



GIN CLASS REPORT THIRD QUARTER 2012

.....

Beverage Alcohol Case Sales Report

National Alcohol Beverage Control Association, Inc.
4401 Ford Avenue, Suite 700 Alexandria, VA 22302-1433
Tel: 703.578.4200 • Fax: 703.820.3551 • www.nabca.org

The material contained herein may not be copied, duplicated or used by any person, firm or organization, in whole or in part, except by express approval from the National Alcohol Beverage Control Association, Inc.

Copyright © 2012, by NABCA

NABCA CLASS REPORT

THIRD QUARTER 2012				GIN						PAGE 1		
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									
ALL STATES DISTILLED SPIRITS		D.S.		41541011	40087614	3.63	30412182	29286104	3.85	10506483	10306700	1.94
GIN		5.30	5.56	2202026	2229833	1.25-	1640736	1652588	.72-	578907	587021	1.38-
SEAGRAM EXT DRY	1	26.03	27.36	573147	610088	6.06-	417001	444706	6.23-	134992	144710	6.72-
TANQUERAY	2	11.18	10.86	246231	242252	1.64	185986	180242	3.19	70053	69930	.18
GORDONS	3	6.45	6.70	142108	149385	4.87-	107339	113172	5.15-	39807	44088	9.71-
GILBEYS	4	5.76	5.74	126730	128068	1.04-	96433	96009	.44	35598	35104	1.41
BOMBAY SAPPHIRE	5	5.49	4.95	120959	110382	9.58	92309	83079	11.11	36198	32964	9.81
NEW AMSTERDAM	6	5.38	5.03	118391	112198	5.52	88319	84658	4.32	30618	29479	3.86
BEEFEATER	7	4.17	4.04	91775	90073	1.89	69212	67115	3.12	26755	25788	3.75
BURNETT'S GIN	8	3.73	3.65	82111	81353	.93	62102	61415	1.12	22073	22772	3.07-
BARTON	9	2.88	2.81	63523	62683	1.34	47304	46776	1.13	15648	15759	.70-
FIVE OCLOCK	10	2.60	2.71	57353	60351	4.97-	42246	44463	4.99-	14256	15148	5.89-
SGRM TWSTD LIME	11	2.47	2.36	54353	52671	3.19	41347	39516	4.63	14823	14403	2.92
ARISTOCRAT	12	1.94	1.96	42667	43700	2.36-	31618	32410	2.44-	10428	10829	3.70-
CRYSTAL PALACE	13	1.66	1.59	36584	35479	3.11	27474	26504	3.66	9439	9074	4.02
BANKERS CLUB	14	1.61	1.57	35416	34950	1.33	26737	26174	2.15	8836	8872	.41-
BOMBAY	15	1.46	1.37	32257	30625	5.33	24218	23014	5.23	9052	8347	8.45
FLEISCHMANN'S	16	1.42	1.47	31229	32771	4.71-	23317	23935	2.58-	8585	8463	1.44
HENDRICKS	17	1.20	.90	26362	20001	31.80	20318	15506	31.03	8304	6307	31.66
ARISTOCRAT SPRM	18	1.02	1.08	22369	24032	6.92-	16558	17767	6.80-	5443	5906	7.84-
MONARCH	19	.89	.91	19575	20329	3.71-	14481	15614	7.26-	5139	5749	10.61-
TANQURAY RANGPR	20	.71	.70	15643	15660	.11-	11929	11876	.45	4876	4770	2.22
MCCORMICK	21	.67	.72	14644	15966	8.28-	11083	11933	7.12-	3811	4069	6.34-
BOOTH'S	22	.65	.79	14273	17546	18.65-	10464	12827	18.42-	3672	4501	18.42-
PARAMOUNT	23	.53	.54	11667	11985	2.65-	8655	8953	3.33-	3182	3302	3.63-
COUNTRY GENTLMN	24	.51	.50	11275	11131	1.29	8293	8208	1.04	2648	2658	.38-
POTTERS	25	.47	.47	10304	10482	1.70-	8034	7727	3.97	2948	2716	8.54
SEAGRAM DR 94P	26	.41	.39	8948	8730	2.50	6445	6388	.89	2067	2188	5.53-
LONDON TOWER	27	.40	.43	8907	9565	6.88-	6420	7215	11.02-	2072	2532	18.17-
BOWMAN'S	28	.38	.39	8394	8770	4.29-	6252	6512	3.99-	2124	2250	5.60-
LORD BALTIMORE	29	.37	.40	8132	8869	8.31-	5894	6426	8.28-	1808	2036	11.20-
ARROW	30	.35	.37	7781	8269	5.90-	5796	6057	4.31-	1890	1990	5.03-
TRAVELERS CLUB	31	.35	.40	7737	8968	13.73-	5665	6427	11.86-	1851	1996	7.26-
CALVERTS	32	.34	.37	7502	8191	8.41-	5585	6086	8.23-	2044	2187	6.54-
PINNACLE	33	.34	.37	7398	8139	9.10-	5446	5828	6.55-	1918	1922	.21-
HALLERS	34	.30	.32	6661	7053	5.56-	4976	5192	4.16-	1708	1820	6.15-
TANQURAY NO TEN	35	.28	.28	6265	6321	.89-	4455	4497	.93-	1544	1747	11.62-
TAAKA	36	.28	.25	6097	5662	7.68	4534	4305	5.32	1383	1467	5.73-
SEAGRAM DST RES	37	.27	.29	5923	6547	9.53-	4313	4648	7.21-	1397	1528	8.57-
CLUB 400	38	.26	.25	5638	5575	1.13	4106	4139	.80-	1304	1392	6.32-
JENKINS	39	.25	.24	5597	5264	6.33	4384	3805	15.22	1799	1270	41.65
MCCALLS	40	.23	.30	5152	6686	22.94-	3675	4807	23.55-	1147	1537	25.37-
PARAMOUNT 90	41	.21	.23	4531	5106	11.26-	3355	3738	10.25-	1124	1270	11.50-
PLYMOUTH	42	.18	.16	4058	3566	13.80	3110	2652	17.27	1157	974	18.79
BROKERS	43	.16	.12	3582	2694	32.96	2748	2068	32.88	1139	883	28.99
BLUECOAT	44	.15	.13	3220	2922	10.20	2486	2253	10.34	815	983	17.09-
SGRM ORNGE TWST	45	.15	.17	3210	3732	13.99-	2325	2685	13.41-	754	843	10.56-
CROWN RUSSE	46	.14	.14	3192	3068	4.04	2380	2353	1.15	824	835	1.32-
BARON ROTHCHILD	47	.14	.14	3002	3021	.63-	2270	2228	1.89	788	774	1.81
KASSER 51	48	.13	.14	2800	3210	12.77-	2072	2315	10.50-	705	770	8.44-
HAWKEYE	49	.12	.14	2668	3066	12.98-	1950	2315	15.77-	759	824	7.89-
GLENMORE	50	.12	.11	2630	2417	8.81	1996	1816	9.91	703	648	8.49

NABCA CLASS REPORT

THIRD QUARTER 2012				GIN						PAGE 2		
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									
SGRM GN/50ML PK	51	.11	.15	2451	3439	28.73-	1899	2152	11.76-	387	14	2664.29
NIKOLAI	52	.11	.11	2450	2421	1.20	1850	1819	1.70	688	682	.88
CRATER LAKE	53	.11	.09	2448	2000	22.40	1956	1600	22.25	855	703	21.62
BOORDS TOM CAT	54	.11	.11	2426	2402	1.00	1886	1837	2.67	728	709	2.68
BOORDS	55	.11	.11	2415	2355	2.55	1869	1762	6.07	700	646	8.36
CITADELLE	56	.11	.06	2415	1449	66.67	1931	1171	64.90	763	515	48.16
IDAHO SLVR BRND	57	.11	.11	2349	2351	.09-	1805	1791	.78	738	701	5.28
SGRM TWST APPLE	58	.11	.14	2324	3196	27.28-	1667	2154	22.61-	560	555	.90
BOODLES 904	59	.10	.11	2193	2558	14.27-	1630	1949	16.37-	620	785	21.02-
HEAVEN HILL	60	.09	.09	2053	2041	.59	1557	1512	2.98	540	526	2.66
MILES	61	.09	.09	1889	2101	10.09-	1389	1505	7.71-	439	456	3.73-
LEWIS AND CLARK	62	.08	.08	1810	1786	1.34	1373	1354	1.40	512	483	6.00
MIMS DELUXE	63	.07	.07	1587	1555	2.06	1191	1130	5.40	399	364	9.62
HOUSE OF HARRIS	64	.07	.07	1515	1484	2.09	1152	1131	1.86	421	426	1.17-
SGRM TWST GRAPE	65	.07	.10	1513	2256	32.93-	1079	1689	36.12-	357	382	6.54-
AVIATION	66	.07	.05	1490	1198	24.37	1151	910	26.48	480	348	37.93
PHILLIPS	67	.06	.05	1229	1086	13.17	914	834	9.59	318	295	7.80
SEAGRAM/LM TWST	68	.05	.06	1054	1250	15.68-	502	958	47.60-	0	511	100.00-
BEEFEATER 24	69	.05	.01	1033	275	275.64	763	239	219.25	301	132	128.03
WATERSHED DIST	70	.05	.03	1003	579	73.23	763	532	43.42	292	218	33.94
BOMBAY SP/GL PK	71	.05	.05	999	1204	17.03-	282	261	8.05	31	164	81.10-
POLAND SPRING	72	.04	.07	887	1510	41.26-	694	974	28.75-	255	237	7.59
MOHAWK	73	.04	.04	783	830	5.66-	584	621	5.96-	218	235	7.23-
COLD RIVER	74	.04	.03	778	669	16.29	604	520	16.15	276	256	7.81
MEIERS 94	75	.03	.03	665	692	3.90-	502	502	.00	153	163	6.13-
NEW AMSTDM/R GL	76	.03	.03	627	648	3.24-	28	38	26.32-	0	2	100.00-
BARDENAY	77	.03	.03	613	573	6.98	469	448	4.69	205	189	8.47
MAGELLAN	78	.03	.02	588	524	12.21	450	389	15.68	187	150	24.67
OLD COLONY	79	.02	.03	539	706	23.65-	395	533	25.89-	125	172	27.33-
SGRM TWIST PNPL	80	.02	.00	507	0	.00	507	0	.00	326	0	.00
TANQUERAY/SLEEV	81	.02	.00	502	0	.00	144	0	.00	5	0	.00
ODESSE	82	.02	.02	477	528	9.66-	353	382	7.59-	112	124	9.68-
CARDINAL	83	.02	.01	465	272	70.96	348	231	50.65	144	81	77.78
BELLRINGER	84	.02	.00	451	91	395.60	387	67	477.61	153	24	537.50
DEUCES WILD DLT	85	.02	.02	449	492	8.74-	323	362	10.77-	111	126	11.90-
OLD TOM	86	.02	.02	444	376	18.09	334	275	21.45	133	99	34.34
SENATOR CLUB	87	.02	.03	426	683	37.63-	313	424	26.18-	99	111	10.81-
NEWPORT	88	.02	.02	413	388	6.44	315	302	4.30	119	117	1.71
KNICKERBOCKER	89	.02	.01	410	281	45.91	312	221	41.18	120	95	26.32
DRY FLY	90	.02	.01	403	327	23.24	323	253	27.67	152	127	19.69
MR BOSTON RIVA	91	.02	.02	365	349	4.58	293	257	14.01	125	90	38.89
BURNTT/50M P LM	92	.02	.00	361	74	387.84	101	74	36.49	66	0	.00
BOMBAY SPPHR/GL	93	.02	.02	358	423	15.37-	54	106	49.06-	1	5	80.00-
GREENALLS	94	.02	.00	354	2	17600.00	354	1	35300.00	239	0	.00
MONOPOLOWA VIEN	95	.02	.01	339	211	60.66	267	179	49.16	119	77	54.55
MR BSTN ENG MKT	96	.01	.01	319	121	163.64	261	104	150.96	102	62	64.52
DESERT JUNIPER	97	.01	.01	317	303	4.62	237	228	3.95	93	104	10.58-
SGRM TWST RSPBY	98	.01	.02	299	553	45.93-	167	399	58.15-	34	134	74.63-
RANSOM SMALLS	99	.01	.01	284	191	48.69	233	148	57.43	100	56	78.57
BARR HILL	100	.01	.00	274	0	.00	254	0	.00	132	0	.00

NABCA CLASS REPORT

THIRD QUARTER 2012				GIN						PAGE 3		
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									
ALABAMA - D.S.				2182932	2121469	2.90	1589234	1544568	2.89	517757	515092	.52
GIN		8.25	8.85	180198	187852	4.07-	130727	136828	4.46-	40797	43363	5.92-
SEAGRAM EXT DRY	1	54.95	55.31	99019	103895	4.69-	71534	75107	4.76-	21849	23266	6.09-
TANQUERAY	2	7.47	7.36	13454	13820	2.65-	9689	10097	4.04-	3055	3300	7.42-
NEW AMSTERDAM	3	6.48	6.51	11683	12222	4.41-	8392	9130	8.08-	2563	2787	8.04-
BARTON	4	5.79	5.26	10437	9879	5.65	7765	7351	5.63	2510	2446	2.62
ARISTOCRAT	5	5.57	5.43	10039	10202	1.60-	7371	7502	1.75-	2320	2389	2.89-
LORD BALTIMORE	6	4.51	4.72	8132	8869	8.31-	5894	6426	8.28-	1808	2036	11.20-
CLUB 400	7	3.03	2.85	5451	5345	1.98	3967	3965	.05	1253	1333	6.00-
SGRM TWSTD LIME	8	2.11	1.96	3802	3683	3.23	2842	2657	6.96	949	871	8.96
GILBEYS	9	1.79	2.05	3222	3853	16.38-	2359	2809	16.02-	777	953	18.47-
BOMBAY SAPPHIRE	10	1.73	1.42	3121	2671	16.85	2377	2009	18.32	842	724	16.30
BEEFEATER	11	1.15	1.05	2064	1966	4.98	1547	1485	4.18	523	518	.97
GORDONS	12	1.13	1.24	2030	2334	13.02-	1454	1750	16.91-	485	592	18.07-
SEAGRAM DST RES	13	.81	.90	1451	1688	14.04-	1061	1235	14.09-	345	387	10.85-
PINNACLE	14	.80	.90	1436	1694	15.23-	1000	1203	16.87-	299	389	23.14-
MCCALLS	15	.56	.87	1015	1637	38.00-	715	1186	39.71-	228	358	36.31-
BURNETT'S GIN	16	.53	.63	954	1178	19.02-	704	855	17.66-	236	276	14.49-
BOMBAY	17	.52	.48	946	893	5.94	707	657	7.61	252	228	10.53
HENDRICKS	18	.31	.23	565	427	32.32	433	332	30.42	156	135	15.56
SGRM ORNGE TWST	19	.24	.31	427	582	26.63-	295	412	28.40-	86	137	37.23-
TANQUERAY RANGPR	20	.14	.14	260	260	.00	194	194	.00	68	62	9.68
MILITARY SPECIAL	21	.07	.07	125	128	2.34-	91	94	3.19-	31	28	10.71
NEW AMSTDM COMB	22	.06	.00	116	0	.00	65	0	.00	65	0	.00
NEW AMSTDM/R GL	23	.05	.04	94	84	11.90	1	4	75.00-	0	0	.00
BOMBAY SP/GL PK	24	.05	.00	89	0	.00	56	0	.00	2	0	.00
TANQUERAY NO TEN	25	.05	.05	87	102	14.71-	61	73	16.44-	19	23	17.39-
IVANABITCH	26	.02	.01	45	21	114.29	40	21	90.48	14	8	75.00
SGRM TWST PEACH	27	.02	.00	34	0	.00	34	0	.00	34	0	.00
TANQUERAY/TONIC	28	.01	.07	16	126	87.30-	3	126	97.62-	0	87	100.00-
PLYMOUTH	29	.01	.00	15	7	114.29	14	6	133.33	5	2	150.00
BROKERS	30	.01	.00	12	0	.00	12	0	.00	5	0	.00
SGRM TWST RNBOW	31	.00	.01	9	28	67.86-	8	22	63.64-	3	6	50.00-
GLENMORE	32	.00	.01	9	14	35.71-	9	10	10.00-	3	3	.00
BOODLES 904	33	.00	.01	8	15	46.67-	6	8	25.00-	1	3	66.67-
MCCORMICK	34	.00	.00	8	6	33.33	7	3	133.33	4	0	.00
NEW AMSTDM MIXR	35	.00	.03	6	50	88.00-	6	31	80.65-	0	7	100.00-
MR BOSTON RIVA	36	.00	.00	5	0	.00	5	0	.00	5	0	.00
13TH COLONY	37	.00	.00	3	2	50.00	3	2	50.00	1	1	.00
NO. 209	38	.00	.00	3	5	40.00-	2	4	50.00-	1	1	.00
SGRM TWST APPLE	39	.00	.03	3	47	93.62-	2	26	92.31-	0	4	100.00-
HAYMAN OLD TOM	40	.00	.00	1	0	.00	1	0	.00	0	0	.00
MAGELLAN	41	.00	.00	1	0	.00	0	0	.00	0	0	.00
SGRM TWST GRAPE	42	.00	.01	1	17	94.12-	1	11	90.91-	0	1	100.00-
BOMBAY SAP/OLVE	43	.00	.05	0	95	100.00-	0	22	100.00-	0	2	100.00-
CITADELLE	44	.00	.00	0	1	100.00-	0	0	.00	0	0	.00
BOMBAY W/GLASS	45	.00	.00	0	6	100.00-	0	3	100.00-	0	0	.00

