













































# NABCA CLASS REPORT

THIRD QUARTER 2012				BRANDY/COGNAC						PAGE 19		
BRAND	Rank	Share of Market Last 12 Months		Last 12 Months This Year	Last 12 Months Prior Year	+ or -	This Year to Date	Last Year to Date	+ or -	Current Quarter This Year	Current Quarter Last Year	+ or -
		This Year	Prior Year									
MONTGOMERY CO. - D.S.				384956	376177	2.33	275063	268687	2.37	93207	92399	.87
BRANDY/COGNAC		4.73	4.93	18211	18540	1.77-	12556	12559	.02-	4072	3991	2.03
HENNESSY V S	1	17.04	19.44	3104	3605	13.90-	2293	2347	2.30-	799	698	14.47
E & J	2	14.51	14.08	2642	2611	1.19	1938	1884	2.87	623	594	4.88
COURVOISIER V S	3	9.65	8.17	1758	1515	16.04	1227	1047	17.19	334	317	5.36
E & J VSOP	4	7.42	9.26	1352	1716	21.21-	924	1170	21.03-	290	353	17.85-
C BROS VS	5	5.27	5.11	959	948	1.16	637	606	5.12	222	214	3.74
REMY MRTN VSOP	6	4.52	4.06	824	753	9.43	553	471	17.41	155	166	6.63-
ST RMY NAP VSOP	7	3.98	3.82	724	709	2.12	455	474	4.01-	183	187	2.14-
E & J XO	8	3.53	2.80	643	520	23.65	457	377	21.22	149	118	26.27
P MSSN GRD AMBR	9	3.19	3.56	581	660	11.97-	393	468	16.03-	118	150	21.33-
RAYNAL VSOP NAP	10	3.03	3.96	552	734	24.80-	369	491	24.85-	99	165	40.00-
SALIGNAC V S	11	2.40	2.24	437	416	5.05	316	299	5.69	111	95	16.84
R MRTN 1738 RYL	12	2.25	2.71	409	502	18.53-	269	358	24.86-	114	116	1.72-
STOCK 84	13	2.03	2.39	370	443	16.48-	230	304	24.34-	60	57	5.26
REMY MRTN VS GC	14	1.88	1.80	342	333	2.70	218	258	15.50-	63	91	30.77-
COURVOISER VSOP	15	1.71	1.39	311	258	20.54	209	149	40.27	54	46	17.39
HENNESSY BLACK	16	1.38	1.27	252	236	6.78	187	170	10.00	92	55	67.27
HENNESSY VSOP	17	1.25	1.70	228	316	27.85-	146	225	35.11-	33	63	47.62-
HARDY VS	18	.90	.73	163	136	19.85	116	93	24.73	45	36	25.00
GRAN SRP QBRNTA	19	.82	.79	150	147	2.04	109	106	2.83	41	38	7.89
LAIRD APPLEJACK	20	.80	.65	145	120	20.83	74	63	17.46	22	24	8.33-
MACCHU PISCO	21	.76	.59	139	110	26.36	97	85	14.12	33	30	10.00
ST RMY NPLN XO	22	.72	.45	132	83	59.04	80	58	37.93	21	17	23.53
COURVOISER ROSE	23	.67	.08	122	14	771.43	66	14	371.43	16	14	14.29
ALTO D CRMN RSV	24	.64	.52	116	96	20.83	79	74	6.76	29	30	3.33-
LANDY VS	25	.57	.29	103	54	90.74	73	44	65.91	20	13	53.85
METAXA AMPHORA	26	.50	.50	91	93	2.15-	53	56	5.36-	16	17	5.88-
P DOMEQ FNDR SP	27	.44	.43	81	79	2.53	54	57	5.26-	16	17	5.88-
METAXA 5 ST GRK	28	.40	.40	72	74	2.70-	40	45	11.11-	15	13	15.38
P DOMEQ PRESNT	29	.38	.38	70	70	.00	47	49	4.08-	18	17	5.88
ASBACH URLT GRM	30	.37	.42	68	78	12.82-	34	50	32.00-	8	14	42.86-
CAPEL PISCO RSV	31	.34	.51	62	94	34.04-	41	61	32.79-	13	21	38.10-
MARTELL CR BLEU	32	.33	.16	61	30	103.33	50	22	127.27	17	8	112.50
MARTELL VS	33	.32	.39	58	72	19.44-	38	60	36.67-	13	24	45.83-
KORBEL	34	.30	.17	55	32	71.88	37	27	37.04	10	13	23.08-
CAPEL PSCO MOAL	35	.30	.15	54	28	92.86	36	21	71.43	12	9	33.33
REMY MARTIN V	36	.26	.00	47	0	.00	47	0	.00	37	0	.00
CLVDS D'AG POMM	37	.26	.21	47	39	20.51	26	26	.00	8	8	.00
R MRTN VSOP/GLS	38	.24	.00	44	0	.00	0	0	.00	0	0	.00
MARTELL VSOP	39	.23	.23	42	43	2.33-	16	27	40.74-	6	6	.00
R MRTN XO EXCEL	40	.23	.19	41	36	13.89	21	20	5.00	7	9	22.22-
MARASKA KSH SLV	41	.22	.27	40	50	20.00-	29	35	17.14-	6	10	40.00-
ANSAC V S	42	.20	.24	37	45	17.78-	26	36	27.78-	6	11	45.45-
HENNESSY X O	43	.19	.22	34	41	17.07-	27	25	8.00	3	8	62.50-
CARDNL MNDZ G R	44	.18	.19	33	35	5.71-	19	22	13.64-	6	6	.00
HUNGARN SLV PLM	45	.18	.14	32	26	23.08	21	18	16.67	8	6	33.33
R MRTN VSOP G S	46	.17	.07	31	13	138.46	24	9	166.67	7	3	133.33
J CARDIN VSOP	47	.16	.22	30	40	25.00-	19	28	32.14-	7	10	30.00-
DUPONT FINE RES	48	.16	.01	29	2	1350.00	19	2	850.00	8	2	300.00
COURVSR VS/FLSK	49	.16	.00	29	0	.00	0	0	.00	0	0	.00
CAFFO ITALIANA	50	.16	.11	29	20	45.00	22	15	46.67	7	4	75.00

