



NABCA
ANALYTICS

ALL STATES
THIRD QUARTER 2012

.....
Wine and
Vermouth Case
Sales Analysis

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NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

ALL STATES-1/1/12 - 09/30/12

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
DOM PORT RED								
TAYLOR			77424	76123	1301	1.71	77.44	75.05
FAIRBANKS			12752	12267	485	3.95	12.75	12.09
CHRISTAN B RUBY			5603	5696	-93	-1.63	5.60	5.62
ISC			3812	3908	-96	-2.46	3.81	3.85
GUENOC VINTAGE								
HORTON			100	1	99	9900.00	.10	.00
MNTVNA TRR ZIN			82	59	23	38.98	.08	.06
FICKLIN TINTA			81	88	-7	-7.95	.08	.09
WHY PORT RED			30	37	-7	-18.92	.03	.04
P MASSON RUBY			17	16	1	6.25	.02	.02
MONT L SLL ALTR			14	8	6	75.00	.01	.01
FICKLIN CALFRNA			13	14	-1	-7.14	.01	.01
MISSION MOUNTN			11		11	100.00	.01	.00
RED HILL NOBLE			9	9		.00	.01	.01
RM WOODBDG PORT			7		7	100.00	.01	.00
PEDRONCELLI VNT			5	3	2	66.67	.01	.00
HEITZ INK GRADE			4	4		.00	.00	.00
ANDRUS ISL P SR			3	3		.00	.00	.00
EVANUS ZINFANDL			3		3	100.00	.00	.00
HEITZ GRIGNOLIN			3		3	100.00	.00	.00
MEIERS RUBY			2		2	100.00	.00	.00
FOUR VINES ZIN			1	4	-3	-75.00	.00	.00
JUSTIN OBTUSE			1	3	-2	-66.67	.00	.00
MEIERS #44 RUBY			1	1		.00	.00	.00
FICKLIN VINTAGE			1	1		.00	.00	.00
BELL WC LODI			1		1	100.00	.00	.00
C KRUG LOT XII			1		1	100.00	.00	.00
KINGS RUBY				3166	-3166	-100.00	.00	3.12
ENIGMA				14	-14	-100.00	.00	.01
ROBERT HALL PR				1	-1	-100.00	.00	.00
MEYER FAMILY CL				1	-1	-100.00	.00	.00
DECO /CHC ESSNC				1	-1	-100.00	.00	.00
MEDUSA OV ZNFDL				1	-1	-100.00	.00	.00
TOTAL DOM PORT RED			99984	101429	-1445	-1.42		
DOM PORT TWNY								
TAYLOR			9282	9817	-535	-5.45	85.50	85.66
SHEFFIELD CLLRS			1544	1615	-71	-4.40	14.22	14.09
CHRISTIAN BROS			24	25	-1	-4.00	.22	.22
FICKLIN 10YR			5	3	2	66.67	.05	.03
STUART			1		1	100.00	.01	.00
TOTAL DOM PORT TWNY			10856	11460	-604	-5.27		
DOM PORT WHT								
FAIRBANKS			1256	1216	40	3.29	96.17	96.97
HORTON PEAR			48	36	12	33.33	3.68	2.87
ISC			2	2		.00	.15	.16
TOTAL DOM PORT WHT			1306	1254	52	4.15		
DOM SHRRY REG								
TAYLOR GOLDEN			3409	3593	-184	-5.12	42.25	42.19
FAIRBANKS			2680	2897	-217	-7.49	33.22	34.02
ISC			1669	1753	-84	-4.79	20.69	20.58
CHRISTAN B GOLD			133	114	19	16.67	1.65	1.34
TAYLOR COOKING			108	110	-2	-1.82	1.34	1.29
CRIBARI			68	27	41	151.85	.84	.32
MEIERS 22 CKTL			1		1	100.00	.01	.00
CRIBARI COOKING				18	-18	-100.00	.00	.21
OPICI CALFORNIA				2	-2	-100.00	.00	.02
KINGS				2	-2	-100.00	.00	.02
TOTAL DOM SHRRY REG			8068	8516	-448	-5.26		
DOM SHRRY CRM								
TAYLOR			10455	10157	298	2.93	54.76	48.98
CHRISTIAN BROS			4414	4251	163	3.83	23.12	20.50
SHEFFIELD CLLRS			3682	3892	-210	-5.40	19.29	18.77
FAIRBANKS			535	2430	-1895	-77.98	2.80	11.72
MISSION MOUNTN			3		3	100.00	.02	.00
MEIERS NO.44			1	2	-1	-50.00	.01	.01
MONT L SLL BNDT			1		1	100.00	.01	.00
P MASSON GOLDEN				5	-5	-100.00	.00	.02
TOTAL DOM SHRRY CRM			19091	20737	-1646	-7.94		
DOM SHRRY DRY								
TAYLOR COCKTAIL			11800	11769	31	.26	59.37	58.06
CHRISTIAN BROS			3217	3297	-80	-2.43	16.18	16.26
FAIRBANKS CKTL			2721	2885	-164	-5.68	13.69	14.23
SHEFFIELD CLLRS			1882	2062	-180	-8.73	9.47	10.17
CHRISTAN B CKTL			139	129	10	7.75	.70	.64
PAUL MASSON			117	130	-13	-10.00	.59	.64
MEIERS CKTL 11			1		1	100.00	.01	.00
TOTAL DOM SHRRY DRY			19877	20272	-395	-1.95		
DOM CONCORD								
CLOVER HILL GRP			4016	4341	-325	-7.49	43.49	52.77

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ALL STATES-1/1/12 - 09/30/12

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
SAKE2ME GRN TEA			10	1	9	900.00	.05	.00
SAKE2ME Y CITRS			9	4	5	125.00	.04	.02
OZEKI KARATAMBA			8	13	-5	-38.46	.04	.06
MOMOKAWA RSPBRY			8	3	5	166.67	.04	.01
TRADER JOE'S			8		8	100.00	.04	.00
HANA WHT PEACH			7	17	-10	-58.82	.03	.08
TAKARA SIERRA			7	5	2	40.00	.03	.02
OZEKI DAI GINJO			7		7	100.00	.03	.00
SAKE2ME AS PEAR			5	10	-5	-50.00	.02	.05
TRADER JOE SPKL			5		5	100.00	.02	.00
OZEKI DRY			4	3	1	33.33	.02	.01
GEKKEIKAN SILVR			3	8	-5	-62.50	.01	.04
TAKARA MIRIN			3	4	-1	-25.00	.01	.02
NAGASAKI GEISHA			2	2		.00	.01	.01
ROCK SAKE JUNMA			2		2	100.00	.01	.00
ROCK SAKE CLOUD			1		1	100.00	.00	.00
KOJI SAKE				408	-408	-100.00	.00	1.92
HANA PLUM				15	-15	-100.00	.00	.07
GKKN BLK&GLD GF				1	-1	-100.00	.00	.00
TOTAL DOMESTIC SAKE			21205	21287	-82	-.39		
DOM BEVRGE WN								
RICH WIR RED			59969	59599	370	.62	44.09	44.91
M DVD 20/20 ORG			18320	18520	-200	-1.08	13.47	13.96
MD 20/20 BAN RD			8009	7568	441	5.83	5.89	5.70
M DVD 20/20 RED			7189	8071	-882	-10.93	5.28	6.08
MD 20/20 ELC ML			5940	840	5100	607.14	4.37	.63
MD 20/20 PCH CR			4907	4450	457	10.27	3.61	3.35
RICH WIR WHITE			4712	4592	120	2.61	3.46	3.46
MD 20/20 ORG JB			4428	4055	373	9.20	3.26	3.06
MD 20/20 STW-KW			4104	3854	250	6.49	3.02	2.90
MD 20/20 RD GRP			3481	3449	32	.93	2.56	2.60
BOONE F STRW HL			3096	4336	-1240	-28.60	2.28	3.27
THUNDERBIRD			2136	2530	-394	-15.57	1.57	1.91
MD 20/20 BL RSP			2061	1686	375	22.24	1.52	1.27
RICH WIR/FRUIT			2013	2252	-239	-10.61	1.48	1.70
GALLO N TRN EXP			1305	911	394	43.25	.96	.69
THUNDRBRD CTRUS			1202	1421	-219	-15.41	.88	1.07
RICH WIR GRAPE			1175	1421	-246	-17.31	.86	1.07
CISCO PEACH 18%			645	657	-12	-1.83	.47	.50
CISCO BERRY 18%			331	331		.00	.24	.25
MD 20/20 YUM BR			264		264	100.00	.19	.00
MD 20/20 DRG FR			259	161	98	60.87	.19	.12
CISCO B RSP 18%			186	109	77	70.64	.14	.08
THUNDRBRD CTRUS			78	143	-65	-45.45	.06	.11
CISCO B CHY 18%			77	148	-71	-47.97	.06	.11
GALLO NIGHT TRN			68	96	-28	-29.17	.05	.07
CISCO STBRY 18%			32	22	10	45.45	.02	.02
CISCO ORNGE 18%			20	13	7	53.85	.01	.01
CISCO STRAWBRRY			7		7	100.00	.01	.00
MD 20/20 HBN LM			7		7	100.00	.01	.00
MD 20/20 KWI-LM			4	1358	-1354	-99.71	.00	1.02
SKY RV SMI MEAD			2	4	-2	-50.00	.00	.00
THUNDERBIRD			1		1	100.00	.00	.00
KING SLMN CNCRD			1		1	100.00	.00	.00
MD 20/20 SR APL				68	-68	-100.00	.00	.05
CISCO G APL 18%				36	-36	-100.00	.00	.03
MD 20/20 CRNBRY				4	-4	-100.00	.00	.00
TOTAL DOM BEVRGE WN			136029	132705	3324	2.50		
DOM KOSHER WN								
MANICHZ CONCORD			21668	22613	-945	-4.18	21.49	21.91
MOGEN DVD CNCRD			19961	19774	187	.95	19.79	19.16
MANICHZ BLKBRRY			13868	14703	-835	-5.68	13.75	14.25
MOGEN DVD BLKBY			13460	12903	557	4.32	13.35	12.50
MNCHZ CRM PEACH			8617	9090	-473	-5.20	8.55	8.81
MAN CRM WH CNCD			8543	8823	-280	-3.17	8.47	8.55
MAN CRM RD CNCD			7770	8647	-877	-10.14	7.71	8.38
MANSCHWITZ ELDBY			1940	1944	-4	-.21	1.92	1.88
MANICHWITZ CHRRY			1255	1083	172	15.88	1.24	1.05
MOGEN DVD PMGRN			916	808	108	13.37	.91	.78
B HERZOG MERLOT			616	567	49	8.64	.61	.55
B HERZOG CHARD			535	514	21	4.09	.53	.50
B HERZOG CAB SV			226	168	58	34.52	.22	.16
B HRZG WHT ZNFD			221	229	-8	-3.49	.22	.22
RSHI LT RD CNCD			163	180	-17	-9.44	.16	.17
B HERZOG SAV BL			126	92	34	36.96	.12	.09
B HERZOG CHN BL			116	107	9	8.41	.12	.10
KDM GRP SP CNCD			95	115	-20	-17.39	.09	.11
RSHI LT WH CNCD			69	80	-11	-13.75	.07	.08
KESSER CONCORD			59	67	-8	-11.94	.06	.06
B HRZG JNS CAB			47	37	10	27.03	.05	.04
MAN MEDIUM CNCD			39	32	7	21.88	.04	.03
B HERZOG ZNFNDL			35	31	4	12.90	.03	.03
B HRZG BLK MSCT			31	26	5	19.23	.03	.03
B HERZOG SYRAH			30	34	-4	-11.76	.03	.03
KEDEM MALAGA			29	30	-1	-3.33	.03	.03
HAGAFEN SAV BLC			28	59	-31	-52.54	.03	.06
RASHI CLARET			28	22	6	27.27	.03	.02
KDM CRM RD CNCD			27	26	1	3.85	.03	.03
KEDEM CHABLIS			26	40	-14	-35.00	.03	.04

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ALL STATES-1/1/12 - 09/30/12

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
RSHI LT PK CNCD			24	35	-11	-31.43	.02	.03
HAGAFEN CHARDNY			24	21	3	14.29	.02	.02
KDM ROYL BRGNDY			22	12	10	83.33	.02	.01
B HRZG S RS CAB			18	8	10	125.00	.02	.01
KESSER SEVEN 70			16	11	5	45.45	.02	.01
KDM GRM WH CNCD			16	8	8	100.00	.02	.01
KDM NATURL CNCD			14	15	-1	-6.67	.01	.01
KEDEM NIAGRA CR			13	12	1	8.33	.01	.01
HAGAFEN SYRAH			12	13	-1	-7.69	.01	.01
WEINSTOCK WHITE			12	2	10	500.00	.01	.00
RASHI CONCORD			11	21	-10	-47.62	.01	.02
WEINSTOCK MSC TO			11		11	100.00	.01	.00
WEINSTOCK RED			9	2	7	350.00	.01	.00
KEDEM MARSALA			8	13	-5	-38.46	.01	.01
WEINSTOCK CHR DY			8	8		.00	.01	.01
MANCHWITZ LGNBRY			7	49	-42	-85.71	.01	.05
KEDEM TOKAY			7	12	-5	-41.67	.01	.01
HAGAFEN CAB SAV			7	10	-3	-30.00	.01	.01
KDM R SHRRY REG			7	9	-2	-22.22	.01	.01
B HRZG DRY RED			7	8	-1	-12.50	.01	.01
KDM CRM PK CNCD			7	2	5	250.00	.01	.00
KEDEM PLUM ROYL			6	12	-6	-50.00	.01	.01
WEINSTOCK PINK			4	3	1	33.33	.00	.00
WEINSTCK WH ZNF			3	27	-24	-88.89	.00	.03
MANSCHWITZ MALGA			3	20	-17	-85.00	.00	.02
WEINSTOCK CB SV			3	7	-4	-57.14	.00	.01
KEDEM SAUTERNE			3	1	2	200.00	.00	.00
KEDEM CLSSC RED			3	1	2	200.00	.00	.00
KEDEM KAL CNCRD			2	8	-6	-75.00	.00	.01
B HERZOG LH RSL			2	7	-5	-71.43	.00	.01
KDM NY PORT RED			2	2		.00	.00	.00
KEDEM EST CL WH			2	1	1	100.00	.00	.00
KEDEM BLSH CHAB			2	1	1	100.00	.00	.00
B HRZG LH CH BL			1	4	-3	-75.00	.00	.00
KEDEM 144 WHITE			1	1		.00	.00	.00
RSHI DR RD CNCD				3	-3	-100.00	.00	.00
MOGEN DVD W CHY				1	-1	-100.00	.00	.00
B HRZG S ED CAB				1	-1	-100.00	.00	.00
TOTAL DOM KOSHER WN			100841	103215	-2374	-2.30		
DOM DSSRT OTH								
DUBONNET ROUGE			2256	2413	-157	-6.51	73.22	59.01
LINGANRE STPCHS			206	250	-44	-17.60	6.69	6.11
LINGANRE SKPJCK			186	201	-15	-7.46	6.04	4.92
CAMAS HCKBRY MD			73	81	-8	-9.88	2.37	1.98
PACIFIC RIM FRM			61	89	-28	-31.46	1.98	2.18
CARROLLS HONEY			57		57	100.00	1.85	.00
DUBONNET BLANC			56	72	-16	-22.22	1.82	1.76
KLUGE EST CRU			30	29	1	3.45	.97	.71
COOPER VN NOCHE			23	22	1	4.55	.75	.54
ROSNBLM DESIREE			18	14	4	28.57	.58	.34
MAD DRGN KW STW			12		12	100.00	.39	.00
MAD DRGN ORANGE			12		12	100.00	.39	.00
B DOON FRMBOISE			11	20	-9	-45.00	.36	.49
FLAG H HRTGE RD			11	7	4	57.14	.36	.17
MAD DRGN PS CRN			10		10	100.00	.32	.00
MISSON MT COCOA			9		9	.00	.29	.22
POST MUSDNE RED			8	12	-4	-33.33	.26	.29
JEWEL TN RHPSDY			8	6	2	33.33	.26	.15
FAR NIENTE DOLC			7	6	1	16.67	.23	.15
MAD DRGN SW TEA			6		6	100.00	.19	.00
POST MUSDNE WHT			5	6	-1	-16.67	.16	.15
POST MUSDNE BLS			4	7	-3	-42.86	.13	.17
CAMPOBASSO RED			3	795	-792	-99.62	.10	19.44
T&W AM RYL MEAD			3		3	100.00	.10	.00
MONT L SLL ANGL			2	7	-5	-71.43	.06	.17
LINGNTE TRMNTTE			2		2	100.00	.06	.00
HORTON XOCO BLN			1		1	100.00	.03	.00
B DOON VINFERNO			1		1	100.00	.03	.00
INDIAN CK DAHLA				15	-15	-100.00	.00	.37
DOCE				10	-10	-100.00	.00	.24
RENWOOD ICE WNE				6	-6	-100.00	.00	.15
HNY GRDN BK CUR				5	-5	-100.00	.00	.12
HNY GRDN BLUBRY				3	-3	-100.00	.00	.07
MONT L SLL SPCL				1	-1	-100.00	.00	.02
MNY GRDN T MEAD				1	-1	-100.00	.00	.02
HNY GDN MLSA MD				1	-1	-100.00	.00	.02
HNY GRDN SWT MD				1	-1	-100.00	.00	.02
TOTAL DOM DSSRT OTH			3081	4089	-1008	-24.65		
BURGUNDY								
CARLO ROSSI RED			40437	41683	-1246	-2.99	39.48	36.97
FRAN O WLD CLSC			23477	26473	-2996	-11.32	22.92	23.48
ALMDN MNT RD BX			13382	15713	-2331	-14.83	13.07	13.94
LIVINGSTON CLLR			11977	13026	-1049	-8.05	11.69	11.55
PETER VELLA			7758	7688	70	.91	7.57	6.82
GALLO FAM V TWN			4101	4413	-312	-7.07	4.00	3.91
PAUL MASSON RBY			608	714	-106	-14.85	.59	.63
INGLNK VYD CLSC			552	901	-349	-38.73	.54	.80
TAYLOR CAL CLLR			76	77	-1	-1.30	.07	.07
PAUL MASSON AMR			26	41	-15	-36.59	.03	.04

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			This Year	Last Year			This Year	Last Year
ALMADN MNT RED			9	63	-54	-85.71	.01	.06
EMERALD GLEN			7		7	100.00	.01	.00
CHAT LUZERNE			4	1859	-1855	-99.78	.00	1.65
CRIBARI BAG			3		3	100.00	.00	.00
CRIBARI MNT RED				103	-103	-100.00	.00	.09
TOTAL BURGUNDY			1024	17	112754	-10337	-9.17	
CHIANTI								
FRANZIA			19668	21175	-1507	-7.12	40.76	40.14
CARLO ROSSI LGT			14251	14099	152	1.08	29.53	26.73
CRIBARI AMR			13241	14158	-917	-6.48	27.44	26.84
LIVINGSTON CLLR			1085	1700	-615	-36.18	2.25	3.22
MACARONI GRILL			8	1606	-1598	-99.50	.02	3.04
INGLENOOK VNYRD			1	10	-9	-90.00	.00	.02
CH LUZERNE GRBL				1	-1	-100.00	.00	.00
TOTAL CHIANTI			48254	52749	-4495	-8.52		
RED GENRC OTH								
FRANZIA CHLLABL			75449	72345	3104	4.29	26.71	28.55
C RSSI PSNO FLV			69903	69572	331	.48	24.75	27.46
HAZLITT RED CAT			25170	22543	2627	11.65	8.91	8.90
TAYLOR LAKE C R			20684	23275	-2591	-11.13	7.32	9.19
CUPCAKE VLVT CA			15689	6991	8698	124.42	5.55	2.76
HRM RX-G FR CAL			7084	3748	3336	89.01	2.51	1.48
LIBERTY CRK SWT			5993	4390	1603	36.51	2.12	1.73
BULLY HLL BANTY			5766	5742	24	.42	2.04	2.27
GALLO FAM V SWT			4728	2084	2644	126.87	1.67	.82
TAYLOR LK SET R			4627	5378	-751	-13.96	1.64	2.12
TABLE LF SWT RD			3757		3757	100.00	1.33	.00
WILCX CLRION RV			3291	3226	65	2.01	1.17	1.27
BLLY HL LV GOAT			2966	3220	-254	-7.89	1.05	1.27
HAZLITT CBN FVR			2877	1911	966	50.55	1.02	.75
OAK LEAF SWT RD			2848	1272	1576	123.90	1.01	.50
OUR DAILY RED			2602	1910	692	36.23	.92	.75
NIEBM-CPLA CLRT			2208	1670	538	32.22	.78	.66
ST CHP SOFT RED			2143	2185	-42	-1.92	.76	.86
BULLY HL GROWER			1916	2140	-224	-10.47	.68	.84
RICHARD WIR RED			1817	2456	-639	-26.02	.64	.97
CARLO ROSSI SWT			1556	1070	486	45.42	.55	.42
MARIETTA O VN R			1115	1274	-159	-12.48	.39	.50
WOODBURG SWT RED			1102		1102	100.00	.39	.00
BLLY HL SW WLTR			1006	980	26	2.65	.36	.39
BLLY HL WLTR RS			864	832	32	3.85	.31	.33
BLACK BOX ELEGN			776		776	100.00	.27	.00
FRAN CP CLRT DC			763	690	73	10.58	.27	.27
PRESQUE ISL CRK			691	791	-100	-12.64	.24	.31
TISDALE SWT RED			680	614	66	10.75	.24	.24
MAZZA CNTRY RED			631	638	-7	-1.10	.22	.25
HERITAGE FREDNA			605	573	32	5.58	.21	.23
MARIETTA O V 56			545		545	100.00	.19	.00
FRAN CP CLRT DS			537	582	-45	-7.73	.19	.23
MARIETTA O V 57			537		537	100.00	.19	.00
FREY NATURAL			535	628	-93	-14.81	.19	.25
NSSLY NGHTY MRT			506	503	3	.60	.18	.20
CONFECTNR SYMPH			418	3	415	*****	.15	.00
RIDGE 3 VALLEYS			396	400	-4	-1.00	.14	.16
BULLY HL L GOAT			381	374	7	1.87	.13	.15
RICHARD WIR GRP			345	274	71	25.91	.12	.11
CLOVR HLL T RCK			329	394	-65	-16.50	.12	.16
NTTNY MT TAILGT			325	340	-15	-4.41	.12	.13
CH MRRSTT S LRL			315	299	16	5.35	.11	.12
DUCKHORN HWL MT			285	302	-17	-5.63	.10	.12
DUCKHORN PARADX			267	228	39	17.11	.09	.09
SYCAMORE LANE			243	238	5	2.10	.09	.09
ALLEGRO HARMONY			240	154	86	55.84	.08	.06
SMOKNG LN SW RD			240		240	100.00	.08	.00
CRANE LK SWT RD			235	235		.00	.08	.09
DECOY MIGRTN RD			234	245	-11	-4.49	.08	.10
HORTON NORTON			221	238	-17	-7.14	.08	.09
WATERBROOK MLNG			221	202	19	9.41	.08	.08
WLLMSBG SCHLLNG			179	158	21	13.29	.06	.06
SWEET BLS SW RD			172	127	45	35.43	.06	.05
MAD HSWF SWT RD			160	15	145	966.67	.06	.01
REDHAWK GRATEFL			159	136	23	16.91	.06	.05
CH MRRST BL DOG			158	197	-39	-19.80	.06	.08
NEWTON CLARET			138	506	-368	-72.73	.05	.20
VENDANGE SWT CA			138		138	100.00	.05	.00
CHILL OUT SW RD			137	370	-233	-62.97	.05	.15
CASTLE CK KID R			120	160	-40	-25.00	.04	.06
CHESPK BL CRAB			118	108	10	9.25	.04	.04
CHDSFRD 2BT GFT			112		112	100.00	.04	.00
SUSTAINABLE MEN			108	246	-138	-56.10	.04	.10
ALLEGRO SUITE			103	93	10	10.75	.04	.04
INSOMNIA RED			103		103	100.00	.04	.00
INCOGNITO LODI			96	24	72	300.00	.03	.01
BONTERRA MNDONO			96	22	74	336.36	.03	.01
INGLKN SWEET RD			93	102	-9	-8.82	.03	.04
PEPPRWD GRV SWT			88		88	100.00	.03	.00
RABBT RG ALLURE			83	108	-25	-23.15	.03	.04
GUENOC V CRT NC			78	51	27	52.94	.03	.02
OAK CREEK SW RD			76	119	-43	-36.13	.03	.05

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
CLOVR HLL CHMBC			70	80	-10	-12.50	.02	.03
WINE WORKS RSRV			70	77	-7	-9.09	.02	.03
STLTZNER CLARET			68	66	2	3.03	.02	.03
JEWEL TN M FOCH			66	48	18	37.50	.02	.02
FLIP FLOP SW RD			66	66	0	100.00	.02	.00
FERARI-CRNO SNA			60	74	-14	-18.92	.02	.03
WESTON MELANGE			59	31	28	90.32	.02	.01
GREEN FIN			58	58	0	100.00	.02	.00
MARIETA ANGL CV			57	46	11	23.91	.02	.02
LAUREL GLN REDS			55	44	11	25.00	.02	.02
COOPER SWT LOUS			54	38	16	42.11	.02	.01
RAMEY CLARET			43	93	-50	-53.76	.02	.04
KUMBAYA CAL			42	16	26	162.50	.01	.01
MAZZA VICTORIAN			41	23	18	78.26	.01	.01
HAZLTT R CAT HL			38	66	-28	-42.42	.01	.03
PAHLMAYER RD NP			35	40	-5	-12.50	.01	.02
R STRNG SYMMTRY			35	39	-4	-10.26	.01	.02
THE SUM CALIF			30	43	-13	-30.23	.01	.02
TOTALLY RND SWT			28	52	-24	-46.15	.01	.02
MURRTA WLL VNDM			22	19	3	15.79	.01	.01
SEBASTNI SECOLO			20	116	-96	-82.76	.01	.05
QUINTESSA RTHFD			18	16	2	12.50	.01	.01
PENDULUM RED			18	5	13	260.00	.01	.00
KENWOOD RED			17	16	1	6.25	.01	.01
BOORDY WASSAIL			15	23	-8	-34.78	.01	.01
VERMEIL XXXIV			15	22	-7	-31.82	.01	.01
ST JAMES VALET			15	8	7	87.50	.01	.00
JAYSON RED NAPA			14	31	-17	-54.84	.00	.01
SPRING MOUNTAIN			14	17	-3	-17.65	.00	.01
STERLING 3 PALMS			13	13	0	100.00	.00	.00
BLUE JEAN CAL			11	14	-3	-21.43	.00	.01
MOLON LAV NRET			11	11	0	100.00	.00	.00
MARIETTA O V 55			10	267	-257	-96.25	.00	.11
HEADSNPPR RADNT			10	10	0	100.00	.00	.00
LINGANORE RAVEN			9	8	1	12.50	.00	.00
FOX BROOK SW RD			9	9	0	100.00	.00	.00
ARGNT FRG RBT R			8	3	5	166.67	.00	.00
C KRUG GENERATN			8	8	0	100.00	.00	.00
NOSTALGIA LIDIA			7	9	-2	-22.22	.00	.00
FIRESTONE CAL			7	6	1	16.67	.00	.00
PRESIDENTL DONK			6	6	0	100.00	.00	.00
PRESIDENTL ELEP			6	6	0	100.00	.00	.00
WATTLE CRK BLND			5	9	-4	-44.44	.00	.00
FRAN SMT CHL BX			5	1	4	400.00	.00	.00
SHOOTING STR BF			4	6	-2	-33.33	.00	.00
SWEET TOOTH SWT			4	4	0	100.00	.00	.00
ROBERT HL RHONE			3	22	-19	-86.36	.00	.01
BULLY HL MT MKT			3	1	2	200.00	.00	.00
BENZIGER TRIBUT			2	2	0	100.00	.00	.00
JARVIS LK WILLM			2	2	0	100.00	.00	.00
STONESTRT LEGCY			2	2	0	100.00	.00	.00
ATLAS PEAK NP V			2	2	0	100.00	.00	.00
LINGANRE BACONI			2	2	0	100.00	.00	.00
BLACK MONK			1	2	-1	-50.00	.00	.00
LONG LAKE SW RD			1	1	0	100.00	.00	.00
MARIETTA V O 52				51	-51	-100.00	.00	.02
MEIERS RED SEED				20	-20	-100.00	.00	.01
ZHOO ZHOO CLART				20	-20	-100.00	.00	.01
LAKE ANNA				18	-18	-100.00	.00	.01
BILTMORE CENTRY				14	-14	-100.00	.00	.01
TWODOG C C RED				12	-12	-100.00	.00	.00
HINMAN VNYRDS				6	-6	-100.00	.00	.00
BISHOP PEAK RCK				5	-5	-100.00	.00	.00
RIDGE GEYSRVLE				4	-4	-100.00	.00	.00
HOP KIIN MARTY				2	-2	-100.00	.00	.00
POST TRDTNL RED				2	-2	-100.00	.00	.00
JAMES RVR HNOVR				2	-2	-100.00	.00	.00
LLANO ESTCDO SG				1	-1	-100.00	.00	.00
POST WINERY RED				1	-1	-100.00	.00	.00
BELL WINE CLLRS				1	-1	-100.00	.00	.00
SHIMMER RED				1	-1	-100.00	.00	.00
TOTAL RED GENRC OTH			282471	253362	29109	11.49		
BARBERA								
SHANNON RDGE HV			392	152	240	157.89	44.09	55.68
RENWOOD AMADOR			374	16	358	2237.50	42.07	5.86
MCMANIS CAL			77		77	100.00	8.66	.00
SEGHESIO BARBRA			14	59	-45	-76.27	1.57	21.61
SEBASTNI BARBRA			12	9	3	33.33	1.35	3.30
MONTEVNA BARBRA			4	2	2	100.00	.45	.73
ST SOMEWHERE			4		4	100.00	.45	.00
RENWOOD SIERRA			3	9	-6	-66.67	.34	3.30
SHOOTG STR BARB			2	13	-11	-84.62	.22	4.76
VALLEY OF MOON			2	4	-2	-50.00	.22	1.47
UVAGGIO LODI			2		2	100.00	.22	.00
EASTON SHENDOAH			2		2	100.00	.22	.00
TERRA D'ORO BRB			1	1	0	100.00	.11	.37
BORRA O VN LODI				4	-4	-100.00	.00	1.47
SERA FINA AMADR				2	-2	-100.00	.00	.73
SHANNON RDGE LC				1	-1	-100.00	.00	.37
JACUZZI FW CNRS				1	-1	-100.00	.00	.37

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ALL STATES-1/1/12 - 09/30/12

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
TOTAL BARBERA			889	273	616	225.64		
CABERNET SAUV								
RM WOODBRIDGE			64285	60173	4112	6.83	7.44	7.31
BAREFOOT CAL			38566	39186	-620	-1.58	4.46	4.76
FRANZIA BOX			30746	26635	4111	15.43	3.56	3.24
SUTTER HOME			26999	27664	-665	-2.40	3.13	3.36
ALMADEN CAL BOX			24384	20121	4263	21.19	2.82	2.45
BLACK BOX P RBL			22675	16273	6402	39.34	2.62	1.98
CARLO ROSSI			20678	18700	1978	10.58	2.39	2.27
R MNDVI PVT SEL			20169	20162	7	.03	2.33	2.45
BERNGR FNDR EST			18986	16961	2025	11.94	2.20	2.06
FISHEYE			18037	20176	-2139	-10.60	2.09	2.45
HRM REX-GOL CAL			17501	17233	268	1.56	2.03	2.09
STONE CELLARS			15705	15537	168	1.08	1.82	1.89
LIBERTY CRK CAL			13832	8539	5293	61.99	1.60	1.04
FOXHORN			13724	13615	109	.80	1.59	1.66
FETZER CAL			11288	11600	-312	-2.69	1.31	1.41
TURNING LEAF			11030	9891	1139	11.52	1.28	1.20
MNDVI CK CAB SV			10761	12487	-1726	-13.82	1.25	1.52
J LHR EST 7 OAK			10666	10127	539	5.32	1.23	1.23
CORBETT CANYON			10132	9997	135	1.35	1.17	1.22
BLACK BOX C C			9659	7995	1664	20.81	1.12	.97
COPPER RIDGE			9273	9416	-143	-1.52	1.07	1.14
SMOKING LOON			9241	8754	487	5.56	1.07	1.06
GALLO FAM V TWN			9133	9625	-492	-5.11	1.06	1.17
TABLE LEAF CAL			8273	7710	563	7.30	.96	.94
CUPCAKE C COAST			8168	5473	2695	49.24	.95	.67
VENDANGE			7857	13698	-5841	-42.64	.91	1.67
REDWOOD CREEK			7715	7726	-11	-.14	.89	.94
STERLING VNT COL			7263	7522	-259	-3.44	.84	.91
C D BOIS CAB NC			7220	6851	369	5.39	.84	.83
CSM			7176	5976	1200	20.08	.83	.73
MARTINI SONOMA			7050	6065	985	16.24	.82	.74
OAK LEAF CAL			6551	7126	-575	-8.07	.76	.87
LIVINGSTON CLLR			6531	7359	-828	-11.25	.76	.89
COL GRAND EST			6234	5492	742	13.51	.72	.67
CONCANNON GL CA			6120	10710	-4590	-42.86	.71	1.30
KDL-JKS V RS CB			6052	6513	-461	-7.08	.70	.79
FRANCS CPPLA DC			6026	5619	407	7.24	.70	.68
RDNY STRNG C SV			5816	5055	761	15.05	.67	.61
TISDALE CAL			5647	7091	-1444	-20.36	.65	.86
BV COASTAL CB S			5469	6844	-1375	-20.09	.63	.83
BOGLE CAB SAUV			5462	4759	703	14.77	.63	.58
MIRASSOU C CST			5377	4287	1090	25.43	.62	.52
337 LODI			5312	3968	1344	33.87	.61	.48
CORBETT CANYON			5275	3855	1420	36.84	.61	.47
LIBERTY SCHOOL			5129	5340	-211	-3.95	.59	.65
PETER VELLA			5059	4878	181	3.71	.59	.59
BLACKSTONE CAL			4864	4865	-1	-.02	.56	.59
BERINGR CAL COL			4844	4260	584	13.71	.56	.52
RAVENSWD VNT BL			4754	4818	-64	-1.33	.55	.59
BOTA BOX CAL			4735	3560	1175	33.01	.55	.43
GNARLY HEAD CAL			4632	4294	338	7.87	.54	.52
14 HANDS			4354	2952	1402	47.49	.50	.36
THE NAKED GRAPE			4204	2255	1949	86.43	.49	.27
GREEN TRUCK MEN			4130	1	4129	*****	.48	.00
ESTANCIA PS RBL			3764	3821	-57	-1.49	.44	.46
GHOST PNE NP SN			3495	2498	997	39.91	.40	.30
COL TWO VINES			3442	3888	-446	-11.47	.40	.47
BONTERRA			3295	3700	-405	-10.95	.38	.45
FRNCISCN CAB SV			3243	3519	-276	-7.84	.38	.43
JOEL GOTT 815			3099	1045	2054	196.56	.36	.13
SIMI CABNT SAUV			2949	2704	245	9.06	.34	.33
STERLING CAB SV			2939	3171	-232	-7.32	.34	.39
HESS SELECT			2916	2925	-9	-.31	.34	.36
AVALON NAPA VLY			2886	3056	-170	-5.56	.33	.37
STEVEN KENT LMV			2861		2861	100.00	.33	.00
MONTHAVEN CSTAL			2854	3311	-457	-13.80	.33	.40
SEBASTIANI SC			2792	2671	121	4.53	.32	.32
RED			2695	2441	254	10.41	.31	.30
NIGHT HARVEST			2614	5219	-2605	-49.91	.30	.63
LITTLE BL DRESS			2587	2453	134	5.46	.30	.30
MERRYVALE STAR			2545	1125	1420	126.22	.29	.14
R MNDVI CAB SAV			2528	2496	32	1.28	.29	.30
TWISTED CAB CAL			2502	484	2018	416.94	.29	.06
BERNGR KNGT VLY			2435	2108	327	15.51	.28	.26
HAYES VALLEY VY			2425	2	2423	*****	.28	.00
DANCING BULL			2417	1594	823	51.63	.28	.19
SUTTER HM 2PACK			2366	1530	836	54.64	.27	.19
C KRUG CAB SAUV			2243	1681	562	33.43	.26	.20
TRADER JOE'S			2220		2220	100.00	.26	.00
NATHANSON CREEK			2134	3682	-1548	-42.04	.25	.45
CH S JEAN CALIF			2117	1733	384	22.16	.25	.21
CRANE LAKE CAL			2076	3480	-1404	-40.34	.24	.42
TOASTED HEAD			2038	2191	-153	-6.98	.24	.27
FREI BROTHER AV			2023	1336	687	51.42	.23	.16
FREY ORGANIC			2008	1686	322	19.10	.23	.20
SIMPLY NAKED CA			2003	390	1613	413.59	.23	.05
MCMANIS FAMILY			1954	1269	685	53.98	.23	.15
DREAMNG TREE NC			1908	3	1905	*****	.22	.00
DELICATO CAB SV			1891	1464	427	29.17	.22	.18
LINE 39 LC			1876	1875	1	.05	.22	.23

