

NABCA CLASS REPORT

THIRD QUARTER 2012				CORDIALS					PAGE 19			
BRAND	Rank	Share of Market Last 12 Months		Last 12 Months This Year	Last 12 Months Prior Year	+ or -	This Year to Date	Last Year to Date	+ or -	Current Quarter This Year	Current Quarter Last Year	+ or -
		This Year	Prior Year									
MONTGOMERY CO. - D.S.				384956	376177	2.33	275063	268687	2.37	93207	92399	.87
CORDIALS		10.48	10.54	40359	39635	1.83	27742	27115	2.31	9196	9099	1.07
BAILEYS O CRDL-	1	7.07	7.60	2853	3013	5.31-	1554	1641	5.30-	479	490	2.24-
GRAND MAR CRDL-	2	6.25	7.00	2523	2774	9.05-	1832	1876	2.35-	628	592	6.08
MONTEZUMA CRDL-	3	5.89	5.95	2376	2359	.72	1831	1813	.99	606	618	1.94-
JAGERMEIS CRDL-	4	4.33	4.61	1749	1828	4.32-	1243	1350	7.93-	394	447	11.86-
KAHLUA ME CRDL-	5	4.19	4.90	1692	1943	12.92-	1063	1242	14.41-	327	380	13.95-
JINRO CHA CRDL-	6	3.08	2.91	1244	1152	7.99	926	806	14.89	321	275	16.73
SOU COMFO CRDL-	7	2.90	3.11	1171	1231	4.87-	784	817	4.04-	252	276	8.70-
J DANL TE CRDL-	8	2.52	.76	1016	300	238.67	706	300	135.33	290	226	28.32
ST BRENDA CRDL-	9	2.35	2.81	948	1115	14.98-	580	714	18.77-	158	214	26.17-
COINTREAU CRDL-	10	2.12	2.09	855	828	3.26	620	592	4.73	206	196	5.10
DI SARONN CRDL-	11	2.05	2.10	828	831	.36-	491	520	5.58-	167	174	4.02-
HIRAM WAL CRDL-	12	1.93	2.10	777	833	6.72-	608	634	4.10-	215	227	5.29-
MONTEZUMA CRDL-	13	1.67	1.58	674	626	7.67	503	501	.40	164	179	8.38-
BOLS 42 CRDL-	14	1.64	1.71	660	677	2.51-	527	529	.38-	163	183	10.93-
DEK PEACH CRDL-	15	1.60	1.54	644	610	5.57	486	451	7.76	179	158	13.29
DEKUYPER CRDL-	16	1.42	1.42	574	561	2.32	430	428	.47	145	143	1.40
DEK SOUR CRDL-	17	1.36	1.60	550	636	13.52-	390	451	13.53-	120	145	17.24-
BARTON PE CRDL-	18	1.32	1.19	531	471	12.74	383	353	8.50	129	131	1.53-
CHUM CHUR CRDL-	19	1.19	1.33	480	528	9.09-	352	381	7.61-	126	115	9.57
FIREBALL CRDL-	20	1.16	.05	467	18	2494.44	398	18	2111.11	206	13	1484.62
CAMPARI B CRDL-	21	1.08	1.00	437	398	9.80	329	312	5.45	122	129	5.43-
CITRONGE CRDL-	22	.97	.89	393	351	11.97	281	273	2.93	93	105	11.43-
JINRO SOJ CRDL-	23	.91	.72	367	287	27.87	266	211	26.07	92	92	.00
GRANGALA CRDL-	24	.90	1.01	365	399	8.52-	261	281	7.12-	79	81	2.47-
GOLDSHLGR CRDL-	25	.88	.91	356	361	1.39-	238	246	3.25-	79	88	10.23-
HPNOTIQ CRDL-	26	.87	.99	352	393	10.43-	267	292	8.56-	82	98	16.33-
CAFE LOLI CRDL-	27	.84	.81	341	322	5.90	240	223	7.62	79	76	3.95
DRAMBUIE CRDL-	28	.77	.77	309	305	1.31	174	190	8.42-	53	59	10.17-
CHAMBORD CRDL-	29	.76	.74	308	292	5.48	198	186	6.45	61	57	7.02
BRADY'S I CRDL-	30	.73	.55	296	218	35.78	222	167	32.93	74	54	37.04
FRANGELIC CRDL-	31	.72	.82	289	325	11.08-	168	183	8.20-	51	56	8.93-
AGUARDNTE CRDL-	32	.71	.68	285	269	5.95	182	175	4.00	57	68	16.18-
ROMANA SA CRDL-	33	.67	.76	269	300	10.33-	176	195	9.74-	61	62	1.61-
CAROLANS CRDL-	34	.65	.60	263	238	10.50	158	151	4.64	46	44	4.55
NUVO CRDL-	35	.61	.77	248	305	18.69-	157	225	30.22-	43	63	31.75-
AMARULA CRDL-	36	.61	.59	247	232	6.47	165	154	7.14	53	57	7.02-
ST GERMAI CRDL-	37	.61	.38	246	151	62.91	189	122	54.92	74	47	57.45
CARAVLLA CRDL-	38	.57	.54	232	213	8.92	153	152	.66	41	56	26.79-
DEKUYPER CRDL-	39	.57	.53	230	211	9.00	175	162	8.02	56	60	6.67-
DEK AMRT CRDL-	40	.56	.59	224	234	4.27-	154	158	2.53-	53	52	1.92
WLD TRKY CRDL-	41	.55	.48	223	191	16.75	150	129	16.28	57	44	29.55
METAXA OU CRDL-	42	.53	.48	214	190	12.63	143	137	4.38	48	45	6.67
V MSSA LM CRDL-	43	.50	.41	200	164	21.95	150	109	37.61	54	45	20.00
B AND B D CRDL-	44	.49	.47	198	186	6.45	121	114	6.14	41	40	2.50
SOU COMFO CRDL-	45	.48	.53	194	211	8.06-	127	157	19.11-	43	38	13.16
RMPL MNZ CRDL-	46	.48	.49	192	195	1.54-	133	129	3.10	41	39	5.13
PATRON XO CRDL-	47	.46	.41	186	164	13.41	114	113	.88	36	42	14.29-
HIRAM WAL CRDL-	48	.46	.41	184	162	13.58	138	126	9.52	43	49	12.24-
BAILEY CA CRDL-	49	.45	.45	181	178	1.69	97	97	.00	24	27	11.11-
E & J CSK CRDL-	50	.44	.82	179	324	44.75-	121	200	39.50-	46	78	41.03-

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		This Year	Prior Year									
MISSISSIPPI - D.S.				1609753	1584058	1.62	1171173	1150164	1.83	376445	368545	2.14
CORDIALS		7.07	6.94	113854	109885	3.61	82005	78980	3.83	26184	25646	2.10
JAGERMEIS CRDL-	1	13.01	13.75	14807	15113	2.02-	10763	10998	2.14-	3362	3506	4.11-
SOU COMFO CRDL-	2	3.43	3.57	3903	3919	.41-	2785	2849	2.25-	902	880	2.50
PANCHO VL CRDL-	3	2.81	2.97	3197	3262	1.99-	2486	2554	2.66-	735	832	11.66-
BAILEYS O CRDL-	4	2.72	2.71	3093	2981	3.76	1869	1837	1.74	535	564	5.14-
KAMORA CRDL-	5	2.46	1.57	2806	1726	62.57	2146	1338	60.39	730	530	37.74
JUAREZ 30 CRDL-	6	2.38	2.33	2712	2556	6.10	2096	1970	6.40	655	658	.46-
KAHLUA ME CRDL-	7	2.28	2.64	2592	2905	10.77-	1697	1976	14.12-	529	594	10.94-
DEK BLUST CRDL-	8	2.12	2.21	2412	2428	.66-	1615	1574	2.60	481	448	7.37
DEK PEACH CRDL-	9	2.02	2.11	2302	2322	.86-	1714	1677	2.21	561	562	.18-
AMORITO A CRDL-	10	2.01	2.07	2288	2275	.57	1696	1660	2.17	551	519	6.17
EMMET'S I CRDL-	11	2.01	1.75	2286	1924	18.81	1677	1431	17.19	531	492	7.93
HPNOTIQ CRDL-	12	1.86	2.20	2116	2412	12.27-	1639	1862	11.98-	455	495	8.08-
RJPL MNZ CRDL-	13	1.82	1.87	2074	2060	.68	1523	1503	1.33	551	475	16.00
J DANL TE CRDL-	14	1.81	.77	2057	844	143.72	1530	844	81.28	493	403	22.33
FIREBALL CRDL-	15	1.76	.48	2002	524	282.06	1639	423	287.47	728	136	435.29
