

NABCA CLASS REPORT

| THIRD QUARTER 2012 | | | | COCKTAILS | | | | | 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 |
| COCKTAILS | | 2.92 | 3.21 | 11255 | 12067 | 6.73- | 7866 | 8750 | 10.10- | 2908 | 3377 | 13.89- |
| SKINNYGIRL MRGT | 1 | 13.11 | 12.65 | 1476 | 1526 | 3.28- | 1226 | 1487 | 17.55- | 384 | 667 | 42.43- |
| CUERVO GOLD MRG | 2 | 8.74 | 9.10 | 984 | 1098 | 10.38- | 759 | 851 | 10.81- | 332 | 380 | 12.63- |
| CUERVO A LME MR | 3 | 7.53 | 6.68 | 847 | 806 | 5.09 | 657 | 604 | 8.77 | 260 | 284 | 8.45- |
| MTB LI ICED TEA | 4 | 7.52 | 7.24 | 846 | 874 | 3.20- | 608 | 658 | 7.60- | 193 | 216 | 10.65- |
| JACQ PA EGG NOG | 5 | 6.08 | 5.47 | 684 | 660 | 3.64 | 47 | 75 | 37.33- | 0 | 0 | .00 |
| EVERCLEAR 190 | 6 | 5.17 | 2.44 | 582 | 295 | 97.29 | 436 | 240 | 81.67 | 161 | 114 | 41.23 |
| CHI-CHI SKN MRG | 7 | 4.73 | 3.02 | 532 | 364 | 46.15 | 397 | 364 | 9.07 | 148 | 204 | 27.45- |
| CUERVO A LGT MG | 8 | 3.79 | 1.14 | 427 | 137 | 211.68 | 354 | 137 | 158.39 | 145 | 137 | 5.84 |
| CHI-CHI'S MRGTA | 9 | 3.50 | 3.00 | 394 | 362 | 8.84 | 292 | 272 | 7.35 | 97 | 99 | 2.02- |
| EVN WMS EGG NOG | 10 | 3.36 | 3.10 | 378 | 374 | 1.07 | 22 | 26 | 15.38- | 0 | 0 | .00 |
| SMNF MOJITO RTD | 11 | 2.20 | 3.12 | 248 | 376 | 34.04- | 195 | 285 | 31.58- | 83 | 94 | 11.70- |
| BCDI C C MOJITO | 12 | 1.97 | 2.43 | 222 | 293 | 24.23- | 162 | 222 | 27.03- | 38 | 94 | 59.57- |
| CP MGN IC T RTD | 13 | 1.79 | 1.82 | 201 | 220 | 8.64- | 144 | 163 | 11.66- | 51 | 70 | 27.14- |
| CHI-CHI PNA COL | 14 | 1.45 | 1.17 | 163 | 141 | 15.60 | 106 | 108 | 1.85- | 41 | 47 | 12.77- |
| GOSLNG STMY RTD | 15 | 1.39 | .00 | 157 | 0 | .00 | 157 | 0 | .00 | 130 | 0 | .00 |
| SKINNYGIRL CRNB | 16 | 1.36 | .00 | 153 | 0 | .00 | 153 | 0 | .00 | 65 | 0 | .00 |
| CHI-CHI MEX MUD | 17 | 1.31 | 1.32 | 148 | 159 | 6.92- | 96 | 120 | 20.00- | 30 | 47 | 36.17- |
| BAC PRTY BH PET | 18 | 1.26 | 1.47 | 142 | 177 | 19.77- | 103 | 135 | 23.70- | 29 | 44 | 34.09- |
| MARGRTL CL LME | 19 | 1.25 | 1.48 | 141 | 179 | 21.23- | 111 | 140 | 20.71- | 34 | 41 | 17.07- |
| SMNF GRAND CSMO | 20 | 1.16 | 1.24 | 130 | 150 | 13.33- | 87 | 113 | 23.01- | 29 | 43 | 32.56- |
| BAC PRTY ZM PET | 21 | 1.11 | 1.32 | 125 | 159 | 21.38- | 88 | 115 | 23.48- | 31 | 37 | 16.22- |
| SMNF POMGRT RTD | 22 | 1.06 | 1.29 | 119 | 156 | 23.72- | 82 | 111 | 26.13- | 28 | 33 | 15.15- |
| BAC PRTY RR PET | 23 | .97 | 1.12 | 109 | 135 | 19.26- | 80 | 102 | 21.57- | 28 | 36 | 22.22- |
| CHI-CHI LI TEA | 24 | .93 | .66 | 105 | 80 | 31.25 | 70 | 64 | 9.38 | 23 | 25 | 8.00- |
| BAC PRTY MT PET | 25 | .90 | 1.09 | 101 | 131 | 22.90- | 73 | 103 | 29.13- | 27 | 34 | 20.59- |
| MARGRTL LS MNG | 26 | .89 | 1.23 | 100 | 148 | 32.43- | 68 | 115 | 40.87- | 16 | 35 | 54.29- |
| BCDI PRTY HRCN | 27 | .85 | 1.26 | 96 | 152 | 36.84- | 68 | 116 | 41.38- | 23 | 45 | 48.89- |
| CLUB MANHATTAN | 28 | .80 | .71 | 90 | 86 | 4.65 | 67 | 63 | 6.35 | 20 | 20 | .00 |
| SAUZA MRGTA RTD | 29 | .80 | .70 | 90 | 84 | 7.14 | 73 | 67 | 8.96 | 30 | 26 | 15.38 |
| BARTON LI I TEA | 30 | .77 | .58 | 87 | 70 | 24.29 | 67 | 53 | 26.42 | 25 | 20 | 25.00 |
| FD ICE BX MDSL | 31 | .75 | .71 | 84 | 86 | 2.33- | 62 | 52 | 19.23 | 19 | 19 | .00 |
| CUERVO A STW MR | 32 | .71 | 1.03 | 80 | 124 | 35.48- | 57 | 92 | 38.04- | 6 | 33 | 81.82- |
| BAC PRTY IT PET | 33 | .69 | 1.06 | 78 | 128 | 39.06- | 56 | 87 | 35.63- | 20 | 28 | 28.57- |
| SMRNF TSCN LMND | 34 | .68 | .98 | 77 | 118 | 34.75- | 59 | 97 | 39.18- | 24 | 27 | 11.11- |
| CHI-CHI APPLTNI | 35 | .58 | .38 | 65 | 46 | 41.30 | 45 | 35 | 28.57 | 18 | 13 | 38.46 |
| SKINNYGIRL PNCL | 36 | .56 | .00 | 63 | 0 | .00 | 63 | 0 | .00 | 42 | 0 | .00 |
| CHI-CHI CSMPLTN | 37 | .56 | .47 | 63 | 57 | 10.53 | 44 | 43 | 2.33 | 17 | 18 | 5.56- |
| MARGRTL PS FRT | 38 | .53 | .84 | 60 | 101 | 40.59- | 40 | 82 | 51.22- | 10 | 24 | 58.33- |
| MALIBU RM PUNCH | 39 | .52 | .00 | 59 | 0 | .00 | 41 | 0 | .00 | 12 | 0 | .00 |
| BCDI CC RSP MJT | 40 | .52 | .73 | 58 | 88 | 34.09- | 39 | 62 | 37.10- | 7 | 26 | 73.08- |
| TGIF ORANGE DRM | 41 | .49 | .34 | 55 | 41 | 34.15 | 44 | 31 | 41.94 | 16 | 12 | 33.33 |
| MALIBU TRP MOJI | 42 | .46 | .29 | 52 | 35 | 48.57 | 40 | 32 | 25.00 | 12 | 17 | 29.41- |
| TGIF PNA COLADA | 43 | .45 | .53 | 51 | 64 | 20.31- | 37 | 46 | 19.57- | 13 | 17 | 23.53- |
| SOU CMFRT HRCN | 44 | .45 | .48 | 51 | 58 | 12.07- | 39 | 50 | 22.00- | 16 | 23 | 30.43- |