NABCA CLASS REPORT

THIRD QUARTER 2012				GIN					PAGE 4			
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									
IDAHO - D.S.				913198	878430	3.96	670904	640852	4.69	246571	237783	3.70
GIN		4.09	4.07	37357	35720	4.58	28897	27335	5.71	11978	11375	5.30
TANQUERAY	1	12.75	13.27	4762	4739	.49	3676	3639	1.02	1643	1651	.48-
GILBEYS	2	12.54	12.26	4684	4378	6.99	3641	3345	8.85	1526	1488	2.55
GORDONS	3	10.80	10.08	4034	3602	11.99	3141	2726	15.22	1262	1069	18.05
BOMBAY SAPPHIRE	4	7.00	6.35	2615	2270	15.20	2017	1721	17.20	878	734	19.62
IDAHO SLVR BRND	5	6.29	6.58	2349	2351	.09-	1805	1791	.78	738	701	5.28
SEAGRAM EXT DRY	6	5.71	5.92	2134	2116	.85	1675	1662	.78	661	677	2.36-
BOORDS TOM CAT	7	5.19	5.26	1940	1880	3.19	1510	1434	5.30	582	545	6.79
BURNETT'S GIN	8	4.68	5.04	1748	1799	2.83-	1328	1394	4.73-	582	586	.68-
POTTERS	9	4.58	4.42	1712	1579	8.42	1322	1201	10.07	495	476	3.99
SGRM TWSTD LIME	10	4.12	4.04	1539	1443	6.65	1229	1155	6.41	527	525	.38
HOUSE OF HARRIS	11	4.06	4.15	1515	1484	2.09	1152	1131	1.86	421	426	1.17-
BEEFEATER	12	3.47	3.39	1296	1211	7.02	1018	942	8.07	450	411	9.49
NEW AMSTERDAM	13	3.32	3.33	1242	1190	4.37	955	891	7.18	381	385	1.04-
MONARCH	14	2.92	3.10	1092	1108	1.44-	848	819	3.54	354	294	20.41
BARDENAY	15	1.64	1.60	613	573	6.98	469	448	4.69	205	189	8.47
BOMBAY	16	1.53	1.69	571	604	5.46-	428	451	5.10-	181	175	3.43
FIVE OCLOCK	17	1.42	1.68	530	600	11.67-	394	459	14.16-	145	180	19.44-
CALVERTS	18	1.41	1.43	526	511	2.94	401	393	2.04	143	133	7.52
TANQURAY RANGPR	19	1.37	1.02	512	364	40.66	414	281	47.33	178	125	42.40
BOOTH'S	20	1.23	1.60	461	571	19.26-	344	442	22.17-	126	172	26.74-
HENDRICKS	21	1.20	1.03	447	367	21.80	347	282	23.05	157	128	22.66
BROKERS	22	.59	.37	221	132	67.42	177	107	65.42	80	47	70.21
DRY FLY	23	.35	.32	131	113	15.93	103	86	19.77	50	46	8.70
TANQURAY NO TEN	24	.31	.33	116	117	.85-	85	89	4.49-	34	43	20.93-
BOODLES 904	25	.31	.35	114	124	8.06-	90	99	9.09-	43	39	10.26
PLYMOUTH	26	.28	.26	106	93	13.98	81	70	15.71	31	25	24.00
CRATER LAKE	27	.25	.27	95	95	.00	73	77	5.19-	32	34	5.88-
MCCORMICK	28	.22	.17	83	59	40.68	65	48	35.42	25	21	19.05
SGRM ORNGE TWST	29	.20	.31	74	111	33.33-	51	79	35.44-	19	25	24.00-
NEW AMSTDM/R GL	30	.06	.06	22	23	4.35-	4	3	33.33	0	0	.00
MAGELLAN	31	.05	.04	20	16	25.00	15	12	25.00	7	4	75.00
BEEFEATER 24	32	.03	.01	11	3	266.67	7	3	133.33	2	2	.00
DESERT JUNIPER	33	.02	.02	8	8	.00	7	6	16.67	3	2	50.00
VAN GOGH	34	.02	.03	6	12	50.00-	3	9	66.67-	0	4	100.00-
MILLER	35	.01	.03	5	10	50.00-	3	8	62.50-	2	3	33.33-
OLD TOM	36	.01	.01	3	2	50.00	3	1	200.00	3	1	200.00
G'VINE FLORAISN	37	.01	.00	3	0	.00	3	0	.00	3	0	.00
JUNIPERO	38	.01	.01	3	5	40.00-	3	5	40.00-	2	1	100.00
AVIATION	39	.01	.00	2	0	.00	2	0	.00	1	0	.00
ROGUE PINK SPRC	40	.01	.00	2	0	.00	2	0	.00	2	0	.00
ROGUE SPRUCE	41	.01	.01	2	2	.00	1	2	50.00-	0	1	100.00-
NO. 209	42	.01	.03	2	9	77.78-	1	6	83.33-	1	1	.00
BOMBAY SAP EAST	43	.00	.00	1	0	.00	1	0	.00	1	0	.00
QUINTESSENTIAL	44	.00	.03	1	9	88.89-	0	3	100.00-	0	0	.00
HAYMAN OLD TOM	45	.00	.00	1	0	.00	1	0	.00	0	0	.00
CITADELLE	46	.00	.00	1	1	.00	1	1	.00	1	0	.00
OOLA	47	.00	.00	1	0	.00	1	0	.00	1	0	.00
BARTON	48	.00	.01	1	2	50.00-	0	2	100.00-	0	2	100.00-
BOMBAY SP/GL PK	49	.00	.08	0	27	100.00-	0	6	100.00-	0	0	.00
LEOPLD SM BATCH	50	.00	.00	0	1	100.00-	0	1	100.00-	0	1	100.00-

NABCA CLASS REPORT

THIRD QUARTER 2012				GIN					PAGE 5			
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	This Year	Prior Year							
IOWA - D.S.				1806500	1709024	5.70	1302513	1240047	5.04	442477	436484	1.37
GIN		3.24	3.35	58468	57293	2.05	43745	42780	2.26	15861	15693	1.07
SEAGRAM EXT DRY	1	18.35	17.28	10726	9901	8.33	8023	7382	8.68	2815	2637	6.75
PARAMOUNT	2	14.87	15.37	8696	8808	1.27-	6402	6573	2.60-	2375	2465	3.65-
TANQUERAY	3	12.75	12.75	7455	7307	2.03	5552	5290	4.95	1893	1996	5.16-
FIVE OCLOCK	4	7.04	7.05	4117	4042	1.86	3095	3034	2.01	1123	1050	6.95
NEW AMSTERDAM	5	5.50	4.55	3217	2608	23.35	2489	1992	24.95	875	775	12.90
BOMBAY SAPPHIRE	6	4.91	4.50	2870	2579	11.28	2153	1875	14.83	837	739	13.26
GORDONS	7	4.77	4.84	2791	2771	.72	2131	2134	.14-	799	809	1.24-
HAWKEYE	8	4.56	5.35	2668	3066	12.98-	1950	2315	15.77-	759	824	7.89-
BARTON	9	3.99	4.07	2335	2329	.26	1772	1815	2.37-	612	638	4.08-
GILBEYS	10	3.93	4.24	2299	2431	5.43-	1757	1839	4.46-	672	653	2.91
FLEISCHMANN'S	11	3.55	3.69	2076	2114	1.80-	1580	1573	.45	598	595	.50
BEEFEATER	12	3.26	3.06	1908	1752	8.90	1435	1285	11.67	478	476	.42
BURNETT'S GIN	13	2.49	2.60	1456	1491	2.35-	1069	1095	2.37-	406	384	5.73
PHILLIPS	14	2.10	1.90	1225	1086	12.80	910	834	9.11	314	295	6.44
SGRM TWSTD LIME	15	1.40	1.47	819	842	2.73-	615	644	4.50-	227	246	7.72-
MCCORMICK	16	1.40	1.70	818	975	16.10-	601	743	19.11-	214	246	13.01-
CALVERTS	17	.87	.95	507	544	6.80-	380	397	4.28-	142	145	2.07-
HENDRICKS	18	.85	.66	495	376	31.65	366	288	27.08	147	109	34.86
BOMBAY	19	.59	.63	346	362	4.42-	263	269	2.23-	102	113	9.73-
TANQURAY RANGPR	20	.48	.57	281	329	14.59-	213	228	6.58-	90	82	9.76
PINNACLE	21	.45	.56	262	320	18.13-	190	215	11.63-	73	92	20.65-
RIVER BEND ROSE	22	.44	.43	259	249	4.02	182	249	26.91-	65	103	36.89-
SGRM ORNGE TWST	23	.30	.29	177	168	5.36	138	129	6.98	52	41	26.83
BOODLES 904	24	.30	.33	173	188	7.98-	132	132	.00	43	53	18.87-
TANQURAY NO TEN	25	.28	.34	165	193	14.51-	119	128	7.03-	38	41	7.32-
CLEARHEART	26	.13	.14	76	81	6.17-	57	62	8.06-	24	25	4.00-
BROKERS	27	.08	.00	47	0	.00	47	0	.00	47	0	.00
SEAGRAM DR 94P	28	.07	.20	39	112	65.18-	11	79	86.08-	5	19	73.68-
BOMBAY SPPH FLK	29	.06	.09	34	53	35.85-	27	39	30.77-	3	14	78.57-
PLYMOUTH	30	.05	.04	32	23	39.13	30	15	100.00	7	4	75.00
BEEFEATER 24	31	.03	.02	16	13	23.08	1	13	92.31-	0	13	100.00-
SGRM TWST APPLE	32	.02	.10	11	59	81.36-	5	36	86.11-	1	0	.00
SGRM TWST GRAPE	33	.02	.13	11	74	85.14-	3	48	93.75-	0	1	100.00-
MAGELLAN	34	.02	.03	9	15	40.00-	7	6	16.67	2	2	.00
SEAGRAM DST RES	35	.01	.00	8	1	700.00	8	0	.00	2	0	.00
ROGUE PINK SPRC	36	.01	.01	8	3	166.67	4	3	33.33	2	3	33.33-
BOOTH'S	37	.01	.01	6	5	20.00	1	4	75.00-	0	0	.00
DRY FLY	38	.01	.02	6	11	45.45-	5	9	44.44-	1	3	66.67-
JUNIPERO	39	.01	.00	4	0	.00	4	0	.00	3	0	.00
SGRM TWIST PNPL	40	.01	.00	4	0	.00	4	0	.00	4	0	.00
ROGUE SPRUCE	41	.01	.00	4	0	.00	2	0	.00	1	0	.00
SGRM TW PNPL CL	42	.01	.00	3	0	.00	3	0	.00	3	0	.00
NO.3 LONDON DRY	43	.00	.00	2	0	.00	2	0	.00	2	0	.00
CITADELLE	44	.00	.00	2	0	.00	2	0	.00	1	0	.00
MR BOSTON RIVA	45	.00	.00	2	0	.00	2	0	.00	2	0	.00
BOOMSMA JONGE	46	.00	.00	1	1	.00	1	1	.00	0	0	.00
SCHLICHTE STNHGR	47	.00	.00	1	2	50.00-	1	2	50.00-	1	0	.00
BULLDOG	48	.00	.00	1	2	50.00-	1	2	50.00-	1	2	50.00-
MILLER	49	.00	.00	0	1	100.00-	0	1	100.00-	0	0	.00
QUINTESSENTIAL	50	.00	.00	0	2	100.00-	0	0	.00	0	0	.00

NABCA CLASS REPORT

THIRD QUARTER 2012				GIN					PAGE 6			
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									
MAINE - D.S.				916432	883984	3.67	681344	659802	3.26	261185	253911	2.86
GIN		4.07	4.02	37325	35496	5.15	29463	27996	5.24	13552	12960	4.57
GILBEYS	1	18.50	18.00	6906	6389	8.09	5338	4977	7.25	2400	2193	9.44
TANQUERAY	2	18.18	18.66	6787	6622	2.49	5514	5331	3.43	2695	2721	.96-
GORDONS	3	14.07	14.86	5251	5273	.42-	4095	4116	.51-	1789	1875	4.59-
FIVE OCLOCK	4	9.00	10.08	3361	3579	6.09-	2509	2664	5.82-	949	1020	6.96-
BOMBAY SAPPHIRE	5	8.21	7.54	3065	2676	14.54	2535	2179	16.34	1315	1113	18.15
BEEFEATER	6	7.86	7.35	2932	2608	12.42	2351	2120	10.90	1149	1060	8.40
SEAGRAM EXT DRY	7	3.70	3.59	1380	1276	8.15	1090	1013	7.60	531	482	10.17
FLEISCHMANN'S	8	3.70	3.97	1380	1408	1.99-	1066	1104	3.44-	433	451	3.99-
BOMBAY	9	3.49	3.64	1301	1291	.77	1029	1030	.10-	487	459	6.10
BARTON	10	2.29	1.66	853	588	45.07	678	499	35.87	278	266	4.51
NEW AMSTERDAM	11	1.88	1.35	700	479	46.14	567	395	43.54	248	213	16.43
HENDRICKS	12	1.83	1.42	682	503	35.59	570	424	34.43	317	218	45.41
COLD RIVER	13	1.34	1.56	500	553	9.58-	389	417	6.71-	186	181	2.76
BURNETT'S GIN	14	1.01	1.03	377	367	2.72	296	288	2.78	139	118	17.80
CROWN RUSSE	15	.78	.76	291	269	8.18	221	211	4.74	90	82	9.76
POLAND SPRING	16	.77	1.30	288	462	37.66-	233	349	33.24-	92	100	8.00-
TANQUAY RANGPR	17	.63	.70	235	249	5.62-	195	198	1.52-	101	96	5.21
SGRM TWSTD LIME	18	.53	.50	199	177	12.43	162	145	11.72	73	71	2.82
BACK RIVER	19	.49	.44	182	157	15.92	149	105	41.90	81	66	22.73
CALVERTS	20	.28	.37	105	133	21.05-	76	107	28.97-	20	40	50.00-
PLYMOUTH	21	.20	.13	73	46	58.70	62	37	67.57	34	19	78.95
BOOTH'S	22	.17	.18	64	63	1.59	50	46	8.70	22	17	29.41
TANQUAY NO TEN	23	.15	.15	56	55	1.82	43	42	2.38	18	20	10.00-
SWEETGS FM CRAN	24	.12	.09	43	33	30.30	22	24	8.33-	16	13	23.08
BEEFEATER 24	25	.11	.01	42	3	1300.00	20	3	566.67	4	3	33.33
MR BSTN ENG MKT	26	.11	.16	41	58	29.31-	33	41	19.51-	12	12	.00
INGENIUM DRY	27	.09	.00	34	0	.00	34	0	.00	16	0	.00
BOODLES 904	28	.08	.08	29	28	3.57	23	22	4.55	11	10	10.00
CALDWELL	29	.07	.10	27	35	22.86-	20	26	23.08-	7	8	12.50-
HERITAGE	30	.06	.05	24	19	26.32	17	14	21.43	10	8	25.00
PINNACLE	31	.06	.05	22	16	37.50	17	13	30.77	7	4	75.00
NEW AMSTDM/R GL	32	.05	.04	19	13	46.15	0	0	.00	0	0	.00
MAGELLAN	33	.05	.04	18	15	20.00	14	13	7.69	6	5	20.00
SKOL	34	.04	.04	15	13	15.38	12	10	20.00	4	3	33.33
BROKERS	35	.03	.05	13	18	27.78-	9	15	40.00-	1	6	83.33-
CITADELLE	36	.02	.02	9	7	28.57	7	6	16.67	3	2	50.00
GREYLOCK	37	.02	.00	6	0	.00	6	0	.00	3	0	.00
WHITLEY NEILL	38	.01	.00	5	1	400.00	4	1	300.00	3	1	200.00
SGRM TWST RSPBY	39	.01	.01	4	2	100.00	4	2	100.00	2	2	.00
QUINTESSENTL/GLS	40	.01	.01	3	2	50.00	0	1	100.00-	0	0	.00
BULLDOG	41	.01	.01	2	2	.00	2	1	100.00	0	0	.00
ETHEREAL	42	.00	.00	1	0	.00	1	0	.00	0	0	.00
QUINTESSENTIAL	43	.00	.01	0	3	100.00-	0	3	100.00-	0	1	100.00-
'99'	44	.00	.01	0	3	100.00-	0	2	100.00-	0	1	100.00-
MCCORMICK	45	.00	.01	0	2	100.00-	0	2	100.00-	0	0	.00

NABCA CLASS REPORT

THIRD QUARTER 2012				GIN						PAGE 7		
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	This Year	Prior Year							
MICHIGAN - D.S.				6580563	6421698	2.47	4783002	4665778	2.51	1690676	1655864	2.10
GIN		4.79	5.13	315221	329686	4.39-	232569	242064	3.92-	83394	85596	2.57-
SEAGRAM EXT DRY	1	31.41	32.39	99012	106780	7.27-	72173	78731	8.33-	25137	26331	4.53-
FIVE OCLOCK	2	12.96	13.38	40845	44098	7.38-	30029	32361	7.21-	9962	10796	7.73-
GILBEYS	3	9.99	10.44	31494	34426	8.52-	23463	25510	8.02-	8319	8721	4.61-
TANQUERAY	4	8.82	8.09	27795	26680	4.18	20664	19475	6.11	8319	7993	4.08
GORDONS	5	5.14	5.11	16208	16845	3.78-	12127	12546	3.34-	4691	4940	5.04-
NEW AMSTERDAM	6	4.53	4.58	14291	15112	5.43-	10343	11298	8.45-	3614	3951	8.53-
BOMBAY SAPPHIRE	7	4.32	3.65	13627	12042	13.16	10586	8785	20.50	4140	3648	13.49
BEEFEATER	8	3.32	3.19	10481	10509	.27-	7830	7801	.37	3050	3141	2.90-
CRYSTAL PALACE	9	2.71	2.50	8539	8226	3.81	6378	6149	3.72	2324	2187	6.26
ARROW	10	2.30	2.36	7259	7785	6.76-	5390	5684	5.17-	1742	1843	5.48-
BURNETT'S GIN	11	2.09	2.11	6602	6971	5.29-	5084	5200	2.23-	1920	2066	7.07-
SGRM TWSTD LIME	12	1.72	1.60	5431	5267	3.11	4109	3986	3.09	1553	1546	.45
CALVERTS	13	.87	.91	2742	3002	8.66-	2010	2234	10.03-	743	823	9.72-
HENDRICKS	14	.81	.51	2538	1671	51.89	2003	1288	55.51	895	556	60.97
SGRM GN/50ML PK	15	.78	1.04	2451	3439	28.73-	1899	2152	11.76-	387	14	2664.29
TAAKA	16	.78	.72	2447	2372	3.16	1871	1857	.75	650	657	1.07-
BOMBAY	17	.69	.65	2162	2135	1.26	1660	1597	3.94	701	638	9.87
HEAVEN HILL	18	.65	.62	2053	2041	.59	1557	1512	2.98	540	526	2.66
TANQURAY RANGPR	19	.61	.52	1912	1698	12.60	1462	1289	13.42	599	516	16.09
ARISTOCRAT	20	.57	.54	1784	1767	.96	1350	1338	.90	474	471	.64
BOOTH'S	21	.45	.48	1405	1574	10.74-	1049	1154	9.10-	381	437	12.81-
FLEISCHMANN'S	22	.38	.51	1194	1676	28.76-	904	968	6.61-	359	382	6.02-
SEAGRAM DST RES	23	.34	.49	1066	1600	33.38-	725	1115	34.98-	237	365	35.07-
SEAGRAM/LM TWST	24	.33	.38	1054	1250	15.68-	502	958	47.60-	0	511	100.00-
MCCORMICK	25	.33	.42	1041	1375	24.29-	764	1019	25.02-	258	341	24.34-
BARTON	26	.26	.21	815	693	17.60	634	542	16.97	216	195	10.77
MOHAWK	27	.25	.25	783	830	5.66-	584	621	5.96-	218	235	7.23-
BOMBAY SP/GL PK	28	.20	.19	632	612	3.27	113	109	3.67	2	53	96.23-
OLD COLONY	29	.17	.21	539	706	23.65-	395	533	25.89-	125	172	27.33-
TANQURAY NO TEN	30	.15	.13	484	432	12.04	360	316	13.92	139	128	8.59
NEWPORT	31	.13	.12	413	388	6.44	315	302	4.30	119	117	1.71
KNICKERBOCKER	32	.13	.08	409	280	46.07	311	221	40.72	120	95	26.32
PLYMOUTH	33	.13	.09	396	310	27.74	305	228	33.77	99	88	12.50
BURNTT/50M P LM	34	.11	.02	361	74	387.84	101	74	36.49	66	0	.00
SGRM TWST APPLE	35	.10	.14	310	462	32.90-	215	323	33.44-	69	104	33.65-
NEW AMS/50EJ XO	36	.08	.09	248	297	16.50-	100	77	29.87	11	0	.00
MAGELLAN	37	.07	.06	231	186	24.19	172	135	27.41	72	56	28.57
NIKOLAI	38	.07	.07	226	246	8.13-	175	178	1.69-	51	61	16.39-
BOODLES 904	39	.07	.07	209	220	5.00-	149	162	8.02-	56	64	12.50-
NEW AMSTDM/2 GL	40	.06	.06	192	201	4.48-	0	0	.00	0	0	.00
BANKERS CLUB	41	.06	.06	189	199	5.03-	148	141	4.96	52	42	23.81
SGRM TWST GRAPE	42	.06	.06	187	211	11.37-	139	159	12.58-	45	45	.00
CLUB 400	43	.06	.07	187	230	18.70-	139	174	20.11-	51	59	13.56-
MR BSTN ENG MKT	44	.06	.01	184	47	291.49	154	47	227.66	59	34	73.53
SGRM ORNGE TWST	45	.05	.06	173	192	9.90-	129	142	9.15-	45	54	16.67-
SGRM TWST RSPBY	46	.05	.09	171	303	43.56-	99	223	55.61-	26	79	67.09-
SGRM TWIST PNPL	47	.05	.00	165	0	.00	165	0	.00	67	0	.00
BROKERS	48	.05	.01	155	22	604.55	124	19	552.63	48	4	1100.00
PINNACLE	49	.05	.06	155	194	20.10-	117	147	20.41-	57	59	3.39-
BRIGADIER	50	.04	.04	139	138	.72	104	105	.95-	39	42	7.14-