WLD TRKY CRDL-	16	1.72	1.44	1957	1584	23.55	1311	1085	20.83	427	348	22.70
DI SARONN CRDL-	17	1.53	1.59	1738	1744	.34-	1202	1229	2.20-	377	399	5.51-
GRAND MAR CRDL-	18	1.50	1.55	1709	1708	.06	1251	1256	.40-	389	380	2.37
MONTEZUMA CRDL-	19	1.49	1.58	1699	1733	1.96-	1306	1378	5.22-	426	457	6.78-
MR BOSTON CRDL-	20	1.38	1.15	1567	1266	23.78	1205	982	22.71	416	368	13.04
RYAN'S OR CRDL-	21	1.23	1.30	1395	1432	2.58-	1001	1040	3.75-	304	310	1.94-
AMR AMORE CRDL-	22	1.11	1.12	1263	1232	2.52	835	866	3.58-	272	272	.00
DEK SOUR CRDL-	23	1.10	1.26	1247	1384	9.90-	915	993	7.85-	278	308	9.74-
GRANGALA CRDL-	24	1.08	1.09	1232	1196	3.01	933	920	1.41	314	320	1.88-
NUVO CRDL-	25	1.05	2.23	1194	2453	51.32-	794	1518	47.69-	182	355	48.73-
BOSTON BL CRDL-	26	1.00	.96	1139	1053	8.17	873	810	7.78	282	291	3.09-
DEKUYPER CRDL-	27	.96	1.05	1097	1152	4.77-	847	873	2.98-	285	306	6.86-
CAROLANS CRDL-	28	.95	.88	1086	971	11.84	735	631	16.48	204	208	1.92-
CAFE LOLI CRDL-	29	.94	1.29	1066	1418	24.82-	745	1044	28.64-	233	327	28.75-
GOLDSHLGR CRDL-	30	.89	.93	1012	1024	1.17-	728	743	2.02-	244	230	6.09
DEK BUTTE CRDL-	31	.88	.95	1006	1047	3.92-	698	720	3.06-	211	221	4.52-
DEKUYPER CRDL-	32	.87	1.02	996	1119	10.99-	661	744	11.16-	193	227	14.98-
MONTEZUMA CRDL-	33	.87	.78	989	859	15.13	759	685	10.80	243	239	1.67
DEKUYPER CRDL-	34	.84	.79	954	868	9.91	743	659	12.75	238	220	8.18
TORADA CRDL-	35	.81	.87	917	954	3.88-	702	736	4.62-	230	231	.43-
DEUCES WI CRDL-	36	.76	.80	870	879	1.02-	650	669	2.84-	221	212	4.25
MR BSTN A CRDL-	37	.74	.70	839	770	8.96	638	594	7.41	198	200	1.00-
ST BRENDA CRDL-	38	.73	.72	836	794	5.29	529	549	3.64-	173	167	3.59
COINTREAU CRDL-	39	.66	.70	747	772	3.24-	579	609	4.93-	191	184	3.80
ALIZE RED CRDL-	40	.63	.72	712	790	9.87-	514	569	9.67-	130	159	18.24-
ARSTOCRAT CRDL-	41	.61	.57	689	622	10.77	530	443	19.64	167	151	10.60
TEQUILA R CRDL-	42	.58	.62	662	677	2.22-	475	472	.64	122	153	20.26-
HIRAM WAL CRDL-	43	.56	.63	634	694	8.65-	489	530	7.74-	147	166	11.45-
EVN WMS H CRDL-	44	.55	.40	625	441	41.72	447	310	44.19	133	119	11.76
SOU COMFO CRDL-	45	.55	.57	621	631	1.58-	450	440	2.27	147	144	2.08
COPA DE O CRDL-	46	.54	.71	617	775	20.39-	440	539	18.37-	134	157	14.65-
PEPE LPZ CRDL-	47	.52	.51	589	555	6.13	460	414	11.11	159	133	19.55
FEENEYS I CRDL-	48	.52	.54	587	588	.17-	393	410	4.15-	113	122	7.38-
CITRONGE CRDL-	49	.51	.51	585	565	3.54	458	456	.44	124	136	8.82-
MR BOSTON CRDL-	50	.49	.43	553	477	15.93	440	375	17.33	160	142	12.68

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		This Year	Prior Year	This Year	Prior Year							
ALL STATES DISTILLED SPIRITS			D.S.	41541011	40087614	3.63	30412182	29286104	3.85	10506483	10306700	1.94
CORDIALS		11.73	11.55	4871225	4628463	5.24	3460043	3268501	5.86	1170228	1114268	5.02
BEAM INC	1	14.16	15.18	689932	702702	1.82-	501239	508760	1.48-	169513	174197	2.69-
SIDNEY FRANK	2	12.02	12.97	585462	600208	2.46-	425846	436453	2.43-	142185	149268	4.75-
DIAGEO	3	10.73	11.28	522504	521867	.12	334489	334420	.02	104457	106324	1.76-
SAZERAC COMPANY	4	7.90	6.11	384836	282915	36.03	293506	214126	37.07	106721	78136	36.58
BROWN FORMAN	5	7.89	7.48	384550	346249	11.06	272668	251694	8.33	93831	90004	4.25
SAZERAC N AMRCA	6	5.40	5.48	262979	253497	3.74	193085	185868	3.88	64251	62888	2.17
LUXCO INC	7	4.89	5.33	238159	246814	3.51-	169037	172984	2.28-	55165	57345	3.80-
PERNOD RCRD USA	8	4.88	5.38	237827	248900	4.45-	149762	157915	5.16-	50016	52158	4.11-
HEAVEN HILL DST	9	4.36	4.06	212195	188141	12.79	151536	137082	10.54	52713	49091	7.38
CAMPARI	10	4.27	4.13	207775	191048	8.76	139112	128495	8.26	46375	43421	6.80
WALKER M S INC	11	2.95	3.21	143563	148510	3.33-	105605	108959	3.08-	36770	37806	2.74-
JACQUIN ET CIE	12	2.61	2.76	127156	127910	.59-	88543	88757	.24-	26909	27261	1.29-
BACARDI USA INC	13	1.94	2.05	94304	94955	.69-	60635	60672	.06-	20127	20113	.07
PARAMOUNT DIST	14	1.58	1.72	77202	79384	2.75-	53283	55163	3.41-	17426	18362	5.10-
MOET HENNESSY	15	1.51	1.61	73611	74637	1.37-	51587	51796	.40-	17195	17499	1.74-
GEMINI S&W CO	16	1.45	1.43	70826	66258	6.89	51150	47257	8.24	15978	15401	3.75
MCCORMICK DIST	17	1.13	1.20	54962	55490	.95-	37869	38461	1.54-	12474	13252	5.87-
GRANT AND SONS	18	1.02	1.12	49918	51841	3.71-	37695	39132	3.67-	12793	13502	5.25-
REMY COINTREAU	19	.88	.88	43033	40692	5.75	31879	29964	6.39	11335	10677	6.16
PATRON SPIRITS	20	.72	.65	34928	30071	16.15	25836	22548	14.58	8506	7803	9.01
MONARCH IMPORT	21	.63	.67	30881	31083	.65-	22692	22314	1.69	7870	7869	.01
DEUTSCH FAM W&S	22	.62	.44	30279	20290	49.23	22486	14999	49.92	7734	5672	36.35
HARDY A USA LTD	23	.57	.07	27812	3030	817.89	25127	2368	961.11	11741	1078	989.15
US DISTLLD PROD	24	.53	.05	25845	2127	1115.09	23043	1687	1265.92	9977	618	1514.40
PIEDMONT DISTLR	25	.52	.14	25261	6411	294.03	20474	5741	256.63	8205	2765	196.75
KOBRAND CORP	26	.36	.43	17453	20111	13.22-	12368	14484	14.61-	3758	4446	15.47-
CASTLE BRANDS	27	.25	.25	12381	11734	5.51	8354	7360	13.51	3197	2745	16.47
LAIRD AND CO	28	.23	.26	11264	11906	5.39-	8069	8590	6.07-	2520	2768	8.96-
PROXIMO SPIRITS	29	.22	.03	10873	1235	780.40	10513	927	1034.09	3337	349	856.16
EASTERN LQ DIST	30	.21	.20	10392	9317	11.54	7746	7086	9.31	2697	2624	2.78
HOOD RIVER DIST	31	.21	.13	10353	5997	72.64	8646	4350	98.76	3378	1531	120.64