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			This Year	Last Year			This Year	Last Year
BV CABERNT NP V			1801	1988	-187	-9.41	.21	.24
JOSH CELLARS SC			1776	850	926	108.94	.21	.10
MARTINI NAPA RS			1690	1310	380	29.01	.20	.16
SYCAMORE LANE			1689	1387	302	21.77	.20	.17
DYNAMITE NORTH			1643	1878	-235	-12.51	.19	.23
SHANNON RIDGE			1628		1628	100.00	.19	.00
MIDDLE SIS MSCF			1612	43	1569	3648.84	.19	.01
SNAP DRAGON CAL			1568	2303	-735	-31.91	.18	.28
CSM INDIAN WLLS			1537	1193	344	28.83	.18	.15
RARE EARTH ORGN			1503		1503	100.00	.17	.00
RUTHERFORD RNCH			1501	926	575	62.10	.17	.11
RED TRUCK CAL			1485	1273	212	16.65	.17	.15
CLOS DU VAL			1450	1509	-59	-3.91	.17	.18
WILD HORSE PR			1395	1840	-445	-24.18	.16	.22
KENWOOD SNMA CO			1393	1074	319	29.70	.16	.13
FLIP FLOP CAL			1369	535	834	155.89	.16	.07
C D BOIS AV RSV			1348	1480	-132	-8.92	.16	.18
GEYSER PK ALX V			1322	1916	-594	-31.00	.15	.23
PEPPERWOOD GRVE			1321	966	355	36.75	.15	.12
CASTLE ROCK P R			1290	1684	-394	-23.40	.15	.20
PARROT RANCH			1289		1289	100.00	.15	.00
CLOS LCHNCE EST			1288	8	1280	*****	.15	.00
PINECROFT CAL			1284	1068	216	20.22	.15	.13
IRONY NAPA VLLY			1248	1044	204	19.54	.14	.13
3 BLIND MOOSE			1247	2694	-1447	-53.71	.14	.33
SALMON CREEK			1234	1274	-40	-3.14	.14	.15
CANYON ROAD CAL			1223	1060	163	15.38	.14	.13
EDNA VLY S LUIS			1209	83	1126	1356.63	.14	.01
COL CLMBIA VLLY			1205	1025	180	17.56	.14	.12
SILVER OAK ALEX			1200	1678	-478	-28.49	.14	.20
STAGS LP WC NAP			1197	1092	105	9.62	.14	.13
HAHN NICKY HAHN			1189	970	219	22.58	.14	.12
THREE THV BANDT			1184	868	316	36.41	.14	.11
GALLO OF SONOMA			1162	885	277	31.30	.13	.11
NEWMAN OWN CAL			1128	978	150	15.34	.13	.12
ADELINE HOWEL			1112		1112	100.00	.13	.00
MERIDIAN CLFRNA			1079	1167	-88	-7.54	.12	.14
GRAYSON CLLR PS			1047	817	230	28.15	.12	.10
MIRASSOU MONTRY			1021	1176	-155	-13.18	.12	.14
ALX VLY CAB SAV			1008	771	237	30.74	.12	.09
MURPHY-GOODE			981	757	224	29.59	.11	.09
MARTINI			967	1363	-396	-29.05	.11	.17
JORDAN CAB SAUV			951	657	294	44.75	.11	.08
HARLW R CSTL VN			950	1235	-285	-23.08	.11	.15
AVALON CALIFRNA			940	797	143	17.94	.11	.10
SONOMA RIVER			922		922	100.00	.11	.00
BIG HOUSE USUAL			918	23	895	3891.30	.11	.00
HEITZ CB TRLSDE			911	4	907	*****	.11	.00
CANYON OAKS			891	751	140	18.64	.10	.09
ST FRANCIS SNMA			890	646	244	37.77	.10	.08
WENTE CAB SAUV			888	764	124	16.23	.10	.09
CYCLE GLADIATOR			887	1308	-421	-32.19	.10	.16
QUAIL RDG CB SV			868	6	862	*****	.10	.00
CHIMNEY ROCK			864	509	355	69.74	.10	.06
DONATI			862		862	100.00	.10	.00
CROW CANYON CAL			854	764	90	11.78	.10	.09
SOVERAIN CSV			845	1856	-1011	-54.47	.10	.23
SHARPS HL ES RS			840		840	100.00	.10	.00
THE SHOW			812	913	-101	-11.06	.09	.11
BV CENTURY CLLR			802	275	527	191.64	.09	.03
BV RUTH CAB SAV			795	593	202	34.06	.09	.07
KNDL-JKSN GR RS			792	700	92	13.14	.09	.09
R STRNG ALX VLY			791	88	703	798.86	.09	.01
FRANCS CPPL DIR			782	392	390	99.49	.09	.05
J LOHR ESTATES			750	585	165	28.21	.09	.07
FERRARI-CARANO			744	555	189	34.05	.09	.07
BOHEMIAN HWY CA			742	958	-216	-22.55	.09	.12
DONA SOL			718	918	-200	-21.79	.08	.11
CENTURY OAK			718	451	267	59.20	.08	.05
FIVE OAKS CAL			716	878	-162	-18.45	.08	.11
4 BEARS NAPA			712	819	-107	-13.06	.08	.10
LOCKWOOD			712	22	690	3136.36	.08	.00
BRIDLEWOOD EST			699	197	502	254.82	.08	.02
LAYER CAKE CAL			694	252	442	175.40	.08	.03
JOSH CELLARS NC			684		684	100.00	.08	.00
CCK			671	38	633	1665.79	.08	.00
PROJECT PASO			663	185	478	258.38	.08	.02
J LOHR CYPRESS			662	616	46	7.47	.08	.07
MERRYVALE NAPA			656	156	500	320.51	.08	.02
HRM REX-GOL AM			652	1846	-1194	-64.68	.08	.22
DECOY NAPA VLLY			640	423	217	51.30	.07	.05
LEESE-FITCH CAL			634	460	174	37.83	.07	.06
R MNDVI PS CC			627		627	100.00	.07	.00
GOLDEN GATE CAL			626	1918	-1292	-67.36	.07	.23
HOGUE FRUIT FWD			624	624		100.00	.07	.08
NAPA CELLARS NV			614	872	-258	-29.59	.07	.11
RND HILL CAB SV			594	609	-15	-2.46	.07	.07
PARDUCCI CB SVG			574	442	132	29.86	.07	.05
WLLM HILL NP VL			569	604	-35	-5.79	.07	.07
THE CRUSHER CLK			567	384	183	47.66	.07	.05
FORESTVILLE CAL			565	405	160	39.51	.07	.05
WLLM HLL EST CC			562	246	316	128.46	.07	.03
COL HORSE HEAVN			557	172	385	223.84	.06	.02

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
ST SUPERY DH NV			555	410	145	35.37	.06	.05
DE LOACH SNM CV			553	786	-233	-29.64	.06	.10
SPELLBOUND CAL			544	454	90	19.82	.06	.06
FIVE RIVERS			543	1143	-600	-52.49	.06	.14
ARROWOOD RESRVE			541	20	521	2605.00	.06	.00
CONCANNON CC			538	444	94	21.17	.06	.05
L J SPIRIT HAWK			537	685	-148	-21.61	.06	.08
BLACK BOX CAL			535		535	100.00	.06	.00
SILVERADO			534	363	171	47.11	.06	.04
LAYER CAKE NAPA			526		526	100.00	.06	.00
CANNONBALL CAL			525	607	-82	-13.51	.06	.07
ENTWINE CAL			519	123	396	321.95	.06	.01
TRINCHERO CSTAL			518	486	32	6.58	.06	.06
MONOGAMY NC CAB			506	59	447	757.63	.06	.01
ESTANCIA ALX VL			505	502	3	.60	.06	.06
SILVER PALM N C			503	548	-45	-8.21	.06	.07
KDL-JKS PR G RS			503	520	-17	-3.27	.06	.06
CAKEBRD CAB SAV			496	325	171	52.62	.06	.04
SILVER OAK NAPA			489	360	129	35.83	.06	.04
CAYMUS CAB SAUV			486	271	215	79.34	.06	.03
ST CLEMNT ORPPS			486	3	483	*****	.06	.00
CELLAR NO 8			485	478	7	1.46	.06	.06
CAYMUS NAPA VLY			478	628	-150	-23.89	.06	.08
MARTINI NAPA VL			461	508	-47	-9.25	.05	.06
FOXGLOVE PS RBL			452	341	111	32.55	.05	.04
CARR NAPA VALLY			449	344	105	30.52	.05	.04
LA TERRE			448	784	-336	-42.86	.05	.10
CASTLE CREEK			446	411	35	8.52	.05	.05
SILVER RIDGE BS			432	407	25	6.14	.05	.05
BARBERSVLL CB SV			430	374	56	14.97	.05	.05
EARTHQUAKE LODI			426	401	25	6.23	.05	.05
PHELPS NAPA VLY			423	436	-13	-2.98	.05	.05
FOREST GLEN BS			420	1499	-1079	-71.98	.05	.18
FROGS LEAP CB S			405	472	-67	-14.19	.05	.06
MAIN STREET			397	357	40	11.20	.05	.04
GUENOC EST SEL			395	415	-20	-4.82	.05	.05
JUSTIN P ROBLES			395	327	68	20.80	.05	.04
RFRD CABNT SAUV			380	304	76	25.00	.04	.04
MAGNFCENT STEAK			375	260	115	44.23	.04	.03
COHN BR SLVR LB			373	256	117	45.70	.04	.03
CARTLDGE&BROWNE			371	321	50	15.58	.04	.04
C SMITH CH SMTH			349	260	89	34.23	.04	.03
SIVAS SONOMA			349		349	100.00	.04	.00
TWODOG CNTL CST			343	440	-97	-22.05	.04	.05
GEYSR PK RSV AV			343	73	270	369.86	.04	.01
HOGUE			337	380	-43	-11.32	.04	.05
GUSTAFSON WATCH			330		330	100.00	.04	.00
ANNABELLA NAPA			328	338	-10	-2.96	.04	.04
KENWOOD YULUPA			317	268	49	18.28	.04	.03
INGLNOOK VINEYD			310	376	-66	-17.55	.04	.05
HANDCRAFT CAL			310		310	100.00	.04	.00
EDUCATED GUESS			299	56	243	433.93	.03	.01
PASO CREEK P RB			296	301	-5	-1.66	.03	.04
MARTNI LOUIS SL			290		290	100.00	.03	.00
CHILL OUT CALIF			288	461	-173	-37.53	.03	.06
MOTOS LIBERTY			286	236	50	21.19	.03	.03
BUEHLER NPA VLY			282	958	-676	-70.56	.03	.12
MAD HOUSEWIFE			280	226	54	23.89	.03	.03
FISHER UNITY			280	226	54	23.89	.03	.03
ERBA MOUNTNSIDE			273	2	271	*****	.03	.00
ARNOLD PALMER			268	397	-129	-32.49	.03	.05
HONIG NAPA VLLY			267	216	51	23.61	.03	.03
COMMON MAN			263	281	-18	-6.41	.03	.03
FREEMARK ABBEY			262	225	37	16.44	.03	.03
PRNC MCH D RPDN			261	218	43	19.72	.03	.03
FOX BROOK CALF			257	300	-43	-14.33	.03	.04
STG LP WC ARTMS			257	242	15	6.20	.03	.03
CLAYHOUSE PS RB			253	304	-51	-16.78	.03	.04
BLACK OAK CALIF			252	303	-51	-16.83	.03	.04
BANDIT CAL			251	172	79	45.93	.03	.02
AQUINAS NAPA VL			249	239	10	4.18	.03	.03
VOLKR EISLE N P			246	115	131	113.91	.03	.01
JAMES MTCHLL LD			246	33	213	645.45	.03	.00
REDTREE CAL			245	227	18	7.93	.03	.03
ETUDE NAPA VLLY			243	13	230	1769.23	.03	.00
STAGS LP WNY NP			242	199	43	21.61	.03	.02
HEITZ NAPA CB S			238	145	93	64.14	.03	.02
HAYES RANGE CC			235	140	95	67.86	.03	.02
BENZGR SC CB SV			231	372	-141	-37.90	.03	.05
MARTINI ALEX VL			228	901	-673	-74.69	.03	.11
TIMBERWOOD CAL			227	360	-133	-36.94	.03	.04
HEAVYWGT CHAMP			226	100	126	126.00	.03	.01
CLYDES			224	220	4	1.82	.03	.03
DEAD CANYON HOR			220	4	216	5400.00	.03	.00
WHITEHALL LANE			217	192	25	13.02	.03	.02
ROCK&VNE 9 NRTH			215	57	158	277.19	.02	.01
BURGESS CAB SAV			214	258	-44	-17.05	.02	.03
ROSENBLUM VN CV			212	218	-6	-2.75	.02	.03
DOMINO			209	8	201	2512.50	.02	.00
GRGICH HILLS			208	171	37	21.64	.02	.02
SEQUOIA CAB SAV			202	675	-473	-70.07	.02	.08
BACKHOUSE CALIF			195	163	32	19.63	.02	.02
MENAGE A TRS NC			195		195	100.00	.02	.00

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
GROTH CAB SAUV			192	208	-16	-7.69	.02	.03
MILBRANDT CLMBA			191	219	-28	-12.79	.02	.03
PARALLEL NAPA			189	147	42	28.57	.02	.02
COASTAL VNE CAL			186	176	10	5.68	.02	.02
CSM COLD CREEK			185	51	134	262.75	.02	.01
R STRNG AV RSRV			181	386	-205	-53.11	.02	.05
OBERON NAPA VLY			181	134	47	35.07	.02	.02
HALL NAPA			180	171	9	5.26	.02	.02
OAK CREEK CAL			178	203	-25	-12.32	.02	.02
FOLIE A'DX ALXD			176	107	69	64.49	.02	.01
PAUL HOBBS CRSS			176	70	106	151.43	.02	.01
HESS EST NP VLY			174	228	-54	-23.68	.02	.03
SEB SONOMA CASK			173	191	-18	-9.42	.02	.02
G NORMAN CAL NC			170	177	-7	-3.95	.02	.02
L'ECOLE			170	124	46	37.10	.02	.02
DUCKHORN NAPA			166	187	-21	-11.23	.02	.02
SLINGSHOT			163	20	143	715.00	.02	.00
MT VEEDER			162	190	-28	-14.74	.02	.02
CH MONTELENA			162	179	-17	-9.50	.02	.02
WENTE WETMRE RS			161	102	59	57.84	.02	.01
NAPA CELLARS SC			161	89	72	80.90	.02	.01
EHLERS EST 1886			160	546	-386	-70.70	.02	.07
H CREST CAB SAV			157	165	-8	-4.85	.02	.02
RAVENSWD SONOMA			154	621	-467	-75.20	.02	.08
NAPA VALLEY VYD			152	213	-61	-28.64	.02	.03
CANVAS CALIF			151	122	29	23.77	.02	.01
PENNYWISE CAL			147	154	-7	-4.55	.02	.02
UPPERCUT NAPA			147	136	11	8.09	.02	.02
HIGH VALLEY VYD			146		146	100.00	.02	.00
OLIVER HILL OAK			145		145	100.00	.02	.00
CCK LMTD RELEASE			144	63	81	128.57	.02	.01
BROWNSTONE CALF			143	222	-79	-35.59	.02	.03
BRNGR PRVT RSRV			139	257	-118	-45.91	.02	.03
PDRNCLLI 3 VYND			138	209	-71	-33.97	.02	.03
RAMEY NAPA VLLY			138	68	70	102.94	.02	.01
MERRIAM DRY CRK			138	28	110	392.86	.02	.00
ROBERT CRAIG AF			138		138	100.00	.02	.00
DRY CRK CAB SAV			137	136	1	.74	.02	.02
ARCTURUS NAPA			133	526	-393	-74.71	.02	.06
SEAN MINOR			133	79	54	68.35	.02	.01
STONEHEDGE CAL			131	175	-44	-25.14	.02	.02
ROMBAUER NAPA			131	125	6	4.80	.02	.02
RAYMOND NAPA VLY			131	115	16	13.91	.02	.01
DOUGLASS HL CAL			130	162	-32	-19.75	.02	.02
CASTLE ROCK NAP			129	378	-249	-65.87	.01	.05
NORTH BY NW CV			129	75	54	72.00	.01	.01
STONE BARN CAL			128		128	100.00	.01	.00
FAUST NAPA VLLY			127	62	65	104.84	.01	.01
HESS ALLOMI			125	42	83	197.62	.01	.01
PINA NAPA VALLY			121	280	-159	-56.79	.01	.03
WILY JACK CAL			121	47	74	157.45	.01	.01
FRNCS CP DR CUT			120	137	-17	-12.41	.01	.02
PAUL HOBBS NP V			119	90	29	32.22	.01	.01
ANATOMY NAPA			119	39	80	205.13	.01	.00
GREEN FIN			118		118	100.00	.01	.00
SOUTHERN PT CAL			116	170	-54	-31.76	.01	.02
ANDRETTI SELECT			115	145	-30	-20.69	.01	.02
GIANI CALF			115	91	24	26.37	.01	.01
SUUVERAIN ALX V			112	181	-69	-38.12	.01	.02
COPA DI VINO			112	103	9	8.74	.01	.01
RABBT RIDGE CV			110	150	-40	-26.67	.01	.02
DUCKHORN DECOY			110		110	100.00	.01	.00
DAVID STONE			109	114	-5	-4.39	.01	.01
CHALONE MONTERY			107	97	10	10.31	.01	.01
WENTE S FRAN BY			107	95	12	12.63	.01	.01
MINER CLASSIC			107		107	100.00	.01	.00
TWENTY BENCH NP			106	155	-49	-31.61	.01	.02
GUENOC LAKE CO			105	136	-31	-22.79	.01	.02
FREAKSHOW LODI			104		104	100.00	.01	.00
THREE RIVERS CV			102	24	78	325.00	.01	.00
KENWOOD JK LNDN			101	80	21	26.25	.01	.01
J LOHR HILLTOP			101	66	35	53.03	.01	.01
GENS LODI			101	12	89	741.67	.01	.00
LA ROCCA ORGNIC			101		101	100.00	.01	.00
GREYSTONE			100	121	-21	-17.36	.01	.01
TERRA ROBLES PR			100		100	100.00	.01	.00
SAGELANDS			97	116	-19	-16.38	.01	.01
FREEMK ABBY NPA			97	116	-19	-16.38	.01	.01
DUNCAN PEAK			97		97	100.00	.01	.00
R MNDVI OAKVLL			96	335	-239	-71.34	.01	.04
ALTAMURA CAB SV			96	257	-161	-62.65	.01	.03
CSM CANOE RIDGE			96	61	35	57.38	.01	.01
SLEDGEHAMMER NC			95	30	65	216.67	.01	.00
HERON CAL			92	98	-6	-6.12	.01	.01
CAYMUS SPCL SEL			89	64	25	39.06	.01	.01
HAYMN&HLL RS NV			88	165	-77	-46.67	.01	.02
FAR NIENTE CB S			88	119	-31	-26.05	.01	.01
ATLS PK SPRG MT			87	251	-164	-65.34	.01	.03
RAYMOND CAB RES			87	150	-63	-42.00	.01	.02
EMBLEM OSO			85	3	82	2733.33	.01	.00
LONG LAKE CAL			84	139	-55	-39.57	.01	.02
MASKED RIDER			84	84		.00	.01	.01
JADE MT N/SN/LK			84	67	17	25.37	.01	.01

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
3 GIRLS LODI			84	56	28	50.00	.01	.01
SEC			82	147	-65	-44.22	.01	.02
HOGUE GENESIS			81	126	-45	-35.71	.01	.02
LOT 205			80	88	-8	-9.09	.01	.01
BLK STALLION NP			80	57	23	40.35	.01	.01
VME TLL TR G RS			77	91	-14	-15.38	.01	.01
KUNDE SONOMA			75	57	18	31.58	.01	.01
PURPLE COWBOY			75	21	54	257.14	.01	.00
SEAN MINOR 4BRS			75		75	100.00	.01	.00
THE GIRLS I T V			75		75	100.00	.01	.00
MARKHAM CAB SAV			74	91	-17	-18.68	.01	.01
KEENAN NAPA VLY			74	43	31	72.09	.01	.01
FOREFRONT NAPA			74	17	57	335.29	.01	.00
NEWTON RED LABL			73	57	16	28.07	.01	.01
FLAME LILY CAL			73		73	100.00	.01	.00
SHAFER 1 PONT 5			72	79	-7	-8.86	.01	.01
HESS COLLECTION			72	69	3	4.35	.01	.01
RM WOODBRDGE TO			72	65	7	10.77	.01	.01
3 HORSE RNCH EG			72	54	18	33.33	.01	.01
HACIENDA			71	123	-52	-42.28	.01	.01
PACIFIC PEAK			69	278	-209	-75.18	.01	.03
ANGELS LNDNG NP			69	79	-10	-12.66	.01	.01
NEWTON UNFILTRD			69	27	42	155.56	.01	.00
ARTESA ELEMENTS			68	65	3	4.62	.01	.01
MARTINI FNDR SG			68	27	41	151.85	.01	.00
BERNGR NAPA VLY			67	97	-30	-30.93	.01	.01
TREFETHEN			67	78	-11	-14.10	.01	.01
WORTHY			67		67	100.00	.01	.00
DUCK POND			66	142	-76	-53.52	.01	.02
STEPHEN VINCENT			66	79	-13	-16.46	.01	.01
VEZER RESERVE			66		66	100.00	.01	.00
STONECAP			64	36	28	77.78	.01	.00
MAGNOLIA GRV CA			64		64	100.00	.01	.00
HINDSIGHT NAPA			63		63	100.00	.01	.00
JOEL GOTT KNIGHT			63		63	100.00	.01	.00
ROUTE STOCK CNRS			63		63	100.00	.01	.00
JEKEL CAB SAUV			62	186	-124	-66.67	.01	.02
JUDDS HILL NAPA			62	101	-39	-38.61	.01	.01
BY CSTL VNR SEL			62	95	-33	-34.74	.01	.01
ST CLEMENT NAPA			61	96	-35	-36.46	.01	.01
FAT CAT CAL			61	85	-24	-28.24	.01	.01
VINE CLIFF NAPA			60	82	-22	-26.83	.01	.01
GALLO E&J VNYDS			60	48	12	25.00	.01	.01
SIDE YARD CAL			60	25	35	140.00	.01	.00
AUTUMN HILL			60		60	100.00	.01	.00
COVEY RUN RESRV			59	95	-36	-37.89	.01	.01
RAYMOND FAM CLS			59	72	-13	-18.06	.01	.01
SEBASTIANI AV			59	71	-12	-16.90	.01	.01
WOODWD CYN NELM			59	55	4	7.27	.01	.01
SODARO FELICITY			58	201	-143	-71.14	.01	.02
ESSER			57	92	-35	-38.04	.01	.01
GALLO SIGNTR SR			57		57	100.00	.01	.00
KIRKLND SG ALEX			56	60	-4	-6.67	.01	.01
MILLN DL CW BAR			56	56		0.00	.01	.01
50 ACRE RNCH CA			56		56	100.00	.01	.00
CAMRON HUGH 223			56		56	100.00	.01	.00
COASTAL RIDGE			55	251	-196	-78.09	.01	.03
KDL-JKSN SP SEL			55	65	-10	-15.38	.01	.01
SPANISH VALLEY			55	62	-7	-11.29	.01	.01
BLOSSOM HILL			54	123	-69	-56.10	.01	.01
ARTISAN CAL			54	90	-36	-40.00	.01	.01
SEA RIDGE CALIF			53	106	-53	-50.00	.01	.01
NEAL NAPA			53	43	10	23.26	.01	.01
CH ST JEAN SNMA			53	34	19	55.88	.01	.00
PLUMPJACK OAKVL			53	34	19	55.88	.01	.00
EBERLE CABERNET			53	25	28	112.00	.01	.00
BEAR'S LAIR CAL			52	877	-825	-94.07	.01	.11
LINDEN E 100CLB			52	56	-4	-7.14	.01	.01
YOSEMITE ROAD			52	54	-2	-3.70	.01	.01
SELBY			52	51	1	1.96	.01	.01
CHAPPLT MTN CUV			51	102	-51	-50.00	.01	.01
LAKE SONOMA AV			51	37	14	37.84	.01	.00
OAKHRST HAP CMP			50	53	-3	-5.66	.01	.01
SHAFER SLD			50	26	24	92.31	.01	.00
EST. 1975 NO CST			50	8	42	525.00	.01	.00
ATLAS PK HWL MT			50		50	100.00	.01	.00
RAYS STATION AV			49	106	-57	-53.77	.01	.01
REBEL BANDIT			49	54	-5	-9.26	.01	.01
HEITZ CB BLLA O			48	24	24	100.00	.01	.00
MONTCILLO JFF CV			48	20	28	140.00	.01	.00
KIONA			47	47		0.00	.01	.01
D GEHRS CNT CST			47	15	32	213.33	.01	.00
THE DIVINING RD			47		47	100.00	.01	.00
ROBERT HALL PR			46	49	-3	-6.12	.01	.01
SHAFER HILLSIDE			46	21	25	119.05	.01	.00
JEWEL TOWNE			46	19	27	142.11	.01	.00
ALBENO MUNARI			46		46	100.00	.01	.00
STG L WC FAY NV			45	38	7	18.42	.01	.00
FORE FAM RED HL			45		45	100.00	.01	.00
GEYSR PK WALKNG			45		45	100.00	.01	.00
COASTLINE PASO			44	81	-37	-45.68	.01	.01
CEDAR KNOLL			44	17	27	158.82	.01	.00
MATCHBOOK LAKE			44		44	100.00	.01	.00

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

ALL STATES-1/1/12 - 09/30/12

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
VAMPIRE PS RBL			43	91	-48	-52.75	.00	.01
CASTLE ROCK RES			43	61	-18	-29.51	.00	.01
POZZAN KNIGHT VL			43	19	24	126.32	.00	.00
EMERALD BAY			42	58	-16	-27.59	.00	.01
CASTLE ROCK CV			42	7	35	500.00	.00	.00
B SIDE NAPA VLY			41	81	-40	-49.38	.00	.01
CLOVR HLL CB SV			41	60	-19	-31.67	.00	.01
ESTRELLA PR CAL			41	57	-16	-28.07	.00	.01
GLASS MOUNTAIN			41	44	-3	-6.82	.00	.01
WINDMILL LODI			41	44	-3	-6.82	.00	.01
R MONDAVI RESRV			41	39	2	5.13	.00	.00
CLOS LACHANCE			40	3654	-3614	-98.91	.00	.44
PINE RIDGE RFRD			40	45	-5	-11.11	.00	.01
GROVE ST P PAUL			40	38	2	5.26	.00	.00
WELNGTN SONOMA			40	22	18	81.82	.00	.00
TORTOISE CRK CK			40	40	40	100.00	.00	.00
ANTICA NAPA VLY			39	52	-13	-25.00	.00	.01
CADE HOWELL MT			39	14	25	178.57	.00	.00
TARRICA PASO			38	20	18	90.00	.00	.00
ANCIENT PEAK PR			38	6	32	533.33	.00	.00
GUENOC CAB SAUV			37	328	-291	-88.72	.00	.04
WILDFIRE			37	37	37	100.00	.00	.00
MENDOCINO FOG			36	128	-92	-71.88	.00	.02
CHADDSFORD			36	60	-24	-40.00	.00	.01
PROVENANCE RUTH			36	40	-4	-10.00	.00	.00
RAPIDAN RIVER			36	32	4	12.50	.00	.00
WATERBROOK RSV			36	30	6	20.00	.00	.00
VELVET MOON			36	36	36	100.00	.00	.00
WILLM HLL EST RS			35	28	7	25.00	.00	.00
CADE NAPA CUVEE			35	6	29	483.33	.00	.00
CONIGLIO NAPA			35	35	35	100.00	.00	.00
BLACK MOUNTAIN			35	35	35	100.00	.00	.00
BLACKBURN			34	88	-54	-61.36	.00	.01
PNK FLYD DRK SD			34	41	-7	-17.07	.00	.00
WLLM HLL EST SL			34	36	-2	-5.56	.00	.00
ETC CAL			34	14	20	142.86	.00	.00
LADERA HOWEL MT			34	1	33	3300.00	.00	.00
WLLM HLL EST BB			34	34	34	100.00	.00	.00
BV CNTRY CLR VS			33	142	-109	-76.76	.00	.02
VME TALL TREES			33	59	-26	-44.07	.00	.01
ZD CAB SAUV			33	47	-14	-29.79	.00	.01
LYETH			33	46	-13	-28.26	.00	.01
EPONYMOUS NAPA			33	16	17	106.25	.00	.00
ARBOR CREST C S			32	11	21	190.91	.00	.00
THE GAURDIAN			32	7	25	357.14	.00	.00
BOOMTOWN			32	6	26	433.33	.00	.00
WATERBROOK COL			32	3	29	966.67	.00	.00
ROOTS RN DP E G			32	32	32	100.00	.00	.00
ORIN SWFT PLRMO			32	32	32	100.00	.00	.00
FLORA SP CAB SV			31	174	-143	-82.18	.00	.02
WENTE EST RESRV			31	42	-11	-26.19	.00	.01
BLACK RIDGE CAL			31	8	23	287.50	.00	.00
SLAUGHTERHOUSE			31	31	31	100.00	.00	.00
RND HLL WNTWRTH			30	39	-9	-23.08	.00	.00
TORTOISE CRK CC			30	28	2	7.14	.00	.00
IL CUORE			29	32	-3	-9.38	.00	.00
ANDRETTI			29	21	8	38.10	.00	.00
HOUSE BAND			29	29	29	100.00	.00	.00
CAMELOT CALFRNA			28	210	-182	-86.67	.00	.03
DELTA MOON			28	105	-77	-73.33	.00	.01
FIRESTONE DSCVRS			28	57	-29	-50.88	.00	.01
CH MNTLNA CLSTG			28	28	28	100.00	.00	.00
DAOU PASO ROBLE			28	1	27	2700.00	.00	.00
EDGE			28	28	28	100.00	.00	.00
DARKHORSE CAL			28	28	28	100.00	.00	.00
HAYMN&HLL RS SL			28	28	28	100.00	.00	.00
CAMRON HUGH 323			28	28	28	100.00	.00	.00
90+CLLRS LOT 48			28	28	28	100.00	.00	.00
CAMRON HUGH 190			27	57	-30	-52.63	.00	.01
SADDLEBACK CB S			27	26	1	3.85	.00	.00
STONESTREET AV			27	24	3	12.50	.00	.00
ANGELINE ALX/SN			27	12	15	125.00	.00	.00
CARPE DIEM			27	6	21	350.00	.00	.00
CALISTOGA CELLR			27	27	27	100.00	.00	.00
MOUNT VIEW GRND			27	27	27	100.00	.00	.00
NAPA STATION			26	24	2	8.33	.00	.00
SIMI LANDSLIDE			26	22	4	18.18	.00	.00
X WINERY NAPA			26	17	9	52.94	.00	.00
BISHOP PEAK P R			26	14	12	85.71	.00	.00
THE RULE			26	26	26	100.00	.00	.00
MRTNI MNTE RSSO			25	204	-179	-87.75	.00	.02
DARIOUSH SIG CB			25	37	-12	-32.43	.00	.00
LADERA NAPA			25	4	21	525.00	.00	.00
ARROWOOD CAB SV			25	3	22	733.33	.00	.00
CAMRON HUGH 300			25	25	25	100.00	.00	.00
MAGGIO LODI			25	25	25	100.00	.00	.00
OAK VINEYRD CAL			25	25	25	100.00	.00	.00
STICKYBEAK			25	25	25	100.00	.00	.00
BLISS			24	146	-122	-83.56	.00	.02
CHIMNEY RCK SLD			24	44	-20	-45.45	.00	.01
TURNBULL			24	23	1	4.35	.00	.00
RAMSAY N COAST			24	17	7	41.18	.00	.00
COLUMBIA			24	15	9	60.00	.00	.00