| KHLUA MDSLDTG | 45 | .43 | .44 | 48 | 53 | 9.43- | 34 | 38 | 10.53- | 14 | 14 | .00 |
| SKINNYGIRL PCH | 46 | .43 | .00 | 48 | 0 | .00 | 48 | 0 | .00 | 48 | 0 | .00 |
| KHLUA W RSN DTG | 47 | .42 | .43 | 47 | 52 | 9.62- | 30 | 37 | 18.92- | 8 | 12 | 33.33- |
| BCDI CC DQRI HS | 48 | .42 | .14 | 42 | 17 | 147.06 | 32 | 17 | 88.24 | 9 | 12 | 25.00- |
| KHLUA MDSLDTG | 49 | .33 | .22 | 37 | 26 | 42.31 | 27 | 18 | 50.00 | 10 | 8 | 25.00 |
| SGRM GRN DRAGON | 50 | .32 | .28 | 36 | 34 | 5.88 | 26 | 24 | 8.33 | 8 | 11 | 27.27- |

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|--------------------|------|-----------------------------------|------------|--------------------------------|---------------------------------|--------|----------------------|----------------------|---------|---------------------------------|---------------------------------|--------|
| 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 |
| COCKTAILS | | 3.89 | 4.16 | 62562 | 65884 | 5.04- | 44940 | 48236 | 6.83- | 14271 | 14773 | 3.40- |
| CUERVO A LME MR | 1 | 10.19 | 11.17 | 6372 | 7359 | 13.41- | 4761 | 5390 | 11.67- | 1419 | 1474 | 3.73- |
| CUERVO GOLD MRG | 2 | 7.38 | 7.78 | 4616 | 5129 | 10.00- | 3582 | 3976 | 9.91- | 1047 | 1295 | 19.15- |
| SA ORGNL MRGRTA | 3 | 4.92 | 5.18 | 3077 | 3412 | 9.82- | 2374 | 2579 | 7.95- | 759 | 724 | 4.83 |
| EVERCLEAR 190 | 4 | 3.97 | 3.52 | 2485 | 2321 | 7.07 | 1759 | 1643 | 7.06 | 639 | 590 | 8.31 |
| EVN WMS EGG NOG | 5 | 3.24 | 3.07 | 2028 | 2025 | .15 | 0 | 0 | .00 | 0 | 0 | .00 |
| MTB LI ICED TEA | 6 | 3.16 | 3.09 | 1980 | 2039 | 2.89- | 1442 | 1551 | 7.03- | 427 | 494 | 13.56- |
| SGRM GN&BLU BST | 7 | 3.16 | 3.16 | 1976 | 2081 | 5.05- | 1425 | 1533 | 7.05- | 419 | 437 | 4.12- |
| SKINNYGIRL MRGT | 8 | 2.24 | 3.66 | 1404 | 2410 | 41.74- | 1092 | 2151 | 49.23- | 364 | 573 | 36.47- |
| BARTON LI I TEA | 9 | 2.21 | 1.86 | 1383 | 1226 | 12.81 | 1053 | 939 | 12.14 | 341 | 303 | 12.54 |
| SGRMS GIN&JUICE | 10 | 2.18 | 2.24 | 1362 | 1479 | 7.91- | 1000 | 1073 | 6.80- | 294 | 301 | 2.33- |
| CUERVO A STW MR | 11 | 2.18 | 2.33 | 1361 | 1534 | 11.28- | 1053 | 1140 | 7.63- | 311 | 303 | 2.64 |
| STINKY GRIN MRG | 12 | 2.17 | 2.25 | 1356 | 1485 | 8.69- | 1029 | 1134 | 9.26- | 275 | 340 | 19.12- |
| CUERVO A LGT MG | 13 | 1.65 | .95 | 1031 | 624 | 65.22 | 763 | 624 | 22.28 | 250 | 378 | 33.86- |
| 1800 ULTMT MRGT | 14 | 1.60 | 1.43 | 1001 | 945 | 5.93 | 750 | 706 | 6.23 | 168 | 208 | 19.23- |
| SGRM GRN DRAGON | 15 | 1.58 | 1.65 | 986 | 1089 | 9.46- | 714 | 814 | 12.29- | 212 | 237 | 10.55- |
| TARANTLA MARGTA | 16 | 1.54 | 1.60 | 964 | 1055 | 8.63- | 744 | 822 | 9.49- | 205 | 239 | 14.23- |
| TARNTLA RTD STW | 17 | 1.50 | 1.68 | 938 | 1110 | 15.50- | 729 | 874 | 16.59- | 183 | 256 | 28.52- |
| KHLUA W RSN DTG | 18 | 1.42 | 1.45 | 890 | 953 | 6.61- | 654 | 681 | 3.96- | 212 | 185 | 14.59 |
| BCDI PRTY HRCN | 19 | 1.28 | 1.28 | 798 | 841 | 5.11- | 604 | 672 | 10.12- | 176 | 210 | 16.19- |
| TGIF OTR LI TEA | 20 | 1.24 | 1.23 | 773 | 813 | 4.92- | 583 | 583 | .00 | 158 | 171 | 7.60- |
| TGIF OTR PNA CL | 21 | 1.24 | 1.26 | 773 | 827 | 6.53- | 582 | 630 | 7.62- | 166 | 180 | 7.78- |
| J DNL&COLA CAN | 22 | 1.21 | .79 | 760 | 522 | 45.59 | 549 | 522 | 5.17 | 198 | 202 | 1.98- |
| JACQ PA EGG NOG | 23 | 1.19 | 1.13 | 746 | 743 | .40 | 8 | 0 | .00 | 0 | 0 | .00 |
| BEAM & COLA 6PK | 24 | 1.16 | 1.26 | 725 | 830 | 12.65- | 534 | 605 | 11.74- | 167 | 181 | 7.73- |
| TGIF OTR MDLDE | 25 | 1.12 | 1.13 | 700 | 743 | 5.79- | 510 | 538 | 5.20- | 131 | 147 | 10.88- |
| MR BSTN SCRWDVR | 26 | 1.08 | .93 | 676 | 610 | 10.82 | 520 | 439 | 18.45 | 175 | 140 | 25.00 |
| MCCRMCK ICE TEA | 27 | 1.05 | 1.14 | 657 | 752 | 12.63- | 471 | 578 | 18.51- | 155 | 172 | 9.88- |
| KHLUA MDLSD DTG | 28 | 1.02 | 1.00 | 636 | 661 | 3.78- | 482 | 472 | 2.12 | 152 | 127 | 19.69 |
| TGIF OTR ON BCH | 29 | 1.00 | .97 | 626 | 642 | 2.49- | 487 | 490 | .61- | 145 | 137 | 5.84 |
| TGIF OTR STW DQ | 30 | .92 | .97 | 576 | 642 | 10.28- | 463 | 481 | 3.74- | 114 | 137 | 16.79- |
| SKINNYGIRL CRNB | 31 | .89 | .00 | 559 | 0 | .00 | 466 | 0 | .00 | 190 | 0 | .00 |
| CUERVO A MNG MR | 32 | .87 | .99 | 544 | 651 | 16.44- | 422 | 502 | 15.94- | 139 | 162 | 14.20- |
| KHLUA W RSN RTD | 33 | .85 | .82 | 533 | 542 | 1.66- | 362 | 392 | 7.65- | 125 | 105 | 19.05 |
| TARANTULA PEACH | 34 | .79 | 1.16 | 492 | 764 | 35.60- | 400 | 576 | 30.56- | 110 | 121 | 9.09- |
