2	6	-4	-66.67	.03	.11
VINO DIOUS CB R			2	5	-3	-66.67	.03	.11
GLLRD DOLE MNTS			2	5	-3	-60.00	.03	.09
TELIANI MUKUZNI			2	4	-2	-50.00	.03	.07
AGRINA D PRGSR			2	4	-2	-50.00	.03	.07
YIKVEI ZION			2	4	-2	-50.00	.03	.07
BIBICH G6			2	4	-2	-50.00	.03	.07
GOLAN SION CRK			2	4	-2	-50.00	.03	.07
RECANATI MRL RS			2	4	-2	-50.00	.03	.07
STIFT KLSNBG SL			2	3	-1	-33.33	.03	.05
BIN MERLOT			2	3	-1	-33.33	.03	.05
DON PASCUAL MAR			2	2		.00	.03	.04
MISSN HLL FE PN			2	2		.00	.03	.04
LA CETTO CAB SV			2	2		.00	.03	.04
RECNTI CAB DMND			2	2		.00	.03	.04
SEGAL SR CB/MER			2	2		.00	.03	.04
ARBERI KALLMET			2	2		.00	.03	.04
MUSAR HOCHAR RD			2	1	1	100.00	.03	.02
PAUL D ZWEIGELT			2	1	1	100.00	.03	.02
VAMPIRE PIN NOR			2	1	1	100.00	.03	.02
TAKING ROOT LAN			2	1	1	100.00	.03	.02
HILLINGER LEITH			2	1	1	100.00	.03	.02
GALIL MERLOT			2	1	1	100.00	.03	.02
GAMLA MERLOT			2		2	100.00	.03	.00
PELLER CAB FRNC			2		2	100.00	.03	.00
IXSIR ALTITUDES			2		2	100.00	.03	.00
DOLFO MERLOT			2		2	100.00	.03	.00
HUBER TERSN ZWG			2		2	100.00	.03	.00
WILD GOAT CBRNT			2		2	100.00	.03	.00
HACORMIM CAB SV			2		2	100.00	.03	.00
DALTON ALMA			2		2	100.00	.03	.00
TISHBI CAB SAUV			2		2	100.00	.03	.00
HUBER ZWEILT RS			2		2	100.00	.03	.00
RECANATI SY/V R			2		2	100.00	.03	.00
BADEL PLAVC HVR			2		2	100.00	.03	.00
DOLFO GREDICH			2		2	100.00	.03	.00
LENZ MSR BLFRKS			2		2	100.00	.03	.00
RECANATI CB/MRL			2		2	100.00	.03	.00
BON APPETIT MER			1	25	-24	-96.00	.02	.46
RECANATI CAB SV			1	10	-9	-90.00	.02	.18
EVER VLY EVR RD			1	9	-8	-88.89	.02	.16
K CELLARS SY/CB			1	9	-8	-83.33	.02	.11
SNTIAGO QRLO ML			1	9	-8	-83.33	.02	.11
HEINRICH BLFKCH			1	5	-4	-80.00	.02	.09
DREAMBIRD CAB			1	5	-4	-80.00	.02	.09
DALTON ALMA GSM			1	4	-3	-75.00	.02	.07
ANTON BR ROSE			1	4	-3	-75.00	.02	.07
TELIANI TSINDLI			1	3	-2	-66.67	.02	.05
MASSAYA GOLD RS			1	2	-1	-50.00	.02	.04
KNDZMRAULI VLV			1	2	-1	-50.00	.02	.04
VINDO V ALCYONE			1	2	-1	-50.00	.02	.04
GILGAL SYRAH			1	2	-1	-50.00	.02	.04
GALIL CAB SAUV			1	2	-1	-50.00	.02	.04
GALIL PINOT NR			1	2	-1	-50.00	.02	.04
BARKAN MRL RSRV			1	2	-1	-50.00	.02	.04
TABOR ADAMA CB			1	1		.00	.02	.02
YARDEN SYRAH			1	1		.00	.02	.02
GILGAL PINOT NR			1	1		.00	.02	.02
MUSAR CV RGE BK			1	1		.00	.02	.02
VINO DIOUS CB S			1	1		.00	.02	.02
BOUZA MONTE V E			1		1	100.00	.02	.00
BARKAN SYRAH			1		1	100.00	.02	.00
HUBER TERRSN RS			1		1	100.00	.02	.00
GOLDN TRE ISABL			1		1	100.00	.02	.00
MONTE LUZ TANAT			1		1	100.00	.02	.00
VINO Z CZC LRNT			1		1	100.00	.02	.00
MIOLO LOT 43			1		1	100.00	.02	.00
GOLAN HGHT CAB			1		1	100.00	.02	.00
KOZLOVIC TERAN			1		1	100.00	.02	.00
IXSIR GRANDE RS			1		1	100.00	.02	.00
HUBER ZWEIGELT			1		1	100.00	.02	.00

# NABCA CASE SALES ANALYSIS

## BY CLASS, TYPE, BRAND

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

ALL STATES-1/1/17 - 03/31/17

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
HACORMIM MERLOT			1		1	100.00	.02	.00
MIOLO QN SEIVAL			1		1	100.00	.02	.00
DOM OULED SYRAH			1		1	100.00	.02	.00
SHILOH BARBERA			1		1	100.00	.02	.00
BARKAN CAB RSRV			1		1	100.00	.02	.00
MARICHAL TANNAT			1		1	100.00	.02	.00
AVIA MERLOT				14	-14	-100.00	.00	.26
KSARA SUNSET RS				12	-12	-100.00	.00	.22
AVIA CB SV/MRLT				10	-10	-100.00	.00	.18
BOUZA TANNAT RS				9	-9	-100.00	.00	.16
CASTRA DIAGNLIS				6	-6	-100.00	.00	.11
STADT KRM GR VL				6	-6	-100.00	.00	.11
LENZ MSR BL ZWG				6	-6	-100.00	.00	.11
COLLIANO				5	-5	-100.00	.00	.09
V MONTE CAB/SAN				5	-5	-100.00	.00	.09
DM BESSA ENIRA				5	-5	-100.00	.00	.09
MARKWTSCH BF RS				4	-4	-100.00	.00	.07
HAI MOSHE CAB				4	-4	-100.00	.00	.07
CARMEL VS CB SV				3	-3	-100.00	.00	.05
STRATUS CAB FRC				3	-3	-100.00	.00	.05
LA CTTO NEBB LR				3	-3	-100.00	.00	.05
WINEMAKER CBRNT				3	-3	-100.00	.00	.05
CHCLCO CHRY CHC				3	-3	-100.00	.00	.05
PF AFL CHRY ZWG				3	-3	-100.00	.00	.05
STOBI VRANEC				2	-2	-100.00	.00	.04
OENOPHROS CHLOE				2	-2	-100.00	.00	.04
MONT LUZ TNNT R				2	-2	-100.00	.00	.04
CRMS STR BT BAL				2	-2	-100.00	.00	.04
ANTON BR RESERV				2	-2	-100.00	.00	.04
D BLKO TS PN RS				2	-2	-100.00	.00	.04
GALIL ELA				2	-2	-100.00	.00	.04
BESSA PET ENIRA				2	-2	-100.00	.00	.04
HAI PROPHET MRL				2	-2	-100.00	.00	.04
GILGAL SANGOVSE				2	-2	-100.00	.00	.04
CHOCOLOCO				2	-2	-100.00	.00	.04
BEN AMI CAB SAV				2	-2	-100.00	.00	.04
TABOR ADAMA MRL				1	-1	-100.00	.00	.02
GALIL ROSE				1	-1	-100.00	.00	.02
DM CASTEL PETIT				1	-1	-100.00	.00	.02
BOUZA TANNAT				1	-1	-100.00	.00	.02
TRAVIATA MERLOT				1	-1	-100.00	.00	.02
JERUSALEM				1	-1	-100.00	.00	.02
YARDEN 2T				1	-1	-100.00	.00	.02
BOUZA TEMP/TNNT				1	-1	-100.00	.00	.02
NETZL CARNTM CV				1	-1	-100.00	.00	.02
JERUSALEM BLEND				1	-1	-100.00	.00	.02
VINDO V TANNET				1	-1	-100.00	.00	.02
TULIP JUST MRLT				1	-1	-100.00	.00	.02
KINNERET CABRNT				1	-1	-100.00	.00	.02
DM NETOFA NETFA				1	-1	-100.00	.00	.02
DM D CSTL GR VN				1	-1	-100.00	.00	.02
BOUZA TANNAT A8				1	-1	-100.00	.00	.02
BOUZA TANNAT B6				1	-1	-100.00	.00	.02
BAUER BLAUBURGR				1	-1	-100.00	.00	.02
FLAM CLASSICO				1	-1	-100.00	.00	.02
MONTEFIORE RED				1	-1	-100.00	.00	.02
VINO DIOUS BLFK				1	-1	-100.00	.00	.02
<b>TOTAL IMP OTHER RED</b>			<b>6238</b>	<b>5479</b>	<b>759</b>	<b>13.85</b>		
IMP OTHER WHT								
CRICOVA ORIGINAL			331	315	16	5.08	15.98	14.49
AVIA RIESLING			239	304	-65	-21.38	11.54	13.98
VLA SORONO MSCT			228	302	-74	-24.50	11.01	13.89
HUGL WNE GRN VL			85	64	21	32.81	4.10	2.94
BARKAN CHARDNNY			84	61	23	37.70	4.06	2.81
DREAMBIRD P GRG			67	57	10	17.54	3.24	2.62
LANDHAUS GRN VT			67	48	19	39.58	3.24	2.21
H MOSER GV KARM			44		44	100.00	2.12	.00
STNSCHDN GR VLT			42		42	100.00	2.03	.00
LOVE/MNY GR EYE			34		34	100.00	1.64	.00
MACAW MOSCATO			32	2	30	1500.00	1.55	.09
GROONER GRN VLT			31	13	18	138.46	1.50	.60
PANNONICA WHITE			29	9	20	222.22	1.40	.41
SCHLSS GOBEL GV			28	43	-15	-34.88	1.35	1.98
CHEF GEOFFS			27	20	7	35.00	1.30	.92
BARKAN SAV BLNC			27	12	15	125.00	1.30	.55
LGNDARY EST P/G			24		24	100.00	1.16	.00
MARKOWITSCH GV			22	24	-2	-8.33	1.06	1.10
BULGRIANA CHARD			20	6	14	233.33	.97	.28
YARDEN HERMON W			19	29	-10	-34.48	.92	1.33
LETH GRNR VLT LN			19	25	-6	-24.00	.92	1.15
MED SOUL ESC CH			19		19	100.00	.92	.00
LGNDARY EST CHD			17		17	100.00	.82	.00
MARTINSHF GN VT			16	17	-1	-5.88	.77	.78
MED SOUL WHT BL			16		16	100.00	.77	.00
HBR HGO GRNR VL			14	20	-6	-30.00	.68	.92
PAUL D GRNR VLT			13	20	-7	-35.00	.63	.92
GRAND MOSCATO			13	12	1	8.33	.63	.55
YARDEN SAUV BLC			13	5	8	160.00	.63	.23
WEREWOLF CHARD			12	16	-4	-25.00	.58	.74
BLGARIANA SV BL			12	14	-2	-14.29	.58	.64
PLANTAZE KRSTAC			12	9	3	33.33	.58	.41

