

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- |

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|--------------------|------|-----------------------------------|------------|--------------------------------|---------------------------------|--------|----------------------|----------------------|--------|---------------------------------|---------------------------------|---------|
| BRAND | Rank | Share of Market Last 12 Months | | Last 12 Months This Year | Last 12 Months Prior Year | + or - | This Year to Date | Last Year to Date | + or - | Current Quarter This Year | Current Quarter Last Year | + or - |
| | | This Year | Prior Year | | | | | | | | | |
| MISSISSIPPI - D.S. | | | | 1609753 | 1584058 | 1.62 | 1171173 | 1150164 | 1.83 | 376445 | 368545 | 2.14 |
| 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- |
| TAAKA | 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- |

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|------------------------------|------|-----------------------------------|------------|--------------------------------|---------------------------------|----------|----------------------|----------------------|----------|---------------------------------|---------------------------------|---------|
| VENDOR | Rank | Share of Market Last 12 Months | | Last 12 Months This Year | Last 12 Months Prior Year | + or - | This Year to Date | Last Year to Date | + or - | Current Quarter This Year | Current Quarter Last Year | + or - |
| | | This Year | Prior Year | | | | | | | | | |
| ALL STATES DISTILLED SPIRITS | | D.S. | | 41541011 | 40087614 | 3.63 | 30412182 | 29286104 | 3.85 | 10506483 | 10306700 | 1.94 |
| 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- |

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| | | 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 |
| | | | | | | | | | | | | |
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| | | | | | | | | | | | | |
| 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 |

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| 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 |

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|--------------------|------|-----------------------------------|------------|--------------------------------|---------------------------------|--------|----------------------|----------------------|--------|---------------------------------|---------------------------------|---------|
| VENDOR | Rank | Share of Market Last 12 Months | | Last 12 Months This Year | Last 12 Months Prior Year | + or - | This Year to Date | Last Year to Date | + or - | Current Quarter This Year | Current Quarter Last Year | + or - |
| | | This Year | Prior Year | | | | | | | | | |
| 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 |

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|-----------------------|------|-----------------------------------|------------|--------------------------------|---------------------------------|---------|----------------------|----------------------|---------|---------------------------------|---------------------------------|--------|
| VENDOR | Rank | Share of Market Last 12 Months | | Last 12 Months This Year | Last 12 Months Prior Year | + or - | This Year to Date | Last Year to Date | + or - | Current Quarter This Year | Current Quarter Last Year | + or - |
| | | This Year | Prior Year | | | | | | | | | |
| 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 |
| | | | | | | | | | | | | |
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| | | | | | | | | | | | | |
| 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 |

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| 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 | | | | | | | | | |
| 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 |

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|---------------------|------|-----------------------------------|------------|--------------------------------|---------------------------------|---------|----------------------|----------------------|---------|---------------------------------|---------------------------------|---------|
| VENDOR | Rank | Share of Market Last 12 Months | | Last 12 Months This Year | Last 12 Months Prior Year | + or - | This Year to Date | Last Year to Date | + or - | Current Quarter This Year | Current Quarter Last Year | + or - |
| | | This Year | Prior Year | 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 |
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| 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 |

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|--------------------|------|-----------------------------------|------------|--------------------------------|---------------------------------|--------|----------------------|----------------------|--------|---------------------------------|---------------------------------|---------|
| VENDOR | Rank | Share of Market Last 12 Months | | Last 12 Months This Year | Last 12 Months Prior Year | + or - | This Year to Date | Last Year to Date | + or - | Current Quarter This Year | Current Quarter Last Year | + or - |
| | | This Year | Prior Year | | | | | | | | | |
| 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 |
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| | | | | | | | | | | | | |
| 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 |

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|----------------------|------|-----------------------------------|------------|--------------------------------|---------------------------------|---------|----------------------|----------------------|--------|---------------------------------|---------------------------------|---------|
| VENDOR | Rank | Share of Market Last 12 Months | | Last 12 Months This Year | Last 12 Months Prior Year | + or - | This Year to Date | Last Year to Date | + or - | Current Quarter This Year | Current Quarter Last Year | + or - |
| | | This Year | Prior Year | | | | | | | | | |
| WEST VIRGINIA - D.S. | | | | 655284 | 644499 | 1.67 | 502793 | 496534 | 1.26 | 200156 | 202231 | 1.03- |
| 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 |
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| | | | | | | | | | | | | |
| 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 |