

NABCA CASE SALES REPORT

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CLASS & TYPE BY BOTTLE SIZE	TOTAL SALES	RETAIL SALES / OFF PREMISE						LICENSEE SALES / ON PREMISE					
		RETAIL TOTAL	WEST	NORTH	CENTRAL	RICHMND	NORFOLK	LICENSEE TOTAL	WEST	NORTH	CENTRAL	RICHMND	NORFOLK
200 ML 50 ML TOTAL GIN-FLVRD-DOM	177 379 9026	177 379 9022	5 25 1055	8 78 1625	26 31 1591	55 79 2242	83 166 2509	4				3	1
GIN-FLVRD-IMP 750 ML 375 ML 50 ML TOTAL GIN-FLVRD-IMP	1118 82 123 1323	1091 82 123 1296	123 9 19 151	485 15 57 557	98 10 3 111	207 26 23 256	178 22 21 221	27	1	10		3	13
VODKA-CLASSIC-DOM 1.75 LTR 1.0 LTR 750 ML 750 ML TRV 375 ML 200 ML 50 ML TOTAL VODKA-CLASSIC-DOM	347723 98100 33168 48115 36750 5663 6963 576482	342532 38611 28215 48044 36750 5663 6963 506748	59796 6238 4325 8810 5949 832 833 86783	82859 7889 6246 12411 9980 1791 2426 123602	53380 6973 4550 6882 5286 690 673 78434	69940 7072 5523 9937 6801 1022 1417 101712	76557 10439 7571 10004 8734 1328 1584 116217	5191 59489 4953 71 30 69734	578 6270 441 61 7289	1624 16246 1442 61 19391	465 4271 615 3 5356	1132 13381 930 4 15457	1392 19321 1525 3 22241
VODKA-CLASSIC-IMP 1.75 LTR 1.0 LTR 750 ML 750 ML TRV 375 ML 200 ML 50 ML TOTAL VODKA-CLASSIC-IMP	114335 52628 57001 2629 12262 1525 4703 245083	113042 24111 50339 2629 12262 1525 4633 208541	11194 2109 4516 167 1034 78 460 19558	34437 9028 16334 538 3282 471 1651 65741	13210 2428 6305 243 1648 110 471 24415	24080 4557 9816 722 2522 308 755 42760	30121 5989 13368 959 3776 558 1296 56067	1293 28517 6662 70 36542	127 1534 435 2096	515 13000 2103 15654	156 1577 715 2449	221 4913 1258 6412	274 7493 2151 9931
VODKA-FLVRD-DOM 1.75 LTR 1.0 LTR 750 ML 750 ML TRV 375 ML 50 ML TOTAL VODKA-FLVRD-DOM	75763 21307 37626 498 2075 6838 144107	72174 14836 31755 498 2075 6838 128176	15328 2552 4910 85 349 1194 24418	16754 2634 9156 115 295 471 1834 30788	8799 1807 3435 48 250 455 720 15059	14264 2775 6335 116 455 726 1332 25277	17029 5068 7919 134 726 1758 32634	3589 6471 5871 6 21147	324 544 486 1354	684 992 1786 3462	159 295 525 979	639 1345 1545 3529	1783 3295 1529 6607
VODKA-FLVRD-IMP 1.75 LTR 1.0 LTR 750 ML 375 ML 200 ML 50 ML TOTAL VODKA-FLVRD-IMP	18255 11453 70435 6795 64 3854 110856	17785 4582 56635 6795 64 3848 89709	1904 395 5611 382 7 492 8791	5026 2062 17503 1668 48 1482 27789	1749 332 5679 732 249 668 8741	3744 802 10983 1388 668 957 17585	5362 991 16859 2625 9 26803	470 6871 13800 6 21147	31 355 955 1341	121 3667 4527 8321	13 296 738 1047	86 1083 2828 3997	219 1470 4752 6441
RUM-AGED/DARK 1.75 LTR 1.0 LTR 750 ML TOTAL RUM-AGED/DARK	3316 2 3938 7256	3299 1 3591 6891	534 464 998	931 1311 2242	266 322 588	690 698 1389	878 796 1674	17 1 347 365		2 1 135 138		7 83 90	8 86 94