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
SKETCHBOOK MEND			24	5	19	380.00	.00	.00
BRIGGS CLR LOCK			24	3	21	700.00	.00	.00
MT BRAVE			24		24	100.00	.00	.00
SEVNTY FVE TUCK			24		24	100.00	.00	.00
THORNY ROSE COL			24		24	100.00	.00	.00
TYLER FLOR NAPA			24		24	100.00	.00	.00
BUENA VISTA CAL			24		24	100.00	.00	.00
PEIRANO ESTATE			23	113	-90	-79.65	.00	.01
Q SONOMA COUNTY			23	69	-46	-66.67	.00	.01
COL RESERVE			23	39	-16	-41.03	.00	.00
FOODIES			23		23	100.00	.00	.00
VINDICATED			23		23	100.00	.00	.00
LOTUS			23		23	100.00	.00	.00
FERARI-CRNO RSV			23		23	100.00	.00	.00
CULT			23		23	100.00	.00	.00
TREFETHN NPA EB			22	31	-9	-29.03	.00	.00
DUSTED VALLEY			22	29	-7	-24.14	.00	.00
DARIOUSH			22	21	1	4.76	.00	.00
PALMAZ			22	16	6	37.50	.00	.00
CLIFF LEDE SLD			22	15	7	46.67	.00	.00
RDNY STRNG RSRV			22	13	9	69.23	.00	.00
COHN BR SLVR NC			22	6	16	266.67	.00	.00
BOORDY PT TRRPN			22		22	100.00	.00	.00
NXNW SEVN HILLS			22		22	100.00	.00	.00
90+CLLRS LOT 58			22		22	100.00	.00	.00
FREY BIODYNAMIC			21	100	-79	-79.00	.00	.01
Q NAPA			21	42	-21	-50.00	.00	.01
FISHR COACH INS			21	34	-13	-38.24	.00	.00
OPTIMA			21	24	-3	-12.50	.00	.00
CH S JEAN CEPGE			21	23	-2	-8.70	.00	.00
EDDY ELODIAN NP			21	15	6	40.00	.00	.00
ECHOLON HMES VL			21	1	20	2000.00	.00	.00
MERUS NAPA			21		21	100.00	.00	.00
PACIFIC EDGE			20	111	-91	-81.98	.00	.01
JENICA PEAK CST			20	36	-16	-44.44	.00	.00
ANDRW WLL CHMPX			20	20		.00	.00	.00
TRIN NV CHICK			20	19	1	5.26	.00	.00
NORTH BY NW WWV			20	17	3	17.65	.00	.00
BERNGR KNGT RSV			20		20	100.00	.00	.00
TRINITY OAKS			19	209	-190	-90.91	.00	.03
CALLAWAY CLR SL			19	84	-65	-77.38	.00	.01
PAVILLION NAPA			19	45	-26	-57.78	.00	.01
MARTIN RAY MRGE			19	28	-9	-32.14	.00	.00
PENNYWISE NAPA			19	19		.00	.00	.00
FREY ESTATE BTL			19	12	7	58.33	.00	.00
GIRARD NAPA			19	12	7	58.33	.00	.00
LAPIS LUNA LODI			19	6	13	216.67	.00	.00
GIRARD NAPA CTY			19	5	14	280.00	.00	.00
STONESTRT MNUMT			19		19	100.00	.00	.00
BANSHEE NAPA			18	60	-42	-70.00	.00	.01
SONOMA JNCTN SC			18	42	-24	-57.14	.00	.01
LEWIS CAB NP VL			18	24	-6	-25.00	.00	.00
THE MEAT HOUSE			18	22	-4	-18.18	.00	.00
ALBERTONI			18	21	-3	-14.29	.00	.00
R STRNG ROCKAWY			18	16	2	12.50	.00	.00
CC: CALIF CB SV			18	3	15	500.00	.00	.00
DESERT WIND			18		18	100.00	.00	.00
LAMPLIGHTER			18		18	100.00	.00	.00
NAPA RIDGE			18		18	100.00	.00	.00
CALIFORNIA 37			18		18	100.00	.00	.00
RUBICON EST CSK			17	50	-33	-66.00	.00	.01
MONKEY BUSINESS			17	32	-15	-46.88	.00	.00
BENNTT LN TURN4			17	27	-10	-37.04	.00	.00
ALMADEN CALIF			17	25	-8	-32.00	.00	.00
WHITE OAK NAPA			17	13	4	30.77	.00	.00
MERCER COLUMBIA			17	10	7	70.00	.00	.00
COSENTINO			17		17	100.00	.00	.00
TURNBULL EST GR			17		17	100.00	.00	.00
NCKL&NCKL RANCH			17		17	100.00	.00	.00
DARCIE KENT			17		17	100.00	.00	.00
SHARPS HILL			16	359	-343	-95.54	.00	.04
SCREW KAPPA NAP			16	54	-38	-70.37	.00	.01
CLS PEGASE CB S			16	35	-19	-54.29	.00	.00
FREY REDWOOD VL			16	17	-1	-5.88	.00	.00
MINER OAKVILLE			16	14	2	14.29	.00	.00
BURIED CANE			16	11	5	45.45	.00	.00
SNAKE RIVER			16	11	5	45.45	.00	.00
HAWK CREST CAL			16	10	6	60.00	.00	.00
STUHMULLER			16	4	12	300.00	.00	.00
DOUBLE DOG DARE			16	3	13	433.33	.00	.00
99 VINES			16		16	100.00	.00	.00
OAK RIDGE GNRLD			15	40	-25	-62.50	.00	.00
FLORA SPRNG RSV			15	28	-13	-46.43	.00	.00
DUNN HOWELL MTN			15	11	4	36.36	.00	.00
LA JOTA HOWELL			15	10	5	50.00	.00	.00
MARIETTA CAB SV			15	10	5	50.00	.00	.00
VENDANGE TETRA			15	9	6	66.67	.00	.00
CARAVAN NP VLY			15	7	8	114.29	.00	.00
BV TAPESTRY RSV			15	6	9	150.00	.00	.00
LEAPNG HRS LODI			15	6	9	150.00	.00	.00
HEITZ CAB MRTHA			15	4	11	275.00	.00	.00
FOLIE DEUX NAPA			15		15	100.00	.00	.00
HALTER RANCH			15		15	100.00	.00	.00

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
NEWTON L PUZZLE			14	18	-4	-22.22	.00	.00
CANDIA CLASSIC			14	12	2	16.67	.00	.00
NCKL&NCKL SULLE			14	11	3	27.27	.00	.00
CH ST JEAN CB S			14	5	9	180.00	.00	.00
KING FISH CAL			13	116	-103	-88.79	.00	.01
RAVNSWOOD NAPA			13	73	-60	-82.19	.00	.01
HAPPY CAMPER			13	57	-44	-77.19	.00	.01
STAGS LP WC SLV			13	40	-27	-67.50	.00	.00
STONE CLR CLNRY			13	32	-19	-59.38	.00	.00
LEAPNG LZRD NAP			13	23	-10	-43.48	.00	.00
CADARETTA			13	5	8	160.00	.00	.00
WHEELHOUSE NAPA			13	3	10	333.33	.00	.00
FREMRK ABY ART			13		13	100.00	.00	.00
HEALDSBURG RNCH			12	92	-80	-86.96	.00	.01
CALISTOGA EST			12	36	-24	-66.67	.00	.00
TRUCHARD			12	21	-9	-42.86	.00	.00
WHITEHALL LN RSV			12	20	-8	-40.00	.00	.00
TIN ROOF CAL			12	19	-7	-36.84	.00	.00
ELK RUN			12	18	-6	-33.33	.00	.00
ORIN SWFT MC HD			12	12		.00	.00	.00
BV PVT RS G LTR			12	11	1	9.09	.00	.00
CHAPLT CAB SIG			12	10	2	20.00	.00	.00
NCKL&NCKL BRAND			12	2	10	500.00	.00	.00
SBRAGIA RNCH DL			12	2	10	500.00	.00	.00
BLUE MOUNTAIN			12		12	100.00	.00	.00
SPENCER ELIZBTH			12		12	100.00	.00	.00
RAYMOND HILL			12		12	100.00	.00	.00
ANDERSON'S CONN			11	96	-85	-88.54	.00	.01
QUAIL OAK			11	57	-46	-80.70	.00	.01
TALUS			11	22	-11	-50.00	.00	.00
GROTH RESERVE			11	21	-10	-47.62	.00	.00
NINER BOOTJACK			11	13	-2	-15.38	.00	.00
MCHL&DVD RPTURE			11	9	2	22.22	.00	.00
BROOKDALE NAPA			11	8	3	37.50	.00	.00
QUILCEDA CREEK			11	7	4	57.14	.00	.00
RAYMOND SOMLIER			11		11	100.00	.00	.00
CARMENET VC RSV			11		11	100.00	.00	.00
THE VOLUNTEER			11		11	100.00	.00	.00
VILLA JULIETTE			11		11	100.00	.00	.00
ANAKOTA HELENA			11		11	100.00	.00	.00
HUSIC NAPA			10	215	-205	-95.35	.00	.03
FRANK FAM VY NP			10	37	-27	-72.97	.00	.00
ATLAS PEAK NAPA			10	31	-21	-67.74	.00	.00
HALL KATHRYN			10	28	-18	-64.29	.00	.00
CH JULIEN MNTRY			10	18	-8	-44.44	.00	.00
LARKMEAD			10	15	-5	-33.33	.00	.00
STAGLIN FAMILY			10	14	-4	-28.57	.00	.00
R YOUNG EST ALX			10	12	-2	-16.67	.00	.00
DE LOACH CALIF			10	11	-1	-9.09	.00	.00
TERLATO CAL			10	10		.00	.00	.00
LEWIS CB SV RES			10	9	1	11.11	.00	.00
HELLER ESTATE			10	9	1	11.11	.00	.00
SNQ CAB SAUV			10	9	1	11.11	.00	.00
THE BIG GRN BOX			10	5	5	100.00	.00	.00
WENTE HAY RANCH			10	3	7	233.33	.00	.00
BENZGR TRIBT SM			10	2	8	400.00	.00	.00
STEELE RED HLLS			10	2	8	400.00	.00	.00
ROTH			10	1	9	900.00	.00	.00
BRNGR CHSCK CAL			10		10	100.00	.00	.00
CARTA NOVA			10		10	100.00	.00	.00
CAKEBRD BNCHLND			9	26	-17	-65.38	.00	.00
CUVAISON MT VDR			9	26	-17	-65.38	.00	.00
MOUNT VIEW CB S			9	26	-17	-65.38	.00	.00
BROMAN			9	20	-11	-55.00	.00	.00
HEWITT RUTHERFD			9	14	-5	-35.71	.00	.00
STAGS LP WN CLR			9	12	-3	-25.00	.00	.00
FRANK FAM VY RS			9	9		.00	.00	.00
RIDGE MNTE BLO			9	5	4	80.00	.00	.00
W B BRIDGMAN			9		9	100.00	.00	.00
CHERRYWOOD CLLR			8	32	-24	-75.00	.00	.00
CHERRYBLOCK			8	7	1	14.29	.00	.00
ANGELINE RES			8		8	100.00	.00	.00
TREDER JOE'S RS			8		8	100.00	.00	.00
ALIAS CAL			8		8	100.00	.00	.00
DUCKHN EST GRWN			7	268	-261	-97.39	.00	.03
DIABLO CREEK CA			7	45	-38	-84.44	.00	.01
VINE CLIFF OKVL			7	30	-23	-76.67	.00	.00
WINE WORKS ORGC			7	27	-20	-74.07	.00	.00
R STRNG ALX CRN			7	26	-19	-73.08	.00	.00
ROUTESTOCK NAPA			7	17	-10	-58.82	.00	.00
STG L WC CSK 23			7	16	-9	-56.25	.00	.00
PINE RIDGE NAPA			7	11	-4	-36.36	.00	.00
CAKEBRD VN HILL			7	10	-3	-30.00	.00	.00
THREE SAINTS YZ			7	9	-2	-22.22	.00	.00
ATALON NAPA VLY			7	7		.00	.00	.00
CABULOUS N C			7	7		.00	.00	.00
SMITH&HOOK CAL			7	5	2	40.00	.00	.00
BEAUCANON			7	5	2	40.00	.00	.00
MERRIAM DUNNSDN			7	4	3	75.00	.00	.00
SAWTOOTH			7	2	5	250.00	.00	.00
VALLEY OF MOON			7	1	6	600.00	.00	.00
STONESTRT B CGR			7		7	100.00	.00	.00
WASHINGTON HLLS			7		7	100.00	.00	.00

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

ALL STATES-1/1/12 - 09/30/12

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
ZEITGEIST NAPA			7		7	100.00	.00	.00
FORIS ROGUE VLY			6	43	-37	-86.05	.00	.01
DAN AYKROYD SNM			6	27	-21	-77.78	.00	.00
NIEBAUM CASK CB			6	15	-9	-60.00	.00	.00
BIG ASS CAB SC			6	12	-6	-50.00	.00	.00
CANYNS EDG HRSE			6	12	-6	-50.00	.00	.00
SULLIVAN			6	11	-5	-45.45	.00	.00
WOODWD CNYN ART			6	9	-3	-33.33	.00	.00
KENWOOD C S ART			6	9	-3	-33.33	.00	.00
WAYNE GRITZKY NV			6	8	-2	-25.00	.00	.00
SEVEN HILLS			6	8	-2	-25.00	.00	.00
TRINCHERO MAIN			6	7	-1	-14.29	.00	.00
SPOTTSWOODE			6	6		.00	.00	.00
ORLEANS HILL			6	6		.00	.00	.00
BADGER MNT NSA			6	4	2	50.00	.00	.00
PACIFIC CRST CC			6	4	2	50.00	.00	.00
L'ECOLE #41 COL			6	4	2	50.00	.00	.00
CAVE MAN UNM RS			6	3	3	100.00	.00	.00
KRUTZ FMLY STAG			6	3	3	100.00	.00	.00
HONIG BARTOLCCI			6	3	3	100.00	.00	.00
MONTOYA			6	3	3	100.00	.00	.00
NEAL ONE LANE			6	3	3	100.00	.00	.00
BIGVINE			6	3	3	100.00	.00	.00
REVELRY			6	3	3	100.00	.00	.00
RANCHO SISQUOC			6	3	3	100.00	.00	.00
MRPHY-GD DLR CH			6	6	6	100.00	.00	.00
LYETH ALEX VLLY			6	6	6	100.00	.00	.00
PROVNC TOKALON			6	6	6	100.00	.00	.00
FOGARTY			6	6	6	100.00	.00	.00
NOVELTY HILL CV			6	6	6	100.00	.00	.00
CORISON			6	6	6	100.00	.00	.00
CLS LCHNCE THRT			6	26	-21	-80.77	.00	.00
CH CHEVALIER NV			6	25	-20	-80.00	.00	.00
FORMAN VINEYARD			6	17	-12	-70.59	.00	.00
CALLAWAY COASTL			6	15	-10	-66.67	.00	.00
PARKER ESTATE			6	8	-3	-37.50	.00	.00
PARADIGM			6	7	-2	-28.57	.00	.00
WELLNGTN MHRHDT			6	5		.00	.00	.00
MANIFESTO			6	5		.00	.00	.00
CHAPLT PRITCHRD			6	4		.00	.00	.00
BUEHLER PAPA KN			6	1	4	400.00	.00	.00
ALTUS NAPA VLLY			6		5	100.00	.00	.00
ANDRW WL PPR BR			6		5	100.00	.00	.00
BLUEBIRD			6		5	100.00	.00	.00
ALX VLY WILSON			6		5	100.00	.00	.00
KIRKLNND SG OKVL			6		5	100.00	.00	.00
NEYERS RNCH-CNN			6		5	100.00	.00	.00
GLORY DAYS LODI			6		5	100.00	.00	.00
CELANI NAPA			6		5	100.00	.00	.00
PARK LANE SONMA			6		5	100.00	.00	.00
J LOHR CAROL VY			4	2207	-2203	-99.82	.00	.27
HERITAGE			4	96	-92	-95.83	.00	.01
CHALK HILL EST			4	49	-45	-91.84	.00	.01
STAPLEHEAD N C			4	25	-21	-84.00	.00	.00
COYOTE CREEK			4	25	-21	-84.00	.00	.00
CSM ETHOS			4	19	-15	-78.95	.00	.00
ALDER RIDGE			4	19	-15	-78.95	.00	.00
FREEMK ABBY BSH			4	16	-12	-75.00	.00	.00
P DOLAN VY MEND			4	14	-10	-71.43	.00	.00
COVEY RUN			4	13	-9	-69.23	.00	.00
OAK RDG WH TAIL			4	11	-7	-63.64	.00	.00
SNQ NAKED PTRSN			4	10	-6	-60.00	.00	.00
SOUVRN WNMKR RS			4	6	-2	-33.33	.00	.00
GIRASOLE			4	6	-2	-33.33	.00	.00
CCN CONSERVANCY			4	5	-1	-20.00	.00	.00
MARTIN RY ST CZ			4	3	1	33.33	.00	.00
IRONSTN NHL B C			4	2	2	100.00	.00	.00
SILVRDO SOLO SL			4	2	2	100.00	.00	.00
MAYACAMAS CB SV			4	1	3	300.00	.00	.00
CALNATURALE PSD			4	1	4	100.00	.00	.00
REDSKINS ANNVSY			4		4	100.00	.00	.00
COUPLES CO NAPA			4		4	100.00	.00	.00
HACIENDA CLR LN			4		4	100.00	.00	.00
EDS			4		4	100.00	.00	.00
DREYER SONOMA			4		4	100.00	.00	.00
GOTT 6			3	832	-829	-99.64	.00	.10
IRONSTONE			3	781	-778	-99.62	.00	.09
JARHEAD			3	71	-68	-95.77	.00	.01
TURNING LEAF RS			3	64	-61	-95.31	.00	.01
OWEN ROE SHCRPR			3	37	-34	-91.89	.00	.00
GRACLND TH KING			3	26	-23	-88.46	.00	.00
JAM NAPA VALLEY			3	20	-17	-85.00	.00	.00
POPPY CALF			3	19	-16	-84.21	.00	.00
HANOVR ST CHPHS			3	10	-7	-70.00	.00	.00
RABBIT RDG BRRL			3	10	-7	-70.00	.00	.00
CH JULIEN BR SL			3	9	-6	-66.67	.00	.00
BOOKWLTR FRSHDW			3	9	-6	-66.67	.00	.00
C D BOIS MRLSTN			3	8	-5	-62.50	.00	.00
ROBERT CRAIG MV			3	7	-4	-57.14	.00	.00
WHITE OAK CAL			3	7	-4	-57.14	.00	.00
STERLING CAB RS			3	6	-3	-50.00	.00	.00
B&E VINYRDS EST			3	6	-3	-50.00	.00	.00
BENNETT RSV NAP			3	6	-3	-50.00	.00	.00

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

ALL STATES-1/1/12 - 09/30/12

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
VINDELCKS CAB			3	6	-3	-50.00	.00	.00
LA FERME CALIF			3	6	-3	-50.00	.00	.00
EDDY NAPA			3	5	-2	-40.00	.00	.00
COHN OLIVE HILL			3	5	-2	-40.00	.00	.00
CUVAISON NP VLY			3	5	-2	-40.00	.00	.00
BELL WINE CLLRS			4	4	-1	-25.00	.00	.00
BARNETT SPG MTN			4	4	-1	-25.00	.00	.00
STELTZNER SLD			4	4	-1	-25.00	.00	.00
PEZZI KING SNMA			3	4	-1	-25.00	.00	.00
LOKOYA MT VEEDR			3	3		.00	.00	.00
SCHELL CRK CAL			3	2	1	50.00	.00	.00
TRINCHRO FAM SL			3	2	2	200.00	.00	.00
SIMI CB SV RSRV			3	1	2	200.00	.00	.00
PHELPS BACKUS			3	1	2	200.00	.00	.00
CHATOM CALAVRAS			3	1	2	200.00	.00	.00
VINTAGE INK			3	3	3	100.00	.00	.00
22 BLACK			3	3	3	100.00	.00	.00
KULETO EST NAPA			3	3	3	100.00	.00	.00
ST FRANCIS RSRV			3	3	3	100.00	.00	.00
W H SMITH HOWLL			3	3	3	100.00	.00	.00
BENNETT LANE RS			3	3	3	100.00	.00	.00
VINUM CELLARS			3	3	3	100.00	.00	.00
VERMEIL FRED NV			3	3	3	100.00	.00	.00
SNOWDEN LOST VY			3	3	3	100.00	.00	.00
SAWBUCK CAL			3	3	3	100.00	.00	.00
ANDRW GOEF DMND			3	3	3	100.00	.00	.00
HALO NAPA VALLY			3	3	3	100.00	.00	.00
ALMADEN CASK			2	2992	-2990	-99.93	.00	.36
SOLA NAPA			2	1002	-1000	-99.80	.00	.12
WINE WRK RADICL			2	71	-69	-97.18	.00	.01
BARNARD GRIFFIN			2	30	-28	-93.33	.00	.00
PAPIO			2	29	-27	-93.10	.00	.00
CLOS DU VAL SLD			2	21	-19	-90.48	.00	.00
BILTMORE CB SV			2	18	-16	-88.89	.00	.00
RUNWAY YAKIMA V			2	17	-15	-88.24	.00	.00
ARROW CREEK			2	13	-11	-84.62	.00	.00
MECER EST WASH			2	12	-10	-83.33	.00	.00
COVEY RUN CLMBA			2	11	-9	-81.82	.00	.00
MARILYN VELVET			2	11	-9	-81.82	.00	.00
SMITH&HOOK S LC			2	9	-7	-77.78	.00	.00
SANCTUARY NP VL			2	9	-7	-77.78	.00	.00
RIDGE SNTA CRUZ			2	9	-7	-77.78	.00	.00
MEEKER MENDOCNO			2	8	-6	-75.00	.00	.00
SPRING MTN NAPA			2	7	-5	-71.43	.00	.00
DAK GROVE CALIF			2	7	-5	-71.43	.00	.00
PAUL HOBBS BECK			2	6	-4	-66.67	.00	.00
TREFETHEN RSRVE			2	6	-4	-66.67	.00	.00
RAMEY LARKMEAD			2	6	-4	-66.67	.00	.00
REYNLDS FAM NAP			2	5	-3	-60.00	.00	.00
BV PVT RESV CAB			2	5	-3	-60.00	.00	.00
RIVERAERIE CLMB			2	4	-2	-50.00	.00	.00
MATTHEW FOX CAL			2	4	-2	-50.00	.00	.00
PARALLEL ESTATE			2	4	-2	-50.00	.00	.00
CH MONTLENA EST			2	4	-2	-50.00	.00	.00
RAMEY ANNUM NAP			2	4	-2	-50.00	.00	.00
BIG YELLOW CAB			2	3	-1	-33.33	.00	.00
STAGS LP WN EST			2	3	-1	-33.33	.00	.00
FIREFLY RIDGE			2	1	1	100.00	.00	.00
ROBIN K			2	1	1	100.00	.00	.00
LANGETWINS			2	2	2	100.00	.00	.00
MAURITSON			2	2	2	100.00	.00	.00
LOKOYA DMND MTN			2	2	2	100.00	.00	.00
EMBLEM RUTHFRD			2	2	2	100.00	.00	.00
BOYANCI INSPIRE			2	2	2	100.00	.00	.00
PEDRNCILLI M FAY			2	2	2	100.00	.00	.00
BURGESS LBRY RS			2	2	2	100.00	.00	.00
90+CLLRS LOT 45			2	2	2	100.00	.00	.00
DE LOACH HRT RS			2	2	2	100.00	.00	.00
NEAL 1540			2	2	2	100.00	.00	.00
WENTE NTH DGREE			2	2	2	100.00	.00	.00
THE VEGAN VINE			2	2	2	100.00	.00	.00
CANARD NAPA			2	2	2	100.00	.00	.00
ICONOCLAST			2	2	2	100.00	.00	.00
WINKING OWL			2	2	2	100.00	.00	.00
MARTIN RNCH THR			2	2	2	100.00	.00	.00
LINGANORE			2	2	2	100.00	.00	.00
BELL WC CLONE 6			2	2	2	100.00	.00	.00
VICTOR HUGO			2	2	2	100.00	.00	.00
DAVIS FAM NAPA			2	2	2	100.00	.00	.00
SHIMMIN CANYON			1	1679	-1678	-99.94	.00	.20
PEAR VALLEY P R			1	1394	-1393	-99.93	.00	.17
MAD HATTER NAPA			1	336	-335	-99.70	.00	.04
ATLS PK MT VDR			1	248	-247	-99.60	.00	.03
WHTHALL BOMMRTO			1	72	-71	-98.61	.00	.01
TWIN FIN CAL			1	48	-47	-97.92	.00	.01
WILLIAMSBURG			1	31	-30	-96.77	.00	.00
PELTON HOUSE KV			1	29	-28	-96.55	.00	.00
C KRUG VNTG SEL			1	20	-19	-95.00	.00	.00
BRANHAM RSLT NP			1	18	-17	-94.44	.00	.00
HOOK AND LADDER			1	17	-16	-94.12	.00	.00
TULIP HLL TRACY			1	12	-11	-91.67	.00	.00
YOSEMITE VIEW			1	12	-11	-91.67	.00	.00
LAIL BLUEPRINT			1	11	-10	-90.91	.00	.00

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

ALL STATES-1/1/12 - 09/30/12

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
WILDHURST			1	11	-10	-90.91	.00	.00
WINDY RIDGE			1	9	-8	-88.89	.00	.00
VERAISON STG NV			1	7	-6	-85.71	.00	.00
VINA ROBLES			1	6	-5	-83.33	.00	.00
ONE HOPE CAL			1	6	-5	-83.33	.00	.00
FOREFATHERS L T			1	4	-3	-75.00	.00	.00
PAUL HOBBS STAG			1	3	-2	-66.67	.00	.00
LUCA'S CAL			1	2	-1	-50.00	.00	.00
FIVE STAR CELLR			1	2	-1	-50.00	.00	.00
HARLAN EST CAB			1	2	-1	-50.00	.00	.00
X WINRY LOT 371			1	2	-1	-50.00	.00	.00
HANNA			1	2	-1	-50.00	.00	.00
SWANSON ALEXIS			1	2	-1	-50.00	.00	.00
TRAVAUX DE VIGNE			1	2	-1	-50.00	.00	.00
LAUREL GLEN CAB			1	2	-1	-50.00	.00	.00
R MNDV CB RS WD			1	1		.00	.00	.00
GROVE ST SONOMA			1	1		.00	.00	.00
WELLNGTN HD DNR			1	1		.00	.00	.00
HENDRY BLK 8 NP			1	1		.00	.00	.00
SHAFER CB NAPA			1	1		.00	.00	.00
EHLERS ESTATE			1	1		.00	.00	.00
NCKL&NCKL STELL			1	1		.00	.00	.00
EASTON SHENDOAH			1	1		.00	.00	.00
DAOU RSRV PS RB			1	1		.00	.00	.00
MONTEVINA CAL			1	1		.00	.00	.00
SCHUG SNMA VLLY			1	1		.00	.00	.00
MARTIN RAY CAL			1	1		.00	.00	.00
J NICKLAUS NAPA			1	1		.00	.00	.00
THE ORIGINAL'S			1	1		.00	.00	.00
KNDL-JKSN HILLS			1	1	1	100.00	.00	.00
PINE RDG STG LP			1		1	100.00	.00	.00
RAYMOND ESTATES			1		1	100.00	.00	.00
ST SUPRY LMT ED			1		1	100.00	.00	.00
NCKL&NCKL ROCK			1		1	100.00	.00	.00
GRAVELLY MEADOW			1		1	100.00	.00	.00
SPANN MYCMS RNG			1		1	100.00	.00	.00
LA JOTA			1		1	100.00	.00	.00
MEANDER NAPA			1		1	100.00	.00	.00
BRSSFLD HI SRNT			1		1	100.00	.00	.00
THE CALLING RIO			1		1	100.00	.00	.00
DUTCH HENRY CHF			1		1	100.00	.00	.00
FISHER CABERNET			1		1	100.00	.00	.00
EOS LOST ANGELS			1		1	100.00	.00	.00
POWERS			1		1	100.00	.00	.00
DAVIES DIAMOND			1		1	100.00	.00	.00
DAOU PESSISMIST			1		1	100.00	.00	.00
ATLS PK HWL MTN			1		1	100.00	.00	.00
MOSSBACK CHK HL			1		1	100.00	.00	.00
RAYMOND ST HELN			1		1	100.00	.00	.00
NCKL&NCKL CARPN			1		1	100.00	.00	.00
KUNDE ESTATE			1		1	100.00	.00	.00
DISTANT BAY			1		1	100.00	.00	.00
STEWART CAB SAV			1		1	100.00	.00	.00
LAURL GLN CTRPT			1		1	100.00	.00	.00
SILVER OAK VERT			1		1	100.00	.00	.00
TRIN NV CP WEST			1		1	100.00	.00	.00
MERRYVALE SIG			1		1	100.00	.00	.00
ARCHIMEDES SNMA			1		1	100.00	.00	.00
SAUSAL			1		1	100.00	.00	.00
AZ STNGHLD DALA			1		1	100.00	.00	.00
CRU NAPA			1		1	100.00	.00	.00
RH PHLPS BRL CV			1		1	100.00	.00	.00
RAYS STATION SC				2563	-2563	-100.00	.00	.31
ACRE CNTRL CST				2518	-2518	-100.00	.00	.31
KENNETH VOLK				1594	-1594	-100.00	.00	.19
BLACKSTONE RSRV				1498	-1498	-100.00	.00	.18
VIGILANCE				1093	-1093	-100.00	.00	.13
STONEHEDGE RSV				987	-987	-100.00	.00	.12
BRUTOCAO				250	-250	-100.00	.00	.03
C D BOIS				249	-249	-100.00	.00	.03
BRNGR III CN NC				203	-203	-100.00	.00	.02
SOLAIRE CC RBL				144	-144	-100.00	.00	.02
SEGWAY LAKE CO				133	-133	-100.00	.00	.02
90+CLLRS LOT 22				123	-123	-100.00	.00	.01
SILVER CREEK				120	-120	-100.00	.00	.01
TERLATO ANGL PK				97	-97	-100.00	.00	.01
FOUR CALIFORNIA				91	-91	-100.00	.00	.01
INSCRIPTION SNM				52	-52	-100.00	.00	.01
JOHN ANTHONY NAP				50	-50	-100.00	.00	.01
KILLER JUICE				46	-46	-100.00	.00	.01
EST. 1975 RED HL				44	-44	-100.00	.00	.01
BARREL BOX CAL				43	-43	-100.00	.00	.01
SUMMERS ADRIANS				41	-41	-100.00	.00	.00
WILD OAK SONOMA				40	-40	-100.00	.00	.00
EPNYMOUS MICALST				39	-39	-100.00	.00	.00
INGLSDE PLNTATN				34	-34	-100.00	.00	.00
HIGHLANDS HOWLL				34	-34	-100.00	.00	.00
MARTN WY ETRSCO				34	-34	-100.00	.00	.00
CAMRON HUGH 136				32	-32	-100.00	.00	.00
BIN 36 CAB SAUV				29	-29	-100.00	.00	.00
BITNER				28	-28	-100.00	.00	.00
THORN HILL NAPA				27	-27	-100.00	.00	.00
MT WASHINGTON				26	-26	-100.00	.00	.00