NABCA CLASS REPORT

THIRD QUARTER 2012				GIN					PAGE 8			
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									
MONTANA - D.S.				682145	645647	5.65	503917	476503	5.75	181274	170960	6.03
GIN		4.06	4.03	27708	25995	6.59	21625	20252	6.78	9022	8165	10.50
TANQUERAY	1	16.15	15.83	4476	4114	8.80	3708	3422	8.36	1621	1564	3.64
NIKOLAI	2	8.03	8.37	2224	2175	2.25	1675	1641	2.07	637	621	2.58
BOMBAY SAPPHIRE	3	7.97	7.79	2209	2026	9.03	1657	1549	6.97	819	723	13.28
GORDONS	4	7.64	8.06	2117	2095	1.05	1651	1610	2.55	778	712	9.27
GILBEYS	5	7.08	7.48	1963	1944	.98	1531	1463	4.65	653	618	5.66
LEWIS AND CLARK	6	6.53	6.87	1810	1786	1.34	1373	1354	1.40	512	483	6.00
BURNETT'S GIN	7	4.94	4.97	1369	1293	5.88	1046	1013	3.26	382	366	4.37
BEEFEATER	8	4.46	4.42	1235	1148	7.58	956	877	9.01	399	298	33.89
FLEISCHMANN'S	9	4.28	4.77	1186	1241	4.43-	881	947	6.97-	317	316	.32
NEW AMSTERDAM	10	4.19	3.40	1160	885	31.07	920	710	29.58	417	314	32.80
POTTERS	11	4.14	3.71	1146	964	18.88	905	753	20.19	355	289	22.84
SEAGRAM EXT DRY	12	3.71	3.61	1029	939	9.58	792	737	7.46	341	323	5.57
MCCORMICK	13	3.46	3.82	960	992	3.23-	739	762	3.02-	285	281	1.42
BOMBAY	14	2.10	2.33	582	605	3.80-	442	468	5.56-	163	149	9.40
ARROW	15	1.88	1.86	522	484	7.85	406	373	8.85	148	147	.68
SGRM TWSTD LIME	16	1.76	1.53	487	398	22.36	388	313	23.96	150	107	40.19
BOORDS TOM CAT	17	1.75	2.01	486	522	6.90-	376	403	6.70-	146	164	10.98-
HENDRICKS	18	1.46	1.29	404	336	20.24	326	277	17.69	153	106	44.34
TANQURAY RANGPR	19	1.44	1.27	398	330	20.61	309	277	11.55	109	89	22.47
MR BOSTON RIVA	20	1.18	1.12	326	292	11.64	255	223	14.35	95	85	11.76
CRYSTAL PALACE	21	1.03	1.22	286	317	9.78-	221	239	7.53-	76	82	7.32-
SKOL	22	.85	.73	235	189	24.34	188	141	33.33	71	49	44.90
BOODLES 904	23	.57	.52	157	135	16.30	130	112	16.07	64	29	120.69
ARISTOCRAT	24	.40	.41	112	106	5.66	84	83	1.20	35	34	2.94
BOOTH'S	25	.35	.38	96	99	3.03-	72	75	4.00-	28	30	6.67-
ANSELMO	26	.32	.00	89	0	.00	89	0	.00	47	0	.00
DRY FLY	27	.26	.26	71	68	4.41	58	55	5.45	25	34	26.47-
TANQURAY NO TEN	28	.22	.28	62	73	15.07-	46	51	9.80-	19	21	9.52-
CALVERTS	29	.18	.19	50	50	.00	37	37	.00	12	10	20.00
BROKERS	30	.17	.12	46	31	48.39	39	24	62.50	17	14	21.43
SILVERTIP	31	.16	.18	43	47	8.51-	34	42	19.05-	16	17	5.88-
CRATER LAKE	32	.13	.11	36	28	28.57	27	23	17.39	13	12	8.33
PLYMOUTH	33	.12	.09	33	24	37.50	22	17	29.41	10	7	42.86
CITADELLE	34	.12	.09	32	24	33.33	25	21	19.05	9	8	12.50
BELLRINGER	35	.11	.08	30	20	50.00	26	15	73.33	13	7	85.71
MILLER	36	.08	.06	21	15	40.00	13	13	.00	7	2	250.00
DESERT JUNIPER	37	.06	.04	18	10	80.00	15	9	66.67	6	4	50.00
JUNIPERO	38	.06	.04	17	11	54.55	12	11	9.09	7	3	133.33
VAN GOGH	39	.06	.07	17	19	10.53-	14	12	16.67	8	4	100.00
WHISTLING ANDY	40	.06	.05	17	13	30.77	14	13	7.69	5	8	37.50-
BARTON	41	.05	.07	14	18	22.22-	12	18	33.33-	5	4	25.00
MAGELLAN	42	.05	.05	13	13	.00	10	9	11.11	4	4	.00
NEW AMSTDM/R GL	43	.04	.05	12	12	.00	0	0	.00	0	0	.00
AVIATION	44	.04	.03	10	7	42.86	5	5	.00	1	0	.00
BOMBAY SAP EAST	45	.04	.00	10	0	.00	10	0	.00	5	0	.00
NO. 209	46	.03	.05	8	12	33.33-	7	10	30.00-	3	4	25.00-
SGRM TWST RSPBY	47	.03	.02	8	4	100.00	8	4	100.00	3	2	50.00
THE BOTANIST	48	.03	.00	8	0	.00	8	0	.00	3	0	.00
JUNIPER GREEN	49	.03	.01	7	3	133.33	6	2	200.00	4	2	100.00
PINNACLE	50	.03	.00	7	0	.00	7	0	.00	2	0	.00

NABCA CLASS REPORT

THIRD QUARTER 2012				GIN						PAGE 9		
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									
NEW HAMPSHIRE - D. S.				2003645	1905601	5.15	1494662	1398281	6.89	573105	526818	8.79
GIN		5.74	5.86	115095	111591	3.14	88913	84766	4.89	37528	35066	7.02
TANQUERAY	1	22.61	21.34	26026	23812	9.30	20442	17798	14.86	8479	7592	11.68
GORDONS	2	13.30	15.92	15307	17762	13.82-	11660	13718	15.00-	5167	5875	12.05-
BOMBAY SAPPHIRE	3	11.50	11.20	13233	12494	5.91	10420	9879	5.48	4998	4616	8.28
BEEFEATER	4	11.08	10.28	12749	11473	11.12	9738	8733	11.51	4560	3752	21.54
GILBEYS	5	10.91	10.54	12552	11765	6.69	9841	9078	8.40	3826	3511	8.97
JENKINS	6	4.62	4.43	5322	4948	7.56	4165	3557	17.09	1720	1188	44.78
NEW AMSTERDAM	7	3.59	2.52	4135	2815	46.89	3382	2330	45.15	1446	1013	42.74
SEAGRAM EXT DRY	8	3.31	3.46	3806	3863	1.48-	2930	2876	1.88	1194	1145	4.28
BURNETT'S GIN	9	3.22	2.71	3709	3027	22.53	2934	2402	22.15	1095	1079	1.48
FLEISCHMANN'S	10	2.95	3.40	3393	3791	10.50-	2231	2768	19.40-	703	938	25.05-
HENDRICKS	11	2.31	1.83	2663	2046	30.16	2045	1547	32.19	929	719	29.21
BOMBAY	12	2.30	2.34	2644	2614	1.15	1963	2011	2.39-	634	663	4.37-
BOOTH'S	13	2.15	3.08	2477	3435	27.89-	1748	2562	31.77-	665	910	26.92-
TANQUERAY RANGPR	14	1.56	1.84	1800	2052	12.28-	1399	1677	16.58-	622	769	19.12-
TAAKA	15	1.44	1.42	1659	1584	4.73	1154	1181	2.29-	233	400	41.75-
POLAND SPRING	16	.52	.94	599	1048	42.84-	461	625	26.24-	163	137	18.98
TANQUERAY NO TEN	17	.35	.41	398	461	13.67-	296	314	5.73-	120	124	3.23-
PLYMOUTH	18	.27	.30	316	338	6.51-	254	256	.78-	125	104	20.19
GREENALLS	19	.25	.00	292	0	.00	292	0	.00	197	0	.00
COLD RIVER	20	.24	.10	278	116	139.66	215	103	108.74	90	75	20.00
BROKERS	21	.20	.20	231	220	5.00	177	178	.56-	70	89	21.35-
BARTON	22	.20	.19	227	212	7.08	179	161	11.18	68	53	28.30
BEEFEATER 24	23	.19	.01	217	14	1450.00	169	14	1107.14	59	14	321.43
BOODLES 904	24	.16	.29	180	325	44.62-	127	249	49.00-	54	121	55.37-
MCCORMICK	25	.14	.15	163	165	1.21-	126	129	2.33-	46	48	4.17-
BULLDOG	26	.12	.10	137	116	18.10	104	86	20.93	42	30	40.00
MAGELLAN	27	.11	.10	124	116	6.90	98	90	8.89	41	36	13.89
KARNER BLUE	28	.08	.07	87	74	17.57	64	65	1.54-	26	11	136.36
BOMBAY SAP EAST	29	.06	.00	74	0	.00	74	0	.00	74	0	.00
NO. 209	30	.05	.06	54	66	18.18-	40	45	11.11-	1	16	93.75-
THE BOTANIST	31	.05	.00	52	0	.00	52	0	.00	44	0	.00
NEW AMSTDM/R GL	32	.04	.03	48	36	33.33	7	2	250.00	0	0	.00
BOMBAY SP/GL PK	33	.04	.00	43	0	.00	43	0	.00	3	0	.00
RIGHT	34	.03	.02	40	19	110.53	28	19	47.37	13	15	13.33-
BOWMAN'S	35	.02	.00	21	0	.00	21	0	.00	3	0	.00
SGRM ORNGE TWST	36	.01	.01	9	8	12.50	9	8	12.50	3	2	50.00
S S PIERCE 99	37	.01	.02	8	17	52.94-	5	12	58.33-	3	5	40.00-
CITADELLE	38	.01	.00	6	4	50.00	5	3	66.67	2	0	.00
UNCLE VAL'S BOT	39	.00	.00	5	0	.00	5	0	.00	3	0	.00
SGRM TWSTD LIME	40	.00	.00	4	1	300.00	4	1	300.00	4	0	.00
OXLEY DRY	41	.00	.00	3	0	.00	3	0	.00	3	0	.00
GREYLOCK	42	.00	.00	3	1	200.00	2	1	100.00	0	1	100.00-
BEEFEATER/SHAKR	43	.00	.35	1	390	99.74-	1	68	98.53-	0	3	100.00-
CALVERTS	44	.00	.26	0	291	100.00-	0	175	100.00-	0	3	100.00-
BEEFEATER WET	45	.00	.00	0	1	100.00-	0	1	100.00-	0	0	.00
JUNIPER GREEN	46	.00	.06	0	71	100.00-	0	44	100.00-	0	9	100.00-

NABCA CLASS REPORT

THIRD QUARTER 2012				GIN					PAGE 10			
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									
NORTH CAROLINA - D.S.				4558777	4413888	3.28	3327805	3212632	3.59	1129931	1121475	.75
GIN		6.94	7.34	316212	323902	2.37-	233201	237609	1.86-	77992	80882	3.57-
SEAGRAM EXT DRY	1	38.13	39.77	120557	128817	6.41-	86972	92787	6.27-	26733	29960	10.77-
TANQUERAY	2	7.59	7.37	23987	23876	.46	18148	17805	1.93	6699	6550	2.27
ARISTOCRAT SPRM	3	7.07	7.42	22369	24032	6.92-	16558	17767	6.80-	5443	5906	7.84-
NEW AMSTERDAM	4	5.95	4.72	18806	15288	23.01	14364	11540	24.47	5056	4128	22.48-
GORDONS	5	4.97	4.82	15715	15596	.76	11714	11858	1.21-	4173	4551	8.31-
BOMBAY SAPPHIRE	6	4.20	3.72	13287	12050	10.27	10337	9239	11.88	3924	3559	10.26
COUNTRY GENTLMN	7	3.57	3.44	11275	11131	1.29	8293	8208	1.04	2648	2658	.38-
BURNETT'S GIN	8	3.18	3.23	10051	10460	3.91-	7560	7770	2.70-	2668	2718	1.84-
SGRM TWSTD LIME	9	3.14	2.98	9932	9640	3.03	7436	7127	4.34	2528	2368	6.76
GILBEYS	10	2.82	2.95	8924	9550	6.55-	6787	7132	4.84-	2418	2490	2.89-
BEEFEATER	11	2.65	2.58	8393	8363	.36	6413	6295	1.87	2357	2334	.99
TRAVELERS CLUB	12	2.45	2.77	7737	8968	13.73-	5665	6427	11.86-	1851	1996	7.26-
FIVE OCLOCK	13	2.33	2.12	7364	6863	7.30	5339	5041	5.91	1747	1743	.23
BARTON	14	1.87	1.95	5927	6329	6.35-	4391	4680	6.18-	1501	1623	7.52-
FLEISCHMANN'S	15	1.86	2.19	5895	7105	17.03-	4344	5181	16.16-	1515	1642	7.73-
SEAGRAM DR 94P	16	1.46	1.41	4610	4562	1.05	3332	3335	.09-	1058	1118	5.37-
BOMBAY	17	1.15	1.09	3649	3515	3.81	2802	2664	5.18	1039	990	4.95
HENDRICKS	18	.89	.65	2803	2096	33.73	2181	1642	32.83	887	666	33.18
MCCALLS	19	.76	1.01	2419	3267	25.96-	1717	2339	26.59-	506	740	31.62-
PINNACLE	20	.66	.64	2075	2070	.24	1566	1545	1.36	568	565	.53
TANQUERAY RANGPR	21	.62	.61	1967	1965	.10	1487	1491	.27-	568	616	7.79-
BOOTH'S	22	.56	.61	1758	1975	10.99-	1305	1473	11.41-	450	530	15.09-
SGRM ORNGE TWST	23	.34	.41	1070	1329	19.49-	764	935	18.29-	247	256	3.52-
SGRM TWST APPLE	24	.32	.32	1020	1040	1.92-	733	750	2.27-	243	208	16.83
TANQUERAY NO TEN	25	.24	.22	766	710	7.89	551	507	8.68	154	206	25.24-
SGRM TWST GRAPE	26	.20	.21	647	696	7.04-	451	511	11.74-	131	162	19.14-
BROKERS	27	.19	.18	593	581	2.07	451	450	.22	157	164	4.27-
CARDINAL	28	.14	.08	431	272	58.46	325	231	40.69	135	81	66.67
PLYMOUTH	29	.13	.12	404	390	3.59	299	287	4.18	113	101	11.88
BOMBAY SPPHR/GL	30	.11	.13	358	411	12.90-	54	106	49.06-	1	5	80.00-
CITADELLE	31	.09	.03	288	102	182.35	223	98	127.55	83	71	16.90-
TANQUERAY/SLEEV	32	.08	.00	240	0	.00	79	0	.00	3	0	.00
NEW AMSTDM/R GL	33	.08	.11	240	359	33.15-	12	27	55.56-	0	2	100.00-
SGRM TWIST PNPL	34	.06	.00	193	0	.00	193	0	.00	193	0	.00
BLUECOAT	35	.03	.00	95	4	2275.00	95	4	2275.00	42	0	.00
BEEFEATER/CRDLE	36	.03	.03	94	91	3.30	26	13	100.00	3	1	200.00
NO. 209	37	.02	.02	72	63	14.29	54	46	17.39	18	16	12.50
BOMBAY SAP EAST	38	.02	.00	60	0	.00	60	0	.00	60	0	.00
SGRM TWST PEACH	39	.01	.00	28	0	.00	28	0	.00	28	0	.00
BOMBAY SP/GL PK	40	.01	.00	17	0	.00	17	0	.00	17	0	.00
MCCORMICK	41	.00	.00	13	10	30.00	10	7	42.86	3	3	.00
HAYMAN OLD TOM	42	.00	.00	11	7	57.14	9	7	28.57	1	5	80.00-
QUINTESSENTIAL	43	.00	.01	9	35	74.29-	6	21	71.43-	2	4	50.00-
RIGHT	44	.00	.00	6	0	.00	6	0	.00	3	0	.00
CALVERTS	45	.00	.00	6	7	14.29-	5	6	16.67-	1	4	75.00-
BOODLES 904	46	.00	.00	5	7	28.57-	5	5	.00	1	2	50.00-
SCHLICHTE STNHGR	47	.00	.00	5	3	66.67	5	3	66.67	3	0	.00
MILLER	48	.00	.00	5	4	25.00	5	3	66.67	3	1	200.00
TANQUERAY/TONIC	49	.00	.07	4	212	98.11-	0	212	100.00-	0	129	100.00-
BULLDOG	50	.00	.00	3	1	200.00	3	1	200.00	1	0	.00

