Copyright © 2012, by NABCA

# NABCA CLASS REPORT



| 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 |
| IRISH | | 1.20 | 1.07 | 4636 | 4029 | 15.07 | 3322 | 2858 | 16.24 | 937 | 840 | 11.55 |
| JAMESON | 1 | 66.31 | 63.79 | 3074 | 2570 | 19.61 | 2277 | 1856 | 22.68 | 643 | 581 | 10.67 |
| BUSHMILLS IRISH | 2 | 5.07 | 6.50 | 235 | 262 | 10.31- | 169 | 185 | 8.65- | 46 | 37 | 24.32 |
| TULLAMORE DEW | 3 | 4.47 | 5.34 | 207 | 215 | 3.72- | 151 | 158 | 4.43- | 50 | 44 | 13.64 |
| JAMESON 12YR | 4 | 3.08 | 3.28 | 143 | 132 | 8.33 | 89 | 91 | 2.20- | 15 | 22 | 31.82- |
| JOHN POWER&SON | 5 | 2.78 | 3.15 | 129 | 127 | 1.57 | 92 | 94 | 2.13- | 25 | 26 | 3.85- |
| TULLAMORE 6YR | 6 | 2.61 | .55 | 121 | 22 | 450.00 | 84 | 22 | 281.82 | 23 | 21 | 9.52 |
| KILBEGGAN | 7 | 2.24 | 2.73 | 104 | 110 | 5.45- | 71 | 82 | 13.41- | 10 | 23 | 56.52- |
| BLACK BUSH | 8 | 1.81 | 2.13 | 84 | 86 | 2.33- | 50 | 52 | 3.85- | 11 | 11 | .00 |
| BUSHMILLS MALT | 9 | 1.66 | 1.56 | 77 | 63 | 22.22 | 61 | 37 | 64.86 | 14 | 8 | 75.00 |
| REDBREAST 12YR | 10 | 1.29 | 1.14 | 60 | 46 | 30.43 | 42 | 35 | 20.00 | 14 | 8 | 75.00 |
| THE KNOT | 11 | 1.19 | 1.64 | 55 | 66 | 16.67- | 40 | 43 | 6.98- | 10 | 10 | .00 |
| TYRCONNELL | 12 | .91 | 1.41 | 42 | 57 | 26.32- | 23 | 38 | 39.47- | 6 | 11 | 45.45- |
| JAMESON W/TIN | 13 | .88 | .84 | 41 | 34 | 20.59 | 0 | 25 | 100.00- | 0 | 0 | .00 |
| TULLAMORE 12YR | 14 | .78 | .47 | 36 | 19 | 89.47 | 25 | 16 | 56.25 | 10 | 6 | 66.67 |
| JAMESON 18YR | 15 | .67 | .65 | 31 | 26 | 19.23 | 21 | 17 | 23.53 | 5 | 3 | 66.67 |
| CONCANNON | 16 | .58 | .00 | 27 | 0 | .00 | 27 | 0 | .00 | 25 | 0 | .00 |
| JAMESON/2TL GLS | 17 | .47 | .77 | 22 | 31 | 29.03- | 0 | 6 | 100.00- | 0 | 0 | .00 |
| CLONTARF BLK LB | 18 | .41 | .42 | 19 | 17 | 11.76 | 13 | 13 | .00 | 4 | 4 | .00 |
| KNPPGUE CASTLE | 19 | .39 | .97 | 18 | 39 | 53.85- | 11 | 20 | 45.00- | 2 | 5 | 60.00- |
| M COLLINS | 20 | .35 | .40 | 16 | 16 | .00 | 11 | 13 | 15.38- | 3 | 3 | .00 |
| PADDY OLD IRISH | 21 | .32 | .20 | 15 | 8 | 87.50 | 10 | 6 | 66.67 | 4 | 2 | 100.00 |
| MIDLETON V RARE | 22 | .28 | .35 | 13 | 14 | 7.14- | 8 | 10 | 20.00- | 2 | 3 | 33.33- |
| CONNEMARA | 23 | .26 | .27 | 12 | 11 | 9.09 | 7 | 7 | .00 | 2 | 2 | .00 |
| BUSHMLL MLT 16Y | 24 | .26 | .25 | 12 | 10 | 20.00 | 9 | 8 | 12.50 | 3 | 3 | .00 |
| JAMESON GOLD RS | 25 | .26 | .27 | 12 | 11 | 9.09 | 8 | 7 | 14.29 | 3 | 2 | 50.00 |
| JOHN L SULLIVAN | 26 | .24 | .07 | 11 | 3 | 266.67 | 10 | 3 | 233.33 | 4 | 1 | 300.00 |
| FECKIN | 27 | .24 | .15 | 11 | 6 | 83.33 | 8 | 4 | 100.00 | 3 | 2 | 50.00 |
| BUSHMLL 21Y MLT | 28 | .15 | .20 | 7 | 8 | 12.50- | 4 | 6 | 33.33- | 0 | 2 | 100.00- |
| JAMESON RARE RS | 29 | .02 | .00 | 1 | 0 | .00 | 0 | 0 | .00 | 0 | 0 | .00 |
| GREENORE 15Y SG | 30 | .02 | .00 | 1 | 0 | .00 | 1 | 0 | .00 | 0 | 0 | .00 |
| KNAPPOGUE/TOWEL | 31 | .00 | .02 | 0 | 1 | 100.00- | 0 | 0 | .00 | 0 | 0 | .00 |
| TULLAMORE/2 GLS | 32 | .00 | .17 | 0 | 7 | 100.00- | 0 | 3 | 100.00- | 0 | 0 | .00 |
| BUSHMILLS 1608 | 33 | .00 | .02 | 0 | 1 | 100.00- | 0 | 1 | 100.00- | 0 | 0 | .00 |
| CLONTARF S MALT | 34 | .00 | .02 | 0 | 1 | 100.00- | 0 | 0 | .00 | 0 | 0 | .00 |
| JAMESON/COASTRS | 35 | .00 | .25 | 0 | 10 | 100.00- | 0 | 0 | .00 | 0 | 0 | .00 |