COOPER SPRT INT	32	.18	.12	8856	5762	53.70	7119	4586	55.23	2820	1885	49.60
FRANK-LIN DSTLR	33	.18	.19	8557	8837	3.17-	6373	6412	.61-	2405	2195	9.57
DAE SON AMERICA	34	.17	.18	8301	8145	1.92	6274	5951	5.43	2029	1979	2.53
WESTRN SPTS BEV	35	.17	.11	8147	4986	63.40	5697	3701	53.93	1862	1390	33.96
PHILLIPS DST CO	36	.16	.16	7845	7473	4.98	5615	5530	1.54	1748	1695	3.13
GALLO E J WINE	37	.15	.27	7461	12384	39.75-	4058	7819	48.10-	1519	2301	33.99-
MHW LIMITED	38	.14	.14	6796	6454	5.30	4937	4643	6.33	1672	1590	5.16
PALM BAY IMPRTS	39	.13	.04	6559	1711	283.34	5636	1414	298.59	2421	729	232.10
YOUNG WON TRADG	40	.13	.16	6529	7401	11.78-	4629	5339	13.30-	1515	1589	4.66-
CRILLON	41	.10	.11	5036	4971	1.31	3514	3422	2.69	1195	1175	1.70
BLACK PRINCE DS	42	.10	.11	4831	4876	.92-	3634	3678	1.20-	1269	1327	4.37-
COOPER M ET CIE	43	.09	.05	4532	2480	82.74	3688	1759	109.66	1635	622	162.86
MARSALLE CO	44	.09	.10	4381	4540	3.50-	3163	3233	2.17-	998	1064	6.20-
TEMPERANCE DIST	45	.09	.03	4259	1209	252.27	1626	671	142.32	400	225	77.78
MANGO BOTTLING	46	.09	.09	4198	4169	.70	3167	3130	1.18	1172	1131	3.63
WHITE ROCK DIST	47	.07	.19	3564	8929	60.09-	1866	6742	72.32-	106	2501	95.76-
AVENIU BRANDS	48	.07	.07	3505	3440	1.89	2317	2248	3.07	837	849	1.41-
SHAW-ROSS IMPTS	49	.06	.07	3029	3211	5.67-	2172	2258	3.81-	733	819	10.50-
WILSON DANIELS	50	.06	.05	2928	2135	37.14	2207	1624	35.90	768	566	35.69

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ALABAMA - D.S.				2182932	2121469	2.90	1589234	1544568	2.89	517757	515092	.52
CORDIALS		7.46	7.22	162893	153123	6.38	117036	110580	5.84	38042	36756	3.50
SIDNEY FRANK	1	18.32	20.17	29835	30888	3.41-	21599	22364	3.42-	6907	7442	7.19-
BEAM INC	2	16.07	17.05	26185	26102	.32	19225	19071	.81	6277	6309	.51-
SAZERAC N AMRCA	3	10.92	11.99	17794	18363	3.10-	13448	13854	2.93-	4310	4546	5.19-
DIAGEO	4	8.93	9.81	14542	15021	3.19-	9403	9788	3.93-	2811	2950	4.71-
BROWN FORMAN	5	7.91	6.50	12877	9959	29.30	8959	7342	22.02	2964	2698	9.86
GRANT AND SONS	6	5.34	6.01	8698	9200	5.46-	6483	6978	7.09-	1974	2359	16.32-
HEAVEN HILL DST	7	5.20	4.54	8477	6958	21.83	5726	5116	11.92	1672	1788	6.49-
CAMPARI	8	4.45	4.40	7254	6741	7.61	4922	4653	5.78	1533	1468	4.43
SAZERAC COMPANY	9	4.23	1.12	6893	1713	302.39	5545	1515	266.01	2166	738	193.50
PERNOD RCRD USA	10	3.64	3.90	5927	5966	.65-	3883	3985	2.56-	1222	1287	5.05-
MOET HENNESSY	11	1.65	1.72	2695	2633	2.35	1962	1899	3.32	627	606	3.47
LUXCO INC	12	1.65	1.81	2686	2777	3.28-	1896	1882	.74	631	595	6.05
WALKER M S INC	13	1.61	1.85	2625	2828	7.18-	1883	2013	6.46-	609	659	7.59-
BACARDI USA INC	14	1.47	1.64	2389	2513	4.93-	1539	1675	8.12-	490	526	6.84-
GEMINI S&W CO	15	1.45	1.50	2355	2304	2.21	1752	1760	.45-	552	566	2.47-
PATRON SPIRITS	16	1.01	1.02	1640	1560	5.13	1211	1168	3.68	394	393	.25
MCCORMICK DIST	17	1.00	.96	1631	1473	10.73	1139	1061	7.35	337	371	9.16-
REMY COINTREAU	18	.73	.71	1196	1086	10.13	913	834	9.47	303	266	13.91
PIEDMONT DISTLR	19	.65	.05	1066	71	1401.41	909	71	1180.28	305	46	563.04
KOBRAND CORP	20	.52	.60	851	917	7.20-	587	663	11.46-	168	198	15.15-
IDAHO - D.S.				913198	878430	3.96	670904	640852	4.69	246571	237783	3.70
CORDIALS		12.69	11.62	115853	102031	13.55	83188	69817	19.15	30758	24607	25.00
BEAM INC	1	22.48	19.99	26048	20396	27.71	19980	14147	41.23	8075	4854	66.36
SAZERAC COMPANY	2	14.67	8.57	16996	8740	94.46	13140	6622	98.43	5131	2630	95.10
SIDNEY FRANK	3	11.76	14.44	13620	14731	7.54-	9791	10723	8.69-	3284	3811	13.83-
DIAGEO	4	11.46	12.93	13280	13197	.63	8262	8034	2.84	2767	2653	4.30
BROWN FORMAN	5	6.01	5.76	6962	5882	18.36	4986	4333	15.07	1782	1650	8.00
CAMPARI	6	5.70	6.55	6606	6688	1.23-	4492	4506	.31-	1604	1579	1.58
LUXCO INC	7	5.63	6.52	6521	6651	1.95-	4582	4459	2.76	1603	1574	1.84
PERNOD RCRD USA	8	5.16	6.74	5973	6872	13.08-	3756	4089	8.14-	1292	1369	5.62-
MCCORMICK DIST	9	2.34	2.82	2714	2878	5.70-	1976	2063	4.22-	688	740	7.03-
SAZERAC N AMRCA	10	1.94	1.97	2250	2008	12.05	1653	1374	20.31	657	481	36.59
MONARCH IMPORT	11	1.64	1.76	1903	1799	5.78	1435	1316	9.04	520	480	8.33
HEAVEN HILL DST	12	1.37	1.37	1590	1400	13.57	1160	1010	14.85	385	355	8.45
BACARDI USA INC	13	1.23	1.45	1428	1476	3.25-	904	926	2.38-	310	305	1.64
GEMINI S&W CO	14	1.19	1.60	1374	1636	16.01-	972	1159	16.13-	335	396	15.40-
MOET HENNESSY	15	1.02	1.22	1187	1245	4.66-	836	874	4.35-	307	319	3.76-
GRANT AND SONS	16	.97	1.53	1127	1557	27.62-	820	1141	28.13-	270	366	26.23-
HOOD RIVER DIST	17	.62	.09	721	87	728.74	672	51	1217.65	372	15	2380.00
REMY COINTREAU	18	.60	.67	696	683	1.90	524	519	.96	203	200	1.50
PATRON SPIRITS	19	.55	.55	637	562	13.35	486	420	15.71	202	157	28.66
D & D WHOLESALE	20	.48	.69	561	707	20.65-	99	138	28.26-	24	27	11.11-

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IOWA - D.S.				1806500	1709024	5.70	1302513	1240047	5.04	442477	436484	1.37
CORDIALS		15.83	14.71	285944	251336	13.77	203399	176077	15.52	69659	59226	17.62
SAZERAC COMPANY	1	14.77	13.86	42236	34843	21.22	31346	26507	18.26	10930	9468	15.44
PARAMOUNT DIST	2	14.02	16.45	40102	41345	3.01-	27013	28364	4.76-	8774	9281	5.46-
BEAM INC	3	13.82	17.17	39525	43153	8.41-	27882	31336	11.02-	9153	10480	12.66-
DIAGEO	4	8.85	9.99	25295	25102	.77	14560	15236	4.44-	4545	4835	6.00-