RUM-FLVRD 1.75 LTR 1.0 LTR 750 ML 750 ML TRV 375 ML 200 ML 50 ML	46741 25828 53275 5040 6134 1041 5990	45953 10998 46205 5037 6134 1041 5990	7445 1676 7198 718 985 144 984	13708 3202 12140 1578 1740 322 1647	3546 999 4935 312 539 91 535	8274 2074 9243 942 1190 183 1082	12980 3047 12689 1487 1680 301 1742	788 14830 7070 3 788	84 1207 477 2	262 4900 2076	41 827 369	95 2504 1533	306 5392 2615 1

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		RETAIL TOTAL	WEST	NORTH	CENTRAL	RICHMND	NORFOLK	LICENSEE TOTAL	WEST	NORTH	CENTRAL	RICHMND	NORFOLK
TOTAL RUM-FLVRD	144049	121358	19150	34337	10957	22988	33926	22691	1770	7238	1237	4132	8314
RUM-GOLD													
1.75 LTR	22166	21986	3018	7394	2159	4417	4998	180	8	60	23	25	64
1.0 LTR	10925	7779	1032	2136	899	1711	2001	3146	749	766	213	563	855
750 ML	18238	15231	1812	5448	1515	2946	3510	3007	305	806	239	455	1202
750 ML TRV	1683	1683	177	619	188	323	376						
375 ML	4016	4016	558	1282	443	764	969						
200 ML	513	513	50	184	48	87	144						
50 ML	608	608	46	304	43	78	137						
TOTAL RUM-GOLD	58149	51816	6693	17367	5295	10326	12135	6333	1062	1632	475	1043	2121
RUM-LIGHT													
1.75 LTR	57551	56161	9120	15951	6346	11172	13572	1390	236	376	128	235	415
1.0 LTR	42106	13994	2147	3273	1564	3239	3771	28112	2721	8566	1809	5263	9753
750 ML	16942	12792	1960	3648	1364	2645	3175	4150	254	1387	388	707	1414
750 ML TRV	6004	5996	845	1869	635	1218	1429	8		5			3
375 ML	5855	5855	864	1660	659	1171	1501						
200 ML	1067	1067	124	344	114	201	284						
50 ML	1444	1406	149	456	123	276	402	38		21		14	3
TOTAL RUM-LIGHT	130969	97271	15209	27201	10805	19922	24134	33698	3211	10355	2325	6219	11588
BRNDY/CGNC-ARMGNC													
750 ML	67	57	3	43	1	4	6	10	1	9			
TOTAL BRNDY/CGNC-ARMGNC	67	57	3	43	1	4	6	10	1	9			
BRNDY/CGNC-CGNC-OTH													
1.0 LTR	244	230	10	51	11	53	105	14				4	10
750 ML	2705	2526	111	889	248	457	821	179		110		28	41
375 ML	776	776	44	271	63	158	240						
50 ML	48	48	2	26	5	10	5						
TOTAL BRNDY/CGNC-CGNC-OTH	3773	3580	167	1237	327	678	1171	193		110		32	51
BRNDY/CGNC-CGNC-VS													
1.75 LTR	2872	2737	165	715	332	658	867	135	10	23	2	47	53
1.0 LTR	6120	3710	254	1055	446	807	1148	2410	111	700	87	495	1017
750 ML	11375	10421	782	2907	1296	2039	3397	954	80	258	78	154	384
375 ML	13536	13536	919	3018	1623	2935	5041						
200 ML	3000	3000	218	662	345	657	1118						
50 ML	548	548	35	172	62	114	165						
TOTAL BRNDY/CGNC-CGNC-VS	37451	33952	2373	8529	4104	7210	11736	3499	201	981	167	696	1454
BRNDY/CGNC-CGNC-VSOP													
1.75 LTR	91	78		38		16	24	13				2	
1.0 LTR	780	521	12	306	27	82	94	259		179	6	35	39
750 ML	2944	2616	128	1243	209	488	548	328	15	169	12	58	74
375 ML	1241	1241	39	513	91	246	352						
200 ML	282	282	10	98	22	58	94						
50 ML	104	100	4	58		22	16	4		4			
TOTAL BRNDY/CGNC-CGNC-VSOP	5442	4838	193	2256	349	912	1128	604	15	363	18	95	113
BRNDY/CGNC-CGNC-XO													
750 ML	145	126	1	84	5	12	24	19		18			1
TOTAL BRNDY/CGNC-CGNC-XO	145	126	1	84	5	12	24	19		18			1