Copyright © 2012, by NABCA

# NABCA CLASS REPORT



| BRAND | Rank | Share of Market Last 12 Months This Year | Share of Market Last 12 Months Prior Year | 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 - |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| MISSISSIPPI - D.S. | | | | 1609753 | 1584058 | 1.62 | 1171173 | 1150164 | 1.83 | 376445 | 368545 | 2.14 |
| IRISH | | .24 | .19 | 3866 | 3026 | 27.76 | 2856 | 2220 | 28.65 | 941 | 667 | 41.08 |
| JAMESON | 1 | 65.91 | 64.24 | 2548 | 1944 | 31.07 | 1984 | 1507 | 31.65 | 698 | 452 | 54.42 |
| BUSHMILLS IRISH | 2 | 17.05 | 17.15 | 659 | 519 | 26.97 | 462 | 385 | 20.00 | 137 | 115 | 19.13 |
| TULLAMORE DEW | 3 | 2.43 | 3.01 | 94 | 91 | 3.30 | 72 | 65 | 10.77 | 19 | 23 | 17.39- |
| JAMESON 12YR | 4 | 2.25 | 2.02 | 87 | 61 | 42.62 | 58 | 52 | 11.54 | 19 | 14 | 35.71 |
| BLACK BUSH | 5 | 1.76 | 2.38 | 68 | 72 | 5.56- | 46 | 43 | 6.98 | 11 | 13 | 15.38- |
| JAMESON/2SHT GL | 6 | 1.66 | .00 | 64 | 0 | .00 | 0 | 0 | .00 | 0 | 0 | .00 |
| JOHN POWER&SON | 7 | 1.53 | 1.32 | 59 | 40 | 47.50 | 49 | 31 | 58.06 | 16 | 12 | 33.33 |
| REDBREAST 12YR | 8 | 1.06 | 1.02 | 41 | 31 | 32.26 | 37 | 19 | 94.74 | 9 | 3 | 200.00 |
| M COLLINS | 9 | 1.01 | 1.02 | 39 | 31 | 25.81 | 27 | 26 | 3.85 | 7 | 13 | 46.15- |
| JAMESON W/TIN | 10 | .98 | .83 | 38 | 25 | 52.00 | 4 | 0 | .00 | 0 | 0 | .00 |
| KNPPGUE CASTLE | 11 | .65 | .79 | 25 | 24 | 4.17 | 17 | 17 | .00 | 4 | 9 | 55.56- |
| KILBEGGAN | 12 | .59 | .03 | 23 | 1 | 2200.00 | 23 | 1 | 2200.00 | 4 | 0 | .00 |
| JOHN L SULLIVAN | 13 | .44 | .73 | 17 | 22 | 22.73- | 10 | 17 | 41.18- | 0 | 5 | 100.00- |
| TULLAMORE/2 GLS | 14 | .41 | .26 | 16 | 8 | 100.00 | 3 | 0 | .00 | 0 | 0 | .00 |
| REDBREAST 15YR | 15 | .28 | .00 | 11 | 0 | .00 | 6 | 0 | .00 | 2 | 0 | .00 |
| JAMESON/GLS&KEY | 16 | .26 | .00 | 10 | 0 | .00 | 10 | 0 | .00 | 0 | 0 | .00 |
| JAMESON 18YR | 17 | .23 | .17 | 9 | 5 | 80.00 | 7 | 5 | 40.00 | 3 | 0 | .00 |
| BUSHMILLS MALT | 18 | .21 | .36 | 8 | 11 | 27.27- | 6 | 8 | 25.00- | 4 | 1 | 300.00 |
| CLONTARF BLK LB | 19 | .18 | .20 | 7 | 6 | 16.67 | 6 | 4 | 50.00 | 1 | 2 | 50.00- |
| M COLLINS MALT | 20 | .18 | .03 | 7 | 1 | 600.00 | 5 | 0 | .00 | 1 | 0 | .00 |
| MIDLETON V RARE | 21 | .13 | .23 | 5 | 7 | 28.57- | 4 | 5 | 20.00- | 1 | 1 | .00 |
| TULLAMORE 12YR | 22 | .13 | .33 | 5 | 10 | 50.00- | 3 | 9 | 66.67- | 0 | 0 | .00 |
| BUSHMLL MLT 16Y | 23 | .10 | .07 | 4 | 2 | 100.00 | 4 | 2 | 100.00 | 2 | 0 | .00 |
| TULLAMORE 10YR | 24 | .10 | .10 | 4 | 3 | 33.33 | 3 | 2 | 50.00 | 0 | 0 | .00 |
| JAMESON GOLD RS | 25 | .10 | .10 | 4 | 3 | 33.33 | 3 | 2 | 50.00 | 0 | 0 | .00 |
| PADDY OLD IRISH | 26 | .10 | .50 | 4 | 15 | 73.33- | 4 | 3 | 33.33 | 2 | 0 | .00 |
| TYRCONNELL | 27 | .08 | .17 | 3 | 5 | 40.00- | 0 | 4 | 100.00- | 0 | 1 | 100.00- |
| FECKIN | 28 | .05 | .00 | 2 | 0 | .00 | 1 | 0 | .00 | 0 | 0 | .00 |
| BUSHMLL 21Y MLT | 29 | .03 | .00 | 1 | 0 | .00 | 0 | 0 | .00 | 0 | 0 | .00 |
| KNPPGUE TWN 16Y | 30 | .03 | .00 | 1 | 0 | .00 | 0 | 0 | .00 | 0 | 0 | .00 |
| KNPPGUE TWN 17Y | 31 | .03 | .00 | 1 | 0 | .00 | 1 | 0 | .00 | 0 | 0 | .00 |
| CONNEMARA | 32 | .03 | .07 | 1 | 2 | 50.00- | 0 | 1 | 100.00- | 0 | 1 | 100.00- |
| CONCANNON | 33 | .03 | .00 | 1 | 0 | .00 | 1 | 0 | .00 | 1 | 0 | .00 |
| BUSHMILL W/2GLS | 34 | .00 | .83 | 0 | 25 | 100.00- | 0 | 0 | .00 | 0 | 0 | .00 |
| KELLAN | 35 | .00 | .07 | 0 | 2 | 100.00- | 0 | 2 | 100.00- | 0 | 2 | 100.00- |
| JAMESON/2 RCK G | 36 | .00 | 1.65 | 0 | 50 | 100.00- | 0 | 0 | .00 | 0 | 0 | .00 |
| JAMESON/BAR PCK | 37 | .00 | .33 | 0 | 10 | 100.00- | 0 | 10 | 100.00- | 0 | 0 | .00 |