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

ALL STATES-1/1/12 - 09/30/12

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
GUNDLACH-BNDSHU				25	-25	-100.00	.00	.00
STERLING ORGNIC				24	-24	-100.00	.00	.00
STERLING MT RNCH				23	-23	-100.00	.00	.00
TURNBULL NAPA				23	-23	-100.00	.00	.00
CLEAN COAST				22	-22	-100.00	.00	.00
PAVILION CRSSNG				21	-21	-100.00	.00	.00
EYE CANDY CALIF				21	-21	-100.00	.00	.00
VAN RUITEN LODI				21	-21	-100.00	.00	.00
BLISS MENDOCINO				20	-20	-100.00	.00	.00
TWENTY ROWS NAP				20	-20	-100.00	.00	.00
RAINIER RIDGE				19	-19	-100.00	.00	.00
TOAD HLW CNCNTY				19	-19	-100.00	.00	.00
BALSAMS				18	-18	-100.00	.00	.00
CAMRON HUGH 218				16	-16	-100.00	.00	.00
BUTTERFLD STATN				16	-16	-100.00	.00	.00
VIN DILLON SNMA				15	-15	-100.00	.00	.00
CANOE RIDGE CV				15	-15	-100.00	.00	.00
PINE & POST				14	-14	-100.00	.00	.00
SNQ RESERVE				13	-13	-100.00	.00	.00
HIDEAWAY CREEK				13	-13	-100.00	.00	.00
HAWK CRST CALIF				13	-13	-100.00	.00	.00
MONTPELLIER CAL				13	-13	-100.00	.00	.00
ARTESA NAPA VLY				12	-12	-100.00	.00	.00
SBRAGIA AND VYD				10	-10	-100.00	.00	.00
FOXMOOR CAL				9	-9	-100.00	.00	.00
REDWOOD CRK SEL				9	-9	-100.00	.00	.00
HIGHLNDS BEATTY				9	-9	-100.00	.00	.00
STG LP BVI CALF				8	-8	-100.00	.00	.00
ANDRW WL CLMBIA				8	-8	-100.00	.00	.00
HUNTINGTON CB S				8	-8	-100.00	.00	.00
CSTL TIMBER RDG				7	-7	-100.00	.00	.00
STEELE SHTG STR				7	-7	-100.00	.00	.00
SBSTNI CHRYBLCK				7	-7	-100.00	.00	.00
F J SERRA CAL				7	-7	-100.00	.00	.00
TRIG POINT ALEX				7	-7	-100.00	.00	.00
UNION HILL				7	-7	-100.00	.00	.00
DUTCH CRSNG RSV				7	-7	-100.00	.00	.00
GNARLED VN LODI				6	-6	-100.00	.00	.00
SANCTUARY USBL				6	-6	-100.00	.00	.00
MRTNI LOS NINOS				6	-6	-100.00	.00	.00
LOCKWOOD MNTREY				6	-6	-100.00	.00	.00
LANCASTER				5	-5	-100.00	.00	.00
GEYSR PK RSV SC				5	-5	-100.00	.00	.00
LIPARITA NAPA				5	-5	-100.00	.00	.00
ANDRW WLL SHRDN				5	-5	-100.00	.00	.00
OBERON HILL RSV				5	-5	-100.00	.00	.00
LOCKWD PRTRN RS				5	-5	-100.00	.00	.00
KIRKLAND SG SLD				5	-5	-100.00	.00	.00
WASH HL SMMT RS				5	-5	-100.00	.00	.00
LOLONIS				4	-4	-100.00	.00	.00
RIDGELINE ALEX				4	-4	-100.00	.00	.00
NCKL&NCKL VOGT				4	-4	-100.00	.00	.00
C D BOIS BRCRST				4	-4	-100.00	.00	.00
KUNDE EST RESRV				4	-4	-100.00	.00	.00
STG L WN CD MLS				4	-4	-100.00	.00	.00
CARINI NAPA				4	-4	-100.00	.00	.00
JANZEN KLN NAPA				4	-4	-100.00	.00	.00
REGUSCI ESTATE				4	-4	-100.00	.00	.00
BUEHLER ESTATE				4	-4	-100.00	.00	.00
RUTHERFRD GROVE				4	-4	-100.00	.00	.00
KHROMA				3	-3	-100.00	.00	.00
TRINCHERO CLOUD				3	-3	-100.00	.00	.00
JANKRIS PS ROBL				3	-3	-100.00	.00	.00
DIAMND MT CNSTN				3	-3	-100.00	.00	.00
ROMBAUER DIAMND				3	-3	-100.00	.00	.00
FIRESTONE C CST				3	-3	-100.00	.00	.00
CHATEAU POTTLE				3	-3	-100.00	.00	.00
DOMINUS ESTATE				3	-3	-100.00	.00	.00
DOG HOUSE CHKRS				3	-3	-100.00	.00	.00
JUSLYN NAPA				3	-3	-100.00	.00	.00
HARTWELL ESTATE				3	-3	-100.00	.00	.00
FLORA S WD BOAR				3	-3	-100.00	.00	.00
MILL CRK SN CAB				3	-3	-100.00	.00	.00
MERRYVLE BECK X				2	-2	-100.00	.00	.00
PLUMPJACK RSRVE				2	-2	-100.00	.00	.00
SCHWEIGER SP MT				2	-2	-100.00	.00	.00
HIGHLANDS B SRS				2	-2	-100.00	.00	.00
GOLDSCHMDT OAK				2	-2	-100.00	.00	.00
SPENCR ELZB CUV				2	-2	-100.00	.00	.00
HOGUE RESERVE				2	-2	-100.00	.00	.00
APEX KLIPSON VY				2	-2	-100.00	.00	.00
GRGICH HLLS EST				2	-2	-100.00	.00	.00
ASH HOLLOW				2	-2	-100.00	.00	.00
FRMK ABBY SYCMR				2	-2	-100.00	.00	.00
ANTLER HILL NV				2	-2	-100.00	.00	.00
WELLNGTN KAREN				2	-2	-100.00	.00	.00
MARTIN RY DM MT				2	-2	-100.00	.00	.00
PROSPERTY C CST				2	-2	-100.00	.00	.00
TANGLEY OAKS				1	-1	-100.00	.00	.00
TREFETHEN LIBRY				1	-1	-100.00	.00	.00
PAUL MASSON				1	-1	-100.00	.00	.00
CHIMNEY RCK RSV				1	-1	-100.00	.00	.00
PLUMPJACK NAPA				1	-1	-100.00	.00	.00

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

ALL STATES-1/1/12 - 09/30/12

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
HARTWELL MST HL					1	-1	-100.00	.00
JUSLYN VYD SEL					1	-1	-100.00	.00
BRIGGS CLR NRTN					1	-1	-100.00	.00
CLAAR					1	-1	-100.00	.00
GOTT					1	-1	-100.00	.00
SILVER RDG NAPA					1	-1	-100.00	.00
PHILIP TOGNI					1	-1	-100.00	.00
PAVIN & RILEY					1	-1	-100.00	.00
TRIN NV MARIO					1	-1	-100.00	.00
FRNCISCN STYLUS					1	-1	-100.00	.00
RAMEY PEDREGAL					1	-1	-100.00	.00
PINE RDGE OKVLL					1	-1	-100.00	.00
ARTESA NAPA/SNM					1	-1	-100.00	.00
MATANZAS CREEK					1	-1	-100.00	.00
MRPHY-GD ADM KN					1	-1	-100.00	.00
TRINCHERO STAGE					1	-1	-100.00	.00
BENNETT LANE					1	-1	-100.00	.00
CORNERSTONE HWL					1	-1	-100.00	.00
X WINERY X3					1	-1	-100.00	.00
WINDSOR					1	-1	-100.00	.00
PROVENANCE OKVL					1	-1	-100.00	.00
GOLDSCHMDT ALEX					1	-1	-100.00	.00
DOVETAIL NAPA					1	-1	-100.00	.00
WHTHALL CHAIRMN					1	-1	-100.00	.00
MT EDEN ESTATE					1	-1	-100.00	.00
PEJU PROV NAPA					1	-1	-100.00	.00
PAUL HOBBS HYDE					1	-1	-100.00	.00
LA JOTA PORCINI					1	-1	-100.00	.00
THREE THVES CAL					1	-1	-100.00	.00
STONEHEDGE ALX					1	-1	-100.00	.00
DE LOACH WD CRK					1	-1	-100.00	.00
BV SIGNET					1	-1	-100.00	.00
OAKVILLE EXPSURE					1	-1	-100.00	.00
WOODWARD CANYON					1	-1	-100.00	.00
FOLIE DEUX LEW					1	-1	-100.00	.00
KIONA CB SV EST					1	-1	-100.00	.00
MRPHY-GOODE CAL					1	-1	-100.00	.00
TOTAL CABERNET SAUV			863830	822643	41187	5.01		
GAMAY BEAUJLS								
DUXOUP NAPA GMY			4		4	100.00	100.00	.00
PRESTON GMY BJ				1	-1	-100.00	.00	100.00
TOTAL GAMAY BEAUJLS			4	1	3	300.00		
MERLOT								
BAREFOOT CAL			42761	45592	-2831	-6.21	6.78	7.37
RM WOODBRIDGE			42716	42548	168	.39	6.77	6.88
FRANZIA			41115	33970	7145	21.03	6.52	5.49
SUTTER HOME			30940	31417	-477	-1.52	4.91	5.08
CORBETT CANYON			21314	20635	679	3.29	3.38	3.33
ALMADEN			21235	18061	3174	17.57	3.37	2.92
PETER VELLA			20215	19676	539	2.74	3.20	3.18
BLACK BOX CAL			19300	12648	6652	52.59	3.06	2.04
FOXHORN			19107	17719	1388	7.83	3.03	2.86
BLACKSTONE CAL			16048	14968	1080	7.22	2.54	2.42
TURNING LEAF			14928	10563	4365	41.32	2.37	1.71
LIVINGSTON CLLR			13057	13455	-398	-2.96	2.07	2.17
FISHEYE			12290	17791	-5501	-30.92	1.95	2.87
LIBERTY CRK CAL			12185	10001	2184	21.84	1.93	1.62
HRM REX-GOLIATH			11539	11988	-449	-3.75	1.83	1.94
BOGLE MERLOT			10059	10410	-351	-3.37	1.59	1.68
R MNDVI PVT SEL			9985	10563	-578	-5.47	1.58	1.71
GALLO FAM V TWN			9531	8421	1110	13.18	1.51	1.36
BERNGR FNDR EST			9106	8875	231	2.60	1.44	1.43
BOTA BOX CAL			8744	6870	1874	27.28	1.39	1.11
COPPER RIDGE			8017	8667	-650	-7.50	1.27	1.40
VENDANGE CALIF			7929	11341	-3412	-30.09	1.26	1.83
MONDAVI CK			7676	6376	1300	20.39	1.22	1.03
STONE CELLARS			7251	10012	-2761	-27.58	1.15	1.62
OAK LEAF CAL			7219	7495	-276	-3.68	1.14	1.21
FETZER CAL			6816	7886	-1070	-13.57	1.08	1.27
TABLE LEAF CAL			6705	6160	545	8.85	1.06	1.00
REDWOOD CREEK			6645	6068	577	9.51	1.05	.98
CONCANNON GL CA			6163	7351	-1188	-16.16	.98	1.19
SMOKING LOON			6154	6279	-125	-1.99	.98	1.01
CUPCAKE C COAST			5701	5853	-152	-2.60	.90	.95
SEBASTIANI SC			5648	520	5128	986.15	.90	.08
RED			5331	4822	509	10.56	.85	.78
NATHANSN CRK CA			4895	6685	-1790	-26.78	.78	1.08
SOUVRAN ALX VLY			4513	53	4460	8415.09	.72	.01
C D BOIS NC			4480	5037	-557	-11.06	.71	.81
CSM COL VALLEY			4466	4127	339	8.21	.71	.67
MIRASSOU CALIF			4463	3980	483	12.14	.71	.64
COL GRND ESTATE			4394	4181	213	5.09	.70	.68
RED ROCK WN CAL			4352	5006	-654	-13.06	.69	.81
LITTLE BL DRESS			4146	3979	167	4.20	.66	.64
RDNY STRNG MRLT			3973	2751	1222	44.42	.63	.44
KNDL-JKSN VN RS			3695	3884	-189	-4.87	.59	.63
COL TWO VINES			3673	4683	-1010	-21.57	.58	.76
INGLENOOK CASK			3655	4118	-463	-11.24	.58	.67
FRANCS CPPLA DS			3418	3485	-67	-1.92	.54	.56

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

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ALL STATES-1/1/12 - 09/30/12

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
14 HANDS			3117	2352	765	32.53	.49	.38
DANCING BULL			2925	1252	1673	133.63	.46	.20
TISDALE CAL			2910	3155	-245	-7.77	.46	.51
BERINGR CAL COL			2645	1819	826	45.41	.42	.29
STERLING VNT COL			2519	2666	-147	-5.51	.40	.43
BV COASTAL			2445	3098	-653	-21.08	.39	.50
CARLO ROSSI CAL			2356	2571	-215	-8.36	.37	.42
J LOHR LOS OSOS			2254	2292	-38	-1.66	.36	.37
RAVENSWD VNT BL			2213	2728	-515	-18.88	.35	.44
SALMON CREEK			1959	2032	-73	-3.59	.31	.33
181 LODI			1717	894	823	92.06	.27	.14
MONTHAVEN CSTAL			1680	2134	-454	-21.27	.27	.34
TRADER JOE'S			1560		1560	100.00	.25	.00
SIMPLY NAKED CA			1520	716	804	112.29	.24	.12
GLEN ELLEN PROP			1461	1485	-24	-1.62	.23	.24
WILD HORSE PR			1431	1628	-197	-12.10	.23	.26
GNARLY HEAD CAL			1417	1651	-234	-14.17	.22	.27
SYCAMORE LANE			1404	1316	88	6.69	.22	.21
CRANE LAKE CAL			1383	1880	-497	-26.44	.22	.30
STERLING MERLOT			1353	1489	-136	-9.13	.21	.24
HAYES VALLEY VY			1313		1313	100.00	.21	.00
WHTHALL BOMMRTO			1229	522	707	135.44	.19	.08
BOMMARITO			1223		1223	100.00	.19	.00
PINECROFT CAL			1210	993	217	21.85	.19	.16
FRNCISCN MERLOT			1208	1238	-30	-2.42	.19	.20
R MONDAVI			1177	1177		.00	.19	.19
PEPPERWOOD GRVE			1084	918	166	18.08	.17	.15
RIDGELINE RES			1058		1058	100.00	.17	.00
GALLO OF SONOMA			1053	483	570	118.01	.17	.08
NIGHT HARVEST			991	3185	-2194	-68.89	.16	.51
TOASTED HEAD			991	1248	-257	-20.59	.16	.20
C SMITH VLVT DV			939	911	28	3.07	.15	.15
MERIDIAN CLFRNA			907	1102	-195	-17.70	.14	.18
WILLIAM HILL NP			863	855	8	.94	.14	.14
BANDIT CAL			829	636	193	30.35	.13	.10
RFRD HILL MERLT			811	725	86	11.86	.13	.12
FIRESTNE S YNEZ			809	609	200	32.84	.13	.10
MARKHAM MERLOT			795	628	167	26.59	.13	.10
QUAIL RIDGE			792	1	791	*****	.13	.00
BOHEMIAN HWY CA			767	980	-213	-21.73	.12	.16
C D BOIS AV RSV			733	690	43	6.23	.12	.11
CONCANNON CC			720	933	-213	-22.83	.11	.15
FIVE OAKS CAL			708	881	-173	-19.64	.11	.14
FREI BROTHER DC			696	714	-18	-2.52	.11	.12
FORESTVILLE CAL			677	660	17	2.58	.11	.11
FLIP FLOP CAL			676	245	431	175.92	.11	.04
GHOST PNE NP SN			665	403	262	65.01	.11	.07
BV CENTURY CLLR			657	175	482	275.43	.10	.03
SIMI MERLOT			618	626	-8	-1.28	.10	.10
GOLDEN GATE CAL			592	1028	-436	-42.41	.09	.17
CANYON ROAD CAL			586	635	-49	-7.72	.09	.10
HAYMN&HLL RS NV			577		577	100.00	.09	.00
SHANNON RIDGE			574	793	-219	-27.62	.09	.13
ATALON NAPA VLY			570	5	565	*****	.09	.00
3 BLIND MOOSE			569	1790	-1221	-68.21	.09	.29
CH S JEAN CALIF			561	506	55	10.87	.09	.08
DONA SOL			548	721	-173	-23.99	.09	.12
VENDANGE AMRICN			495	1403	-908	-64.72	.08	.23
CASTLE RCK NAPA			485	1084	-599	-55.26	.08	.18
CSM INDIAN WLLS			478	664	-186	-28.01	.08	.11
STNEHdge RSV NV			469		469	100.00	.07	.00
BRUTOCAO			465		465	100.00	.07	.00
TIN ROOF CAL			446	604	-158	-26.16	.07	.10
ROUND HILL MRLT			444	471	-27	-5.73	.07	.08
ST CHAP CANYON			437	494	-57	-11.54	.07	.08
FOREST GLEN OAK			428	825	-397	-48.12	.07	.13
MURPHY-GOODE AV			421	407	14	3.44	.07	.07
MRPHY-GOODE CAL			407	737	-330	-44.78	.06	.12
FLYING FISH			400	412	-12	-2.91	.06	.07
X WINERY ALXNDR			400		400	100.00	.06	.00
DUCKHORN NAPA			398	549	-151	-27.50	.06	.09
BONTERRA			385	356	29	8.15	.06	.06
ST FRANCIS MRLT			382	345	37	10.72	.06	.06
ESTANCIA ALX VL			373	373		.00	.06	.06
CALLAWAY COASTL			366	18	348	1933.33	.06	.00
FRANCS CPPLA DC			355	338	17	5.03	.06	.05
HOGUE CLMBA VLY			352	372	-20	-5.38	.06	.06
EDNA VLY S LUIS			348	29	319	1100.00	.06	.00
INGLNOOK VNYARD			343	448	-105	-23.44	.05	.07
SWEET BITCH CAL			335	307	28	9.12	.05	.05
STGS LP WNE CLR			331	292	39	13.36	.05	.05
PARDUCCI MEND			327	284	43	15.14	.05	.05
FRANZIA SWT AMR			326		326	100.00	.05	.00
DYNAMITE NORTH			325	409	-84	-20.54	.05	.07
CASTLE CREEK			315	298	17	5.70	.05	.05
MCMANIS FAMILY			314	307	7	2.28	.05	.05
DELICATO			301	686	-385	-56.12	.05	.11
FERRARI-CARANO			291	373	-82	-21.98	.05	.06
ENTWINE CAL			290	74	216	291.89	.05	.01
CANYON ROAD VDP			285	145	140	96.55	.05	.02
GRAYSON CLLR PS			282	185	97	52.43	.04	.03
KENWOOD YULUPA			274	246	28	11.38	.04	.04
MOTOS LIBERTY			273	283	-10	-3.53	.04	.05

NABCA CASE SALES ANALYSIS

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ALL STATES-1/1/12 - 09/30/12

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
BARBOURSVILLE			269	243	26	10.70	.04	.04
LA TERRE			267	276	-9	-3.26	.04	.04
MAD HOUSEWIFE			267	270	-3	-1.11	.04	.04
NATHANSN CRK AM			264		264	100.00	.04	.00
ESTANCIA CN CST			253	449	-196	-43.65	.04	.07
KENWOOD			252	752	-500	-66.49	.04	.12
LEESE-FITCH CAL			249	141	108	76.60	.04	.02
FROGS LEAP NP V			246	249	-3	-1.20	.04	.04
CELLAR NO 8			246	212	34	16.04	.04	.03
CANYON OAKS			244	167	77	46.11	.04	.03
PRNC MCHL DE VA			242	230	12	5.22	.04	.04
STG LP WNY NP V			238	232	6	2.59	.04	.04
R MNDVI PS CC			232		232	100.00	.04	.00
BLACK OAK CALIF			224	310	-86	-27.74	.04	.05
BENZGR SV MERLT			224	281	-57	-20.28	.04	.05
TIMBERWOOD CAL			222	303	-81	-26.73	.04	.05
BERNGR NAPA VLY			213	424	-211	-49.76	.03	.07
COL HORSE HV H3			197	152	45	29.61	.03	.02
KNDL-JKSN GR RS			196	392	-196	-50.00	.03	.06
LINE 39 NC			196		196	100.00	.03	.00
WENTE MONTEREY			194	25	169	676.00	.03	.00
KDL-JKSN MERLOT			188	228	-40	-17.54	.03	.04
SILVER RIDGE BS			188	167	21	12.57	.03	.03
WHITEHALL NAPA			187	141	46	32.62	.03	.02
BERINGER BNCRFT			187	4	183	4575.00	.03	.00
CARTLDGE&BROWNE			186	273	-87	-31.87	.03	.04
COMMON MAN			186	198	-12	-6.06	.03	.03
OAK CREEK CAL			181	200	-19	-9.50	.03	.03
SOVERAIN CSV			178	299	-121	-40.47	.03	.05
ALX VLY MERLOT			174	137	37	27.01	.03	.02
FREY ORGANIC			171	217	-46	-21.20	.03	.04
CLYDES			169	173	-4	-2.31	.03	.03
RED ROCK WM SEL			169	150	19	12.67	.03	.02
DOMINO			169	12	157	1308.33	.03	.00
WENTE			167	176	-9	-5.11	.03	.03
ESTANCIA SONOMA			153	134	19	14.18	.02	.02
CANVAS CALIF			149	120	29	24.17	.02	.02
DE LOACH CALIF			147	184	-37	-20.11	.02	.03
TRINCHERO CSTAL			143	165	-22	-13.33	.02	.03
CLOS DU VAL			141	191	-50	-26.18	.02	.03
SOUTHERN PT CAL			140	158	-18	-11.39	.02	.03
MAGNIFICENT WNE			140	146	-6	-4.11	.02	.02
C KRUG MERLOT			137	570	-433	-75.96	.02	.09
RABBT RG BRL CV			132	178	-46	-25.84	.02	.03
IRONY NAPA VLLY			130	148	-18	-12.16	.02	.02
SHAFFER MERLOT			126	119	7	5.88	.02	.02
HAHN NICKY HAHN			124	163	-39	-23.93	.02	.03
DECOY NAPA VLLY			123	44	79	179.55	.02	.01
PEDRNCLLI BCHLD			121	202	-81	-40.10	.02	.03
THREE THV BANDT			121	127	-6	-4.72	.02	.02
DOUGLASS HL CAL			121	125	-4	-3.20	.02	.02
CAKEBREAD			120	61	59	96.72	.02	.01
SELBY			118	95	23	24.21	.02	.02
JADE MT N/SL/SN			115	162	-47	-29.01	.02	.03
J LHR CYPRS CAL			111	548	-437	-79.74	.02	.09
NEWMAN OWN CAL			109	3	106	3533.33	.02	.00
CSM CANOE RIDGE			107	104	3	2.88	.02	.02
VINE CLIFF NAPA			106	17	89	523.53	.02	.00
LA ROCCA ORGNIC			101		101	100.00	.02	.00
PENNYWISE CAL			100	101	-1	- .99	.02	.02
RED TRUCK CAL			98	938	-840	-89.55	.02	.15
FREEMARK ABBEY			98	464	-366	-78.88	.02	.07
CASTLE ROCK CV			98	19	79	415.79	.02	.00
PARCEL 41 NAPA			95	67	28	41.79	.02	.01
FOREST GLEN BS			94	74	20	27.03	.01	.01
TREFETHEN			94	58	36	62.07	.01	.01
TRADER JOE ORGN			89		89	100.00	.01	.00
FLORA SPGS MRLT			88	148	-60	-40.54	.01	.02
CANOE RIDGE			86	152	-66	-43.42	.01	.02
BV NAPA			85	135	-50	-37.04	.01	.02
SONOMA HUNTER			83	571	-488	-85.46	.01	.09
FOLIE A'DEUX NV			83	20	63	315.00	.01	.00
ORBIS SONOMA VL			80	99	-19	-19.19	.01	.02
SNAKE RIVER			80	68	12	17.65	.01	.01
DAVID STONE			79	75	4	5.33	.01	.01
L'ECOLE #41			78	299	-221	-73.91	.01	.05
CARR NAPA VALLY			76	15	61	406.67	.01	.00
COLD SPRINGS			75	53	22	41.51	.01	.01
ANDRETTI SELCTN			73	133	-60	-45.11	.01	.02
CH JULIEN MNTRY			73	35	38	108.57	.01	.01
PACIFIC PEAK			72	148	-76	-51.35	.01	.02
TANGLEY OAKS			72	21	51	242.86	.01	.00
HACIENDA CAL			70	101	-31	-30.69	.01	.02
MAZZA MERLOT			70	82	-12	-14.63	.01	.01
HERON CAL			70	62	8	12.90	.01	.01
SILVERADO			68	100	-32	-32.00	.01	.02
STERLING VC RES			68	53	15	28.30	.01	.01
TURNING LEAF RS			65	162	-97	-59.88	.01	.03
NOR CLMBIA VLLY			64	18	46	255.56	.01	.00
MONTCLO PRES NV			63	750	-687	-91.60	.01	.12
CYCLE GLADIATOR			63	459	-396	-86.27	.01	.07
BELL WC YTVL NP			60	118	-58	-49.15	.01	.02
TWOMEY NAPA VLY			58	64	-6	-9.38	.01	.01

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

ALL STATES-1/1/12 - 09/30/12

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
MATANZAS SNM VL			58	37	21	56.76	.01	.01
SEAN MINOR 4BRS			58		58	100.00	.01	.00
BROWNSTONE CALF			57	116	-59	-50.86	.01	.02
SAGELANDS			57	58	-1	-1.72	.01	.01
WILLIAMSBURG			57	57		.00	.01	.01
ONE HOPE CAL			57		57	100.00	.01	.00
GEYSER PK MERLT			56	84	-28	-33.33	.01	.01
RM WOODBRIDGE TO			56	64	-8	-12.50	.01	.01
P RIDGE CRIMSON			55	81	-26	-32.10	.01	.01
NAPA CELLARS NV			55	51	4	7.84	.01	.01
CSM HORSE HEAVN			55	31	24	77.42	.01	.01
SEA RIDGE CALIF			54	107	-53	-49.53	.01	.02
COASTLINE MND CN			54	82	-28	-34.15	.01	.01
STONEHEDGE CAL			54	77	-23	-29.87	.01	.01
WASHINGTON HLLS			54	62	-8	-12.90	.01	.01
BARNRD GRF CLMB			54	23	31	134.78	.01	.00
MILBRANDT TRDTN			53		53	100.00	.01	.00
LONG LAKE CAL			52	147	-95	-64.63	.01	.02
CHALK HILL			51	9	42	466.67	.01	.00
HOGUE GENESIS			50	3931	-3881	-98.73	.01	.64
ROMBAUER CARNRS			50	42	8	19.05	.01	.01
AQUINAS NAPA VL			50	34	16	47.06	.01	.01
NORMA JEANE CA			50	22	28	127.27	.01	.00
LOTUS			50	6	44	733.33	.01	.00
CH ST JEAN SN C			49	150	-101	-67.33	.01	.02
KLASSEN SON CTY			49	83	-34	-40.96	.01	.01
STONE CREEK CAL			49	72	-23	-31.94	.01	.01
RAYMOND			49	48	1	2.08	.01	.01
DUCKHORN 3 PALM			48	113	-65	-57.52	.01	.02
BLOSSOM HILL			48	90	-42	-46.67	.01	.01
NAPA LANDING NV			48		48	100.00	.01	.00
BV CSTL VNR SEL			46	88	-42	-47.73	.01	.01
CLS PGSE NP VLY			46	62	-16	-25.81	.01	.01
RAYS STATION AV			46	36	10	27.78	.01	.01
AVALON NAPA			46	18	28	155.56	.01	.00
COASTAL RIDGE			45	182	-137	-75.27	.01	.03
FRANCS CPPL DIR			45	45		.00	.01	.01
HALL NAPA			45	19	26	136.84	.01	.00
THE CRUSHER CLK			45	7	38	542.86	.01	.00
COASTAL VNE CAL			44	167	-123	-73.65	.01	.03
PACIFIC EDGE			44	100	-56	-56.00	.01	.02
J LHR LOS O RST			44	56	-12	-21.43	.01	.01
3 HORSE RNCH RS			44	49	-5	-10.20	.01	.01
RAVENSWOOD SNMA			44	35	9	25.71	.01	.01
OBERON NAPA VLY			44	10	34	340.00	.01	.00
TWISTED LOT CAL			43	135	-92	-68.15	.01	.02
SEC			43	98	-55	-56.12	.01	.02
DISCOVERIES CAL			43		43	100.00	.01	.00
BLACKSTN SN RES			42	79	-37	-46.84	.01	.01
CAMELOT CALF RNA			42	62	-20	-32.26	.01	.01
KEENAN NAPA VLY			42	47	-5	-10.64	.01	.01
FIVE RIVERS			41	83	-42	-50.60	.01	.01
OAKHRST HAP CMP			41	56	-15	-26.79	.01	.01
MERRIAM RSN RVR			41	39	2	5.13	.01	.01
MARILYN NAPA			41	31	10	32.26	.01	.01
KIRKLN SGNTURE			40	56	-16	-28.57	.01	.01
KOENIG MERLOT			40	42	-2	-4.76	.01	.01
STONECAP			39	10	29	290.00	.01	.00
MERRYVALE STAR			37	143	-106	-74.13	.01	.02
BACKHOUSE CALIF			37	70	-33	-47.14	.01	.01
PLUMPJACK NAPA			37	56	-19	-33.93	.01	.01
INGLSDE PLNTATN			37	33	4	12.12	.01	.01
MONTEVINA CAL			37	1	36	3600.00	.01	.00
HERITAGE			36	445	-409	-91.91	.01	.07
DUCK POND			35	45	-10	-22.22	.01	.01
ANNABELLA NAPA			35		35	100.00	.01	.00
TORTOISE CRK SH			35		35	100.00	.01	.00
GUNDLCH BND MLT			34	48	-14	-29.17	.01	.01
JEKEL			33	83	-50	-60.24	.01	.01
FOX BROOK CALF			33	69	-36	-52.17	.01	.01
PROVENANCE CNRS			33	38	-5	-13.16	.01	.01
JUDDS HILL			33	34	-1	-2.94	.01	.01
HOUSE BAND			32		32	100.00	.01	.00
FLASQ SAN LUIS			31	63	-32	-50.79	.00	.01
MARILYN NVA CAL			31	14	17	121.43	.00	.00
ARBOR CREST			31	3	28	933.33	.00	.00
RAMSAY NAPA			31		31	100.00	.00	.00
CCK MONTAGE			30		30	100.00	.00	.00
ARTISAN CAL			29	74	-45	-60.81	.00	.01
STEPHEN VINCENT			29	35	-6	-17.14	.00	.01
GLASS MOUNTAIN			29	29		.00	.00	.00
ROBERT HALL PR			29	19	10	52.63	.00	.00
BRIGGS CLR LOCK			29	18	11	61.11	.00	.00
PURPLE MOON			29		29	100.00	.00	.00
SNQ			28	43	-15	-34.88	.00	.01
MILLN DL CW BAR			28	28		.00	.00	.00
FREY REDWD VLLY			28	28		.00	.00	.00
BERINGER HWL MT			28	2	26	1300.00	.00	.00
BV MSTRO RTHFRD			28		28	100.00	.00	.00
RUTHERFRD RANCH			28		-5	-16.13	.00	.01
BALLENTINE NAPA			26	14	12	85.71	.00	.00
COVEY RUN			26	4	22	550.00	.00	.00
TRADER JOE CSTL			26		26	100.00	.00	.00

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
AHNFELDT NAPA			25	495	-470	-94.95	.00	.08
BILTMORE			25	25		.00	.00	.00
CRANE LK NAP VL			25	10	15	150.00	.00	.00
PURPLE CB RIDER			24	52	-28	-53.85	.00	.01
TRUFFLE MNTREY			24	24		.00	.00	.00
WATERBROOK RSV			24	7	17	242.86	.00	.00
WENTE EST GROWN			24	6	18	300.00	.00	.00
LOCKWOOD			24	3	21	700.00	.00	.00
NOVELTY HILL			24	1	24	100.00	.00	.00
BLACK RIDGE CAL			23	1	22	2200.00	.00	.00
BIRDIES FR BRVE			22	15	7	46.67	.00	.00
OAK VINEYRD CAL			22		22	100.00	.00	.00
Q SONOMA COUNTY			21	25	-4	-16.00	.00	.00
SWANSON MERLOT			21	24	-3	-12.50	.00	.00
ST SUPERY			20	61	-41	-67.21	.00	.01
TEIRA SONOMA CO			20	7	13	185.71	.00	.00
STONE BARN CAL			19	64	-45	-70.31	.00	.01
CANDOR CALIF			19	19		.00	.00	.00
TRINITY OAKS			19	5	14	280.00	.00	.00
BLACKSTONE NAPA			18	29	-11	-37.93	.00	.00
ALBERTONI CAL			18	24	-6	-25.00	.00	.00
PAVILLION NAPA			18	23	-5	-21.74	.00	.00
JENICA PEAK CST			18	14	4	28.57	.00	.00
NEYERS NAPA VLY			18	12	6	50.00	.00	.00
NAPA RIVER NAPA			18		18	100.00	.00	.00
MAGGIO LODI			18		18	100.00	.00	.00
BLACKSTN SN CTY			17	28	-11	-39.29	.00	.00
ROLLING STN 40L			17	24	-7	-29.17	.00	.00
SADDLEBACK			17	18	-1	-5.56	.00	.00
VENDANGE TETRA			17	11	6	54.55	.00	.00
COHN SONOMA VLY			17	4	13	325.00	.00	.00
KUNDE ESTATE			16	46	-30	-65.22	.00	.01
MUTT LYNCH OAPD			16	44	-28	-63.64	.00	.01
BLISS			16	38	-22	-57.89	.00	.01
KENWOOD JK LNDN			16	27	-11	-40.74	.00	.00
ANGELINE RSV SN			16	8	8	100.00	.00	.00
WATERBROOK COL			16		16	100.00	.00	.00
LONGBOARD DAKNE			15	17	-2	-11.76	.00	.00
ANDRETTI			15	13	2	15.38	.00	.00
ORLEANS HLL CAL			15	7	8	114.29	.00	.00
RAYMOND R CLCTN			15	1	14	1400.00	.00	.00
INDEPNNT PRDCR			15		15	100.00	.00	.00
BLACK MOUNTAIN			15		15	100.00	.00	.00
JACUZZI FV CRNS			15		15	100.00	.00	.00
SUNDANCE CLFRNA			14	80	-66	-82.50	.00	.01
KING FISH CAL			14	39	-25	-64.10	.00	.01
WENTE CRANE RDG			14	36	-22	-61.11	.00	.01
NCKL&NCKL HARRS			14	8	6	75.00	.00	.00
TALUS CAL			13	427	-414	-96.96	.00	.07
KDL-JKSN VNT RS			13	174	-161	-92.53	.00	.03
FIRESTNE DSCVRS			13	42	-29	-69.05	.00	.01
MERCER COLUMBIA			13	24	-11	-45.83	.00	.00
TRIN NV CHICK			13	21	-8	-38.10	.00	.00
NEWTON UNFILTRD			13	17	-4	-23.53	.00	.00
ST CLEMENT NAPA			13	15	-2	-13.33	.00	.00
FOODIES			13		13	100.00	.00	.00
CSM COLD CREEK			12	30	-18	-60.00	.00	.00
NCKL&NCKL SUSCL			12	16	-4	-25.00	.00	.00
Q NAPA			12	15	-3	-20.00	.00	.00
ESTRELLA PR CAL			12	14	-2	-14.29	.00	.00
HAPPY CAMPER			12	13	-1	-7.69	.00	.00
WHITE OAK MRLT			12	7	5	71.43	.00	.00
HAGAFEN MERLOT			12	7	5	71.43	.00	.00
TRIN NV VM DAY			12	6	6	100.00	.00	.00
NOR WALLA WALLA			12		12	100.00	.00	.00
EMMA PEARL CC			11	40	-29	-72.50	.00	.01
SPELLBOUND CAL			11	11		.00	.00	.00
PRIDE MT NP/SNM			11	8	3	37.50	.00	.00
QUAIL OAK			10	60	-50	-83.33	.00	.01
MAIN STREET			10	59	-49	-83.05	.00	.01
HAWK CREST			10	52	-42	-80.77	.00	.01
HAYES RANCH CC			10	37	-27	-72.97	.00	.01
FOX MEADOW			10	29	-19	-65.52	.00	.00
GRGICH HLLS EST			10	23	-13	-56.52	.00	.00
BADGER MOUNTAIN			10	17	-7	-41.18	.00	.00
PINE & POST			10	13	-3	-23.08	.00	.00
LEAPING LIZARD			10	13	-3	-23.08	.00	.00
BARNARD GRIFFIN			10	9	1	11.11	.00	.00
ARTESA ELEMENTS			10	6	4	66.67	.00	.00
RAYMOND HILL			10		10	100.00	.00	.00
COLUMBIA MERLOT			10		10	100.00	.00	.00
ARTESA CAL			9	413	-404	-97.82	.00	.07
CALLAWAY CLR SL			9	90	-81	-90.00	.00	.01
ANGELINE			9	35	-26	-74.29	.00	.01
ACRE CNTRL CST			9	29	-20	-68.97	.00	.00
STONE CLR CLNRY			9	28	-19	-67.86	.00	.00
CLOS LACHANCE			9	17	-8	-47.06	.00	.00
BRIGGS CLR NRTN			9	14	-5	-35.71	.00	.00
PASO CREEK P RB			9	11	-2	-18.18	.00	.00
LUNA			9	5	4	80.00	.00	.00
TOAD HOLLOW RSV			9	3	6	200.00	.00	.00
WOODWD CYN NELM			9		9	100.00	.00	.00
PAPIO			8	67	-59	-88.06	.00	.01