BRNDY/CGNC-DOM													
1.75 LTR	20224	19969	2055	3337	4052	4485	6040	255	10	134	21	35	55
1.0 LTR	12366	11768	1210	1974	2433	2396	3755	598	37	288	33	113	127
750 ML	23131	22674	2179	4172	4271	4838	7214	457	90	140	27	87	113
750 ML TRV	3467	3467	231	440	722	777	1297						
375 ML	15748	15747	1431	2703	3117	3320	5176	1		1			

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		RETAIL TOTAL	WEST	NORTH	CENTRAL	RICHMND	NORFOLK	LICENSEE TOTAL	WEST	NORTH	CENTRAL	RICHMND	NORFOLK
200 ML 50 ML TOTAL BRNDY/CGNC-DOM	3017 7445 85398	3017 7445 84087	230 505 7841	547 1753 14926	509 1071 16175	694 1591 18101	1037 2525 27044	1311	137	563	81	235	295
BRNDY/CGNC-IMP 1.75 LTR 1.0 LTR 750 ML 375 ML TOTAL BRNDY/CGNC-IMP	1772 1298 4011 193 7274	1455 853 3444 190 5942	183 91 318 12 604	780 332 1437 78 2627	112 83 369 23 587	151 145 604 32 932	229 202 716 45 1192	317 445 567 3 1332	22 13 85 3 120	196 334 267 3 800	7 15 18 3 40	37 52 59 3 148	55 31 138 3 224
COCKTAILS 1.75 LTR 1.0 LTR 750 ML 375 ML 200 ML 50 ML TOTAL COCKTAILS	40008 4106 18653 835 738 212 64552	39399 2091 17949 834 738 212 61223	6170 200 2275 65 121 48 8879	11108 329 5615 208 210 48 17518	4041 352 2037 98 66 31 6625	7810 470 3838 147 168 41 12474	10270 740 4184 316 173 44 15727	609 2015 704 1 3329	41 380 73 1 495	99 203 165 3 467	3 216 132 3 351	175 615 120 3 910	291 601 214 1 1106
CRDL-COFFEE LQR 1.75 LTR 1.0 LTR 750 ML 375 ML 200 ML 50 ML TOTAL CRDL-COFFEE LQR	1681 2145 5360 973 249 368 10776	1623 932 4296 973 249 353 8426	201 135 659 151 35 59 1240	581 348 1374 310 68 123 2804	170 89 487 114 33 33 926	346 172 847 206 55 60 1686	325 188 929 192 58 78 1770	58 1213 1064 1 2350	4 134 135 15 273	22 448 253 15 738	4 102 134 5 240	15 238 147 3 400	13 291 395 1 699
CRDL-CRM LQR 1.75 LTR 1.0 LTR 750 ML 375 ML 50 ML TOTAL CRDL-CRM LQR	1668 3220 5946 1114 447 12395	1624 1700 5388 1114 442 10268	165 189 711 151 67 1283	785 808 2175 420 166 4354	109 125 445 106 41 826	267 295 993 207 78 1840	298 283 1064 230 90 1965	44 1520 558 5 2127	8 140 70 5 218	28 721 159 5 913	3 68 70 5 141	2 261 88 3 351	3 330 171 1 504
CRDL-FLVRD BRNDES-APRCT 1.0 LTR 750 ML 375 ML TOTAL CRDL-FLVRD BRNDES-APRCT	3 1279 413 1695	3 1111 413 1527	2 402 168 570	2 286 66 354	1 135 59 194	1 142 67 209	1 146 53 200	168	25	48	8	23	64
CRDL-FLVRD BRNDES-BLKBR 1.75 LTR 750 ML 375 ML TOTAL CRDL-FLVRD BRNDES-BLKBR	3 1256 611 1870	3 1140 611 1754	3 361 277 638	3 235 82 320	3 149 90 239	3 161 87 248	3 234 75 309	116	10	42	6	9	49
CRDL-FLVRD BRNDES-COF 750 ML TOTAL CRDL-FLVRD BRNDES-COF	501 501 501	500 500 500	22 22 22	14 14 14	17 17 17	354 354 354	93 93 93	1 1 1					1 1 1
CRDL-FLVRD BRNDES-OTH 1.0 LTR 750 ML TOTAL CRDL-FLVRD BRNDES-OTH	3 469 472	3 394 397	94 94 94	141 141 141	39 39 39	53 53 53	67 67 70	75 75 75	1 1 1	70 70 70			4 4 4
CRDL-FLVRD BRNDES-PEACH 750 ML	1033	987	339	184	192	146	126	46	2	11		1	32