Copyright © 2012, by NABCA

# NABCA CLASS REPORT

THIRD QUARTER 2012 — IRISH — 

| VENDOR | Rank | Share of Market Last 12 Months This Year | Share of Market Last 12 Months Prior Year | 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 - |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| ALL STATES DISTILLED SPIRITS - D.S. | | | | 41541011 | 40087614 | 3.63 | 30412182 | 29286104 | 3.85 | 10506483 | 10306700 | 1.94 |
| IRISH | | .79 | .69 | 326339 | 275181 | 18.59 | 238473 | 198490 | 20.14 | 74064 | 61460 | 20.51 |
| PERNOD RCRD USA | 1 | 77.93 | 76.49 | 254309 | 210491 | 20.82 | 187103 | 152867 | 22.40 | 59119 | 47880 | 23.47 |
| DIAGEO | 2 | 11.64 | 12.66 | 37998 | 34849 | 9.04 | 27081 | 24240 | 11.72 | 8030 | 7286 | 10.21 |
| GRANT AND SONS | 3 | 7.02 | 7.19 | 22921 | 19775 | 15.91 | 16337 | 14155 | 15.42 | 4742 | 4124 | 14.99 |
| BEAM INC | 4 | 1.14 | 1.32 | 3735 | 3639 | 2.64 | 2634 | 2559 | 2.93 | 710 | 735 | 3.40- |
| SIDNEY FRANK | 5 | .71 | .67 | 2309 | 1847 | 25.01 | 1686 | 1377 | 22.44 | 434 | 421 | 3.09 |
| CASTLE BRANDS | 6 | .59 | .60 | 1921 | 1640 | 17.13 | 1355 | 1153 | 17.52 | 420 | 395 | 6.33 |
| PHILLIPS DST CO | 7 | .24 | .50 | 769 | 1381 | 44.32- | 437 | 932 | 53.11- | 157 | 235 | 33.19- |
| CAPSTONE INTNL | 8 | .20 | .11 | 641 | 309 | 107.44 | 480 | 289 | 66.09 | 135 | 137 | 1.46- |
| UNDISPUTED INTL | 9 | .16 | .09 | 517 | 243 | 112.76 | 362 | 188 | 92.55 | 63 | 69 | 8.70- |
| WINE GROUP | 10 | .13 | .00 | 415 | 0 | .00 | 415 | 0 | .00 | 136 | 0 | .00 |
| JACQUIN ET CIE | 11 | .10 | .10 | 311 | 266 | 16.92 | 224 | 210 | 6.67 | 29 | 59 | 50.85- |
| BERNIKO WN&SPTS | 12 | .08 | .17 | 246 | 455 | 45.93- | 177 | 330 | 46.36- | 30 | 64 | 53.13- |
| PALM BAY IMPRTS | 13 | .03 | .06 | 96 | 178 | 46.07- | 63 | 109 | 42.20- | 21 | 26 | 19.23- |
| SAZERAC N AMRCA | 14 | .01 | .01 | 26 | 36 | 27.78- | 19 | 32 | 40.63- | 4 | 10 | 60.00- |
| HALO WINE&SPRTS | 15 | .01 | .00 | 24 | 0 | .00 | 24 | 0 | .00 | 9 | 0 | .00 |
| HARDY A USA LTD | 16 | .01 | .00 | 23 | 8 | 187.50 | 14 | 8 | 75.00 | 4 | 8 | 50.00- |
| US DISTLLD PROD | 17 | .01 | .01 | 20 | 17 | 17.65 | 18 | 12 | 50.00 | 6 | 3 | 100.00 |
| VINO IMPORTERS | 18 | .01 | .01 | 17 | 14 | 21.43 | 12 | 10 | 20.00 | 3 | 3 | .00 |
| YAHARA BAY DIST | 19 | .00 | .00 | 12 | 0 | .00 | 8 | 0 | .00 | 2 | 0 | .00 |
| ANCHOR DISTLLNG | 20 | .00 | .00 | 12 | 7 | 71.43 | 9 | 4 | 125.00 | 4 | 1 | 300.00 |
| LEVECKE CORP | 21 | .00 | .01 | 11 | 21 | 47.62- | 10 | 14 | 28.57- | 5 | 4 | 25.00 |
| GEMINI S&W CO | 22 | .00 | .00 | 2 | 0 | .00 | 2 | 0 | .00 | 1 | 0 | .00 |
| CHATHAM IMPORTS | 23 | .00 | .00 | 2 | 0 | .00 | 2 | 0 | .00 | 0 | 0 | .00 |
| MHW LIMITED | 24 | .00 | .00 | 1 | 0 | .00 | 0 | 0 | .00 | 0 | 0 | .00 |
| ADMIRAL IMPORTS | 25 | .00 | .00 | 1 | 5 | 80.00- | 1 | 1 | .00 | 0 | 0 | .00 |

Copyright © 2012, by NABCA

# NABCA CLASS REPORT

THIRD QUARTER 2012 IRISH 

| VENDOR | Rank | Share of Market Last 12 Months This Year | Share of Market Last 12 Months Prior Year | 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 - |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| ALABAMA - D.S. | | | | 2182932 | 2121469 | 2.90 | 1589234 | 1544568 | 2.89 | 517757 | 515092 | .52 |
| IRISH | | .26 | .23 | 5749 | 4833 | 18.95 | 4131 | 3495 | 18.20 | 1219 | 1065 | 14.46 |
| PERNOD RCRD USA | 1 | 72.31 | 71.80 | 4157 | 3470 | 19.80 | 3013 | 2511 | 19.99 | 894 | 740 | 20.81 |
| DIAGEO | 2 | 22.75 | 26.57 | 1308 | 1284 | 1.87 | 928 | 922 | .65 | 270 | 289 | 6.57- |
| GRANT AND SONS | 3 | 3.10 | 1.08 | 178 | 52 | 242.31 | 118 | 42 | 180.95 | 28 | 28 | .00 |
| SIDNEY FRANK | 4 | 1.60 | .54 | 92 | 26 | 253.85 | 59 | 19 | 210.53 | 19 | 7 | 171.43 |
| BEAM INC | 5 | .14 | .00 | 8 | 0 | .00 | 8 | 0 | .00 | 8 | 0 | .00 |
| PHILLIPS DST CO | 6 | .05 | .00 | 3 | 0 | .00 | 3 | 0 | .00 | 0 | 0 | .00 |
| CASTLE BRANDS | 7 | .05 | .02 | 3 | 1 | 200.00 | 2 | 1 | 100.00 | 0 | 1 | 100.00- |
| IDAHO - D.S. | | | | 913198 | 878430 | 3.96 | 670904 | 640852 | 4.69 | 246571 | 237783 | 3.70 |
| IRISH | | .69 | .63 | 6298 | 5531 | 13.87 | 4579 | 3940 | 16.22 | 1482 | 1255 | 18.09 |
| PERNOD RCRD USA | 1 | 72.26 | 69.23 | 4551 | 3829 | 18.86 | 3335 | 2760 | 20.83 | 1140 | 926 | 23.11 |
| DIAGEO | 2 | 19.12 | 21.52 | 1204 | 1190 | 1.18 | 888 | 802 | 10.72 | 242 | 223 | 8.52 |
| GRANT AND SONS | 3 | 6.19 | 6.53 | 390 | 361 | 8.03 | 246 | 277 | 11.19- | 67 | 76 | 11.84- |
| BEAM INC | 4 | 1.10 | .96 | 69 | 53 | 30.19 | 49 | 37 | 32.43 | 14 | 14 | .00 |
| SIDNEY FRANK | 5 | .76 | 1.32 | 48 | 73 | 34.25- | 32 | 46 | 30.43- | 10 | 11 | 9.09- |
| CASTLE BRANDS | 6 | .57 | .45 | 36 | 25 | 44.00 | 29 | 18 | 61.11 | 9 | 5 | 80.00 |