NABCA CLASS REPORT

THIRD QUARTER 2012				GIN					PAGE 11			
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	This Year	Prior Year							
OHIO - D.S.				4302379	4126938	4.25	3163224	3023877	4.61	1086056	1064068	2.07
GIN		5.03	5.32	216455	219744	1.50-	160606	161937	.82-	55569	57201	2.85-
SEAGRAM EXT DRY	1	20.58	21.57	44553	47389	5.98-	32727	34678	5.63-	10928	11614	5.91-
TANQUERAY	2	15.36	15.29	33258	33591	.99-	24594	24686	.37-	8605	8901	3.33-
BURNETT'S GIN	3	8.17	8.25	17674	18129	2.51-	12989	13291	2.27-	4288	4683	8.43-
BOMBAY SAPPHIRE	4	6.67	5.89	14435	12947	11.49	10705	9617	11.31	3898	3518	10.80
NEW AMSTERDAM	5	6.36	5.89	13761	12946	6.30	10138	9631	5.26	3399	3525	3.57-
GILBEYS	6	5.26	5.47	11388	12030	5.34-	8492	8875	4.32-	3025	3196	5.35-
BEEFEATER	7	5.17	5.15	11181	11315	1.18-	8262	8295	.40-	3000	3014	.46-
GORDONS	8	4.49	4.53	9719	9957	2.39-	7240	7412	2.32-	2591	2709	4.36-
CRYSTAL PALACE	9	3.26	3.21	7046	7061	.21-	5290	5275	.28	1828	1842	.76-
HALLERS	10	3.08	3.21	6661	7053	5.56-	4976	5192	4.16-	1708	1820	6.15-
SGRM TWSTD LIME	11	2.54	2.50	5494	5490	.07	4143	4035	2.68	1451	1397	3.87
PARAMOUNT 90	12	2.09	2.32	4531	5103	11.21-	3355	3735	10.17-	1124	1267	11.29-
MCCORMICK	13	1.97	2.13	4273	4679	8.68-	3258	3524	7.55-	1135	1224	7.27-
BARTON	14	1.81	1.73	3912	3793	3.14	2966	2890	2.63	991	1001	1.00-
SEAGRAM DST RES	15	1.55	1.46	3352	3211	4.39	2491	2264	10.03	802	763	5.11
BOMBAY	16	1.47	1.43	3176	3135	1.31	2393	2303	3.91	869	879	1.14-
PARAMOUNT	17	1.37	1.45	2971	3177	6.48-	2253	2380	5.34-	807	837	3.58-
HENDRICKS	18	1.18	.92	2557	2027	26.15	1938	1546	25.36	733	611	19.97
GLENMORE	19	1.17	1.06	2535	2333	8.66	1924	1756	9.57	677	629	7.63
ARISTOCRAT	20	.94	.98	2041	2144	4.80-	1566	1657	5.49-	564	582	3.09-
CALVERTS	21	.85	.90	1834	1982	7.47-	1368	1487	8.00-	489	530	7.74-
FLEISCHMANN'S	22	.65	.63	1410	1374	2.62	1059	1037	2.12	382	380	.53
BOOTH'S	23	.58	.64	1250	1408	11.22-	915	1043	12.27-	300	363	17.36-
TANQURAY RANGPR	24	.52	.58	1119	1270	11.89-	828	915	9.51-	299	320	6.56-
WATERSHED DIST	25	.46	.26	1003	579	73.23	763	532	43.42	292	218	33.94
TANQURAY NO TEN	26	.34	.34	729	741	1.62-	522	519	.58	184	187	1.60-
MEIERS 94	27	.31	.31	665	692	3.90-	502	502	.00	153	163	6.13-
PINNACLE	28	.27	.39	574	852	32.63-	424	606	30.03-	140	184	23.91-
SGRM TWST APPLE	29	.21	.22	458	485	5.57-	332	350	5.14-	122	115	6.09
SGRM ORNGE TWST	30	.20	.22	423	485	12.78-	307	344	10.76-	107	114	6.14-
PLYMOUTH	31	.18	.16	398	344	15.70	303	252	20.24	102	88	15.91
BOODLES 904	32	.16	.19	356	415	14.22-	257	302	14.90-	86	115	25.22-
BROKERS	33	.16	.16	354	355	.28-	268	255	5.10	93	92	1.09
SGRM TWST GRAPE	34	.12	.14	264	299	11.71-	190	212	10.38-	72	75	4.00-
3 ISLANDS	35	.11	.02	245	38	544.74	187	38	392.11	37	19	94.74
BLUECOAT	36	.07	.06	152	137	10.95	113	109	3.67	40	43	6.98-
NOLET'S SILVER	37	.04	.00	90	0	.00	70	0	.00	21	0	.00
MR BSTN ENG MKT	38	.04	.01	88	16	450.00	68	16	325.00	25	16	56.25
CITADELLE	39	.03	.00	70	0	.00	70	0	.00	36	0	.00
BOMBAY SP/GL PK	40	.03	.13	62	293	78.84-	30	138	78.26-	7	111	93.69-
CAORUNN	41	.02	.00	50	1	4900.00	40	1	3900.00	15	1	1400.00
RIGHT	42	.02	.01	46	24	91.67	33	24	37.50	10	7	42.86
DEATH'S DOOR	43	.02	.00	43	0	.00	43	0	.00	15	0	.00
BOMBAY SP/PTCHR	44	.02	.04	40	97	58.76-	37	29	27.59	7	2	250.00
WATERSHED B BRL	45	.02	.00	40	0	.00	40	0	.00	40	0	.00
SMOOTH AMBLR GR	46	.01	.01	30	32	6.25-	17	26	34.62-	6	10	40.00-
RANSOM OLD TOM	47	.01	.00	30	0	.00	30	0	.00	12	0	.00
WHITLEY NEILL	48	.01	.02	27	37	27.03-	11	26	57.69-	0	9	100.00-
SGRM TWIST PNPL	49	.01	.00	15	0	.00	15	0	.00	15	0	.00
ROGUE SPRUCE	50	.01	.01	14	12	16.67	11	9	22.22	3	3	.00

NABCA CLASS REPORT

THIRD QUARTER 2012				GIN					PAGE 12			
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	This Year	Prior Year							
OREGON - D.S.				2718285	2602215	4.46	1993627	1894190	5.25	709583	680780	4.23
GIN		4.59	4.65	124896	120950	3.26	95149	91052	4.50	36794	35278	4.30
MONARCH	1	14.80	15.89	18483	19221	3.84-	13633	14795	7.85-	4785	5455	12.28-
TANQUERAY	2	13.24	13.32	16535	16116	2.60	12634	12055	4.80	5057	4785	5.68
GORDONS	3	9.66	9.73	12070	11773	2.52	9358	9140	2.39	3555	3690	3.66-
BOMBAY SAPPHIRE	4	8.54	8.13	10663	9835	8.42	8032	7375	8.91	3125	2909	7.43
GILBEYS	5	6.62	6.44	8271	7786	6.23	6237	5843	6.74	2294	2241	2.37
SEAGRAM EXT DRY	6	5.48	5.79	6841	6998	2.24-	5073	5048	.50	2207	2126	3.81
POTTERS	7	4.98	5.53	6218	6691	7.07-	4870	4826	.91	1769	1612	9.74
NEW AMSTERDAM	8	4.47	4.08	5579	4933	13.10	4332	3830	13.11	1796	1598	12.39
BEEFEATER	9	4.40	4.32	5495	5228	5.11	4201	3994	5.18	1606	1567	2.49
BURNETT'S GIN	10	3.76	3.59	4698	4337	8.32	3719	3280	13.38	1503	1204	24.83
MCCORMICK	11	3.20	3.48	3997	4206	4.97-	3081	3133	1.66-	1091	1078	1.21
SGRM TWSTD LIME	12	2.38	2.17	2968	2626	13.02	2241	1971	13.70	955	864	10.53
BOMBAY	13	2.02	2.18	2520	2632	4.26-	1871	1849	1.19	714	679	5.15
BOORDS	14	1.93	1.95	2415	2355	2.55	1869	1762	6.07	700	646	8.36
CRATER LAKE	15	1.85	1.55	2314	1875	23.41	1853	1498	23.70	810	655	23.66
FLEISCHMANN'S	16	1.84	1.52	2302	1836	25.38	1849	1385	33.50	721	510	41.37
HENDRICKS	17	1.72	1.51	2145	1825	17.53	1636	1406	16.36	667	576	15.80
BOOTH'S	18	1.21	1.50	1511	1819	16.93-	1115	1346	17.16-	392	470	16.60-
AVIATION	19	1.18	.98	1472	1190	23.70	1139	905	25.86	475	348	36.49
TANQURAY RANGPR	20	1.17	1.15	1462	1385	5.56	1109	1047	5.92	474	427	11.01
BROKERS	21	.65	.54	816	656	24.39	616	523	17.78	275	271	1.48
BARON ROTHCHILD	22	.63	.63	792	756	4.76	610	558	9.32	224	200	12.00
TANQURAY NO TEN	23	.57	.58	716	698	2.58	534	504	5.95	196	199	1.51-
PLYMOUTH	24	.35	.29	441	347	27.09	335	258	29.84	136	95	43.16
OLD TOM	25	.35	.30	436	365	19.45	328	267	22.85	130	97	34.02
BOODLES 904	26	.32	.37	401	446	10.09-	302	351	13.96-	109	142	23.24-
MONOPOLOWA VIEN	27	.27	.17	331	211	56.87	259	179	44.69	111	77	44.16
DESERT JUNIPER	28	.23	.24	291	285	2.11	215	213	.94	84	98	14.29-
RANSOM SMALLS	29	.22	.16	269	188	43.09	218	146	49.32	94	56	67.86
12 BRIDGES	30	.17	.36	215	431	50.12-	98	312	68.59-	0	126	100.00-
ORGANIC NATION	31	.17	.16	210	195	7.69	162	147	10.20	69	63	9.52
NEW DEAL NO 3	32	.16	.11	197	127	55.12	159	110	44.55	68	45	51.11
DRY FLY	33	.15	.10	188	124	51.61	151	93	62.37	71	38	86.84
ROGUE SPRUCE	34	.10	.11	130	137	5.11-	97	101	3.96-	39	40	2.50-
CITADELLE	35	.09	.05	109	56	94.64	95	46	106.52	47	19	147.37
DAMRAK	36	.08	.03	106	39	171.79	84	32	162.50	39	14	178.57
MAGELLAN	37	.08	.08	105	100	5.00	80	73	9.59	32	27	18.52
PINNACLE	38	.08	.02	102	30	240.00	97	21	361.90	0	5	100.00-
SGRM ORNGE TWST	39	.08	.08	101	100	1.00	81	82	1.22-	27	33	18.18-
BEEFEATER 24	40	.08	.04	98	49	100.00	71	38	86.84	25	20	25.00
MILLER	41	.07	.06	82	78	5.13	63	59	6.78	29	20	45.00
BELLRINGER	42	.06	.06	74	71	4.23	57	52	9.62	22	17	29.41
PLATINUM 7X	43	.06	.06	74	73	1.37	56	67	16.42-	21	25	16.00-
ROGUE PINK SPRC	44	.06	.05	69	61	13.11	51	44	15.91	20	18	11.11
NEW DEAL NO 1	45	.05	.03	66	34	94.12	53	30	76.67	21	13	61.54
CRICKET CLUB	46	.04	.06	53	68	22.06-	38	52	26.92-	15	22	31.82-
MERRYLEGS	47	.04	.00	49	0	.00	46	0	.00	21	0	.00
HAYMAN OLD TOM	48	.03	.02	35	23	52.17	29	16	81.25	13	3	333.33
BOMBAY SAP EAST	49	.02	.00	30	0	.00	30	0	.00	29	0	.00
MILLER WESTBRNE	50	.02	.02	29	26	11.54	24	19	26.32	8	6	33.33

NABCA CLASS REPORT

THIRD QUARTER 2012				GIN					PAGE 13			
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									
PENNSYLVANIA - D.S.				6613029	6355139	4.06	4866934	4671926	4.17	1595655	1594029	.10
GIN		4.32	4.42	285979	281021	1.76	215256	209880	2.56	73592	75008	1.89-
TANQUERAY	1	13.48	13.67	38546	38417	.34	28819	28669	.52	9962	10807	7.82-
BANKERS CLUB	2	12.32	12.37	35227	34751	1.37	26589	26033	2.14	8784	8830	.52-
GORDONS	3	11.27	12.83	32221	36044	10.61-	24414	26965	9.46-	8069	9696	16.78-
SEAGRAM EXT DRY	4	9.81	10.33	28066	29039	3.35-	20806	21646	3.88-	6652	7786	14.56-
CRYSTAL PALACE	5	7.23	7.06	20670	19836	4.20	15550	14814	4.97	5203	4953	5.05
BOMBAY SAPPHIRE	6	6.39	6.00	18288	16871	8.40	13758	12485	10.20	4743	4369	8.56
BEEFEATER	7	6.20	6.38	17738	17928	1.06-	13209	12933	2.13	4728	4780	1.09-
GILBEYS	8	5.74	5.16	16402	14511	13.03	12585	11004	14.37	4354	4015	8.44
BURNETT'S GIN	9	5.01	4.79	14329	13469	6.39	10720	10190	5.20	3570	3834	6.89-
NEW AMSTERDAM	10	4.89	4.09	13977	11492	21.62	10665	8837	20.69	3710	3064	21.08
LONDON TOWER	11	3.11	3.40	8907	9565	6.88-	6420	7215	11.02-	2072	2532	18.17-
SGRM TWSTD LIME	12	2.91	3.01	8312	8449	1.62-	6533	6499	.52	2189	2546	14.02-
BOMBAY	13	2.71	2.26	7737	6363	21.59	5699	4810	18.48	2088	1469	42.14
HENDRICKS	14	1.76	1.26	5035	3538	42.31	3784	2753	37.45	1473	962	53.12
FLEISCHMANN'S	15	1.53	1.30	4371	3656	19.56	3571	2773	28.78	1643	1067	53.98
TANQUAY RANGPR	16	1.02	1.10	2908	3101	6.22-	2173	2253	3.55-	880	895	1.68-
KASSER 51	17	.98	1.14	2800	3210	12.77-	2072	2315	10.50-	705	770	8.44-
BOOTH'S	18	.89	1.03	2542	2907	12.56-	1878	2061	8.88-	637	737	13.57-
BLUECOAT	19	.88	.86	2504	2430	3.05	1929	1866	3.38	596	823	27.58-
TANQUAY NO TEN	20	.49	.48	1404	1346	4.31	943	938	.53	296	367	19.35-
PINNACLE	21	.47	.59	1339	1656	19.14-	997	1102	9.53-	429	295	45.42
PLYMOUTH	22	.32	.26	929	734	26.57	749	554	35.20	263	199	32.16
CITADELLE	23	.16	.02	451	46	880.43	344	46	647.83	141	46	206.52
BELLRINGER	24	.12	.00	347	0	.00	304	0	.00	118	0	.00
TUB DRY GIN	25	.08	.05	218	138	57.97	184	94	95.74	27	29	6.90-
BEEFEATER 24	26	.08	.06	218	158	37.97	170	133	27.82	79	48	64.58
BROKERS	27	.04	.00	118	0	.00	118	0	.00	81	0	.00
MILLER WESTBRNE	28	.03	.02	92	56	64.29	63	50	26.00	26	22	18.18
HAYMAN OLD TOM	29	.03	.02	87	45	93.33	68	45	51.11	24	19	26.32
JUNIPERO	30	.03	.02	74	43	72.09	56	42	33.33	21	16	31.25
NOLET'S SILVER	31	.02	.00	67	1	6600.00	47	1	4600.00	16	1	1500.00
OLD RAJ DRY 92	32	.01	.00	18	13	38.46	14	13	7.69	5	4	25.00
RANSOM OLD TOM	33	.00	.00	12	2	500.00	9	2	350.00	3	2	50.00
SGRM TWST GRAPE	34	.00	.20	10	559	98.21-	3	445	99.33-	0	16	100.00-
SGRM TWST APPLE	35	.00	.19	3	530	99.43-	2	277	99.28-	0	4	100.00-
THE BOTANIST	36	.00	.00	3	0	.00	3	0	.00	1	0	.00
FARMERS BTN ORG	37	.00	.00	3	0	.00	3	0	.00	2	0	.00
GENEVIEVE	38	.00	.00	2	0	.00	2	0	.00	0	0	.00
SENECA DRUM	39	.00	.00	2	0	.00	2	0	.00	1	0	.00
STANDING GUARD	40	.00	.00	1	4	75.00-	0	4	100.00-	0	3	100.00-
AVIATION	41	.00	.00	1	0	.00	1	0	.00	1	0	.00
NEW AMSTDM/2 GL	42	.00	.04	0	105	100.00-	0	8	100.00-	0	0	.00
OLD RAJ 110	43	.00	.00	0	1	100.00-	0	1	100.00-	0	0	.00
DRY FLY	44	.00	.00	0	3	100.00-	0	3	100.00-	0	2	100.00-
FIVE OCLOCK	45	.00	.00	0	2	100.00-	0	0	.00	0	0	.00
GORDONS TWIN PK	46	.00	.00	0	1	100.00-	0	1	100.00-	0	0	.00
SEAGRAM DST RES	47	.00	.00	0	1	100.00-	0	0	.00	0	0	.00