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
NOR STLLA MARIS			8	22	-14	-63.64	.00	.00
MONKEY BUSINESS			8	22	-14	-63.64	.00	.00
RODNEY STRONG			8	15	-7	-46.67	.00	.00
BEAUCANON			8	14	-6	-42.86	.00	.00
COYOTE CREEK			8	10	-2	-20.00	.00	.00
SCHUG SONOMA			8	9	-1	-11.11	.00	.00
ANGELS LANDING			8	8	8	100.00	.00	.00
BRNGR CHSCK CAL			8	8	8	100.00	.00	.00
MIDDLE SIS FRVR			7	9	-2	-22.22	.00	.00
CHALONE MONTEREY			7	8	-1	-12.50	.00	.00
RAYS STATION NC			7	7		.00	.00	.00
MONTICELLO EST			7	7		.00	.00	.00
PAHLMAYER NAPA			7	5	2	40.00	.00	.00
NAPA STATION			7	4	3	75.00	.00	.00
DOMAINE NAPA			7	4	3	75.00	.00	.00
CSM ETHOS			7	4	3	75.00	.00	.00
WOODWARD CANYON			7	2	5	250.00	.00	.00
EMERALD BAY			7	1	6	600.00	.00	.00
LAMPLIGHTER			7		7	100.00	.00	.00
ROTH			7		7	100.00	.00	.00
EHLERS EST NAPA			7		7	100.00	.00	.00
IRONSTONE			6	26	-20	-76.92	.00	.00
WHITE TAIL			6	22	-16	-72.73	.00	.00
OAK RIDGE GNRLD			6	20	-14	-70.00	.00	.00
SNQ ORGANIC			6	17	-11	-64.71	.00	.00
TRADER JOE'S RS			6		6	100.00	.00	.00
PARCEL 41 NAPA			5	72	-67	-93.06	.00	.01
CHERRYWOOD CLLR			5	28	-23	-82.14	.00	.00
NOR MERLOT			5	8	-3	-37.50	.00	.00
SEBASTIANI AV			5	8	-3	-37.50	.00	.00
CH JULIEN BR SL			5		5	100.00	.00	.00
LEAPNG HRS LODI			5	3	2	66.67	.00	.00
HUNTINGTON CAL			5	1	4	400.00	.00	.00
ELK RUN			5	1	4	400.00	.00	.00
BOOKWTLR FRSHDW			5		5	100.00	.00	.00
KDL-JKSN SPC SL			4	33	-29	-87.88	.00	.01
ARROW CREEK			4	13	-9	-69.23	.00	.00
THREE RIVERS			4	10	-6	-60.00	.00	.00
PEDESTAL COL VL			4	6	-2	-33.33	.00	.00
TURNBULL EST GR			4	6	-2	-33.33	.00	.00
VAMPIRE PS RBL			4	5	-1	-20.00	.00	.00
RIVERAERIE			4	4		.00	.00	.00
FOGARTY			4	4		.00	.00	.00
WOLFFER			4	4	4	100.00	.00	.00
BUENA VISTA CAL			4	4	4	100.00	.00	.00
MERCER EST WASH			4		4	100.00	.00	.00
FREY BIODYNAMIC			3	44	-41	-93.18	.00	.01
CERES STREET WN			3	31	-28	-90.32	.00	.01
DE LOACH RS RVR			3	9	-6	-66.67	.00	.00
TORTOISE CRK CC			3	8	-5	-62.50	.00	.00
PARKER ESTATE			3	8	-5	-62.50	.00	.00
BLACK CAP GRILLE			3	7	-4	-57.14	.00	.00
POWERS			3	7	-4	-57.14	.00	.00
MEEKER HANDPRNT			3	6	-3	-50.00	.00	.00
DRY CREEK			3	6	-3	-50.00	.00	.00
CHATOM CALVERAS			3	4	-1	-25.00	.00	.00
SAWTOOTH			3	2	1	50.00	.00	.00
PACIFIC CRST CC			3	2	1	50.00	.00	.00
L DE LYETH SC			3	2	1	50.00	.00	.00
GREYSTONE CLLRS			3		3	100.00	.00	.00
SEVEN FALLS WAH			3		3	100.00	.00	.00
MARTIN RAY NAPA			3		3	100.00	.00	.00
MAYACAMAS NPA V			3		3	100.00	.00	.00
GROVE ST NAPA			3		3	100.00	.00	.00
STEVENOT			3		3	100.00	.00	.00
STERLING 3 PALM			2	30	-28	-93.33	.00	.00
LOLONIS			2	26	-24	-92.31	.00	.00
B&E VINYRDS EST			2	18	-16	-88.89	.00	.00
WELLNGTN SN VLY			2	7	-5	-71.43	.00	.00
ECHOLON			2	7	-5	-71.43	.00	.00
PAINTED HLLS CA			2	6	-4	-66.67	.00	.00
DISTANT BAY			2	3	-1	-33.33	.00	.00
MATTHEW FOX CAL			2	3	-1	-33.33	.00	.00
MINER STGEOACH			2	2		.00	.00	.00
HARTWELL ESTATE			2	1	1	100.00	.00	.00
MONTOYA			2		2	100.00	.00	.00
OAK GROVE CALIF			2		2	100.00	.00	.00
BARNRD GRFN RSV			2		2	100.00	.00	.00
BONE DANCE			2		2	100.00	.00	.00
WINKING OWL			2		2	100.00	.00	.00
CADARETTA			2		2	100.00	.00	.00
LA JOTA HOWELL			2		2	100.00	.00	.00
ST SUPERY RTHFD			2		2	100.00	.00	.00
COPA DI VINO			2		2	100.00	.00	.00
ARROWOOD SONOMA			2		2	100.00	.00	.00
DUCKHN EST GRWN			1	82	-81	-98.78	.00	.01
PAVILION CRSSNG			1	33	-32	-96.97	.00	.01
VIN DU BOIS SRV			1	29	-28	-96.55	.00	.00
TWIN FIN CAL			1	26	-25	-96.15	.00	.00
SEAN MINOR NAPA			1	22	-21	-95.45	.00	.00
SINSKEY CARNROS			1	18	-17	-94.44	.00	.00
LOCKWOOD MNTREY			1	12	-11	-91.67	.00	.00
SCREW KAPPA NAP			1	10	-9	-90.00	.00	.00

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

ALL STATES-1/1/12 - 09/30/12

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
HAYMN&HLL RS SL			1	9	-8	-88.89	.00	.00
RAYMOND NAP RSV			1	7	-6	-85.71	.00	.00
DANTE			1	5	-4	-80.00	.00	.00
DOUBLE DOG DARE			1	4	-3	-75.00	.00	.00
STONESTREET AV			1	4	-3	-75.00	.00	.00
SCHELL CREEK			1	4	-3	-75.00	.00	.00
MOUNTAIN VIEW			1	3	-2	-66.67	.00	.00
MACROSTIE NAPA			1	3	-2	-66.67	.00	.00
COL RESERVE			1	2	-1	-50.00	.00	.00
FIVE STAR CELLR			1	2	-1	-50.00	.00	.00
SWANSON CYGNET			1	1		.00	.00	.00
GLORIA FER CRNS			1	1		.00	.00	.00
CCN CONSERVANCY			1	1		.00	.00	.00
SEABSCUIT MND CN			1	1		.00	.00	.00
BADGER MNT NSA			1	1		.00	.00	.00
CINNABAR			1	1		.00	.00	.00
R YOUNG EST ALX			1	1		.00	.00	.00
BLACK CLOVER			1		1	100.00	.00	.00
DUCKHORN HWL MT			1		1	100.00	.00	.00
SUMMERFIELD			1		1	100.00	.00	.00
NAPA CREEK NAPA			1		1	100.00	.00	.00
BURLWOOD CLR PR			1		1	100.00	.00	.00
B VISTA CARNERS			1		1	100.00	.00	.00
LOCKWOOD S LUCS			1		1	100.00	.00	.00
VINTAGE INK			1		1	100.00	.00	.00
ST SUPERY NAPA				1211	-1211	-100.00	.00	.20
INSCRIPTION SNM				553	-553	-100.00	.00	.09
POPE VALLEY				406	-406	-100.00	.00	.07
WILD OAK SONOMA				368	-368	-100.00	.00	.06
VENDANGE TWIN				205	-205	-100.00	.00	.03
BLACK BOX SONMA				136	-136	-100.00	.00	.02
SILVER CREEK				127	-127	-100.00	.00	.02
MENDOCINO FOG				80	-80	-100.00	.00	.01
SILVERADO NAPA				60	-60	-100.00	.00	.01
WINE WORK ORGNC				52	-52	-100.00	.00	.01
FUJISHIN FAMILY				51	-51	-100.00	.00	.01
CAMRON HUGH 169				42	-42	-100.00	.00	.01
CSTL PACFC CLFF				40	-40	-100.00	.00	.01
SONOMA VNEYD SC				35	-35	-100.00	.00	.01
SWANSON OAKVILLE				30	-30	-100.00	.00	.00
NAPA RIDGE NAPA				30	-30	-100.00	.00	.00
BURIED CANE				24	-24	-100.00	.00	.00
MT WSHNGTN VNTY				22	-22	-100.00	.00	.00
CLEAN COAST				21	-21	-100.00	.00	.00
EYE CANDY CALIF				20	-20	-100.00	.00	.00
PARMA RIDGE				19	-19	-100.00	.00	.00
RIDGELINE SN CO				19	-19	-100.00	.00	.00
BALSAMS				18	-18	-100.00	.00	.00
RAPIDAN RIVER				16	-16	-100.00	.00	.00
KILLER JUICE				15	-15	-100.00	.00	.00
TUNNEL OF ELMS				14	-14	-100.00	.00	.00
DIABLO CREEK CA				14	-14	-100.00	.00	.00
REDWOOD CRK SEL				14	-14	-100.00	.00	.00
BRNGR III CN CC				14	-14	-100.00	.00	.00
CSM ETHOS RESRV				14	-14	-100.00	.00	.00
LYETH L DE LYTH				13	-13	-100.00	.00	.00
NEYERS RNCH-CNN				12	-12	-100.00	.00	.00
PEJU PROV NAPA				12	-12	-100.00	.00	.00
MONTPELLIER CAL				11	-11	-100.00	.00	.00
RB CLR TWN RNCH				10	-10	-100.00	.00	.00
CALIF CLR 41 AV				10	-10	-100.00	.00	.00
SIGNAL MNT CAL				10	-10	-100.00	.00	.00
GRACLND JAIL HS				9	-9	-100.00	.00	.00
FOXMOOR CAL				9	-9	-100.00	.00	.00
OKANOGAN ESTATE				8	-8	-100.00	.00	.00
FOG MOUNTAIN				8	-8	-100.00	.00	.00
MAYACAMAS ANGEL				8	-8	-100.00	.00	.00
CAFE GALLO FAM				8	-8	-100.00	.00	.00
TOAD HLW MCDWLL				7	-7	-100.00	.00	.00
HAVENS NAPA VLY				7	-7	-100.00	.00	.00
JACUZZI FW FRTL				7	-7	-100.00	.00	.00
GND BND RHN FARM				6	-6	-100.00	.00	.00
SBRAGIA HM RNCH				6	-6	-100.00	.00	.00
BUTTERFLD STATN				6	-6	-100.00	.00	.00
HANQVR ST CHPHS				6	-6	-100.00	.00	.00
MERRYVALE RESRV				6	-6	-100.00	.00	.00
NHL WNTR CL DCY				5	-5	-100.00	.00	.00
GRIGICH HILL				5	-5	-100.00	.00	.00
TAFT STREET				5	-5	-100.00	.00	.00
TRACE CAL				5	-5	-100.00	.00	.00
TOBIN JAMES				5	-5	-100.00	.00	.00
BRECKENRIDGE				4	-4	-100.00	.00	.00
KUNDE SONOMA				4	-4	-100.00	.00	.00
MARKHAM RESERVE				4	-4	-100.00	.00	.00
GUENOC CAL				4	-4	-100.00	.00	.00
GNARLED VN LODI				4	-4	-100.00	.00	.00
FETZER 2 BOTTLE				3	-3	-100.00	.00	.00
REGUSCI EST SLD				3	-3	-100.00	.00	.00
HERON MENDOCINO				3	-3	-100.00	.00	.00
SNO RESERVE				3	-3	-100.00	.00	.00
FLYING FOX				3	-3	-100.00	.00	.00
BV SIGNET				3	-3	-100.00	.00	.00
REGUSCI ESTATE				2	-2	-100.00	.00	.00

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

ALL STATES-1/1/12 - 09/30/12

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
PAUL MASSON					2	-2	-100.00	.00
PREMONITION MSP					2	-2	-100.00	.00
COL CLMBIA VLLY					2	-2	-100.00	.00
JANKRIS PS ROBL					2	-2	-100.00	.00
CROW CANYON CAL					2	-2	-100.00	.00
BURGESS NPA VLY					2	-2	-100.00	.00
BROTHERHOOD NY					2	-2	-100.00	.00
LE BON VIN NAPA					1	-1	-100.00	.00
KELLEY CK ALX V					1	-1	-100.00	.00
LUCA'S CAL					1	-1	-100.00	.00
A WILL SORELLA					1	-1	-100.00	.00
MACRSTIE KELTIE					1	-1	-100.00	.00
BARNETT SPG MTN					1	-1	-100.00	.00
LANGETWINS					1	-1	-100.00	.00
ESTANCIA PSO RB					1	-1	-100.00	.00
CSM RESERVE					1	-1	-100.00	.00
CASTLE RCK MEND					1	-1	-100.00	.00
BARNETT NAPA VL					1	-1	-100.00	.00
SURF POINT					1	-1	-100.00	.00
BOHO CNTRL BIB					1	-1	-100.00	.00
CALISTOGA EST					1	-1	-100.00	.00
MERRYVALE NAPA					1	-1	-100.00	.00
FLOCK NAPA VLLY					1	-1	-100.00	.00
DARIOUSH SIG ML					1	-1	-100.00	.00
FISHER RCF					1	-1	-100.00	.00
TOTAL MERLOT			630760	618843	11917	1.93		
PINOT NOIR								
BAREFOOT CAL			27626	25178	2448	9.72	8.26	8.84
RM WOODBRIDGE			20663	17347	3316	19.12	6.18	6.09
MRS CNTRL COAST			19935	17020	2915	17.13	5.96	5.97
MARK WEST SNOMA			13475	12346	1129	9.14	4.03	4.33
R MNDVI PS CAL			9918	8955	963	10.75	2.97	3.14
REDWOOD CREEK			9218	8574	644	7.51	2.76	3.01
TURNING LEAF			9160	8091	1069	13.21	2.74	2.84
CUPCAKE C COAST			7338	1637	5701	348.26	2.19	.57
SMOKING LOON			7222	7330	-108	-1.47	2.16	2.57
HRM REX-GOL AM			7066	50	7016	*****	2.11	.02
CORBETT CANYON			6152	5096	1056	20.72	1.84	1.79
HRM REX-GOLIATH			5067	3145	1922	61.11	1.52	1.10
LA CREMA SO CST			4511	6157	-1646	-26.73	1.35	2.16
BERINGER NAPA			4116	97	4019	4143.30	1.23	.03
BERNGR FNDR EST			3975	3165	810	25.59	1.19	1.11
BLACKSTONE CAL			3958	3823	135	3.53	1.18	1.34
FRANCS CPPLA DS			3686	3625	61	1.68	1.10	1.27
BV COASTAL PN N			3662	4562	-900	-19.73	1.09	1.60
MARK WEST CAL			3518	3313	205	6.19	1.05	1.16
PEPPERWOOD GRVE			3454	3172	282	8.89	1.03	1.11
A TO Z OREGON			3399	2849	550	19.31	1.02	1.00
GALLO FAM V CAL			3381	2140	1241	57.99	1.01	.75
WILD HORSE CC			3058	2666	392	14.70	.91	.94
GNARLY HEAD CAL			3037	2546	491	19.29	.91	.89
STERLING VNT COL			3009	2057	952	46.28	.90	.72
KDL-JKSN VNT RS			2928	3143	-215	-6.84	.88	1.10
THE NAKED GRAPE			2816	1501	1315	87.61	.84	.53
ESTANCIA MONTRY			2734	2947	-213	-7.23	.82	1.03
CONCANNON CAL			2667	3125	-458	-14.66	.80	1.10
MACMRRY RCH C C			2597	2683	-86	-3.21	.78	.94
FAT CAT CAL			2457	1948	509	26.13	.73	.68
LA MERIKA			2392		2392	100.00	.72	.00
RDNY STRNG PN N			2340	1609	731	45.43	.70	.56
BEARBOAT SN CST			2334	1567	767	48.95	.70	.55
BLACKSTN SN RES			2332	24	2308	9616.67	.70	.01
C D BOIS CAL			2246	2439	-193	-7.91	.67	.86
LIBERTY CRK CAL			2189	793	1396	176.04	.65	.28
CRANE LAKE CAL			2125	2208	-83	-3.76	.64	.77
QUAIL RDG NAPA			2111	1034	1077	104.16	.63	.36
CELLAR NO 8			1994	1973	21	1.06	.60	.69
FDG HEAD MONTRY			1984	12	1972	*****	.59	.00
A BY ACACIA CAL			1948	1002	946	94.41	.58	.35
CASTLE RCK MONT			1901	2311	-410	-17.74	.57	.81
KENWOOD RSSN RV			1864	1908	-44	-2.31	.56	.67
JARGON CAL			1850	1793	57	3.18	.55	.63
FIRESTEED OREGN			1781	1367	414	30.29	.53	.48
REDTREE CAL			1769	1871	-102	-5.45	.53	.66
FLIP FLOP CAL			1748	206	1542	748.54	.52	.07
WILLAMETTE VLLY			1674	1894	-220	-11.62	.50	.66
BELLE GLS MEIMI			1651	329	1322	401.82	.49	.12
GALLO TWN V CAL			1645	1512	133	8.80	.49	.53
BOGLE CAL			1516	279	1237	443.37	.45	.10
ELK COVE PN NOR			1424	1247	177	14.19	.44	.44
PARDUCCI CALIF			1419	1050	369	35.14	.42	.37
TESTAROSSA MONT			1359		1359	100.00	.41	.00
RED TRUCK CAL			1344	1694	-350	-20.66	.40	.59
MIRASSOU PN NOR			1344	1464	-120	-8.20	.40	.51
HAHN NICKY HAHN			1328	994	334	33.60	.40	.35
CASTLE RCK R RV			1319	1260	59	4.68	.39	.44
MCMANIS FAMILY			1305	534	771	144.38	.39	.19
FREI BROTHER RR			1281	1192	89	7.47	.38	.42
IRONY MONTEREY			1278	1461	-183	-12.53	.38	.51
CAMBRIA JULIA'S			1217	735	482	65.58	.36	.26
CASTLE RCK MNDO			1216	1077	139	12.91	.36	.38

NABCA CASE SALES ANALYSIS

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
HARLW R CSTL VN			1208	1644	-436	-26.52	.36	.58
ANGELINE			1190	943	247	26.19	.36	.33
C D BOIS NC			1139	1383	-244	-17.64	.34	.49
THE CRUSHER CLK			1124	609	515	84.56	.34	.21
BELLE GLOS S C			1078	691	387	56.01	.32	.24
SEBASTIANI SC			1063	872	191	21.90	.32	.31
PARKER STATION			1052	178	874	491.01	.31	.06
ACROBAT OREGON			1049	682	367	53.81	.31	.24
GALLO OF SONOMA			1041	460	581	126.30	.31	.16
ERATH EV			1027	797	230	28.86	.31	.28
HAYMN&HLL RS SL			1007	2996	-1989	-66.39	.30	1.05
CLOUDLINE			941	385	556	144.42	.28	.14
RED ROCK RSV CA			910	515	395	76.70	.27	.18
ESTANCIA PNNACL			837	834	3	.36	.25	.29
FLEUR D CARNROS			825	914	-89	-9.74	.25	.32
ANGELINE CAL			812	671	141	21.01	.24	.24
R MNDVI PN NOIR			792	768	24	3.13	.24	.27
J LOHR FALCN PR			758	184	574	311.96	.23	.06
CHALONE MONTEREY			750	1347	-597	-44.32	.22	.47
BOGLE RSSN RVR			737	721	16	2.22	.22	.25
SNAP DRAGON CAL			723	166	557	335.54	.22	.06
ASTI CLR NO 8			700	823	-123	-14.95	.21	.29
ACACIA CRNS P N			698	704	-6	-.85	.21	.25
BRIDLEWOOD			649	692	-43	-6.21	.19	.24
DE LOACH HRT RS			629	381	248	65.09	.19	.13
BYRON SNTA BARB			621	393	228	58.02	.19	.14
MRPHY-GOODE CAL			614	1066	-452	-42.40	.18	.37
DIAMOND RIDGE			602	197	405	205.58	.18	.07
J DEMUTH			597	322	275	85.40	.18	.11
PENNYWISE CAL			594	594	594	100.00	.18	.00
NAPA CELLARS NV			584	281	303	107.83	.17	.10
BACKHOUSE CALIF			575	708	-133	-18.79	.17	.25
CASTLE RCK SNMA			560	188	372	197.87	.17	.07
CARTLDGE&BROWNE			558	668	-110	-16.47	.17	.23
HERON CAL			549	519	30	5.78	.16	.18
G NORMAN CAL SB			546	240	306	127.50	.16	.08
LUCKY STAR CAL			535	636	-101	-15.88	.16	.22
FRN CP VOTRE CA			530	306	224	73.20	.16	.11
KING ESTATE			518	93	425	456.99	.15	.03
MERIDIAN CAL			500	557	-57	-10.23	.15	.20
DECOY ANDSN VLY			497	438	59	13.47	.15	.15
MACMRRY RCH S C			483	305	178	58.36	.14	.11
STUART BIG FIRE			480	450	30	6.67	.14	.16
ERATH ES WLM VY			475	305	170	55.74	.14	.11
TALBOTT KLI HRT			463	306	157	51.31	.14	.11
SAINTSBURY CRNS			463	233	230	98.71	.14	.08
TISDALE CAL			462	814	-352	-43.24	.14	.29
GLEN ELLEN RESV			455	209	246	117.70	.14	.07
ADELSHEIM WLMT			449	19	430	2263.16	.13	.01
TAZ SANTA BRBRA			442	403	39	9.68	.13	.14
SEAGLASS S BARB			441	31	410	1322.58	.13	.01
CASTLE ROCK C C			440	239	201	84.10	.13	.08
STE GENEVIEVE			438	3232	-2794	-86.45	.13	1.13
FRANCS CPPLA DC			434	658	-224	-34.04	.13	.23
ARTESA CARNEROS			426	397	28	7.30	.13	.14
BENTON-LANE			422	403	19	4.71	.13	.14
POPPY MONTEREY			420	453	-33	-7.28	.13	.16
CARMEL ROAD MNT			415	352	63	17.90	.12	.12
LA CREMA MONTRY			406	275	131	47.64	.12	.10
HANDCRAFT CAL			400	234	172	73.50	.12	.08
LEESE-FITCH CAL			400	400	400	100.00	.12	.00
FIVE RIVERS			394	191	203	106.28	.12	.07
DE LOACH CALIF			387	651	-264	-40.55	.12	.23
FIVE OAKS CAL			386	341	45	13.20	.12	.12
FIRESTEED WMTT			373	407	-34	-8.35	.11	.14
DOMAINE CARNROS			367	38	329	865.79	.11	.01
LAYER CAKE C C			365	334	31	9.28	.11	.12
REX HLL KNG RDG			364		364	100.00	.11	.00
KENNETH VOLK SM			353	303	50	16.50	.11	.11
CH ST JEAN SNMA			348		348	100.00	.10	.00
MOTOS LIBERTY			332	171	161	94.15	.10	.06
687 MONTEREY			331	27	304	1125.93	.10	.01
ESTANCIA			322		322	100.00	.10	.00
LITTLE BL DRESS			321	354	-33	-9.32	.10	.12
MARK WEST RS RV			312	505	-193	-38.22	.09	.18
SCHUG SONOMA			310	18	292	1622.22	.09	.01
VME SONOMA CST			309	608	-299	-49.18	.09	.21
MORGAN CALIFRNA			304	12	292	2433.33	.09	.00
FRN CPL PS ROSE			301	288	13	4.51	.09	.10
JERIKO			299	202	97	48.02	.09	.07
MACMRRY RCH SEL			294	244	50	20.49	.09	.09
SNMA CUT RRV GV			291	211	80	37.91	.09	.07
LIVINGSTON CLLR			291	112	179	159.82	.09	.04
CALERA PIN NOIR			288	276	12	4.35	.09	.10
CYCLE GLADIATOR			286	120	166	138.33	.09	.04
STEELE CARNEROS			276	440	-164	-37.27	.08	.15
RASCAL			274	376	-102	-27.13	.08	.13
DOM DROUHIN LRN			271	260	11	4.23	.08	.09
SALMON RUN			266	10	256	2560.00	.08	.00
SEAN MINOR			265	295	-31	-10.47	.08	.10
BRIDLEWD MNT/CC			259	179	80	44.69	.08	.06
TURNING LEAF CA			257	127	130	102.36	.08	.04
			251	29	222	765.52	.08	.01

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
VIN DILLON ORG			240	172	68	39.53	.07	.06
CANYON ROAD CAL			238	70	168	240.00	.07	.02
TRINITY OAKS			229	179	50	27.93	.07	.06
BEARBOAT RSN RV			227	267	-40	-14.98	.07	.09
DOMAINE DROUHN			225	208	17	8.17	.07	.07
LA CRMA CLD CST			223		223	100.00	.07	.00
ARGYLE WILLMTTE			221	208	13	6.25	.07	.07
MOOBUZZ CAL			217	177	40	22.60	.06	.06
WLLMTTE WH CLST			214	132	82	62.12	.06	.05
DUCK POND WLMTE			209	286	-77	-26.92	.06	.10
ETUDE CARNEROS			209	151	58	38.41	.06	.05
B VISTA CARNERS			206	236	-30	-12.71	.06	.08
FRNCS CP DR CUT			204	434	-230	-53.00	.06	.15
ROESSLR BLK PNE			203	173	30	17.34	.06	.06
SIMPLE LIFE CAL			201		201	100.00	.06	.00
WINE BY JOE			195	22	173	786.36	.06	.01
BANSHEE SONOMA			194	46	148	321.74	.06	.02
CH ST JEAN CALF			192		192	100.00	.06	.00
RED BCYCLTE CAL			188		188	100.00	.06	.00
CASTLE ROCK WLM			185	391	-206	-52.69	.06	.14
TURNING LF RS C			185	205	-20	-9.76	.06	.07
RAINSTORM			185		185	100.00	.06	.00
GLORIA FER CRNS			182	2148	-1966	-91.53	.05	.75
MURPHY-GOODE			182	182		.00	.05	.06
PONZI WILLAMTTE			181	169	12	7.10	.05	.06
DOM SERENE EVEN			176	149	27	18.12	.05	.05
SOTER NRTH VLLY			175	158	17	10.76	.05	.06
BLACK RIDGE			175	108	67	62.04	.05	.04
CASTLE ROCK CUV			173	338	-165	-48.82	.05	.12
HENRY OREGON			173	145	28	19.31	.05	.05
CARN CRK FLEUR			165	227	-62	-27.31	.05	.08
SAXON BRW DUREL			165		165	100.00	.05	.00
SANFORD PIN NOR			163	146	17	11.64	.05	.05
CASTLE RCK RES			161	102	59	57.84	.05	.04
BELLE GLOS C&TP			161	93	68	73.12	.05	.03
DOM SERENE YMHL			156	198	-42	-21.21	.05	.07
CHEHALM 3 VNYRD			154	130	24	18.46	.05	.05
COASTAL VNE CAL			153	372	-219	-58.87	.05	.13
D BRUCE R RIVER			153	142	11	7.75	.05	.05
TURNING LEAF RS			149	161	-12	-7.45	.04	.06
GIRASOLE			147	82	65	79.27	.04	.03
MIGRATION ANDRS			145	69	76	110.14	.04	.02
90+CLR L59 PHTM			144		144	100.00	.04	.00
NEWMAN OWN CAL			134	2	132	6600.00	.04	.00
ARGYLE SPRITHSE			131		131	100.00	.04	.00
FETZER CAL			130	356	-226	-63.48	.04	.12
CHADDSFORD			130	137	-7	-5.11	.04	.05
4 BEARS CARNERO			129	210	-81	-38.57	.04	.07
MERIDIAN S BARB			125	579	-454	-78.41	.04	.20
MONTINORE			124	190	-66	-34.74	.04	.07
MACMURRAY RANCH			124	141	-17	-12.06	.04	.05
EDNA VLY PIN NR			123	24	99	412.50	.04	.01
99 VINES			123		123	100.00	.04	.00
HYBRID			122	58	64	110.34	.04	.02
ANNABELLA CRNRS			122	39	83	212.82	.04	.01
FREY ORG MENDCN			121	205	-84	-40.98	.04	.07
WENTE RELIZ CRK			119	92	27	29.35	.04	.03
DUCKHRN GLDNEYE			115	283	-168	-59.36	.03	.10
BROWNSTONE CALF			115	99	16	16.16	.03	.03
HENRY BRL SELCT			114	107	7	6.54	.03	.04
PRIMARIUS			114	63	51	80.95	.03	.02
DAVID STONE			112	83	29	34.94	.03	.03
PDRNCLI PIN NR			108	145	-37	-25.52	.03	.05
SANTA BAR COL			107	150	-43	-28.67	.03	.05
90+CLR LOT 52			107		107	100.00	.03	.00
OREANA C COAST			105	90	15	16.67	.03	.03
SAINTSBRY GARNT			103	198	-95	-47.98	.03	.07
BELLE GLOS ATRS			102	67	35	52.24	.03	.02
LEMELSON THEA'S			102	10	92	920.00	.03	.00
SOIRFF			101	91	10	10.99	.03	.03
FLOWERS SNM CST			101	71	30	42.25	.03	.02
SIMI PN NR SNMA			101	12	89	741.67	.03	.00
DOMAINE CHANDON			96	103	-7	-6.80	.03	.04
PENNER-ASH WLMT			93	37	56	151.35	.03	.01
GARNET PINOT NR			93	5	88	1760.00	.03	.00
90+CLR L31 CNRS			92	336	-244	-72.62	.03	.12
FESS PARKER			91	101	-10	-9.90	.03	.04
LA CREMA RRV RS			87	63	24	38.10	.03	.02
TALBOTT LGN S H			87	10	77	770.00	.03	.00
HERON SONOMA CO			85	124	-39	-31.45	.03	.04
CAMRON HUGH 271			84		84	100.00	.03	.00
MORGAN 12 CLONE			82	78	4	5.13	.02	.03
BALDUCCIS			80	150	-70	-46.67	.02	.05
EYRIE YAMHILL			80	95	-15	-15.79	.02	.03
BLUE FIN			80		80	100.00	.02	.00
SIDURI RSSN RVR			79	33	46	139.39	.02	.01
BIGVINE			79		79	100.00	.02	.00
REX HILL WLLMTE			78	40	38	95.00	.02	.01
ROUTESTOCK			77	3	74	2466.67	.02	.00
90+CLR L56 RRV			77		77	100.00	.02	.00
PALI SNT BAR CO			76	16	60	375.00	.02	.01
LANGE WLLMTE VY			74	57	17	29.82	.02	.02
HAHN ST LUCIA			74	18	56	311.11	.02	.01