# NABCA CASE SALES ANALYSIS

## BY CLASS, TYPE, BRAND

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

ALL STATES-1/1/17 - 03/31/17

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
K CELLARS CHARD			12	9	3	33.33	.58	.41
MASSAYA CLSC WH			12	5	7	140.00	.58	.23
ECKER GRNR VELT			12		12	100.00	.58	.00
YASMIN WH MEVCH			11	20	-9	-45.00	.53	.92
DREAMFISH SV BL			11	18	-7	-38.89	.53	.83
BLGRNA THRC WHT			10	19	-9	-47.37	.48	.87
RECANATI CHRDN			10	5	5	100.00	.48	.23
BDGS CARRU SV B			10	2	8	400.00	.48	.09
LGNDARY EST S/B			10		10	100.00	.48	.00
ORGO RKATSITELI			10		10	100.00	.48	.00
LOVE/MNY EVCIO			9	30	-21	-70.00	.43	1.38
BIOKULT GRN VLT			9	3	6	200.00	.43	.14
RECNTI SB DMND			9		9	100.00	.43	.00
ROYL TKJ ODDITY			9		9	100.00	.43	.00
HUBR GV TRSNTL			8	5	3	60.00	.39	.23
MT TABOR CHARD			7	14	-7	-50.00	.34	.64
HAI MSSNGR RSLG			7	7		.00	.34	.32
LETH RSLG WNBGR			7	4	3	75.00	.34	.18
LA CETTO SAV BL			7	2	5	250.00	.34	.09
ZOCKER GRU VELT			7		7	100.00	.34	.00
SCHUCHMANN MTSV			6	18	-12	-66.67	.29	.83
BIOHOF GRN VTLN			6	15	-9	-60.00	.29	.69
COUNT KAROLYI G			6	14	-8	-57.14	.29	.64
ETZ G V KAMPAL			6	12	-6	-50.00	.29	.55
SEGAL CHR/CLMB			6	11	-5	-45.45	.29	.51
INNSKLLN VDL IC			6	6		.00	.29	.28
MEINKLNG BRGNLD			6	4	2	50.00	.29	.18
KSARA BLNC BLNC			6	3	3	100.00	.29	.14
ZAMPATO SAV BLC			6		6	100.00	.29	.00
MULLER THURGAU			6		6	100.00	.29	.00
YARDEN CHARDNAY			5	14	-9	-64.29	.24	.64
HILLINGER PN GR			5	3	2	66.67	.24	.14
TISHBI EMRD RSL			5	1	4	400.00	.24	.05
YOGEV CHR/SV B			5	1	4	400.00	.24	.05
BIOHOF GRN VELT			5		5	100.00	.24	.00
ALISIOS PN GRG			5		5	100.00	.24	.00
BON APPETIT MSC			4	21	-17	-80.95	.19	.97
BDGA GRZN ALBRN			4	18	-14	-77.78	.19	.83
ANGELS GATE CHD			4	15	-11	-73.33	.19	.69
DREAMFISH CHARD			4	4		.00	.19	.18
GILGAL CHARDNAY			4	1	3	300.00	.19	.05
CRML YNG MSCTO			4	1	3	300.00	.19	.05
TISHBI SAUV BLC			4		4	100.00	.19	.00
ARTVNI RKATSTLI			4		4	100.00	.19	.00
INSKLN RIESLING			3	5	-2	-40.00	.14	.23
GAMLA CHARDONNY			3	5	-2	-40.00	.14	.23
BIBICH R5 RISRV			3	3		.00	.14	.14
VINDO VNTS ESTV			3	2	1	50.00	.14	.09
MIOLO CHARDONNY			3	1	2	200.00	.14	.05
TEMENT SAV BLNC			3		3	100.00	.14	.00
LENZ MOSER GV			3		3	100.00	.14	.00
CH KEFRAYA BDB			3		3	100.00	.14	.00
WIMMER GRN VELT			2	13	-11	-84.62	.10	.60
DON PASCUAL SB			2	5	-3	-60.00	.10	.23
SULA CHENIN BLC			2	5	-3	-60.00	.10	.23
KOZLOVIC MALVAS			2	5	-3	-60.00	.10	.23
MISSN HL VDL IC			2	4	-2	-50.00	.10	.18
DALTON UNOKD CH			2	3	-1	-33.33	.10	.14
DALTON CANAAN			2	3	-1	-33.33	.10	.14
PATRICIUS HRSLV			2	3	-1	-33.33	.10	.14
VINO DIOUS GR V			2	2		.00	.10	.09
BURGOZONE CHARD			2	2		.00	.10	.09
RECANATI SV BL			2	2		.00	.10	.09
LETH ROTER VELT			2	1	1	100.00	.10	.05
STOBI RKATSTELI			2	1	1	100.00	.10	.05
WEREWOLF P GRIG			2	1	1	100.00	.10	.05
PATRICIUS SARGA			2	1	1	100.00	.10	.05
TRAPAN PONENTE			2		2	100.00	.10	.00
KEO APHRODITE			2		2	100.00	.10	.00
GIOCATO CHARD			2		2	100.00	.10	.00
TABOR ADAMA SB			2		2	100.00	.10	.00
STEING GRN VLTN			2		2	100.00	.10	.00
LAGLER RSL S EL			2		2	100.00	.10	.00
BON APPETIT CHD			1	20	-19	-95.00	.05	.92
DOM WARDY SV BL			1	8	-7	-87.50	.05	.37
TEPERBERG MSCTO			1	8	-7	-87.50	.05	.37
OULED T MOROCAN			1	7	-6	-85.71	.05	.32
TELIANI TVISHI			1	5	-4	-80.00	.05	.23
SHILOH CHARDNAY			1	4	-3	-75.00	.05	.18
DREAMBIRD CHARD			1	4	-3	-75.00	.05	.18
DE LUCCA RS S B			1	3	-2	-66.67	.05	.14
BASTNCH RIBOLLA			1	3	-2	-66.67	.05	.14
KSARA CHARDNAY			1	3	-2	-66.67	.05	.14
VAMPIRE PNT GRG			1	3	-2	-66.67	.05	.14
STEININGER LIOS			1	2	-1	-50.00	.05	.09
BOUZA CHARDONNY			1	2	-1	-50.00	.05	.09
YARDEN MUSCAT			1	2	-1	-50.00	.05	.09
CRML EM RS/CN B			1	2	-1	-50.00	.05	.09
VINO DIOUS W RS			1	1		.00	.05	.05
BARKAN CHR/RSV			1	1		.00	.05	.05
LA CETTO CHARD			1	1		.00	.05	.05
TAKING RT BL SB			1	1		.00	.05	.05
DN PASCUAL CH/V			1	1		.00	.05	.05

# NABCA CASE SALES ANALYSIS

## BY CLASS, TYPE, BRAND

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

ALL STATES-1/1/17 - 03/31/17

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
ROYAL TKJ FURMN			1	1		.00	.05	.05
PELLER VIDAL BL			1	1		.00	.05	.05
GOLDN TREE MSCT			1	1		.00	.05	.05
T26 GRUNER VELT			1	1		.00	.05	.05
INSKLN VDL PRL			1	1		.00	.05	.05
SEGAL SR CHRDN			1	1		.00	.05	.05
TAKING RT BL CB			1	1		.00	.05	.05
NIGL GRNR VLTNR			1		1	100.00	.05	.00
VINO DIOUS CHR			1		1	100.00	.05	.00
GOLAN SYRAH			1		1	100.00	.05	.00
CH MUSAR BEKAA			1		1	100.00	.05	.00
PCH-KRTZ LBNBRG			1		1	100.00	.05	.00
HOPLER TRKNBRNS			1		1	100.00	.05	.00
JKSN-TRG PR ICE			1		1	100.00	.05	.00
YARDEN CHR			1		1	100.00	.05	.00
IXSIR GRANDE RS			1		1	100.00	.05	.00
HOPLER RIESLING			1		1	100.00	.05	.00
BINYAMINA CH GL			1		1	100.00	.05	.00
BOUZA MERLOT			1		1	100.00	.05	.00
LAGKER GR VL ST			1		1	100.00	.05	.00
SOLI WHITE BLND				70	-70	-100.00	.00	3.22
AVIA CHARDONNAY				24	-24	-100.00	.00	1.10
TRAVIATA PN GRG				22	-22	-100.00	.00	1.01
AVIA PNOT GRGIO				15	-15	-100.00	.00	.69
HAI ELY EMERALD				15	-15	-100.00	.00	.69
STEININGER KAMP				8	-8	-100.00	.00	.37
BDGA GRZN SAUV				8	-8	-100.00	.00	.37
MEINKLANG BLANC				7	-7	-100.00	.00	.32
WINZER KREMS GV				7	-7	-100.00	.00	.32
CAVE SPG SD RSL				6	-6	-100.00	.00	.28
STEINFLD GRN VL				5	-5	-100.00	.00	.23
BRUNMYR KMPT TS				4	-4	-100.00	.00	.18
NEUMAYER GV RAF				4	-4	-100.00	.00	.18
BINYAMINA BN CH				4	-4	-100.00	.00	.18
BUCHEGGER GRN V				3	-3	-100.00	.00	.14
CARMEL SAUV BLC				3	-3	-100.00	.00	.14
ROYL TKJ MAD CV				3	-3	-100.00	.00	.14
INSKLN VD IC OK				3	-3	-100.00	.00	.14
EIN KAREM EMRLD				3	-3	-100.00	.00	.14
HERMON MOSCATO				3	-3	-100.00	.00	.14
AVIA SAUV BLANC				3	-3	-100.00	.00	.14
DM PNNCLE IC AP				3	-3	-100.00	.00	.14
LOIMER LENZ RSL				3	-3	-100.00	.00	.14
GAMLA CHARD RES				2	-2	-100.00	.00	.09
UGAV RIESLING K				2	-2	-100.00	.00	.09
PF AFL G V ZSNK				2	-2	-100.00	.00	.09
PF AFL G V PEPR				2	-2	-100.00	.00	.09
CAVE SPRING RSL				2	-2	-100.00	.00	.09
KINNERET MUSCAT				2	-2	-100.00	.00	.09
GOLAN MOSCATO				2	-2	-100.00	.00	.09
PCH-KRTZ PFFNBG				2	-2	-100.00	.00	.09
MUNZNRIDR CUVVE				2	-2	-100.00	.00	.09
BEN AMI CHARD				2	-2	-100.00	.00	.09
A BAUER GV WGRM				1	-1	-100.00	.00	.05
DOBOGO FURMINT				1	-1	-100.00	.00	.05
SULA SAUV BLANC				1	-1	-100.00	.00	.05
GALIL CHARDONNY				1	-1	-100.00	.00	.05
HERMN MSR PER D				1	-1	-100.00	.00	.05
L.A.CETTO CN BL				1	-1	-100.00	.00	.05
STOBI ZILAVKA				1	-1	-100.00	.00	.05
GILGAL RIESLING				1	-1	-100.00	.00	.05
HILLINGER LEITH				1	-1	-100.00	.00	.05
DALTON FUME/BLC				1	-1	-100.00	.00	.05
HIRSCH GRUN VLT				1	-1	-100.00	.00	.05
DARCIE KENT GRN				1	-1	-100.00	.00	.05
LOIMER TRSN RSL				1	-1	-100.00	.00	.05
PATRICIUS FRMNT				1	-1	-100.00	.00	.05
MURFTLAR REGALA				1	-1	-100.00	.00	.05
CAVE SPS RSL RS				1	-1	-100.00	.00	.05
JERUSALEM				1	-1	-100.00	.00	.05
KRCHR TBA 4/5/6				1	-1	-100.00	.00	.05
BRUNN GRNR VELT				1	-1	-100.00	.00	.05
BASTNCH MLVASIA				1	-1	-100.00	.00	.05
INSKLN VDL GOLD				1	-1	-100.00	.00	.05
<b>TOTAL IMP OTHER WHT</b>			<b>2071</b>	<b>2174</b>	<b>-103</b>	<b>-4.74</b>		
IMP TABLE OTH								
SANT GRIA YAGO			2064	2617	-553	-21.13	50.84	52.82
MAGNERS ORG CDR			238	230	8	3.48	5.86	4.64
EUROPA CHOC WHP			231	258	-27	-10.47	5.69	5.21
RANCHO L GLORIA			222	81	141	174.07	5.47	1.63
HOPLER GRNR VLT			174	97	77	79.38	4.29	1.96
HORNSBY CRP CDR			159	244	-85	-34.84	3.92	4.92
WALMAE MAKKOLI			100	141	-41	-29.08	2.46	2.85
HEURIGER GR VLT			85	63	22	34.92	2.09	1.27
MAGNERS PR CDR			64	59	5	8.47	1.58	1.19
KOOK SOON DANG			59	102	-43	-42.16	1.45	2.06
STONES GNGR CUR			54	107	-53	-49.53	1.33	2.16
LE BRUN CIDRE			43	46	-3	-6.52	1.06	.93
HORNSBY AMB CDR			42	56	-14	-25.00	1.03	1.13
CARMEL SACRA GR			38	57	-19	-33.33	.94	1.15
B GRN VLT GMORK			37	27	10	37.04	.91	.54