| TGIF OTR W RSSN | 35 | .70 | .79 | 439 | 521 | 15.74- | 317 | 380 | 16.58- | 81 | 113 | 28.32- |
| SA ORG MAR P4PK | 36 | .70 | .71 | 435 | 470 | 7.45- | 333 | 342 | 2.63- | 115 | 111 | 3.60 |
| CHI-CHI LI TEA | 37 | .69 | .50 | 431 | 332 | 29.82 | 334 | 292 | 14.38 | 96 | 89 | 7.87 |
| SGRM GN&TRP THD | 38 | .68 | .54 | 424 | 359 | 18.11 | 304 | 264 | 15.15 | 84 | 80 | 5.00 |
| 1800 ULTMT BLBY | 39 | .67 | .08 | 420 | 52 | 707.69 | 385 | 52 | 640.38 | 171 | 52 | 228.85 |
| CUERVO A WTM MR | 40 | .66 | .19 | 416 | 128 | 225.00 | 359 | 128 | 180.47 | 109 | 128 | 14.84- |
| MR BSTN TOM COL | 41 | .62 | .65 | 391 | 426 | 8.22- | 273 | 309 | 11.65- | 81 | 87 | 6.90- |
| 1800 ULT PM MRG | 42 | .62 | .42 | 385 | 277 | 38.99 | 311 | 199 | 56.28 | 95 | 61 | 55.74 |
| BAC PRTY BAHAMA | 43 | .60 | .62 | 374 | 411 | 9.00- | 289 | 329 | 12.16- | 70 | 88 | 20.45- |
| O ENG CHC EG NG | 44 | .59 | .00 | 369 | 0 | .00 | 36 | 0 | .00 | 0 | 0 | .00 |
| TGIF MUDSLIDE | 45 | .59 | .67 | 367 | 439 | 16.40- | 278 | 323 | 13.93- | 88 | 102 | 13.73- |
| MALIBU RM PUNCH | 46 | .58 | .82 | 364 | 543 | 32.97- | 288 | 451 | 36.14- | 77 | 135 | 42.96- |
| BAC PRTY BH PET | 47 | .57 | .67 | 359 | 439 | 18.22- | 271 | 357 | 24.09- | 90 | 113 | 20.35- |
| KHLUA MDLSD RTD | 48 | .56 | .56 | 349 | 367 | 4.90- | 239 | 273 | 12.45- | 77 | 94 | 18.09- |
| CLUB SCREWDRIVR | 49 | .55 | .47 | 345 | 308 | 12.01 | 272 | 235 | 15.74 | 96 | 74 | 29.73 |
| TGIF ORANGE DRM | 50 | .55 | .68 | 341 | 447 | 23.71- | 280 | 345 | 18.84- | 89 | 122 | 27.05- |

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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 | | | | | | | | | |
| ALL STATES DISTILLED SPIRITS | | | D.S. | 41541011 | 40087614 | 3.63 | 30412182 | 29286104 | 3.85 | 10506483 | 10306700 | 1.94 |
| COCKTAILS | | 2.49 | 2.69 | 1035783 | 1077023 | 3.83- | 758645 | 799202 | 5.07- | 269195 | 310977 | 13.44- |
| DIAGEO | 1 | 35.18 | 36.06 | 364423 | 388346 | 6.16- | 284921 | 309419 | 7.92- | 98280 | 122092 | 19.50- |
| SAZERAC N AMRCA | 2 | 10.08 | 8.99 | 104401 | 96836 | 7.81 | 79379 | 73789 | 7.58 | 28786 | 29598 | 2.74- |
| BACARDI USA INC | 3 | 8.37 | 9.08 | 86688 | 97790 | 11.35- | 67744 | 76118 | 11.00- | 25616 | 29851 | 14.19- |
| BEAM INC | 4 | 8.21 | 6.70 | 85027 | 72171 | 17.81 | 70722 | 66708 | 6.02 | 27327 | 29134 | 6.20- |
| PERNOD RCRD USA | 5 | 8.02 | 9.54 | 83088 | 102783 | 19.16- | 60803 | 75008 | 18.94- | 21437 | 27127 | 20.98- |
| LUXCO INC | 6 | 5.96 | 5.61 | 61770 | 60470 | 2.15 | 43723 | 41229 | 6.05 | 15508 | 15465 | .28 |
| SAZERAC COMPANY | 7 | 5.09 | 5.89 | 52693 | 63443 | 16.94- | 38695 | 45292 | 14.57- | 13886 | 15968 | 13.04- |
| MONTEBELLO BRND | 8 | 4.40 | 4.34 | 45626 | 46783 | 2.47- | 33673 | 35021 | 3.85- | 10935 | 12135 | 9.89- |
| HEAVEN HILL DST | 9 | 3.29 | 3.12 | 34062 | 33592 | 1.40 | 6033 | 6366 | 5.23- | 2260 | 2717 | 16.82- |
| JACQUIN ET CIE | 10 | 2.96 | 3.18 | 30710 | 34248 | 10.33- | 9302 | 11021 | 15.60- | 2532 | 2433 | 4.07 |
| BROWN FORMAN | 11 | 1.89 | 1.71 | 19537 | 18448 | 5.90 | 16114 | 16543 | 2.59- | 5677 | 9185 | 38.19- |
| PROXIMO SPIRITS | 12 | 1.78 | 1.54 | 18426 | 16544 | 11.38 | 14941 | 12594 | 18.64 | 5771 | 4555 | 26.70 |
| MCCORMICK DIST | 13 | 1.03 | 1.19 | 10679 | 12822 | 16.71- | 8184 | 9764 | 16.18- | 2602 | 3016 | 13.73- |
| WALKER M S INC | 14 | .91 | .72 | 9445 | 7716 | 22.41 | 801 | 487 | 64.48 | 110 | 67 | 64.18 |
| PARAMOUNT DIST | 15 | .56 | .54 | 5800 | 5869 | 1.18- | 4382 | 4554 | 3.78- | 1432 | 1573 | 8.96- |
| GEMINI S&W CO | 16 | .56 | .38 | 5779 | 4084 | 41.50 | 4802 | 3578 | 34.21 | 1518 | 1688 | 10.07- |
| PHILLIPS DST CO | 17 | .54 | .54 | 5622 | 5784 | 2.80- | 4730 | 4769 | .82- | 1338 | 1601 | 16.43- |
| BLACK PRINCE DS | 18 | .25 | .30 | 2559 | 3218 | 20.48- | 1907 | 2400 | 20.54- | 682 | 862 | 20.88- |
| US DISTLLD PROD | 19 | .21 | .24 | 2198 | 2595 | 15.30- | 1666 | 2024 | 17.69- | 447 | 737 | 39.35- |
| WINE GROUP | 20 | .15 | .00 | 1549 | 0 | .00 | 1549 | 0 | .00 | 692 | 0 | .00 |
| CASTLE BRANDS | 21 | .10 | .02 | 1030 | 236 | 336.44 | 936 | 236 | 296.61 | 620 | 168 | 269.05 |
| FRANK-LIN DSTLR | 22 | .09 | .10 | 942 | 1035 | 8.99- | 717 | 784 | 8.55- | 263 | 281 | 6.41- |
| MHW LIMITED | 23 | .08 | .01 | 845 | 151 | 459.60 | 774 | 142 | 445.07 | 549 | 118 | 365.25 |
| MANGO BOTTLING | 24 | .06 | .04 | 599 | 378 | 58.47 | 473 | 290 | 63.10 | 172 | 101 | 70.30 |