NABCA CLASS REPORT

THIRD QUARTER 2012				GIN					PAGE 16			
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									
VIRGINIA - D.S.				3763964	3638569	3.45	2725764	2630583	3.62	928024	916389	1.27
GIN		6.39	6.68	240678	243034	.97-	178043	178953	.51-	61074	62228	1.85-
SEAGRAM EXT DRY	1	24.35	25.94	58604	63045	7.04-	42361	45407	6.71-	13968	15041	7.13-
BARTON	2	13.87	13.74	33392	33399	.02-	24696	24725	.12-	8059	8123	.79-
ARISTOCRAT	3	9.78	9.98	23548	24264	2.95-	17480	17916	2.43-	5816	6044	3.77-
TANQUERAY	4	8.06	8.28	19399	20131	3.64-	14528	14573	.31-	5296	5405	2.02-
GORDONS	5	5.92	5.90	14246	14328	.57-	10526	10900	3.43-	3648	4294	15.04-
BURNETT'S GIN	6	5.25	5.01	12643	12175	3.84	9704	9423	2.98	3490	3455	1.01
BOMBAY SAPPHIRE	7	5.01	4.61	12068	11216	7.60	9059	8368	8.26	3286	3100	6.00
SGRM TWSTD LIME	8	3.96	3.71	9542	9008	5.93	7147	6706	6.58	2561	2411	6.22
BEEFEATER	9	3.47	3.39	8344	8227	1.42	6185	6113	1.18	2233	2157	3.52
GILBEYS	10	3.10	3.31	7455	8033	7.20-	5747	5839	1.58-	2060	1918	7.40
NEW AMSTERDAM	11	3.01	1.98	7236	4822	50.06	5556	3682	50.90	1991	1450	37.31
BOWMAN'S	12	2.95	3.08	7105	7482	5.04-	5272	5562	5.21-	1773	1930	8.13-
FLEISCHMANN'S	13	1.96	1.99	4708	4842	2.77-	3426	3511	2.42-	1135	1165	2.58-
BOMBAY	14	1.50	1.49	3622	3622	.00	2741	2770	1.05-	972	1042	6.72-
SEAGRAM DR 94P	15	1.42	1.31	3410	3182	7.17	2465	2343	5.21	813	843	3.56-
HENDRICKS	16	1.28	1.01	3081	2451	25.70	2367	1898	24.71	881	754	16.84
BOOTH'S	17	.91	1.29	2191	3143	30.29-	1605	2218	27.64-	542	699	22.46-
TANQURAY RANGPR	18	.67	.60	1603	1456	10.10	1219	1106	10.22	501	418	19.86
CITADELLE	19	.55	.46	1330	1128	17.91	1068	887	20.41	405	343	18.08
PINNACLE	20	.41	.36	988	874	13.04	729	662	10.12	242	234	3.42
TANQURAY NO TEN	21	.28	.32	683	766	10.84-	473	555	14.77-	165	196	15.82-
SGRM ORNGE TWST	22	.25	.25	599	601	.33-	430	441	2.49-	131	150	12.67-
BROKERS	23	.23	.17	563	407	38.33	424	312	35.90	153	115	33.04
PLYMOUTH	24	.23	.21	553	499	10.82	387	368	5.16	142	131	8.40
ODESSE	25	.20	.22	477	528	9.66-	353	382	7.59-	112	124	9.68-
SENATOR CLUB	26	.18	.20	426	498	14.46-	313	354	11.58-	99	109	9.17-
BLUECOAT	27	.15	.12	362	287	26.13	271	221	22.62	108	92	17.39
SGRM TWST APPLE	28	.13	.13	317	305	3.93	236	218	8.26	79	73	8.22
MCCORMICK	29	.12	.15	299	373	19.84-	222	275	19.27-	70	82	14.63-
BOODLES 904	30	.11	.13	274	317	13.56-	200	234	14.53-	71	85	16.47-
TANQUERAY/SLEEV	31	.11	.00	262	0	.00	65	0	.00	2	0	.00
JACQUIN ORANGE	32	.09	.09	214	211	1.42	155	148	4.73	49	40	22.50
SGRM TWST GRAPE	33	.09	.10	206	235	12.34-	149	179	16.76-	50	54	7.41-
NEW AMSTDM/R GL	34	.07	.04	168	86	95.35	3	1	200.00	0	0	.00
SUNSET HILLS VA	35	.06	.05	141	126	11.90	99	88	12.50	37	33	12.12
CATOCTN CRK WTR	36	.05	.04	128	109	17.43	95	83	14.46	33	29	13.79
BOMBAY SP/GL PK	37	.05	.07	109	164	33.54-	20	8	150.00	0	0	.00
BEEFEATER 24	38	.05	.00	109	0	.00	81	0	.00	31	0	.00
SGRM TWST RSPBY	39	.03	.07	82	169	51.48-	39	118	66.95-	0	42	100.00-
CAORUNN	40	.02	.00	47	0	.00	47	0	.00	32	0	.00
CARDINAL	41	.01	.00	34	0	.00	23	0	.00	9	0	.00
SMOOTH AMBLR GR	42	.01	.00	20	11	81.82	15	9	66.67	8	3	166.67
MR BOSTON RIVA	43	.01	.00	16	0	.00	15	0	.00	7	0	.00
BEEFEATER/CRDLE	44	.01	.00	15	4	275.00	0	4	100.00-	0	4	100.00-
LEOPLD SM BATCH	45	.01	.01	15	20	25.00-	13	12	8.33	4	4	.00
OLD RAJ 110	46	.00	.00	9	8	12.50	7	5	40.00	2	3	33.33-
NO. 209	47	.00	.00	9	4	125.00	8	4	100.00	3	1	200.00
MAGELLAN	48	.00	.00	8	2	300.00	5	2	150.00	2	1	100.00
JUNIPERO	49	.00	.00	5	1	400.00	4	1	300.00	0	0	.00
VAN GOGH	50	.00	.00	3	0	.00	2	0	.00	0	0	.00

NABCA CLASS REPORT

THIRD QUARTER 2012				GIN					PAGE 17			
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									
WEST VIRGINIA - D. S.				655284	644499	1.67	502793	496534	1.26	200156	202231	1.03-
GIN		2.58	2.63	16879	16951	.42-	12709	12769	.47-	4936	5150	4.16-
SEAGRAM EXT DRY	1	20.40	19.63	3443	3327	3.49	2618	2550	2.67	1099	1080	1.76
TANQUERAY	2	13.78	13.42	2326	2275	2.24	1777	1782	.28-	733	813	9.84-
MCCALLS	3	10.18	10.51	1718	1782	3.59-	1243	1282	3.04-	413	439	5.92-
GORDONS	4	7.66	7.52	1293	1275	1.41	972	926	4.97	350	353	.85-
BOMBAY SAPPHIRE	5	5.74	5.16	969	874	10.87	802	711	12.80	385	355	8.45
BARTON	6	5.51	5.57	930	944	1.48-	690	707	2.40-	236	244	3.28-
GILBEYS	7	5.23	5.33	883	903	2.21-	642	659	2.58-	232	250	7.20-
MCCORMICK	8	4.75	5.01	802	849	5.54-	598	618	3.24-	199	202	1.49-
BEEFEATER	9	4.75	5.01	802	849	5.54-	601	626	3.99-	245	285	14.04-
FLEISCHMANN'S	10	4.10	4.41	692	747	7.36-	493	545	9.54-	158	180	12.22-
BOWMAN'S	11	3.02	3.04	510	515	.97-	382	362	5.52	138	115	20.00
CALVERTS	12	3.01	3.35	508	568	10.56-	363	404	10.15-	124	144	13.89-
BURNETT'S GIN	13	2.46	2.63	416	445	6.52-	330	365	9.59-	140	176	20.45-
NEW AMSTERDAM	14	2.09	2.46	352	417	15.59-	265	331	19.94-	111	139	20.14-
BOMBAY	15	1.14	1.13	193	192	.52	140	154	9.09-	65	59	10.17
SGRM TWSTD LIME	16	.89	.84	151	142	6.34	124	113	9.73	49	51	3.92-
HENDRICKS	17	.86	.61	146	103	41.75	122	84	45.24	56	37	51.35
TANQUERAY RANGPR	18	.60	.70	101	118	14.41-	74	89	16.85-	26	37	29.73-
SMOOTH AMBLR GR	19	.57	.66	96	112	14.29-	69	82	15.85-	25	44	43.18-
GLENMORE	20	.51	.41	86	70	22.86	63	50	26.00	23	16	43.75
KAMCHATKA	21	.31	.38	53	64	17.19-	40	46	13.04-	13	14	7.14-
TANQUERAY NO TEN	22	.30	.26	51	44	15.91	37	28	32.14	12	8	50.00
DEUCES WILD DLT	23	.29	.19	49	33	48.48	34	24	41.67	11	8	37.50
ARISTOCRAT	24	.28	.33	48	56	14.29-	33	41	19.51-	10	15	33.33-
CRYSTAL PALACE	25	.25	.23	43	39	10.26	35	27	29.63	8	10	20.00-
BOMBAY SP/CL GL	26	.23	.17	39	28	39.29	32	26	23.08	26	26	.00
SGRM ORNGE TWST	27	.17	.24	28	40	30.00-	21	32	34.38-	11	11	.00
BROKERS	28	.15	.05	26	8	225.00	15	5	200.00	5	0	.00
JACQUIN ORANGE	29	.12	.17	21	28	25.00-	12	17	29.41-	7	6	16.67
PLYMOUTH	30	.11	.12	18	20	10.00-	13	15	13.33-	6	6	.00
BOOTH'S	31	.09	.08	16	13	23.08	12	10	20.00	2	2	.00
BEEFEATER 24	32	.07	.07	11	12	8.33-	7	12	41.67-	2	9	77.78-
RANSOM SMALLS	33	.07	.00	11	0	.00	11	0	.00	3	0	.00
BOODLES 904	34	.07	.11	11	18	38.89-	6	12	50.00-	0	5	100.00-
SEAGRAM DR 94P	35	.06	.17	10	29	65.52-	7	24	70.83-	2	7	71.43-
SMTH AMBLR BRRL	36	.04	.00	6	0	.00	6	0	.00	0	0	.00
UNDO'S	37	.03	.00	5	0	.00	5	0	.00	5	0	.00
MR BOSTON RIVA	38	.02	.00	3	0	.00	3	0	.00	3	0	.00
SILVERTIP	39	.02	.00	3	0	.00	3	0	.00	0	0	.00
MAGELLAN	40	.02	.00	3	0	.00	2	0	.00	1	0	.00
ROGUE PINK SPRC	41	.01	.00	2	0	.00	2	0	.00	0	0	.00
ROGUE SPRUCE	42	.01	.00	2	0	.00	2	0	.00	0	0	.00
DAMRAK	43	.01	.02	2	3	33.33-	2	3	33.33-	1	2	50.00-
SGRM TWIST PNPL	44	.01	.00	1	0	.00	1	0	.00	1	0	.00
NOLET'S SILVER	45	.00	.01	0	2	100.00-	0	2	100.00-	0	2	100.00-
QUINTESSENTIAL	46	.00	.04	0	7	100.00-	0	5	100.00-	0	0	.00

NABCA CLASS REPORT

THIRD QUARTER 2012				GIN					PAGE 18			
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	This Year	Prior Year							
WYOMING - D.S.				494034	471339	4.82	365653	350563	4.30	133092	129606	2.69
GIN		2.67	2.65	13170	12497	5.39	10340	9694	6.66	4265	4065	4.92
TANQUERAY	1	20.45	20.68	2693	2585	4.18	2129	2002	6.34	923	835	10.54
BOMBAY SAPPHIRE	2	11.06	10.47	1457	1309	11.31	1123	993	13.09	542	493	9.94
GORDONS	3	9.80	10.23	1291	1278	1.02	985	1015	2.96-	395	451	12.42-
POTTERS	4	9.32	9.99	1228	1248	1.60-	937	947	1.06-	329	339	2.95-
FLEISCHMANN'S	5	8.34	8.79	1098	1099	.09-	852	875	2.63-	288	340	15.29-
CALVERTS	6	7.28	6.96	959	870	10.23	734	651	12.75	280	247	13.36
GILBEYS	7	6.41	6.99	844	873	3.32-	683	688	.73-	295	278	6.12
BEEFEATER	8	5.44	5.54	717	692	3.61	581	543	7.00	235	233	.86
SEAGRAM EXT DRY	9	4.72	4.88	621	610	1.80	497	488	1.84	196	200	2.00-
NEW AMSTERDAM	10	3.71	2.46	488	308	58.44	383	248	54.44	164	105	56.19
HENDRICKS	11	2.39	1.99	315	249	26.51	265	200	32.50	120	92	30.43
BOMBAY	12	2.02	2.06	266	258	3.10	209	194	7.73	98	101	2.97-
SGRM TWSTD LIME	13	1.99	2.08	262	260	.77	223	207	7.73	96	93	3.23
TANQUERAY RANGPR	14	1.51	1.54	199	192	3.65	164	150	9.33	75	65	15.38
BARTON	15	1.30	1.22	171	152	12.50	129	112	15.18	46	43	6.98
BURNETT'S GIN	16	1.26	1.19	166	149	11.41	129	117	10.26	35	42	16.67-
TANQUERAY NO TEN	17	.76	.82	100	103	2.91-	79	82	3.66-	36	41	12.20-
BOODLES 904	18	.62	.59	82	74	10.81	63	60	5.00	30	25	20.00
PRESTIGE	19	.37	.13	49	16	206.25	40	16	150.00	15	10	50.00
RANSOM OLD TOM	20	.22	.00	29	0	.00	19	0	.00	6	0	.00
BROKERS	21	.10	.08	13	10	30.00	9	6	50.00	7	2	250.00
MR BOSTON RIVA	22	.08	.45	10	56	82.14-	10	33	69.70-	10	4	150.00
MAGELLAN	23	.07	.06	9	8	12.50	7	7	.00	3	2	50.00
PLYMOUTH	24	.07	.06	9	7	28.57	9	5	80.00	6	1	500.00
YAHARA BAY	25	.05	.02	7	2	250.00	4	2	100.00	2	2	.00
DRY FLY	26	.05	.06	7	7	.00	6	6	.00	5	3	66.67
LEOPLD SM BATCH	27	.05	.05	6	6	.00	4	5	20.00-	3	1	200.00
JACKALOPE	28	.04	.02	5	3	66.67	3	0	.00	0	0	.00
MILLER	29	.04	.04	5	5	.00	3	5	40.00-	1	1	.00
AVIATION	30	.04	.01	5	1	400.00	4	0	.00	2	0	.00
MR BSTN ENG MKT	31	.04	.00	5	0	.00	5	0	.00	5	0	.00
CITADELLE	32	.03	.02	4	2	100.00	4	1	300.00	0	0	.00
POCKET SHOTS	33	.03	.02	4	2	100.00	3	2	50.00	0	1	100.00-
JUNIPERO	34	.03	.02	4	2	100.00	4	2	100.00	1	1	.00
13TH COLONY	35	.02	.00	3	0	.00	3	0	.00	0	0	.00
CRATER LAKE	36	.02	.02	3	2	50.00	3	2	50.00	0	2	100.00-
GREENALLS	37	.02	.00	3	0	.00	3	0	.00	0	0	.00
MILLER WESTBRNE	38	.02	.02	2	2	.00	2	2	.00	1	1	.00
JUNIPER GREEN	39	.02	.01	2	1	100.00	2	1	100.00	0	1	100.00-
SACRED	40	.02	.00	2	0	.00	2	0	.00	1	0	.00
SGRM TWST RSPBY	41	.02	.01	2	1	100.00	1	0	.00	0	0	.00
SGRM TWIST PNPL	42	.02	.00	2	0	.00	2	0	.00	1	0	.00
HAYMAN OLD TOM	43	.02	.00	2	0	.00	2	0	.00	0	0	.00
CAORUNN	44	.02	.00	2	0	.00	2	0	.00	1	0	.00
SGRM ORNGE TWST	45	.02	.00	2	0	.00	2	0	.00	1	0	.00
HERITAGE	46	.02	.07	2	9	77.78-	2	9	77.78-	2	0	.00
BOOTH'S	47	.02	.03	2	4	50.00-	2	4	50.00-	0	1	100.00-
BLUECOAT	48	.02	.01	2	1	100.00	2	1	100.00	1	0	.00
BULLDOG	49	.01	.00	1	0	.00	1	0	.00	1	0	.00
ST GEO DRY RYE	50	.01	.00	1	0	.00	1	0	.00	1	0	.00

NABCA CLASS REPORT

THIRD QUARTER 2012				GIN					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
GIN		5.71	5.80	21973	21802	.78	16281	16005	1.72	5762	5682	1.41
TANQUERAY	1	17.15	17.08	3769	3723	1.24	2838	2852	.49-	1099	1047	4.97
BOMBAY SAPPHIRE	2	12.66	12.52	2781	2730	1.87	1973	1876	5.17	680	639	6.42
BEEFEATER	3	11.02	12.25	2421	2670	9.33-	1855	1973	5.98-	622	650	4.31-
GORDONS	4	9.91	11.14	2177	2429	10.37-	1560	1760	11.36-	609	646	5.73-
SEAGRAM EXT DRY	5	6.83	7.41	1500	1616	7.18-	1096	1153	4.94-	346	388	10.82-
ARISTOCRAT	6	6.30	6.13	1385	1337	3.59	1028	1015	1.28	334	355	5.92-
NEW AMSTERDAM	7	5.51	4.89	1211	1067	13.50	929	809	14.83	330	290	13.79
BURNETT'S GIN	8	5.41	5.18	1188	1129	5.23	904	858	5.36	290	314	7.64-
GILBEYS	9	5.24	4.79	1151	1044	10.25	919	802	14.59	326	278	17.27
BOMBAY	10	4.21	3.76	926	819	13.06	629	550	14.36	208	219	5.02-
HENDRICKS	11	3.87	3.29	851	718	18.52	623	540	15.37	220	204	7.84
BOWMAN'S	12	3.45	3.55	758	773	1.94-	577	588	1.87-	210	205	2.44
PINNACLE	13	1.67	1.52	366	332	10.24	255	244	4.51	83	81	2.47
FLEISCHMANN'S	14	.89	1.11	195	243	19.75-	133	145	8.28-	44	51	13.73-
PLYMOUTH	15	.85	.97	186	212	12.26-	135	158	14.56-	49	65	24.62-
BOOTH'S	16	.85	.77	186	167	11.38	135	122	10.66	45	40	12.50
TANQUERAY RANGPR	17	.83	.96	183	210	12.86-	141	155	9.03-	53	63	15.87-
TANQUERAY NO TEN	18	.60	.65	131	142	7.75-	89	100	11.00-	38	44	13.64-
BARTON	19	.33	.41	73	89	17.98-	51	69	26.09-	14	20	30.00-
BEEFEATER 24	20	.30	.00	67	0	.00	61	0	.00	23	0	.00
SGRM TWSTD LIME	21	.28	.25	61	55	10.91	50	43	16.28	15	15	.00
BROKERS	22	.28	.22	61	47	29.79	52	38	36.84	16	13	23.08
BOODLES 904	23	.24	.26	52	57	8.77-	35	45	22.22-	12	16	25.00-
BLUECOAT	24	.22	.08	48	17	182.35	33	16	106.25	13	9	44.44
GREENALLS	25	.20	.00	44	0	.00	44	0	.00	31	0	.00
SEAGRAM DST RES	26	.20	.19	44	41	7.32	26	31	16.13-	10	12	16.67-
CITADELLE	27	.12	.10	26	21	23.81	19	17	11.76	7	5	40.00
THE BOTANIST	28	.11	.00	24	0	.00	24	0	.00	15	0	.00
HAYMAN OLD TOM	29	.09	.02	19	5	280.00	15	5	200.00	5	4	25.00
BEEFEATER/SHAKR	30	.08	.16	18	35	48.57-	2	2	.00	0	0	.00
CALVERTS	31	.06	.06	13	14	7.14-	10	9	11.11	4	3	33.33
JUNIPER GREEN	32	.04	.06	8	14	42.86-	6	6	.00	3	0	.00
CATOCTN CRK WTR	33	.04	.02	8	5	60.00	7	5	40.00	1	1	.00
SGRM TWST APPLE	34	.03	.05	6	10	40.00-	5	6	16.67-	1	1	.00
SMOOTH AMBLR GR	35	.03	.00	6	1	500.00	5	1	400.00	1	1	.00
BOOMSMA JONGE	36	.02	.00	5	0	.00	3	0	.00	0	0	.00
DEATH'S DOOR	37	.02	.01	4	3	33.33	1	2	50.00-	1	0	.00
BOOMSMA OUDE	38	.01	.00	3	1	200.00	1	1	.00	0	0	.00
RIGHT	39	.01	.00	3	0	.00	2	0	.00	1	0	.00
NO. 209	40	.01	.00	3	0	.00	2	0	.00	1	0	.00
BULLDOG	41	.01	.00	3	0	.00	1	0	.00	0	0	.00
SGRM ORNGE TWST	42	.01	.01	3	3	.00	1	2	50.00-	0	1	100.00-
BRRT TRUTH SLOE	43	.01	.01	2	3	33.33-	2	3	33.33-	0	1	100.00-
RANSOM SMALLS	44	.01	.00	2	0	.00	2	0	.00	2	0	.00
NOLET'S SILVER	45	.01	.00	2	0	.00	2	0	.00	0	0	.00
BOMBAY SPPHR/GL	46	.00	.06	0	12	100.00-	0	0	.00	0	0	.00
QUINTESSENTIAL	47	.00	.02	0	4	100.00-	0	0	.00	0	0	.00
VAN GOGH	48	.00	.02	0	4	100.00-	0	4	100.00-	0	1	100.00-