SIDNEY FRANK	5	8.00	9.64	22878	24231	5.58-	16059	17836	9.96-	5197	5964	12.86-
BROWN FORMAN	6	7.78	7.93	22255	19921	11.72	15769	13983	12.77	5375	5089	5.62
LUXCO INC	7	5.65	6.77	16152	17004	5.01-	11406	11773	3.12-	3806	3748	1.55
US DISTLLD PROD	8	5.56	.16	15900	410	3778.05	13628	408	3240.20	4038	109	3604.59
HARDY A USA LTD	9	5.17	.06	14770	156	9367.95	14140	154	9081.82	6298	79	7872.15
PERNOD RCRD USA	10	2.97	3.42	8503	8586	.97-	4811	5141	6.42-	1713	1641	4.39
SAZERAC N AMRCA	11	2.19	2.39	6276	6013	4.37	4674	4261	9.69	2012	1322	52.19
CAMPARI	12	2.00	2.17	5729	5463	4.87	3744	3684	1.63	1142	1185	3.63-
HEAVEN HILL DST	13	1.94	1.94	5544	4869	13.86	3988	3677	8.46	1523	1404	8.48
GEMINI S&W CO	14	1.42	1.56	4069	3912	4.01	2686	2611	2.87	835	833	.24
PHILLIPS DST CO	15	1.13	1.30	3228	3268	1.22-	2291	2392	4.22-	750	728	3.02
MCCORMICK DIST	16	1.01	1.23	2897	3094	6.37-	1965	2110	6.87-	601	726	17.22-
BACARDI USA INC	17	.94	1.05	2695	2646	1.85	1699	1686	.77	522	630	17.14-
MOET HENNESSY	18	.44	.51	1259	1273	1.10-	872	905	3.65-	274	297	7.74-
REMY COINTREAU	19	.39	.43	1121	1091	2.75	844	829	1.81	280	282	.71-
PATRON SPIRITS	20	.28	.27	805	675	19.26	605	503	20.28	234	169	38.46
MAINE - D.S.				916432	883984	3.67	681344	659802	3.26	261185	253911	2.86
CORDIALS		23.47	24.14	215083	213410	.78	156415	155549	.56	55751	55483	.48
WALKER M S INC	1	52.91	54.91	113808	117183	2.88-	83668	86244	2.99-	29216	30286	3.53-
SAZERAC COMPANY	2	8.19	7.28	17621	15543	13.37	13241	11477	15.37	4826	3963	21.78
BEAM INC	3	6.56	6.53	14105	13935	1.22	10325	10377	.50-	3716	3730	.38-
SAZERAC N AMRCA	4	5.90	5.02	12686	10720	18.34	9235	7986	15.64	2832	2509	12.87
SIDNEY FRANK	5	4.81	4.75	10347	10142	2.02	7571	7543	.37	2707	2820	4.01-
PERNOD RCRD USA	6	4.35	4.68	9364	9981	6.18-	6102	6657	8.34-	2274	2420	6.03-
DIAGEO	7	3.73	3.87	8017	8267	3.02-	5212	5254	.80-	1959	1960	.05-
BROWN FORMAN	8	3.62	3.11	7791	6642	17.30	5793	4918	17.79	2259	1954	15.61
GEMINI S&W CO	9	1.70	1.67	3662	3564	2.75	2653	2580	2.83	955	958	.31-
LUXCO INC	10	1.52	1.55	3279	3304	.76-	2298	2313	.65-	854	836	2.15
CAMPARI	11	1.25	1.14	2697	2442	10.44	1904	1736	9.68	737	692	6.50
BACARDI USA INC	12	1.10	1.13	2371	2418	1.94-	1593	1607	.87-	625	621	.64
MOET HENNESSY	13	.68	.71	1468	1513	2.97-	1019	1063	4.14-	395	413	4.36-
REMY COINTREAU	14	.60	.58	1289	1231	4.71	980	958	2.30	437	408	7.11
BLACK PRINCE DS	15	.46	.51	986	1083	8.96-	784	827	5.20-	325	327	.61-
HEAVEN HILL DST	16	.37	.28	799	606	31.85	570	489	16.56	215	201	6.97
GRANT AND SONS	17	.27	.31	574	658	12.77-	447	505	11.49-	180	206	12.62-
CAPSTONE INTNL	18	.23	.19	500	412	21.36	395	306	29.08	135	106	27.36
PATRON SPIRITS	19	.20	.15	431	330	30.61	329	254	29.53	129	112	15.18
PIEDMONT DISTLR	20	.20	.02	424	48	783.33	376	48	683.33	177	42	321.43

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MICHIGAN - D.S.				6580563	6421698	2.47	4783002	4665778	2.51	1690676	1655864	2.10
CORDIALS		11.72	11.53	771222	740299	4.18	535041	508681	5.18	186077	176537	5.40
BEAM INC	1	17.81	19.73	137375	146096	5.97-	97851	104200	6.09-	34106	36051	5.40-
LUXCO INC	2	14.00	15.49	107984	114679	5.84-	76431	80434	4.98-	24165	26336	8.24-
SIDNEY FRANK	3	12.59	13.36	97073	98929	1.88-	70096	71610	2.11-	24207	25138	3.70-
DIAGEO	4	9.53	9.80	73466	72535	1.28	42436	42057	.90	12725	13190	3.53-
BROWN FORMAN	5	9.28	8.87	71585	65647	9.05	50083	47046	6.46	18489	17360	6.50
HEAVEN HILL DST	6	5.94	5.61	45804	41526	10.30	33460	30162	10.93	13280	11368	16.82
PERNOD RCRD USA	7	5.14	5.51	39634	40820	2.91-	23533	24470	3.83-	8165	8189	.29-
SAZERAC COMPANY	8	4.90	3.73	37808	27622	36.88	28660	21033	36.26	10572	7935	33.23
CAMPARI	9	4.41	4.49	34044	33221	2.48	20199	19645	2.82	7068	6688	5.68
SAZERAC N AMRCA	10	3.14	3.00	24253	22233	9.09	17987	16483	9.12	6081	5860	3.77
MCCORMICK DIST	11	1.45	1.56	11204	11536	2.88-	6910	7076	2.35-	2380	2662	10.59-
BACARDI USA INC	12	1.39	1.46	10687	10825	1.27-	6569	6574	.08-	2190	2288	4.28-
MOET HENNESSY	13	1.23	1.28	9475	9508	.35-	6451	6383	1.07	2189	2196	.32-
HARDY A USA LTD	14	1.20	.20	9270	1454	537.55	7980	1166	584.39	4026	591	581.22
DEUTSCH FAM W&S	15	.80	.40	6156	2980	106.58	4734	2432	94.65	1626	963	68.85
PROXIMO SPIRITS	16	.67	.05	5164	334	1446.11	5085	251	1925.90	1084	73	1384.93
REMY COINTREAU	17	.65	.64	4998	4744	5.35	3600	3374	6.70	1282	1233	3.97
US DISTLLD PROD	18	.56	.14	4284	1058	304.91	3995	782	410.87	2336	290	705.52
TEMPERANCE DIST	19	.53	.14	4093	1001	308.89	1510	544	177.57	351	194	80.93
PIEDMONT DISTLR	20	.46	.01	3551	78	4452.56	3305	78	4137.18	1493	69	2063.77
MONTANA - D.S.				682145	645647	5.65	503917	476503	5.75	181274	170960	6.03
CORDIALS		14.58	14.11	99443	91081	9.18	70566	63628	10.90	24350	21475	13.39
SAZERAC COMPANY	1	18.80	13.55	18699	12343	51.49	13665	9143	49.46	4219	2881	46.44
BEAM INC	2	13.96	14.77	13883	13453	3.20	10212	9387	8.79	3689	3183	15.90
SAZERAC N AMRCA	3	11.58	13.20	11513	12024	4.25-	7847	8085	2.94-	2560	2688	4.76-
SIDNEY FRANK	4	10.50	12.88	10443	11732	10.99-	7688	8511	9.67-	2626	2907	9.67-
DIAGEO	5	10.17	10.99	10109	10011	.98	6481	6250	3.70	2143	2084	2.83
LUXCO INC	6	6.47	6.70	6435	6103	5.44	4601	4356	5.62	1707	1543	10.63
BROWN FORMAN	7	4.75	4.77	4721	4344	8.68	3472	3229	7.53	1249	1213	2.97
CAMPARI	8	4.13	4.03	4106	3673	11.79	2887	2567	12.47	1001	896	11.72