Copyright © 2012, by NABCA

# NABCA CLASS REPORT



| VENDOR | Rank | Share of Market Last 12 Months This Year | Share of Market Last 12 Months Prior Year | 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 - |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| IOWA - D.S. | | | | 1806500 | 1709024 | 5.70 | 1302513 | 1240047 | 5.04 | 442477 | 436484 | 1.37 |
| IRISH | | .52 | .46 | 9361 | 7926 | 18.10 | 6702 | 5651 | 18.60 | 2074 | 1695 | 22.36 |
| PERNOD RCRD USA | 1 | 88.16 | 85.60 | 8253 | 6785 | 21.64 | 5897 | 4852 | 21.54 | 1819 | 1476 | 23.24 |
| DIAGEO | 2 | 6.41 | 7.42 | 600 | 588 | 2.04 | 428 | 410 | 4.39 | 131 | 117 | 11.97 |
| GRANT AND SONS | 3 | 4.59 | 5.84 | 430 | 463 | 7.13- | 315 | 316 | .32- | 96 | 87 | 10.34 |
| SIDNEY FRANK | 4 | .32 | .77 | 30 | 61 | 50.82- | 16 | 49 | 67.35- | 1 | 5 | 80.00- |
| BEAM INC | 5 | .32 | .25 | 30 | 20 | 50.00 | 29 | 17 | 70.59 | 22 | 7 | 214.29 |
| CASTLE BRANDS | 6 | .06 | .08 | 6 | 6 | .00 | 6 | 5 | 20.00 | 2 | 2 | .00 |
| ANCHOR DISTLLNG | 7 | .04 | .03 | 4 | 2 | 100.00 | 4 | 1 | 300.00 | 1 | 1 | .00 |
| YAHARA BAY DIST | 8 | .04 | .00 | 4 | 0 | .00 | 4 | 0 | .00 | 0 | 0 | .00 |
| PHILLIPS DST CO | 9 | .03 | .01 | 3 | 1 | 200.00 | 2 | 1 | 100.00 | 1 | 0 | .00 |
| HARDY A USA LTD | 10 | .01 | .00 | 1 | 0 | .00 | 1 | 0 | .00 | 1 | 0 | .00 |
| MAINE - D.S. | | | | 916432 | 883984 | 3.67 | 681344 | 659802 | 3.26 | 261185 | 253911 | 2.86 |
| IRISH | | .95 | .86 | 8735 | 7646 | 14.24 | 6416 | 5422 | 18.33 | 2278 | 1874 | 21.56 |
| PERNOD RCRD USA | 1 | 81.75 | 82.54 | 7141 | 6311 | 13.15 | 5243 | 4483 | 16.95 | 1907 | 1560 | 22.24 |
| DIAGEO | 2 | 15.11 | 13.27 | 1320 | 1015 | 30.05 | 972 | 703 | 38.26 | 321 | 256 | 25.39 |
| GRANT AND SONS | 3 | 1.77 | 2.38 | 155 | 182 | 14.84- | 109 | 137 | 20.44- | 25 | 31 | 19.35- |
| SIDNEY FRANK | 4 | .49 | .42 | 43 | 32 | 34.38 | 35 | 28 | 25.00 | 8 | 9 | 11.11- |
| CASTLE BRANDS | 5 | .30 | .24 | 26 | 18 | 44.44 | 20 | 14 | 42.86 | 4 | 4 | .00 |
| BEAM INC | 6 | .23 | .38 | 20 | 29 | 31.03- | 16 | 20 | 20.00- | 5 | 5 | .00 |
| LEVECKE CORP | 7 | .13 | .27 | 11 | 21 | 47.62- | 10 | 14 | 28.57- | 5 | 4 | 25.00 |
| CAPSTONE INTNL | 8 | .09 | .08 | 8 | 6 | 33.33 | 7 | 6 | 16.67 | 3 | 1 | 200.00 |
| SAZERAC N AMRCA | 9 | .09 | .13 | 8 | 10 | 20.00- | 4 | 6 | 33.33- | 0 | 0 | .00 |
| BERNIKO WN&SPTS | 10 | .03 | .29 | 3 | 22 | 86.36- | 0 | 11 | 100.00- | 0 | 4 | 100.00- |