NABCA CLASS REPORT

THIRD QUARTER 2012				GIN						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
GIN		8.88	9.93	143000	157319	9.10-	103428	115092	10.13-	31610	34546	8.50-
SEAGRAM EXT DRY	1	61.81	61.83	88387	97274	9.14-	63926	71002	9.97-	19219	20786	7.54-
NEW AMSTERDAM	2	11.94	14.48	17076	22773	25.02-	11864	16744	29.14-	3337	4749	29.73-
TANQUERAY	3	5.59	5.01	7987	7888	1.26	5789	5685	1.83	1865	1874	.48-
ARISTOCRAT	4	2.59	2.43	3710	3824	2.98-	2706	2858	5.32-	875	939	6.82-
SGRM TWSTD LIME	5	1.78	1.63	2550	2561	.43-	1904	1888	.85	603	554	8.84
BURNETT'S GIN	6	1.44	1.39	2053	2192	6.34-	1529	1661	7.95-	542	540	.37
CROWN RUSSE	7	1.43	1.29	2047	2024	1.14	1515	1548	2.13-	488	548	10.95-
TAACA	8	1.39	1.08	1991	1706	16.71	1509	1267	19.10	500	410	21.95
BOMBAY SAPPHIRE	9	1.33	1.14	1903	1788	6.43	1417	1332	6.38	478	472	1.27
MILES	10	1.32	1.34	1889	2101	10.09-	1389	1505	7.71-	439	456	3.73-
GORDONS	11	1.26	1.22	1804	1927	6.38-	1346	1398	3.72-	455	466	2.36-
GILBEYS	12	1.23	1.13	1761	1781	1.12-	1328	1330	.15-	465	474	1.90-
MIMS DELUXE	13	1.11	.99	1587	1555	2.06	1191	1130	5.40	399	364	9.62
BEEFEATER	14	.97	.89	1390	1398	.57-	1025	1008	1.69	318	340	6.47-
BARTON	15	.89	.81	1273	1267	.47	952	937	1.60	315	301	4.65
MCCORMICK	16	.82	.80	1177	1265	6.96-	870	897	3.01-	250	290	13.79-
SEAGRAM DR 94P	17	.61	.54	879	845	4.02	630	607	3.79	189	201	5.97-
BOMBAY	18	.45	.39	645	616	4.71	477	483	1.24-	163	170	4.12-
HENDRICKS	19	.36	.27	518	425	21.88	405	328	23.48	158	135	17.04
DEUCES WILD DLT	20	.19	.20	271	315	13.97-	190	231	17.75-	64	79	18.99-
TANQURAY RANGPR	21	.14	.14	203	221	8.14-	148	170	12.94-	71	57	24.56
SGRM TWST APPLE	22	.14	.15	195	230	15.22-	136	159	14.47-	45	45	.00
SGRM TWST GRAPE	23	.13	.10	187	165	13.33	143	124	15.32	59	28	110.71
SGRM GN/DU-RAG	24	.11	.00	158	0	.00	0	0	.00	0	0	.00
LEGENDRE MINT	25	.11	.13	151	209	27.75-	106	146	27.40-	33	40	17.50-
SGRM TWIST PNPL	26	.09	.00	127	0	.00	127	0	.00	45	0	.00
BOOTH'S	27	.09	.10	122	158	22.78-	88	110	20.00-	25	35	28.57-
SGRM ORNGE TWST	28	.08	.07	118	104	13.46	92	73	26.03	25	17	47.06
BOMBAY SPPH FLK	29	.07	.05	98	85	15.29	72	61	18.03	22	22	.00
TANQURAY NO TEN	30	.07	.05	97	76	27.63	65	51	27.45	25	14	78.57
FLEISCHMANN'S	31	.06	.06	84	98	14.29-	61	71	14.08-	16	20	20.00-
PINNACLE	32	.05	.06	72	101	28.71-	47	70	32.86-	18	14	28.57
IVANABITCH	33	.04	.03	60	47	27.66	53	27	96.30	18	24	25.00-
PLYMOUTH	34	.04	.03	55	52	5.77	41	39	5.13	10	12	16.67-
BOMBAY SP/GL PK	35	.03	.03	47	44	6.82	3	0	.00	0	0	.00
BOODLES 904	36	.03	.03	46	52	11.54-	33	45	26.67-	11	20	45.00-
PLTMN 7X/375ML	37	.03	.00	45	0	.00	45	0	.00	22	0	.00
MAGELLAN	38	.03	.03	42	50	16.00-	36	41	12.20-	15	13	15.38
SGRM TW PNPL CL	39	.03	.00	36	0	.00	36	0	.00	1	0	.00
BEEFEATER 24	40	.01	.00	20	0	.00	8	0	.00	2	0	.00
CORSAIR	41	.01	.00	16	0	.00	16	0	.00	3	0	.00
EDINBURGH	42	.01	.00	15	0	.00	13	0	.00	3	0	.00
BULLDOG	43	.01	.01	13	13	.00	12	13	7.69-	6	5	20.00
CALVERTS	44	.01	.01	11	23	52.17-	9	17	47.06-	0	6	100.00-
PLATINUM 7X	45	.01	.00	11	0	.00	11	0	.00	0	0	.00
BRISTOW	46	.01	.00	10	0	.00	10	0	.00	1	0	.00
MILLER	47	.01	.00	8	2	300.00	7	0	.00	2	0	.00
DEATH'S DOOR	48	.00	.00	7	2	250.00	5	2	150.00	1	1	.00
SGRM TWST RSPBY	49	.00	.00	6	1	500.00	6	1	500.00	2	0	.00
BLACKWOOD'S	50	.00	.00	6	4	50.00	4	4	.00	2	4	50.00-

NABCA CLASS REPORT

THIRD QUARTER 2012				GIN						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
GIN		5.30	5.56	2202026	2229833	1.25-	1640736	1652588	.72-	578907	587021	1.38-
PERNOD RCRD USA	1	34.12	35.32	751394	787553	4.59-	550776	575619	4.32-	184105	192220	4.22-
DIAGEO	2	19.31	19.37	425224	431914	1.55-	320462	323255	.86-	120007	125284	4.21-
HEAVEN HILL DST	3	7.67	7.66	168809	170745	1.13-	126197	127613	1.11-	43274	44904	3.63-
BACARDI USA INC	4	7.04	6.44	155132	143660	7.99	117318	106898	9.75	45549	41657	9.34
BEAM INC	5	6.45	6.49	141956	144749	1.93-	107710	108183	.44-	39646	39309	.86
SAZERAC N AMRCA	6	6.13	6.01	134900	134022	.66	100845	99543	1.31	34677	34148	1.55
GALLO E J WINE	7	4.80	4.57	105728	101996	3.66	77945	75978	2.59	27012	26427	2.21
LAIRD AND CO	8	4.36	4.45	95996	99196	3.23-	71369	73376	2.74-	23896	24901	4.04-
SAZERAC COMPANY	9	2.17	2.23	47753	49656	3.83-	35246	36612	3.73-	11521	12183	5.43-
GRANT AND SONS	10	1.20	.90	26362	20001	31.80	20318	15506	31.03	8304	6307	31.66
MONARCH IMPORT	11	.89	.91	19575	20329	3.71-	14481	15614	7.26-	5139	5749	10.61-
PARAMOUNT DIST	12	.78	.80	17121	17834	4.00-	12712	13244	4.02-	4503	4762	5.44-
LUXCO INC	13	.72	.75	15829	16798	5.77-	11896	12504	4.86-	4202	4341	3.20-
MCCORMICK DIST	14	.69	.74	15152	16532	8.35-	11448	12349	7.30-	3937	4212	6.53-
NORTH WALES WNS	15	.63	.52	13977	11597	20.52	10665	8845	20.58	3710	3064	21.08
FRANK-LIN DSTLR	16	.49	.47	10759	10575	1.74	8424	7796	8.06	3101	2741	13.13
JACQUIN ET CIE	17	.42	.44	9144	9804	6.73-	6589	7380	10.72-	2129	2578	17.42-
HOOD RIVER DIST	18	.33	.32	7161	7158	.04	5448	5373	1.40	2038	1958	4.09
WALKER M S INC	19	.30	.31	6520	6831	4.55-	5103	4819	5.89	2064	1521	35.70
MONTEBELLO BRND	20	.23	.30	5152	6686	22.94-	3675	4807	23.55-	1147	1537	25.37-
BROKERS IMPORTS	21	.16	.12	3582	2694	32.96	2748	2068	32.88	1139	883	28.99
PHILADELPHIA DS	22	.15	.13	3220	2922	10.20	2486	2253	10.34	815	983	17.09-
BENDISTILLERY	23	.13	.10	2765	2303	20.06	2193	1828	19.97	948	807	17.47
DEUTSCH FAM W&S	24	.11	.06	2415	1449	66.67	1931	1171	64.90	763	515	48.16
PROXIMO SPIRITS	25	.10	.11	2193	2558	14.27-	1630	1949	16.37-	620	785	21.02-
HOUSE SPRTS LLC	26	.07	.05	1490	1198	24.37	1151	910	26.48	480	348	37.93
PHILLIPS DST CO	27	.06	.05	1229	1086	13.17	914	834	9.59	318	295	7.80
WATERSHED DIST	28	.05	.03	1043	579	80.14	803	532	50.94	332	218	52.29
RANSOM SPIRITS	29	.04	.03	806	570	41.40	628	426	47.42	256	158	62.03
MAINE DIST LLC	30	.04	.03	778	669	16.29	604	520	16.15	276	256	7.81
MHW LIMITED	31	.03	.02	672	354	89.83	539	286	88.46	225	115	95.65
BARDENAY DSTLLR	32	.03	.03	613	573	6.98	469	448	4.69	205	189	8.47
MUTUAL WHOLSALE	33	.03	.01	594	224	165.18	484	192	152.08	187	90	107.78
CRILLON	34	.03	.02	588	526	11.79	450	389	15.68	187	150	24.67
SOUTHRN ARTISAN	35	.02	.01	465	272	70.96	348	231	50.65	144	81	77.78
NEW HOLLAND BRW	36	.02	.01	410	281	45.91	312	221	41.18	120	95	26.32
DRY FLY DISTLNG	37	.02	.01	403	327	23.24	323	253	27.67	152	127	19.69
US DISTLLD PROD	38	.02	.00	360	2	17900.00	360	1	35900.00	242	0	.00
KINDRED SPIRITS	39	.01	.01	324	264	22.73	236	206	14.56	94	73	28.77
CALEDONIA SPRTS	40	.01	.00	274	0	.00	254	0	.00	132	0	.00
ROGUE ALES	41	.01	.01	267	255	4.71	200	191	4.71	80	76	5.26
NEW DEAL DSTLRY	42	.01	.01	263	161	63.35	212	140	51.43	89	58	53.45
MISS RIVER DST	43	.01	.01	259	249	4.02	182	249	26.91-	65	103	36.89-
DISTLLRY NO 209	44	.01	.01	245	244	.41	185	177	4.52	53	60	11.67-
ANCHOR DISTLLNG	45	.01	.01	233	156	49.36	181	131	38.17	73	53	37.74
SWEETGRASS FARM	46	.01	.01	226	190	18.95	172	129	33.33	97	79	22.78
WINE MERCHANT	47	.01	.01	218	138	57.97	184	94	95.74	27	29	6.90-
INTEGRITY SPRTS	48	.01	.02	215	431	50.12-	98	312	68.59-	0	126	100.00-
CASCDE PEAK SPT	49	.01	.01	210	195	7.69	162	147	10.20	69	63	9.52
SMOOTH AMB SPRT	50	.01	.01	158	157	.64	112	119	5.88-	40	59	32.20-

NABCA CLASS REPORT

THIRD QUARTER 2012				GIN					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
GIN		8.25	8.85	180198	187852	4.07-	130727	136828	4.46-	40797	43363	5.92-
PERNOD RCRD USA	1	59.28	59.58	106825	111913	4.55-	77338	80961	4.47-	23794	25192	5.55-
DIAGEO	2	8.79	8.86	15847	16642	4.78-	11401	12240	6.85-	3627	4064	10.75-
SAZERAC COMPANY	3	7.61	7.63	13708	14342	4.42-	9952	10485	5.08-	3092	3397	8.98-
GALLO E J WINE	4	6.60	6.58	11899	12356	3.70-	8464	9165	7.65-	2628	2794	5.94-
HEAVEN HILL DST	5	6.10	6.06	10993	11380	3.40-	8075	8357	3.37-	2556	2665	4.09-
SAZERAC N AMRCA	6	5.80	5.27	10451	9893	5.64	7779	7361	5.68	2518	2449	2.82
BEAM INC	7	2.58	2.95	4658	5547	16.03-	3359	4012	16.28-	1076	1342	19.82-
BACARDI USA INC	8	2.31	1.95	4156	3665	13.40	3140	2691	16.69	1096	954	14.88
MONTEBELLO BRND	9	.56	.87	1015	1637	38.00-	715	1186	39.71-	228	358	36.31-
GRANT AND SONS	10	.31	.23	565	427	32.32	433	332	30.42	156	135	15.56
INTRNTL SPIRITS	11	.02	.01	45	21	114.29	40	21	90.48	14	8	75.00
BROKERS IMPORTS	12	.01	.00	12	0	.00	12	0	.00	5	0	.00
MCCORMICK DIST	13	.00	.00	8	6	33.33	7	3	133.33	4	0	.00
PROXIMO SPIRITS	14	.00	.01	8	15	46.67-	6	8	25.00-	1	3	66.67-
THIRTEENTH CLNY	15	.00	.00	3	2	50.00	3	2	50.00	1	1	.00
DISTLLRY NO 209	16	.00	.00	3	5	40.00-	2	4	50.00-	1	1	.00
CRILLON	17	.00	.00	1	0	.00	0	0	.00	0	0	.00
MHW LIMITED	18	.00	.00	1	0	.00	1	0	.00	0	0	.00
DEUTSCH FAM W&S	19	.00	.00	0	1	100.00-	0	0	.00	0	0	.00
IDAHO - D.S.				913198	878430	3.96	670904	640852	4.69	246571	237783	3.70
GIN		4.09	4.07	37357	35720	4.58	28897	27335	5.71	11978	11375	5.30
DIAGEO	1	26.46	26.30	9885	9393	5.24	7660	7177	6.73	3243	3060	5.98
BEAM INC	2	13.95	13.69	5210	4889	6.57	4042	3738	8.13	1669	1621	2.96
PERNOD RCRD USA	3	13.81	13.93	5160	4977	3.68	4061	3911	3.84	1690	1665	1.50
BACARDI USA INC	4	8.53	8.12	3187	2901	9.86	2446	2178	12.30	1060	909	16.61
HOOD RIVER DIST	5	6.29	6.58	2349	2351	.09-	1805	1791	.78	738	701	5.28
LUXCO INC	6	5.19	5.26	1940	1880	3.19	1510	1434	5.30	582	545	6.79
HEAVEN HILL DST	7	4.68	5.04	1748	1799	2.83-	1328	1394	4.73-	582	586	.68-
FRANK-LIN DSTLR	8	4.58	4.42	1712	1579	8.42	1322	1201	10.07	495	476	3.99
SAZERAC COMPANY	9	4.06	4.15	1515	1484	2.09	1152	1131	1.86	421	426	1.17-
GALLO E J WINE	10	3.38	3.40	1264	1213	4.20	959	894	7.27	381	385	1.04-
MONARCH IMPORT	11	2.92	3.10	1092	1108	1.44-	848	819	3.54	354	294	20.41
BARDENAY DSTLLR	12	1.64	1.60	613	573	6.98	469	448	4.69	205	189	8.47
LAIRD AND CO	13	1.42	1.68	530	600	11.67-	394	459	14.16-	145	180	19.44-
GRANT AND SONS	14	1.20	1.03	447	367	21.80	347	282	23.05	157	128	22.66
BROKERS IMPORTS	15	.59	.37	221	132	67.42	177	107	65.42	80	47	70.21
DRY FLY DISTLNG	16	.35	.32	131	113	15.93	103	86	19.77	50	46	8.70
PROXIMO SPIRITS	17	.31	.35	114	124	8.06-	90	99	9.09-	43	39	10.26
BENDISTILLERY	18	.28	.29	103	103	.00	80	83	3.61-	35	36	2.78-
MCCORMICK DIST	19	.22	.17	83	59	40.68	65	48	35.42	25	21	19.05
CRILLON	20	.05	.04	20	16	25.00	15	12	25.00	7	4	75.00