# NABCA CLASS REPORT

THIRD QUARTER 2012			BRANDY/COGNAC						PAGE 20			
BRAND	Rank	Share of Market Last 12 Months		Last 12 Months This Year	Last 12 Months Prior Year	+ or -	This Year to Date	Last Year to Date	+ or -	Current Quarter This Year	Current Quarter Last Year	+ or -
		This Year	Prior Year									
MISSISSIPPI - D.S.				1609753	1584058	1.62	1171173	1150164	1.83	376445	368545	2.14
BRANDY/COGNAC		6.89	7.03	110914	111341	.38-	78554	78422	.17	23144	23445	1.28-
P MSSN GRD AMBR	1	21.36	22.30	23689	24826	4.58-	16571	17581	5.74-	4879	5122	4.74-
HENNESSY V S	2	19.89	20.06	22057	22334	1.24-	15971	16138	1.03-	4200	4445	5.51-
E & J	3	15.38	15.43	17064	17182	.69-	12058	11964	.79	3644	3592	1.45
E & J VSOP	4	10.79	10.77	11963	11991	.23-	8477	8513	.42-	2508	2565	2.22-
REMY MRTN VS GC	5	5.59	6.26	6205	6973	11.01-	4294	4805	10.63-	1164	1687	31.00-
COURVOISIER V S	6	4.71	4.89	5228	5440	3.90-	3663	3793	3.43-	1070	1125	4.89-
REMY MRTN VSOP	7	3.91	3.60	4334	4006	8.19	3233	2935	10.15	1072	968	10.74
ANSAC V S	8	3.53	3.88	3910	4319	9.47-	2734	3106	11.98-	804	887	9.36-
C BROS VS	9	2.27	2.33	2522	2599	2.96-	1835	1824	.60	544	585	7.01-
P MASSN GA VSOP	10	1.77	1.51	1960	1683	16.46	1402	1235	13.52	447	368	21.47
REMY MARTIN V	11	1.03	.00	1137	0	.00	1137	0	.00	660	0	.00
SALIGNAC V S	12	.95	.07	1053	83	1168.67	857	57	1403.51	306	28	992.86
CONJURE	13	.86	1.09	953	1218	21.76-	642	851	24.56-	180	263	31.56-
COURVOISER ROSE	14	.86	.27	953	305	212.46	604	305	98.03	122	204	40.20-
C BROS VSOP	15	.82	1.03	912	1145	20.35-	543	588	7.65-	212	184	15.22
E & J XO	16	.72	.71	795	794	.13	557	593	6.07-	180	160	12.50
MARTELL VS	17	.71	.73	784	817	4.04-	532	501	6.19	168	139	20.86
MEUKOW VS	18	.54	.44	602	488	23.36	414	351	17.95	113	112	.89
R MRTN 1738 RYL	19	.54	.38	596	424	40.57	454	313	45.05	133	103	29.13
HENNESSY BLACK	20	.49	.68	548	757	27.61-	366	480	23.75-	109	132	17.42-
GIROUX FIVE STR	21	.41	.36	455	403	12.90	332	274	21.17	96	118	18.64-
ST RMY NAP VSOP	22	.39	.41	430	461	6.72-	324	329	1.52-	91	90	1.11
P DOMEQ PRESNT	23	.31	.30	342	339	.88	251	269	6.69-	74	68	8.82
KORBEL	24	.27	.25	302	279	8.24	213	205	3.90	64	63	1.59
RAYNAL VSOP NAP	25	.24	.28	271	311	12.86-	180	228	21.05-	51	67	23.88-
C BROS FROST WH	26	.17	.16	191	173	10.40	125	112	11.61	51	37	37.84
R MRTN VSOP/GLS	27	.17	.14	188	154	22.08	4	18	77.78-	0	0	.00
HENNESSY VSOP	28	.14	.19	150	216	30.56-	103	128	19.53-	31	46	32.61-
HENNSY VSOP FSK	29	.13	.12	145	139	4.32	85	83	2.41	35	26	34.62
HENSY VS ARTIST	30	.13	.07	143	76	88.16	37	76	51.32-	0	76	100.00-
MARTELL CR BLEU	31	.08	.06	94	71	32.39	52	45	15.56	16	20	20.00-
COURVOISER VSOP	32	.08	.09	92	96	4.17-	62	63	1.59-	15	21	28.57-
J CARDIN VSOP	33	.07	.17	82	194	57.73-	63	101	37.62-	11	15	26.67-
COURVOISIER C	34	.07	.00	78	0	.00	78	0	.00	6	0	.00
HENSY VSOP/2GLS	35	.07	.03	77	35	120.00	12	11	9.09	0	4	100.00-
MEUKOW VS VNLLA	36	.07	.06	76	63	20.63	53	49	8.16	12	11	9.09
R MRTN XO EXCEL	37	.05	.05	57	60	5.00-	36	36	.00	11	10	10.00
CRVSR ROSE/2GLS	38	.05	.00	57	0	.00	0	0	.00	0	0	.00
COURVSR VS/FLSK	39	.05	.00	56	0	.00	0	0	.00	0	0	.00
HENNSY VSOP PRV	40	.04	.05	46	58	20.69-	32	39	17.95-	11	11	.00
LAIRD APPLEJACK	41	.04	.04	43	42	2.38	25	20	25.00	8	6	33.33
LANDY VS	42	.03	.07	37	80	53.75-	25	40	37.50-	6	8	25.00-
ANSAC VSOP	43	.03	.04	34	46	26.09-	28	36	22.22-	5	7	28.57-
CRSVR VSOP/2SNF	44	.02	.00	26	0	.00	2	0	.00	0	0	.00
R MT 1738/FLASK	45	.02	.04	25	41	39.02-	0	10	100.00-	0	0	.00
MARTELL VSOP	46	.02	.03	21	32	34.38-	13	26	50.00-	4	12	66.67-
HENSY VSOP SNFT	47	.02	.00	21	0	.00	1	0	.00	0	0	.00
HENNESSY X O	48	.01	.02	16	20	20.00-	11	14	21.43-	4	3	33.33
HENNSY XO SNFT	49	.01	.01	11	7	57.14	6	5	20.00	2	3	33.33-
CRVSR/SOML RNBW	50	.01	.00	7	0	.00	7	0	.00	7	0	.00

# NABCA CLASS REPORT

THIRD QUARTER 2012				BRANDY/COGNAC						PAGE 1		
VENDOR	Rank	Share of Market Last 12 Months		Last 12 Months This Year	Last 12 Months Prior Year	+ or -	This Year to Date	Last Year to Date	+ or -	Current Quarter This Year	Current Quarter Last Year	+ or -
		This Year	Prior Year									
ALL STATES DISTILLED SPIRITS		D.S.		41541011	40087614	3.63	30412182	29286104	3.85	10506483	10306700	1.94
BRANDY/COGNAC		4.40	4.45	1826145	1783278	2.40	1316825	1273863	3.37	421885	406088	3.89
GALLO E J WINE	1	21.35	22.41	389908	399600	2.43-	277323	283056	2.03-	90030	91809	1.94-
MOET HENNESSY	2	20.78	20.13	379475	359010	5.70	284687	263071	8.22	89482	82574	8.37
CONSTELLATION	3	15.92	16.50	290665	294200	1.20-	210242	211628	.65-	65647	65686	.06-
HEAVEN HILL DST	4	14.74	15.38	269133	274273	1.87-	190216	192533	1.20-	60838	61239	.65-
REMY COINTREAU	5	9.61	8.06	175519	143765	22.09	129053	102583	25.80	45585	34084	33.74
BEAM INC	6	6.56	6.43	119852	114653	4.53	83527	81840	2.06	25837	27015	4.36-
NORTH WALES WNS	7	4.79	4.41	87493	78696	11.18	63998	57581	11.14	19597	17776	10.24
PERNOD RCRD USA	8	1.24	1.40	22718	24910	8.80-	15646	17205	9.06-	4917	5393	8.83-
KORBEL F & BROS	9	.81	.84	14785	15000	1.43-	9949	10211	2.57-	3103	3294	5.80-
SAZERAC N AMRCA	10	.58	.51	10564	9177	15.11	7769	6695	16.04	2663	2309	15.33
SIDNEY FRANK	11	.50	.53	9121	9426	3.24-	6415	6580	2.51-	2141	2164	1.06-
LAIRD AND CO	12	.48	.48	8813	8584	2.67	5164	4945	4.43	1639	1667	1.68-
GEMINI S&W CO	13	.40	.45	7260	8069	10.03-	5130	5516	7.00-	1769	1675	5.61
GRANT AND SONS	14	.36	.46	6642	8226	19.26-	4280	5586	23.38-	1215	1633	25.60-
MONARCH IMPORT	15	.30	.33	5562	5892	5.60-	3908	4104	4.78-	1248	1284	2.80-
PARK STREET IMP	16	.29	.41	5318	7311	27.26-	3776	5477	31.06-	1063	1352	21.38-
FRANK-LIN DSTLR	17	.15	.17	2800	3065	8.65-	1973	2038	3.19-	640	665	3.76-
WALKER M S INC	18	.14	.14	2510	2584	2.86-	1773	1848	4.06-	632	617	2.43
SHAW-ROSS IMPTS	19	.09	.08	1592	1408	13.07	1153	1010	14.16	415	400	3.75
PALM BAY IMPRTS	20	.07	.06	1215	1138	6.77	778	755	3.05	278	249	11.65
HARDY A USA LTD	21	.06	.06	1128	1044	8.05	695	658	5.62	213	197	8.12
DUGGANS DST PRD	22	.05	.06	997	1060	5.94-	612	651	5.99-	198	206	3.88-
NICHE IMPORT CO	23	.05	.05	974	945	3.07	630	631	.16-	146	208	29.81-
CLEAR CREEK DST	24	.05	.05	949	936	1.39	564	548	2.92	188	171	9.94
DEUTSCH FAM W&S	25	.05	.06	943	1044	9.67-	675	710	4.93-	150	203	26.11-
WESTRN FOOD&BEV	26	.05	.05	939	945	.63-	599	644	6.99-	149	193	22.80-
CAROLINA DIST	27	.04	.03	742	568	30.63	459	366	25.41	144	131	9.92
KOBRAND CORP	28	.04	.05	700	910	23.08-	450	643	30.02-	141	219	35.62-
INTRNTL BEVG CO	29	.04	.04	654	629	3.97	450	418	7.66	131	132	.76-
OVERSEAS INTNTL	30	.03	.03	635	576	10.24	462	431	7.19	143	129	10.85
MHW LIMITED	31	.03	.03	531	455	16.70	367	308	19.16	129	113	14.16
JACQUIN ET CIE	32	.03	.02	475	300	58.33	296	253	17.00	116	121	4.13-
MACCHU PISCO	33	.03	.02	462	356	29.78	337	273	23.44	117	109	7.34
ANCHOR DISTLLNG	34	.02	.02	435	425	2.35	288	300	4.00-	65	119	45.38-
MONTEXP INC	35	.02	.02	417	351	18.80	316	262	20.61	99	96	3.13
MUTUAL WHOLSALE	36	.02	.02	390	319	22.26	284	219	29.68	129	76	69.74
MCCORMICK DIST	37	.02	.02	285	320	10.94-	200	227	11.89-	66	76	13.16-
EVATON INC	38	.02	.01	283	257	10.12	162	150	8.00	54	49	10.20
PALATEUR IMPRTS	39	.02	.01	274	160	71.25	183	129	41.86	56	47	19.15
PERFECTA WINES	40	.01	.01	258	142	81.69	190	95	100.00	79	37	113.51
WEIN-BAUER INC	41	.01	.01	234	209	11.96	166	154	7.79	52	62	16.13-
ARTISAN BRANDS	42	.01	.01	202	159	27.04	148	118	25.42	49	46	6.52
DREYFUS ASHBY	43	.01	.01	186	195	4.62-	104	137	24.09-	36	40	10.00-
BANFI VINTNERS	44	.01	.01	136	164	17.07-	93	106	12.26-	33	39	15.38-
BERNIKO WN&SPTS	45	.01	.01	110	123	10.57-	73	79	7.59-	19	12	58.33
ALAMBIC INC	46	.01	.01	102	139	26.62-	66	87	24.14-	13	24	45.83-
IMPERIAL BRANDS	47	.01	.00	99	74	33.78	75	52	44.23	21	19	10.53
PHILLIPS DST CO	48	.01	.01	94	116	18.97-	70	81	13.58-	26	30	13.33-
LEVECKE CORP	49	.01	.00	93	56	66.07	65	35	85.71	23	10	130.00
ADAMBA IMPT INT	50	.00	.00	83	86	3.49-	54	51	5.88	14	15	6.67-