PERNOD RCRD USA	9	4.12	4.61	4099	4198	2.36-	2558	2659	3.80-	852	808	5.45
GRANT AND SONS	10	2.86	3.30	2849	3008	5.29-	2174	2258	3.72-	779	774	.65
MCCORMICK DIST	11	2.31	2.25	2294	2048	12.01	1539	1465	5.05	522	468	11.54
HEAVEN HILL DST	12	1.85	1.98	1839	1807	1.77	1243	1185	4.89	413	361	14.40
BACARDI USA INC	13	1.30	1.34	1289	1221	5.57	817	817	.00	352	317	11.04
MOET HENNESSY	14	.83	.90	830	822	.97	596	582	2.41	231	211	9.48
HARDY A USA LTD	15	.67	.13	668	115	480.87	557	85	555.29	257	32	703.13
REMY COINTREAU	16	.64	.69	640	627	2.07	493	488	1.02	207	221	6.33-
FRANK-LIN DSTLR	17	.56	.17	559	154	262.99	391	119	228.57	294	18	1533.33
GEMINI S&W CO	18	.47	.51	472	469	.64	337	347	2.88-	125	105	19.05
PATRON SPIRITS	19	.43	.39	425	352	20.74	267	277	3.61-	96	102	5.88-
PHILLIPS DST CO	20	.32	.34	319	312	2.24	213	213	.00	63	63	.00

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NEW HAMPSHIRE - D.S.				2003645	1905601	5.15	1494662	1398281	6.89	573105	526818	8.79
CORDIALS		15.03	15.27	301050	290928	3.48	212363	200847	5.73	78155	71988	8.57
DIAGEO	1	16.02	16.64	48224	48413	.39-	30647	29905	2.48	11233	10306	8.99
BEAM INC	2	15.10	15.06	45445	43812	3.73	33637	32177	4.54	12377	11871	4.26
PERNOD RCRD USA	3	11.71	12.38	35246	36028	2.17-	23384	23556	.73-	8436	8512	.89-
BROWN FORMAN	4	7.11	6.54	21409	19023	12.54	15636	13647	14.57	6061	5282	14.75
WALKER M S INC	5	6.33	7.02	19051	20412	6.67-	13897	14621	4.95-	4816	4633	3.95
SAZERAC COMPANY	6	6.10	5.53	18379	16099	14.16	13696	11595	18.12	4857	3893	24.76
SIDNEY FRANK	7	5.09	5.31	15311	15438	.82-	11210	11228	.16-	4017	3933	2.14
LUXCO INC	8	4.53	4.67	13637	13573	.47	9708	9450	2.73	3367	3285	2.50
SAZERAC N AMRCA	9	4.51	4.62	13573	13448	.93	9696	9401	3.14	3434	3251	5.63
BACARDI USA INC	10	4.19	4.35	12609	12648	.31-	8151	7782	4.74	3065	2789	9.90
CAMPARI	11	2.58	2.60	7769	7567	2.67	5391	5118	5.33	2013	1836	9.64
GEMINI S&W CO	12	2.23	2.13	6713	6184	8.55	4901	4513	8.60	1597	1560	2.37
HEAVEN HILL DST	13	2.11	2.02	6364	5866	8.49	4816	4499	7.05	1775	1656	7.19
MOET HENNESSY	14	1.94	2.02	5838	5870	.55-	4064	3946	2.99	1536	1480	3.78
REMY COINTREAU	15	1.64	1.56	4946	4546	8.80	3769	3352	12.44	1420	1319	7.66
GRANT AND SONS	16	1.53	1.54	4595	4491	2.32	3500	3445	1.60	1331	1250	6.48
JACQUIN ET CIE	17	1.19	1.19	3593	3448	4.21	2493	2428	2.68	998	934	6.85
PATRON SPIRITS	18	.70	.57	2120	1664	27.40	1634	1260	29.68	626	504	24.21
CASTLE BRANDS	19	.61	.66	1850	1927	4.00-	1173	1264	7.20-	493	550	10.36-
PIEDMONT DISTLR	20	.59	.06	1790	181	888.95	1432	181	691.16	510	160	218.75
NORTH CAROLINA - D.S.				4558777	4413888	3.28	3327805	3212632	3.59	1129931	1121475	.75
CORDIALS		8.84	8.65	403153	381916	5.56	285406	269700	5.82	96214	92416	4.11
SIDNEY FRANK	1	13.83	14.99	55758	57245	2.60-	40719	41633	2.20-	13574	14254	4.77-
HEAVEN HILL DST	2	13.57	13.00	54703	49653	10.17	39476	36237	8.94	13303	12963	2.62
DIAGEO	3	11.57	11.89	46627	45395	2.71	29795	29280	1.76	9257	9572	3.29-
BEAM INC	4	9.45	10.40	38097	39731	4.11-	27525	28806	4.45-	9239	9984	7.46-
BROWN FORMAN	5	7.65	6.96	30829	26593	15.93	21526	19531	10.21	7198	7266	.94-
LUXCO INC	6	7.12	7.54	28709	28794	.30-	21025	20670	1.72	7039	6998	.59
CAMPARI	7	5.19	5.52	20928	21078	.71-	14074	14200	.89-	4505	4535	.66-
PERNOD RCRD USA	8	4.96	6.08	19994	23224	13.91-	12793	14718	13.08-	4240	4682	9.44-
SAZERAC N AMRCA	9	4.87	5.15	19642	19680	.19-	13883	14025	1.01-	4507	4786	5.83-
SAZERAC COMPANY	10	3.64	1.99	14669	7607	92.84	11398	5910	92.86	4444	2150	106.70
BACARDI USA INC	11	2.41	2.57	9736	9803	.68-	6298	6383	1.33-	2090	2103	.62-
GEMINI S&W CO	12	2.06	2.04	8285	7779	6.50	5952	5371	10.82	1839	1737	5.87
PATRON SPIRITS	13	1.98	1.78	7968	6794	17.28	5869	5100	15.08	1931	1730	11.62
MOET HENNESSY	14	1.92	2.09	7747	7970	2.80-	5486	5678	3.38-	1815	1984	8.52-
PIEDMONT DISTLR	15	1.85	1.24	7440	4721	57.59	5227	4105	27.33	1770	1635	8.26
JACQUIN ET CIE	16	1.10	1.24	4437	4745	6.49-	2837	3058	7.23-	853	886	3.72-
REMY COINTREAU	17	1.05	1.01	4236	3871	9.43	3159	2836	11.39	1092	999	9.31
US DISTLLD PROD	18	.76	.00	3075	14	21864.29	3069	14	21821.43	1910	9	21122.22
KOBRAND CORP	19	.62	.74	2518	2821	10.74-	1719	1966	12.56-	487	566	13.96-
MCCORMICK DIST	20	.58	.71	2332	2727	14.48-	1612	1969	18.13-	511	636	19.65-

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OHIO - D.S.				4302379	4126938	4.25	3163224	3023877	4.61	1086056	1064068	2.07
CORDIALS		8.70	8.65	374226	357102	4.80	270260	258388	4.59	88913	90499	1.75-
SIDNEY FRANK	1	24.86	25.97	93026	92730	.32	67943	67198	1.11	22905	23242	1.45-
BEAM INC	2	20.17	22.41	75485	80011	5.66-	54366	58777	7.50-	15876	20823	23.76-
PARAMOUNT DIST	3	9.88	10.63	36988	37972	2.59-	26194	26765	2.13-	8594	9071	5.26-
DIAGEO	4	7.77	8.14	29085	29054	.11	20969	20911	.28	6792	6998	2.94-
BROWN FORMAN	5	7.72	6.21	28880	22183	30.19	20387	16550	23.18	7052	6520	8.16
SAZERAC COMPANY	6	4.39	2.93	16424	10477	56.76	12997	7866	65.23	4978	2900	71.66
SAZERAC N AMRCA	7	3.28	3.31	12282	11808	4.01	9003	8600	4.69	3113	2993	4.01
CAMPARI	8	3.14	2.40	11760	8586	36.97	8504	6296	35.07	3029	2289	32.33
PERNOD RCRD USA	9	2.53	2.79	9476	9951	4.77-	6217	6502	4.38-	2015	2139	5.80-
BACARDI USA INC	10	2.46	2.65	9191	9470	2.95-	5948	6090	2.33-	1912	1951	2.00-