Copyright © 2012, by NABCA

# NABCA CLASS REPORT



| VENDOR | Rank | Share of Market Last 12 Months This Year | Share of Market Last 12 Months Prior Year | 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 - |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| MICHIGAN - D.S. | | | | 6580563 | 6421698 | 2.47 | 4783002 | 4665778 | 2.51 | 1690676 | 1655864 | 2.10 |
| IRISH | | .57 | .48 | 37775 | 31106 | 21.44 | 27505 | 22576 | 21.83 | 8671 | 6994 | 23.98 |
| PERNOD RCRD USA | 1 | 79.50 | 78.24 | 30033 | 24338 | 23.40 | 21847 | 17758 | 23.03 | 7040 | 5576 | 26.26 |
| DIAGEO | 2 | 13.44 | 14.00 | 5077 | 4356 | 16.55 | 3683 | 3105 | 18.62 | 1152 | 899 | 28.14 |
| GRANT AND SONS | 3 | 4.89 | 5.68 | 1847 | 1766 | 4.59 | 1347 | 1252 | 7.59 | 328 | 375 | 12.53- |
| BEAM INC | 4 | .62 | .93 | 236 | 290 | 18.62- | 168 | 206 | 18.45- | 52 | 57 | 8.77- |
| SIDNEY FRANK | 5 | .58 | .38 | 220 | 118 | 86.44 | 167 | 90 | 85.56 | 28 | 34 | 17.65- |
| WINE GROUP | 6 | .35 | .00 | 131 | 0 | .00 | 131 | 0 | .00 | 29 | 0 | .00 |
| CASTLE BRANDS | 7 | .25 | .31 | 94 | 97 | 3.09- | 64 | 67 | 4.48- | 16 | 20 | 20.00- |
| PHILLIPS DST CO | 8 | .19 | .21 | 73 | 66 | 10.61 | 55 | 48 | 14.58 | 15 | 15 | .00 |
| PALM BAY IMPRTS | 9 | .05 | .08 | 17 | 24 | 29.17- | 11 | 15 | 26.67- | 3 | 3 | .00 |
| VINO IMPORTERS | 10 | .05 | .05 | 17 | 14 | 21.43 | 12 | 10 | 20.00 | 3 | 3 | .00 |
| HARDY A USA LTD | 11 | .04 | .02 | 15 | 7 | 114.29 | 9 | 7 | 28.57 | 1 | 7 | 85.71- |
| BERNIKO WN&SPTS | 12 | .03 | .04 | 10 | 12 | 16.67- | 9 | 8 | 12.50 | 3 | 2 | 50.00 |
| GEMINI S&W CO | 13 | .01 | .00 | 2 | 0 | .00 | 2 | 0 | .00 | 1 | 0 | .00 |
| JACQUIN ET CIE | 14 | .01 | .02 | 2 | 5 | 60.00- | 0 | 5 | 100.00- | 0 | 2 | 100.00- |
| CAPSTONE INTNL | 15 | .00 | .03 | 1 | 8 | 87.50- | 0 | 4 | 100.00- | 0 | 1 | 100.00- |
| ADMIRAL IMPORTS | 16 | .00 | .02 | 0 | 5 | 100.00- | 0 | 1 | 100.00- | 0 | 0 | .00 |
| MONTANA - D.S. | | | | 682145 | 645647 | 5.65 | 503917 | 476503 | 5.75 | 181274 | 170960 | 6.03 |
| IRISH | | 1.05 | .92 | 7190 | 5969 | 20.46 | 5351 | 4317 | 23.95 | 1764 | 1239 | 42.37 |
| PERNOD RCRD USA | 1 | 81.54 | 79.93 | 5863 | 4771 | 22.89 | 4436 | 3467 | 27.95 | 1503 | 981 | 53.21 |
| DIAGEO | 2 | 9.44 | 11.07 | 679 | 661 | 2.72 | 452 | 451 | .22 | 115 | 142 | 19.01- |
| GRANT AND SONS | 3 | 5.52 | 5.21 | 397 | 311 | 27.65 | 270 | 229 | 17.90 | 83 | 67 | 23.88 |
| PHILLIPS DST CO | 4 | 1.34 | 1.54 | 96 | 92 | 4.35 | 70 | 69 | 1.45 | 27 | 23 | 17.39 |
| BEAM INC | 5 | 1.13 | 1.21 | 81 | 72 | 12.50 | 63 | 54 | 16.67 | 15 | 15 | .00 |
| CASTLE BRANDS | 6 | .47 | .37 | 34 | 22 | 54.55 | 26 | 16 | 62.50 | 9 | 5 | 80.00 |
| SIDNEY FRANK | 7 | .31 | .40 | 22 | 24 | 8.33- | 18 | 20 | 10.00- | 7 | 4 | 75.00 |
| US DISTLLD PROD | 8 | .25 | .27 | 18 | 16 | 12.50 | 16 | 11 | 45.45 | 5 | 2 | 150.00 |

Copyright © 2012, by NABCA

# NABCA CLASS REPORT



| 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 |
| IRISH | | 1.02 | .91 | 20532 | 17398 | 18.01 | 14854 | 12332 | 20.45 | 5166 | 3878 | 33.21 |
| PERNOD RCRD USA | 1 | 78.52 | 77.13 | 16121 | 13419 | 20.14 | 11773 | 9546 | 23.33 | 4192 | 2935 | 42.83 |
| DIAGEO | 2 | 10.34 | 11.58 | 2122 | 2015 | 5.31 | 1464 | 1423 | 2.88 | 464 | 495 | 6.26- |
| GRANT AND SONS | 3 | 5.02 | 4.77 | 1030 | 830 | 24.10 | 750 | 551 | 36.12 | 223 | 169 | 31.95 |
| CASTLE BRANDS | 4 | 2.67 | 2.77 | 549 | 482 | 13.90 | 345 | 328 | 5.18 | 114 | 116 | 1.72- |
| SIDNEY FRANK | 5 | 1.09 | 1.03 | 224 | 179 | 25.14 | 173 | 132 | 31.06 | 40 | 52 | 23.08- |
| BEAM INC | 6 | .81 | .85 | 166 | 148 | 12.16 | 130 | 97 | 34.02 | 69 | 28 | 146.43 |
| CAPSTONE INTNL | 7 | .73 | .66 | 149 | 115 | 29.57 | 99 | 115 | 13.91- | 29 | 45 | 35.56- |
| BERNIKO WN&SPTS | 8 | .38 | .67 | 79 | 117 | 32.48- | 48 | 86 | 44.19- | 3 | 24 | 87.50- |
| PALM BAY IMPRTS | 9 | .23 | .53 | 47 | 93 | 49.46- | 27 | 54 | 50.00- | 9 | 14 | 35.71- |
| WINE GROUP | 10 | .22 | .00 | 45 | 0 | .00 | 45 | 0 | .00 | 23 | 0 | .00 |
| NORTH CAROLINA - D.S. | | | | 4558777 | 4413888 | 3.28 | 3327805 | 3212632 | 3.59 | 1129931 | 1121475 | .75 |
| IRISH | | .50 | .43 | 22840 | 19174 | 19.12 | 16774 | 13812 | 21.45 | 5271 | 4403 | 19.71 |
| PERNOD RCRD USA | 1 | 76.44 | 75.17 | 17458 | 14414 | 21.12 | 12919 | 10481 | 23.26 | 4097 | 3367 | 21.68 |
| DIAGEO | 2 | 15.41 | 16.09 | 3519 | 3085 | 14.07 | 2498 | 2169 | 15.17 | 785 | 699 | 12.30 |
| GRANT AND SONS | 3 | 3.84 | 4.17 | 878 | 799 | 9.89 | 628 | 541 | 16.08 | 200 | 144 | 38.89 |
| BEAM INC | 4 | 2.63 | 3.59 | 600 | 689 | 12.92- | 405 | 473 | 14.38- | 93 | 140 | 33.57- |
| SIDNEY FRANK | 5 | 1.17 | .94 | 267 | 180 | 48.33 | 207 | 142 | 45.77 | 65 | 49 | 32.65 |
| WINE GROUP | 6 | .49 | .00 | 111 | 0 | .00 | 111 | 0 | .00 | 31 | 0 | .00 |
| CASTLE BRANDS | 7 | .03 | .04 | 6 | 7 | 14.29- | 5 | 6 | 16.67- | 0 | 4 | 100.00- |
| ADMIRAL IMPORTS | 8 | .00 | .00 | 1 | 0 | .00 | 1 | 0 | .00 | 0 | 0 | .00 |