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
FLAME LILY CAL			73		73	100.00	.02	.00
SIDURI S R H			72	13	59	453.85	.02	.00
FOLEY SNTA MRIA			71	83	-12	-14.46	.02	.03
DUXINARO			70		70	100.00	.02	.00
PATZ & HALL SC			69	74	-5	-6.76	.02	.03
ERATH ES DUNDEE			69	67	2	2.99	.02	.02
GRAYSON CLLR CC			68	45	23	51.11	.02	.02
ARCH SMT PRM CV			67	61	6	9.84	.02	.02
SINSKEY			67	49	18	36.73	.02	.02
FOREST GLEN CAL			66	122	-56	-45.90	.02	.04
LULI			66	47	19	40.43	.02	.02
CUPCAKE SNT BRB			64		64	100.00	.02	.00
90+CLR L62 SNMA			62		62	100.00	.02	.00
LORING CLS PEPE			61	12	49	408.33	.02	.00
PONZI TAVOLA			60	19	41	215.79	.02	.01
MERRY EDWRDS SC			60	18	42	233.33	.02	.01
D BRUCE ESTATE			59	63	-4	-6.35	.02	.02
HOWLING MOON NC			59	39	20	51.28	.02	.01
PICKET FENCE RR			59	14	45	321.43	.02	.00
R STEMMLER EST			59	4	55	1375.00	.02	.00
AU BON CLIMAT			58	88	-30	-34.09	.02	.03
MONTPELLIER CAL			57	64	-7	-10.94	.02	.02
DE LOACH SN CST			56	105	-49	-46.67	.02	.04
STUART AUTOGRPH			56	62	-6	-9.68	.02	.02
KIRKLAND SGNTR			56	56		0.00	.02	.02
ARGYLE RESERVE			56	29	27	93.10	.02	.01
SIVAS SONOMA			56		56	100.00	.02	.00
ECHELON			55	800	-745	-93.13	.02	.28
RICKSHAW			55	5	50	1000.00	.02	.00
CRISTOM JEFF CV			54	77	-23	-29.87	.02	.03
AU B CLMT S BRB			53	9	44	488.89	.02	.00
LEFT COAST			52	180	-128	-71.11	.02	.06
SCHUG CARNEROS			50	47	3	6.38	.01	.02
SHOOTING STR CA			50	20	30	150.00	.01	.01
SILVER PEAK CAR			49	62	-13	-20.97	.01	.02
DE LOACH SUNDNC			48	172	-124	-72.09	.01	.06
SILVER RIDGE BS			47	40	7	17.50	.01	.01
SUTTER HOME CAL			47	1	46	4600.00	.01	.00
ARCHITECT CADRE			47		47	100.00	.01	.00
ANNE AMIE WILLM			46	48	-2	-4.17	.01	.02
BRIDLEWD EST CA			46	29	17	58.62	.01	.01
THE SHOW			46	1	45	4500.00	.01	.00
HARTFORD CT RRV			46		46	100.00	.01	.00
MACRSTIE SM CST			45	687	-642	-93.45	.01	.24
BERINGER NP VLY			45	246	-201	-81.71	.01	.09
J LOHR FOG RCH			45	65	-20	-30.77	.01	.02
GREEN FIN			45		45	100.00	.01	.00
FOGDOG SNMA CST			44	35	9	25.71	.01	.01
SIDURI WLMT VLY			44	30	14	46.67	.01	.01
RIVERS EDG BR S			44	13	31	238.46	.01	.00
MIDDLE SIS GOOD			43	21	22	104.76	.01	.01
TOAD HOLLOW			43	10	33	330.00	.01	.00
DUTTON RANCH			43		43	100.00	.01	.00
DELTA MOON			42	42		0.00	.01	.01
SKL BLSR DUNDEE			41	78	-37	-47.44	.01	.03
LORING CNT CST			41		41	100.00	.01	.00
JIGSAW PINOT NR			40	11	29	263.64	.01	.00
BUENA VISTA CAL			40		40	100.00	.01	.00
R STEMMLER NGNT			38	36	2	5.56	.01	.01
JACUZZI FAM CAL			37	77	-40	-51.95	.01	.03
SHELL CREEK			37	16	21	131.25	.01	.01
BONTERRA CALIF			36	24	12	50.00	.01	.01
HARTFD CT LANDS			35	64	-29	-45.31	.01	.02
CLOS DU VAL EB			35	42	-7	-16.67	.01	.01
ROCHIOLI RRV			35	18	17	94.44	.01	.01
STICKYBEAK			35	3	32	1066.67	.01	.00
BETHL HTS WLLMT			35	1	34	3400.00	.01	.00
HANGTIME PN CAL			34	51	-17	-33.33	.01	.02
LYETH EST SN CY			34	30	4	13.33	.01	.01
CARPE DIEM			34	9	25	277.78	.01	.00
CAKEBREAD ANDSN			33	48	-15	-31.25	.01	.02
KENWOOD YULUPA			33		33	100.00	.01	.00
FORIS ROGUE VLY			32	36	-4	-11.11	.01	.01
FESS PARKER S B			32	16	16	100.00	.01	.01
STUART GLSS TOP			32		32	100.00	.01	.00
GRAYSON BLOCK 9			32		32	100.00	.01	.00
SELBY			31	77	-46	-59.74	.01	.03
SARAPO DONATO			31	36	-5	-13.89	.01	.01
ARGYLE NUTHOUSE			31	22	9	40.91	.01	.01
PALI SONOMA CST			31	11	20	181.82	.01	.00
WLLMTE FNDR RS			31		31	100.00	.01	.00
3 GIRLS LODI			31		31	100.00	.01	.00
SKETCHBOOK MEND			30	6	24	400.00	.01	.00
RAMSAY N COAST			30		30	100.00	.01	.00
TOM EDDY MONKS			30		30	100.00	.01	.00
KNDL-JKSN SP SL			29	40	-11	-27.50	.01	.01
TRUCHARD			29	38	-9	-23.68	.01	.01
TALLEY ESTATE			29	29		0.00	.01	.01
AQUINAS NAPA			29	17	12	70.59	.01	.01
FORE FAM CARNRS			29		29	100.00	.01	.00
BILTMORE			28	47	-19	-40.43	.01	.02
STONEHEDGE CALF			28	38	-10	-26.32	.01	.01
SALMON CREEK			28	21	7	33.33	.01	.01

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
FOGARTY PN NOIR			28	17	11	64.71	.01	.01
LANGE RSRV WLMT			28	16	12	75.00	.01	.01
WILLAMETTE EST			28	2	26	1300.00	.01	.00
BRIDGEVW B MOON			27	104	-77	-74.04	.01	.04
KRUTZ FMLY CLLR			27	14	13	92.86	.01	.00
CAMRON HUGH 27			27		27	100.00	.01	.00
JEKEL			26	35	-9	-25.71	.01	.01
BYRON S MARIA			26	35	-9	-25.71	.01	.01
HANGTIME SNT MR			26	30	-4	-13.33	.01	.01
PAUL HOBBS CRSS			26	18	8	44.44	.01	.01
MERRY EDWRDS RR			26	18	8	44.44	.01	.01
WRIGHT K WLLMT			26	3	23	766.67	.01	.00
ROESSLER RD BRD			26		26	100.00	.01	.00
ILLAHE WLLAMTTE			26		26	100.00	.01	.00
WILD HRS UNB SB			25	105	-80	-76.19	.01	.04
ROESSLER BL JAY			25	73	-48	-65.75	.01	.03
HINMAN VINEYARD			25	26	-1	-3.85	.01	.01
RDNY STRNG RSRV			25	14	11	78.57	.01	.00
MAYSARA JAMSHED			25	5	20	400.00	.01	.00
VINUM CELLARS			25		25	100.00	.01	.00
STEPHEN VINCENT			25		25	100.00	.01	.00
ANGELINE RSV			25		25	100.00	.01	.00
C KRUG CRN-NAPA			24	38	-14	-36.84	.01	.01
VALLEY OF MOON			24	3	21	700.00	.01	.00
PETER PAUL RRV			23	32	-9	-28.13	.01	.01
ALMA ROSA RITA			23	25	-2	-8.00	.01	.01
FOREFRONT WILMT			23	10	13	130.00	.01	.00
CARMENET VC RSV			23	4	19	475.00	.01	.00
24 KNOTS			23	1	22	2200.00	.01	.00
CLIFTON RITA HL			23		23	100.00	.01	.00
CARTA NOVA			23		23	100.00	.01	.00
SAVANNAH CT CST			22	33	-11	-33.33	.01	.01
CASTLE RCK CRNS			22	18	4	22.22	.01	.01
SIDURI ROSELLA			22	12	10	83.33	.01	.00
GALLO SIGNTR SR			22		22	100.00	.01	.00
LACHINI CHELEM			22		22	100.00	.01	.00
DANTE			22		22	100.00	.01	.00
MELVILLE S RITA			22		22	100.00	.01	.00
ANNE AMIE CUV A			21	56	-35	-62.50	.01	.02
BELLE GLOS TYLR			21	39	-18	-46.15	.01	.01
MONTICELLO EST			21	36	-15	-41.67	.01	.01
DAVIS BYNUM R R			21	19	2	10.53	.01	.01
D BRUCE SON CTY			21	3	18	600.00	.01	.00
BLACK MOUNTAIN			21		21	100.00	.01	.00
ANCIENT OAK RRV			21		21	100.00	.01	.00
COPAIN L VOISIN			21		21	100.00	.01	.00
MORGAN DOUBLE L			20	24	-4	-16.67	.01	.01
ELK COVE 5 MNTN			20	15	5	33.33	.01	.01
BERNARDUS			20	10	10	100.00	.01	.00
VME GR RSRV RRR			20	10	10	100.00	.01	.00
SEAN MINOR 4BR5			20		20	100.00	.01	.00
MONTINORE WN RS			20		20	100.00	.01	.00
CAMELOT CALFRNA			19	91	-72	-79.12	.01	.03
STEELE SNTA BRB			19	22	-3	-13.64	.01	.01
W H SMITH S CST			19	12	7	58.33	.01	.00
DE LOACH B 1950			19	10	9	90.00	.01	.00
WRIGHT CARTER			19	7	12	171.43	.01	.00
PAUL HOBBS HYDE			19	1	18	1800.00	.01	.00
BRITTAN GESTALT			19		19	100.00	.01	.00
LAFOND CAL			19		19	100.00	.01	.00
BANDWAGON			19		19	100.00	.01	.00
CHEHALM STOLLER			18	22	-4	-18.18	.01	.01
DONUM CNRS EST			18	18		.00	.01	.01
ELK COVE L BOHM			18	14	4	28.57	.01	.00
COPAIN TS ENSMB			18		18	100.00	.01	.00
LA FOLLETTE VDK			18		18	100.00	.01	.00
GIRARD BNTN LNE			18		18	100.00	.01	.00
FOUR GRACES			17	29	-12	-41.38	.01	.01
COOPER MNT RSRV			17	17		.00	.01	.01
JENICA PEAK CST			17	10	7	70.00	.01	.00
BISHOP PEAK C C			17	9	8	88.89	.01	.00
LA FOLLETTE MAN			17		17	100.00	.01	.00
STEELHEAD SN CO			17		17	100.00	.01	.00
PARDUCCI R CHRS			16	55	-39	-70.91	.00	.02
LA CREMA CARNRS			16	41	-25	-60.98	.00	.01
LANDMRK G DTOUR			16	38	-22	-57.89	.00	.01
TWOMEY AND VLY			16	6	10	166.67	.00	.00
BRITTAN BASALT			16		16	100.00	.00	.00
BCHNE CRNROS NP			15	47	-32	-68.09	.00	.02
GLORIA F ETSIAN			15	30	-15	-50.00	.00	.01
VAN RUITEN RSV			15	30	-15	-50.00	.00	.01
DE LOACH PN NOR			15	28	-13	-46.43	.00	.01
FRITZ RUSSN RVR			15	21	-6	-28.57	.00	.01
FARRELL RSSN RV			15	20	-5	-25.00	.00	.01
CHICKADEE CAL			15	20	-5	-25.00	.00	.01
HANDLEY ANDERSN			15	15		.00	.00	.01
BLACKBURN			15	14	1	7.14	.00	.00
CLOS LACHANCE			15	7	8	114.29	.00	.00
R MNDVI CARNROS			14		15	100.00	.00	.00
BETHL HTS EST G			14	38	-24	-63.16	.00	.01
JEZEBEL			14	33	-19	-57.58	.00	.01
BERGSTRM CMBLND			14	31	-17	-54.84	.00	.01
EMM RUSSN RIVER			14	18	-4	-22.22	.00	.01

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
ZD CARNEROS			14	14		.00	.00	.00
PATASSY RSN RVR			14	13	1	7.69	.00	.00
FOLK MACHINE CC			14	11	3	27.27	.00	.00
KOSTA BRWN RRV			14	9	5	55.56	.00	.00
MORGAN GARYS VN			14	6	8	133.33	.00	.00
HERON MENDOCINO			14		14	100.00	.00	.00
TANGLEY OAKS			14		14	100.00	.00	.00
WALT BLUEJAY			14		14	100.00	.00	.00
PANTHR CK VERDE			13	30	-17	-56.67	.00	.01
FDDLHD SEVEN 28			13	21	-8	-38.10	.00	.01
KENT RASMSN CRN			13	20	-7	-35.00	.00	.01
BEAUX FRERES			13	17	-4	-23.53	.00	.01
BRIDGEVIEW			13	15	-2	-13.33	.00	.01
FREESTONE SNMA			13	10	3	30.00	.00	.00
FLK CVE M RCHMD			13	7	6	85.71	.00	.00
STAG HOLLOW			13	4	9	225.00	.00	.00
HIRSCH SONOMA			13	2	11	550.00	.00	.00
IRIS			13		13	100.00	.00	.00
JACK BARRETT			13		13	100.00	.00	.00
P DOLAN VY MEND			12	70	-58	-82.86	.00	.02
CLINE COOL CLMT			12	35	-23	-65.71	.00	.01
ROESSLER L BRSA			12	24	-12	-50.00	.00	.01
KING EST DOMANE			12	17	-5	-29.41	.00	.01
PAUL HOBBS RRV			12	17	-5	-29.41	.00	.01
BROOKS WILLAMTE			12	17	-5	-29.41	.00	.01
LORING CARSGCHI			12	12		.00	.00	.00
CHEHALM RION RS			12	4	8	200.00	.00	.00
DAEDALUS WLLMTT			12	4	8	200.00	.00	.00
ETUDE DEER CAMP			12	3	9	300.00	.00	.00
MARK WEST LUCIA			12		12	100.00	.00	.00
MACMRRY RCH WLM			12		12	100.00	.00	.00
FARRELL CARNERS			11	551	-540	-98.00	.00	.19
BRDGVW BONEFISH			11	26	-15	-57.69	.00	.01
KOSTA BRWN SONM			11	17	-6	-35.29	.00	.01
SINSKEY LOS CRN			11	17	-6	-35.29	.00	.01
WILLKNZIE LEON			11	13	-2	-15.38	.00	.00
JAYSON SNMA CST			11	11		.00	.00	.00
BEAUX FRERES WM			11	5	6	120.00	.00	.00
ROESSLER LAUREL			11		11	100.00	.00	.00
WINDRUN ST BARB			11		11	100.00	.00	.00
B2 EUGENE WLLMT			11		11	100.00	.00	.00
WALLACE BROOK			11		11	100.00	.00	.00
CHERRY PIE STAN			11		11	100.00	.00	.00
GOLDN EYE ANDSN			10	55	-45	-81.82	.00	.02
PANTHR CREEK WC			10	14	-4	-28.57	.00	.00
MONTOYA			10	13	-3	-23.08	.00	.00
BAILEYANA GFC			10	11	-1	-9.09	.00	.00
SIDURI KEEFER			10	3	7	233.33	.00	.00
SINSKEY VN GRIS			10	2	8	400.00	.00	.00
OWEN ROE SHCRPR			10	2	8	400.00	.00	.00
CALERA RYAN			10		10	100.00	.00	.00
HOOK&LADDER RRV			10		10	100.00	.00	.00
ARTESA CRNS RSV			9	1229	-1220	-99.27	.00	.43
SCOTT FM ARROYO			9	26	-17	-65.38	.00	.01
AU B CLMT BAUGE			9	26	-17	-65.38	.00	.01
SIDURI SONATERA			9	14	-5	-35.71	.00	.00
BLISS			9	10	-1	-10.00	.00	.00
HANZELL			9	10	-1	-10.00	.00	.00
CRISTOM EILEEN			9	8	1	12.50	.00	.00
WRIGHT K SAVOYA			9	4	5	125.00	.00	.00
LORING GRAHAM F			9	3	6	200.00	.00	.00
CUVAISON ERIS			9	2	7	350.00	.00	.00
MARKHAM			9	1	8	800.00	.00	.00
LORING CHA BROS			9		9	100.00	.00	.00
90+CLLRS LOT 68			9		9	100.00	.00	.00
SANTA BARBARA			9		9	100.00	.00	.00
KENWOOD RRV RSV			8	623	-615	-98.72	.00	.22
CARN CRK L CRNS			8	143	-135	-94.41	.00	.05
OROGENY SONOMA			8	32	-24	-75.00	.00	.01
SIDURI ST LUCIA			8	24	-16	-66.67	.00	.01
EYRIE DUNDEE			8	18	-10	-55.56	.00	.01
PANTHER CRK F H			8	17	-9	-52.94	.00	.01
SOKOL BLSR WLLM			8	10	-2	-20.00	.00	.00
SEQUANA SAMENTO			8	10	-2	-20.00	.00	.00
TESTRSSA PLAZZO			8	10	-2	-20.00	.00	.00
MERRYVALE CRNRS			8	6	2	33.33	.00	.00
DONUM WEST SLPE			8	4	4	100.00	.00	.00
ADELSHM ELZBETH			8	3	5	166.67	.00	.00
FOLK LONG DRIVE			8		6	300.00	.00	.00
LA ROCHELLE S L			8	2	8	100.00	.00	.00
MOSSBACK RRV			8		8	100.00	.00	.00
SOCKEYE WLLMTT			8		8	100.00	.00	.00
SEBASTOPOL HILL			8		8	100.00	.00	.00
SIDURI SONOMA			7	126	-119	-94.44	.00	.04
BELLE VALLEE WL			7	14	-7	-50.00	.00	.00
TESTRSSA SLEEPY			7	14	-7	-50.00	.00	.00
PONZI RESERVE			7	12	-5	-41.67	.00	.00
SANFORD S BARB			7	10	-3	-30.00	.00	.00
FOREST GLN BS			7	9	-2	-22.22	.00	.00
BOUCHAINE			7	8	-1	-12.50	.00	.00
BV CARNEROS			7	7		.00	.00	.00
BROOKS RUNAWAY			7	4	3	75.00	.00	.00
STEPHEN ROSS CC			7	2	5	250.00	.00	.00

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

ALL STATES-1/1/12 - 09/30/12

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
TRAVAUX DE VGNE			7	1	6	600.00	.00	.00
STEELE SANGCOMA			7	1	6	600.00	.00	.00
SOTER MNRL SPRN			7	1	6	600.00	.00	.00
RBT STMMLR CRNS			7		7	100.00	.00	.00
WRITERS BLOCK			7		7	100.00	.00	.00
CHALONE VINEYRD			6	213	-207	-97.18	.00	.07
TOM EDDY ELDIAN			6	18	-12	-66.67	.00	.01
DE LOACH RS RVR			6	17	-11	-64.71	.00	.01
MARTIN RAY S BR			6	12	-6	-50.00	.00	.00
SNTSBRY NP RNCH			6	10	-4	-40.00	.00	.00
EOLA HILLS			6	9	-3	-33.33	.00	.00
ELK CVE ROOSVLT			6	5	1	20.00	.00	.00
R STEMMLER FGSN			6	4	2	50.00	.00	.00
I/M OREGON			6	1		500.00	.00	.00
ENROUTE POMMIER			6	1		500.00	.00	.00
PAHLMAYER SNMA			6		6	100.00	.00	.00
CHAMP DE REVES			6		6	100.00	.00	.00
RED HWK RNCH SB			6		6	100.00	.00	.00
PAPAPIETRO SNMA			6		6	100.00	.00	.00
FESS PARKER ASH			6		6	100.00	.00	.00
STEELE GOODCHLD			6		6	100.00	.00	.00
MERRY EDW MRDTH			6		6	100.00	.00	.00
DUMOL RSSN RVR			6		6	100.00	.00	.00
LORING GARYS			6		6	100.00	.00	.00
R STRONG RR EST			6	32	-27	-84.38	.00	.01
TRINCHRO FAM SL			6	16	-11	-68.75	.00	.01
PAUL HBBS LNDY			6	10	-5	-50.00	.00	.00
BV CARNEROS RSV			6	9	-4	-44.44	.00	.00
TAZ FDDLSTX S B			6	8	-3	-37.50	.00	.00
WRIGHT K MERDTH			6	8	-3	-37.50	.00	.00
FOLEY SR HILLS			6	6	-1	-16.67	.00	.00
KISTLER RSSN RV			6	5		500.00	.00	.00
SIDURI VN D KMP			6	2	3	150.00	.00	.00
VAN DUZER EOLA			6	1	4	400.00	.00	.00
MONAR POSEIDONS			6	1	4	400.00	.00	.00
LIBERTE			6		5	100.00	.00	.00
MERRY EDW KLOPP			6		5	100.00	.00	.00
BLUEBIRD			6		5	100.00	.00	.00
CARETAKER			6		5	100.00	.00	.00
STEELE BN NACDD			6		5	100.00	.00	.00
LADERA PILLW RD			6		5	100.00	.00	.00
THREE KNIGHT RR			6		5	100.00	.00	.00
HANDLEY			6		5	100.00	.00	.00
PATIANNA ORG MN			4	1344	-1340	-99.70	.00	.47
TESTRSSA GRY PN			4	26	-22	-84.62	.00	.01
SANFORD S RITA			4	6	-2	-33.33	.00	.00
TALLEY ROSEMARY			4	4		.00	.00	.00
PALI BLUFFS RRV			4	4		.00	.00	.00
TALLEY RINCON			4	4		.00	.00	.00
TAFT STREET SNM			4	3	1	33.33	.00	.00
FIDDLE CK WLMTE			4	3	1	33.33	.00	.00
TOAD HOLLOW RSV			4	2	2	100.00	.00	.00
SIDURI CRGSCCHI			4	2	2	100.00	.00	.00
WILLKNZIE KIANA			4	2	2	100.00	.00	.00
SIDURI CLS PEPE			4	1	3	300.00	.00	.00
PATZ & HLL CHWN			4	1	3	300.00	.00	.00
BRANDBRG BNCHLD			4		4	100.00	.00	.00
FAILLA HIRSCH			4		4	100.00	.00	.00
FLOWER CMP MEET			4		4	100.00	.00	.00
WALT LA BRISA			4		4	100.00	.00	.00
L'ECUME			3	971	-968	-99.69	.00	.34
AIRLIE			3	30	-27	-90.00	.00	.01
FARRELL RRV SEL			3	25	-22	-88.00	.00	.01
STOLLER DUN HLL			3	22	-19	-86.36	.00	.01
LANGETWINS			3	20	-17	-85.00	.00	.01
WRIGHT K CANARY			3	16	-13	-81.25	.00	.01
ALX VLY PN NOIR			3	11	-8	-72.73	.00	.00
WILD HRS CHEVAL			3	8	-5	-62.50	.00	.00
UNION HILL			3	8	-5	-62.50	.00	.00
BENZIGER SONOMA			3	7	-4	-57.14	.00	.00
MARY ELK ANDRSN			3	7	-4	-57.14	.00	.00
ROESSLR SNFD&BN			3	5	-2	-40.00	.00	.00
PANTHR RS 20 AN			3	5	-2	-40.00	.00	.00
PATZ & HLL PISN			3	4	-1	-25.00	.00	.00
MARTNLLI BONDI			3	4	-1	-25.00	.00	.00
HIRSCH M			3	4	-1	-25.00	.00	.00
FRANK FAM VY NP			3	3		.00	.00	.00
CALERA PIN MILL			3	2	1	50.00	.00	.00
BENTON-LANE F C			3	2	1	50.00	.00	.00
TERLATO RUS RVR			3	1	2	200.00	.00	.00
LINCOURT			3		3	100.00	.00	.00
ROTH ESTATE			3		3	100.00	.00	.00
CHEHALM RDGCRST			3		3	100.00	.00	.00
ALMA ROSA ENCTD			3		3	100.00	.00	.00
DOM SRNE JRS HL			3		3	100.00	.00	.00
FLOWER SEA VIEW			3		3	100.00	.00	.00
FAILLA OCCIDENT			3		3	100.00	.00	.00
CALERA PN VILLR			3		3	100.00	.00	.00
SPENCER ELIZBTH			3		3	100.00	.00	.00
STEELE			3		3	100.00	.00	.00
SAINTSBURY BRWN			3		3	100.00	.00	.00
KOSTA BRWN GAP			3		3	100.00	.00	.00
WILLKNZE CRK FR			3		3	100.00	.00	.00

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

ALL STATES-1/1/12 - 09/30/12

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
WILLKNZIE TRIPL			3		3	100.00	.00	.00
COHO STANLY			3		3	100.00	.00	.00
CALERA JENSEN			3		3	100.00	.00	.00
HARTFRD CT SBV			3		3	100.00	.00	.00
MONINORE EST			3		3	100.00	.00	.00
PALI SUMMIT STN			3		3	100.00	.00	.00
SANFORD FL CMPO			3		3	100.00	.00	.00
WILSON DANIELS			3		3	100.00	.00	.00
TOASTED HD RSRV			2	1991	-1989	-99.90	.00	.70
EXPRESSIONS 44			2	709	-707	-99.72	.00	.25
LOST CNYN MORLL			2		-173	-98.86	.00	.06
QUEEN HRTS S BR			2	175	-25	-92.59	.00	.01
LORING KEEFER R			2	27	-19	-90.48	.00	.01
SEBASTIANI RRV			2	21	-16	-88.89	.00	.01
CUVAISON CARNRS			2	18	-11	-84.62	.00	.00
BERINGR CAL COL			2	13	-10	-83.33	.00	.00
PANTHR CRK SHEA			2	12	-6	-75.00	.00	.00
JACUZZI FW CNRS			2	8	-5	-71.43	.00	.00
FREEMAN SNM CST			2	7	-5	-71.43	.00	.00
CLBRNE&CHRCILL			2	6	-4	-66.67	.00	.00
MARTNLLI BLA VG			2	5	-3	-60.00	.00	.00
CRISTOM MARJORI			2	4	-2	-50.00	.00	.00
COHN BR RSSN RV			2	3	-1	-33.33	.00	.00
PATZ & HLL HYDE			2	3	-1	-33.33	.00	.00
MARTNLLI ZIO TN			2	2		.00	.00	.00
LA CREMA ANDRSN			2	2		.00	.00	.00
KALIN CUVEE DD			2	2		.00	.00	.00
RUBEUS LR MNTRY			2	2		.00	.00	.00
MORGAN TNRD GRP			2	2		.00	.00	.00
LANGE EST VNYD			2	2		.00	.00	.00
MARTNLLI MNSHNE			2	2		.00	.00	.00
FREEMAN RSSN RV			2	2	1	100.00	.00	.00
HARTFD CT ARNDL			2	1	1	100.00	.00	.00
REX HILL RESRVE			2	1	1	100.00	.00	.00
STEPHEN TEST RR			2	1	1	100.00	.00	.00
WITNSS T VN SEL			2	1	1	100.00	.00	.00
MAYSARA 3 DEGRS			2	1	1	100.00	.00	.00
JAYSON			2	1	2	100.00	.00	.00
W H SMITH UMINO			2	1	2	100.00	.00	.00
MARTIN RAY RES			2	1	2	100.00	.00	.00
SOKOL BLSR EST			2	1	2	100.00	.00	.00
SHANE THE CHARM			2	1	2	100.00	.00	.00
ESTERLINA			2	1	2	100.00	.00	.00
MACMRRY RCH R R			2	1	2	100.00	.00	.00
KING EST SGNTR			2	1	2	100.00	.00	.00
TANNHILL HERMIT			2	1	2	100.00	.00	.00
GAUTHIER ROCKIN			2	1	2	100.00	.00	.00
TAZ FDDLSTX RTA			2	1	2	100.00	.00	.00
DUMOL ESTATE			2	1	2	100.00	.00	.00
ADELSHM BRYN CK			2	1	2	100.00	.00	.00
HAMACHER			2	1	2	100.00	.00	.00
MISSION POINT			2	1	2	100.00	.00	.00
STUART TEMPRNCE			2	1	2	100.00	.00	.00
CHILL OUT CALIF			2	1	2	100.00	.00	.00
TOASTED HEAD			1	39	-38	-97.44	.00	.01
MIA PLAYGRND SC			1	23	-22	-95.65	.00	.01
LORING ROSELLAS			1	15	-14	-93.33	.00	.01
TWOMEY RSSN RVR			1	9	-8	-88.89	.00	.00
PANTHR C TMRNC			1	8	-7	-87.50	.00	.00
WHITEHALL CARN			1	6	-5	-83.33	.00	.00
SIDURI EWALD VY			1	6	-5	-83.33	.00	.00
WRIGHT AB CLAIM			1	5	-4	-80.00	.00	.00
OAK KNOLL			1	5	-4	-80.00	.00	.00
J NICOLE VYD RR			1	5	-4	-80.00	.00	.00
MORGAN ROSELLAS			1	5	-3	-75.00	.00	.00
CLOS DU VAL			1	4	-2	-66.67	.00	.00
WILLKNZIE PN NR			1	3	-2	-66.67	.00	.00
ARROW CREEK			1	3	-2	-66.67	.00	.00
SILVAN RIDGE			1	2	-1	-50.00	.00	.00
CLOS DU VAL NV			1	2	-1	-50.00	.00	.00
VME GRND RESRVE			1	2	-1	-50.00	.00	.00
WILLKNZIE ALTE			1	2	-1	-50.00	.00	.00
KEN BRWN DUNCNS			1	2	-1	-50.00	.00	.00
MERRY EDWRDS CP			1	1		.00	.00	.00
LORING DURELL			1	1		.00	.00	.00
NAVARRO ANDERSN			1	1		.00	.00	.00
CAKEBREAD CARNRS			1	1		.00	.00	.00
SINSKEY RESERVE			1	1	1	100.00	.00	.00
MASKED RIDER			1	1	1	100.00	.00	.00
ROW ELEVEN			1	1	1	100.00	.00	.00
GIANT STEP SXTN			1	1	1	100.00	.00	.00
DUTTN FRSTNE HL			1	1	1	100.00	.00	.00
COASTAL RDG CAL			1	1	1	100.00	.00	.00
TRUEBLOOD			1	1	1	100.00	.00	.00
ZD RESERVE			1	1	1	100.00	.00	.00
DOBBES FMLY EST			1	1	1	100.00	.00	.00
RUSSIAN HILL RR			1	1	1	100.00	.00	.00
LA CREMA 9B RRV			1	1	1	100.00	.00	.00
MARK WEST CRNRS			1	1	1	100.00	.00	.00
KEN BRWN CLS PG			1	1	1	100.00	.00	.00
HARTFORD CT FOG			1	1	1	100.00	.00	.00
LA RCHLLE SH VY			1	1	1	100.00	.00	.00
DARCIE KENT			1	1	1	100.00	.00	.00

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

ALL STATES-1/1/12 - 09/30/12

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
GUNDLCH BNS EST			1		1	100.00	.00	.00
J CALIF			1		1	100.00	.00	.00
DUTTN DVLS GLCH			1		1	100.00	.00	.00
BETHL HTS CSTEL			1		1	100.00	.00	.00
SIDURI MUIRELD			1		1	100.00	.00	.00
ROSSLER L BRISA			1		1	100.00	.00	.00
MARIMAR TORRES			1		1	100.00	.00	.00
SAMANTHA STARR			1		1	100.00	.00	.00
DUMOL RYAN			1		1	100.00	.00	.00
MAGGY HAWK JLIE			1		1	100.00	.00	.00
MERRY EDWD FLAX			1		1	100.00	.00	.00
CLS LCHNCE RSRV			1		1	100.00	.00	.00
ERATH EV LELAND			1		1	100.00	.00	.00
DON AND SON SNM			1		1	100.00	.00	.00
LONDER VINEYRDS				997	-997	-100.00	.00	.35
KENNETH VOLK				295	-295	-100.00	.00	.10
BAILEYANA				273	-273	-100.00	.00	.10
SAINSBRY STNLY				250	-250	-100.00	.00	.09
THE FAMOUS GATE				171	-171	-100.00	.00	.06
BAD DOG RANCH				159	-159	-100.00	.00	.06
BV CELLAR SELCT				64	-64	-100.00	.00	.02
BANSHEE S LUCIA				53	-53	-100.00	.00	.02
SOLENA GRAND CV				49	-49	-100.00	.00	.02
WILD HARE CAL				47	-47	-100.00	.00	.02
INDIAN CREEK				47	-47	-100.00	.00	.02
CLEAN COAST				46	-46	-100.00	.00	.02
R MNDVI PN RESV				33	-33	-100.00	.00	.01
FLOCK MONTEREY				31	-31	-100.00	.00	.01
WILLKNZE THBAUD				28	-28	-100.00	.00	.01
DE LOACH OFS				23	-23	-100.00	.00	.01
BLISS RR SC MND				23	-23	-100.00	.00	.01
ROESSLER PEREGN				23	-23	-100.00	.00	.01
LOCKWOOD BLCK 7				22	-22	-100.00	.00	.01
MNT VIEW PIN NR				22	-22	-100.00	.00	.01
ESSER				21	-21	-100.00	.00	.01
LORING NAYLOR D				19	-19	-100.00	.00	.01
BERINGER STANLY				19	-19	-100.00	.00	.01
FOLEY CAL				19	-19	-100.00	.00	.01
X TRUCHARD CRNS				15	-15	-100.00	.00	.01
NEXT: OREGON				14	-14	-100.00	.00	.00
BRNGR III CN CC				14	-14	-100.00	.00	.00
B VSTA CRNS RML				12	-12	-100.00	.00	.00
CARMEL RD CHALR				11	-11	-100.00	.00	.00
PETER PAUL MILL				11	-11	-100.00	.00	.00
TRINITAS CELLRS				11	-11	-100.00	.00	.00
SEGWAY CAL				11	-11	-100.00	.00	.00
CONCAN LTD RELS				10	-10	-100.00	.00	.00
LYETH HRTG RES				10	-10	-100.00	.00	.00
O'REILLY PN NR				10	-10	-100.00	.00	.00
SOLAIRE S LUCIA				9	-9	-100.00	.00	.00
WM KNUITL CLONE				9	-9	-100.00	.00	.00
WITNSS T CH SAW				9	-9	-100.00	.00	.00
TANDEM CHR S LEE				8	-8	-100.00	.00	.00
ROBIN K MENDOCN				8	-8	-100.00	.00	.00
FOXEN ST MARIA				8	-8	-100.00	.00	.00
OKANOGAN ESTATE				7	-7	-100.00	.00	.00
DOMAINE COTEAU				7	-7	-100.00	.00	.00
ACACIA LNE TREE				7	-7	-100.00	.00	.00
WRIGHT K NYSA				7	-7	-100.00	.00	.00
CRISTOM JESSIE				6	-6	-100.00	.00	.00
SANFORD SNF&BND				6	-6	-100.00	.00	.00
VENTANA MONTREY				6	-6	-100.00	.00	.00
SPRUCE GOOSE EV				6	-6	-100.00	.00	.00
FIRESTD CITATON				6	-6	-100.00	.00	.00
WRIGHT K MCCRNE				5	-5	-100.00	.00	.00
WINDSOR RSN RVR				5	-5	-100.00	.00	.00
MUMMS NAPA				5	-5	-100.00	.00	.00
CASTLE RCK NAPA				4	-4	-100.00	.00	.00
RADIO COTEAU NB				4	-4	-100.00	.00	.00
TWOMEY SNMA CST				4	-4	-100.00	.00	.00
ROESSLER SONOMA				4	-4	-100.00	.00	.00
BRECKENRIDGE				4	-4	-100.00	.00	.00
CRISTOM LOUISE				4	-4	-100.00	.00	.00
ERATH RSV PR HL				4	-4	-100.00	.00	.00
KEN BROWN ST BR				4	-4	-100.00	.00	.00
WRIGHT K GDLUPE				4	-4	-100.00	.00	.00
AU BON CLMT S&B				3	-3	-100.00	.00	.00
SANCTUARY SM VL				3	-3	-100.00	.00	.00
BYRON BN NACIDO				3	-3	-100.00	.00	.00
BARNETT TIA MRE				3	-3	-100.00	.00	.00
WRIGHT K FREEDM				3	-3	-100.00	.00	.00
DE LOACH GR VLY				3	-3	-100.00	.00	.00
SIDURI GARY				3	-3	-100.00	.00	.00
TALBOTT SLP HLW				3	-3	-100.00	.00	.00
GNDLCH BND SNMA				3	-3	-100.00	.00	.00
CASTLE ROCK C V				3	-3	-100.00	.00	.00
WILLKNZE EST CV				2	-2	-100.00	.00	.00
LAFOND SNTA RTA				2	-2	-100.00	.00	.00
CARN CRK MAHONY				2	-2	-100.00	.00	.00
LORING RSN RVR				2	-2	-100.00	.00	.00
WILLIAMS-SELYEM				2	-2	-100.00	.00	.00
ELK COVE EST RS				2	-2	-100.00	.00	.00
IRONY RSSN RVR				2	-2	-100.00	.00	.00