DEUTSCH FAM W&S	11	2.39	2.17	8961	7745	15.70	6488	5664	14.55	2227	2004	11.13
MOET HENNESSY	12	1.95	2.06	7280	7355	1.02-	5089	5116	.53-	1664	1702	2.23-
HEAVEN HILL DST	13	1.78	1.67	6656	5946	11.94	4811	4311	11.60	1588	1503	5.66
PATRON SPIRITS	14	1.27	1.15	4764	4110	15.91	3454	3039	13.66	1081	1025	5.46
GEMINI S&W CO	15	1.22	1.20	4574	4281	6.84	3423	3351	2.15	1100	1217	9.61-
REMY COINTREAU	16	1.15	1.17	4305	4192	2.70	3191	3096	3.07	1064	1087	2.12-
LUXCO INC	17	1.00	1.11	3734	3960	5.71-	2722	2872	5.22-	862	919	6.20-
PIEDMONT DISTLR	18	.78	.15	2932	527	456.36	2320	513	352.24	882	351	151.28
MHW LIMITED	19	.46	.40	1726	1415	21.98	1247	1033	20.72	435	381	14.17
PROXIMO SPIRITS	20	.22	.01	840	37	2170.27	826	37	2132.43	280	19	1373.68
OREGON - D.S.				2718285	2602215	4.46	1993627	1894190	5.25	709583	680780	4.23
CORDIALS		11.47	10.95	311827	284896	9.45	219119	196483	11.52	75964	67944	11.80
SAZERAC COMPANY	1	18.67	12.72	58224	36225	60.73	43760	26868	62.87	16106	10189	58.07
DIAGEO	2	11.17	12.26	34821	34934	.32-	22129	21608	2.41	7270	6822	6.57
SIDNEY FRANK	3	9.68	11.60	30188	33034	8.62-	21618	23820	9.24-	7062	8145	13.30-
MONARCH IMPORT	4	8.66	9.48	27015	26996	.07	19917	19448	2.41	6894	6839	.80
BEAM INC	5	8.16	9.04	25460	25748	1.12-	17876	18086	1.16-	6330	6422	1.43-
PERNOD RCRD USA	6	7.00	7.66	21826	21818	.04	13347	13536	1.40-	4289	4274	.35
CAMPARI	7	4.83	5.20	15068	14808	1.76	9959	9464	5.23	3173	3012	5.35
BROWN FORMAN	8	4.46	4.50	13904	12826	8.40	9702	9214	5.30	3446	3381	1.92
SAZERAC N AMRCA	9	3.61	4.03	11270	11469	1.74-	7855	7754	1.30	2577	2505	2.87
HEAVEN HILL DST	10	3.20	2.81	9971	8019	24.34	6723	5686	18.24	2374	2050	15.80
HOOD RIVER DIST	11	2.76	1.88	8596	5344	60.85	7115	3866	84.04	2714	1361	99.41
FRANK-LIN DSTLR	12	1.75	2.12	5467	6029	9.32-	4092	4333	5.56-	1447	1537	5.86-
LUXCO INC	13	1.73	1.99	5400	5663	4.64-	3556	3608	1.44-	1267	1149	10.27
GRANT AND SONS	14	1.62	1.84	5049	5235	3.55-	3823	3912	2.28-	1378	1411	2.34-
MCCORMICK DIST	15	1.60	1.74	4983	4949	.69	3670	3572	2.74	1320	1286	2.64
MOET HENNESSY	16	1.55	1.77	4842	5042	3.97-	3399	3463	1.85-	1164	1176	1.02-
BACARDI USA INC	17	1.48	1.62	4604	4620	.35-	3008	2924	2.87	1001	939	6.60
GEMINI S&W CO	18	1.04	.97	3228	2754	17.21	2201	1949	12.93	734	701	4.71
REMY COINTREAU	19	.83	.87	2584	2475	4.40	1894	1829	3.55	693	677	2.36
JINRO AMERICA	20	.71	.80	2204	2284	3.50-	1625	1640	.91-	562	543	3.50

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PENNSYLVANIA - D.S.				6613029	6355139	4.06	4866934	4671926	4.17	1595655	1594029	.10
CORDIALS		14.13	14.30	934104	908960	2.77	667648	651154	2.53	208531	208652	.06-
DIAGEO	1	14.64	15.09	136798	137127	.24-	92847	93442	.64-	26912	27856	3.39-
BEAM INC	2	13.60	14.75	126999	134061	5.27-	92943	98130	5.29-	29222	31767	8.01-
JACQUIN ET CIE	3	11.42	11.70	106695	106369	.31	74831	74443	.52	22263	22579	1.40-
BROWN FORMAN	4	10.81	10.69	100945	97127	3.93	72500	70818	2.38	22740	22528	.94
SIDNEY FRANK	5	9.89	10.09	92386	91697	.75	67836	66822	1.52	21389	21381	.04
SAZERAC COMPANY	6	7.55	7.34	70520	66750	5.65	54359	51661	5.22	19022	19201	.93-
SAZERAC N AMRCA	7	6.84	6.58	63917	59840	6.81	48445	45480	6.52	15679	15218	3.03
CAMPARI	8	5.49	4.80	51262	43614	17.54	34895	30695	13.68	10859	10248	5.96
PERNOD RCRD USA	9	3.61	3.86	33714	35094	3.93-	21064	22267	5.40-	6320	6805	7.13-
HEAVEN HILL DST	10	2.09	1.63	19511	14840	31.48	13470	10788	24.86	3858	3473	11.09
BACARDI USA INC	11	2.06	2.08	19198	18898	1.59	12496	12269	1.85	3788	3678	2.99
GEMINI S&W CO	12	1.77	1.58	16547	14405	14.87	12034	9960	20.82	3392	3013	12.58
MOET HENNESSY	13	1.33	1.34	12459	12182	2.27	8749	8465	3.35	2663	2639	.91
DEUTSCH FAM W&S	14	1.16	.67	10811	6115	76.79	8103	4357	85.98	2661	1597	66.62
LAIRD AND CO	15	1.07	1.15	9970	10436	4.47-	7188	7607	5.51-	2231	2396	6.89-
GRANT AND SONS	16	.82	.72	7699	6580	17.01	5830	4922	18.45	1964	1802	8.99
REMY COINTREAU	17	.81	.77	7588	7008	8.28	5503	5115	7.59	1908	1581	20.68
MCCORMICK DIST	18	.77	.80	7161	7298	1.88-	4748	4977	4.60-	1405	1483	5.26-
PATRON SPIRITS	19	.56	.48	5242	4326	21.17	3803	3235	17.56	1197	1092	9.62
KOBRAND CORP	20	.53	.74	4979	6749	26.23-	3618	5071	28.65-	1023	1549	33.96-
UTAH - D.S.				994077	949408	4.70	731260	699820	4.49	248818	247082	.70
CORDIALS		11.44	11.07	113726	105115	8.19	81959	74767	9.62	27809	25277	10.02
SIDNEY FRANK	1	18.70	20.99	21264	22059	3.60-	15333	16063	4.54-	4948	5284	6.36-
BEAM INC	2	14.61	11.23	16621	11807	40.77	13173	8422	56.41	5454	3007	81.38
SAZERAC COMPANY	3	10.25	9.12	11655	9588	21.56	9218	7379	24.92	3219	2625	22.63
LUXCO INC	4	8.54	8.87	9708	9323	4.13	6683	6486	3.04	2101	2128	1.27-
DIAGEO	5	6.76	7.11	7685	7471	2.86	4670	4693	.49-	1365	1444	5.47-
BROWN FORMAN	6	5.86	5.49	6670	5766	15.68	4816	4314	11.64	1579	1625	2.83-
SAZERAC N AMRCA	7	5.46	5.59	6212	5877	5.70	4470	4309	3.74	1451	1532	5.29-
CAMPARI	8	4.29	4.32	4874	4539	7.38	3354	3115	7.67	1213	1042	16.41
HEAVEN HILL DST	9	3.68	3.62	4187	3801	10.16	2972	2772	7.22	1115	1020	9.31
GEMINI S&W CO	10	3.60	3.52	4093	3698	10.68	2930	2547	15.04	849	761	11.56
PERNOD RCRD USA	11	3.49	3.84	3965	4041	1.88-	2507	2551	1.72-	798	828	3.62-
MCCORMICK DIST	12	2.84	3.13	3228	3286	1.77-	2164	2222	2.61-	639	742	13.88-
MONARCH IMPORT	13	1.49	1.92	1691	2022	16.37-	1159	1382	16.14-	394	500	21.20-