NABCA CLASS REPORT

THIRD QUARTER 2012				GIN					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
GIN		3.24	3.35	58468	57293	2.05	43745	42780	2.26	15861	15693	1.07
PERNOD RCRD USA	1	23.52	22.60	13754	12949	6.22	10276	9633	6.67	3594	3437	4.57
DIAGEO	2	18.30	18.51	10698	10605	.88	8016	7784	2.98	2820	2928	3.69-
PARAMOUNT DIST	3	14.87	15.37	8696	8808	1.27-	6402	6573	2.60-	2375	2465	3.65-
SAZERAC N AMRCA	4	7.55	7.75	4413	4443	.68-	3354	3388	1.00-	1212	1233	1.70-
LAIRD AND CO	5	7.04	7.05	4117	4042	1.86	3095	3034	2.01	1123	1050	6.95
BACARDI USA INC	6	5.56	5.23	3250	2994	8.55	2443	2183	11.91	942	866	8.78
GALLO E J WINE	7	5.50	4.55	3217	2608	23.35	2489	1992	24.95	875	775	12.90
BEAM INC	8	5.25	5.75	3068	3295	6.89-	2327	2451	5.06-	887	890	.34-
LUXCO INC	9	4.56	5.35	2668	3066	12.98-	1950	2315	15.77-	759	824	7.89-
HEAVEN HILL DST	10	2.49	2.60	1456	1491	2.35-	1069	1095	2.37-	406	384	5.73
PHILLIPS DST CO	11	2.10	1.90	1225	1086	12.80	910	834	9.11	314	295	6.44
MCCORMICK DIST	12	1.40	1.70	818	975	16.10-	601	743	19.11-	214	246	13.01-
GRANT AND SONS	13	.85	.66	495	376	31.65	366	288	27.08	147	109	34.86
MISS RIVER DST	14	.44	.43	259	249	4.02	182	249	26.91-	65	103	36.89-
PROXIMO SPIRITS	15	.30	.33	173	188	7.98-	132	132	.00	43	53	18.87-
CEDAR RIDGE VYD	16	.13	.14	76	81	6.17-	57	62	8.06-	24	25	4.00-
BROKERS IMPORTS	17	.08	.00	47	0	.00	47	0	.00	47	0	.00
ROGUE ALES	18	.02	.01	12	3	300.00	6	3	100.00	3	3	.00
CRILLON	19	.02	.03	9	15	40.00-	7	6	16.67	2	2	.00
DRY FLY DISTLNG	20	.01	.02	6	11	45.45-	5	9	44.44-	1	3	66.67-
MAINE - D.S.				916432	883984	3.67	681344	659802	3.26	261185	253911	2.86
GIN		4.07	4.02	37325	35496	5.15	29463	27996	5.24	13552	12960	4.57
DIAGEO	1	33.20	34.54	12393	12262	1.07	9897	9733	1.68	4625	4729	2.20-
BEAM INC	2	18.84	18.42	7033	6538	7.57	5431	5097	6.55	2427	2237	8.49
PERNOD RCRD USA	3	12.40	11.58	4630	4112	12.60	3689	3320	11.11	1793	1637	9.53
BACARDI USA INC	4	11.70	11.18	4366	3967	10.06	3564	3209	11.06	1802	1572	14.63
LAIRD AND CO	5	9.00	10.08	3361	3579	6.09-	2509	2664	5.82-	949	1020	6.96-
SAZERAC N AMRCA	6	6.13	5.82	2289	2067	10.74	1789	1654	8.16	727	732	.68-
GALLO E J WINE	7	1.93	1.39	719	492	46.14	567	395	43.54	248	213	16.43
GRANT AND SONS	8	1.83	1.42	682	503	35.59	570	424	34.43	317	218	45.41
MAINE DIST LLC	9	1.34	1.56	500	553	9.58-	389	417	6.71-	186	181	2.76
HEAVEN HILL DST	10	1.01	1.03	377	367	2.72	296	288	2.78	139	118	17.80
WALKER M S INC	11	.84	1.41	315	500	37.00-	253	377	32.89-	99	109	9.17-
SAZERAC COMPANY	12	.78	.76	291	269	8.18	221	211	4.74	90	82	9.76
SWEETGRASS FARM	13	.60	.54	225	190	18.42	171	129	32.56	97	79	22.78
NEW ENGLAND DST	14	.09	.00	34	0	.00	34	0	.00	16	0	.00
PROXIMO SPIRITS	15	.08	.08	29	28	3.57	23	22	4.55	11	10	10.00
LEVECKE CORP	16	.06	.05	24	19	26.32	17	14	21.43	10	8	25.00
CRILLON	17	.05	.04	18	15	20.00	14	13	7.69	6	5	20.00
BROKERS IMPORTS	18	.03	.05	13	18	27.78-	9	15	40.00-	1	6	83.33-
DEUTSCH FAM W&S	19	.02	.02	9	7	28.57	7	6	16.67	3	2	50.00
MHW LIMITED	20	.02	.01	7	3	133.33	6	2	200.00	3	1	200.00

NABCA CLASS REPORT

THIRD QUARTER 2012				GIN					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
GIN		4.79	5.13	315221	329686	4.39-	232569	242064	3.92-	83394	85596	2.57-
PERNOD RCRD USA	1	38.52	39.70	121417	130874	7.23-	88680	96024	7.65-	30881	32340	4.51-
DIAGEO	2	15.17	14.34	47804	47262	1.15	35662	34780	2.54	14129	14014	.82
LAIRD AND CO	3	13.02	13.44	41034	44297	7.37-	30177	32502	7.15-	10014	10838	7.60-
BEAM INC	4	11.00	11.50	34662	37899	8.54-	25796	28099	8.20-	9192	9684	5.08-
BACARDI USA INC	5	5.26	4.60	16576	15172	9.25	12458	10692	16.52	4877	4441	9.82
GALLO E J WINE	6	4.71	4.73	14856	15610	4.83-	10535	11375	7.38-	3653	3951	7.54-
HEAVEN HILL DST	7	3.84	3.70	12110	12214	.85-	9082	9159	.84-	3366	3456	2.60-
SAZERAC N AMRCA	8	3.40	3.23	10732	10642	.85	8070	7706	4.72	2958	2798	5.72
LUXCO INC	9	2.47	2.58	7798	8491	8.16-	5785	6217	6.95-	1867	2015	7.34-
SAZERAC COMPANY	10	.94	.90	2958	2966	.27-	2257	2297	1.74-	776	806	3.72-
GRANT AND SONS	11	.81	.51	2538	1671	51.89	2003	1288	55.51	895	556	60.97
MCCORMICK DIST	12	.39	.48	1225	1593	23.10-	901	1180	23.64-	307	397	22.67-
NEW HOLLAND BRW	13	.13	.08	409	280	46.07	311	221	40.72	120	95	26.32
CRILLON	14	.07	.06	231	187	23.53	172	135	27.41	72	56	28.57
PROXIMO SPIRITS	15	.07	.07	209	220	5.00-	149	162	8.02-	56	64	12.50-
BROKERS IMPORTS	16	.05	.01	155	22	604.55	124	19	552.63	48	4	1100.00
DEUTSCH FAM W&S	17	.03	.02	85	55	54.55	67	43	55.81	27	19	42.11
MHW LIMITED	18	.02	.00	73	15	386.67	62	15	313.33	40	9	344.44
KINDRED SPIRITS	19	.02	.02	65	56	16.07	46	40	15.00	15	17	11.76-
PHILADELPHIA DS	20	.01	.01	45	34	32.35	35	25	40.00	12	9	33.33
MONTANA - D.S.				682145	645647	5.65	503917	476503	5.75	181274	170960	6.03
GIN		4.06	4.03	27708	25995	6.59	21625	20252	6.78	9022	8165	10.50
DIAGEO	1	25.80	25.82	7149	6711	6.53	5786	5435	6.46	2555	2416	5.75
BACARDI USA INC	2	10.11	10.22	2801	2656	5.46	2109	2017	4.56	987	872	13.19
PERNOD RCRD USA	3	10.11	9.70	2800	2522	11.02	2173	1954	11.21	905	739	22.46
SAZERAC COMPANY	4	8.03	8.37	2224	2175	2.25	1675	1641	2.07	637	621	2.58
SAZERAC N AMRCA	5	7.39	7.91	2047	2057	.49-	1557	1568	.70-	564	536	5.22
BEAM INC	6	7.29	7.67	2020	1994	1.30	1575	1500	5.00	667	628	6.21
HOOD RIVER DIST	7	6.53	6.87	1810	1786	1.34	1373	1354	1.40	512	483	6.00
HEAVEN HILL DST	8	5.35	5.38	1481	1399	5.86	1130	1096	3.10	417	400	4.25
FRANK-LIN DSTLR	9	4.24	3.79	1176	984	19.51	931	768	21.22	368	296	24.32
GALLO E J WINE	10	4.23	3.45	1172	897	30.66	920	710	29.58	417	314	32.80
LUXCO INC	11	3.64	3.87	1008	1006	.20	782	776	.77	294	311	5.47-
MCCORMICK DIST	12	3.48	3.82	964	992	2.82-	743	762	2.49-	287	281	2.14
GRANT AND SONS	13	1.46	1.29	404	336	20.24	326	277	17.69	153	106	44.34
PROXIMO SPIRITS	14	.57	.52	157	135	16.30	130	112	16.07	64	29	120.69
HEADFRAME SPRTS	15	.32	.00	89	0	.00	89	0	.00	47	0	.00
DRY FLY DISTLNG	16	.26	.26	71	68	4.41	58	55	5.45	25	34	26.47-
BENDISTILLERY	17	.19	.15	54	38	42.11	42	32	31.25	19	16	18.75
BROKERS IMPORTS	18	.17	.12	46	31	48.39	39	24	62.50	17	14	21.43
RIDGE DISTILLRY	19	.16	.18	43	47	8.51-	34	42	19.05-	16	17	5.88-
DEUTSCH FAM W&S	20	.12	.09	32	24	33.33	25	21	19.05	9	8	12.50

NABCA CLASS REPORT

THIRD QUARTER 2012				GIN					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
GIN		5.74	5.86	115095	111591	3.14	88913	84766	4.89	37528	35066	7.02
DIAGEO	1	39.97	42.59	46008	47522	3.19-	35545	36069	1.45-	15053	15270	1.42-
PERNOD RCRD USA	2	14.86	14.42	17102	16088	6.30	13105	11957	9.60	5945	5020	18.43
BACARDI USA INC	3	13.90	13.54	15997	15108	5.88	12503	11890	5.16	5712	5279	8.20
BEAM INC	4	10.91	10.80	12552	12056	4.11	9841	9253	6.35	3826	3514	8.88
WALKER M S INC	5	5.15	5.39	5929	6013	1.40-	4631	4194	10.42	1886	1330	41.80
GALLO E J WINE	6	3.63	2.55	4183	2851	46.72	3389	2332	45.33	1446	1013	42.74
HEAVEN HILL DST	7	3.22	2.71	3709	3027	22.53	2934	2402	22.15	1095	1079	1.48
SAZERAC N AMRCA	8	3.15	3.59	3620	4003	9.57-	2410	2929	17.72-	771	991	22.20-
GRANT AND SONS	9	2.31	1.83	2663	2046	30.16	2045	1547	32.19	929	719	29.21
SAZERAC COMPANY	10	1.46	1.42	1680	1584	6.06	1175	1181	.51-	236	400	41.00-
US DISTLLD PROD	11	.25	.00	292	0	.00	292	0	.00	197	0	.00
MAINE DIST LLC	12	.24	.10	278	116	139.66	215	103	108.74	90	75	20.00
BROKERS IMPORTS	13	.20	.20	231	220	5.00	177	178	.56-	70	89	21.35-
PROXIMO SPIRITS	14	.16	.29	180	325	44.62-	127	249	49.00-	54	121	55.37-
MCCORMICK DIST	15	.14	.15	163	165	1.21-	126	129	2.33-	46	48	4.17-
MHW LIMITED	16	.12	.10	137	116	18.10	104	86	20.93	42	30	40.00
CRILLON	17	.11	.10	124	116	6.90	98	90	8.89	41	36	13.89
FLAG HL WNY&DST	18	.08	.07	87	74	17.57	64	65	1.54-	26	11	136.36
DISTLLRY NO 209	19	.05	.06	54	66	18.18-	40	45	11.11-	1	16	93.75-
WINEBOW INC	20	.05	.00	52	0	.00	52	0	.00	44	0	.00
NORTH CAROLINA - D.S.				4558777	4413888	3.28	3327805	3212632	3.59	1129931	1121475	.75
GIN		6.94	7.34	316212	323902	2.37-	233201	237609	1.86-	77992	80882	3.57-
PERNOD RCRD USA	1	46.47	47.84	146949	154941	5.16-	106648	112048	4.82-	33635	36511	7.88-
DIAGEO	2	14.05	13.69	44437	44334	.23	33284	33346	.19-	12047	12582	4.25-
HEAVEN HILL DST	3	13.82	14.09	43695	45623	4.23-	32411	33745	3.95-	10759	11282	4.64-
GALLO E J WINE	4	6.02	4.83	19046	15647	21.72	14376	11567	24.28	5056	4130	22.42
BACARDI USA INC	5	5.49	4.93	17371	15976	8.73	13270	12009	10.50	5041	4554	10.69
SAZERAC N AMRCA	6	3.74	4.15	11825	13435	11.98-	8738	9862	11.40-	3019	3266	7.56-
BEAM INC	7	3.48	3.59	11007	11637	5.41-	8358	8689	3.81-	2987	3060	2.39-
SAZERAC COMPANY	8	2.45	2.77	7737	8969	13.74-	5665	6427	11.86-	1851	1996	7.26-
LAIRD AND CO	9	2.33	2.12	7365	6865	7.28	5340	5041	5.93	1747	1743	.23
GRANT AND SONS	10	.89	.65	2803	2096	33.73	2181	1642	32.83	887	666	33.18
MONTEBELLO BRND	11	.76	1.01	2419	3267	25.96-	1717	2339	26.59-	506	740	31.62-
BROKERS IMPORTS	12	.19	.18	593	581	2.07	451	450	.22	157	164	4.27-
SOUTHRN ARTISAN	13	.14	.08	431	272	58.46	325	231	40.69	135	81	66.67
DEUTSCH FAM W&S	14	.09	.03	288	102	182.35	223	98	127.55	83	71	16.90
PHILADELPHIA DS	15	.03	.00	95	4	2275.00	95	4	2275.00	42	0	.00
DISTLLRY NO 209	16	.02	.02	72	63	14.29	54	46	17.39	18	16	12.50
MHW LIMITED	17	.01	.00	17	11	54.55	15	10	50.00	2	7	71.43-
MCCORMICK DIST	18	.00	.00	13	10	30.00	10	7	42.86	3	3	.00
WHITE ROCK DIST	19	.00	.01	9	35	74.29-	6	21	71.43-	2	4	50.00-
KINDRED SPIRITS	20	.00	.00	7	5	40.00	6	3	100.00	3	1	200.00

NABCA CLASS REPORT

THIRD QUARTER 2012				GIN						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	This Year	Prior Year							
OHIO - D.S.				4302379	4126938	4.25	3163224	3023877	4.61	1086056	1064068	2.07
GIN		5.03	5.32	216455	219744	1.50-	160606	161937	.82-	55569	57201	2.85-
PERNOD RCRD USA	1	30.56	31.42	66139	69049	4.21-	48770	50447	3.32-	16599	17184	3.40-
DIAGEO	2	21.33	21.37	46165	46967	1.71-	34169	34575	1.17-	12000	12480	3.85-
HEAVEN HILL DST	3	12.19	12.44	26376	27326	3.48-	19531	20140	3.02-	6560	7085	7.41-
BACARDI USA INC	4	8.18	7.50	17713	16479	7.49	13165	12088	8.91	4781	4510	6.01
SAZERAC N AMRCA	5	6.93	6.63	14991	14577	2.84	11307	10974	3.03	3903	3868	.90
BEAM INC	6	6.37	6.76	13796	14864	7.19-	10284	10968	6.24-	3654	3910	6.55-
GALLO E J WINE	7	6.36	5.90	13761	12956	6.21	10138	9638	5.19	3399	3528	3.66-
PARAMOUNT DIST	8	3.89	4.11	8425	9023	6.63-	6310	6668	5.37-	2128	2294	7.24-
MCCORMICK DIST	9	1.97	2.13	4273	4679	8.68-	3258	3524	7.55-	1135	1224	7.27-
GRANT AND SONS	10	1.18	.92	2557	2027	26.15	1938	1546	25.36	733	611	19.97
WATERSHED DIST	11	.48	.26	1043	579	80.14	803	532	50.94	332	218	52.29
PROXIMO SPIRITS	12	.16	.19	356	415	14.22-	257	302	14.90-	86	115	25.22-
BROKERS IMPORTS	13	.16	.16	354	355	.28-	268	255	5.10	93	92	1.09
PHILADELPHIA DS	14	.07	.06	152	137	10.95	113	109	3.67	40	43	6.98-
MHW LIMITED	15	.03	.02	70	37	89.19	54	26	107.69	15	9	66.67
DEUTSCH FAM W&S	16	.03	.00	70	0	.00	70	0	.00	36	0	.00
INT BEV HLD LTD	17	.02	.00	50	1	4900.00	40	1	3900.00	15	1	1400.00
ALTAMAR BRANDS	18	.02	.01	46	24	91.67	33	24	37.50	10	7	42.86
SMOOTH AMB SPRT	19	.01	.01	30	32	6.25-	17	26	34.62-	6	10	40.00-
RANSOM SPIRITS	20	.01	.00	30	0	.00	30	0	.00	12	0	.00
OREGON - D.S.				2718285	2602215	4.46	1993627	1894190	5.25	709583	680780	4.23
GIN		4.59	4.65	124896	120950	3.26	95149	91052	4.50	36794	35278	4.30
DIAGEO	1	25.88	26.28	32317	31791	1.65	24773	24092	2.83	9687	9571	1.21
MONARCH IMPORT	2	14.80	15.89	18483	19221	3.84-	13633	14795	7.85-	4785	5455	12.28-
PERNOD RCRD USA	3	12.79	12.76	15972	15431	3.51	12014	11439	5.03	4957	4711	5.22
BACARDI USA INC	4	10.59	10.51	13227	12717	4.01	9942	9279	7.15	3871	3597	7.62
BEAM INC	5	6.70	6.46	8373	7816	7.13	6334	5864	8.02	2294	2246	2.14
FRANK-LIN DSTLR	6	5.04	5.59	6292	6762	6.95-	4927	4878	1.00	1791	1629	9.94
GALLO E J WINE	7	4.47	4.15	5579	5017	11.20	4332	3834	12.99	1796	1598	12.39
HEAVEN HILL DST	8	3.76	3.59	4698	4337	8.32	3719	3280	13.38	1503	1204	24.83
MCCORMICK DIST	9	3.20	3.48	3997	4206	4.97-	3081	3133	1.66-	1091	1078	1.21
BENDISTILLERY	10	2.09	1.79	2605	2160	20.60	2068	1711	20.86	894	753	18.73
LUXCO INC	11	1.93	1.95	2415	2355	2.55	1869	1762	6.07	700	646	8.36
SAZERAC N AMRCA	12	1.84	1.52	2303	1839	25.23	1850	1387	33.38	722	510	41.57
GRANT AND SONS	13	1.72	1.51	2145	1825	17.53	1636	1406	16.36	667	576	15.80
HOUSE SPRTS LLC	14	1.18	.98	1472	1190	23.70	1139	905	25.86	475	348	36.49
BROKERS IMPORTS	15	.65	.54	816	656	24.39	616	523	17.78	275	271	1.48
HOOD RIVER DIST	16	.63	.63	792	756	4.76	610	558	9.32	224	200	12.00
RANSOM SPIRITS	17	.56	.46	705	553	27.49	546	413	32.20	224	153	46.41
PROXIMO SPIRITS	18	.32	.37	401	446	10.09-	302	351	13.96-	109	142	23.24-
MUTUAL WHOLSALE	19	.27	.17	331	211	56.87	259	179	44.69	111	77	44.16
NEW DEAL DSTLRY	20	.21	.13	263	161	63.35	212	140	51.43	89	58	53.45