# NABCA CASE SALES ANALYSIS

## BY CLASS, TYPE, BRAND

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

ALL STATES-1/1/17 - 03/31/17

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
LAURENZ V CHARM			32	42	-10	-23.81	.79	.85
SKINNYGIRL SNGR			31	215	-184	-85.58	.76	4.34
BAUER PNT NOIR			29	5	24	480.00	.71	.10
MED SL VIV MSCT			27	27	0	100.00	.67	.00
CHOCO VINE PK SP			22	89	-67	-75.28	.54	1.80
FU-KI GREEN TEA			21	38	-17	-44.74	.52	.77
FLORIANA GR VEL			21	18	3	16.67	.52	.36
CHUNG HA RICE			19	34	-15	-44.12	.47	.69
LAURENZ&SOPHIE			19	21	-2	-9.52	.47	.42
BROADBNT GR VEL			16	25	-9	-36.00	.39	.50
EVOLUCIO FM TKJ			16	25	-9	-36.00	.39	.50
GRAND MSCTO STW			14	14	0	100.00	.34	.00
GRAND MSCTO MNG			14	14	0	100.00	.34	.00
LOIMER LOIS GV			13	28	-15	-53.57	.32	.57
HOPLER PNT BL			12	8	4	50.00	.30	.16
GRAND MSCTO PCH			11	11	0	100.00	.27	.00
KOOKSNDNG RC/BN			10	10	0	100.00	.25	.00
PASAEI MERMAID			9	9	0	100.00	.22	.00
KOOKSNDNG RC/PC			9	9	0	100.00	.22	.00
MITTLBCH Z ROSE			8	21	-13	-61.90	.20	.42
CAPPELLI AM RSO			8	4	4	100.00	.20	.08
ASPALL ENG DRY			8	8	0	100.00	.20	.00
AICHENBERG GVN			7	3	4	133.33	.17	.06
ICING GRPFT MAK			6	7	-1	-14.29	.15	.14
EUROPA CHOC RSP			6	7	-1	-14.29	.15	.14
HWA RANG			6	1	5	500.00	.15	.02
BEK SE JU WHITE			5	15	-10	-66.67	.12	.30
CASTANON SIDRA			4	18	-14	-77.78	.10	.36
CHOCOLATO			4	7	-3	-42.86	.10	.14
DM OULED T ROSE			4	4	0	100.00	.10	.00
EUROPA CHOC ESP			3	55	-52	-94.55	.07	1.11
CHURCHLL 3BT GF			3	13	-10	-76.92	.07	.26
IBY ZWEIGELT MT			3	2	1	50.00	.07	.04
SCHLSS GBL ROSE			3	3	0	100.00	.07	.00
B AT GMORK ROSE			3	3	0	100.00	.07	.00
MACHRNDL GV FED			3	3	0	100.00	.07	.00
MASSAYA ROSE			3	3	0	100.00	.07	.00
GLLRD FND MRTTS			2	6	-4	-66.67	.05	.12
RECANATI ROSE			2	5	-3	-60.00	.05	.10
IBY BL FRNK MBRL			2	2	0	100.00	.05	.04
HAUS ALPENZ MXD			2	2	0	100.00	.05	.00
SEVILEN R ROSE			2	2	0	100.00	.05	.00
LAURENZ V FRNDY			1	4	-3	-75.00	.02	.08
LAURENZ V FRBDN			1	4	-3	-75.00	.02	.08
PAUL D ROSE			1	1	0	100.00	.02	.00
ECHO FL RSP&BCR			1	1	0	100.00	.02	.00
KRACHER BEER CV			1	1	0	100.00	.02	.00
BIOHOF PRT ROSE			1	1	0	100.00	.02	.00
ELISIR NOVASALS			1	1	0	100.00	.02	.00
RUDI PICHLR RSL			1	1	0	100.00	.02	.00
VINE SMTH PEACH				21	-21	-100.00	.00	.42
VINE SMTH STWBY				11	-11	-100.00	.00	.22
XO G PN G/PN NR				7	-7	-100.00	.00	.14
TURK GR VLT EWN				2	-2	-100.00	.00	.04
JINRO MAKGULI				2	-2	-100.00	.00	.04
LOIMER KMPTL GV				1	-1	-100.00	.00	.02
SAUSKA CUVEE 13				1	-1	-100.00	.00	.02
CHOCOLATO STRWBR				1	-1	-100.00	.00	.02
AVIA SWEET ROSE				1	-1	-100.00	.00	.02
CHOCOLATO RSPBRY				1	-1	-100.00	.00	.02
<b>TOTAL IMP TABLE OTH</b>			<b>4060</b>	<b>4955</b>	<b>-895</b>	<b>-18.06</b>		
FR CHAMPAGNE								
CLCQT YELLW LBL			3277	3106	171	5.51	24.47	25.58
MT CHN IMPERIAL			2244	2127	117	5.50	16.76	17.52
MT CHN NCTR RSE			2093	1641	452	27.54	15.63	13.52
PERRIER-JT G BR			429	437	-8	-1.83	3.20	3.60
MT CHAN DOM PER			334	330	4	1.21	2.49	2.72
CLCQT YLLW/JCKT			304	261	43	16.48	2.27	2.15
MT CHN IMP ICE			284	192	92	47.92	2.12	1.58
MT CHN NCTR IMP			283	280	3	1.07	2.11	2.31
TATNGR BR FRNCS			238	232	6	2.59	1.78	1.91
CLIQUEOT BRT RSE			225	183	43	23.50	1.69	1.51
MT CHN ROSE IMP			213	171	42	24.56	1.59	1.41
P HIEDSK BRT NV			195	199	-4	-2.01	1.46	1.64
CLCQT PNSRD RSE			156	105	51	48.57	1.17	.86
N FEUILLT RESRV			141	106	35	33.02	1.05	.87
MT CHN IM/DMND2			129	141	-12	-8.51	.96	1.16
HEIDSK MNP BLUE			125	122	3	2.46	.93	1.00
POMMERY BRT RYL			114	74	40	54.05	.85	.61
ROEDERER BRUT			106	106	0	.00	.79	.87
BOUVET BRUT			96	103	-7	-6.80	.72	.85
MT CHN ROSE IMP			94	110	-16	-14.55	.70	.91
MARQUIS L TR BR			94	84	10	11.90	.70	.69
ST HILAIRE BL B			94	73	21	28.77	.70	.60
P HIEDSK X DRY			92	92	0	.00	.69	.76
POL ROGR BRT NV			89	60	29	48.33	.66	.49
MUMMS CR RGE BR			88	88	0	.00	.66	.72
CLIQUEOT DEMI SC			85	85	0	.00	.64	.71
CHMP MOUTRD GRN			82	38	44	115.79	.61	.31
SIMNNT FBVR BDB			78	33	45	136.36	.58	.27
BOUVET ROSE BRT			76	52	24	46.15	.57	.43

# NABCA CASE SALES ANALYSIS

## BY CLASS, TYPE, BRAND

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ALL STATES-1/1/17 - 03/31/17

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
C DE FRE BR TRD			67	44	23	52.27	.50	.36
C DE FRE J LOUS			62	44	18	40.91	.46	.36
ROEDERER BR PRM			53	47	6	12.77	.40	.39
N FEUILLT BRUT			51	53	-2	-3.77	.38	.44
TNDL&LMBDI CUV			45	46	-1	-2.17	.34	.38
CHARLES LFTE BR			44	45	-1	-2.22	.33	.37
CHMP MOUTRD RSE			44	29	15	51.72	.33	.24
MUMMS CR RGE NV			41	69	-28	-40.58	.31	.57
CLCQT RSE/BR BG			39	34	5	14.71	.29	.28
BILLECRT BRT RS			38	42	-4	-9.52	.28	.35
MT CH R/DARE ST			37	37	0	100.00	.28	.00
MT CH NCT RS/LT			36	34	2	5.88	.27	.28
BOLLINGER CUVEE			36	29	7	24.14	.27	.24
PERR-JT BEL BRT			35	31	4	12.90	.26	.26
BILLECRT BR RSE			33	33	0	100.00	.25	.27
RUINART BL D BL			32	17	15	88.24	.24	.14
P HEIDSK/JACKET			31	31	0	100.00	.23	.00
DVL-LRY BRUT NV			30	39	-9	-23.08	.22	.32
MOUTARD DMI SEC			29	39	-10	-25.64	.22	.32
ROEDERER CRISTL			24	25	-1	-4.00	.18	.21
MT CHN GV BLANC			24	20	4	20.00	.18	.16
ARMAND BRGN BRT			21	19	2	10.53	.16	.16
DELAMOTTE BRUT			20	7	13	185.71	.15	.06
G GRUET&FILS BR			19	18	1	5.56	.14	.15
RUINRT BDB/GIFT			19	8	11	137.50	.14	.07
PERR-JT BLSN RS			17	21	-4	-19.05	.13	.17
DOM CAUDRN EPIC			17	17	0	100.00	.13	.00
AYALA BRT MJEUR			16	18	-2	-11.11	.12	.15
CLCQT BR VNT RS			16	18	-2	-11.11	.12	.15
C HEIDSK BR RSV			15	10	5	50.00	.11	.08
L PERRIER RS BR			15	7	8	114.29	.11	.06
CH LALLIER RO12			15	15	0	100.00	.11	.00
DUMANGN&FILS BR			14	13	1	7.69	.10	.11
LANSON B L BRUT			14	1	13	1300.00	.10	.01
P HEIDSK B/2GLS			14	14	0	100.00	.10	.00
D PER B/M RD GF			13	13	0	100.00	.10	.00
CLCQT RSE/SH BG			13	13	0	100.00	.10	.00
C DE CAZAVN BRT			13	10	2	20.00	.09	.08
CHAMPGN LAL RSE			12	1	11	1100.00	.09	.01
LE CARDINLE BDB			12	1	11	1100.00	.09	.01
MUMMS CR/2 FLTS			12	12	0	100.00	.09	.00
LOUISE D'ES BRT			11	9	2	22.22	.08	.07
MT CHN GV 2008			11	11	0	100.00	.08	.00
N FEUILLT B RSE			10	1	9	900.00	.07	.01
KRUG GRANDE CUV			9	11	-2	-18.18	.07	.09
CLCQT L GR DAME			9	10	-1	-10.00	.07	.08
CANARD DCHNE BR			9	3	6	200.00	.07	.02
MT CHN GV RS 08			8	9	-1	-11.11	.06	.08
ROEDERER BRT RS			8	10	-2	-20.00	.06	.08
J LAURENT BDN			8	9	-1	-11.11	.06	.07
DELAMOTTE LE-MN			8	8	0	100.00	.06	.00
CH LALLR RO12 N			8	8	0	100.00	.06	.00
DUMANGIN B DE B			8	8	0	100.00	.06	.00
LA BRGONDIE BRT			8	8	0	100.00	.06	.00
GRUET BR B D NR			7	13	-6	-46.15	.05	.11
HEIDSK MNP GOLD			7	7	0	100.00	.05	.06
MT CHN BR IM NV			7	4	3	75.00	.05	.03
TATNGR PRELUDE			7	2	5	250.00	.05	.02
MUMM GR CRDN BR			7	7	0	100.00	.05	.00
GOSSET BRT EXCL			7	7	0	100.00	.05	.00
ROGER COULN TRD			7	7	0	100.00	.05	.00
LA BRGONDIE RSE			6	6	0	100.00	.04	.00
P HIEDSK N-VNTG			6	6	0	100.00	.04	.00
CHMP MOUTRN RSV			5	9	-4	-44.44	.04	.07
KRUG G CV WD BX			5	7	-2	-28.57	.04	.06
POMMERY GRD CRU			5	5	0	100.00	.04	.04
GASTN CHQT TRAD			5	4	1	25.00	.04	.03
ALFRED GRATN BR			5	4	1	25.00	.04	.03
PHILP FONTAINE			5	5	0	100.00	.04	.00
TATNGR CUV BRUT			5	5	0	100.00	.04	.00
MT CH R/UNF ST			4	34	-30	-88.24	.03	.28
MT CH NCT R TGR			4	9	-5	-55.56	.03	.07
DUMANGN&FILS 17			4	6	-2	-33.33	.03	.05
POL ROGER BRT V			4	5	-1	-33.33	.03	.05
ERNEST RAPENEAU			4	5	-1	-20.00	.03	.04
P GOERG BR ROSE			4	4	0	100.00	.03	.03
GOSSET GRND RSV			4	2	2	100.00	.03	.02
POL ROGR WINSTN			4	2	2	100.00	.03	.02
MOUTARD 6 CEPGE			4	2	2	100.00	.03	.02
RUINRT RSE/GIFT			4	2	2	100.00	.03	.02
BOLLNGR ROSE BR			4	1	3	300.00	.03	.01
PERRIER BRUT NV			4	4	0	100.00	.03	.00
PIERRE GIMONNET			4	4	0	100.00	.03	.00
DE CHANCENY BRT			3	20	-17	-85.00	.02	.16
SUBLIME BRUT			3	10	-7	-70.00	.02	.08
CLIQUOT BRUT NV			3	6	-3	-50.00	.02	.05
C DE CZN BR RSE			3	5	-2	-40.00	.02	.04
TATNGR NOCTURNE			3	4	-1	-25.00	.02	.03
POL ROGR BR RSE			3	3	0	100.00	.02	.02
HEIDSK MNP ROSE			3	3	0	100.00	.02	.02
J LASALLE BR PF			3	2	1	50.00	.02	.02
BILLECRT-SL BDB			3	1	2	200.00	.02	.01
CLICQT BRT08 GF			3	1	2	200.00	.02	.01