BACARDI USA INC	14	1.46	1.48	1662	1557	6.74	1071	1019	5.10	322	337	4.45-
OGDEN'S OWN DST	15	1.41	1.49	1606	1571	2.23	1167	1123	3.92	352	341	3.23
MOET HENNESSY	16	.99	1.05	1131	1108	2.08	788	800	1.50-	251	247	1.62
REMY COINTREAU	17	.87	.81	987	856	15.30	740	635	16.54	255	229	11.35
GRANT AND SONS	18	.83	.95	939	1003	6.38-	752	798	5.76-	265	260	1.92
PATRON SPIRITS	19	.73	.79	833	827	.73	606	632	4.11-	179	194	7.73-
CASTLE BRANDS	20	.67	.70	762	738	3.25	563	515	9.32	215	170	26.47

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VERMONT - D.S.				361058	359531	.42	263310	261297	.77	92471	93184	.77-
CORDIALS		16.17	16.25	58382	58414	.05-	40626	40553	.18	13454	13630	1.29-
SAZERAC N AMRCA	1	15.75	16.61	9194	9701	5.23-	6433	6807	5.49-	2031	2076	2.17-
DIAGEO	2	11.24	11.81	6565	6898	4.83-	4083	4115	.78-	1242	1258	1.27-
WALKER M S INC	3	10.79	10.88	6299	6357	.91-	4741	4776	.73-	1645	1747	5.84-
SAZERAC COMPANY	4	10.09	9.43	5891	5510	6.91	4168	3867	7.78	1349	1312	2.82
BEAM INC	5	9.43	9.45	5504	5520	.29-	3912	3894	.46	1324	1373	3.57-
PERNOD RCRD USA	6	8.83	9.49	5154	5543	7.02-	3328	3658	9.02-	1066	1212	12.05-
SIDNEY FRANK	7	7.53	8.07	4399	4714	6.68-	3105	3283	5.42-	981	1041	5.76-
BROWN FORMAN	8	6.10	5.52	3559	3227	10.29	2532	2358	7.38	919	843	9.02
CAMPARI	9	2.98	3.20	1740	1869	6.90-	1219	1338	8.89-	420	502	16.33-
GEMINI S&W CO	10	2.32	2.34	1353	1367	1.02-	994	1016	2.17-	330	341	3.23-
BACARDI USA INC	11	1.93	2.08	1128	1215	7.16-	727	787	7.62-	234	255	8.24-
MOET HENNESSY	12	1.60	1.60	933	934	.11-	641	633	1.26	220	214	2.80
BLACK PRINCE DS	13	1.55	1.51	903	884	2.15	692	668	3.59	245	260	5.77-
REMY COINTREAU	14	1.50	1.35	873	789	10.65	659	585	12.65	244	222	9.91
LUXCO INC	15	.92	1.01	538	592	9.12-	389	407	4.42-	122	128	4.69-
HEAVEN HILL DST	16	.85	.62	499	364	37.09	329	284	15.85	105	100	5.00
JACQUIN ET CIE	17	.66	.51	385	297	29.63	233	210	10.95	63	69	8.70-
SAXTON RVR DIST	18	.65	.61	382	358	6.70	224	205	9.27	75	68	10.29
GRANT AND SONS	19	.64	.61	374	355	5.35	260	241	7.88	98	76	28.95
PATRON SPIRITS	20	.52	.45	304	265	14.72	227	201	12.94	68	65	4.62
VIRGINIA - D.S.				3763964	3638569	3.45	2725764	2630583	3.62	928024	916389	1.27
CORDIALS		10.88	10.66	409481	388036	5.53	288814	273692	5.53	96749	92806	4.25
BEAM INC	1	10.82	11.59	44325	44988	1.47-	32017	32385	1.14-	10899	11084	1.67-
DIAGEO	2	9.82	10.25	40217	39762	1.14	24899	24984	.34-	7582	7954	4.68-
SIDNEY FRANK	3	9.52	10.72	38988	41583	6.24-	28075	30065	6.62-	9236	10084	8.41-
SAZERAC COMPANY	4	8.43	5.11	34529	19833	74.10	27243	15145	79.88	10562	5664	86.48
HEAVEN HILL DST	5	8.17	7.95	33465	30856	8.46	23397	22096	5.89	7865	7656	2.73
BROWN FORMAN	6	7.21	7.14	29539	27711	6.60	20304	19971	1.67	6700	7100	5.63-
SAZERAC N AMRCA	7	7.21	7.30	29532	28329	4.25	21720	21036	3.25	7240	7359	1.62-
PERNOD RCRD USA	8	4.82	5.36	19726	20784	5.09-	12367	13269	6.80-	3981	4360	8.69-
LUXCO INC	9	4.82	5.14	19717	19964	1.24-	14232	14254	.15-	4608	4807	4.14-
CAMPARI	10	4.33	4.18	17724	16232	9.19	11941	11059	7.98	3904	3655	6.81
MOET HENNESSY	11	2.53	2.77	10370	10736	3.41-	7175	7473	3.99-	2293	2434	5.79-
EASTERN LQ DIST	12	2.52	2.40	10339	9317	10.97	7693	7086	8.57	2669	2624	1.71
GRANT AND SONS	13	2.28	2.55	9355	9910	5.60-	7090	7551	6.11-	2320	2490	6.83-
BACARDI USA INC	14	2.12	2.32	8676	8992	3.51-	5565	5764	3.45-	1790	1841	2.77-
JACQUIN ET CIE	15	1.55	1.86	6340	7209	12.05-	4176	4430	5.73-	1305	1323	1.36-
YOUNG WON TRDG	16	1.45	1.73	5944	6710	11.42-	4200	4843	13.28-	1363	1445	5.67-
GEMINI S&W CO	17	1.35	1.35	5508	5255	4.81	4020	3792	6.01	1309	1164	12.46
MCCORMICK DIST	18	1.19	1.18	4868	4570	6.52	3463	3240	6.88	1183	1103	7.25
REMY COINTREAU	19	1.13	1.18	4641	4572	1.51	3395	3303	2.79	1130	1136	.53-
PIEDMONT DISTLR	20	.98	.10	4030	383	952.22	3346	348	861.49	1087	217	400.92

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WEST VIRGINIA - D.S.				655284	644499	1.67	502793	496534	1.26	200156	202231	1.03-
CORDIALS		12.89	12.54	84483	80835	4.51	63614	60861	4.52	24971	24088	3.67
SIDNEY FRANK	1	23.51	25.04	19859	20238	1.87-	15300	15270	.20	6064	6269	3.27-
BEAM INC	2	13.36	13.94	11286	11267	.17	8619	8736	1.34-	3201	3152	1.55
SAZERAC N AMRCA	3	8.21	8.76	6932	7078	2.06-	4956	5172	4.18-	1779	1841	3.37-
CAMPARI	4	8.02	7.12	6779	5758	17.73	5161	4409	17.06	2058	1801	14.27
BROWN FORMAN	5	7.80	7.50	6586	6063	8.63	4990	4609	8.27	2161	1895	14.04
DIAGEO	6	5.58	6.04	4710	4883	3.54-	3285	3404	3.50-	1313	1407	6.68-
SAZERAC COMPANY	7	4.48	3.71	3785	2999	26.21	2926	2262	29.35	1196	877	36.37
JACQUIN ET CIE	8	3.98	4.19	3366	3383	.50-	2406	2413	.29-	917	894	2.57
PERNOD RCRD USA	9	3.57	4.01	3016	3238	6.86-	1976	2240	11.79-	720	814	11.55-
BLACK PRINCE DS	10	3.48	3.60	2942	2909	1.13	2158	2183	1.15-	699	740	5.54-
HEAVEN HILL DST	11	3.07	2.56	2593	2069	25.33	2046	1674	22.22	909	693	31.17
BACARDI USA INC	12	1.79	1.76	1511	1424	6.11	1001	1048	4.48-	357	402	11.19-
LUXCO INC	13	1.72	2.00	1453	1614	9.98-	1044	1160	10.00-	379	425	10.82-
GEMINI S&W CO	14	1.62	1.60	1365	1290	5.81	987	947	4.22	311	323	3.72-
MCCORMICK DIST	15	1.46	1.61	1237	1302	4.99-	986	1037	4.92-	375	466	19.53-
MOET HENNESSY	16	.99	1.14	838	923	9.21-	684	729	6.17-	308	357	13.73-
GRANT AND SONS	17	.85	1.00	722	809	10.75-	565	631	10.46-	221	237	6.75-