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		RETAIL TOTAL	WEST	NORTH	CENTRAL	RICHMND	NORFOLK	LICENSEE TOTAL	WEST	NORTH	CENTRAL	RICHMND	NORFOLK
375 ML	570	568	224	88	96	88	72	2	2				
TOTAL CRDL-FLVRD BRNDES-PEACH	1603	1555	563	272	288	234	198	48	4	11		1	32
CRDL-LQR&SPC-AMRT													
1.75 LTR	324	324	17	216	12	34	45						
1.0 LTR	2413	910	121	343	71	163	212	1503	154	433	89	248	579
750 ML	7302	5242	930	1558	619	937	1198	2060	252	452	207	429	720
375 ML	1174	1174	180	386	100	222	286						
50 ML	233	221	36	75	20	41	49	12		12			
TOTAL CRDL-LQR&SPC-AMRT	11446	7871	1284	2578	822	1397	1790	3575	406	897	296	677	1299
CRDL-LQR&SPC-ANSE FLVRD													
750 ML	1136	833	88	444	65	111	125	303	6	148	15	71	63
TOTAL CRDL-LQR&SPC-ANSE FLVRD	1136	833	88	444	65	111	125	303	6	148	15	71	63
CRDL-LQR&SPC-CRM													
1.75 LTR	2024	1874	362	550	152	392	418	150	7	110		12	21
1.0 LTR	3132	1611	282	473	152	356	348	1521	124	404	92	421	480
750 ML	12949	9895	1578	3136	1095	1951	2135	3054	360	875	229	600	990
375 ML	26	26	3	6	4	6	7						
50 ML	830	830	208	117	100	137	268						
TOTAL CRDL-LQR&SPC-CRM	18961	14236	2433	4282	1503	2842	3176	4725	491	1389	321	1033	1491
CRDL-LQR&SPC-CURACAO													
1.0 LTR	81	12		5			7	69	9	16	9	10	25
750 ML	4725	1522	259	468	186	292	317	3203	429	769	350	680	975
TOTAL CRDL-LQR&SPC-CURACAO	4806	1534	259	473	186	292	324	3272	438	785	359	690	1000
CRDL-LQR&SPC-FRT													
1.0 LTR	1238	220	44	64	23	39	50	1018	170	281	69	174	324
750 ML	7887	4165	533	1771	378	738	745	3722	452	1181	429	746	914
375 ML	240	240	25	117	14	45	39						
50 ML	138	138	20	58	11	28	21						
TOTAL CRDL-LQR&SPC-FRT	9503	4763	622	2010	426	850	855	4740	622	1462	498	920	1238
CRDL-LQR&SPC-HZLNT													
750 ML	491	280	56	87	42	48	47	211	36	65	11	38	61
TOTAL CRDL-LQR&SPC-HZLNT	491	280	56	87	42	48	47	211	36	65	11	38	61
CRDL-LQR&SPC-OTH													
1.75 LTR	7240	5790	847	2897	439	846	761	1450	240	392	227	341	250
1.0 LTR	29081	8664	1622	2540	923	1740	1839	20417	2597	7005	1450	3493	5872
750 ML	38665	28858	4779	9346	3396	5382	5955	9807	913	3568	891	1881	2554
375 ML	22149	13455	1517	7103	1042	1732	2061	8694	27	8333	15	88	231
200 ML	936	936	202	199	111	175	249						
100 ML	494	470	100	165	41	86	78	24		13	3	6	2
50 ML	4072	4072	781	1289	430	704	868						
TOTAL CRDL-LQR&SPC-OTH	102637	62245	9848	23539	6382	10665	11811	40392	3777	19311	2586	5809	8909
CRDL-LQR&SPC-SLOE GIN													
TOTAL CRDL-LQR&SPC-SLOE GIN													
CRDL-LQR&SPC-SPRT SPCTY													
1.75 LTR	1208	1035	314	159	251	136	175	173	54	24	8	37	50
1.0 LTR	7163	1678	375	358	390	233	322	5485	1206	868	1841	524	1046
750 ML	5851	4966	652	1333	552	1036	1393	885	62	220	62	210	331
375 ML	1354	1353	175	295	217	297	369	1				1	
50 ML	913	913	131	214	131	203	234						
TOTAL CRDL-LQR&SPC-SPRT SPCTY	16489	9945	1647	2359	1541	1905	2493	6544	1322	1112	1911	772	1427