| TEMPERANCE DIST | 25 | .05 | .00 | 490 | 32 | 1431.25 | 341 | 26 | 1211.54 | 95 | 12 | 691.67 |
| SHAW-ROSS IMPTS | 26 | .04 | .04 | 422 | 470 | 10.21- | 346 | 295 | 17.29 | 120 | 107 | 12.15 |
| HULA GIRL BEV | 27 | .03 | .02 | 312 | 190 | 64.21 | 228 | 190 | 20.00 | 52 | 190 | 72.63- |
| LEVECKE CORP | 28 | .02 | .02 | 246 | 231 | 6.49 | 42 | 17 | 147.06 | 8 | 14 | 42.86- |
| BLOOMERY PL DST | 29 | .02 | .00 | 170 | 11 | 1445.45 | 147 | 11 | 1236.36 | 56 | 11 | 409.09 |
| BUZZBALLZ LLC | 30 | .01 | .00 | 140 | 0 | .00 | 140 | 0 | .00 | 140 | 0 | .00 |
| WHISKEY WILLY'S | 31 | .01 | .00 | 109 | 0 | .00 | 109 | 0 | .00 | 90 | 0 | .00 |
| WHITE ROCK DIST | 32 | .01 | .05 | 90 | 581 | 84.51- | 50 | 393 | 87.28- | 1 | 77 | 98.70- |
| PERFECTA WINES | 33 | .01 | .01 | 69 | 70 | 1.43- | 69 | 70 | 1.43- | 69 | 70 | 1.43- |
| PINE ST TRADING | 34 | .01 | .00 | 68 | 0 | .00 | 68 | 0 | .00 | 68 | 0 | .00 |
| HIGH WEST DSTLR | 35 | .01 | .00 | 58 | 0 | .00 | 39 | 0 | .00 | 13 | 0 | .00 |
| BLUE HEAD TEQ | 36 | .00 | .00 | 46 | 0 | .00 | 46 | 0 | .00 | 29 | 0 | .00 |
| NORTHERN MAINE | 37 | .00 | .00 | 36 | 22 | 63.64 | 31 | 18 | 72.22 | 11 | 7 | 57.14 |
| URBAN BRND&SPRT | 38 | .00 | .00 | 14 | 32 | 56.25- | 5 | 23 | 78.26- | 0 | 11 | 100.00- |
| YAHARA BAY DIST | 39 | .00 | .00 | 6 | 1 | 500.00 | 6 | 1 | 500.00 | 3 | 1 | 200.00 |
| SHOTPAK INC | 40 | .00 | .00 | 6 | 6 | .00 | 5 | 4 | 25.00 | 0 | 2 | 100.00- |
| NORTHWEST DSTLL | 41 | .00 | .00 | 1 | 14 | 92.86- | 1 | 7 | 85.71- | 0 | 0 | .00 |
| INTRNTL IMP INC | 42 | .00 | .00 | 1 | 0 | .00 | 1 | 0 | .00 | 0 | 0 | .00 |
| CONSTELLATION | 43 | .00 | .00 | 1 | 6 | 83.33- | 0 | 2 | 100.00- | 0 | 1 | 100.00- |
| THE MRGRTA KING | 44 | .00 | .00 | 0 | 3 | 100.00- | 0 | 2 | 100.00- | 0 | 0 | .00 |
| PUPS CIDER CO | 45 | .00 | .00 | 0 | 10 | 100.00- | 0 | 5 | 100.00- | 0 | 0 | .00 |
| HARBREW IMPORTS | 46 | .00 | .00 | 0 | 2 | 100.00- | 0 | 2 | 100.00- | 0 | 2 | 100.00- |

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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 | | | | | | | | | |
| ALABAMA - D.S. | | | | 2182932 | 2121469 | 2.90 | 1589234 | 1544568 | 2.89 | 517757 | 515092 | .52 |
| COCKTAILS | | 3.28 | 3.42 | 71624 | 72580 | 1.32- | 51917 | 52647 | 1.39- | 16811 | 18617 | 9.70- |
| DIAGEO | 1 | 40.94 | 44.47 | 29322 | 32276 | 9.15- | 22065 | 24685 | 10.61- | 6973 | 8782 | 20.60- |
| LUXCO INC | 2 | 9.89 | 9.58 | 7086 | 6955 | 1.88 | 5148 | 5306 | 2.98- | 1693 | 1904 | 11.08- |
| PERNOD RCRD USA | 3 | 9.11 | 10.22 | 6523 | 7416 | 12.04- | 4712 | 5464 | 13.76- | 1477 | 1867 | 20.89- |
| BACARDI USA INC | 4 | 7.39 | 9.58 | 5294 | 6954 | 23.87- | 3869 | 5197 | 25.55- | 1217 | 1682 | 27.65- |
| SAZERAC COMPANY | 5 | 7.19 | 6.73 | 5149 | 4888 | 5.34 | 3793 | 3606 | 5.19 | 1234 | 1262 | 2.22- |
| SAZERAC N AMRCA | 6 | 4.61 | 4.33 | 3299 | 3141 | 5.03 | 2460 | 2198 | 11.92 | 798 | 779 | 2.44 |
| BEAM INC | 7 | 4.57 | 3.14 | 3274 | 2282 | 43.47 | 2683 | 2229 | 20.37 | 998 | 1024 | 2.54- |
| HEAVEN HILL DST | 8 | 4.42 | 4.34 | 3166 | 3153 | .41 | 72 | 97 | 25.77- | 8 | 7 | 14.29 |
| BROWN FORMAN | 9 | 4.27 | .27 | 3058 | 194 | 1476.29 | 2961 | 129 | 2195.35 | 922 | 36 | 2461.11 |
| PROXIMO SPIRITS | 10 | 2.96 | 3.32 | 2118 | 2413 | 12.23- | 1696 | 1521 | 11.51 | 634 | 433 | 46.42 |
| MONTEBELLO BRND | 11 | 1.46 | 1.56 | 1044 | 1129 | 7.53- | 747 | 830 | 10.00- | 227 | 272 | 16.54- |
| GEMINI S&W CO | 12 | 1.45 | .25 | 1037 | 178 | 482.58 | 758 | 178 | 325.84 | 242 | 178 | 35.96 |
| MCCORMICK DIST | 13 | 1.32 | 2.16 | 949 | 1568 | 39.48- | 667 | 1181 | 43.52- | 196 | 375 | 47.73- |
| WHISKEY WILLY'S | 14 | .15 | .00 | 109 | 0 | .00 | 109 | 0 | .00 | 90 | 0 | .00 |
| US DISTLLD PROD | 15 | .14 | .02 | 100 | 18 | 455.56 | 83 | 16 | 418.75 | 18 | 10 | 80.00 |
| MHW LIMITED | 16 | .10 | .00 | 72 | 0 | .00 | 72 | 0 | .00 | 72 | 0 | .00 |
| MANGO BOTTLING | 17 | .02 | .01 | 15 | 7 | 114.29 | 14 | 6 | 133.33 | 12 | 4 | 200.00 |
| SHOTPAK INC | 18 | .01 | .01 | 6 | 6 | .00 | 5 | 4 | 25.00 | 0 | 2 | 100.00- |
| CASTLE BRANDS | 19 | .00 | .00 | 2 | 0 | .00 | 2 | 0 | .00 | 0 | 0 | .00 |
| INTRNTL IMP INC | 20 | .00 | .00 | 1 | 0 | .00 | 1 | 0 | .00 | 0 | 0 | .00 |
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| IDAHO - D.S. | | | | 913198 | 878430 | 3.96 | 670904 | 640852 | 4.69 | 246571 | 237783 | 3.70 |