# NABCA CASE SALES ANALYSIS

## BY CLASS, TYPE, BRAND

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

ALL STATES-1/1/17 - 03/31/17

PAGE 230

CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
BILLECART DEMI			3		3	100.00	.02	.00
CH COLLET DECO			3		3	100.00	.02	.00
PAILLRD PRMR CV			3		3	100.00	.02	.00
C DE CZNV STRAD			3		3	100.00	.02	.00
MT CH NCT PL TG			3	30	-28	-93.33	.01	.25
HEIDSK MN BL GF			2	7	-5	-71.43	.01	.06
MAILLRT PLT 1ER			2	7	-5	-71.43	.01	.06
D PER BL/LUM LB			2	4	-2	-50.00	.01	.03
DRPPIER BR CRTE			2	4	-2	-50.00	.01	.03
BEAUMONT GRD RS			2	3	-1	-33.33	.01	.02
ARLAUX BRUT GC			2	2		.00	.01	.02
DVL-LRY PRM CRU			2	2		.00	.01	.02
CHARLES D MQ BR			2	2		.00	.01	.02
PERRIER BRT VNT			2	2		.00	.01	.02
TURGY BLC D BLC			2	1	1	100.00	.01	.01
CLCQT GR DM RSE			2	1	1	100.00	.01	.01
POMMERY POP RSE			2	1	1	100.00	.01	.01
CLICQT VINT RES			2	1	1	100.00	.01	.01
C HEIDSK MLLSME			2	1	1	100.00	.01	.01
J VESSILLE BRT R			2	1	1	100.00	.01	.01
PRR-JT FL ROSE			2	1	1	100.00	.01	.01
ALFRED BASELY			2		2	100.00	.01	.00
MT CHN D PER RS			2		2	100.00	.01	.00
C HEIDSECK ROSE			2		2	100.00	.01	.00
AUBRY FILS BRUT			2		2	100.00	.01	.00
PAILLRD BRT RSE			2		2	100.00	.01	.00
LANSON ROSE BRT			2		2	100.00	.01	.00
MAGIC DOOR BRUT			2		2	100.00	.01	.00
CLICQUOT RICH			2		2	100.00	.01	.00
POMMERY FALLTME			1	17	-16	-94.12	.01	.14
MT CHN GV 2008			1	15	-14	-93.33	.01	.12
N FLTT DM-S RSE			1	9	-8	-88.89	.01	.07
MT CH RS/CHK BX			1	8	-7	-87.50	.01	.07
RUINART ROSE			1	7	-6	-85.71	.01	.06
PERRIER BRT/2GL			1	6	-5	-83.33	.01	.05
DVL-LRY RS PRST			1	5	-4	-80.00	.01	.04
CHEVALIER FABRE			1	4	-3	-75.00	.01	.03
BLNGR GRD ANNEE			1	3	-2	-66.67	.01	.02
MT CHN GVO2/GFT			1	2	-1	-50.00	.01	.02
MT CH ICE/NECKR			1	2	-1	-50.00	.01	.02
PRR-JT 04 BL/FL			1	2	-1	-50.00	.01	.02
LENOBLE ROSE			1	2	-1	-50.00	.01	.02
TURGY BDB RSRVE			1	2	-1	-50.00	.01	.02
FOURNY&FL GR RS			1	2	-1	-50.00	.01	.02
MT DOM PER/BCKT			1	2	-1	-50.00	.01	.02
BILLECART BRUT			1	2	-1	-50.00	.01	.02
ROEDERER BLC BL			1	2	-1	-50.00	.01	.02
BELLFON CUV BRT			1	1		.00	.01	.01
CANARD DCHNE CV			1	1		.00	.01	.01
L DAUPHIN			1	1		.00	.01	.01
POMMERY CV LSE			1	1		.00	.01	.01
KRUG ROSE			1	1		.00	.01	.01
BEAU JOIE BRUT			1	1	1	100.00	.01	.00
ARMAND BRGN RSE			1	1	1	100.00	.01	.00
ROEDERER BR NTR			1	1	1	100.00	.01	.00
POMMERY RYL POP			1	1	1	100.00	.01	.00
C HDSK BR RS GF			1	1	1	100.00	.01	.00
JM GOBLRD BRUT			1	1	1	100.00	.01	.00
LANSON W L BRUT			1	1	1	100.00	.01	.00
PAILLRD ASMBL B			1	1	1	100.00	.01	.00
PAILLARD BDB GC			1	1	1	100.00	.01	.00
LENOBLE BRUT			1	1	1	100.00	.01	.00
SALON BRUT BLNC			1	1	1	100.00	.01	.00
P HIEDSICK 1985			1	1	1	100.00	.01	.00
TATNGR CMT ROSE			1	1	1	100.00	.01	.00
PHLPNNT GOISSES			1		1	100.00	.01	.00
AYALA RSE MJEUR				30	-30	-100.00	.00	.25
HB CARTE D'OR				21	-21	-100.00	.00	.17
J NOEL HATN EXB				18	-18	-100.00	.00	.15
DECELLE				15	-15	-100.00	.00	.12
CLICQUOT BRT 04				13	-13	-100.00	.00	.11
D PER BL/BJ&CHR				11	-11	-100.00	.00	.09
MT DOM PER&ROSE				10	-10	-100.00	.00	.08
PRR-JT GR B DSC				8	-8	-100.00	.00	.07
GRATIEN BRUT				7	-7	-100.00	.00	.06
DOM RUINART BRT				6	-6	-100.00	.00	.05
DELAMOTTE BDB				5	-5	-100.00	.00	.04
B ROTHSCHLD BRT				5	-5	-100.00	.00	.04
MT CH RS/TIE BX				5	-5	-100.00	.00	.04
HERARD BL DE BL				4	-4	-100.00	.00	.03
MT CH RS/TIE ST				4	-4	-100.00	.00	.03
CLCQT GD/CARSEL				4	-4	-100.00	.00	.03
CHRTGN TLT ANNE				4	-4	-100.00	.00	.03
POL ROGR BV RSE				3	-3	-100.00	.00	.02
ROEDERER CRS RS				3	-3	-100.00	.00	.02
GOSSET G RSE BR				3	-3	-100.00	.00	.02
CLCQT RSE TM/GF				3	-3	-100.00	.00	.02
TATNGR CMT BLNC				3	-2	-100.00	.00	.02
PERR-JT BEL/GLS				2	-2	-100.00	.00	.02
DIDIER CHOPN BR				2	-2	-100.00	.00	.02
PERR-JT G BR NV				2	-2	-100.00	.00	.02
CLCQT RSE/MGPHN				2	-2	-100.00	.00	.02
TNDL&LMBDI BDN				2	-2	-100.00	.00	.02

# NABCA CASE SALES ANALYSIS

## BY CLASS, TYPE, BRAND

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

ALL STATES-1/1/17 - 03/31/17

PAGE 231

CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
CLICQT/TIME GFT					2	-2	-100.00	.00
CHAMPGN LALLIER					2	-2	-100.00	.00
DM PER P2 1998					2	-2	-100.00	.00
CLCQT BR/SHP BG					2	-2	-100.00	.00
LOUIS D SACY BR					2	-2	-100.00	.00
BLNGR JMS BND					1	-1	-100.00	.00
POMMERY BRT RSE					1	-1	-100.00	.00
THIERRY TRLT BR					1	-1	-100.00	.00
ARMND BRGN TRLG					1	-1	-100.00	.00
D PER 04 MTMPHS					1	-1	-100.00	.00
D PER RS/LUM L4					1	-1	-100.00	.00
MUMM CR R/GFT B					1	-1	-100.00	.00
TATNGR BR MLSME					1	-1	-100.00	.00
POMMERY POP					1	-1	-100.00	.00
THIERRY TRLT GR					1	-1	-100.00	.00
BOILLINGER RD					1	-1	-100.00	.00
CLCQT YLLW/NTRL					1	-1	-100.00	.00
DUMANGN&FILS GR					1	-1	-100.00	.00
MT CHN IMP GLDN					1	-1	-100.00	.00
DVL-LRY CV FMME					1	-1	-100.00	.00
HENRY VRNY BRUT					1	-1	-100.00	.00
KRUG BRUT					1	-1	-100.00	.00
MT CHN GV 2004					1	-1	-100.00	.00
LENOBLE INTENSE					1	-1	-100.00	.00
POMMERY BL D NR					1	-1	-100.00	.00
CLCQT YLLW/ENVL					1	-1	-100.00	.00
MUMM BRUT ROSE					1	-1	-100.00	.00
D PER BL/LUM L4					1	-1	-100.00	.00
J NOEL HATN BDB					1	-1	-100.00	.00
KRUG BRUT VV GF					1	-1	-100.00	.00
PEHU SIMONET GC					1	-1	-100.00	.00
PRR-JT BEL ROSE					1	-1	-100.00	.00
PIERE LEGRS BDB					1	-1	-100.00	.00
MT CHN IM/FLASH					1	-1	-100.00	.00
MT CHN GV ROSE					1	-1	-100.00	.00
PERR-JT BLC BLC					1	-1	-100.00	.00
LOUIS D SACY GC					1	-1	-100.00	.00
<b>TOTAL FR CHAMPAGNE</b>			<b>13390</b>	<b>12140</b>	<b>1250</b>	<b>10.30</b>		
FR SPKLNK OTH								
LUC BELAIRE RSE			1146	1149	-3	-.26	27.32	34.02
DUC RAYBAUD B B			675		675	100.00	16.09	.00
ST HILAIRE SPKL			504	527	-23	-4.36	12.01	15.61
LISTEL ROSE			114		114	100.00	2.72	.00
VEUVE VERNAY BR			104	110	-6	-5.45	2.48	3.26
LUC BELAIRE BRT			103	15	88	586.67	2.46	.44
DE PERRIER BRUT			94	31	63	203.23	2.24	.92
FRNCOS MNTND BL			91		91	100.00	2.17	.00
TRADER JOE'S BB			89	138	-49	-35.51	2.12	4.09
VEUVE VNY BR RS			87	60	27	45.00	2.07	1.78
C FERRE BR CV JL			80	106	-26	-24.53	1.91	3.14
DE PERRIER ROSE			75	10	65	650.00	1.79	.30
SMNNT FB CR BRT			63		63	100.00	1.50	.00
WILLM BRUT BDB			58	64	-6	-9.38	1.38	1.90
VNCT CRMT BORG			50		50	100.00	1.19	.00
SMNNT FB CR RSE			38	38		.00	.91	1.13
BELLE JARDN BDB			35	5	30	600.00	.83	.15
GRND COURTGE RS			34	6	28	466.67	.81	.18
LE GRAND CRTAGE			32	13	19	146.15	.76	.38
ALBRECHT BR RSE			32		3	12.00	.67	.74
FAIRE FETE BRUT			28	25	28	100.00	.67	.00
CHARLES BOVE BR			27	23	4	17.39	.64	.68
JE T'AIME BR RS			26	1	25	2500.00	.62	.03
P SPR CRMNT RSE			25	15	10	66.67	.60	.44
WILLM ALSACE BR			24	14	10	71.43	.57	.41
PECHE IMPERIALE			23	29	-6	-20.69	.55	.86
DM L GRND CRM B			23		23	100.00	.55	.00
MONTAND BRUT NV			22	19	3	15.79	.52	.56
L GRNLE CORAIL			21	18	3	16.67	.50	.53
MARQUIS LT ROSE			20	94	-74	-78.72	.48	2.78
VARICHON BL BL			18	77	-59	-76.62	.43	2.28
CUV D BARON BDB			17	9	8	88.89	.41	.27
SIEUR D'ARQUES			17	9	8	88.89	.41	.27
GRATN&MYR CRM B			17	5	12	240.00	.41	.15
ST HILAIR SWEET			16		16	100.00	.38	.00
TROCADERO BRUT			15	8	7	87.50	.36	.24
ALBRECHT BRUT			14	19	-5	-26.32	.33	.56
VEUVE VNY ICE R			14		14	100.00	.33	.00
GRATN&MYR CDL R			13		13	100.00	.31	.00
MONMOUS BRT ETL			12	16	-4	-25.00	.29	.47
JCB ROSE NO 69			12	2	10	500.00	.29	.06
ST HLRE LMX RSE			12		12	100.00	.29	.00
DM D VIEIL ORME			11		11	100.00	.26	.00
CHOLLT CDB OEIL			11		11	100.00	.26	.00
COTE MAS LMX CR			9	10	-1	-10.00	.21	.30
GRANDIAL BL BL			9	9		.00	.21	.27
P SPRR CRMNT BR			9		9	100.00	.21	.00
VEUV VNY ICE DS			9		9	100.00	.21	.00
DE CHNCNY BR RS			8	19	-11	-57.89	.19	.56
C DE FRE BDB RS			8	18	-10	-55.56	.19	.53
CHAMPGN MESNIL			8	12	-4	-33.33	.19	.36
CHMPALOU VV BRT			8	1	7	700.00	.19	.03

# NABCA CASE SALES ANALYSIS

## BY CLASS, TYPE, BRAND

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

ALL STATES-1/1/17 - 03/31/17

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
JCB BRUT NO 21			7	11	-4	-36.36	.17	.33
CUV D BARON RSE			7	8	-1	-12.50	.17	.24
CLOTILDE EX BRT			7	5	2	40.00	.17	.15
TOAD HLW RISQUE			6	8	-2	-25.00	.14	.24
JULES BERTIER			6	7	-1	-14.29	.14	.21
ANTECH LMX BRUT			6	6	0	100.00	.14	.00
GRUET METD BRUT			6	6	0	100.00	.14	.00
VAL DE MER N DS			6	6	0	100.00	.14	.00
SALASAR CRM LMX			6	6	0	100.00	.14	.00
BONIFACE BRUT			6	6	0	100.00	.14	.00
CH MONCONTR BRT			5	10	-5	-50.00	.12	.30
AMOUR PRS PEACH			5	8	-3	-37.50	.12	.24
PIERRE LRSE BDB			5	5	0	100.00	.12	.00
VIGNAC BL D BLC			5	5	0	100.00	.12	.00
L PERDRIER EXCL			5	5	0	100.00	.12	.00
DM D SAINT JUST			4	35	-31	-88.57	.10	1.04
G BRTRND CRM WH			4	5	-1	-20.00	.10	.15
MONTAND BRT RSE			4	5	-1	-20.00	.10	.15
FOREAU VV BRUT			4	4	0	100.00	.10	.12
SIMNNT FBVR CRM			4	1	3	300.00	.10	.03
VIN BUGY CERDON			4	4	0	100.00	.10	.00
BADOZ CRM JRA R			4	4	0	100.00	.10	.00
FRNC MKLSKI CRM			3	6	-3	-50.00	.07	.18
BCHT CRMNT ROSE			3	5	-2	-40.00	.07	.15
VGN 2 LUNES CRM			3	5	-2	-40.00	.07	.15
DM BELLUARD BRT			3	5	-2	-40.00	.07	.15
CHIDNE MNTLOUIS			3	4	-1	-25.00	.07	.12
LANGLS CRMNT LR			3	3	0	100.00	.07	.00
MAS DAUMAS G RS			3	3	0	100.00	.07	.00
BUTCHERS DAUGTR			3	3	0	100.00	.07	.00
LUC BELAIRE LXE			3	3	0	100.00	.07	.00
MSN BULLEE ROSE			3	3	0	100.00	.07	.00
PMPELONE RSE/LM			3	3	0	100.00	.07	.00
PMPELONE SNGRIA			3	3	0	100.00	.07	.00
BRN D SEILLC RS			3	3	0	100.00	.07	.00
CAFE PARIS PEAR			2	46	-44	-95.65	.05	1.36
CH MONCONTR RSE			2	7	-5	-71.43	.05	.21
DM LEPINAY VVRY			2	7	-5	-71.43	.05	.21
COTE MAS LMX RS			2	5	-3	-60.00	.05	.15
RIVAROSE BR RSE			2	4	-2	-50.00	.05	.12
ELEGNCE BLQ LMX			2	2	0	100.00	.05	.06
L SEYSSL PT RYL			2	2	0	100.00	.05	.00
LE GRAND NR BDB			2	2	0	100.00	.05	.00
G BRTRND TJ LMX			1	10	-9	-90.00	.02	.30
TRPZ CRMNT BRUT			1	7	-6	-85.71	.02	.21
KRAEMER BL D BL			1	6	-5	-83.33	.02	.18
DANIEL PRDC BDB			1	6	-5	-83.33	.02	.18
JACQUES PELVAS			1	6	-5	-83.33	.02	.18
CHOLLT CRMT BRT			1	4	-3	-75.00	.02	.12
DM D'ORFL SILEX			1	3	-2	-66.67	.02	.09
CHOLLT BRUT RSE			1	2	-1	-50.00	.02	.06
ALBRECHT BL BL			1	2	-1	-50.00	.02	.06
BLLY LAPIER RSE			1	1	0	100.00	.02	.03
WILLM ALSACE RS			1	1	0	100.00	.02	.00
LOUIS VALLN B-R			1	1	0	100.00	.02	.00
L BOUILLT GR BR			1	1	0	100.00	.02	.00
L AUBRY FILS RS			1	1	0	100.00	.02	.00
DM D'ORFL BRUT			1	1	0	100.00	.02	.00
BELLE DE NUIT			1	1	0	100.00	.02	.00
ANTECH LMX EMTN			1	1	0	100.00	.02	.00
P CHAINIER ROSE			1	1	0	100.00	.02	.00
BONNAMY BR ROSE				145	-145	-100.00	.00	4.29
BONNAMY BRUT				106	-106	-100.00	.00	3.14
CAFE PARIS PMGN				66	-66	-100.00	.00	1.95
ST HILAIRE X DR				15	-15	-100.00	.00	.44
OPERA BL DE BL				8	-8	-100.00	.00	.24
BLLY LAPIER RES				8	-8	-100.00	.00	.24
JAILLANCE CRMNT				6	-6	-100.00	.00	.18
J B ADAM CRMNT				5	-5	-100.00	.00	.15
CLAVELIN BR-CMT				5	-5	-100.00	.00	.15
BLSN BGN BR RES				4	-4	-100.00	.00	.12
M MRGRT CR LM R				4	-4	-100.00	.00	.12
BLSN BGN BR RSE				4	-4	-100.00	.00	.12
DM PASCL PERLET				4	-4	-100.00	.00	.12
C FERRE RS ORGNC				3	-3	-100.00	.00	.09
ST MEYLAND BRUT				3	-3	-100.00	.00	.09
BELLEFLEUR ROSE				2	-2	-100.00	.00	.06
DM DP SMR BRUT				2	-2	-100.00	.00	.06
DURANDIERE ROSE				2	-2	-100.00	.00	.06
M MRGRTE CR LMX				1	-1	-100.00	.00	.03
BLLY LAPIER CHD				1	-1	-100.00	.00	.03
CAVE DE TAIN SP				1	-1	-100.00	.00	.03
LE BRCU BLQ LMX				1	-1	-100.00	.00	.03
DELORME BRT RSE				1	-1	-100.00	.00	.03
L BOUILLT ROSE				1	-1	-100.00	.00	.03
G BRTRND CRM RS				1	-1	-100.00	.00	.03
G BRTRND TJ RSE				1	-1	-100.00	.00	.03
A DELORME CH RS				1	-1	-100.00	.00	.03
JCQUES PLVS BDB				1	-1	-100.00	.00	.03
DELORME BDB BRT				1	-1	-100.00	.00	.03
TOTAL FR SPKLNQ OTH			4195	3377	818	24.22		