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

ALL STATES-1/1/12 - 09/30/12

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
JUDDS HILL NAPA					2	-2	-100.00	.00
PAUL HOBBS AGSTN					2	-2	-100.00	.00
FIDDLE CK HYLND					2	-2	-100.00	.00
WESTREY WILLMTE					2	-2	-100.00	.00
TANDEM SANGIACM					2	-2	-100.00	.00
BENZIGER SGNTRR					2	-2	-100.00	.00
FORTY-SIX DIAMD					2	-2	-100.00	.00
PINNACLES					1	-1	-100.00	.00
TALUS					1	-1	-100.00	.00
LANGE 3 HILL CV					1	-1	-100.00	.00
CHALONE ESTATE					1	-1	-100.00	.00
ROESSLER SAVOY					1	-1	-100.00	.00
CALERA PN SLCK					1	-1	-100.00	.00
LORING RNCH ONT					1	-1	-100.00	.00
ONE HOPE					1	-1	-100.00	.00
JOSEPH CARR SNM					1	-1	-100.00	.00
LONGBOARD R RVR					1	-1	-100.00	.00
TANDEM VN D KMP					1	-1	-100.00	.00
COSENTINO SONMA					1	-1	-100.00	.00
BYRON SRA MADRE					1	-1	-100.00	.00
ESTANCIA MNT RS					1	-1	-100.00	.00
VME CAL COASTAL					1	-1	-100.00	.00
UNIQUE WILLMTE					1	-1	-100.00	.00
SIDURI AMBR RDG					1	-1	-100.00	.00
TARRICA MONTREY					1	-1	-100.00	.00
DOM COTEAU RSRV					1	-1	-100.00	.00
VISION SNMA CTY					1	-1	-100.00	.00
MARQ MOSS GROVE					1	-1	-100.00	.00
STEELE DURELL					1	-1	-100.00	.00
GND BND RHNFRM					1	-1	-100.00	.00
HANNA RUSSN RVR					1	-1	-100.00	.00
C KRUG RSSN RV					1	-1	-100.00	.00
HIRSCH SN ANDRS					1	-1	-100.00	.00
CALERA MT HARLN					1	-1	-100.00	.00
LA CREMA RS RVR					1	-1	-100.00	.00
DAVIS BYNUM R V					1	-1	-100.00	.00
SONOMA COAST					1	-1	-100.00	.00
KEN BROWN ST RT					1	-1	-100.00	.00
TWOMEY BIEN/SNT					1	-1	-100.00	.00
AU BN CLMT KNOX					1	-1	-100.00	.00
CARN CRK GRAIL					1	-1	-100.00	.00
BYRON NIELSON					1	-1	-100.00	.00
BABCOCK GR CVEE					1	-1	-100.00	.00
FORESTVILLE CAL					1	-1	-100.00	.00
CH S JEAN SC RS					1	-1	-100.00	.00
CARN CRK LC RES					1	-1	-100.00	.00
ARCH SUMMT ARCS					1	-1	-100.00	.00
TOTAL PINOT NOIR			334442	284974	49468	17.36		
SHIRAZ/SYRAH								
FISHEYE			12837	15826	-2989	-18.89	19.75	21.53
BOTA BOX CAL			11695	9316	2379	25.54	17.99	12.68
BAREFOOT CAL			8008	10320	-2312	-22.40	12.32	14.04
BLACK BOX BRSSA			6152	5119	1033	20.18	9.47	6.96
HRM REX-GOLIATH			3208	3048	160	5.25	4.94	4.15
TISDALE CAL			2766	3194	-428	-13.40	4.26	4.35
RM WOODBRDG SRH			2739	1837	902	49.10	4.21	2.50
FRN CPL PRS RSO			1649	1168	481	41.18	2.54	1.59
SMOKNG LOON SRH			1476	1417	59	4.16	2.27	1.93
TRADER JOE'S			1080		1080	100.00	1.66	.00
FRAN CPPLA SYRH			973	814	159	19.53	1.50	1.11
STERLNG VNT COL			801	693	108	15.58	1.23	.94
KDL-JKSN SRH VR			706	717	-11	-1.53	1.09	.98
C D BOIS NC			699	659	40	6.07	1.08	.90
DELICATO SHIRAZ			675	1600	-925	-57.81	1.04	2.18
COPAIN L'HIVER			567	1078	-511	-47.40	.87	1.47
ORLEANS HL LODI			486	498	-12	-2.41	.75	.68
STE GENEVIEVE			459	489	-30	-6.13	.71	.67
PEAR VALLEY			449		449	100.00	.69	.00
VENDANGE SHIRAZ			430	1084	-654	-60.33	.66	1.47
FIVE OAKS CAL			429	595	-166	-27.90	.66	.81
BONTERRA SYRAH			411	385	26	6.75	.63	.52
BLACK BOX C C			362	286	76	26.57	.56	.39
C SMITH BOOM BM			361	338	23	6.80	.56	.46
LIMERICK LN COL			310		310	100.00	.48	.00
GOLDEN GATE CAL			309	485	-176	-36.29	.48	.66
COL TWO VNS SRH			297	739	-442	-59.81	.46	1.01
CLINE SYRAH CRN			263	416	-153	-36.78	.40	.57
6TH SENSE LODI			222	209	13	6.22	.34	.28
FREY SYRAH			210	143	67	46.85	.32	.19
BRIDLEWOOD EST			207	274	-67	-24.45	.32	.37
QUPE CENT COAST			194	200	-6	-3.00	.30	.27
BLACK OAK CALIF			183	275	-92	-33.45	.28	.37
FOXHORN			178	168	10	5.95	.27	.23
CLAYHOUSE PS RB			156	190	-34	-17.89	.24	.26
J LOHR SR SYRAH			148	266	-118	-44.36	.23	.36
BIG HOUSE SLMMR			134	212	-78	-36.79	.21	.29
OAK LEAF CAL			133	4064	-3931	-96.73	.20	5.53
MIDNIGHT CELLRS			102		102	100.00	.16	.00
BERNFR FE SHRAZ			98	321	-223	-69.47	.15	.44
FRANCS CP GL DC			97	87	10	11.49	.15	.12
ROSENBLUM VN CV			94	118	-24	-20.34	.14	.16

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

ALL STATES-1/1/12 - 09/30/12

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
LIBRTY SCHL SRH			80	88	-8	-9.09	.12	.12
STONE CELLARS			75	105	-30	-28.57	.12	.14
STONECAP			75		75	100.00	.12	.00
CASTLE ROCK C V			71	624	-553	-88.62	.11	.85
MCMANIS SYRAH			68	10	58	580.00	.10	.01
BLACKSTONE CALF			66	458	-392	-85.59	.10	.62
HAHN ESTATES			66	80	-14	-17.50	.10	.11
SHAFER RELENTLS			64	41	23	56.10	.10	.06
KLINKER BRK FRH			63	44	19	43.18	.10	.06
JERIKO			62	69	-7	-10.14	.10	.09
DAVID STONE			60	78	-18	-23.08	.09	.11
CANYON OAKS			57	75	-18	-24.00	.09	.10
MORGAN SYRAH			53	87	-34	-39.08	.08	.12
MAGNFCENT SYRAH			48	29	19	65.52	.07	.04
SNO SYRAH COL V			48	15	32	200.00	.07	.02
FESS PKR SRH SB			47	19	28	147.37	.07	.03
3 HORSE RNCH RS			34	44	-10	-22.73	.05	.06
CLINE SYRAH CAL			33	79	-46	-58.23	.05	.11
PROJECT HAPPINS			31		31	100.00	.05	.00
PURPLE MOON			30		30	100.00	.05	.00
NOVY RSSN RIVER			29	48	-19	-39.58	.04	.07
ALEX VLLY SYRAH			28	32	-4	-12.50	.04	.04
CSM ETHOS RESRV			28	16	12	75.00	.04	.02
COL SYRAH G EST			27	52	-25	-48.08	.04	.07
B DN L POUSSUR			26	46	-20	-43.48	.04	.06
BRRL 27 RGHT MN			26		26	100.00	.04	.00
CYCLE GLADIATOR			25	24	1	4.17	.04	.03
SAWTOOTH SYRAH			23	10	13	130.00	.04	.01
ZACA MESA SYRAH			22	96	-74	-77.08	.03	.13
FOX BROOK CALF			21	22	-1	-4.55	.03	.03
F PRKR BIG EASY			21	17	4	23.53	.03	.02
DUNHAM WASH			21		21	100.00	.03	.00
CLINE COOL CLMT			20	60	-40	-66.67	.03	.08
EARTHQUAKE LODI			20	39	-19	-48.72	.03	.05
FREY BIO RDWOOD			20	36	-16	-44.44	.03	.05
SPENCR ELZB CUV			20		20	100.00	.03	.00
TRADER JOE CST			20		20	100.00	.03	.00
KINTON SYRAH			19	35	-16	-45.71	.03	.05
DOM SRNE RCKBLK			19	14	5	35.71	.03	.02
ACORN ALGRIA RR			19	3	16	533.33	.03	.00
NOVY SUSAN'S			19		19	100.00	.03	.00
TRADER JOE ORGN			19		19	100.00	.03	.00
BRRL 27 HD HNCH			19		19	100.00	.03	.00
NOVY SYRAH NAPA			18		18	100.00	.03	.00
BRIDLEWD EST RS			17	47	-30	-63.83	.03	.06
BENZIGER SYRAH			17	16	1	6.25	.03	.02
EBERLE			17		17	100.00	.03	.00
BEARBOAT RSN RV			17		17	100.00	.03	.00
TRUCHARD			15	15		.00	.02	.02
NOVY GARY SYRAH			15	7	8	114.29	.02	.01
CSM SYRAH COL V			14	404	-390	-96.53	.02	.55
CARINI SALMINA			14	124	-110	-88.71	.02	.17
RED			14	34	-20	-58.82	.02	.05
TWO RIVER MESA			14	15	-1	-6.67	.02	.02
TERLATO DRY CRK			14		14	100.00	.02	.00
STICKYBEAK			14		14	100.00	.02	.00
WINE WRK SURF N			13	64	-51	-79.69	.02	.09
WELLNGTN SN CTY			13	13		.00	.02	.02
VALLY MOON SYRH			12	21	-9	-42.86	.02	.03
SEA RIDGE CALIF			12	10	2	20.00	.02	.01
CLOS LACHANCE			12		12	100.00	.02	.00
MATCHBOOK DUNGN			11		11	100.00	.02	.00
L'ECOLE 41 SEVN			11		11	100.00	.02	.00
NOVY S LUC HGLN			10	11	-1	-9.09	.02	.01
DOMINO			10	3	7	233.33	.02	.00
ZACA MESA EST			9	14	-5	-35.71	.01	.02
MARTLLA HMR SRH			9	7	2	28.57	.01	.01
PENNER-ASH ORGN			9		9	100.00	.01	.00
NIGHT HARVEST			8	17	-9	-52.94	.01	.02
MARTNLLI TR FLC			8	12	-4	-33.33	.01	.02
TRRE RGE L CTES			8	4	4	100.00	.01	.01
NEYERS O LAKVLL			8	3	5	166.67	.01	.00
R MNDVI PVT SEL			7	200	-193	-96.50	.01	.27
COL SYRAH RESRV			7	30	-23	-76.67	.01	.04
CHATOM CALAVERS			7	14	-7	-50.00	.01	.02
BROWNSTONE SYRH			7	13	-6	-46.15	.01	.02
RAVENSWOOD SNMA			7	12	-5	-41.67	.01	.02
AUSTIN HOPE			7	3	4	133.33	.01	.00
SU YUEN MONTREY			7	3	4	133.33	.01	.00
ROSNBLM ENG SHW			7	2	5	250.00	.01	.00
MONTPELLIER CAL			7		7	100.00	.01	.00
KING FISH CAL			6	55	-49	-89.09	.01	.07
NINER BOOTJACK			6	17	-11	-64.71	.01	.02
DRACULA PSO RBL			6	15	-9	-60.00	.01	.02
LANDMRK STL PLW			6	12	-6	-50.00	.01	.02
DUCK POND CB VL			6	11	-5	-45.45	.01	.01
DUXOUP SYRAH			6	10	-4	-40.00	.01	.01
VENDANGE TETRA			6	8	-2	-25.00	.01	.01
SHOOTG STR SYRH			6	5	1	20.00	.01	.01
ROCINANTE SYRAH			6		6	100.00	.01	.00
LONG LAKE CAL			5	100	-95	-95.00	.01	.14
BORRA 47/5 LMTD			5	26	-21	-80.77	.01	.04
ESTRELLA PR CAL			5	8	-3	-37.50	.01	.01

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

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ALL STATES-1/1/12 - 09/30/12

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
NCKL&NCKL DRIEN			5		5	100.00	.01	.00
SHANE JUDGE VYD			5		5	100.00	.01	.00
EDNA VLLY SYRAH			4	168	-164	-97.62	.01	.23
KUNDE SONOMA			4	14	-10	-71.43	.01	.02
ARROWOOD SARLEE			4	1	3	300.00	.01	.00
ZACA MSA 8 BRRL			4		4	100.00	.01	.00
RAMEY RDGRS CRK			4		4	100.00	.01	.00
NOR SYRAH			4		4	100.00	.01	.00
ESTANCIA CN CST			3	39	-36	-92.31	.00	.05
THE ORIGINAL'S			3	11	-8	-72.73	.00	.01
PLUMPJACK			3		-7	-70.00	.00	.01
TRRE RGE FIDDLE			3	10	3	100.00	.00	.01
DOM SRNE SONO			3		3	100.00	.00	.00
SHANE UNKNOWN			3		3	100.00	.00	.00
HARRISON SYRAH			3		3	100.00	.00	.00
ROBERT HALL PR			2	16	-14	-87.50	.00	.02
RAMEY SONMA CST			2	8	-6	-75.00	.00	.01
NOVY SYRAH SNMA			2	6	-4	-66.67	.00	.01
CADARETTA			2	3	-1	-33.33	.00	.00
BABCOCK SRH SBC			2	2		.00	.00	.00
CSM ETHOS			2	1	1	100.00	.00	.00
QUPE BN NACIDO			2		2	100.00	.00	.00
WINKING OWL			2		2	100.00	.00	.00
ED SLLR SELECTN			2		2	100.00	.00	.00
AMAVI CLMBA VLY			2		2	100.00	.00	.00
TRRE RGE SENTNL			2		2	100.00	.00	.00
MATTHEW FOX SHZ			2		2	100.00	.00	.00
IO RYAN ROAD			1	182	-181	-99.45	.00	.25
CONCANNON SYRAH			1	59	-58	-98.31	.00	.08
HELLS CYN ID RS			1	15	-14	-93.33	.00	.02
ROCK RABBIT SB			1	12	-11	-91.67	.00	.02
RENWOOD SIERRA			1	10	-9	-90.00	.00	.01
ROSNBLM KICK RS			1	8	-7	-87.50	.00	.01
TENSLY CLSN CYN			1	5	-4	-80.00	.00	.01
Q SONOMA COUNTY			1	5	-4	-80.00	.00	.01
SEQUEL CLMB VLY			1	4	-3	-75.00	.00	.01
TOASTED HEAD			1	3	-2	-66.67	.00	.01
BROMAN			1	1		.00	.00	.00
RABBT RIDGE SRH			1	1		.00	.00	.00
GARRTSN LUASCAN			1	1		.00	.00	.00
SAXUM BONE ROCK			1	1		.00	.00	.00
DUCK POND S VYD			1	1		.00	.00	.00
RIVERAERIE CLMB			1	1		.00	.00	.00
NOVY JUDGE BNNT			1		1	100.00	.00	.00
CURTIS SYRAH			1		1	100.00	.00	.00
SIDURI NS LUCIA			1		1	100.00	.00	.00
MELVILLE VERNAS			1		1	100.00	.00	.00
NOVY ROSELLA'S			1		1	100.00	.00	.00
ROCK RABBIT CC			1		1	100.00	.00	.00
ROSNBLM ABBA VY			1		1	100.00	.00	.00
ZACA MSA B BEAR			1		1	100.00	.00	.00
SLDRS OF FRTUNE			1		1	100.00	.00	.00
CAMBRIA SYRH TV			1		1	100.00	.00	.00
BOXCAR CAL				61	-61	-100.00	.00	.08
PEPPRWD GRV SRH				61	-61	-100.00	.00	.08
FRET BRTHR RRV				44	-44	-100.00	.00	.06
CAMRON HUGH 205				30	-30	-100.00	.00	.04
WILLIAMSON				21	-21	-100.00	.00	.03
RAPIDAN RIVER				19	-19	-100.00	.00	.03
WATERBROOK CV				12	-12	-100.00	.00	.02
R & B SAXY SYRH				12	-12	-100.00	.00	.02
ALMADEN CAL BOX				10	-10	-100.00	.00	.01
CLMBA R WLW SRH				10	-10	-100.00	.00	.01
BUTTERFLD STATN				7	-7	-100.00	.00	.01
WENTE SYRAH CAL				7	-7	-100.00	.00	.01
FETZER CAL				6	-6	-100.00	.00	.01
BAILETANA EDN V				5	-5	-100.00	.00	.01
NOVY PG-NRD SRH				5	-5	-100.00	.00	.01
DUTTN CHRY RGGE				5	-5	-100.00	.00	.01
SNQ SYRAH RESRV				4	-4	-100.00	.00	.01
GALLO SNMA SYRH				4	-4	-100.00	.00	.01
COVEY RUN SYRAH				4	-4	-100.00	.00	.01
FOREST GLEN BS				4	-4	-100.00	.00	.01
OWEN ROE EX UMB				3	-3	-100.00	.00	.00
ST FRANCIS SNMA				3	-3	-100.00	.00	.00
BELL WINE CLLRS				2	-2	-100.00	.00	.00
JC CLLRS CLDWLL				2	-2	-100.00	.00	.00
K VNTR MLBRANDT				2	-2	-100.00	.00	.00
TAZ GOAT RK SRH				2	-2	-100.00	.00	.00
SPRING MTN NAPA				2	-2	-100.00	.00	.00
JC CLRS VENTANA				2	-2	-100.00	.00	.00
CHALONE NAPA				2	-2	-100.00	.00	.00
FOLEY SR HILLS				2	-2	-100.00	.00	.00
TWO ANGEL SHAN				2	-2	-100.00	.00	.00
LEAPNG HRSE SHZ				2	-2	-100.00	.00	.00
DARIOUSH S SYRH				2	-2	-100.00	.00	.00
BURGESS NPA VLY				2	-2	-100.00	.00	.00
RED TRUCK CAL				2	-2	-100.00	.00	.00
GLORIA FER SYRH				2	-2	-100.00	.00	.00
JC CLRS ROCKPIL				1	-1	-100.00	.00	.00
FIRE STATION				1	-1	-100.00	.00	.00
BTTS&SCHL CAL				1	-1	-100.00	.00	.00
CAKEBREAD 3 PCK				1	-1	-100.00	.00	.00

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

ALL STATES-1/1/12 - 09/30/12

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
RIDGE LYTTON				1	-1	-100.00	.00	.00
SELBY SYRAH				1	-1	-100.00	.00	.00
HESS SELECT				1	-1	-100.00	.00	.00
SONOMA VNEYD SC				1	-1	-100.00	.00	.00
B GRIFFIN SYRAH				1	-1	-100.00	.00	.00
WRITERS BLOCK				1	-1	-100.00	.00	.00
FORESTVILLE CAL				1	-1	-100.00	.00	.00
ANTLER HILL SRH				1	-1	-100.00	.00	.00
THREE RVRS CLMB				1	-1	-100.00	.00	.00
RM WOODBRDG SHZ				1	-1	-100.00	.00	.00
VIRGIN VINE CAL				1	-1	-100.00	.00	.00
TOTAL SHIRAZ/SYRAH			64995	73497	-8502	-11.57		
ZINFANDEL								
BOTA BOX O V CA			14016	10955	3061	27.94	9.84	7.07
GALLO FAM V TWN			11828	12406	-578	-4.66	8.30	8.00
RAVENSWOOD VB			8321	7894	427	5.41	5.84	5.09
BAREFOOT CAL			7487	8549	-1062	-12.42	5.25	5.51
GNARLY HEAD O V			6513	8317	-1804	-21.69	4.57	5.36
7 DEADLY ZINS			6012	6130	-118	-1.92	4.22	3.95
RM WOODBRIDGE			5358	5301	57	1.08	3.76	3.42
TWISTED ZIN OV			4994	5582	-588	-10.53	3.50	3.60
BOGLE ZINFANDEL			4613	4730	-117	-2.47	3.24	3.05
SUTTER HOME			4351	5014	-663	-13.22	3.05	3.23
ZABACO R DNC BL			4050	4150	-100	-2.41	2.84	2.68
BOHO VNYD CALIF			3457	3506	-49	-1.40	2.43	2.26
GREEN TRUCK			3346	6	3340	*****	2.35	.00
CLINE CELLARS			3159	3156	3	.10	2.22	2.04
BIG HS CARDINAL			2314	1591	723	45.44	1.62	1.03
FRANZIA			2166	4432	-2266	-51.13	1.52	2.86
CLINE AN VN CAL			2054	1830	224	12.24	1.44	1.18
CELLAR NO 8			2037	2140	-103	-4.81	1.43	1.38
HRM REX-GOL CAL			1922	2055	-133	-6.47	1.35	1.33
PLUNGERHEAD LOD			1907	1973	-66	-3.35	1.34	1.27
SEGHESIO SONOMA			1593	1657	-64	-3.86	1.12	1.07
CONCAN GL O VNE			1591	3818	-2227	-58.33	1.12	2.46
DECOY NAPA VLLY			1495	106	1389	1310.38	1.05	.07
ZABACO R HRTAGE			1433	2020	-587	-29.06	1.01	1.30
RAVENSWOOD SNMA			1403	1473	-70	-4.75	.98	.95
ROSENBLUM CUVEE			1399	793	606	76.42	.98	.51
XYZIN 10Y OV CA			1388	808	580	71.78	.97	.52
RAVNSWD ZEN ZIN			1333	1444	-111	-7.69	.94	.93
KNDL-JKSN VN RS			1265	1465	-200	-13.65	.89	.94
SMOKING LOON			1218	1188	30	2.53	.85	.77
ALX VLY REDMPTN			1066	3	1063	*****	.75	.00
PREDATOR LODI			1039	710	329	46.34	.73	.46
ST FRANCIS O VN			992	1038	-46	-4.43	.70	.67
C D BOIS NC			987	880	107	12.16	.69	.57
RAVNSWD OLD VNE			930	768	162	21.09	.65	.50
REDWOOD CRK CAL			823	1028	-205	-19.94	.58	.66
ROSENBLM C CSTA			803	544	259	47.61	.56	.35
ROSNBLUM XXX CV			798	676	122	18.05	.56	.44
R STRNG KNTY VN			756	496	260	52.42	.53	.32
ADELINE ESTATE			669	669	669	100.00	.47	.00
PEACHY CYN WEST			646	850	-204	-24.00	.45	.55
ZABACO R DRY CK			596	613	-17	-2.77	.42	.40
KLINKR BRCK O V			572	427	145	33.96	.40	.28
BRAZIN OV LODI			562	546	16	2.93	.39	.35
ROSNBLM XXVII			559	230	329	143.04	.39	.15
FOUR VINES CAL			543	674	-131	-19.44	.38	.43
PEACHY CYN INC			530	2853	-2323	-81.42	.37	1.84
TOAD HLW CACPNY			512	35	477	1362.86	.36	.02
Z-52 NAPA			447	447	447	100.00	.31	.00
WILY JACK CAL			446	1129	-683	-60.50	.31	.73
EARTHQUAKE LODI			427	371	56	15.09	.30	.24
JOEL GOTT CAL			405	337	68	20.18	.28	.22
GHOST PNE SN SJ			336	76	260	342.11	.24	.05
FRANCS CPPLA DS			328	747	-419	-56.09	.23	.48
DYNAMITE MENDO			318	708	-390	-55.08	.22	.46
CAKEBREAD RD HL			251	32	219	684.38	.18	.02
SIN ZIN			246	49	197	402.04	.17	.03
PLUNGERHEAD DC			234	245	-11	-4.49	.16	.16
RAVNSWD NAP VLY			222	259	-37	-14.29	.15	.17
SHELTN WLD THNG			216	34	182	535.29	.15	.02
LIMERICK LN COL			213	42	171	407.14	.15	.03
FETZER CAL			209	9	200	2222.22	.15	.01
VENDANGE			205	262	-57	-21.76	.14	.17
FROGS LEAP NAPA			202	177	25	14.12	.14	.11
EDMEADES MNDQNO			197	158	39	24.68	.14	.10
ST FRANCIS PGNI			196	287	-91	-31.71	.14	.19
FREI BROS RS DC			188	76	112	147.37	.13	.05
CAMPUS OKS O VN			187	141	46	32.62	.13	.09
VALLEY OF MOON			180	185	-5	-2.70	.13	.12
DEEP PURPLE ZIN			176	19	157	826.32	.12	.01
FRANCS CPPLA DC			175	174	1	.57	.12	.11
R MNDVI PVT SEL			164	1005	-841	-83.68	.12	.65
RAVENSWOOD LODI			163	234	-71	-30.34	.11	.15
RIDGE YORK CRK			163	22	141	640.91	.11	.01
LA CZAR DRY CRK			163	22	163	100.00	.11	.00
GIRARD OLD VINE			160	64	96	150.00	.11	.04
FOUR VINES CUVEE			142	159	-17	-10.69	.10	.10
SEGHESIO O VINE			138	148	-10	-6.76	.10	.10

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

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ALL STATES-1/1/12 - 09/30/12

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
EASTON AMADOR			138	142	-4	-2.82	.10	.09
ARTEZIN DRY CRK			137	123	14	11.38	.10	.08
DECOY SONOMA			137	13	124	953.85	.10	.01
VERDE SOLE FOOT			127		127	100.00	.09	.00
RABBT RG BRL CV			125	174	-49	-28.16	.09	.11
KARLY POKERVILLE			122	119	3	2.52	.09	.08
OLD MOON			122		122	100.00	.09	.00
ALX VLY TEMPTN			120	92	28	30.43	.08	.06
Z-52 AGNES LODI			120		120	100.00	.08	.00
BONTERRA			117	190	-73	-38.42	.08	.12
RIDGE LYTTON			116	111	5	4.50	.08	.07
PROJECT PASO			115	16	99	618.75	.08	.01
ZOMBIE ZIN CAL			114	21	93	442.86	.08	.01
KENWOOD			113	191	-78	-40.84	.08	.12
CANDOR CALIF			111	43	68	158.14	.08	.03
MURPHY-GD L DCE			109	89	20	22.47	.08	.06
FOXGLOVE PS RBL			108	76	32	42.11	.08	.05
WINDMILL OV LDI			105	105		.00	.07	.07
IVAN TAMAS			103	131	-28	-21.37	.07	.08
BLACKSTONE CALF			99	249	-150	-60.24	.07	.16
FREY ORGANIC			99	181	-82	-45.30	.07	.12
BERNGR FNDR EST			99	108	-9	-8.33	.07	.07
MARIETTA SONOMA			93	57	36	63.16	.07	.04
ROSNBLM PS ROBL			89	62	27	43.55	.06	.04
QUIVIRA			89	10	79	790.00	.06	.01
PEACHY CYN ESP			88		88	100.00	.06	.00
ROMBAUER E DRDO			85	78	7	8.97	.06	.05
WELLNGTN SN CTY			81	392	-311	-79.34	.06	.25
MCMANIS FAMILY			81	179	-98	-54.75	.06	.12
ORLEANS HL AMDR			81	60	21	35.00	.06	.04
STRAY DOG LODI			80		80	100.00	.06	.00
90+CLR LT54 SNM			79		79	100.00	.06	.00
PEDRON MTHR CLN			77	132	-55	-41.67	.05	.09
CH MONTELENA			76	65	11	16.92	.05	.04
SBSTNI SONOMA			76	47	29	61.70	.05	.03
FOUR VINES BIKE			72	24	48	200.00	.05	.02
SIVAS SONOMA			72		72	100.00	.05	.00
TERRA D'ORO AC			71	2921	-2850	-97.57	.05	1.88
RIDGE GEYSRVILLE			67	92	-25	-27.17	.05	.06
MACCHIA MSCVOUS			63	103	-40	-38.83	.04	.07
LANGETWINS			61	7	54	771.43	.04	.00
RIDGE PONZO VYD			60	42	18	42.86	.04	.03
OAK RIDGE OVZ			59	75	-16	-21.33	.04	.05
MURPHY-GOODE			59	72	-13	-18.06	.04	.05
GRAVITY HL SHRP			58	13	45	346.15	.04	.01
GRGICH HILL EST			58		58	100.00	.04	.00
RBBI RG PSO RBL			57	68	-11	-16.18	.04	.04
FREY BIODYNAMIC			57	59	-2	-3.39	.04	.04
SLEDGEHAMMER NC			57	32	25	78.13	.04	.02
VAN RUITEN LODI			56	83	-27	-32.53	.04	.05
ZINTRY SONOMA			55	54	1	1.85	.04	.03
RENWOOD LODI			55		55	100.00	.04	.00
CAMRON HUGH 243			55		55	100.00	.04	.00
ORIN SWFT SALDO			54	88	-34	-38.64	.04	.06
STERLING VNT COL			54	79	-25	-31.65	.04	.05
TORTOISE CREEK			53		53	100.00	.04	.00
RIDGE PASO ROBL			51	52	-1	-1.92	.04	.03
ZYNTHESIS O VNE			51	12	39	325.00	.04	.01
DRY CREEK HRTGE			50	47	3	6.38	.04	.03
ZINSANE LODI			50		50	100.00	.04	.00
RENWOOD SIERRA			49	429	-380	-88.58	.03	.28
STEELE PACINI			48	60	-12	-20.00	.03	.04
GRGICH HILLS			48	55	-7	-12.73	.03	.04
SEXTNT PR HLYST			47	33	14	42.42	.03	.02
RENWOOD GRNDMRE			47	1	46	4600.00	.03	.00
BALLENTINE			46	98	-52	-53.06	.03	.06
RIDGE EAST BNCH			46	76	-30	-39.47	.03	.05
CASTLE RCK SNMA			45	106	-61	-57.55	.03	.07
BUEHLER NPA VLY			42	64	-22	-34.38	.03	.04
TEIRA SONOMA			42	28	14	50.00	.03	.02
GRAYSON CLLR CC			41	116	-75	-64.66	.03	.07
DRY CREEK O VNS			40	40		.00	.03	.03
ZIN N YOUR FACE			38	49	-11	-22.45	.03	.03
FREY MENDOCINO			37	31	6	19.35	.03	.02
BIALE BLK CHCKN			37	25	12	48.00	.03	.02
FRANK FAM VY NP			37	3	34	1133.33	.03	.00
DE LOACH ESTATE			36	17	19	111.76	.03	.01
ARMIDA POIZN SN			36		36	100.00	.03	.00
GIRASOLE			35	42	-7	-16.67	.02	.03
FRNGS CP DR CUT			34	9	25	277.78	.02	.01
MAZZOCCO SONOMA			32		32	100.00	.02	.00
PASO CREEK P RB			31	238	-207	-86.97	.02	.15
CARTLGDE&BROWNE			31	65	-34	-52.31	.02	.04
MONTEVINA			29	41	-12	-29.27	.02	.03
CAKEBREAD CAL			29	20	9	45.00	.02	.01
SBSTNI O VN CUV			28	24	4	16.67	.02	.02
CANYON OAKS			28	23	5	21.74	.02	.01
GREEN & RED EB			28	21	7	33.33	.02	.01
ACORN ALGRA HRT			28	21	7	33.33	.02	.01
BRANDBRG EL DRD			27	36	-9	-25.00	.02	.02
KARLY BUCK 10PT			27	32	-5	-15.63	.02	.02
SEXTNT WHEELHSE			27		27	100.00	.02	.00
WRITERS BLOCK			26	34	-8	-23.53	.02	.02