| COCKTAILS | | 1.26 | 1.29 | 11500 | 11373 | 1.12 | 8268 | 8130 | 1.70 | 3482 | 3627 | 4.00- |
| DIAGEO | 1 | 21.81 | 21.00 | 2508 | 2388 | 5.03 | 1957 | 1811 | 8.06 | 824 | 772 | 6.74 |
| SAZERAC COMPANY | 2 | 16.67 | 18.66 | 1917 | 2122 | 9.66- | 1405 | 1558 | 9.82- | 526 | 597 | 11.89- |
| PERNOD RCRD USA | 3 | 9.54 | 9.47 | 1097 | 1077 | 1.86 | 826 | 895 | 7.71- | 359 | 456 | 21.27- |
| BEAM INC | 4 | 8.74 | 9.58 | 1005 | 1090 | 7.80- | 807 | 960 | 15.94- | 376 | 539 | 30.24- |
| HEAVEN HILL DST | 5 | 8.21 | 6.52 | 944 | 742 | 27.22 | 238 | 69 | 244.93 | 49 | 4 | 1125.00 |
| FRANK-LIN DSTLR | 6 | 8.03 | 9.10 | 923 | 1035 | 10.82- | 698 | 784 | 10.97- | 244 | 281 | 13.17- |
| GEMINI S&W CO | 7 | 4.81 | 3.31 | 553 | 377 | 46.68 | 451 | 341 | 32.26 | 193 | 240 | 19.58- |
| MCCORMICK DIST | 8 | 4.47 | 4.22 | 514 | 480 | 7.08 | 415 | 358 | 15.92 | 195 | 135 | 44.44 |
| BACARDI USA INC | 9 | 4.24 | 6.53 | 488 | 743 | 34.32- | 379 | 561 | 32.44- | 195 | 239 | 18.41- |
| SAZERAC N AMRCA | 10 | 3.49 | 1.86 | 401 | 212 | 89.15 | 346 | 150 | 130.67 | 240 | 52 | 361.54 |
| BROWN FORMAN | 11 | 2.97 | 1.81 | 341 | 206 | 65.53 | 275 | 174 | 58.05 | 107 | 122 | 12.30- |
| WALKER M S INC | 12 | 2.43 | .00 | 279 | 0 | .00 | 75 | 0 | .00 | 10 | 0 | .00 |
| PROXIMO SPIRITS | 13 | 2.05 | 2.19 | 236 | 249 | 5.22- | 190 | 190 | .00 | 83 | 91 | 8.79- |
| LUXCO INC | 14 | 2.00 | 2.35 | 230 | 267 | 13.86- | 175 | 201 | 12.94- | 67 | 82 | 18.29- |
| PHILLIPS DST CO | 15 | .32 | .40 | 37 | 46 | 19.57- | 29 | 34 | 14.71- | 12 | 13 | 7.69- |
| JACQUIN ET CIE | 16 | .22 | 2.98 | 25 | 339 | 92.63- | 0 | 44 | 100.00- | 0 | 4 | 100.00- |
| US DISTLLD PROD | 17 | .02 | .00 | 2 | 0 | .00 | 2 | 0 | .00 | 2 | 0 | .00 |

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| THIRD QUARTER 2012 | | | | COCKTAILS | | | | | 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 |
| COCKTAILS | | 2.68 | 2.83 | 53660 | 53876 | .40- | 42939 | 43693 | 1.73- | 20105 | 22606 | 11.06- |
| DIAGEO | 1 | 43.95 | 51.18 | 23586 | 27574 | 14.46- | 18860 | 22921 | 17.72- | 8749 | 12229 | 28.46- |
| BEAM INC | 2 | 11.38 | 5.14 | 6109 | 2771 | 120.46 | 5396 | 2587 | 108.58 | 2699 | 1583 | 70.50 |
| BACARDI USA INC | 3 | 10.42 | 11.34 | 5593 | 6110 | 8.46- | 4692 | 5139 | 8.70- | 2196 | 2602 | 15.60- |
| PERNOD RCRD USA | 4 | 9.35 | 10.02 | 5015 | 5399 | 7.11- | 3963 | 4290 | 7.62- | 1963 | 2263 | 13.26- |
| SAZERAC N AMRCA | 5 | 7.96 | 6.72 | 4274 | 3618 | 18.13 | 3477 | 3182 | 9.27 | 1569 | 1644 | 4.56- |
| SAZERAC COMPANY | 6 | 7.16 | 7.30 | 3842 | 3931 | 2.26- | 2748 | 2561 | 7.30 | 1150 | 972 | 18.31 |
| PROXIMO SPIRITS | 7 | 2.76 | 2.75 | 1480 | 1480 | .00 | 1233 | 1213 | 1.65 | 517 | 507 | 1.97 |
| LUXCO INC | 8 | 1.54 | 1.61 | 825 | 870 | 5.17- | 614 | 640 | 4.06- | 269 | 268 | .37 |
| CASTLE BRANDS | 9 | 1.16 | .30 | 624 | 164 | 280.49 | 558 | 164 | 240.24 | 313 | 126 | 148.41 |
| WALKER M S INC | 10 | .74 | .75 | 395 | 403 | 1.99- | 52 | 31 | 67.74 | 39 | 13 | 200.00 |
| TEMPERANCE DIST | 11 | .73 | .00 | 394 | 0 | .00 | 252 | 0 | .00 | 34 | 0 | .00 |
| HEAVEN HILL DST | 12 | .68 | .52 | 364 | 281 | 29.54 | 74 | 3 | 2366.67 | 73 | 1 | 7200.00 |
| BLACK PRINCE DS | 13 | .54 | 1.03 | 289 | 557 | 48.11- | 220 | 378 | 41.80- | 105 | 152 | 30.92- |
| US DISTLLD PROD | 14 | .43 | .57 | 230 | 306 | 24.84- | 176 | 248 | 29.03- | 36 | 113 | 68.14- |
| MHW LIMITED | 15 | .38 | .03 | 202 | 14 | 1342.86 | 202 | 11 | 1736.36 | 106 | 3 | 3433.33 |
| WINE GROUP | 16 | .32 | .00 | 170 | 0 | .00 | 170 | 0 | .00 | 95 | 0 | .00 |
| MCCORMICK DIST | 17 | .19 | .06 | 104 | 35 | 197.14 | 89 | 25 | 256.00 | 35 | 6 | 483.33 |
| PERFECTA WINES | 18 | .13 | .13 | 69 | 70 | 1.43- | 69 | 70 | 1.43- | 69 | 70 | 1.43- |
| PINE ST TRADING | 19 | .13 | .00 | 68 | 0 | .00 | 68 | 0 | .00 | 68 | 0 | .00 |
| JACQUIN ET CIE | 20 | .04 | .00 | 19 | 0 | .00 | 19 | 0 | .00 | 19 | 0 | .00 |
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| NORTH CAROLINA - D.S. | | | | 4558777 | 4413888 | 3.28 | 3327805 | 3212632 | 3.59 | 1129931 | 1121475 | .75 |
| COCKTAILS | | 2.97 | 3.32 | 135544 | 146686 | 7.60- | 94850 | 103978 | 8.78- | 33180 | 39525 | 16.05- |
| DIAGEO | 1 | 27.95 | 25.80 | 37887 | 37848 | .10 | 28889 | 29175 | .98- | 10385 | 11959 | 13.16- |
| SAZERAC N AMRCA | 2 | 12.79 | 10.99 | 17342 | 16126 | 7.54 | 13039 | 12273 | 6.24 | 4614 | 4816 | 4.19- |
| BACARDI USA INC | 3 | 10.79 | 11.22 | 14621 | 16463 | 11.19- | 11025 | 12489 | 11.72- | 3917 | 4761 | 17.73- |