# NABCA CLASS REPORT

THIRD QUARTER 2012				BRANDY/COGNAC						PAGE 2		
VENDOR	Rank	Share of Market Last 12 Months		Last 12 Months This Year	Last 12 Months Prior Year	+ or -	This Year to Date	Last Year to Date	+ or -	Current Quarter This Year	Current Quarter Last Year	+ or -
		This Year	Prior Year									
ALABAMA - D.S.				2182932	2121469	2.90	1589234	1544568	2.89	517757	515092	.52
BRANDY/COGNAC		5.62	5.88	122716	124662	1.56-	87078	88466	1.57-	26541	27374	3.04-
CONSTELLATION	1	38.72	38.04	47521	47424	.20	34045	33851	.57	10508	10386	1.17
GALLO E J WINE	2	25.15	26.19	30864	32643	5.45-	21700	23027	5.76-	6565	7119	7.78-
MOET HENNESSY	3	14.14	14.00	17350	17453	.59-	12382	12413	.25-	3697	3884	4.81-
HEAVEN HILL DST	4	7.85	8.68	9638	10816	10.89-	6735	7481	9.97-	2026	2270	10.75-
REMY COINTREAU	5	6.59	6.18	8092	7708	4.98	5772	5508	4.79	1839	1708	7.67
BEAM INC	6	5.02	4.77	6156	5950	3.46	4297	4153	3.47	1269	1359	6.62-
PERNOD RCRD USA	7	.72	.59	889	739	20.30	630	604	4.30	193	189	2.12
KORBEL F & BROS	8	.67	.66	824	828	.48-	585	606	3.47-	167	190	12.11-
SAZERAC N AMRCA	9	.57	.47	699	589	18.68	496	437	13.50	150	145	3.45
PARK STREET IMP	10	.43	.24	531	298	78.19	347	256	35.55	108	92	17.39
SIDNEY FRANK	11	.07	.09	80	114	29.82-	46	80	42.50-	8	23	65.22-
LAIRD AND CO	12	.03	.02	37	19	94.74	22	14	57.14	8	3	166.67
GRANT AND SONS	13	.01	.05	14	59	76.27-	6	22	72.73-	1	4	75.00-
CASTLE BRANDS	14	.00	.00	4	0	.00	2	0	.00	0	0	.00
BANFI VINTNERS	15	.00	.00	3	1	200.00	3	0	.00	0	0	.00
HARDY A USA LTD	16	.00	.01	3	10	70.00-	1	7	85.71-	0	0	.00
DUGGANS DST PRD	17	.00	.01	3	7	57.14-	2	4	50.00-	1	1	.00
EMPIRE WNR&DIST	18	.00	.00	2	0	.00	2	0	.00	0	0	.00
SHAW-ROSS IMPTS	19	.00	.00	2	3	33.33-	2	3	33.33-	0	1	100.00-
NICHE IMPORT CO	20	.00	.00	1	1	.00	0	0	.00	0	0	.00
IDAHO - D.S.				913198	878430	3.96	670904	640852	4.69	246571	237783	3.70
BRANDY/COGNAC		1.34	1.44	12258	12667	3.23-	8127	8288	1.94-	2696	2690	.22
HEAVEN HILL DST	1	40.05	38.65	4909	4896	.27	3275	3263	.37	1093	1048	4.29
GALLO E J WINE	2	25.66	27.26	3145	3453	8.92-	2042	2136	4.40-	659	668	1.35-
KORBEL F & BROS	3	6.33	7.11	776	900	13.78-	528	625	15.52-	162	205	20.98-
MOET HENNESSY	4	5.43	5.11	665	647	2.78	460	445	3.37	155	152	1.97
BEAM INC	5	5.38	5.15	660	652	1.23	442	430	2.79	158	167	5.39-
MONARCH IMPORT	6	4.72	4.70	579	595	2.69-	419	413	1.45	139	142	2.11-
REMY COINTREAU	7	3.87	3.16	474	400	18.50	306	254	20.47	107	84	27.38
CONSTELLATION	8	2.33	2.32	285	294	3.06-	190	196	3.06-	67	59	13.56
PERNOD RCRD USA	9	2.04	2.58	250	327	23.55-	147	204	27.94-	47	63	25.40-
LAIRD AND CO	10	.98	.73	120	92	30.43	72	48	50.00	26	18	44.44
HARDY A USA LTD	11	.70	.81	86	102	15.69-	46	70	34.29-	10	20	50.00-
GEMINI S&W CO	12	.50	.55	61	70	12.86-	41	47	12.77-	11	13	15.38-
WESTRN FOOD&BEV	13	.41	.36	50	45	11.11	33	31	6.45	11	11	.00
DREYFUS ASHBY	14	.31	.30	38	38	.00	23	25	8.00-	11	9	22.22
DUGGANS DST PRD	15	.29	.30	36	38	5.26-	24	24	.00	9	7	28.57
EVATON INC	16	.23	.22	28	28	.00	17	14	21.43	7	3	133.33
SHAW-ROSS IMPTS	17	.18	.13	22	16	37.50	15	14	7.14	5	5	.00
CLEAR CREEK DST	18	.13	.15	16	19	15.79-	7	12	41.67-	4	3	33.33
DOM SLCT WN EST	19	.11	.10	13	13	.00	9	10	10.00-	3	3	.00
KOENIG DISTLLRY	20	.11	.07	13	9	44.44	9	6	50.00	3	3	.00