# NABCA CASE SALES ANALYSIS

## BY CLASS, TYPE, BRAND

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

ALL STATES-1/1/17 - 03/31/17

PAGE 233

CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
GRM SPARKLING								
SECCO CRANBERRY			66	3	63	2100.00	24.91	1.18
SOHNE BL BT RSL			53	121	-68	-56.20	20.00	47.64
SCHLS BBRH SEKT			35	32	3	9.38	13.21	12.60
HENKELL TROCKEN			33	25	8	32.00	12.45	9.84
FRITZ MLLR THUR			26	9	17	188.89	9.81	3.54
FRITZ MLLR ROSE			16		16	100.00	6.04	.00
HIGH DEF BB RSL			13	22	-9	-40.91	4.91	8.66
HENKELL DRY SEC			6	8	-2	-25.00	2.26	3.15
FRITZ MLLR PLWN			4	10	-6	-60.00	1.51	3.94
HANS LANG RSLNG			3	8	-5	-62.50	1.13	3.15
V BUHL SEKT BRT			3	7	-4	-57.14	1.13	2.76
SCHLOS VAUX CVE			3	5	-2	-40.00	1.13	1.97
KUPFERBERG RED			3	2	-1	-50.00	1.13	.79
KUPFERBERG RSLG			1	2	-1	-50.00	.38	.79
<b>TOTAL GRM SPARKLING</b>			<b>265</b>	<b>254</b>	<b>11</b>	<b>4.33</b>		
ITL SPARKLING								
M RSSI ASTI SPM			12064	13446	-1382	-10.28	15.67	21.91
LA MARCA PRSCCO			11917	7735	4182	54.07	15.48	12.61
CUPCAKE PROSCCO			5111	4194	917	21.86	6.64	6.84
MIONTTO PRSC BR			3320	2785	535	19.21	4.31	4.54
RUFFINO PROSCCO			2728	2450	278	11.35	3.54	3.99
VERDI RSPBY SPM			2699	2626	73	2.78	3.51	4.28
CAVIT LNTA PRSC			2453	2700	-247	-9.15	3.19	4.40
VERDI SPUMANTE			2380	3081	-701	-22.75	3.09	5.02
VLA JLND MS PNP			1821	123	1698	1380.49	2.37	.20
VLA JLND MS CCN			1700	473	1227	259.41	2.21	.77
VLA JLND MS STR			1690	211	1479	700.95	2.20	.34
PIO ASTI SPMTE			1525	1566	-41	-2.62	1.98	2.55
VLA JLND MS MNG			1466	102	1364	1337.25	1.90	.17
BAREFT BB PRSCD			1444	1419	25	1.76	1.88	2.31
MOLETTA PROSCCO			1309	791	518	65.49	1.70	1.29
VLA JLND VLNTIN			1075	54	1021	1890.74	1.40	.09
M RSSI ROSE			1041	1306	-265	-20.29	1.35	2.13
MASCHIO PRS BRT			1030	898	132	14.70	1.34	1.46
RUFFINO ROSE			872	2	870	*****	1.13	.00
M RSSI PRSC FRZ			826	830	-4	-.48	1.07	1.35
ELMO PIO PK MSC			806	933	-127	-13.61	1.05	1.52
SECOLI PRO VALD			794	16	778	4862.50	1.03	.03
CHLOE PROSECCO			743	28	715	2553.57	.97	.05
ELMO PIO PROSEC			639	765	-126	-16.47	.83	1.25
MENAGE A TRS PR			639	579	60	10.36	.83	.94
ZONIN PRSCCO NL			590	507	83	16.37	.77	.83
LA TORDERA BRUN			550		550	100.00	.71	.00
90+CLR LT50 PRO			546	240	306	127.50	.71	.39
R RGL BRCHTO AQ			531	571	-40	-7.01	.69	.93
ZARDTTO PROSECO			473	411	62	15.09	.61	.67
CUPCAKE RED			449		449	100.00	.58	.00
RIONDO PROSECCO			429	154	275	178.57	.56	.25
CUPCAKE PRSC CN			427	1	426	*****	.55	.00
VERDI SPRKT PCH			411	420	-9	-2.14	.53	.68
BOLLA PROSECCO			406	239	167	69.87	.53	.39
MIONETTO GR RSE			349	256	93	36.33	.45	.42
ADAMI PRSCO GBL			339	347	-8	-2.31	.44	.57
STELLINA DN PRO			330	119	211	177.31	.43	.19
KIRKLNDR ASLO PR			300	150	150	100.00	.39	.24
STA MGHTA PRSCO			272	326	-54	-16.56	.35	.53
ENZA PROSECCO			255	289	-34	-11.76	.33	.47
TEN S AN PRC XD			249		249	100.00	.32	.00
MIONTTO ORG PRS			215	63	152	241.27	.28	.10
VLA JLND MS PCH			211	60	151	251.67	.27	.10
MIONTTO IL PRSC			206	251	-45	-17.93	.27	.41
HI PROSECCO			195	422	-227	-53.79	.25	.69
RUFFINO MOS AST			191	224	-33	-14.73	.25	.37
CAPOSALDO MSCCTO			187	79	108	136.71	.24	.13
E DOMANI PROSEC			180	583	-403	-69.13	.23	.95
VAL DCA BL PRSC			168	241	-73	-30.29	.22	.39
MIONTTO XD PRSC			168	72	96	133.33	.22	.12
SWEET BTCH MS/R			147	138	9	6.52	.19	.22
POZZI MOSCATO			144	111	33	29.73	.19	.18
BERSANO BRACHTO			140		140	100.00	.18	.00
PROSECCO CNG BR			139	167	-28	-16.77	.18	.27
ZONIN PRSC BLCK			138	114	24	21.05	.18	.19
CAVCHIOLO PRSC			130	91	39	42.86	.17	.15
ZONIN PR WHT ED			124		124	100.00	.16	.00
ZONIN PR GRY ED			119		119	100.00	.15	.00
ZONIN PR BLK ED			117		117	100.00	.15	.00
SASSELLO PRO EX			116		116	100.00	.15	.00
SEVEN DGHTR MOS			113	108	5	4.63	.15	.18
M RSSI ASTI 4PK			111	155	-44	-28.39	.14	.25
INDIGENOUS PRSC			107	80	27	33.75	.14	.13
GEMMA LUNA MSCT			103		103	100.00	.13	.00
TINTERO MOS SOR			98	88	10	11.36	.13	.14
PRIMATERRA PRSC			93	85	8	9.41	.12	.14
CANDONI PROSCCO			90	117	-27	-23.08	.12	.19
VLA JOLANDA PRO			89	95	-6	-6.32	.12	.15
BELLISSIMA ROSE			80		80	100.00	.10	.00
L'ALUCA			79	175	-96	-54.86	.10	.29
MIRABELLA SATEN			79		79	100.00	.10	.00
ZARDTTO PRIVATE			77	40	37	92.50	.10	.07
CANELLA PROSCCO			76	85	-9	-10.59	.10	.14

# NABCA CASE SALES ANALYSIS

## BY CLASS, TYPE, BRAND

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

ALL STATES-1/1/17 - 03/31/17

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
BELMONDO PROSCO			75	73	2	2.74	.10	.12
SECCO FRIZZANTE			74	43	31	72.09	.10	.07
MASCHIO BR PRTY			74		74	100.00	.10	.00
BELLISSIMA ZERO			73		73	100.00	.09	.00
BELLISSIMA BRUT			71		71	100.00	.09	.00
SENSI 18K PRSCO			70	74	-4	-5.41	.09	.12
BALDUCCI'S PRSC			68	66	2	3.03	.09	.11
ALASIA BRACHTTO			67	64	3	4.69	.09	.10
BISOL JEIO PRSC			62	119	-57	-47.90	.08	.19
MIRABELLA ROSE			61		61	100.00	.08	.00
ROSCATO SWT RED			60		60	100.00	.08	.00
LAMBRTI PRC XDR			59	65	-6	-9.23	.08	.11
ZONIN PRSCO OL			59	57	2	3.51	.08	.09
NINO FRNCO PRSC			58	67	-9	-13.43	.08	.11
BEBE PROSECCO			54	69	-15	-21.74	.07	.11
ROTARI TAL ROSE			54	26	28	107.69	.07	.04
BERETTA PROSECO			52	44	8	18.18	.07	.07
BENVOLIO PROSCO			49	21	28	133.33	.06	.03
ADAMI DEI CASEL			47	30	17	56.67	.06	.05
CRPNE MLVLT PRC			46	48	-2	-4.17	.06	.08
ZERNENDOTA SPMT			46		46	100.00	.06	.00
BELLAFINA PRSCO			45	42	3	7.14	.06	.07
REDENTORE PRSCO			44		44	100.00	.06	.00
VLA JLND MS RSE			43	37	6	16.22	.06	.06
TORRESELLA XDRY			43	17	26	152.94	.06	.03
MNTLLANA EX BRT			42	70	-28	-40.00	.05	.11
PRM PERLA PRSCO			42	34	8	23.53	.05	.06
BIANCA VIGNA PR			41	33	8	24.24	.05	.05
SENSI 18K MO RS			41		41	100.00	.05	.00
SECCO BUBBLES			40	49	-9	-18.37	.05	.08
ADAMI BOSCO GCA			40	28	12	42.86	.05	.05
ROSATELLO SW RS			40	68	-30	-44.12	.05	.11
ZONIN PRSC BRUT			38	43	-5	-11.63	.05	.07
VLA JLND MOSCTO			38	27	11	40.74	.05	.04
CAVICCHL LO WHT			37	46	-9	-19.57	.05	.07
BOLLA VALDO PRC			34		34	100.00	.04	.00
CANTI PRSCO MIL			33	32	1	3.13	.04	.05
IDILLIO DOLCE			33	24	9	37.50	.04	.04
ADAMI PRSC VALD			32	47	-15	-31.91	.04	.08
DA LUCA PROSECCO			31	23	8	34.78	.04	.04
CINZANO PROSECCO			28	28		.00	.04	.05
BATASIOLO MC AS			28	27	1	3.70	.04	.04
ROSCATO MOSCATO			28		28	100.00	.04	.00
LA MARCA PRC 3P			26		26	100.00	.03	.00
MIONTTO XD SRGO			25	26	-1	-3.85	.03	.04
FIZZ 56 SPUMNTE			25	9	16	177.78	.03	.01
CARLETTO PROSCO			24	42	-18	-42.86	.03	.07
BEBE PRSCO RSE			24	27	-3	-11.11	.03	.04
CNTI BRTTA PRSC			24	15	9	60.00	.03	.02
LUXURY EDT PRSC			24		24	100.00	.03	.00
MARTELLOZZO PRO			23	40	-17	-42.50	.03	.07
TOSTI ASTI SPUM			23	30	-7	-23.33	.03	.05
VLA SND PRC BRT			23	24	-1	-4.17	.03	.04
RUGGERI GIALLO			23	4	19	475.00	.03	.01
MONDORO ASTI SP			22	28	-6	-21.43	.03	.05
BIAGIO PROSECCO			21	23	-2	-8.70	.03	.04
ZONIN PRSCO SP			21	14	7	50.00	.03	.02
TUTELA PROSECCO			21	13	8	61.54	.03	.02
SANTERO MSC RSE			19	32	-13	-40.63	.02	.05
BOTTEGA VEN GLD			19	32	-13	-40.63	.02	.05
CAVICCHIOLI SWT			19	27	-8	-29.63	.02	.04
SANTERO MSC PCH			19	12	7	58.33	.02	.02
MIONTTO IL MSCT			18	37	-19	-51.35	.02	.06
SECCO BNCO BUBL			18	12	6	50.00	.02	.02
CAPOSALDO PRSCO			17	27	-10	-37.04	.02	.04
VILLE D'ARFANTA			17	15	2	13.33	.02	.02
BOCELLI PROSECO			17	11	6	54.55	.02	.02
CALDIROLA MSCT			17	8	9	112.50	.02	.01
LUXURY ED PN/RS			17		17	100.00	.02	.00
SANTERO MSC STR			16	23	-7	-30.43	.02	.04
VLA JLND BRT SL			16	15	1	6.67	.02	.02
BIANCA VIGNA RS			16		16	100.00	.02	.00
HEADSNPPR PRSCO			16		16	100.00	.02	.00
TOMMASI FILODOR			15	19	-4	-21.05	.02	.03
CHIARLI BDN RSE			15	18	-3	-16.67	.02	.03
PICCINI PROSECCO			15	8	7	87.50	.02	.01
TEN POLVARO PRO			15	5	10	200.00	.02	.01
LA JARA BRT RSE			14	27	-13	-48.15	.02	.04
ILAURI SPUM RSE			14	12	2	16.67	.02	.02
THE WHT KNGT PR			14	2	12	600.00	.02	.00
BELSTAR PROSECO			14	1	13	1300.00	.02	.00
STA MGHTA B RSE			14		14	100.00	.02	.00
DI MARIA PRSCO			13	15	-2	-13.33	.02	.02
FERRARI BRUT			13	10	3	30.00	.02	.02
SWEET BTCH MS/P			13	10	3	30.00	.02	.02
BISOL PROSECCO			13	9	4	44.44	.02	.01
TIAMO PROSECCO			13	4	9	225.00	.02	.01
BELSTAR CUV RSE			13	3	10	333.33	.02	.00
NOTTE ITLNA PRS			13	3	10	333.33	.02	.00
FLOR PROSECCO			13	2	11	550.00	.02	.00
HUGO L'ORIGINAL			12	27	-15	-55.56	.02	.04
IL UGO			12	24	-12	-50.00	.02	.04
LA VOLPE PROSEC			12	22	-10	-45.45	.02	.04