Copyright © 2012, by NABCA

# NABCA CLASS REPORT



| VENDOR | Rank | Share of Market Last 12 Months This Year | Share of Market Last 12 Months Prior Year | 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 - |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| OHIO - D.S. | | | | 4302379 | 4126938 | 4.25 | 3163224 | 3023877 | 4.61 | 1086056 | 1064068 | 2.07 |
| IRISH | | 1.06 | .88 | 45620 | 36268 | 25.79 | 33877 | 26678 | 26.98 | 10571 | 8541 | 23.77 |
| PERNOD RCRD USA | 1 | 84.01 | 82.56 | 38325 | 29942 | 28.00 | 28762 | 22076 | 30.29 | 9053 | 7127 | 27.02 |
| DIAGEO | 2 | 8.72 | 8.85 | 3977 | 3211 | 23.86 | 2742 | 2309 | 18.75 | 847 | 736 | 15.08 |
| GRANT AND SONS | 3 | 5.37 | 5.78 | 2451 | 2098 | 16.83 | 1816 | 1550 | 17.16 | 531 | 473 | 12.26 |
| BEAM INC | 4 | .44 | .83 | 203 | 300 | 32.33- | 153 | 221 | 30.77- | 36 | 50 | 28.00- |
| SIDNEY FRANK | 5 | .37 | .37 | 167 | 134 | 24.63 | 126 | 97 | 29.90 | 33 | 25 | 32.00 |
| PHILLIPS DST CO | 6 | .32 | .98 | 145 | 357 | 59.38- | 13 | 259 | 94.98- | 0 | 80 | 100.00- |
| UNDISPUTED INTL | 7 | .30 | .25 | 139 | 90 | 54.44 | 98 | 73 | 34.25 | 25 | 24 | 4.17 |
| WINE GROUP | 8 | .22 | .00 | 100 | 0 | .00 | 100 | 0 | .00 | 27 | 0 | .00 |
| CASTLE BRANDS | 9 | .15 | .19 | 67 | 68 | 1.47- | 32 | 49 | 34.69- | 7 | 14 | 50.00- |
| PALM BAY IMPRTS | 10 | .07 | .15 | 31 | 55 | 43.64- | 24 | 34 | 29.41- | 8 | 9 | 11.11- |
| CAPSTONE INTNL | 11 | .03 | .04 | 15 | 13 | 15.38 | 11 | 10 | 10.00 | 4 | 3 | 33.33 |
| OREGON - D.S. | | | | 2718285 | 2602215 | 4.46 | 1993627 | 1894190 | 5.25 | 709583 | 680780 | 4.23 |
| IRISH | | 1.13 | 1.05 | 30586 | 27221 | 12.36 | 22083 | 19532 | 13.06 | 6835 | 5944 | 14.99 |
| PERNOD RCRD USA | 1 | 72.86 | 70.61 | 22285 | 19221 | 15.94 | 16240 | 13933 | 16.56 | 5198 | 4306 | 20.72 |
| DIAGEO | 2 | 17.82 | 19.74 | 5451 | 5373 | 1.45 | 3825 | 3680 | 3.94 | 1056 | 1056 | .00 |
| GRANT AND SONS | 3 | 4.00 | 4.42 | 1224 | 1203 | 1.75 | 898 | 825 | 8.85 | 239 | 241 | .83- |
| BEAM INC | 4 | 2.45 | 2.27 | 748 | 617 | 21.23 | 512 | 435 | 17.70 | 137 | 136 | .74 |
| PHILLIPS DST CO | 5 | 1.37 | 1.63 | 418 | 444 | 5.86- | 273 | 368 | 25.82- | 110 | 114 | 3.51- |
| CASTLE BRANDS | 6 | .73 | .65 | 222 | 178 | 24.72 | 167 | 128 | 30.47 | 46 | 40 | 15.00 |
| SIDNEY FRANK | 7 | .56 | .60 | 171 | 162 | 5.56 | 122 | 143 | 14.69- | 33 | 44 | 25.00- |
| CAPSTONE INTNL | 8 | .17 | .06 | 52 | 16 | 225.00 | 37 | 15 | 146.67 | 12 | 6 | 100.00 |
| HARDY A USA LTD | 9 | .02 | .00 | 7 | 1 | 600.00 | 4 | 1 | 300.00 | 2 | 1 | 100.00 |
| ANCHOR DISTLLNG | 10 | .02 | .02 | 6 | 5 | 20.00 | 3 | 3 | .00 | 2 | 0 | .00 |
| CHATHAM IMPORTS | 11 | .01 | .00 | 2 | 0 | .00 | 2 | 0 | .00 | 0 | 0 | .00 |
| PALM BAY IMPRTS | 12 | .00 | .00 | 0 | 1 | 100.00- | 0 | 1 | 100.00- | 0 | 0 | .00 |

Copyright © 2012, by NABCA

# NABCA CLASS REPORT



| VENDOR | Rank | Share of Market Last 12 Months This Year | Share of Market Last 12 Months Prior Year | 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 - |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| PENNSYLVANIA - D.S. | | | | 6613029 | 6355139 | 4.06 | 4866934 | 4671926 | 4.17 | 1595655 | 1594029 | .10 |
| IRISH | | 1.12 | 1.00 | 74347 | 63550 | 16.99 | 54120 | 45931 | 17.83 | 15602 | 13551 | 15.14 |
| PERNOD RCRD USA | 1 | 75.09 | 74.27 | 55824 | 47196 | 18.28 | 40859 | 34432 | 18.67 | 11871 | 10336 | 14.85 |
| GRANT AND SONS | 2 | 14.39 | 14.31 | 10696 | 9094 | 17.62 | 7511 | 6572 | 14.29 | 2192 | 1867 | 17.41 |
| DIAGEO | 3 | 7.66 | 8.11 | 5697 | 5151 | 10.60 | 4205 | 3490 | 20.49 | 1213 | 971 | 24.92 |
| CASTLE BRANDS | 4 | .81 | .84 | 602 | 536 | 12.31 | 444 | 390 | 13.85 | 110 | 141 | 21.99- |
| SIDNEY FRANK | 5 | .74 | .72 | 553 | 456 | 21.27 | 384 | 314 | 22.29 | 112 | 90 | 24.44 |
| JACQUIN ET CIE | 6 | .32 | .34 | 237 | 214 | 10.75 | 173 | 158 | 9.49 | 15 | 34 | 55.88- |
| UNDISPUTED INTL | 7 | .31 | .03 | 227 | 17 | 1235.29 | 154 | 17 | 805.88 | 6 | 17 | 64.71- |
| CAPSTONE INTNL | 8 | .29 | .16 | 214 | 101 | 111.88 | 160 | 101 | 58.42 | 14 | 48 | 70.83- |
| BERNIKO WN&SPTS | 9 | .21 | .48 | 154 | 302 | 49.01- | 120 | 223 | 46.19- | 24 | 32 | 25.00- |
| BEAM INC | 10 | .16 | .13 | 118 | 81 | 45.68 | 86 | 58 | 48.28 | 36 | 15 | 140.00 |
| HALO WINE&SPRTS | 11 | .03 | .00 | 24 | 0 | .00 | 24 | 0 | .00 | 9 | 0 | .00 |
| MHW LIMITED | 12 | .00 | .00 | 1 | 0 | .00 | 0 | 0 | .00 | 0 | 0 | .00 |
| PHILLIPS DST CO | 13 | .00 | .63 | 0 | 402 | 100.00- | 0 | 176 | 100.00- | 0 | 0 | .00 |
| UTAH - D.S. | | | | 994077 | 949408 | 4.70 | 731260 | 699820 | 4.49 | 248818 | 247082 | .70 |
| IRISH | | .84 | .68 | 8321 | 6464 | 28.73 | 6178 | 4800 | 28.71 | 1947 | 1442 | 35.02 |
| PERNOD RCRD USA | 1 | 82.37 | 78.60 | 6854 | 5081 | 34.89 | 5102 | 3807 | 34.02 | 1610 | 1145 | 40.61 |
| DIAGEO | 2 | 9.76 | 13.52 | 812 | 874 | 7.09- | 576 | 606 | 4.95- | 157 | 171 | 8.19- |
| GRANT AND SONS | 3 | 4.80 | 5.62 | 399 | 363 | 9.92 | 297 | 284 | 4.58 | 97 | 72 | 34.72 |
| CAPSTONE INTNL | 4 | 1.78 | .45 | 148 | 29 | 410.34 | 115 | 29 | 296.55 | 59 | 29 | 103.45 |
| SIDNEY FRANK | 5 | 1.18 | 1.81 | 98 | 117 | 16.24- | 78 | 74 | 5.41 | 14 | 25 | 44.00- |
| BEAM INC | 6 | .12 | .00 | 10 | 0 | .00 | 10 | 0 | .00 | 10 | 0 | .00 |