# NABCA CLASS REPORT

THIRD QUARTER 2012				BRANDY/COGNAC						PAGE 3		
VENDOR	Rank	Share of Market Last 12 Months		Last 12 Months This Year	Last 12 Months Prior Year	+ or -	This Year to Date	Last Year to Date	+ or -	Current Quarter This Year	Current Quarter Last Year	+ or -
		This Year	Prior Year									
IOWA - D.S.				1806500	1709024	5.70	1302513	1240047	5.04	442477	436484	1.37
BRANDY/COGNAC		2.42	2.46	43658	42079	3.75	30603	29945	2.20	9834	9772	.63
GALLO E J WINE	1	28.90	29.24	12615	12304	2.53	8751	8630	1.40	2976	2918	1.99
MOET HENNESSY	2	20.15	19.67	8796	8278	6.26	6429	6161	4.35	1856	2008	7.57-
HEAVEN HILL DST	3	18.68	19.82	8154	8339	2.22-	5443	5653	3.71-	1741	1769	1.58-
CONSTELLATION	4	18.28	17.98	7982	7565	5.51	5805	5579	4.05	1914	1849	3.52
REMY COINTREAU	5	5.66	4.76	2470	2004	23.25	1759	1426	23.35	605	458	32.10
BEAM INC	6	3.76	3.73	1642	1568	4.72	1112	1101	1.00	343	341	.59
KORBEL F & BROS	7	2.57	2.88	1120	1212	7.59-	705	804	12.31-	218	259	15.83-
GEMINI S&W CO	8	.75	.74	326	310	5.16	212	223	4.93-	59	65	9.23-
PERNOD RCRD USA	9	.47	.59	204	249	18.07-	141	174	18.97-	46	52	11.54-
SHAW-ROSS IMPTS	10	.15	.04	66	16	312.50	37	13	184.62	17	5	240.00
CEDAR RIDGE VYD	11	.14	.11	60	47	27.66	41	30	36.67	13	11	18.18
PARK STREET IMP	12	.08	.08	37	34	8.82	29	29	.00	9	20	55.00-
SAZERAC N AMRCA	13	.08	.08	33	35	5.71-	22	31	29.03-	6	4	50.00
LAIRD AND CO	14	.07	.06	31	24	29.17	23	13	76.92	7	4	75.00
WESTRN FOOD&BEV	15	.06	.08	25	33	24.24-	16	27	40.74-	0	4	100.00-
DREYFUS ASHBY	16	.04	.03	17	14	21.43	8	14	42.86-	0	0	.00
NICHE IMPORT CO	17	.04	.01	16	6	166.67	16	5	220.00	8	0	.00
DUGGANS DST PRD	18	.03	.03	15	11	36.36	12	8	50.00	4	0	.00
YAHARA BAY DIST	19	.03	.00	11	0	.00	11	0	.00	1	0	.00
CVI BRANDS	20	.02	.02	10	7	42.86	9	6	50.00	3	1	200.00
MAINE - D.S.				916432	883984	3.67	681344	659802	3.26	261185	253911	2.86
BRANDY/COGNAC		1.06	1.02	9687	8983	7.84	6864	6258	9.68	2801	2463	13.72
GALLO E J WINE	1	21.37	25.17	2070	2261	8.45-	1388	1567	11.42-	530	574	7.67-
HEAVEN HILL DST	2	18.88	20.38	1829	1831	.11-	1255	1207	3.98	462	440	5.00
MOET HENNESSY	3	18.27	14.52	1770	1304	35.74	1295	933	38.80	491	362	35.64
SIDNEY FRANK	4	12.65	12.94	1225	1162	5.42	868	803	8.09	319	295	8.14
REMY COINTREAU	5	10.24	11.11	992	998	.60-	668	700	4.57-	229	257	10.89-
SAZERAC N AMRCA	6	6.28	3.61	608	324	87.65	573	316	81.33	422	252	67.46
BEAM INC	7	5.93	6.02	574	541	6.10	394	363	8.54	168	143	17.48
CONSTELLATION	8	3.39	2.98	328	268	22.39	229	174	31.61	98	64	53.13
LAIRD AND CO	9	.94	.89	91	80	13.75	54	42	28.57	23	16	43.75
LEVECKE CORP	10	.32	.42	31	38	18.42-	22	21	4.76	9	5	80.00
PALM BAY IMPRTS	11	.31	.38	30	34	11.76-	20	20	.00	10	6	66.67
KORBEL F & BROS	12	.29	.23	28	21	33.33	21	19	10.53	9	9	.00
PERNOD RCRD USA	13	.22	.27	21	24	12.50-	16	19	15.79-	6	7	14.29-
GRANT AND SONS	14	.20	.20	19	18	5.56	11	13	15.38-	3	4	25.00-
SPIRIT MNE DIST	15	.19	.21	18	19	5.26-	15	14	7.14	7	7	.00
SWEETGRASS FARM	16	.12	.11	12	10	20.00	5	5	.00	5	4	25.00
DUGGANS DST PRD	17	.12	.09	12	8	50.00	9	6	50.00	3	2	50.00
VIAS IMPORTS	18	.09	.04	9	4	125.00	6	4	50.00	3	4	25.00-
KOBRAND CORP	19	.05	.07	5	6	16.67-	4	4	.00	3	2	50.00
TREE SPIRITS	20	.05	.10	5	9	44.44-	5	9	44.44-	1	0	.00

# NABCA CLASS REPORT

THIRD QUARTER 2012				BRANDY/COGNAC						PAGE 4		
VENDOR	Rank	Share of Market Last 12 Months		Last 12 Months This Year	Last 12 Months Prior Year	+ or -	This Year to Date	Last Year to Date	+ or -	Current Quarter This Year	Current Quarter Last Year	+ or -
		This Year	Prior Year									
MICHIGAN - D.S.				6580563	6421698	2.47	4783002	4665778	2.51	1690676	1655864	2.10
BRANDY/COGNAC		6.61	6.42	434892	412398	5.45	318116	298699	6.50	104130	95765	8.73
MOET HENNESSY	1	23.36	23.08	101604	95170	6.76	74554	69318	7.55	23713	22358	6.06
GALLO E J WINE	2	19.94	21.44	86723	88433	1.93-	63302	64012	1.11-	20316	20619	1.47-
REMY COINTREAU	3	15.88	11.67	69073	48137	43.49	53246	34707	53.42	20392	11486	77.54
CONSTELLATION	4	13.89	14.81	60421	61084	1.09-	44405	44404	.00	13869	13594	2.02
HEAVEN HILL DST	5	13.44	14.49	58456	59776	2.21-	41113	42114	2.38-	13030	13433	3.00-
BEAM INC	6	8.08	7.98	35156	32893	6.88	25225	24864	1.45	7744	8417	8.00-
PERNOD RCRD USA	7	2.10	2.57	9127	10580	13.73-	6263	7490	16.38-	1927	2308	16.51-
GEMINI S&W CO	8	1.18	1.42	5151	5853	11.99-	3664	4095	10.53-	1260	1330	5.26-
GRANT AND SONS	9	.43	.54	1850	2235	17.23-	1183	1541	23.23-	272	448	39.29-
KORBEL F & BROS	10	.31	.33	1346	1362	1.17-	955	981	2.65-	331	340	2.65-
SAZERAC N AMRCA	11	.25	.23	1073	938	14.39	820	676	21.30	260	225	15.56
OVERSEAS INTNTL	12	.15	.14	634	576	10.07	462	431	7.19	143	129	10.85
PARK STREET IMP	13	.14	.44	589	1802	67.31-	400	1710	76.61-	84	286	70.63-
LAIRD AND CO	14	.10	.09	428	387	10.59	265	212	25.00	73	77	5.19-
MONTEXP INC	15	.10	.09	417	351	18.80	316	262	20.61	99	96	3.13
SIDNEY FRANK	16	.09	.12	413	476	13.24-	265	324	18.21-	83	113	26.55-
INTRNTL BEVG CO	17	.07	.06	312	257	21.40	236	176	34.09	65	57	14.04
JACQUIN ET CIE	18	.05	.04	237	171	38.60	180	127	41.73	61	37	64.86
MHW LIMITED	19	.05	.05	218	200	9.00	142	137	3.65	50	52	3.85-
SHAW-ROSS IMPTS	20	.05	.04	201	184	9.24	149	127	17.32	53	53	.00
MONTANA - D.S.				682145	645647	5.65	503917	476503	5.75	181274	170960	6.03
BRANDY/COGNAC		1.99	2.20	13576	14204	4.42-	8829	9278	4.84-	2923	2838	3.00
HEAVEN HILL DST	1	45.17	46.41	6132	6592	6.98-	3876	4193	7.56-	1236	1226	.82
GALLO E J WINE	2	27.94	27.16	3793	3858	1.68-	2424	2516	3.66-	831	751	10.65
SAZERAC N AMRCA	3	7.09	7.72	962	1097	12.31-	665	770	13.64-	220	262	16.03-
KORBEL F & BROS	4	5.16	4.48	701	637	10.05	461	439	5.01	159	147	8.16
MOET HENNESSY	5	3.37	2.97	458	422	8.53	326	299	9.03	122	97	25.77
BEAM INC	6	2.75	2.77	374	394	5.08-	232	245	5.31-	80	87	8.05-
REMY COINTREAU	7	1.83	1.69	249	240	3.75	177	156	13.46	67	52	28.85
CONSTELLATION	8	1.77	1.69	240	240	.00	208	162	28.40	61	52	17.31
MCCORMICK DIST	9	1.23	1.44	167	204	18.14-	108	137	21.17-	36	45	20.00-
FRANK-LIN DSTLR	10	.88	.96	120	136	11.76-	88	92	4.35-	26	30	13.33-
LAIRD AND CO	11	.46	.41	62	58	6.90	37	37	.00	13	12	8.33
SIDNEY FRANK	12	.43	.46	58	65	10.77-	40	44	9.09-	9	16	43.75-
PERNOD RCRD USA	13	.42	.31	57	44	29.55	45	36	25.00	16	7	128.57
PALM BAY IMPRTS	14	.22	.20	30	29	3.45	16	15	6.67	7	4	75.00
NICHE IMPORT CO	15	.20	.17	27	24	12.50	14	14	.00	4	7	42.86-
SHAW-ROSS IMPTS	16	.15	.26	20	37	45.95-	17	30	43.33-	10	12	16.67-
HARDY A USA LTD	17	.13	.16	18	23	21.74-	13	19	31.58-	6	5	20.00
DUGGANS DST PRD	18	.12	.11	16	16	.00	12	11	9.09	3	7	57.14-
GEMINI S&W CO	19	.10	.04	13	6	116.67	9	3	200.00	2	1	100.00
WESTRN FOOD&BEV	20	.10	.08	13	11	18.18	9	7	28.57	4	2	100.00