NABCA CLASS REPORT

THIRD QUARTER 2012				GIN					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
GIN		4.32	4.42	285979	281021	1.76	215256	209880	2.56	73592	75008	1.89-
DIAGEO	1	27.17	29.11	77688	81817	5.05-	58274	60888	4.29-	19860	22503	11.75-
PERNOD RCRD USA	2	19.33	20.42	55276	57398	3.70-	41472	42487	2.39-	13911	15379	9.55-
LAIRD AND CO	3	13.30	13.51	38027	37963	.17	28661	28348	1.10	9489	9600	1.16-
BACARDI USA INC	4	9.10	8.27	26025	23234	12.01	19457	17295	12.50	6831	5838	17.01
SAZERAC N AMRCA	5	8.76	8.36	25041	23492	6.59	19121	17587	8.72	6846	6020	13.72
BEAM INC	6	6.20	5.75	17741	16167	9.74	13582	12106	12.19	4783	4310	10.97
HEAVEN HILL DST	7	5.01	4.79	14329	13469	6.39	10720	10190	5.20	3570	3834	6.89-
NORTH WALES WNS	8	4.89	4.13	13977	11597	20.52	10665	8845	20.58	3710	3064	21.08
JACQUIN ET CIE	9	3.11	3.40	8907	9565	6.88-	6420	7215	11.02-	2072	2532	18.17-
GRANT AND SONS	10	1.76	1.26	5035	3538	42.31	3784	2753	37.45	1473	962	53.12
PHILADELPHIA DS	11	.88	.86	2504	2430	3.05	1929	1866	3.38	596	823	27.58-
DEUTSCH FAM W&S	12	.16	.02	451	46	880.43	344	46	647.83	141	46	206.52
FRANK-LIN DSTLR	13	.12	.00	347	0	.00	304	0	.00	118	0	.00
WINE MERCHANT	14	.08	.05	218	138	57.97	184	94	95.74	27	29	6.90-
BROKERS IMPORTS	15	.04	.00	118	0	.00	118	0	.00	81	0	.00
ANCHOR DISTLLNG	16	.03	.02	94	57	64.91	72	56	28.57	26	20	30.00
KINDRED SPIRITS	17	.03	.02	92	56	64.29	63	50	26.00	26	22	18.18
MHW LIMITED	18	.03	.02	87	45	93.33	68	45	51.11	24	19	26.32
RANSOM SPIRITS	19	.00	.00	12	2	500.00	9	2	350.00	3	2	50.00
WINEBOW INC	20	.00	.00	3	0	.00	3	0	.00	1	0	.00
UTAH - D.S.				994077	949408	4.70	731260	699820	4.49	248818	247082	.70
GIN		3.12	3.08	31037	29222	6.21	23749	22209	6.93	8653	8340	3.75
PERNOD RCRD USA	1	19.95	19.90	6191	5815	6.47	4810	4389	9.59	1885	1537	22.64
DIAGEO	2	18.44	19.33	5722	5648	1.31	4382	4290	2.14	1450	1587	8.63-
BEAM INC	3	12.62	12.84	3916	3752	4.37	3071	2847	7.87	1196	1063	12.51
SAZERAC N AMRCA	4	11.71	12.42	3633	3628	.14	2712	2798	3.07-	901	1088	17.19-
BACARDI USA INC	5	9.41	9.04	2921	2642	10.56	2237	2012	11.18	825	799	3.25
GALLO E J WINE	6	8.50	7.47	2637	2183	20.80	2043	1669	22.41	818	686	19.24
HOOD RIVER DIST	7	7.12	7.75	2210	2265	2.43-	1660	1670	.60-	564	574	1.74-
HEAVEN HILL DST	8	4.89	5.13	1519	1498	1.40	1095	1170	6.41-	400	493	18.86-
MCCORMICK DIST	9	3.25	3.46	1010	1010	.00	742	773	4.01-	231	253	8.70-
GRANT AND SONS	10	1.84	1.60	570	469	21.54	463	370	25.14	188	157	19.75
BROKERS IMPORTS	11	1.01	.71	313	207	51.21	210	136	54.41	84	66	27.27
MUTUAL WHOLSALE	12	.82	.04	255	13	1861.54	217	13	1569.23	68	13	423.08
DISTLLRY NO 209	13	.17	.16	54	48	12.50	42	35	20.00	15	10	50.00
MODERN SPIRITS	14	.16	.11	50	33	51.52	37	27	37.04	13	11	18.18
WILDMAN SONS	15	.05	.00	15	0	.00	15	0	.00	11	0	.00
PROXIMO SPIRITS	16	.02	.01	5	4	25.00	3	4	25.00-	0	3	100.00-
RANSOM SPIRITS	17	.01	.00	4	0	.00	0	0	.00	0	0	.00
MHW LIMITED	18	.01	.00	4	1	300.00	4	0	.00	1	0	.00
WINEBOW INC	19	.01	.00	3	0	.00	2	0	.00	1	0	.00
DEUTSCH FAM W&S	20	.01	.00	2	0	.00	1	0	.00	1	0	.00

NABCA CLASS REPORT

THIRD QUARTER 2012				GIN					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-
GIN		5.64	5.50	20375	19758	3.12	16035	15367	4.35	6528	6423	1.63
DIAGEO	1	29.42	30.02	5994	5931	1.06	4765	4702	1.34	1920	2145	10.49-
PERNOD RCRD USA	2	14.25	14.59	2904	2883	.73	2247	2261	.62-	973	870	11.84
BEAM INC	3	14.01	14.24	2855	2814	1.46	2203	2137	3.09	846	863	1.97-
BACARDI USA INC	4	11.87	11.88	2418	2347	3.03	1886	1828	3.17	799	768	4.04
HEAVEN HILL DST	5	5.69	6.30	1159	1244	6.83-	962	1043	7.77-	387	438	11.64-
LAIRD AND CO	6	5.58	5.91	1136	1167	2.66-	880	904	2.65-	330	359	8.08-
GALLO E J WINE	7	4.24	3.51	864	693	24.68	733	592	23.82	362	307	17.92
SAZERAC COMPANY	8	4.19	3.92	854	775	10.19	644	594	8.42	246	205	20.00
SAZERAC N AMRCA	9	3.80	4.55	775	899	13.79-	544	520	4.62	169	138	22.46
GRANT AND SONS	10	2.68	1.89	547	374	46.26	444	301	47.51	167	142	17.61
WALKER M S INC	11	1.35	1.61	276	318	13.21-	219	248	11.69-	79	82	3.66-
CALEDONIA SPRTS	12	1.34	.00	274	0	.00	254	0	.00	132	0	.00
VERMONT HRD CDR	13	.67	.55	137	109	25.69	104	83	25.30	47	38	23.68
PROXIMO SPIRITS	14	.45	.67	91	133	31.58-	69	107	35.51-	28	53	47.17-
MHW LIMITED	15	.27	.13	56	25	124.00	50	19	163.16	23	6	283.33
SMUGGLER'S NOTC	16	.09	.00	19	0	.00	19	0	.00	18	0	.00
CRILLON	17	.02	.01	4	2	100.00	3	1	200.00	2	0	.00
BERNIKO WN&SPTS	18	.02	.10	4	19	78.95-	4	9	55.56-	0	2	100.00-
CHATHAM IMPORTS	19	.01	.01	3	1	200.00	3	1	200.00	0	0	.00
RANSOM SPIRITS	20	.01	.00	2	0	.00	0	0	.00	0	0	.00
VIRGINIA - D.S.				3763964	3638569	3.45	2725764	2630583	3.62	928024	916389	1.27
GIN		6.39	6.68	240678	243034	.97-	178043	178953	.51-	61074	62228	1.85-
PERNOD RCRD USA	1	33.98	35.11	81781	85338	4.17-	59480	61902	3.91-	20008	20906	4.30-
DIAGEO	2	15.95	16.54	38384	40199	4.52-	28416	29651	4.17-	10154	11041	8.03-
SAZERAC N AMRCA	3	15.84	15.73	38116	38241	.33-	28137	28236	.35-	9201	9288	.94-
HEAVEN HILL DST	4	15.04	14.99	36191	36439	.68-	27184	27339	.57-	9306	9499	2.03-
BACARDI USA INC	5	6.56	6.17	15799	15005	5.29	11820	11146	6.05	4258	4142	2.80
BEAM INC	6	3.51	3.67	8444	8908	5.21-	6477	6502	.38-	2302	2152	6.97
SAZERAC COMPANY	7	3.21	3.35	7723	8136	5.08-	5724	6032	5.11-	1922	2087	7.91-
GALLO E J WINE	8	3.08	2.02	7404	4908	50.86	5559	3683	50.94	1991	1450	37.31
GRANT AND SONS	9	1.28	1.01	3081	2451	25.70	2367	1898	24.71	881	754	16.84
DEUTSCH FAM W&S	10	.55	.46	1330	1128	17.91	1068	887	20.41	405	343	18.08
BROKERS IMPORTS	11	.23	.17	563	407	38.33	424	312	35.90	153	115	33.04
LAIRD AND CO	12	.18	.20	426	498	14.46-	313	354	11.58-	99	109	9.17-
PHILADELPHIA DS	13	.15	.12	362	287	26.13	271	221	22.62	108	92	17.39
MCCORMICK DIST	14	.12	.15	299	373	19.84-	222	275	19.27-	70	82	14.63-
PROXIMO SPIRITS	15	.11	.13	274	317	13.56-	200	234	14.53-	71	85	16.47-
JACQUIN ET CIE	16	.09	.09	214	211	1.42	155	148	4.73	49	40	22.50
CATOCTIN CREEK	17	.05	.04	128	109	17.43	95	83	14.46	33	29	13.79
INT BEV HLD LTD	18	.02	.00	47	0	.00	47	0	.00	32	0	.00
SOUTHRN ARTISAN	19	.01	.00	34	0	.00	23	0	.00	9	0	.00
SMOOTH AMB SPRT	20	.01	.00	20	11	81.82	15	9	66.67	8	3	166.67

NABCA CLASS REPORT

THIRD QUARTER 2012				GIN					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-
GIN		2.58	2.63	16879	16951	.42-	12709	12769	.47-	4936	5150	4.16-
PERNOD RCRD USA	1	26.45	26.07	4464	4419	1.02	3392	3372	.59	1415	1449	2.35-
DIAGEO	2	22.44	21.99	3787	3727	1.61	2872	2837	1.23	1123	1215	7.57-
SAZERAC N AMRCA	3	10.39	10.62	1754	1800	2.56-	1284	1329	3.39-	428	450	4.89-
MONTEBELLO BRND	4	10.18	10.51	1718	1782	3.59-	1243	1282	3.04-	413	439	5.92-
BEAM INC	5	8.56	9.06	1444	1535	5.93-	1045	1109	5.77-	369	408	9.56-
BACARDI USA INC	6	7.12	6.45	1201	1094	9.78	974	891	9.32	476	440	8.18
MCCORMICK DIST	7	5.04	5.20	851	882	3.51-	632	642	1.56-	210	210	.00
SAZERAC COMPANY	8	3.02	3.04	510	515	.97-	382	362	5.52	138	115	20.00
HEAVEN HILL DST	9	2.75	2.96	464	501	7.39-	363	406	10.59-	150	191	21.47-
GALLO E J WINE	10	2.09	2.46	352	417	15.59-	265	331	19.94-	111	139	20.14-
GRANT AND SONS	11	.86	.61	146	103	41.75	122	84	45.24	56	37	51.35
SMOOTH AMB SPRT	12	.60	.66	102	112	8.93-	75	82	8.54-	25	44	43.18-
BROKERS IMPORTS	13	.15	.05	26	8	225.00-	15	5	200.00	5	0	.00
JACQUIN ET CIE	14	.12	.17	21	28	25.00-	12	17	29.41-	7	6	16.67
PROXIMO SPIRITS	15	.07	.11	11	18	38.89-	6	12	50.00-	0	5	100.00-
RANSOM SPIRITS	16	.07	.00	11	0	.00	11	0	.00	3	0	.00
TERRESSENTIA CO	17	.03	.00	5	0	.00	5	0	.00	5	0	.00
ROGUE ALES	18	.02	.00	4	0	.00	4	0	.00	0	0	.00
RIDGE DISTILLRY	19	.02	.00	3	0	.00	3	0	.00	0	0	.00
CRILLON	20	.02	.00	3	0	.00	2	0	.00	1	0	.00
WYOMING - D.S.				494034	471339	4.82	365653	350563	4.30	133092	129606	2.69
GIN		2.67	2.65	13170	12497	5.39	10340	9694	6.66	4265	4065	4.92
DIAGEO	1	32.54	33.30	4285	4162	2.96	3359	3253	3.26	1429	1393	2.58
BEAM INC	2	13.69	13.95	1803	1743	3.44	1417	1339	5.83	575	525	9.52
BACARDI USA INC	3	13.09	12.73	1724	1591	8.36	1333	1188	12.21	640	594	7.74
PERNOD RCRD USA	4	12.26	12.56	1615	1570	2.87	1315	1243	5.79	535	527	1.52
SAZERAC N AMRCA	5	9.75	10.46	1284	1307	1.76-	996	1020	2.35-	349	387	9.82-
FRANK-LIN DSTLR	6	9.35	10.00	1232	1250	1.44-	940	949	.95-	329	340	3.24-
GALLO E J WINE	7	3.71	2.46	488	308	58.44	383	248	54.44	164	105	56.19
GRANT AND SONS	8	2.39	1.99	315	249	26.51	265	200	32.50	120	92	30.43
HEAVEN HILL DST	9	1.26	1.19	166	149	11.41	129	117	10.26	35	42	16.67-
PROXIMO SPIRITS	10	.62	.59	82	74	10.81	63	60	5.00	30	25	20.00
LEVECKE CORP	11	.39	.21	52	26	100.00	43	26	65.38	18	11	63.64
RANSOM SPIRITS	12	.22	.04	29	5	480.00	19	4	375.00	6	1	500.00
BROKERS IMPORTS	13	.10	.08	13	10	30.00	9	6	50.00	7	2	250.00
CRILLON	14	.07	.06	9	8	12.50	7	7	.00	3	2	50.00
YAHARA BAY DIST	15	.05	.02	7	2	250.00	4	2	100.00	2	2	.00
DRY FLY DISTLNG	16	.05	.06	7	7	.00	6	6	.00	5	3	66.67
KINDRED SPIRITS	17	.05	.06	7	7	.00	5	7	28.57-	2	2	.00
LEOPOLD BROS	18	.05	.05	6	6	.00	4	5	20.00-	3	1	200.00
HOUSE SPRTS LLC	19	.04	.01	5	1	400.00	4	0	.00	2	0	.00
PEACH STREET DS	20	.04	.02	5	3	66.67	3	0	.00	0	0	.00

NABCA CLASS REPORT

THIRD QUARTER 2012				GIN					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
GIN		5.71	5.80	21973	21802	.78	16281	16005	1.72	5762	5682	1.41
DIAGEO	1	29.35	30.60	6448	6671	3.34-	4765	4989	4.49-	1844	1840	.22
PERNOD RCRD USA	2	19.60	21.29	4306	4642	7.24-	3231	3368	4.07-	1066	1132	5.83-
BACARDI USA INC	3	16.87	16.33	3707	3561	4.10	2602	2426	7.25	888	858	3.50
HEAVEN HILL DST	4	11.71	11.31	2573	2466	4.34	1932	1873	3.15	624	669	6.73-
BEAM INC	5	6.96	6.38	1530	1390	10.07	1184	1055	12.23	413	362	14.09
GALLO E J WINE	6	5.51	4.89	1211	1067	13.50	929	809	14.83	330	290	13.79
GRANT AND SONS	7	3.87	3.29	851	718	18.52	623	540	15.37	220	204	7.84
SAZERAC COMPANY	8	3.45	3.55	758	773	1.94-	577	588	1.87-	210	205	2.44
SAZERAC N AMRCA	9	1.22	1.52	268	332	19.28-	184	214	14.02-	58	71	18.31-
BROKERS IMPORTS	10	.28	.22	61	47	29.79	52	38	36.84	16	13	23.08
PROXIMO SPIRITS	11	.24	.26	52	57	8.77-	35	45	22.22-	12	16	25.00-
PHILADELPHIA DS	12	.22	.08	48	17	182.35	33	16	106.25	13	9	44.44
US DISTLLD PROD	13	.20	.00	44	0	.00	44	0	.00	31	0	.00
MHW LIMITED	14	.12	.04	26	8	225.00	17	7	142.86	6	4	50.00
DEUTSCH FAM W&S	15	.12	.10	26	21	23.81	19	17	11.76	7	5	40.00
WINEBOW INC	16	.11	.00	24	0	.00	24	0	.00	15	0	.00
MAISON JMRE LTD	17	.04	.06	8	14	42.86-	6	6	.00	3	0	.00
CATOCTIN CREEK	18	.04	.02	8	5	60.00	7	5	40.00	1	1	.00
SMOOTH AMB SPRT	19	.03	.00	6	1	500.00	5	1	400.00	1	1	.00
CVI BRANDS	20	.02	.00	5	0	.00	3	0	.00	0	0	.00
MISSISSIPPI - D.S.				1609753	1584058	1.62	1171173	1150164	1.83	376445	368545	2.14
GIN		8.88	9.93	143000	157319	9.10-	103428	115092	10.13-	31610	34546	8.50-
PERNOD RCRD USA	1	65.81	65.24	94109	102632	8.30-	68075	74903	9.12-	20519	21984	6.66-
GALLO E J WINE	2	11.94	14.48	17076	22773	25.02-	11864	16744	29.14-	3337	4749	29.73-
DIAGEO	3	7.14	6.53	10213	10270	.56-	7436	7414	.30	2441	2446	.20-
SAZERAC COMPANY	4	5.40	4.83	7721	7595	1.66	5766	5596	3.04	1881	1818	3.47
HEAVEN HILL DST	5	4.03	3.82	5765	6016	4.17-	4237	4519	6.24-	1419	1479	4.06-
BACARDI USA INC	6	1.88	1.62	2693	2551	5.57	1969	1876	4.96	663	664	.15-
BEAM INC	7	1.29	1.21	1844	1905	3.20-	1384	1417	2.33-	483	494	2.23-
MCCORMICK DIST	8	1.01	1.00	1448	1580	8.35-	1060	1128	6.03-	314	369	14.91-
SAZERAC N AMRCA	9	.95	.87	1357	1365	.59-	1013	1008	.50	331	321	3.12
GRANT AND SONS	10	.36	.27	518	425	21.88	405	328	23.48	158	135	17.04
INTRNTL SPIRITS	11	.04	.03	60	47	27.66	53	27	96.30	18	24	25.00-
PROXIMO SPIRITS	12	.03	.03	46	52	11.54-	33	45	26.67-	11	20	45.00-
CRILLON	13	.03	.03	42	52	19.23-	36	41	12.20-	15	13	15.38
MHW LIMITED	14	.01	.01	20	15	33.33	17	15	13.33	7	6	16.67
CORSAIR ARTISAN	15	.01	.00	20	0	.00	20	0	.00	3	0	.00
WILDMAN SONS	16	.01	.00	15	0	.00	13	0	.00	3	0	.00
CVI BRANDS	17	.01	.01	14	18	22.22-	11	18	38.89-	2	17	88.24-
KINDRED SPIRITS	18	.01	.00	12	3	300.00	10	0	.00	2	0	.00
CATHEAD DISTLRY	19	.01	.00	10	0	.00	10	0	.00	1	0	.00
ANCHOR DISTLLNG	20	.00	.00	6	7	14.29-	6	3	100.00	1	1	.00