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CRDL-LQR&SPC-TRIPLE SEC														
1.75 LTR	769	567	54	273	30	79	131	202	1	26	1206	48	127	
1.0 LTR	20193	4303	575	1420	417	756	1135	15890	1679	5308	1206	2640	5057	
750 ML	7588	3821	519	1394	378	717	813	3767	349	1572	276	546	1024	
375 ML	833	817	111	316	64	148	178	16		9			7	
TOTAL CRDL-LQR&SPC-TRIPLE SEC	29383	9508	1259	3403	889	1700	2257	19875	2029	6915	1482	3234	6215	
CRDL-LQR&SPC-WHISKY SPCTY														
1.75 LTR	9374	7147	1814	1446	717	1118	2052	2227	111	164	35	491	1426	
1.0 LTR	6575	3072	593	817	295	619	748	3503	421	987	243	643	1209	
750 ML	36530	26081	5592	5648	3293	5107	6441	10449	730	1624	222	1333	6540	
750 ML TRV	399	399	100	104	24	58	113							
375 ML	4177	4171	817	857	345	770	1382	6	3				3	
200 ML	358	358	72	97	11	61	117							
50 ML	1480	1480	503	209	147	300	321							
TOTAL CRDL-LQR&SPC-WHISKY SPCTY	58893	42708	9491	9178	4832	8033	11174	16185	1265	2775	500	2467	9178	
CRDL-SNPS-APPL														
1.75 LTR	189	186	13	64	10	41	58	3		1		1	1	
1.0 LTR	2761	897	137	303	76	181	200	1864	129	650	102	390	593	
750 ML	1882	1149	163	285	163	241	297	733	76	206	90	166	195	
750 ML TRV	2	2		1			1							
375 ML	178	178	14	71	9	41	43							
50 ML	375	375	73	48	66	68	120							
TOTAL CRDL-SNPS-APPL	5387	2787	400	772	324	572	719	2600	205	857	192	557	789	
CRDL-SNPS-BTRSC TCH														
1.0 LTR	719	355	69	74	37	63	112	364	37	71	20	79	157	
750 ML	1893	1267	279	262	176	259	291	626	100	147	46	113	220	
TOTAL CRDL-SNPS-BTRSC TCH	2612	1622	348	336	213	322	403	990	137	218	66	192	377	
CRDL-SNPS-CNNMN														
1.0 LTR	1035	384	59	114	41	73	97	651	101	194	41	175	140	
750 ML	1714	1291	274	312	142	256	307	423	41	106	32	87	157	
375 ML	637	637	131	138	73	156	139							
50 ML	1461	1461	217	382	146	351	365							
TOTAL CRDL-SNPS-CNNMN	4847	3773	681	946	402	836	908	1074	142	300	73	262	297	
CRDL-SNPS-OTH														
1.75 LTR	1	1			1									
1.0 LTR	407	92	8	14	9	18	43	315	10	35	9	71	190	
750 ML	3923	2621	499	455	347	543	777	1302	140	228	107	305	522	
375 ML	139	139	28	3	10	34	64							
50 ML	375	375	78	34	59	68	136							
TOTAL CRDL-SNPS-OTH	4845	3228	613	506	426	663	1020	1617	150	263	116	376	712	
CRDL-SNPS-PEACH														
1.75 LTR	2150	1994	568	252	582	308	284	156	32	16	23	31	54	
1.0 LTR	4627	1239	231	322	161	262	263	3388	456	1031	273	692	936	
750 ML	7741	5310	1000	898	1622	886	904	2431	260	636	277	405	853	
750 ML TRV	357	357	90	79	20	86	82							
375 ML	913	913	184	201	129	181	218							
TOTAL CRDL-SNPS-PEACH	15788	9813	2073	1752	2514	1723	1751	5975	748	1683	573	1128	1843	
CRDL-SNPS-PPRMNT														
1.75 LTR	11	11			11									
1.0 LTR	2373	667	82	167	45	113	260	1706	231	295	84	539	557	
750 ML	2696	2086	423	566	231	396	470	610	54	113	50	112	281	
375 ML	1063	1063	228	247	139	163	286							
50 ML	1009	1009	130	242	36	305	296							