# NABCA CLASS REPORT

THIRD QUARTER 2012				BRANDY/COGNAC						PAGE 5		
VENDOR	Rank	Share of Market Last 12 Months		Last 12 Months This Year	Last 12 Months Prior Year	+ or -	This Year to Date	Last Year to Date	+ or -	Current Quarter This Year	Current Quarter Last Year	+ or -
		This Year	Prior Year									
NEW HAMPSHIRE - D.S.				2003645	1905601	5.15	1494662	1398281	6.89	573105	526818	8.79
BRANDY/COGNAC		3.61	3.05	72260	58142	24.28	58731	42746	37.40	19812	12722	55.73
MOET HENNESSY	1	60.49	51.92	43710	30187	44.80	38920	23761	63.80	12560	6118	105.30
GALLO E J WINE	2	11.43	13.66	8262	7942	4.03	5786	5228	10.67	2050	1701	20.52
REMY COINTREAU	3	7.75	9.37	5602	5448	2.83	3965	3738	6.07	1690	1506	12.22
HEAVEN HILL DST	4	5.48	7.14	3963	4150	4.51-	2749	2932	6.24-	967	1026	5.75-
BEAM INC	5	4.19	5.04	3030	2928	3.48	2075	2026	2.42	763	728	4.81
WALKER M S INC	6	3.46	4.39	2502	2550	1.88-	1767	1835	3.71-	629	614	2.44
SAZERAC N AMRCA	7	2.08	2.10	1506	1219	23.54	1081	879	22.98	250	227	10.13
GEMINI S&W CO	8	1.09	1.31	785	762	3.02	587	426	37.79	247	87	183.91
LAIRD AND CO	9	.73	.79	531	457	16.19	310	256	21.09	111	95	16.84
CONSTELLATION	10	.44	.72	317	416	23.80-	212	272	22.06-	84	79	6.33
PERFECTA WINES	11	.36	.24	258	142	81.69	190	95	100.00	79	37	113.51
KORBEL F & BROS	12	.34	.39	245	228	7.46	101	131	22.90-	7	56	87.50-
JACQUIN ET CIE	13	.33	.22	238	129	84.50	116	126	7.94-	55	84	34.52-
SIDNEY FRANK	14	.28	.43	200	248	19.35-	135	162	16.67-	63	58	8.62
WEIN-BAUER INC	15	.26	.30	189	174	8.62	130	124	4.84	45	50	10.00-
DUGGANS DST PRD	16	.25	.32	184	185	.54-	121	114	6.14	42	38	10.53
PERNOD RCRD USA	17	.22	.18	159	106	50.00	121	79	53.16	35	19	84.21
PARK STREET IMP	18	.12	.25	87	144	39.58-	35	103	66.02-	11	36	69.44-
BANFI VINTNERS	19	.11	.21	81	122	33.61-	54	76	28.95-	23	28	17.86-
PUPS CIDER CO	20	.11	.16	77	95	18.95-	51	52	1.92-	19	19	.00
NORTH CAROLINA - D.S.				4558777	4413888	3.28	3327805	3212632	3.59	1129931	1121475	.75
BRANDY/COGNAC		5.41	5.65	246649	249349	1.08-	175666	176194	.30-	55774	56381	1.08-
GALLO E J WINE	1	31.48	32.59	77650	81271	4.46-	55320	57367	3.57-	18006	18610	3.25-
CONSTELLATION	2	20.15	19.60	49708	48880	1.69	35920	35279	1.82	10663	10528	1.28
HEAVEN HILL DST	3	17.98	17.91	44343	44659	.71-	31607	31519	.28	10238	10393	1.49-
MOET HENNESSY	4	14.26	13.93	35161	34744	1.20	25659	24843	3.28	8285	7871	5.26
BEAM INC	5	7.65	7.59	18874	18917	.23-	12930	13125	1.49-	3924	4459	12.00-
REMY COINTREAU	6	4.48	3.80	11055	9482	16.59	7798	6658	17.12	2635	2277	15.72
SIDNEY FRANK	7	.76	.77	1867	1923	2.91-	1334	1326	.60	431	431	.00
PERNOD RCRD USA	8	.75	1.03	1854	2566	27.75-	1178	1565	24.73-	357	457	21.88-
SAZERAC N AMRCA	9	.56	.57	1379	1430	3.57-	970	1010	3.96-	304	312	2.56-
GRANT AND SONS	10	.55	.63	1350	1571	14.07-	796	1096	27.37-	264	314	15.92-
KORBEL F & BROS	11	.39	.44	956	1098	12.93-	682	726	6.06-	217	214	1.40
PARK STREET IMP	12	.33	.47	809	1166	30.62-	563	787	28.46-	176	216	18.52-
LAIRD AND CO	13	.30	.34	738	841	12.25-	348	407	14.50-	102	134	23.88-
CAROLINA DIST	14	.26	.22	646	545	18.53	400	343	16.62	122	115	6.09
ANCHOR DISTLLNG	15	.05	.04	126	109	15.60	67	57	17.54	24	20	20.00
ARTISAN BRANDS	16	.02	.00	52	12	333.33	39	12	225.00	8	8	.00
DUGGANS DST PRD	17	.01	.03	28	68	58.82-	14	30	53.33-	4	8	50.00-
DEUTSCH FAM W&S	18	.00	.01	12	23	47.83-	8	14	42.86-	1	3	66.67-
HAAS BROTHERS	19	.00	.00	9	4	125.00	6	4	50.00	3	0	.00
SWISS CELLARS	20	.00	.00	6	5	20.00	5	3	66.67	3	2	50.00