# NABCA CASE SALES ANALYSIS

## BY CLASS, TYPE, BRAND

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

ALL STATES-1/1/17 - 03/31/17

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
BELLINI CANELLA			12	17	-5	-29.41	.02	.03
CAVICCHL PRSCCO			12	16	-4	-25.00	.02	.03
ZARDETTO ZETA			12	15	-3	-20.00	.02	.02
MEZZ ROTARI ART			12	13	-1	-7.69	.02	.02
ANDREOLA X-DRY			12	11	1	9.09	.02	.02
GIOVELLO MSCATO			12	9	3	33.33	.02	.01
TIAMO PRSC XTRA			12	7	5	71.43	.02	.01
VILA JLND XMAS			12	2	10	500.00	.02	.00
SECCO ROSE BUBL			11	57	-46	-80.70	.01	.09
LITTLE BSCO FRZ			11	14	-3	-21.43	.01	.02
VLA JLND X-SEC			11		11	100.00	.01	.00
TEN S AN RS SPU			11		11	100.00	.01	.00
PRESTO SP CUVEE			11		11	100.00	.01	.00
MASSERIA PROSEC			11		11	100.00	.01	.00
RIONDO BLU PRSC			10	18	-8	-44.44	.01	.03
MED ERMT Q SCCO			10	12	-2	-16.67	.01	.02
TIAMO PRSCO ORG			10	11	-1	-9.09	.01	.02
AVISSI PROSECCO			10	5	5	100.00	.01	.01
D'AQUINO ASTI			10	5	5	100.00	.01	.01
CAPOSLDO RD MSC			9	121	-112	-92.56	.01	.20
MIONTTO IL SPRZ			9	31	-22	-70.97	.01	.05
CASSARA EX DRY			9	25	-16	-64.00	.01	.04
BOTTEGA RSE GLD			9	25	-16	-64.00	.01	.04
BELLO BY RS PTL			9	19	-10	-52.63	.01	.03
TINTERO VNO BNC			9	12	-3	-25.00	.01	.02
CUVEE AURORA RS			9	12	-3	-25.00	.01	.02
SANTERO PSN FRT			9	10	-1	-10.00	.01	.02
CASABIANCA PRSC			9	9		.00	.01	.01
MASCHIO ROSE			9	7	2	28.57	.01	.01
TOSTI PINK MSCT			9	5	4	80.00	.01	.01
TULLIA PROSECCO			8	10	-2	-20.00	.01	.02
VLLA CRNRO PRSC			8	7	-1	-11.11	.01	.01
SANTERO MSC CQC			8	7	1	14.29	.01	.01
RUSTOT PRSCO EX			8		8	100.00	.01	.00
BORTLN ANGLO PR			8		8	100.00	.01	.00
LE VIGNE AL PRS			8		8	100.00	.01	.00
VLA JLND PR RS			7	48	-41	-85.42	.01	.08
TOSTI MSCT RSTO			7	30	-23	-76.67	.01	.05
ENRICO PRO BRUT			7	18	-11	-61.11	.01	.03
BOLLA PRSCCO 2B			7	16	-9	-56.25	.01	.03
SANTERO MNG MSC			7	14	-7	-50.00	.01	.02
CRPNE MLVLT RSE			7	6	1	16.67	.01	.01
BARTENURA BRUT			7	2	5	250.00	.01	.00
VLA SND FR S RSE			7	1	6	600.00	.01	.00
RUSTOT ROSE			7		7	100.00	.01	.00
D PRESTO RSE CV			7		7	100.00	.01	.00
BIG ANG PROSECO			6	23	-17	-73.91	.01	.04
PRLGE PRSC MRTA			6	11	-5	-45.45	.01	.02
LA JARA ORG BRT			6	10	-4	-40.00	.01	.02
SANTERO MSC PIN			6	7	-1	-14.29	.01	.01
FOSS MARAI ROOS			6	7	-1	-14.29	.01	.01
PIZZOLATO FIELD			6	6		.00	.01	.01
NEIRNO PROSECCO			6	6		.00	.01	.01
PRESTO PROSECCO			6	6		.00	.01	.01
MAMAMANGO MSCTO			6	4	2	50.00	.01	.01
BISOL JEIO ROSE			6	3	3	100.00	.01	.00
HI MOSCATO			6		6	100.00	.01	.00
PERRNE MSC SRGL			6		6	100.00	.01	.00
CANELLA ROSE BR			6		6	100.00	.01	.00
VLA JLND MS PAS			6		6	100.00	.01	.00
CASALINI PRO BR			6		6	100.00	.01	.00
RUGGERI ARGOE			5	44	-39	-88.64	.01	.07
LAMBERTI ROSE			5	31	-26	-83.87	.01	.05
ASTORIA PRSCCO			5	10	-5	-50.00	.01	.02
CAVICCHIOLI RSE			5	10	-5	-50.00	.01	.02
BELLINI FUSION			5	7	-2	-28.57	.01	.01
MOSCAMANGO			5	2	3	150.00	.01	.00
SOMMARIVA ROSA			4	26	-22	-84.62	.01	.04
BOTTEGA MOSCATO			4	17	-13	-76.47	.01	.03
VALDO PROSECCO			4	8	-4	-50.00	.01	.01
TAVERNELLO PRSC			4	7	-3	-42.86	.01	.01
VOGA PN GRIGIO			4	6	-2	-33.33	.01	.01
BORGO MLNO TRVS			4	6	-2	-33.33	.01	.01
BARTENURA AS SP			4	5	-1	-20.00	.01	.01
LORDN GSPRN PRS			4	4		.00	.01	.01
TIZIANO PRSECCO			4	2	2	100.00	.01	.00
CA BNCA BRB AST			4	1	3	300.00	.01	.00
RISATA PROSECCO			4	1	3	300.00	.01	.00
DEDICATO PRS XD			4		4	100.00	.01	.00
MONTEFRESCO PRS			4		4	100.00	.01	.00
ASTORIA LG MSCT			4		4	100.00	.01	.00
CUPCAKE ROSE			4		4	100.00	.01	.00
VIVA DIVA PROSC			4		4	100.00	.01	.00
OKO PROSECCO			4		4	100.00	.01	.00
VINA DIVA STRAW			3			.00	.00	.14
SOMMARIVA PRSCO			3	83	-80	-96.39	.00	.14
GLAM PROSECCO			3	42	-39	-92.86	.00	.07
ATELIE PROSECCO			3	19	-16	-84.21	.00	.03
VLA OLMI PRS XD			3	11	-8	-72.73	.00	.02
MIMOSA			3	9	-6	-66.67	.00	.01
TULLIA BRT ROSE			3	8	-5	-62.50	.00	.01
BABBO PROSECCO			3	7	-4	-57.14	.00	.01
BELLINI PROSECO			3	6	-3	-50.00	.00	.01
			3	4	-1	-25.00	.00	.01

# NABCA CASE SALES ANALYSIS

## BY CLASS, TYPE, BRAND

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

ALL STATES-1/1/17 - 03/31/17

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
ANNALISA MSCATO			3	3		.00	.00	.00
FURLAN PROSECCO			3	1	2	200.00	.00	.00
MED ERMT CONCRT			3		3	100.00	.00	.00
FLOR ROSE BRUT			3		3	100.00	.00	.00
VIVA DVA STW MS			3		3	100.00	.00	.00
OH ROME MSC RSE			3		3	100.00	.00	.00
BOLLICINO EXTRA			3		3	100.00	.00	.00
ERA PROSECCO			3		3	100.00	.00	.00
VIVA DVA PCH MS			3		3	100.00	.00	.00
MIONTTO FRZ PRC			2	28	-26	-92.86	.00	.05
LE 7 TORRI FRZZ			2	20	-18	-90.00	.00	.03
ATELIE RSTO MSC			2	10	-8	-80.00	.00	.02
FOSS MRAI STRDA			2	9	-7	-77.78	.00	.01
PATRIZI MOSCATO			2	7	-5	-71.43	.00	.01
CAVIT LNTA ROSE			2	7	-5	-71.43	.00	.01
CNTRTO MLSMT BR			2	4	-2	-50.00	.00	.01
BELLINI PRSC CN			2	2		.00	.00	.00
GANCIA PROSECCO			2	1	1	100.00	.00	.00
GANCIA ASTI			2	1	1	100.00	.00	.00
IL COLLE PRSCCO			2	1	1	100.00	.00	.00
LALUCA ROSE			2		2	100.00	.00	.00
VLA JLNDA BRCHT			2		2	100.00	.00	.00
SNTA MARINA PRS			2		2	100.00	.00	.00
STELLA PROSECCO			2		2	100.00	.00	.00
VALFONDA PROSCO			2		2	100.00	.00	.00
JACUZZI FM PRSC			2		2	100.00	.00	.00
BARTENURA PROSC			2		2	100.00	.00	.00
MONTELVINI PRSC			2		2	100.00	.00	.00
LE CONTESSE PRO			2		2	100.00	.00	.00
FOSS MARAI PRSC			1	39	-38	-97.44	.00	.06
MIONTTO PRC VAL			1	25	-25	-96.15	.00	.04
BELLA BOLLA MSC			1	15	-14	-93.33	.00	.02
LUNA LUNA PRSCO			1	10	-9	-90.00	.00	.02
ROTARI TLTO BRT			1	10	-9	-90.00	.00	.02
VOGA PROSECCO			1	9	-8	-88.89	.00	.01
BIVIO PROSECCO			1	8	-7	-87.50	.00	.01
VLA SNDI PRC XD			1	7	-6	-85.71	.00	.01
BARTNRA MOS RSE			1	6	-5	-83.33	.00	.01
TERRIERO PRSECC			1	5	-4	-80.00	.00	.01
ESTRO PIANA RSE			1	5	-4	-80.00	.00	.01
ROSCATO PROSECCO			1	5	-4	-80.00	.00	.01
ATELIE BRCH ACQ			1	5	-4	-80.00	.00	.01
SALVTORE MOSCTO			1	4	-3	-75.00	.00	.01
GAROFOLI SPM BR			1	4	-3	-75.00	.00	.01
SALVTORE PRSCCO			1	4	-3	-75.00	.00	.01
BIONATURE			1	3	-2	-66.67	.00	.00
CLVNDRA PRSC SP			1	3	-2	-66.67	.00	.00
AF FRANCIACORTA			1	3	-2	-66.67	.00	.00
PERLAGE BACARTO			1	3	-2	-66.67	.00	.00
MARENCO STREV			1	3	-2	-66.67	.00	.00
CON CASTALDI BR			1	2	-1	-50.00	.00	.00
DEGRGS MOS ASTI			1	2	-1	-50.00	.00	.00
PERRONE BIGARO			1	2	-1	-50.00	.00	.00
IL MOSNEL FRCRT			1	2	-1	-50.00	.00	.00
PIZZOLATO PRSCO			1	2	-1	-50.00	.00	.00
FRGHTNA FRC BRT			1	2	-1	-50.00	.00	.00
90+CLR LOT 77			1	2	-1	-50.00	.00	.00
ZARDETTO ORGNIC			1	2	-1	-50.00	.00	.00
ZENATO LUGANA B			1	1		.00	.00	.00
VILLA M MOSCATO			1	1		.00	.00	.00
E GATTI FRNCORT			1	1		.00	.00	.00
ZARDTTO BRT RSE			1	1	1	100.00	.00	.00
BISOL SUP CARTZ			1	1	1	100.00	.00	.00
FILOS			1	1	1	100.00	.00	.00
VIVA DVA RSP MS			1	1	1	100.00	.00	.00
BORGO PROSECCO			1	1	1	100.00	.00	.00
VERDI ACAI			1	1	1	100.00	.00	.00
BOLLA ROSE			1	1	1	100.00	.00	.00
FANTNL BRT ROSE			1	1	1	100.00	.00	.00
GANCIA MSCT AST			1	1	1	100.00	.00	.00
BELLA BLA P MSC			1	1	1	100.00	.00	.00
LOVISOLO PNT BR			1	1	1	100.00	.00	.00
VLA SND PRC VIG			1	1	1	100.00	.00	.00
90+CLRS LOT 49			1	1	1	100.00	.00	.00
MONTENISA BRUT			1	1	1	100.00	.00	.00
GANCIA MSCT RSE			1	1	1	100.00	.00	.00
MED ERMT SOLO			1	1	1	100.00	.00	.00
GIANI DG MOSCTO			1	1	1	100.00	.00	.00
VALDO PRSCO CVE			1	1	1	100.00	.00	.00
CA/SISA PRS TRV			1	1	1	100.00	.00	.00
MIONETTO PRSECO				613	-613	-100.00	.00	1.00
VANDORI PROSECO				43	-43	-100.00	.00	.07
SANTERO VNO SPM				36	-36	-100.00	.00	.06
CON CASTALDI RS				18	-18	-100.00	.00	.03
BELLNDA MIRAVAL				12	-12	-100.00	.00	.02
ZANTTI PRSC RCA				10	-10	-100.00	.00	.02
CAPOSLDO SW MSC				10	-10	-100.00	.00	.02
RICHER POUR				9	-9	-100.00	.00	.01
CA/FURLAN PRSCO				8	-8	-100.00	.00	.01
ALBARSSA PRS XD				7	-7	-100.00	.00	.01
SKINNYGRL PRSCC				7	-7	-100.00	.00	.01
SENSI 18K PN RS				7	-7	-100.00	.00	.01
RIONDO PNK PRSC				6	-6	-100.00	.00	.01