| LUXCO INC | 4 | 8.62 | 8.37 | 11687 | 12278 | 4.81- | 8287 | 8087 | 2.47 | 2818 | 3072 | 8.27- |
| PERNOD RCRD USA | 5 | 8.47 | 11.25 | 11479 | 16500 | 30.43- | 8258 | 11675 | 29.27- | 2923 | 4038 | 27.61- |
| SAZERAC COMPANY | 6 | 6.80 | 7.73 | 9216 | 11339 | 18.72- | 6746 | 7993 | 15.60- | 2183 | 2818 | 22.53- |
| BEAM INC | 7 | 6.09 | 6.63 | 8260 | 9725 | 15.06- | 6764 | 9056 | 25.31- | 2333 | 3504 | 33.42- |
| HEAVEN HILL DST | 8 | 6.03 | 5.43 | 8180 | 7966 | 2.69 | 470 | 511 | 8.02- | 36 | 36 | .00 |
| MONTEBELLO BRND | 9 | 3.88 | 4.03 | 5260 | 5910 | 11.00- | 3782 | 4269 | 11.41- | 1258 | 1409 | 10.72- |
| PROXIMO SPIRITS | 10 | 2.63 | 2.22 | 3560 | 3260 | 9.20 | 2810 | 2443 | 15.02 | 1123 | 838 | 34.01 |
| BROWN FORMAN | 11 | 2.00 | 1.84 | 2711 | 2697 | .52 | 1895 | 2217 | 14.52- | 581 | 1130 | 48.58- |
| BLACK PRINCE DS | 12 | 1.48 | 1.63 | 2001 | 2397 | 16.52- | 1484 | 1807 | 17.87- | 500 | 610 | 18.03- |
| MCCORMICK DIST | 13 | .84 | .95 | 1142 | 1388 | 17.72- | 833 | 1018 | 18.17- | 267 | 343 | 22.16- |
| JACQUIN ET CIE | 14 | .82 | .79 | 1115 | 1161 | 3.96- | 107 | 116 | 7.76- | 11 | 13 | 15.38- |
| WALKER M S INC | 15 | .46 | .35 | 625 | 511 | 22.31 | 73 | 62 | 17.74 | 8 | 8 | .00 |
| WINE GROUP | 16 | .16 | .00 | 221 | 0 | .00 | 221 | 0 | .00 | 136 | 0 | .00 |
| PHILLIPS DST CO | 17 | .08 | .61 | 108 | 888 | 87.84- | 56 | 622 | 91.00- | 11 | 132 | 91.67- |
| GEMINI S&W CO | 18 | .04 | .02 | 55 | 32 | 71.88 | 53 | 23 | 130.43 | 47 | 4 | 1075.00 |
| US DISTLLD PROD | 19 | .03 | .13 | 42 | 184 | 77.17- | 29 | 132 | 78.03- | 5 | 31 | 83.87- |
| CASTLE BRANDS | 20 | .02 | .00 | 23 | 0 | .00 | 23 | 0 | .00 | 23 | 0 | .00 |

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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 | | | | | | | | | |
| PENNSYLVANIA - D.S. | | | | | | | | | | | | |
| COCKTAILS | | 3.86 | 4.26 | 255172 | 270967 | 5.83- | 188896 | 201752 | 6.37- | 63880 | 80038 | 20.19- |
| DIAGEO | 1 | 31.22 | 31.94 | 79677 | 86558 | 7.95- | 63241 | 70268 | 10.00- | 20141 | 27960 | 27.96- |
| MONTEBELLO BRND | 2 | 11.52 | 10.77 | 29394 | 29172 | .76 | 21908 | 22136 | 1.03- | 7089 | 7857 | 9.77- |
| BACARDI USA INC | 3 | 11.10 | 11.67 | 28314 | 31614 | 10.44- | 22380 | 24787 | 9.71- | 8347 | 9569 | 12.77- |
| BEAM INC | 4 | 10.33 | 7.15 | 26350 | 19382 | 35.95 | 22353 | 17303 | 29.19 | 7854 | 8221 | 4.46- |
| JACQUIN ET CIE | 5 | 8.93 | 9.73 | 22784 | 26372 | 13.61- | 6588 | 8276 | 20.40- | 1671 | 1564 | 6.84 |
| PERNOD RCRD USA | 6 | 7.92 | 9.97 | 20218 | 27017 | 25.17- | 14767 | 19786 | 25.37- | 4870 | 7148 | 31.87- |
| SAZERAC N AMRCA | 7 | 7.83 | 6.49 | 19983 | 17580 | 13.67 | 16785 | 14868 | 12.89 | 6368 | 6333 | .55 |
| BROWN FORMAN | 8 | 3.93 | 3.88 | 10032 | 10523 | 4.67- | 8488 | 9853 | 13.85- | 3253 | 6377 | 48.99- |
| SAZERAC COMPANY | 9 | 2.43 | 4.34 | 6196 | 11764 | 47.33- | 5066 | 8470 | 40.19- | 1950 | 2718 | 28.26- |
| HEAVEN HILL DST | 10 | 2.11 | 1.90 | 5391 | 5152 | 4.64 | 2923 | 2697 | 8.38 | 555 | 1139 | 51.27- |
| PROXIMO SPIRITS | 11 | 1.55 | 1.11 | 3962 | 3019 | 31.24 | 3454 | 2471 | 39.78 | 1478 | 919 | 60.83 |
| WALKER M S INC | 12 | .78 | .72 | 1988 | 1960 | 1.43 | 218 | 193 | 12.95 | 7 | 7 | .00 |
| LUXCO INC | 13 | .35 | .32 | 881 | 854 | 3.16 | 723 | 644 | 12.27 | 297 | 226 | 31.42 |
| GEMINI S&W CO | 14 | .00 | .00 | 2 | 0 | .00 | 2 | 0 | .00 | 0 | 0 | .00 |
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| UTAH - D.S. | | | | | | | | | | | | |
| COCKTAILS | | 3.11 | 3.10 | 30912 | 29411 | 5.10 | 22885 | 21745 | 5.24 | 8209 | 8698 | 5.62- |
| DIAGEO | 1 | 31.69 | 32.31 | 9795 | 9504 | 3.06 | 7733 | 7293 | 6.03 | 2701 | 3007 | 10.18- |
| SAZERAC N AMRCA | 2 | 16.20 | 14.89 | 5009 | 4379 | 14.39 | 3686 | 3241 | 13.73 | 1411 | 1278 | 10.41 |
| BACARDI USA INC | 3 | 13.94 | 14.42 | 4310 | 4240 | 1.65 | 3392 | 3197 | 6.10 | 1329 | 1322 | .53 |
| LUXCO INC | 4 | 10.66 | 10.99 | 3295 | 3233 | 1.92 | 2495 | 2486 | .36 | 875 | 964 | 9.23- |
| SAZERAC COMPANY | 5 | 9.98 | 11.69 | 3086 | 3439 | 10.26- | 2262 | 2503 | 9.63- | 805 | 878 | 8.31- |
| PERNOD RCRD USA | 6 | 6.98 | 7.21 | 2158 | 2120 | 1.79 | 1556 | 1539 | 1.10 | 530 | 553 | 4.16- |
| BEAM INC | 7 | 3.44 | .68 | 1064 | 201 | 429.35 | 813 | 201 | 304.48 | 255 | 200 | 27.50 |
| PROXIMO SPIRITS | 8 | 2.93 | 2.87 | 905 | 845 | 7.10 | 691 | 717 | 3.63- | 204 | 255 | 20.00- |