# NABCA CLASS REPORT

THIRD QUARTER 2012				BRANDY/COGNAC						PAGE 6		
VENDOR	Rank	Share of Market Last 12 Months		Last 12 Months This Year	Last 12 Months Prior Year	+ or -	This Year to Date	Last Year to Date	+ or -	Current Quarter This Year	Current Quarter Last Year	+ or -
		This Year	Prior Year									
OHIO - D.S.				4302379	4126938	4.25	3163224	3023877	4.61	1086056	1064068	2.07
BRANDY/COGNAC		5.61	5.71	241313	235579	2.43	176110	171772	2.53	57196	56100	1.95
MOET HENNESSY	1	22.57	23.03	54476	54244	.43	40229	40385	.39-	12651	13304	4.91-
GALLO E J WINE	2	22.21	22.45	53607	52885	1.37	38690	38302	1.01	12705	12700	.04
CONSTELLATION	3	21.59	21.63	52094	50963	2.22	38049	37178	2.34	12346	12122	1.85
HEAVEN HILL DST	4	11.97	12.73	28882	29999	3.72-	21004	21449	2.07-	6906	6851	.80
REMY COINTREAU	5	11.79	10.19	28452	24001	18.55	21223	17868	18.78	7190	5824	23.45
BEAM INC	6	4.80	4.91	11592	11561	.27	8277	8300	.28-	2617	2655	1.43-
PERNOD RCRD USA	7	1.44	1.47	3467	3464	.09	2514	2442	2.95	810	773	4.79
SAZERAC N AMRCA	8	.95	.77	2302	1817	26.69	1711	1368	25.07	576	461	24.95
PARK STREET IMP	9	.67	.61	1625	1426	13.96	1266	990	27.88	366	264	38.64
KORBEL F & BROS	10	.50	.50	1203	1181	1.86	834	842	.95-	281	294	4.42-
GRANT AND SONS	11	.33	.45	799	1050	23.90-	543	691	21.42-	169	208	18.75-
LAIRD AND CO	12	.25	.23	610	546	11.72	356	300	18.67	129	109	18.35
KOBRAND CORP	13	.19	.24	470	575	18.26-	336	407	17.44-	108	129	16.28-
NICHE IMPORT CO	14	.17	.20	407	474	14.14-	253	309	18.12-	50	103	51.46-
SIDNEY FRANK	15	.16	.21	379	492	22.97-	240	343	30.03-	77	110	30.00-
WESTRN FOOD&BEV	16	.14	.13	329	309	6.47	225	209	7.66	65	61	6.56
DUGGANS DST PRD	17	.08	.08	189	188	.53	118	121	2.48-	42	40	5.00
DEUTSCH FAM W&S	18	.03	.07	82	160	48.75-	15	111	86.49-	2	37	94.59-
EUROPA IMP/EXPT	19	.03	.04	81	101	19.80-	37	69	46.38-	6	27	77.78-
MHW LIMITED	20	.02	.00	58	3	1833.33	50	3	1566.67	21	3	600.00
OREGON - D.S.				2718285	2602215	4.46	1993627	1894190	5.25	709583	680780	4.23
BRANDY/COGNAC		2.08	2.16	56480	56238	.43	37959	37608	.93	12234	12040	1.61
HEAVEN HILL DST	1	22.69	22.53	12816	12670	1.15	8568	8643	.87-	2786	2796	.36-
GALLO E J WINE	2	19.06	18.59	10766	10457	2.95	7074	6814	3.82	2267	2140	5.93
MOET HENNESSY	3	12.82	13.31	7242	7487	3.27-	5186	5256	1.33-	1682	1755	4.16-
MONARCH IMPORT	4	8.82	9.42	4983	5297	5.93-	3489	3691	5.47-	1109	1142	2.89-
KORBEL F & BROS	5	6.57	6.78	3709	3811	2.68-	2434	2452	.73-	710	729	2.61-
REMY COINTREAU	6	6.03	5.38	3407	3027	12.55	2237	1987	12.58	729	611	19.31
BEAM INC	7	5.18	5.01	2927	2820	3.79	1925	1880	2.39	626	617	1.46
FRANK-LIN DSTLR	8	4.73	5.19	2669	2919	8.56-	1875	1944	3.55-	614	635	3.31-
CONSTELLATION	9	4.21	4.37	2375	2459	3.42-	1612	1614	.12-	549	530	3.58
PERNOD RCRD USA	10	1.86	1.90	1051	1069	1.68-	667	666	.15	225	217	3.69
CLEAR CREEK DST	11	1.58	1.59	894	894	.00	526	519	1.35	178	161	10.56
HARDY A USA LTD	12	1.19	.94	672	528	27.27	399	302	32.12	118	85	38.82
SIDNEY FRANK	13	.94	.90	529	508	4.13	363	347	4.61	120	113	6.19
LAIRD AND CO	14	.93	.71	524	402	30.35	281	220	27.73	91	72	26.39
SAZERAC N AMRCA	15	.53	.60	300	340	11.76-	208	208	.00	65	63	3.17
SHAW-ROSS IMPTS	16	.51	.40	288	223	29.15	228	171	33.33	101	71	42.25
GEMINI S&W CO	17	.43	.46	241	261	7.66-	176	181	2.76-	60	54	11.11
ANCHOR DISTLLNG	18	.36	.40	202	225	10.22-	141	169	16.57-	17	62	72.58-
MUTUAL WHOLSALE	19	.30	.30	168	166	1.20	115	117	1.71-	41	39	5.13
GRANT AND SONS	20	.29	.29	165	164	.61	107	107	.00	14	33	57.58-

# NABCA CLASS REPORT

THIRD QUARTER 2012			BRANDY/COGNAC							PAGE 7			
VENDOR	Rank	Share of Market Last 12 Months		Last 12 Months This Year	Last 12 Months Prior Year	+ or -	This Year to Date	Last Year to Date	+ or -	Current Quarter This Year	Current Quarter Last Year	+ or -	
		This Year	Prior Year										
PENNSYLVANIA - D.S.				6613029	6355139	4.06	4866934	4671926	4.17	1595655	1594029	.10	
BRANDY/COGNAC			3.43	3.45	226548	219338	3.29	163968	158628	3.37	49899	49152	1.52
NORTH WALES WNS	1	38.62	35.88	87493	78696	11.18	63998	57581	11.14	19597	17776	10.24	
HEAVEN HILL DST	2	20.86	21.42	47253	46986	.57	34320	33667	1.94	10719	10304	4.03	
MOET HENNESSY	3	18.55	18.84	42031	41328	1.70	31202	30663	1.76	9347	9582	2.45-	
REMY COINTREAU	4	6.82	6.80	15460	14923	3.60	10594	10601	.07-	2936	3309	11.27-	
BEAM INC	5	6.63	6.79	15024	14888	.91	10202	10439	2.27-	3086	3141	1.75-	
CONSTELLATION	6	4.18	5.60	9481	12280	22.79-	6970	8708	19.96-	2208	2834	22.09-	
LAIRD AND CO	7	1.70	1.82	3862	3983	3.04-	2519	2589	2.70-	769	864	11.00-	
PERNOD RCRD USA	8	.86	.95	1944	2077	6.40-	1391	1433	2.93-	457	509	10.22-	
GRANT AND SONS	9	.41	.63	933	1389	32.83-	636	947	32.84-	213	248	14.11-	
SIDNEY FRANK	10	.29	.28	657	624	5.29	457	453	.88	133	124	7.26	
PALM BAY IMPRTS	11	.28	.24	633	525	20.57	414	368	12.50	140	118	18.64	
DEUTSCH FAM W&S	12	.19	.18	431	397	8.56	373	301	23.92	55	77	28.57-	
WESTRN FOOD&BEV	13	.18	.19	399	418	4.55-	235	279	15.77-	45	92	51.09-	
PALATEUR IMPRTS	14	.12	.07	274	160	71.25	183	129	41.86	56	47	19.15	
NICHE IMPORT CO	15	.11	.07	243	155	56.77	166	131	26.72	44	38	15.79	
PARK STREET IMP	16	.08	.18	191	390	51.03-	138	243	43.21-	22	50	56.00-	
ANCHOR DISTLLG	17	.04	.02	80	39	105.13	64	35	82.86	23	19	21.05	
THE WINE BOSS	18	.02	.01	41	29	41.38	20	21	4.76-	6	5	20.00	
KOBRAND CORP	19	.02	.01	37	30	23.33	24	21	14.29	7	7	.00	
BANFI VINTNERS	20	.01	.00	26	8	225.00	18	8	125.00	5	5	.00	
UTAH - D.S.				994077	949408	4.70	731260	699820	4.49	248818	247082	.70	
BRANDY/COGNAC			1.61	1.67	15987	15821	1.05	10988	10947	.37	3425	3437	.35-
GALLO E J WINE	1	37.11	37.71	5933	5966	.55-	3994	4006	.30-	1326	1371	3.28-	
HEAVEN HILL DST	2	24.31	23.82	3887	3768	3.16	2803	2714	3.28	854	799	6.88	
MOET HENNESSY	3	12.05	11.72	1926	1854	3.88	1409	1302	8.22	444	421	5.46	
CONSTELLATION	4	6.11	7.11	977	1125	13.16-	662	823	19.56-	149	180	17.22-	
REMY COINTREAU	5	5.75	5.34	920	845	8.88	643	581	10.67	220	192	14.58	
BEAM INC	6	4.42	4.50	706	712	.84-	451	491	8.15-	127	140	9.29-	
PERNOD RCRD USA	7	3.67	3.83	587	606	3.14-	400	428	6.54-	124	127	2.36-	
KORBEL F & BROS	8	2.63	2.93	421	463	9.07-	204	282	27.66-	56	104	46.15-	
LAIRD AND CO	9	.86	.67	137	106	29.25	85	65	30.77	26	19	36.84	
IMPERIAL BRANDS	10	.58	.18	92	28	228.57	69	24	187.50	20	11	81.82	
SHAW-ROSS IMPTS	11	.51	.44	82	69	18.84	58	53	9.43	19	20	5.00-	
MHW LIMITED	12	.44	.45	71	71	.00	43	51	15.69-	8	18	55.56-	
PALM BAY IMPRTS	13	.40	.33	64	52	23.08	39	32	21.88	12	8	50.00	
VIAS IMPORTS	14	.24	.25	38	39	2.56-	30	30	.00	8	10	20.00-	
MUTUAL WHOLSALE	15	.19	.00	30	0	.00	30	0	.00	20	0	.00	
DUGGANS DST PRD	16	.13	.15	21	23	8.70-	13	13	.00	3	3	.00	
ALAMBIC INC	17	.10	.12	16	19	15.79-	11	10	10.00	0	3	100.00-	
KOBRAND CORP	18	.08	.09	13	14	7.14-	7	8	12.50-	2	2	.00	
CLEAR CREEK DST	19	.08	.04	12	6	100.00	7	2	250.00	1	0	.00	
SAZERAC N AMRCA	20	.07	.05	11	8	37.50	5	4	25.00	3	0	.00	