# NABCA CASE SALES ANALYSIS

## BY CLASS, TYPE, BRAND

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

ALL STATES-1/1/17 - 03/31/17

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
CNLTTO PRSC SPM					6	-6	-100.00	.00
VIA DEI MILLERI					6	-6	-100.00	.00
VOVETI PROSECCO					4	-4	-100.00	.00
BIAGIO BRACHETO					4	-4	-100.00	.00
PETALO IL AMORE					4	-4	-100.00	.00
SRRE CLSNTA PRS					3	-3	-100.00	.00
VERDI G APL AST					3	-3	-100.00	.00
RUGGERI GUISTNO					3	-3	-100.00	.00
ILAUURI PRSCO XD					3	-3	-100.00	.00
CISA ASN SERRA					3	-3	-100.00	.00
MARENGO ROSE					2	-2	-100.00	.00
MIONTTO MSCT DL					2	-2	-100.00	.00
MONFORTE PRSCCO					2	-2	-100.00	.00
VIVA DVA MNG MS					2	-2	-100.00	.00
ALFREDO BERTLNI					2	-2	-100.00	.00
CORMN PRSC SPMT					2	-2	-100.00	.00
TOSTI MOSCATO					2	-2	-100.00	.00
LA TORDERA SAOM					2	-2	-100.00	.00
CA BIANCA BRCHT					2	-2	-100.00	.00
LA TRANSA PRSCO					2	-2	-100.00	.00
FERRARI BR PRLE					2	-2	-100.00	.00
VLA JLND CRTMS					1	-1	-100.00	.00
MONTENISA SATEN					1	-1	-100.00	.00
CANELLA PROSECCO					1	-1	-100.00	.00
PICCLO TS PRSCO					1	-1	-100.00	.00
M RSSI PRSC 4PK					1	-1	-100.00	.00
GIONELLI PRSCCO					1	-1	-100.00	.00
F SAN FLGHN SPU					1	-1	-100.00	.00
M RSSI ASTI CHL					1	-1	-100.00	.00
ENRICO PRO XDRY					1	-1	-100.00	.00
CNT TBRNO FLGNA					1	-1	-100.00	.00
MARENGO BRUT					1	-1	-100.00	.00
VLA JLND PRSC G					1	-1	-100.00	.00
M RSSI/MIX 3PCK					1	-1	-100.00	.00
FERRARI BRT RSE					1	-1	-100.00	.00
MIONTTO IL LAMB					1	-1	-100.00	.00
FANTNL PRSC SPM					1	-1	-100.00	.00
<b>TOTAL ITL SPARKLING</b>			<b>76968</b>	<b>61357</b>	<b>15611</b>	<b>25.44</b>		
SPANISH SPKLN								
FREXNT CR NG BR			3385	3564	-179	-5.02	31.30	29.90
FRX CRDN NG X D			1490	1454	36	2.48	13.78	12.20
JS CRSTLNO BRUT			893	1307	-414	-31.68	8.26	10.97
SGURA VDS BR RS			820	709	111	15.66	7.58	5.95
FRX CRT NVD BRT			442	627	-185	-29.51	4.09	5.26
CAMPO VJ GC RES			426	313	113	36.10	3.94	2.63
ANNA D CODORNIU			385	239	146	61.09	3.56	2.01
FRX CR NG MTHDE			368	369	-1	-.27	3.40	3.10
BIUTIFUL CAVA			260	305	-45	-14.75	2.40	2.56
FRX ICE CUV ESP			254		254	100.00	2.35	.00
SGURA VDS RS HR			176	186	-10	-5.38	1.63	1.56
CAVA MSTNGT BRT			136	393	-257	-65.39	1.26	3.30
JS CRSTLNO XTRA			136	119	17	14.29	1.26	1.00
MONTSRRA CVA BR			96	101	-5	-4.95	.89	.85
POEMA CAVA BRUT			95	98	-3	-3.06	.88	.82
SEGURA ARIA X D			77	53	24	45.28	.71	.44
JS CRSTLNO ROSE			70	56	14	25.00	.65	.47
FREXNT BR BL BL			65	51	14	27.45	.60	.43
MASIA DE LA LUZ			62		62	100.00	.57	.00
FREIXNT SMI DRY			53	47	6	12.77	.49	.39
ROBERT DE NOLA			46		46	100.00	.43	.00
BIUTIFUL CVA RS			44	112	-68	-60.71	.41	.94
1+1-3 BRUT CAVA			42	81	-39	-48.15	.39	.68
ROGER D'AN CAVA			42	46	-4	-8.70	.39	.39
CASTELLER CV BR			39	39			.36	.33
CNDE SBRTS ROSE			39	22	17	77.27	.36	.18
CNDE SBRTS BRUT			38	46	-8	-17.39	.35	.39
JUVS CMPS BR RS			37	23	14	60.87	.34	.19
CAN XA			36	43	-7	-16.28	.33	.36
SEGURA ARIA BRT			33	61	-28	-45.90	.31	.51
DE PRO CAVA BRT			33		33	100.00	.31	.00
SEGURA BRT ROSE			32	47	-15	-31.91	.30	.39
LA GRANJA CAVA			31	29	2	6.90	.29	.24
MARQUS D GELIDA			31	16	15	93.75	.29	.13
FREIXNT SMI SEC			28	88	-60	-68.18	.26	.74
MONTE VCR CV BR			25	20	5	25.00	.23	.17
SUMARROCA BR RS			24	39	-15	-38.46	.22	.33
FREXNT CR NG SW			24	30	-6	-20.00	.22	.25
FLARE MOSCATEL			24	26	-2	-7.69	.22	.22
MESTRS 1312 CVA			24	4	20	500.00	.22	.03
RAVENTOS IB NIT			23	23			.21	.19
BESO DE RECHENA			20	16	4	25.00	.18	.13
JUVS CMP FAM BR			19	19			.18	.16
SEGURA VIUDS GR			19		19	100.00	.18	.00
AVINYO CV BR RS			14		14	100.00	.13	.00
CODORNIU CVA BR			13	15	-2	-13.33	.12	.13
LA ESCAPADA BRT			13		13	100.00	.12	.00
JUVE CMP BR CNT			12	14	-2	-14.29	.11	.12
LOBETIA PNK BBL			12	12			.11	.10
ANNA CODRN B RS			11	12	-1	-8.33	.10	.10
MNT-MRCL EXTRMR			10	12	-2	-16.67	.09	.10
CSANVAS BRT D B			10	10			.09	.08

# NABCA CASE SALES ANALYSIS

## BY CLASS, TYPE, BRAND

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

ALL STATES-1/1/17 - 03/31/17

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
NAVERAN CAVA			10	6	4	66.67	.09	.05
A DUBOY BRUT			10	4	6	150.00	.09	.03
JOIOS CAVA BRUT			10		10	100.00	.09	.00
CSAS DL MAR CVA			10		10	100.00	.09	.00
MARO GELDA GR B			10		10	100.00	.09	.00
MIQUEL PONS CVA			10		10	100.00	.09	.00
DE PRO CAVA RS			10		10	100.00	.09	.00
SEGURA PN NR BR			8	45	-37	-82.22	.07	.38
RAVENTOS L'HREU			8	20	-12	-60.00	.07	.17
NAVERAN BRT RSE			8	4	4	100.00	.07	.03
ROSSINYOL MRGAS			8	1	7	700.00	.07	.01
MUSCANTI BRUT			7	65	-58	-89.23	.06	.55
LOVE/MONY BASCA			7	39	-32	-82.05	.06	.33
VEGA BARCELONA			7	9	-2	-22.22	.06	.08
CAN XA ROSE			7	8	-1	-12.50	.06	.07
BESO D RCHNA RS			7	4	3	75.00	.06	.03
TARANTAS ROSE			7	4	3	75.00	.06	.03
GRMNA CVE PENDS			7	4	3	75.00	.06	.03
SURIOL CAVA NAT			7		7	100.00	.06	.00
LOS MONTEROS CV			7		7	100.00	.06	.00
MONT-MRCL ROSDO			6	5	1	20.00	.06	.04
CAVAS HILL 1887			6	5	1	20.00	.06	.04
CLOS AMADOR BRT			6	3	3	100.00	.06	.03
DE PRO CHF GEOF			5	11	-6	-54.55	.05	.09
CAVA TARIDA ORG			5	3	2	66.67	.05	.03
ALBET NOYA BRUT			5	3	2	66.67	.05	.03
POEMA CAVA ROSE			4	20	-16	-80.00	.04	.17
KILA CAVA BRUT			4	7	-3	-42.86	.04	.06
GRMNA IMP CV GR			4	5	-1	-20.00	.04	.04
FRXNT CVA EXCLN			4	1	3	300.00	.04	.01
LA VIDA AL BRUT			3	22	-19	-86.36	.03	.18
PARES BALTA BRT			3	12	-9	-75.00	.03	.10
LOBETIA BUBBLES			3	10	-7	-70.00	.03	.08
BOHIGAS CAVA BR			3	6	-3	-50.00	.03	.05
CAMPOS ESTRELLA			3	4	-1	-25.00	.03	.03
MAS FI CAVA BRT			3			.00	.03	.03
PRLDA PSCDR BLC			3	3		100.00	.03	.00
POEMA CAVA X DR			3		3	100.00	.03	.00
VILARNAU BRUT			3		3	100.00	.03	.00
CAVA MSTNGT RSE			3		3	100.00	.03	.00
CODORNIU BRUT			2	110	-108	-98.18	.02	.92
GANDIA CDNS BRT			2	31	-29	-93.55	.02	.26
DON SIMON BRUT			2	25	-23	-92.00	.02	.21
BITCH BUBBLY			2	14	-12	-85.71	.02	.12
GRMNA CAVA G CV			2	8	-6	-75.00	.02	.07
SARDA CAVA BRUT			2	3	-1	-33.33	.02	.03
RAVENTOS IB FIN			2	3	-1	-33.33	.02	.03
AVINYO CVA BRUT			2	2		100.00	.02	.02
JUVE CMP SWT RS			2	1	1	100.00	.02	.01
VILARNAU ROSE			2		2	100.00	.02	.00
JUV & CMP PN NR			2		2	100.00	.02	.00
PRLDA PSCDR RSE			2		2	100.00	.02	.00
CLOS AMADOR RSE			1	8	-7	-87.50	.01	.07
MAROUS GEL G RS			1	6	-5	-83.33	.01	.05
PORTIUM CVA BRT			1	6	-5	-83.33	.01	.05
PERE VENT CAVA			1	5	-4	-80.00	.01	.04
BOTANI MUSCAT			1	5	-4	-80.00	.01	.04
CA VA BLNC BLNC			1	3	-2	-66.67	.01	.03
LLOPART ROSE			1	1		.00	.01	.01
CHIC BARCELONA			1		1	100.00	.01	.00
AGUSTI TOR MATA			1		1	100.00	.01	.00
PAPET DEL MAS			1		1	100.00	.01	.00
MERCAT BRUT			1		1	100.00	.01	.00
YA CUVEE 23 RES			1	309	-309	-100.00	.00	2.59
L'ENCERT CAVA				49	-49	-100.00	.00	.41
OPERA PRM P MOS				21	-21	-100.00	.00	.18
ALBERO ORG WHT				12	-12	-100.00	.00	.10
MONT-MARCL PND5				12	-12	-100.00	.00	.10
LA VIDA AL ROSE				11	-11	-100.00	.00	.09
SEGURA VDS GR C				11	-11	-100.00	.00	.09
FINCA HISPAN BRT				10	-10	-100.00	.00	.08
BDG NAVERAN CVA				7	-7	-100.00	.00	.06
PERE VENT RSRV				4	-4	-100.00	.00	.03
NODUS CAVA BRUT				2	-2	-100.00	.00	.02
TARANTAS WHITE				2	-2	-100.00	.00	.02
PDRGSA CLS BRUT				2	-2	-100.00	.00	.02
FLAMA D'OR CAVA				2	-2	-100.00	.00	.02
GRMNA LUSTRS GR				2	-2	-100.00	.00	.02
EN FUEGO CAVA				1	-1	-100.00	.00	.01
MONT-MRCL RESRV				1	-1	-100.00	.00	.01
FRXNT CR ROSADO				1	-1	-100.00	.00	.01
<b>TOTAL SPANISH</b>	<b>SPKLN</b>		<b>10816</b>	<b>11919</b>	<b>-1103</b>	<b>-9.25</b>		
<b>IM SPKLN OTH</b>								
YELLOW TAIL RSE			649	634	15	2.37	31.75	28.43
YELLOW TAIL			417	586	-169	-28.84	20.40	26.28
COSMOPOLITAN DV			401		401	100.00	19.62	.00
SECCO PCH BELNI			72	122	-50	-40.98	3.52	5.47
GOUGUENHM MB/RS			57	30	27	90.00	2.79	1.35
GEKKEIKN ZIPANG			36	40	-4	-10.00	1.76	1.79
THE CHOOK SHIRZ			29	5	24	480.00	1.42	.22
BITCH BUBBLY			28	212	-184	-86.79	1.37	9.51