PIEDMONT DISTLR	18	.74	.37	621	301	106.31	508	298	70.47	216	157	37.58
CAROLINA ONE	19	.60	.65	510	526	3.04-	405	438	7.53-	173	194	10.82-
REMY COINTREAU	20	.58	.61	487	497	2.01-	406	414	1.93-	182	206	11.65-
WYOMING - D.S.				494034	471339	4.82	365653	350563	4.30	133092	129606	2.69
CORDIALS		15.41	15.16	76142	71461	6.55	54842	51629	6.22	19451	18139	7.23
BEAM INC	1	27.65	29.70	21050	21225	.82-	15247	15442	1.26-	5296	4997	5.98
SIDNEY FRANK	2	16.66	18.15	12687	12969	2.17-	9343	9575	2.42-	3192	3407	6.31-
DIAGEO	3	8.07	8.78	6141	6271	2.07-	4020	4261	5.66-	1256	1567	19.85-
SAZERAC COMPANY	4	7.69	5.26	5856	3761	55.70	4491	2838	58.25	1718	971	76.93
BROWN FORMAN	5	6.18	5.68	4707	4058	15.99	3398	3049	11.45	1220	1178	3.57
PERNOD RCRD USA	6	4.52	4.97	3444	3555	3.12-	2287	2361	3.13-	699	841	16.88-
CAMPARI	7	4.13	4.00	3143	2862	9.82	2232	2002	11.49	799	696	14.80
LUXCO INC	8	3.86	4.31	2942	3082	4.54-	1864	2044	8.81-	580	678	14.45-
FRANK-LIN DSTLR	9	2.73	3.06	2079	2188	4.98-	1566	1643	4.69-	561	535	4.86
KOLTS FN SPIRIT	10	2.53	1.90	1923	1355	41.92	1439	1012	42.19	601	442	35.97
HEAVEN HILL DST	11	1.88	1.74	1433	1240	15.56	1022	940	8.72	365	356	2.53
MCCORMICK DIST	12	1.78	1.78	1356	1275	6.35	946	909	4.07	334	338	1.18-
BACARDI USA INC	13	1.67	1.68	1271	1199	6.01	820	805	1.86	303	300	1.00
HARDY A USA LTD	14	1.17	.38	893	268	233.21	738	247	198.79	337	109	209.17
SAZERAC N AMRCA	15	1.12	1.28	851	915	6.99-	614	642	4.36-	222	219	1.37
MOET HENNESSY	16	.99	1.00	753	716	5.17	558	525	6.29	211	208	1.44
SHAW-ROSS IMPTS	17	.68	.66	517	471	9.77	403	377	6.90	148	170	12.94-
REMY COINTREAU	18	.65	.71	496	509	2.55-	390	390	.00	165	164	.61
GRANT AND SONS	19	.63	.80	477	573	16.75-	372	465	20.00-	152	194	21.65-
PATRON SPIRITS	20	.53	.44	400	311	28.62	275	230	19.57	93	91	2.20

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VENDOR	Rank	Share of Market Last 12 Months		Last 12 Months This Year	Last 12 Months Prior Year	+ or -	This Year to Date	Last Year to Date	+ or -	Current Quarter This Year	Current Quarter Last Year	+ or -
		This Year	Prior Year									
MONTGOMERY CO. - D.S.				384956	376177	2.33	275063	268687	2.37	93207	92399	.87
CORDIALS		10.48	10.54	40359	39635	1.83	27742	27115	2.31	9196	9099	1.07
DIAGEO	1	12.42	13.10	5014	5193	3.45-	2879	3049	5.58-	887	929	4.52-
SAZERAC N AMRCA	2	10.33	10.16	4170	4028	3.53	3128	3073	1.79	1031	1071	3.73-
PERNOD RCRD USA	3	9.98	11.13	4029	4411	8.66-	2714	2976	8.80-	867	964	10.06-
BEAM INC	4	8.48	8.47	3423	3357	1.97	2481	2410	2.95	827	830	.36-
BROWN FORMAN	5	7.32	5.89	2955	2334	26.61	1982	1652	19.98	705	661	6.66
MOET HENNESSY	6	6.80	7.62	2743	3021	9.20-	1960	1995	1.75-	658	633	3.95
SIDNEY FRANK	7	4.49	4.92	1811	1949	7.08-	1271	1401	9.28-	400	462	13.42-
CAMPARI	8	4.12	4.16	1662	1650	.73	1129	1125	.36	372	385	3.38-
JS AMERICA INC	9	3.99	3.63	1611	1439	11.95	1192	1017	17.21	413	367	12.53
BACARDI USA INC	10	3.76	4.02	1517	1595	4.89-	862	901	4.33-	286	294	2.72-
LUXCO INC	11	3.57	4.03	1440	1596	9.77-	924	1061	12.91-	271	338	19.82-
GRANT AND SONS	12	3.47	3.70	1402	1466	4.37-	1058	1111	4.77-	317	362	12.43-
REMY COINTREAU	13	2.74	2.67	1105	1057	4.54	778	747	4.15	259	245	5.71
HEAVEN HILL DST	14	2.17	1.99	877	789	11.15	610	575	6.09	182	198	8.08-
SAZERAC COMPANY	15	1.72	1.40	696	556	25.18	560	349	60.46	257	77	233.77
PATRON SPIRITS	16	1.54	1.30	620	515	20.39	423	386	9.59	140	147	4.76-
GEMINI S&W CO	17	1.41	1.80	569	713	20.20-	402	481	16.42-	117	132	11.36-
YOUNG WON TRADG	18	1.36	1.59	549	631	13.00-	404	455	11.21-	143	133	7.52
CASTLE BRANDS	19	1.20	.93	483	367	31.61	355	273	30.04	123	89	38.20
DEUTSCH FAM W&S	20	1.09	.76	439	301	45.85	326	202	61.39	112	79	41.77
MISSISSIPPI - D.S.				1609753	1584058	1.62	1171173	1150164	1.83	376445	368545	2.14
CORDIALS		7.07	6.94	113854	109885	3.61	82005	78980	3.83	26184	25646	2.10
BEAM INC	1	16.79	16.42	19116	18040	5.96	13968	12977	7.64	4452	4280	4.02
SIDNEY FRANK	2	13.69	14.47	15589	15899	1.95-	11289	11508	1.90-	3489	3684	5.29-
DIAGEO	3	10.46	11.22	11908	12333	3.45-	7912	8149	2.91-	2398	2539	5.55-
SAZERAC N AMRCA	4	9.34	9.07	10632	9963	6.71	8038	7526	6.80	2735	2631	3.95
BROWN FORMAN	5	7.36	6.32	8376	6943	20.64	5833	5130	13.70	1932	1761	9.71
HEAVEN HILL DST	6	6.92	6.85	7883	7532	4.66	5717	5581	2.44	1786	1946	8.22-
MCCORMICK DIST	7	5.22	5.43	5945	5965	.34-	4487	4499	.27-	1354	1405	3.63-
LUXCO INC	8	4.52	5.00	5147	5494	6.32-	3766	4051	7.04-	1185	1314	9.82-
PERNOD RCRD USA	9	4.16	4.36	4737	4790	1.11-	3135	3280	4.42-	1067	1013	5.33
CAMPARI	10	4.07	3.87	4630	4257	8.76	3105	2883	7.70	945	912	3.62
SAZERAC COMPANY	11	3.47	2.46	3955	2706	46.16	3093	2089	48.06	1169	662	76.59
GEMINI S&W CO	12	3.05	3.04	3470	3342	3.83	2546	2451	3.88	837	775	8.00
BACARDI USA INC	13	2.06	2.22	2342	2435	3.82-	1567	1615	2.97-	490	537	8.75-
MOET HENNESSY	14	1.55	1.63	1763	1786	1.29-	1258	1267	.71-	389	383	1.57
KOBRAND CORP	15	1.28	1.50	1452	1648	11.89-	1047	1199	12.68-	263	314	16.24-
MANGO BOTTLING	16	.95	1.09	1087	1194	8.96-	839	887	5.41-	256	245	4.49
GRANT AND SONS	17	.79	.87	897	961	6.66-	679	713	4.77-	223	235	5.11-
REMY COINTREAU	18	.74	.78	845	858	1.52-	641	660	2.88-	211	202	4.46
PATRON SPIRITS	19	.69	.60	789	655	20.46	634	511	24.07	169	155	9.03
GALLO E J WINE	20	.51	1.08	581	1190	51.18-	375	746	49.73-	130	203	35.96-