Copyright © 2012, by NABCA

# NABCA CLASS REPORT



| VENDOR | Rank | Share of Market Last 12 Months This Year | Share of Market Last 12 Months Prior Year | 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 - |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| VERMONT - D.S. | | | | 361058 | 359531 | .42 | 263310 | 261297 | .77 | 92471 | 93184 | .77- |
| IRISH | | 1.85 | 1.65 | 6696 | 5937 | 12.78 | 4881 | 4181 | 16.74 | 1491 | 1275 | 16.94 |
| PERNOD RCRD USA | 1 | 77.63 | 80.29 | 5198 | 4767 | 9.04 | 3754 | 3352 | 11.99 | 1131 | 1024 | 10.45 |
| GRANT AND SONS | 2 | 9.02 | 6.20 | 604 | 368 | 64.13 | 462 | 282 | 63.83 | 174 | 91 | 91.21 |
| DIAGEO | 3 | 8.09 | 7.73 | 542 | 459 | 18.08 | 399 | 317 | 25.87 | 110 | 98 | 12.24 |
| BEAM INC | 4 | 1.67 | 2.95 | 112 | 175 | 36.00- | 76 | 114 | 33.33- | 20 | 29 | 31.03- |
| CASTLE BRANDS | 5 | 1.46 | 1.36 | 98 | 81 | 20.99 | 70 | 56 | 25.00 | 23 | 16 | 43.75 |
| SIDNEY FRANK | 6 | 1.36 | 1.23 | 91 | 73 | 24.66 | 71 | 56 | 26.79 | 19 | 15 | 26.67 |
| CAPSTONE INTNL | 7 | .76 | .24 | 51 | 14 | 264.29 | 49 | 4 | 1125.00 | 14 | 2 | 600.00 |
| VIRGINIA - D.S. | | | | 3763964 | 3638569 | 3.45 | 2725764 | 2630583 | 3.62 | 928024 | 916389 | 1.27 |
| IRISH | | .70 | .63 | 26467 | 22932 | 15.42 | 19026 | 16104 | 18.14 | 5717 | 4983 | 14.73 |
| PERNOD RCRD USA | 1 | 74.59 | 73.03 | 19742 | 16747 | 17.88 | 14302 | 11842 | 20.77 | 4369 | 3713 | 17.67 |
| DIAGEO | 2 | 13.96 | 16.30 | 3694 | 3738 | 1.18- | 2607 | 2561 | 1.80 | 778 | 773 | .65 |
| GRANT AND SONS | 3 | 5.42 | 5.09 | 1434 | 1167 | 22.88 | 982 | 771 | 27.37 | 276 | 225 | 22.67 |
| BEAM INC | 4 | 4.20 | 4.17 | 1112 | 956 | 16.32 | 774 | 678 | 14.16 | 158 | 196 | 19.39- |
| SIDNEY FRANK | 5 | .66 | .51 | 174 | 118 | 47.46 | 116 | 88 | 31.82 | 23 | 22 | 4.55 |
| UNDISPUTED INTL | 6 | .46 | .48 | 123 | 111 | 10.81 | 90 | 78 | 15.38 | 28 | 22 | 27.27 |
| CASTLE BRANDS | 7 | .37 | .11 | 99 | 25 | 296.00 | 91 | 18 | 405.56 | 69 | 5 | 1280.00 |
| JACQUIN ET CIE | 8 | .27 | .20 | 72 | 47 | 53.19 | 51 | 47 | 8.51 | 14 | 23 | 39.13- |
| SAZERAC N AMRCA | 9 | .05 | .06 | 14 | 14 | .00 | 11 | 14 | 21.43- | 2 | 2 | .00 |
| CAPSTONE INTNL | 10 | .01 | .03 | 3 | 7 | 57.14- | 2 | 5 | 60.00- | 0 | 2 | 100.00- |
| PALM BAY IMPRTS | 11 | .00 | .01 | 0 | 2 | 100.00- | 0 | 2 | 100.00- | 0 | 0 | .00 |