| WALKER M S INC | 9 | 1.77 | 1.26 | 547 | 370 | 47.84 | 4 | 4 | .00 | 0 | 0 | .00 |
| HEAVEN HILL DST | 10 | 1.13 | 1.19 | 350 | 349 | .29 | 0 | 2 | 100.00- | 0 | 0 | .00 |
| WINE GROUP | 11 | .65 | .00 | 200 | 0 | .00 | 200 | 0 | .00 | 87 | 0 | .00 |
| PHILLIPS DST CO | 12 | .43 | 2.46 | 132 | 723 | 81.74- | 14 | 555 | 97.48- | 0 | 239 | 100.00- |
| HIGH WEST DSTLR | 13 | .18 | .00 | 57 | 0 | .00 | 38 | 0 | .00 | 12 | 0 | .00 |
| MCCORMICK DIST | 14 | .01 | .03 | 4 | 8 | 50.00- | 1 | 7 | 85.71- | 0 | 2 | 100.00- |
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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 | | | | | | | | | |
| WEST VIRGINIA - D.S. | | | | 655284 | 644499 | 1.67 | 502793 | 496534 | 1.26 | 200156 | 202231 | 1.03- |
| COCKTAILS | | 2.82 | 3.02 | 18504 | 19476 | 4.99- | 14310 | 15303 | 6.49- | 5781 | 6467 | 10.61- |
| DIAGEO | 1 | 37.07 | 39.77 | 6859 | 7746 | 11.45- | 5329 | 6241 | 14.61- | 1796 | 2369 | 24.19- |
| LUXCO INC | 2 | 17.90 | 15.96 | 3313 | 3108 | 6.60 | 2193 | 2068 | 6.04 | 795 | 861 | 7.67- |
| SAZERAC N AMRCA | 3 | 9.61 | 9.79 | 1778 | 1907 | 6.76- | 1431 | 1578 | 9.32- | 578 | 713 | 18.93- |
| PERNOD RCRD USA | 4 | 8.02 | 9.31 | 1484 | 1813 | 18.15- | 1101 | 1333 | 17.40- | 386 | 410 | 5.85- |
| BEAM INC | 5 | 7.51 | 4.80 | 1389 | 934 | 48.72 | 1184 | 812 | 45.81 | 502 | 353 | 42.21 |
| BACARDI USA INC | 6 | 6.32 | 7.02 | 1170 | 1367 | 14.41- | 950 | 1080 | 12.04- | 369 | 418 | 11.72- |
| HEAVEN HILL DST | 7 | 4.54 | 4.16 | 841 | 810 | 3.83 | 820 | 762 | 7.61 | 820 | 696 | 17.82 |
| MCCORMICK DIST | 8 | 2.10 | 2.80 | 389 | 546 | 28.75- | 292 | 398 | 26.63- | 96 | 124 | 22.58- |
| BROWN FORMAN | 9 | 1.78 | 2.30 | 330 | 447 | 26.17- | 262 | 385 | 31.95- | 96 | 208 | 53.85- |
| SAZERAC COMPANY | 10 | 1.36 | 1.42 | 251 | 276 | 9.06- | 190 | 184 | 3.26 | 77 | 62 | 24.19 |
| BLOOMERY PL DST | 11 | .92 | .06 | 170 | 11 | 1445.45 | 147 | 11 | 1236.36 | 56 | 11 | 409.09 |
| JACQUIN ET CIE | 12 | .78 | .42 | 144 | 81 | 77.78 | 108 | 61 | 77.05 | 73 | 20 | 265.00 |
| GEMINI S&W CO | 13 | .62 | .54 | 114 | 106 | 7.55 | 100 | 106 | 5.66- | 51 | 60 | 15.00- |
| PROXIMO SPIRITS | 14 | .38 | .62 | 70 | 120 | 41.67- | 60 | 105 | 42.86- | 24 | 40 | 40.00- |
| MANGO BOTTLING | 15 | .37 | .29 | 68 | 57 | 19.30 | 57 | 48 | 18.75 | 26 | 23 | 13.04 |
| MONTEBELLO BRND | 16 | .29 | .24 | 53 | 46 | 15.22 | 39 | 34 | 14.71 | 17 | 17 | .00 |
| MHW LIMITED | 17 | .23 | .16 | 42 | 32 | 31.25 | 17 | 32 | 46.88- | 4 | 32 | 87.50- |
| US DISTLLD PROD | 18 | .15 | .20 | 27 | 39 | 30.77- | 21 | 39 | 46.15- | 6 | 39 | 84.62- |
| CASTLE BRANDS | 19 | .04 | .00 | 7 | 0 | .00 | 7 | 0 | .00 | 7 | 0 | .00 |
| PHILLIPS DST CO | 20 | .02 | .15 | 3 | 30 | 90.00- | 0 | 26 | 100.00- | 0 | 11 | 100.00- |
| | | | | | | | | | | | | |
| | | | | | | | | | | | | |
| WYOMING - D.S. | | | | 494034 | 471339 | 4.82 | 365653 | 350563 | 4.30 | 133092 | 129606 | 2.69 |
| COCKTAILS | | 3.17 | 3.24 | 15662 | 15248 | 2.72 | 12132 | 11805 | 2.77 | 4773 | 4731 | .89 |
| DIAGEO | 1 | 50.63 | 50.78 | 7930 | 7743 | 2.42 | 6429 | 6162 | 4.33 | 2593 | 2601 | .31- |
| LUXCO INC | 2 | 9.53 | 9.14 | 1492 | 1393 | 7.11 | 1036 | 999 | 3.70 | 396 | 364 | 8.79 |
| PERNOD RCRD USA | 3 | 7.79 | 7.62 | 1220 | 1162 | 4.99 | 988 | 935 | 5.67 | 338 | 339 | .29- |
| BEAM INC | 4 | 6.48 | 5.21 | 1015 | 795 | 27.67 | 847 | 687 | 23.29 | 344 | 264 | 30.30 |
| SAZERAC N AMRCA | 5 | 5.77 | 5.28 | 904 | 805 | 12.30 | 653 | 572 | 14.16 | 262 | 207 | 26.57 |
| SAZERAC COMPANY | 6 | 3.59 | 3.61 | 562 | 551 | 2.00 | 458 | 439 | 4.33 | 145 | 161 | 9.94- |
| JACQUIN ET CIE | 7 | 3.42 | 3.82 | 535 | 582 | 8.08- | 255 | 297 | 14.14- | 92 | 129 | 28.68- |
| MCCORMICK DIST | 8 | 3.05 | 3.18 | 478 | 485 | 1.44- | 412 | 384 | 7.29 | 193 | 173 | 11.56 |
| BACARDI USA INC | 9 | 2.93 | 2.78 | 459 | 424 | 8.25 | 400 | 361 | 10.80 | 185 | 145 | 27.59 |
| PROXIMO SPIRITS | 10 | 1.40 | 1.21 | 219 | 184 | 19.02 | 174 | 157 | 10.83 | 60 | 75 | 20.00- |
| US DISTLLD PROD | 11 | 1.39 | 1.78 | 217 | 272 | 20.22- | 178 | 207 | 14.01- | 65 | 95 | 31.58- |
| HEAVEN HILL DST | 12 | 1.28 | 1.48 | 200 | 225 | 11.11- | 0 | 15 | 100.00- | 0 | 4 | 100.00- |
| GEMINI S&W CO | 13 | .98 | .62 | 153 | 95 | 61.05 | 142 | 95 | 49.47 | 38 | 41 | 7.32- |
| WALKER M S INC | 14 | .56 | .00 | 87 | 0 | .00 | 0 | 0 | .00 | 0 | 0 | .00 |