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ALL STATES-1/1/17 - 03/31/17

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
GRAHAM BK BR RS			26	18	8	44.44	1.27	.81
GRAHAM BCK BRUT			25	16	9	56.25	1.22	.72
HILLINGER SECCO			22	11	11	100.00	1.08	.49
BLEASDLE BR SHZ			21		21	100.00	1.03	.00
DE BORTLI DB BR			18		18	100.00	.88	.00
MEINKLANG FRZNT			11	6	5	83.33	.54	.27
STA JLA PN ROSE			9	40	-31	-77.50	.44	1.79
AMRE FRTTI MNGO			9	10	-1	-10.00	.44	.45
AMRE FRTTI PECH			8	4	4	100.00	.39	.18
ALMA NEGRA BRUT			8		8	100.00	.39	.00
PARINGA SPK SHZ			7	15	-8	-53.33	.34	.67
SCHLUMBRGR BRUT			7	5	2	40.00	.34	.22
AMRE FRTTI B RP			7	1	6	600.00	.34	.04
HUGO ROSE			7		7	100.00	.34	.00
GRAHAM BK BLISS			7		7	100.00	.34	.00
KARAS DYUTICH			7		7	100.00	.34	.00
ALMA NEG RS/MBC			6	15	-9	-60.00	.29	.67
SHO CHUKU BA MI			6	7	-1	-14.29	.29	.31
YELLOW TL B R MS			6	7	-1	-14.29	.29	.31
BLUE MSCTO STRW			6	6		.00	.29	.27
ZIMLA RED SS			6	1	5	500.00	.29	.04
AMRE FRTT PNAPL			6	1	5	500.00	.29	.04
MOLYDKR GIRL GO			6	10	-5	-50.00	.24	.45
JANSZ ROSE			5	9	-4	-44.44	.24	.40
SHNGLBCK SPK SH			5	8	-3	-37.50	.24	.36
AKAKIES ROSE			5	2	3	150.00	.24	.09
STEENBERG SV BL			5		5	100.00	.24	.00
STA JLA BL D BL			5		5	100.00	.24	.00
MSN LACOTTE BRT			5		5	100.00	.24	.00
VALDIVIESO ROSE			5		5	100.00	.24	.00
AMRE FRTTI STRW			4	10	-6	-60.00	.20	.45
AMRE FRTTI PMGR			4	2	2	100.00	.20	.09
AMRE FRTTI WTRM			4		4	100.00	.20	.00
QTA ORTIGAO RSE			4		4	100.00	.20	.00
BLUE MSCATO PCH			3	10	-7	-70.00	.15	.45
ABRAU DURSO SMI			3	4	-1	-25.00	.15	.18
STEININGER CB S			3	1	2	200.00	.15	.04
ZIMLA ROSE SEMI			3		3	100.00	.15	.00
HAKUTSRU AWAYKI			3		3	100.00	.15	.00
GUSBORNE BL BL			3		3	100.00	.15	.00
SOVIET WH S-SWT			3		3	100.00	.15	.00
SOVETSKOE S/S			2	6	-4	-66.67	.10	.27
NOVECENTO BRUT			2	5	-3	-60.00	.10	.22
APALTAGUA COSTR			2	4	-2	-50.00	.10	.18
RGNTO TOR/CHARD			2	3	-1	-33.33	.10	.13
BLUE MSCTO PINA			2	3	-1	-33.33	.10	.13
VALDVESO EX BRT			2	3	-1	-33.33	.10	.13
YELLOW TL BB MSC			2	2		.00	.10	.09
ODE PANOS BRUT			2	2		.00	.10	.09
POOCHI POOCHI			2	1	1	100.00	.10	.04
AMRE FRTTI RSPBR			2	1	1	100.00	.10	.04
KITAYA A N HIME			2		2	100.00	.10	.00
MIOLO WHITE			2		2	100.00	.10	.00
PASCUAL TSO BRT			1	34	-33	-97.06	.05	1.52
CNDE SBRTS B RS			1	20	-19	-95.00	.05	.90
UNDURRAGA BRUT			1	7	-6	-85.71	.05	.31
SCLMBRGR BR/TIN			1	4	-3	-75.00	.05	.18
SZIGETI GRN VLT			1	3	-2	-66.67	.05	.13
ANTUCURA PN RSE			1	2	-1	-50.00	.05	.09
EMERI PINK MSC			1	2	-1	-50.00	.05	.09
TRACKER CROSSNG			1	2	-1	-50.00	.05	.09
AMRE FRTTI CHRY			1	2	-1	-50.00	.05	.09
EDOARDO MIROGLO			1	1		.00	.05	.04
SCHLMBRG ROSE			1	1		.00	.05	.04
BOSCHENDAL BRUT			1		1	100.00	.05	.00
SOCL ENJMTS HIB			1		1	100.00	.05	.00
SOCL ENJMTS PNK			1		1	100.00	.05	.00
SCHLMBRG GR VLT			1		1	100.00	.05	.00
TAPIZ TORRONTES			1		1	100.00	.05	.00
BIANCONERO WH M			1		1	100.00	.05	.00
STEININGER RSLG			1		1	100.00	.05	.00
SOVIET MUSCAT			1		1	100.00	.05	.00
PINK				198	-198	-100.00	.00	8.88
YELLOW TL SNG BB				31	-31	-100.00	.00	1.39
CRUZAT CV RES				4	-4	-100.00	.00	.18
ZIMLA SEMI DRY				3	-3	-100.00	.00	.13
G NORMAN CHR/PN				3	-3	-100.00	.00	.13
TORRES ESTL BRT				3	-3	-100.00	.00	.13
TALTARNI BRUT				3	-3	-100.00	.00	.13
SCHLUMBRGR GOLD				2	-2	-100.00	.00	.09
BNRK STN STR BL				2	-2	-100.00	.00	.09
FRENESI MANGO				2	-2	-100.00	.00	.09
SZIGETI GS KLMT				2	-2	-100.00	.00	.09
SOPHORA CUVEE				2	-2	-100.00	.00	.09
SCHLMBRG RSE SC				2	-2	-100.00	.00	.09
STA JLA EXT BRT				2	-2	-100.00	.00	.09
SCHLMBRGR WH SC				2	-2	-100.00	.00	.09
ORL JACB MSC RS				1	-1	-100.00	.00	.04
BLUE MSCTO CCNT				1	-1	-100.00	.00	.04
CONO SUR BRUT				1	-1	-100.00	.00	.04
AMRE FRTTI GRPF				1	-1	-100.00	.00	.04
BNRK STN PCH BL				1	-1	-100.00	.00	.04
SANTA JULIA UNO				1	-1	-100.00	.00	.04

# NABCA CASE SALES ANALYSIS

## BY CLASS, TYPE, BRAND

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

ALL STATES-1/1/17 - 03/31/17

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
SZIGETI RS BRUT				1	-1	-100.00	.00	.04
AMRE FRTTI BNNA				1	-1	-100.00	.00	.04
JANSZ PREM CUVE				1	-1	-100.00	.00	.04
BAJA TANGA ROSE				1	-1	-100.00	.00	.04
FRENESI WILDBRS				1	-1	-100.00	.00	.04
BLUE MSCTO CHRY				1	-1	-100.00	.00	.04
L.A.CETTO BRUT				1	-1	-100.00	.00	.04
<b>TOTAL IM SPKLNQ OTH</b>			<b>2044</b>	<b>2230</b>	<b>-186</b>	<b>-8.34</b>		
IMP VRMTH DRY								
MRTNI RSSI X DR			5127	5527	-400	-7.24	72.91	73.10
NOLLY PRAT DRY			578	584	-6	-1.03	8.22	7.72
NOLLY PRAT X DR			335	314	21	6.69	4.76	4.15
SPATOLA			280	306	-26	-8.50	3.98	4.05
STOCK			259	425	-166	-39.06	3.68	5.62
DOLIN D CHAMBYR			234	186	48	25.81	3.33	2.46
DI PADRINO			101	109	-8	-7.34	1.44	1.44
CARPANO PNT MES			39	20	19	95.00	.55	.26
CINZANO			24	27	-3	-11.11	.34	.36
CINZANO BIANCO			15	19	-4	-21.05	.21	.25
COCCHI DI TRINO			13	16	-3	-18.75	.18	.21
BOISSIERE DRY			12	18	-6	-33.33	.17	.24
CINZANO EXTRA			7	2	5	250.00	.10	.03
SOLE EXTRA DRY			6	6	0	100.00	.09	.00
MAURIN RED			1	2	-1	-50.00	.01	.03
CARPANO DRY			1	1	0	100.00	.01	.00
D'AQUINO EX DRY				5	-5	-100.00	.00	.07
MAURIN DRY				1	-1	-100.00	.00	.01
<b>TOTAL IMP VRMTH DRY</b>			<b>7032</b>	<b>7561</b>	<b>-529</b>	<b>-7.00</b>		
IMP VRMTH SWT								
MARTINI ROSSI			7304	8160	-856	-10.49	67.13	74.44
CARPANO ANTICA			694	475	219	46.11	6.38	4.33
DOLIN D CHMB RG			601	228	373	163.60	5.52	2.08
SPATOLA			569	590	-21	-3.56	5.23	5.38
NOILLY PRAT			559	437	122	27.92	5.14	3.99
STOCK			542	663	-121	-18.25	4.98	6.05
DI PADRINO			151	145	6	4.14	1.39	1.32
DOLIN D CHMB BL			150	23	127	552.17	1.38	.21
CINZANO			93	86	7	8.14	.85	.78
MRTNI RSSI BNCO			67	84	-17	-20.24	.62	.77
MRTNI RSSI GOLD			45	45	0	100.00	.41	.00
ALESSIO TORINO			24	24	0	100.00	.22	.00
PUNT E MES			22	19	3	15.79	.20	.17
ALESSIO BIANCO			17	17	0	100.00	.16	.00
CARPANO BIANCO			10	5	5	100.00	.09	.05
CINZANO ROSSO			8	8	0	100.00	.07	.00
BOISSIERE SWT			6	26	-20	-76.92	.06	.24
COCCHI DI TRINO			4	2	2	100.00	.04	.02
SOLE SWT ROSSO			4	4	0	100.00	.04	.00
PRIORAT NATUR			3	3	0	100.00	.03	.00
DEL PROFSCORE BN			2	2	0	100.00	.02	.02
COCCHI BR CHNTO			2	2	0	100.00	.02	.00
CONTRATTO ROSSO			1	2	-1	-50.00	.01	.02
DEL PROFSCORE RS			1	2	-1	-50.00	.01	.02
COCCHI DOPO TEA			1	1	0	100.00	.01	.00
ALAGNA ROSSO			1	1	0	100.00	.01	.00
D'AQUINO				7	-7	-100.00	.00	.06
NOILLY PRAT AMB				2	-2	-100.00	.00	.02
MARTINI RSV RUB				1	-1	-100.00	.00	.01
MAURIN WHITE				1	-1	-100.00	.00	.01
CINZANO 1757				1	-1	-100.00	.00	.01
MARTINI RSV AMB				1	-1	-100.00	.00	.01
<b>TOTAL IMP VRMTH SWT</b>			<b>10881</b>	<b>10962</b>	<b>-81</b>	<b>-.74</b>		
IMP VRMTH OTH								
LA QUINTINYE BL			1		1	100.00	100.00	0.00
<b>TOTAL IMP VRMTH OTH</b>			<b>1</b>		<b>1</b>	<b>100.00</b>		
<b>GRAND TOTAL</b>			<b>3796420</b>	<b>3802452</b>				