Copyright © 2012, by NABCA

# NABCA CLASS REPORT



| 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- |
| IRISH | | .56 | .48 | 3641 | 3070 | 18.60 | 3024 | 2362 | 28.03 | 1153 | 1066 | 8.16 |
| PERNOD RCRD USA | 1 | 85.53 | 81.99 | 3114 | 2517 | 23.72 | 2645 | 1963 | 34.74 | 1041 | 928 | 12.18 |
| DIAGEO | 2 | 9.78 | 11.82 | 356 | 363 | 1.93- | 251 | 251 | .00 | 69 | 76 | 9.21- |
| GRANT AND SONS | 3 | 3.32 | 4.56 | 121 | 140 | 13.57- | 88 | 108 | 18.52- | 31 | 45 | 31.11- |
| BEAM INC | 4 | .52 | .55 | 19 | 17 | 11.76 | 14 | 12 | 16.67 | 5 | 3 | 66.67 |
| SIDNEY FRANK | 5 | .49 | .39 | 18 | 12 | 50.00 | 15 | 11 | 36.36 | 5 | 5 | .00 |
| PHILLIPS DST CO | 6 | .14 | .20 | 5 | 6 | 16.67- | 4 | 4 | .00 | 0 | 0 | .00 |
| SAZERAC N AMRCA | 7 | .11 | .39 | 4 | 12 | 66.67- | 4 | 12 | 66.67- | 2 | 8 | 75.00- |
| CASTLE BRANDS | 8 | .11 | .10 | 4 | 3 | 33.33 | 3 | 1 | 200.00 | 0 | 1 | 100.00- |
| WYOMING - D.S. | | | | 494034 | 471339 | 4.82 | 365653 | 350563 | 4.30 | 133092 | 129606 | 2.69 |
| IRISH | | .74 | .66 | 3679 | 3101 | 18.64 | 2794 | 2279 | 22.60 | 945 | 748 | 26.34 |
| PERNOD RCRD USA | 1 | 80.70 | 80.07 | 2969 | 2483 | 19.57 | 2263 | 1823 | 24.14 | 793 | 611 | 29.79 |
| DIAGEO | 2 | 13.18 | 13.77 | 485 | 427 | 13.58 | 352 | 314 | 12.10 | 92 | 95 | 3.16- |
| GRANT AND SONS | 3 | 4.05 | 4.42 | 149 | 137 | 8.76 | 119 | 100 | 19.00 | 40 | 29 | 37.93 |
| SIDNEY FRANK | 4 | .79 | 1.10 | 29 | 34 | 14.71- | 24 | 29 | 17.24- | 6 | 8 | 25.00- |
| BEAM INC | 5 | .46 | .19 | 17 | 6 | 183.33 | 16 | 4 | 300.00 | 8 | 2 | 300.00 |
| PHILLIPS DST CO | 6 | .35 | .23 | 13 | 7 | 85.71 | 8 | 3 | 166.67 | 1 | 1 | .00 |
| YAHARA BAY DIST | 7 | .22 | .00 | 8 | 0 | .00 | 4 | 0 | .00 | 2 | 0 | .00 |
| CASTLE BRANDS | 8 | .11 | .10 | 4 | 3 | 33.33 | 3 | 2 | 50.00 | 0 | 1 | 100.00- |
| US DISTLLD PROD | 9 | .05 | .03 | 2 | 1 | 100.00 | 2 | 1 | 100.00 | 1 | 1 | .00 |
| ANCHOR DISTLLNG | 10 | .05 | .00 | 2 | 0 | .00 | 2 | 0 | .00 | 1 | 0 | .00 |
| PALM BAY IMPRTS | 11 | .03 | .10 | 1 | 3 | 66.67- | 1 | 3 | 66.67- | 1 | 0 | .00 |

Copyright © 2012, by NABCA

# NABCA CLASS REPORT



| VENDOR | Rank | Share of Market Last 12 Months This Year | Share of Market Last 12 Months Prior Year | 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 - |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| MONTGOMERY CO. - D.S. | | | | 384956 | 376177 | 2.33 | 275063 | 268687 | 2.37 | 93207 | 92399 | .87 |
| IRISH | | 1.20 | 1.07 | 4636 | 4029 | 15.07 | 3322 | 2858 | 16.24 | 937 | 840 | 11.55 |
| PERNOD RCRD USA | 1 | 76.38 | 74.68 | 3541 | 3009 | 17.68 | 2547 | 2147 | 18.63 | 711 | 647 | 9.89 |
| GRANT AND SONS | 2 | 9.04 | 8.17 | 419 | 329 | 27.36 | 300 | 242 | 23.97 | 93 | 81 | 14.81 |
| DIAGEO | 3 | 8.95 | 10.67 | 415 | 430 | 3.49- | 293 | 289 | 1.38 | 74 | 61 | 21.31 |
| BEAM INC | 4 | 3.43 | 4.42 | 159 | 178 | 10.67- | 102 | 127 | 19.69- | 18 | 36 | 50.00- |
| CASTLE BRANDS | 5 | .80 | 1.44 | 37 | 58 | 36.21- | 24 | 33 | 27.27- | 6 | 9 | 33.33- |
| WINE GROUP | 6 | .58 | .00 | 27 | 0 | .00 | 27 | 0 | .00 | 25 | 0 | .00 |
| SIDNEY FRANK | 7 | .35 | .40 | 16 | 16 | .00 | 11 | 13 | 15.38- | 3 | 3 | .00 |
| UNDISPUTED INTL | 8 | .24 | .07 | 11 | 3 | 266.67 | 10 | 3 | 233.33 | 4 | 1 | 300.00 |
| PHILLIPS DST CO | 9 | .24 | .15 | 11 | 6 | 83.33 | 8 | 4 | 100.00 | 3 | 2 | 50.00 |
| MISSISSIPPI - D.S. | | | | 1609753 | 1584058 | 1.62 | 1171173 | 1150164 | 1.83 | 376445 | 368545 | 2.14 |
| IRISH | | .24 | .19 | 3866 | 3026 | 27.76 | 2856 | 2220 | 28.65 | 941 | 667 | 41.08 |
| PERNOD RCRD USA | 1 | 74.50 | 72.41 | 2880 | 2191 | 31.45 | 2166 | 1634 | 32.56 | 750 | 482 | 55.60 |
| DIAGEO | 2 | 19.14 | 20.79 | 740 | 629 | 17.65 | 518 | 438 | 18.26 | 154 | 129 | 19.38 |
| GRANT AND SONS | 3 | 3.08 | 3.70 | 119 | 112 | 6.25 | 81 | 76 | 6.58 | 19 | 23 | 17.39- |
| SIDNEY FRANK | 4 | 1.19 | 1.06 | 46 | 32 | 43.75 | 32 | 26 | 23.08 | 8 | 13 | 38.46- |
| CASTLE BRANDS | 5 | .88 | .99 | 34 | 30 | 13.33 | 24 | 21 | 14.29 | 5 | 11 | 54.55- |
| BEAM INC | 6 | .70 | .26 | 27 | 8 | 237.50 | 23 | 6 | 283.33 | 4 | 2 | 100.00 |
| UNDISPUTED INTL | 7 | .44 | .73 | 17 | 22 | 22.73- | 10 | 17 | 41.18- | 0 | 5 | 100.00- |
| PHILLIPS DST CO | 8 | .05 | .00 | 2 | 0 | .00 | 1 | 0 | .00 | 0 | 0 | .00 |
| WINE GROUP | 9 | .03 | .00 | 1 | 0 | .00 | 1 | 0 | .00 | 1 | 0 | .00 |
| BERNIKO WN&SPTS | 10 | .00 | .07 | 0 | 2 | 100.00- | 0 | 2 | 100.00- | 0 | 2 | 100.00- |