# NABCA CLASS REPORT

THIRD QUARTER 2012				BRANDY/COGNAC						PAGE 8		
VENDOR	Rank	Share of Market Last 12 Months		Last 12 Months This Year	Last 12 Months Prior Year	+ or -	This Year to Date	Last Year to Date	+ or -	Current Quarter This Year	Current Quarter Last Year	+ or -
		This Year	Prior Year									
VERMONT - D.S.				361058	359531	.42	263310	261297	.77	92471	93184	.77-
BRANDY/COGNAC		1.41	1.43	5079	5129	.97-	3366	3393	.80-	1142	1157	1.30-
REMY COINTREAU	1	22.50	20.30	1143	1041	9.80	771	736	4.76	266	273	2.56-
GALLO E J WINE	2	18.88	19.91	959	1021	6.07-	582	658	11.55-	206	227	9.25-
HEAVEN HILL DST	3	18.21	18.72	925	960	3.65-	629	631	.32-	206	202	1.98
MOET HENNESSY	4	9.75	9.75	495	500	1.00-	346	350	1.14-	119	122	2.46-
BEAM INC	5	8.90	8.70	452	446	1.35	288	278	3.60	91	92	1.09-
SIDNEY FRANK	6	8.66	8.50	440	436	.92	312	308	1.30	106	107	.93-
GEMINI S&W CO	7	4.06	4.82	206	247	16.60-	138	153	9.80-	46	48	4.17-
LAIRD AND CO	8	3.37	2.96	171	152	12.50	101	94	7.45	39	32	21.88
CONSTELLATION	9	2.34	2.42	119	124	4.03-	92	74	24.32	27	21	28.57
PALM BAY IMPRTS	10	.91	1.03	46	53	13.21-	26	30	13.33-	9	9	.00
FLAG HILL FARM	11	.79	1.07	40	55	27.27-	22	31	29.03-	9	10	10.00-
PERNOD RCRD USA	12	.59	.45	30	23	30.43	20	17	17.65	8	5	60.00
SHAW-ROSS IMPTS	13	.24	.08	12	4	200.00	10	3	233.33	3	1	200.00
WALKER M S INC	14	.16	.66	8	34	76.47-	6	13	53.85-	3	3	.00
DOM SLCT WN EST	15	.14	.02	7	1	600.00	6	1	500.00	2	0	.00
MHW LIMITED	16	.14	.16	7	8	12.50-	4	5	20.00-	1	2	50.00-
NICHE IMPORT CO	17	.12	.12	6	6	.00	4	3	33.33	0	1	100.00-
WEIN-BAUER INC	18	.08	.06	4	3	33.33	4	1	300.00	0	0	.00
BANFI VINTNERS	19	.08	.10	4	5	20.00-	3	3	.00	1	0	.00
DUGGANS DST PRD	20	.08	.14	4	7	42.86-	2	4	50.00-	0	2	100.00-
VIRGINIA - D.S.				3763964	3638569	3.45	2725764	2630583	3.62	928024	916389	1.27
BRANDY/COGNAC		4.67	4.88	175912	177451	.87-	124431	124559	.10-	40642	40160	1.20
GALLO E J WINE	1	28.54	29.61	50212	52551	4.45-	35141	36852	4.64-	11411	11842	3.64-
MOET HENNESSY	2	18.59	18.45	32710	32734	.07-	23746	23477	1.15	7898	7393	6.83
CONSTELLATION	3	17.90	18.46	31484	32758	3.89	22690	23205	2.22-	7404	7491	1.16-
HEAVEN HILL DST	4	14.80	14.72	26033	26112	.30-	18541	18338	1.11	5903	5862	.70
REMY COINTREAU	5	6.71	5.72	11808	10148	16.36	8231	7051	16.74	2775	2394	15.91
BEAM INC	6	6.63	6.35	11671	11261	3.64	8011	7783	2.93	2601	2562	1.52
SIDNEY FRANK	7	1.75	1.71	3072	3040	1.05	2217	2189	1.28	755	722	4.57
KORBEL F & BROS	8	1.50	1.34	2634	2379	10.72	1881	1661	13.25	619	556	11.33
PERNOD RCRD USA	9	.80	.76	1403	1348	4.08	964	903	6.76	298	314	5.10-
LAIRD AND CO	10	.68	.67	1188	1189	.08-	536	524	2.29	168	168	.00
SAZERAC N AMRCA	11	.56	.45	982	797	23.21	725	574	26.31	272	225	20.89
GRANT AND SONS	12	.38	.37	667	654	1.99	436	422	3.32	123	136	9.56-
PARK STREET IMP	13	.26	.45	450	793	43.25-	325	474	31.43-	99	104	4.81-
MACCHU PISCO	14	.18	.14	323	246	31.30	240	188	27.66	84	79	6.33
INTRNTL BEVG CO	15	.14	.16	251	279	10.04-	151	183	17.49-	42	56	25.00-
DUGGANS DST PRD	16	.12	.11	207	203	1.97	117	120	2.50-	38	38	.00
EVATON INC	17	.09	.08	156	145	7.59	91	88	3.41	29	31	6.45-
SHAW-ROSS IMPTS	18	.08	.09	142	165	13.94-	100	113	11.50-	36	36	.00
NICHE IMPORT CO	19	.07	.07	127	125	1.60	79	76	3.95	20	24	16.67-
GEMINI S&W CO	20	.06	.05	97	94	3.19	67	71	5.63-	21	20	5.00