| LEVECKE CORP | 15 | .36 | .09 | 57 | 14 | 307.14 | 42 | 14 | 200.00 | 8 | 14 | 42.86- |
| BROWN FORMAN | 16 | .34 | 2.81 | 54 | 428 | 87.38- | 41 | 413 | 90.07- | 9 | 99 | 90.91- |
| TEMPERANCE DIST | 17 | .34 | .18 | 53 | 28 | 89.29 | 53 | 24 | 120.83 | 30 | 10 | 200.00 |
| PHILLIPS DST CO | 18 | .05 | .37 | 8 | 57 | 85.96- | 7 | 40 | 82.50- | 3 | 8 | 62.50- |
| MHW LIMITED | 19 | .04 | .00 | 6 | 0 | .00 | 6 | 0 | .00 | 6 | 0 | .00 |
| YAHARA BAY DIST | 20 | .03 | .01 | 5 | 1 | 400.00 | 5 | 1 | 400.00 | 2 | 1 | 100.00 |

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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 |
| COCKTAILS | | 2.92 | 3.21 | 11255 | 12067 | 6.73- | 7866 | 8750 | 10.10- | 2908 | 3377 | 13.89- |
| DIAGEO | 1 | 29.50 | 37.07 | 3320 | 4473 | 25.78- | 2552 | 3302 | 22.71- | 1010 | 1155 | 12.55- |
| BEAM INC | 2 | 16.35 | 14.05 | 1840 | 1696 | 8.49 | 1567 | 1606 | 2.43- | 570 | 706 | 19.26- |
| SAZERAC N AMRCA | 3 | 13.84 | 10.61 | 1558 | 1280 | 21.72 | 1118 | 1060 | 5.47 | 400 | 473 | 15.43- |
| BACARDI USA INC | 4 | 9.18 | 10.82 | 1033 | 1306 | 20.90- | 749 | 977 | 23.34- | 252 | 366 | 31.15- |
| MONTEBELLO BRND | 5 | 7.52 | 7.24 | 846 | 874 | 3.20- | 608 | 658 | 7.60- | 193 | 216 | 10.65- |
| JACQUIN ET CIE | 6 | 6.08 | 5.47 | 684 | 660 | 3.64 | 47 | 75 | 37.33- | 0 | 0 | .00 |
| LUXCO INC | 7 | 5.35 | 2.48 | 602 | 299 | 101.34 | 454 | 242 | 87.60 | 170 | 116 | 46.55 |
| HEAVEN HILL DST | 8 | 3.36 | 3.10 | 378 | 374 | 1.07 | 22 | 26 | 15.38- | 0 | 0 | .00 |
| PERNOD RCRD USA | 9 | 2.68 | 2.49 | 302 | 300 | .67 | 214 | 228 | 6.14- | 67 | 114 | 41.23- |
| GEMINI S&W CO | 10 | 2.67 | 3.59 | 301 | 433 | 30.48- | 219 | 338 | 35.21- | 60 | 100 | 40.00- |
| CASTLE BRANDS | 11 | 1.39 | .00 | 157 | 0 | .00 | 157 | 0 | .00 | 130 | 0 | .00 |
| BROWN FORMAN | 12 | .78 | .68 | 88 | 82 | 7.32 | 64 | 74 | 13.51- | 17 | 32 | 46.88- |
| SAZERAC COMPANY | 13 | .77 | .74 | 87 | 89 | 2.25- | 64 | 55 | 16.36 | 20 | 20 | .00 |
| MHW LIMITED | 14 | .36 | .66 | 40 | 80 | 50.00- | 12 | 79 | 84.81- | 0 | 79 | 100.00- |
| WINE GROUP | 15 | .17 | .00 | 19 | 0 | .00 | 19 | 0 | .00 | 19 | 0 | .00 |
| WALKER M S INC | 16 | .00 | 1.00 | 0 | 121 | 100.00- | 0 | 30 | 100.00- | 0 | 0 | .00 |
| | | | | | | | | | | | | |
| | | | | | | | | | | | | |
| MISSISSIPPI - D.S. | | | | 1609753 | 1584058 | 1.62 | 1171173 | 1150164 | 1.83 | 376445 | 368545 | 2.14 |
| COCKTAILS | | 3.89 | 4.16 | 62562 | 65884 | 5.04- | 44940 | 48236 | 6.83- | 14271 | 14773 | 3.40- |
| DIAGEO | 1 | 34.81 | 36.01 | 21779 | 23723 | 8.19- | 16695 | 18006 | 7.28- | 5052 | 5610 | 9.95- |
| PERNOD RCRD USA | 2 | 14.04 | 14.46 | 8786 | 9524 | 7.75- | 6468 | 7119 | 9.14- | 2026 | 2034 | .39- |
| LUXCO INC | 3 | 10.41 | 10.31 | 6515 | 6790 | 4.05- | 4877 | 5019 | 2.83- | 1646 | 1604 | 2.62 |
| SAZERAC N AMRCA | 4 | 6.72 | 5.66 | 4207 | 3728 | 12.85 | 3135 | 2815 | 11.37 | 1003 | 938 | 6.93 |
| MCCORMICK DIST | 5 | 5.74 | 7.12 | 3591 | 4693 | 23.48- | 2811 | 3614 | 22.22- | 769 | 950 | 19.05- |
| BEAM INC | 6 | 5.13 | 4.96 | 3210 | 3270 | 1.83- | 2608 | 2780 | 6.19- | 1008 | 777 | 29.73 |
| BACARDI USA INC | 7 | 4.76 | 5.59 | 2976 | 3684 | 19.22- | 2264 | 2937 | 22.91- | 671 | 939 | 28.54- |
| HEAVEN HILL DST | 8 | 3.58 | 3.61 | 2238 | 2379 | 5.93- | 6 | 134 | 95.52- | 0 | 4 | 100.00- |
| MONTEBELLO BRND | 9 | 3.16 | 3.09 | 1980 | 2039 | 2.89- | 1442 | 1551 | 7.03- | 427 | 494 | 13.56- |
| PROXIMO SPIRITS | 10 | 3.13 | 1.93 | 1961 | 1274 | 53.92 | 1601 | 957 | 67.29 | 589 | 321 | 83.49 |
| US DISTLLD PROD | 11 | 2.34 | 2.46 | 1461 | 1620 | 9.81- | 1110 | 1254 | 11.48- | 301 | 370 | 18.65- |
| BROWN FORMAN | 12 | 1.68 | 1.19 | 1050 | 785 | 33.76 | 751 | 765 | 1.83- | 253 | 246 | 2.85 |
| JACQUIN ET CIE | 13 | 1.19 | 1.13 | 746 | 743 | .40 | 8 | 0 | .00 | 0 | 0 | .00 |
| WALKER M S INC | 14 | 1.04 | .00 | 648 | 0 | .00 | 36 | 0 | .00 | 0 | 0 | .00 |
| HULA GIRL BEV | 15 | .50 | .29 | 312 | 190 | 64.21 | 228 | 190 | 20.00 | 52 | 190 | 72.63- |
| SAZERAC COMPANY | 16 | .48 | .65 | 299 | 431 | 30.63- | 187 | 364 | 48.63- | 32 | 102 | 68.63- |
| MHW LIMITED | 17 | .38 | .00 | 239 | 0 | .00 | 226 | 0 | .00 | 147 | 0 | .00 |
| MANGO BOTTLING | 18 | .25 | .28 | 154 | 185 | 16.76- | 118 | 133 | 11.28- | 30 | 41 | 26.83- |
| GEMINI S&W CO | 19 | .24 | .27 | 151 | 178 | 15.17- | 128 | 151 | 15.23- | 39 | 78 | 50.00- |
| BUZZBALLZ LLC | 20 | .22 | .00 | 140 | 0 | .00 | 140 | 0 | .00 | 140 | 0 | .00 |