# NABCA CLASS REPORT

THIRD QUARTER 2012				BRANDY/COGNAC						PAGE 9		
VENDOR	Rank	Share of Market Last 12 Months		Last 12 Months This Year	Last 12 Months Prior Year	+ or -	This Year to Date	Last Year to Date	+ or -	Current Quarter This Year	Current Quarter Last Year	+ or -
		This Year	Prior Year									
WEST VIRGINIA - D. S.				655284	644499	1.67	502793	496534	1.26	200156	202231	1.03-
BRANDY/COGNAC		2.00	2.22	13117	14291	8.21-	10080	11242	10.34-	3977	4983	20.19-
GALLO E J WINE	1	46.82	48.31	6142	6904	11.04-	4855	5539	12.35-	2148	2559	16.06-
MOET HENNESSY	2	28.36	27.69	3720	3957	5.99-	2874	3199	10.16-	997	1430	30.28-
HEAVEN HILL DST	3	8.38	8.32	1099	1189	7.57-	797	872	8.60-	298	362	17.68-
CONSTELLATION	4	7.33	7.11	962	1016	5.31-	687	731	6.02-	229	226	1.33
REMY COINTREAU	5	3.23	2.92	424	417	1.68	322	309	4.21	121	147	17.69-
BEAM INC	6	3.22	2.90	422	415	1.69	313	321	2.49-	109	142	23.24-
PERNOD RCRD USA	7	.63	.60	83	86	3.49-	61	67	8.96-	20	24	16.67-
LAIRD AND CO	8	.53	.45	69	65	6.15	38	29	31.03	17	12	41.67
KORBEL F & BROS	9	.42	.45	55	65	15.38-	36	46	21.74-	9	16	43.75-
SIDNEY FRANK	10	.38	.41	50	58	13.79-	31	41	24.39-	11	18	38.89-
FORKS OF CHEAT	11	.30	.31	40	45	11.11-	29	27	7.41	10	15	33.33-
PARK STREET IMP	12	.13	.08	17	11	54.55	8	11	27.27-	0	11	100.00-
SAZERAC N AMRCA	13	.06	.09	8	13	38.46-	8	9	11.11-	3	6	50.00-
KIRKWOOD LTD	14	.05	.05	7	7	.00	5	5	.00	3	1	200.00-
NICHE IMPORT CO	15	.05	.06	6	9	33.33-	6	6	.00	0	4	100.00-
KOBRAND CORP	16	.04	.03	5	5	.00	4	5	20.00-	0	1	100.00-
SHAW-ROSS IMPTS	17	.02	.01	3	2	50.00	3	1	200.00	2	1	100.00-
DUGGANS DST PRD	18	.02	.05	3	7	57.14-	3	7	57.14-	0	3	100.00-
GRANT AND SONS	19	.02	.10	2	15	86.67-	0	13	100.00-	0	2	100.00-
INTRNTL BEVG CO	20	.00	.01	0	2	100.00-	0	1	100.00-	0	0	.00
WYOMING - D. S.				494034	471339	4.82	365653	350563	4.30	133092	129606	2.69
BRANDY/COGNAC		1.39	1.50	6888	7066	2.52-	4799	4859	1.23-	1643	1618	1.55
GALLO E J WINE	1	39.31	40.15	2708	2837	4.55-	1863	1901	2.00-	640	628	1.91
HEAVEN HILL DST	2	32.59	31.84	2245	2250	.22-	1569	1549	1.29	529	533	.75-
MOET HENNESSY	3	7.56	6.91	521	488	6.76	387	357	8.40	141	119	18.49
KORBEL F & BROS	4	5.91	7.13	407	504	19.25-	272	365	25.48-	84	99	15.15-
BEAM INC	5	3.72	4.53	256	320	20.00-	174	217	19.82-	61	83	26.51-
CONSTELLATION	6	1.87	1.63	129	115	12.17	88	76	15.79	27	22	22.73
REMY COINTREAU	7	1.76	1.71	121	121	.00	78	82	4.88-	27	23	17.39
PERNOD RCRD USA	8	1.51	1.67	104	118	11.86-	74	73	1.37	28	26	7.69
PHILLIPS DST CO	9	1.36	1.64	94	116	18.97-	70	81	13.58-	26	30	13.33-
LEVECKE CORP	10	.90	.25	62	18	244.44	43	14	207.14	14	5	180.00-
YAHARA BAY DIST	11	.57	.16	39	11	254.55	24	11	118.18	12	11	9.09
LAIRD AND CO	12	.38	.24	26	17	52.94	18	11	63.64	7	1	600.00
SHAW-ROSS IMPTS	13	.32	.20	22	14	57.14	19	14	35.71	10	5	100.00
NICHE IMPORT CO	14	.26	.17	18	12	50.00	14	8	75.00	9	3	200.00
CLEAR CREEK DST	15	.19	.13	13	9	44.44	12	9	33.33	4	5	20.00-
SAZERAC N AMRCA	16	.17	.13	12	9	33.33	11	5	120.00	3	1	200.00-
FRANK-LIN DSTLR	17	.16	.04	11	3	266.67	10	1	900.00	0	0	.00
DREYFUS ASHBY	18	.13	.11	9	8	12.50	7	8	12.50-	5	2	150.00
WEIN-BAUER INC	19	.12	.10	8	7	14.29	6	7	14.29-	1	6	83.33-
TOPA SPIRITS	20	.12	.00	8	0	.00	8	0	.00	2	0	.00

# NABCA CLASS REPORT

THIRD QUARTER 2012				BRANDY/COGNAC						PAGE 10		
VENDOR	Rank	Share of Market Last 12 Months		Last 12 Months This Year	Last 12 Months Prior Year	+ or -	This Year to Date	Last Year to Date	+ or -	Current Quarter This Year	Current Quarter Last Year	+ or -
		This Year	Prior Year									
MONTGOMERY CO. - D.S.				384956	376177	2.33	275063	268687	2.37	93207	92399	.87
BRANDY/COGNAC		4.73	4.93	18211	18540	1.77-	12556	12559	.02-	4072	3991	2.03
GALLO E J WINE	1	25.46	26.14	4637	4847	4.33-	3319	3431	3.26-	1062	1065	.28-
MOET HENNESSY	2	19.87	22.84	3619	4234	14.53-	2654	2772	4.26-	927	824	12.50
REMY COINTREAU	3	15.35	14.54	2795	2696	3.67	1775	1768	.40	624	624	.00
BEAM INC	4	15.28	12.74	2782	2362	17.78	1904	1590	19.75	544	497	9.46
HEAVEN HILL DST	5	5.49	5.38	1000	998	.20	667	642	3.89	228	225	1.33
CONSTELLATION	6	3.26	3.67	593	680	12.79-	405	486	16.67-	118	159	25.79-
GRANT AND SONS	7	3.06	4.01	557	743	25.03-	372	496	25.00-	101	167	39.52-
GEMINI S&W CO	8	2.03	2.39	370	443	16.48-	230	304	24.34-	60	57	5.26
SHAW-ROSS IMPTS	9	1.46	1.36	265	253	4.74	175	178	1.69-	60	66	9.09-
PERNOD RCRD USA	10	1.36	1.19	247	221	11.76	166	162	2.47	58	56	3.57
HARDY A USA LTD	11	.90	.73	163	136	19.85	116	93	24.73	45	36	25.00
DEUTSCH FAM W&S	12	.87	.40	159	75	112.00	114	58	96.55	34	18	88.89
ARTISAN BRANDS	13	.82	.79	150	147	2.04	109	106	2.83	41	38	7.89
LAIRD AND CO	14	.80	.67	145	124	16.94	74	64	15.63	22	25	12.00-
MACCHU PISCO	15	.76	.59	139	110	26.36	97	85	14.12	33	30	10.00
DUGGANS DST PRD	16	.37	.42	68	78	12.82-	34	50	32.00-	8	14	42.86-
MHW LIMITED	17	.37	.20	67	37	81.08	47	27	74.07	18	6	200.00
KORBEL F & BROS	18	.30	.17	55	32	71.88	37	27	37.04	10	13	23.08-
MONSIEUR TOUTON	19	.29	.27	52	50	4.00	29	34	14.71-	8	10	20.00-
SIDNEY FRANK	20	.27	.35	49	64	23.44-	30	43	30.23-	10	15	33.33-
MISSISSIPPI - D.S.				1609753	1584058	1.62	1171173	1150164	1.83	376445	368545	2.14
BRANDY/COGNAC		6.89	7.03	110914	111341	.38-	78554	78422	.17	23144	23445	1.28-
GALLO E J WINE	1	26.89	26.91	29822	29967	.48-	21092	21070	.10	6332	6317	.24
CONSTELLATION	2	23.13	23.81	25649	26509	3.24-	17973	18816	4.48-	5326	5490	2.99-
MOET HENNESSY	3	20.94	21.54	23221	23979	3.16-	16629	17137	2.96-	4397	4774	7.90-
REMY COINTREAU	4	11.70	10.89	12982	12129	7.03	9488	8453	12.24	3133	2859	9.58
HEAVEN HILL DST	5	6.82	7.44	7569	8282	8.61-	5265	5666	7.08-	1616	1700	4.94-
BEAM INC	6	6.81	5.41	7554	6025	25.38	5275	4234	24.59	1526	1385	10.18
PERNOD RCRD USA	7	1.12	1.13	1241	1263	1.74-	848	843	.59	262	240	9.17
PARK STREET IMP	8	.86	1.09	953	1218	21.76-	642	851	24.56-	180	263	31.56-
SAZERAC N AMRCA	9	.61	.49	678	551	23.05	467	400	16.75	125	123	1.63
SHAW-ROSS IMPTS	10	.42	.37	461	416	10.82	336	285	17.89	97	122	20.49-
KORBEL F & BROS	11	.27	.25	305	279	9.32	213	205	3.90	64	63	1.59
GRANT AND SONS	12	.24	.28	271	311	12.86-	180	228	21.05-	51	67	23.88-
SIDNEY FRANK	13	.08	.18	86	202	57.43-	65	107	39.25-	11	16	31.25-
LAIRD AND CO	14	.04	.04	43	42	2.38	25	20	25.00	8	6	33.33
DEUTSCH FAM W&S	15	.04	.07	39	83	53.01-	27	40	32.50-	6	8	25.00-
HARDY A USA LTD	16	.01	.02	9	19	52.63-	4	19	78.95-	1	0	.00
PALM BAY IMPRTS	17	.01	.02	8	18	55.56-	8	11	27.27-	5	2	150.00
CVI BRANDS	18	.00	.00	5	3	66.67	3	3	.00	1	3	66.67-
DREYFUS ASHBY	19	.00	.01	5	7	28.57-	5	6	16.67-	1	1	.00
AIKO IMPORTERS	20	.00	.01	4	14	71.43-	1	8	87.50-	0	1	100.00-