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
ROMBAUER CAL			25	20	5	25.00	.02	.01
ARTISAN CAL			24	51	-27	-52.94	.02	.03
ZIN 91 OLD VINE			24	11	13	118.18	.02	.01
ZIG ZAG MENDCNO			23	37	-14	-37.84	.02	.02
NEAL NAPA			23	21	2	9.52	.02	.01
ROMBAUER NAPA			22	51	-29	-56.86	.02	.03
SEGHSIO CORTIN			22	15	7	46.67	.02	.01
INTO ZIN LODI			22	15	7	46.67	.02	.01
CRANE LAKE CAL			21	992	-971	-97.88	.01	.64
CLINE BIG BREAK			21	35	-14	-40.00	.01	.02
COHN SONOMA VLY			21	21		.00	.01	.01
SPANN MO ZIN SN			21	16	5	31.25	.01	.01
MARTNLI VGNTO			21		21	100.00	.01	.00
AMADOR CLCKSPRN			20	19	1	5.26	.01	.01
RIDGE PAPAGNI			20	12	8	66.67	.01	.01
OZV LODI			20	8	12	150.00	.01	.01
X WINERY NOVA			20	3	17	566.67	.01	.00
MAGGIO LODI			20		20	100.00	.01	.00
TRADER JOE CSTL			20		20	100.00	.01	.00
GNARLIER HD DCV			19	2507	-2488	-99.24	.01	1.62
RAVENSWOOD TLDG			19	45	-26	-57.78	.01	.03
SEXTNT CENT CST			19		19	100.00	.01	.00
SAUSAL SONOMA			18	49	-31	-63.27	.01	.03
HOWLNG MOON SHN			18	23	-5	-21.74	.01	.01
GRN&RED CHLD ML			18	21	-3	-14.29	.01	.01
DASHE DRY CREEK			18	4	14	350.00	.01	.00
SALDO CAL			18		18	100.00	.01	.00
RIDGE 3 VALLEYS			18		18	100.00	.01	.00
SHANNON RIDGE			18		18	100.00	.01	.00
KENWOOD LODI QV			17	330	-313	-94.85	.01	.21
TWODOG PASO RBL			17	51	-34	-66.67	.01	.03
PEPPERWOOD GRVE			17	30	-13	-43.33	.01	.02
ROSENBLM RCKPLE			17	23	-6	-26.09	.01	.01
ROSENBLUM SAURT			17	18	-1	-5.56	.01	.01
GAMBA RRV O VNE			17	16	1	6.25	.01	.01
FOUR VINES MVRC			17	12	5	41.67	.01	.01
MANIFESTO			17	4	13	325.00	.01	.00
SAUSAL PRVT RSV			17	1	16	1600.00	.01	.00
ALEXANDER VALLY			17		17	100.00	.01	.00
SHOOTING STAR			16	300	-284	-94.67	.01	.19
SBRAGIA			16	12	4	33.33	.01	.01
BLACK MOUNTAIN			16		16	100.00	.01	.00
SEGHSIO RCKPILE			15	25	-10	-40.00	.01	.02
RAVNSWD BG RIVR			15	23	-8	-34.78	.01	.01
FERRARI-CARANO			15	8	7	87.50	.01	.01
EASTON E ORGNC			15		15	100.00	.01	.00
RENWOOD OLD VNE			14	234	-220	-94.02	.01	.15
GOATS TRAIL			14	30	-16	-53.33	.01	.02
PEZZI KING D CK			14	10	4	40.00	.01	.01
D CUBED NAPA VL			14	3	11	366.67	.01	.00
SHELTON MONGA			14	2	12	600.00	.01	.00
LEESE-FITCH CAL			13	38	-25	-65.79	.01	.02
RABBT RDG SNMA			13	22	-9	-40.91	.01	.01
MARTELLA FDDLTN			13	20	-7	-35.00	.01	.01
THE BIG GRN BOX			13	16	-3	-18.75	.01	.01
KARLY WARRIOR			13	12	1	8.33	.01	.01
C KRUG HLN-NAPA			13	6	7	116.67	.01	.00
CLS LCHNCE BUFF			12	1843	-1831	-99.35	.01	1.19
OAK RIDGE GNRLD			12	28	-16	-57.14	.01	.02
RAVNSWD BELLONI			12	23	-11	-47.83	.01	.01
HOBO DRY CREEK			12	21	-9	-42.86	.01	.01
RAVNSWD BRRICIA			12	18	-6	-33.33	.01	.01
FOLIE A DX DC/S			12	16	-4	-25.00	.01	.01
HULLABALOO NAPA			12	12		.00	.01	.01
HARTFORD CT RRV			12	7	5	71.43	.01	.00
RHP LUST LODI			12	5	7	140.00	.01	.00
ZINSANITY			12		12	100.00	.01	.00
MOSS ROXX LODI			12		12	100.00	.01	.00
PERRY CK ZINMAN			11	92	-81	-88.04	.01	.06
NORMAN MONSTER			11	34	-23	-67.65	.01	.02
LA CAPILLA DAOU			11	14	-3	-21.43	.01	.01
RUBICON EST PEN			11	11		.00	.01	.01
STEELE CATFISH			11	8	3	37.50	.01	.01
ROSNBLM SNM CTY			11	3	8	266.67	.01	.00
SEGHSIO HM RNC			10	38	-28	-73.68	.01	.02
CLINE LIVE OAK			10	26	-16	-61.54	.01	.02
SBRAGIA PROMESA			10	24	-14	-58.33	.01	.02
BLCKHDIA RNGNSI			10	23	-13	-56.52	.01	.01
RAVNSWD DCKRSON			10	18	-8	-44.44	.01	.01
GUENOC CAL			10	8	2	25.00	.01	.01
TRADER JOE ORGN			10		10	100.00	.01	.00
LOT 205			9	55	-46	-83.64	.01	.04
KLNKR BRCK GHST			9	14	-5	-35.71	.01	.01
THE FEDERALIST			9	8	1	12.50	.01	.01
RAVNSWD OLD HLL			9	6	3	50.00	.01	.00
THE ONE MAN BND			9		9	100.00	.01	.00
ROSENBLUM OAKLY			9		9	100.00	.01	.00
HRM REX-GOL RST			9		9	100.00	.01	.00
RED TRUCK SN CO			8	33	-25	-75.76	.01	.02
ROSENBLM PLNCHN			8	13	-5	-38.46	.01	.01
Q SONOMA COUNTY			8	11	-3	-27.27	.01	.01
GAMBA MRTTO RRV			8	8		.00	.01	.01
VERMEIL FRED 56			8	3	5	166.67	.01	.00

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
THREE OLD V LDI			8		8	100.00	.01	.00
NCKL&NCKL BONFR			8		8	100.00	.01	.00
LNGBL ZNFNDSBY			7	516	-509	-98.64	.00	.33
ROSENBLUM VN CV			7	420	-413	-98.33	.00	.27
CERES STREET WN			7	19	-12	-63.16	.00	.01
WINE WORKS ORGC			7	14	-7	-50.00	.00	.01
ZINFATUATION			7	13	-6	-46.15	.00	.01
CHATOM CALVERAS			7	4	3	75.00	.00	.00
BLACKBURN			7		7	100.00	.00	.00
CLS LCHNCE DORA			7		7	100.00	.00	.00
JOEL GOTT DILL			6	30	-24	-80.00	.00	.02
NAPA CELLARS NV			6	5	1	20.00	.00	.00
ONE HOPE CAL			6	5	1	20.00	.00	.00
DRY CREEK O VNS			6	2	4	200.00	.00	.00
EDMEADES PERLI			6		6	100.00	.00	.00
KENWOOD DRY CRK			6		6	100.00	.00	.00
STONEHEDGE O VN			6		6	100.00	.00	.00
B VISTA CALFRNA			6		6	100.00	.00	.00
HARASZTHY AMADR			6		6	100.00	.00	.00
DOUBLE DECK CAL			6		6	100.00	.00	.00
CLINE BRIDGHEAD			5	392	-387	-98.72	.00	.25
EOS			5	28	-23	-82.14	.00	.02
KENWOOD JK LNDN			5	20	-15	-75.00	.00	.01
STAPLEHEAD LODI			5	20	-15	-75.00	.00	.01
ROSENBLM CARLAS			5	14	-9	-64.29	.00	.01
ROSENBLM MAGGIE			5	6	-1	-16.67	.00	.00
G NORMAN CAL LC			5	4	1	25.00	.00	.00
DE LOACH RED			5	3	2	66.67	.00	.00
STORYBOOK NAPA			5	2	3	150.00	.00	.00
HEITZ			5		5	100.00	.00	.00
AXIS LODI			4	14	-10	-71.43	.00	.01
DE LOACH CALIF			4	6	-2	-33.33	.00	.00
P DOLAN VY MEND			4	6	-2	-33.33	.00	.00
GIRARD NAPA VLY			4	5	-1	-20.00	.00	.00
MASKED RIDER			4	3	1	33.33	.00	.00
RUTHERFORD RNCH			4	1	3	300.00	.00	.00
LAKE SONOMA AV			4	1	3	300.00	.00	.00
FLYING WINEMAKR			4		4	100.00	.00	.00
HARTFD CT FNCHI			4		4	100.00	.00	.00
HARASZTHY SONMA			4		4	100.00	.00	.00
XYZN 100Y OV DC			4		4	100.00	.00	.00
CASTLE RCK MNDO			3	20	-17	-85.00	.00	.01
TAMAS ESTATE			3	18	-15	-83.33	.00	.01
CANVAS OV CALF			3	3		100.00	.00	.00
IRONSTN RS ROUS			3	2	1	50.00	.00	.00
GLUTTONY			3	2	1	50.00	.00	.00
ROSNBLM MNT ROS			3	1	2	200.00	.00	.00
XYZIN 50Y OV RR			3	1	2	200.00	.00	.00
THREE OLD V CCC			3		3	100.00	.00	.00
DUTTN GLDFD RRV			3		3	100.00	.00	.00
COSENTINO			3		3	100.00	.00	.00
ALDRBRK OVOC SC			2	24	-22	-91.67	.00	.02
KUNDE ESTATE			2	9	-7	-77.78	.00	.01
TRES SBRS PRQUE			2	4	-2	-50.00	.00	.00
EDMEADES ZENT			2	2		100.00	.00	.00
NIEBM-CPLA EDIZ			2	1	1	100.00	.00	.00
VME NAPA			2		2	100.00	.00	.00
HEAVYWEIGHT OV			2		2	100.00	.00	.00
IRONSTONE			2		2	100.00	.00	.00
IRONSTONE RESRV			2		2	100.00	.00	.00
STEPHEN VINCENT			2		2	100.00	.00	.00
SAUSAL ALEX VLY			2		2	100.00	.00	.00
STARLITE EST GR			2		2	100.00	.00	.00
BLACK OAK CALIF			1	121	-120	-99.17	.00	.08
PEACHY CNYN SCH			1	62	-61	-98.39	.00	.04
MUTT LYNCH POM			1	32	-31	-96.88	.00	.02
BORRA O VN LODI			1	26	-25	-96.15	.00	.02
FANUCCHI OV RRV			1	8	-7	-87.50	.00	.01
ANGEL'S SECRET			1	8	-7	-87.50	.00	.01
FRITZ ESTATE			1	7	-6	-85.71	.00	.00
SELBY			1	6	-5	-83.33	.00	.00
BIG ASS ZIN SC			1	6	-5	-83.33	.00	.00
SANCTUARY CAL			1	5	-4	-80.00	.00	.00
MONDAVI CK			1	4	-3	-75.00	.00	.00
ROSNBLM ST PETR			1	3	-2	-66.67	.00	.00
LAPIS LNA RMNZA			1	3	-2	-66.67	.00	.00
PDRNCLLI BUSHNL			1	3	-2	-66.67	.00	.00
KARLY SDE UPTON			1	3	-2	-66.67	.00	.00
JESSES ER ZN FR			1	3	-2	-66.67	.00	.00
DOWLING FLY NGHT			1	2	-1	-50.00	.00	.00
PARKER ESTATE			1	1		100.00	.00	.00
OPTIMA DRY CRK			1	1		100.00	.00	.00
VICTORY CAL			1	1		100.00	.00	.00
VME GR MNTE RSO			1	1		100.00	.00	.00
MARTINI MR GNRLY			1	1		100.00	.00	.00
NEYERS PATO VYD			1	1		100.00	.00	.00
NORMN MEPHSTPLS			1	1		100.00	.00	.00
SBRAGIA GINO'S			1	1	1	100.00	.00	.00
SLOTH PHILLIPS			1	1	1	100.00	.00	.00
TERRA D'ORO DVR			1	1	1	100.00	.00	.00
XYZIN SNDY LANE			1	1	1	100.00	.00	.00
CG DI ARIE AC			1	1	1	100.00	.00	.00
ESTANCIA			1	1	1	100.00	.00	.00

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

ALL STATES-1/1/12 - 09/30/12

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
BV NAPA			1		1	100.00	.00	.00
ANCIENT PEAK PR			1		1	100.00	.00	.00
ROSNBLM HRS KRT			1		1	100.00	.00	.00
KULETO EST NAPA			1		1	100.00	.00	.00
STEELHEAD D C			1		1	100.00	.00	.00
HARASZTHY LODI			1		1	100.00	.00	.00
STORYBOOK HOWLL			1		1	100.00	.00	.00
RENWOOD JCK RBT			1		1	100.00	.00	.00
PRIEST RNCH NAP				879	-879	-100.00	.00	.57
LEONARDT RESRVE				472	-472	-100.00	.00	.30
JOEL GOTT MOHR				354	-354	-100.00	.00	.23
KENWOOD SNMA CO				172	-172	-100.00	.00	.11
INSCRIPTION CAL				167	-167	-100.00	.00	.11
C ANDREW LODI				46	-46	-100.00	.00	.03
NALLE				33	-33	-100.00	.00	.02
NATHANSON CREEK				21	-21	-100.00	.00	.01
LOLONIS				20	-20	-100.00	.00	.01
CLINE SONOMA				17	-17	-100.00	.00	.01
MONTEVINA TERRA				17	-17	-100.00	.00	.01
KIRKLD SG GRDMR				15	-15	-100.00	.00	.01
RENWOOD FDDLTVN				12	-12	-100.00	.00	.01
SIMI SONOMA				12	-12	-100.00	.00	.01
CALISTOGA CELLR				12	-12	-100.00	.00	.01
CAMRON HUGH 219				12	-12	-100.00	.00	.01
PEZZI KING SNMA				11	-11	-100.00	.00	.01
COSENTINO CIGAR				10	-10	-100.00	.00	.01
MPHY-GD RS SNKE				10	-10	-100.00	.00	.01
ROSENBLUM LYONS				9	-9	-100.00	.00	.01
SEA RIDGE CALIF				9	-9	-100.00	.00	.01
IRONSTN RS DEAV				7	-7	-100.00	.00	.00
KENWOOD RSV SON				6	-6	-100.00	.00	.00
MARIETTA O V 48				5	-5	-100.00	.00	.00
TRINITAS CC OLD				4	-4	-100.00	.00	.00
OAK GROVE				4	-4	-100.00	.00	.00
HENDRY BLK 7 NP				4	-4	-100.00	.00	.00
SADDLEBACK				4	-4	-100.00	.00	.00
TERRA D'ORO SHR				4	-4	-100.00	.00	.00
ROSNBLM NC APPL				4	-4	-100.00	.00	.00
WILD OAK OV SNM				4	-4	-100.00	.00	.00
DRACULA PSO RBL				3	-3	-100.00	.00	.00
MACCHIA ADVNTRS				3	-3	-100.00	.00	.00
PETER PAUL SRCN				3	-3	-100.00	.00	.00
SERA FINA AMADR				3	-3	-100.00	.00	.00
BLISS				3	-3	-100.00	.00	.00
MEDUSA OV LV LN				3	-3	-100.00	.00	.00
PARDUCCI				3	-3	-100.00	.00	.00
ESTANCIA PS RBL				2	-2	-100.00	.00	.00
WINE WRK ZENFUL				2	-2	-100.00	.00	.00
SILVER PEAK NC				2	-2	-100.00	.00	.00
MONTOYA				2	-2	-100.00	.00	.00
GUND BUND RHNFM				2	-2	-100.00	.00	.00
X WINERY AMAZIN				2	-2	-100.00	.00	.00
STEELE MENDOCNO				2	-2	-100.00	.00	.00
RAFANELLI				2	-2	-100.00	.00	.00
MONTVNA DVR RCH				2	-2	-100.00	.00	.00
NEYERS TOFANNLI				2	-2	-100.00	.00	.00
ZABACO R LODI				2	-2	-100.00	.00	.00
ST FRNCS PGN RS				1	-1	-100.00	.00	.00
ZINGARO MEND CO				1	-1	-100.00	.00	.00
GNARLED VN LODI				1	-1	-100.00	.00	.00
SEBASTNI O VINE				1	-1	-100.00	.00	.00
ZINOPOLIS CAL				1	-1	-100.00	.00	.00
EDMEADES PFFERO				1	-1	-100.00	.00	.00
HENDRY BLOCK 28				1	-1	-100.00	.00	.00
MAURITSON RCKPL				1	-1	-100.00	.00	.00
ROSHAMBO REVRND				1	-1	-100.00	.00	.00
DUCKHORN PARJXX				1	-1	-100.00	.00	.00
D BRUCE RCH CYN				1	-1	-100.00	.00	.00
ROSNBLM EAGLEPT				1	-1	-100.00	.00	.00
WINGNUT CAL				1	-1	-100.00	.00	.00
FIFE UPLND MEND				1	-1	-100.00	.00	.00
LAURL GL ZA ZIN				1	-1	-100.00	.00	.00
RENWOOD GRNDPRE				1	-1	-100.00	.00	.00
BIALE STGEOACH				1	-1	-100.00	.00	.00
DE LOACH FRGTTN				1	-1	-100.00	.00	.00
ROSNBLM APARICO				1	-1	-100.00	.00	.00
TRES SBRS RTHFD				1	-1	-100.00	.00	.00
TOTAL ZINFANDEL			142499	155038	-12539	-8.09		
RED VARTL OTH								
BAREFOOT RD MOS			10629		10629	100.00	11.35	.00
MNDVI CR FRTSMO			8540	8225	315	3.83	9.12	11.12
FOLIE A'DEUX MT			7951	6922	1029	14.87	8.49	9.36
BIG HOUSE RED			7153	5000	2153	43.06	7.64	6.76
BOGLE PET STRAH			5686	5611	75	1.34	6.07	7.59
BRNGR RED MSCTO			5165	1464	3701	252.80	5.52	1.98
DIALED IN			5085	4	5081	** ** ** ** *	5.43	.01
RED ROCK MALBEC			4271	3554	717	20.17	4.56	4.81
BOTA BOX MALBEC			3536	2085	1451	69.59	3.78	2.82
CRANE LAKE P SR			2503	3034	-531	-17.50	2.67	4.10
CRANE LAKE MLBC			2462	2675	-213	-7.96	2.63	3.62
CONCAN GL P SRH			2159	5437	-3278	-60.29	2.31	7.35

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
CUPCAKE CA MLBC			1728	1546	182	11.77	1.85	2.09
CONCAN CC P SRH			1532	639	893	139.75	1.64	.86
RAVNSWD VB P SR			1516	1228	288	23.45	1.62	1.66
SPELLBOUND P SR			1146	1081	65	6.01	1.22	1.46
BOGLE PHANTOM			1086	1056	30	2.84	1.16	1.43
STE GENEVIEVE			860	1124	-264	-23.49	.92	1.52
FRAN CP MLBC DC			759	722	37	5.12	.81	.98
CCN CNSVCY P SR			671	1708	-1037	-60.71	.72	2.31
MUNARI TEMPRNLO			646		646	100.00	.69	.00
PENNYWS PS CAL			643	879	-236	-26.85	.69	1.19
FRNCSAN MGNFCT			601	23	578	2513.04	.64	.03
COL RED V10			580	646	-66	-10.22	.62	.87
SNAP DRAGON CAL			569	681	-112	-16.45	.61	.92
LE MISTRAL MONT			532	634	-102	-16.09	.57	.86
GLENORA JAMMIN			499	37	462	1248.65	.53	.05
ARROWHEAD FRDNA			492	708	-216	-30.51	.53	.96
FESS PKR FRONTR			488	256	232	90.63	.52	.35
FRAN CP P SR DC			429	442	-13	-2.94	.46	.60
SALMON RUN COHO			417	459	-42	-9.15	.45	.62
ROSNBLM HC P SR			413	333	80	24.02	.44	.45
CASTLE CK OTLAW			402	464	-62	-13.36	.43	.63
MCMANIS PET SRH			394	390	4	1.03	.42	.53
CLAYHSE PR MLBC			383	217	166	76.50	.41	.29
CLOVR HL DECHNC			377	401	-24	-5.99	.40	.54
MT VEEDER RESRV			306		306	100.00	.33	.00
RHP PET SR LODI			303	239	64	26.78	.32	.32
RENWOOD PET SYR			291	376	-85	-22.61	.31	.51
JARHEAD RED			284		284	100.00	.30	.00
CA D SLO DLCTTO			282		282	100.00	.30	.00
JOHNSN IVES NOR			248	299	-51	-17.06	.26	.40
PARDCCI SG P SR			247		247	100.00	.26	.00
SEVN SNRS PT SR			228		228	100.00	.24	.00
BLUE MTN VCT PS			223	243	-20	-8.23	.24	.33
GUENOC PET SIRH			223	239	-16	-6.69	.24	.32
LINE 39 P SR LC			216	167	49	29.34	.23	.23
CLINE MOURV ANC			203	177	26	14.69	.22	.24
CALIF RABBIT			199	208	-9	-4.33	.21	.28
WOODBRDG MALBEC			197	1	196	*****	.21	.00
B DOON NEBBIOLO			194		194	100.00	.21	.00
TRENDUE O PTCH			190	12	178	1483.33	.20	.02
CHDSFRD PRP RSV			187	184	3	1.63	.20	.25
OAK GROVE P SRH			184	242	-58	-23.97	.20	.33
PEND BISTRO RGE			181	174	7	4.02	.19	.24
FERARI-CRNO SNA			180	135	45	33.33	.19	.18
KENNTH VOLK TEM			179		179	100.00	.19	.00
MASKED RD PT SH			176	211	-35	-16.59	.19	.29
CUPCAKE PET SRH			175	184	-9	-4.89	.19	.25
PETITE PT SIRAH			160	111	49	44.14	.17	.15
STG LP WNY P SR			151	1113	-962	-86.43	.16	1.51
J LOHR VALDGUE			149	163	-14	-8.59	.16	.22
STONEHGDG MALBC			147		147	100.00	.16	.00
PARDUCCI PT SIR			146	199	-53	-26.63	.16	.27
PHELPS INSIGNIA			144	106	38	35.85	.15	.14
HANDCRFT MLB CA			144		144	100.00	.15	.00
HORTON ROUTE 33			138	116	22	18.97	.15	.16
SOLEO RED			137	149	-12	-8.05	.15	.20
PARDCCI SUSTAIN			132	176	-44	-25.00	.14	.24
PRNC MCH CB FRC			124	122	2	1.64	.13	.16
VINUM CEL PT SR			124	116	8	6.90	.13	.16
THE CRUSHR P SR			123	49	74	151.02	.13	.07
FRAN CP MLBC DC			116	103	13	12.62	.12	.14
ROSNBLM HC P SH			112	113	-1	-.88	.12	.15
DROP JUPTR P SH			112	29	83	286.21	.12	.04
CAIN CUVEE			105	128	-23	-17.97	.11	.17
ALEX VLY CB FRC			104	77	27	35.06	.11	.10
FREY P SR BYDMC			102	88	14	15.91	.11	.12
HEY MAMBO SLTRY			98	125	-27	-21.60	.10	.17
RED TRUCK P SRH			97	91	6	6.59	.10	.12
C CELLARS RED			93	72	21	29.17	.10	.10
COL W CLORE PR			86	77	9	11.69	.09	.10
CLINE CARIIGNANE			85	71	14	19.72	.09	.10
SMOKNG LN PT SH			84	11	73	663.64	.09	.01
TURNG LF RF MSC			83		83	100.00	.09	.00
D BRUCE PET SRH			79	144	-65	-45.14	.08	.19
DREANA CAL			78		78	100.00	.08	.00
CURTIS HERITAGE			77	45	32	71.11	.08	.06
FOPPDO 96 PT SR			77		77	100.00	.08	.00
EARTHQUAKE P SR			74	95	-21	-22.11	.08	.13
CLINE AV CRGNNE			69	36	33	91.67	.07	.05
HORTON ECLIPSE			68	87	-19	-21.84	.07	.12
HANDCRAFT PT SR			65		65	100.00	.07	.00
ST FRANCIS CLRT			64	4	60	1500.00	.07	.01
TOAD HLW ERIC R			63	85	-22	-25.88	.07	.11
BIG RED MONSTER			61	66	-5	-7.58	.07	.09
ORIN SWFT PAPLN			59	39	20	51.28	.06	.05
TREANA RED			59	22	37	168.18	.06	.03
HAHN EST CB FRC			57	36	21	58.33	.06	.05
TURNBULL OLD BL			55	16	39	243.75	.06	.02
WRITRS BK CB FR			54	53	1	1.89	.06	.07
WINDMILL PT SRH			52	150	-98	-65.33	.06	.20
SUNSET RD INDPD			49	33	16	48.48	.05	.04
CCK ANTHOLOGY			49	12	37	308.33	.05	.02
FLEUR CAL PT SR			47	50	-3	-6.00	.05	.07

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
BLUE FIN PT SRH			47		47	100.00	.05	.00
BNNY DOON CIGAR			45	64	-19	-29.69	.05	.09
HESS COL 19 BLK			44	48	-4	-8.33	.05	.06
ERIK'S THE RED			42		42	100.00	.04	.00
CONCAN C J P SR			41	56	-15	-26.79	.04	.08
REINDEER RANCH			40	11	29	263.64	.04	.01
SALMON RN PT NR			38	74	-36	-48.65	.04	.10
TBLS PTLN TBLS			37		37	100.00	.04	.00
SPACEMAN			37		37	100.00	.04	.00
VALLY MN CV LNA			36	875	-839	-95.89	.04	1.18
GIRARD NAPA RED			36	21	15	71.43	.04	.03
PHLP CRT CB FRN			36	10	26	260.00	.04	.01
CHANDN PN MEUNR			35	26	9	34.62	.04	.04
FLAG H MRCH FCH			34	25	8	30.77	.04	.04
COL SOLARE RED			34	12	22	183.33	.04	.02
TRUTH RED			33	53	-20	-37.74	.04	.07
J LOHR PT SIRAH			32	46	-14	-30.43	.03	.06
FLAG HL D CHNAC			32	33	-1	-3.03	.03	.04
BARBRSVL CB FRC			32	8	24	300.00	.03	.01
OPICI HOMEMADE			32		32	100.00	.03	.00
KIONA LEMBERGER			31	12	19	158.33	.03	.02
CHIMNY RCK ELVG			30	414	-384	-92.75	.03	.56
PREVAIL WST FCE			30	40	-10	-25.00	.03	.05
PROULX PET SRH			30		30	100.00	.03	.00
MARIETTA PT SRH			28	10	18	180.00	.03	.01
GIRARD PET SYRH			28	3	25	833.33	.03	.00
FERARI-CRN TRSR			27	28	-1	-3.57	.03	.04
CLAYHOUSE PT SR			27	20	7	35.00	.03	.03
REDTREE PET SRH			25	38	-13	-34.21	.03	.05
PELTR ST PT SRH			24	28	-4	-14.29	.03	.04
AQUINAS PET SRH			24	19	5	26.32	.03	.03
ACORN AL CB FRC			24		24	100.00	.03	.00
FOPPIANO LOT 96			23	43	-20	-46.51	.02	.06
CASTLE RCK P SR			23	37	-14	-37.84	.02	.05
SOKL BLSR MDTNA			23	34	-11	-32.35	.02	.05
NAKED MT CB FRC			23	27	-4	-14.81	.02	.04
TWO ANGEL P SRH			22	31	-9	-29.03	.02	.04
LOT 205 NO.1 RD			20	67	-47	-70.15	.02	.09
HEITZ GRIGNOLND			20	20		.00	.02	.03
AQUINAS RSRV NV			20	5	15	300.00	.02	.01
CANDIA NORET RS			19	18	1	5.56	.02	.02
MAGGIO PET SRH			19	13	6	46.15	.02	.02
CARMELA OLD VNE			17	40	-23	-57.50	.02	.05
RED FOX RED			17	36	-19	-52.78	.02	.05
NEAL DUST PT SR			17	17		.00	.02	.02
DM CHNDN P MUNR			17	15	2	13.33	.02	.02
FOPNO P SRH RS			17		17	100.00	.02	.00
KENEFFICK CB FRN			17		17	100.00	.02	.00
PARDCI T G P SR			16	21	-5	-23.81	.02	.03
BNNY DOON GLROY			16	4	12	300.00	.02	.01
COTTONWOOD ORGN			15		15	100.00	.02	.00
RAMSAY P SRH NC			15		15	100.00	.02	.00
CASTLE RK P VDT			14	39	-25	-64.10	.01	.05
FOPPIANO PT SRH			13	8	5	62.50	.01	.01
SINSKEY CAB FRC			13	7	6	85.71	.01	.01
MIDDLE SIS SWT			13	3	10	333.33	.01	.00
PALI PET SIRAH			13		13	100.00	.01	.00
INKBLOT CAB FRC			13		13	100.00	.01	.00
VAN RUITN PT SH			12	28	-16	-57.14	.01	.04
MERRYVL PROFILE			11	138	-127	-92.03	.01	.19
ST CLEMNT ORPPS			11	15	-4	-26.67	.01	.02
MPHY-GD CLRT AI			11		11	100.00	.01	.00
JEFFRSN CAB FRC			11		11	100.00	.01	.00
RIDGE LYT P SRH			11		11	100.00	.01	.00
FRAN CP ALIC DC			11		11	100.00	.01	.00
G NRMN PT SR PS			10	18	-8	-44.44	.01	.02
DOMINUS C MOUEX			10	13	-3	-23.08	.01	.02
ORDNRY WN BNSHK			10	8	2	25.00	.01	.01
ETUDE GRCE BNST			9	124	-115	-92.74	.01	.17
CLINE MRVDR SBV			9	5	4	80.00	.01	.01
MILLBROOK CB FR			9		9	100.00	.01	.00
JARHEAD RESERVE			9		9	100.00	.01	.00
LOT 205 PET SRH			7	41	-34	-82.93	.01	.06
GREEN TRCK P SR			7	25	-18	-72.00	.01	.03
MARKHAM PET SRH			7	22	-15	-68.18	.01	.03
NIEBM-CPLA RBCN			7	17	-10	-58.82	.01	.02
SHOW PONY PT SR			7	9	-2	-22.22	.01	.01
MINER ORACLE			7	5	2	40.00	.01	.01
MERRIAM C FR WD			7	3	4	133.33	.01	.00
TABLS D TBLS RG			7	1	6	600.00	.01	.00
ST SOMEWHERE PV			7		7	100.00	.01	.00
KIT FOX FOXY RD			7		7	100.00	.01	.00
BDGR PURE RD BX			6	22	-16	-72.73	.01	.03
EOS L A PET SRH			6	21	-15	-71.43	.01	.03
BEAUCANON CB FR			6	16	-10	-62.50	.01	.02
FROGS LEAP P SR			6	13	-7	-53.85	.01	.02
CINNABAR MERCRY			6	8	-2	-25.00	.01	.01
ROCK&VNE MALBEC			6	3	3	100.00	.01	.00
D STFNO SG CB F			6	1	5	500.00	.01	.00
TANDEM PELOTON			5	593	-588	-99.15	.01	.80
VLA SAN JUIETTE			5		5	100.00	.01	.00
UVAGGIO PRIMTVO			5		5	100.00	.01	.00
FRN CPL DC TEMP			5		5	100.00	.01	.00

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

ALL STATES-1/1/12 - 09/30/12

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
HARLOW RDG P SH			4	573	-569	-99.30	.00	.77
BIG HOUSE P SRH			4	134	-130	-97.01	.00	.18
ELK RUN CAB FRC			4	19	-15	-78.95	.00	.03
PDRNCLLI P SRAH			4	14	-10	-71.43	.00	.02
THORN HL PT SRH			4	12	-8	-66.67	.00	.02
MERRIAM C FR JN			4	9	-5	-55.56	.00	.01
VIADER NAPA VLY			4	7	-3	-42.86	.00	.01
MATCHBOOK TMRN			4		4	100.00	.00	.00
ANDRUS ISL MLBC			4		4	100.00	.00	.00
CASTLE RK PS RS			3	5	-2	-40.00	.00	.01
FRARI-CNO TRESR			3	4	-1	-25.00	.00	.01
MORGAN LEE TATO			3	2	1	50.00	.00	.00
HORSE PL RL RED			3		1479	-99.86	.00	2.00
FREY PET SIRAH			2	21	-19	-90.48	.00	.03
PETER MICH L PV			2	1	1	100.00	.00	.00
DUXOUP CHARBONO			2		2	100.00	.00	.00
MURRTA WLL ZARZ			2		2	100.00	.00	.00
ARTESA TEMP ALX			2		2	100.00	.00	.00
MCMANIS MALBEC			2		2	100.00	.00	.00
VERITE			2		2	100.00	.00	.00
THREE PT SRH CC			2		2	100.00	.00	.00
PEJU CAB FRANC			2		2	100.00	.00	.00
TOM EDDY MALBEC			2		2	100.00	.00	.00
STLTZNR CF SLD			1	192	-191	-99.48	.00	.25
WINE WRK NRT TR			1	45	-44	-97.78	.00	.06
CRUSHER PET SYR			1	21	-20	-95.24	.00	.03
STG L WC PT SRH			1	9	-8	-88.89	.00	.01
JADE MT PRVNC R			1	9	-8	-88.89	.00	.01
CLINE LH MRVDRE			1	7	-6	-85.71	.00	.01
WRITRS BLK MLBC			1	7	-6	-85.71	.00	.01
TRINITAS OV P S			1	6	-5	-83.33	.00	.01
VALHALLA VST VR			1	4	-3	-75.00	.00	.01
MRGN CK REGL RD			1	3	-2	-66.67	.00	.00
JACUZZI FW PRMT			1	3	-2	-66.67	.00	.00
TRIN NV CP W PV			1	2	-1	-50.00	.00	.00
SEABSCUIT TRFCT			1	2	-1	-50.00	.00	.00
DAOU PT SRH PSD			1	2	-1	-50.00	.00	.00
SEGHESIO OMAGIO			1	1		.00	.00	.00
DOMINUS O4 MRTN			1	1		.00	.00	.00
IRONSTNE XPRSSN			1	1		.00	.00	.00
HORTON CAB FRNC			1	1		.00	.00	.00
SPELBN D P SR RS			1	1		.00	.00	.00
CHILL OUT MLBC			1		1	100.00	.00	.00
PENNYWS PS NAPA			1		1	100.00	.00	.00
ABACELA TEMPRNL			1		1	100.00	.00	.00
TRIN NV CAB FRC			1		1	100.00	.00	.00
SEGHISIO HME P S			1		1	100.00	.00	.00
COSENTNO CAB FR			1		1	100.00	.00	.00
RFRD RNCH RHIAN			1		1	100.00	.00	.00
OWEN ROE CB FRN			1		1	100.00	.00	.00
IRONSTNE CB FRC				285	-285	-100.00	.00	.39
INSCRIPTION PSR				88	-88	-100.00	.00	.12
RAPIDAN SWT RSV				33	-33	-100.00	.00	.04
BIG HOUSE LN UP				31	-31	-100.00	.00	.04
TRUCHARD TMLLO				31	-31	-100.00	.00	.04
MPHY-GD PT VRDT				17	-17	-100.00	.00	.02
CHATOM SHE WINE				9	-9	-100.00	.00	.01
DELFOSS DR RCK				8	-8	-100.00	.00	.01
AUTUM HL CB FRC				8	-8	-100.00	.00	.01
HUNTINGTON PT SR				7	-7	-100.00	.00	.01
FIRESTONE DSCVR				6	-6	-100.00	.00	.01
VALHALLA ALCNTE				5	-5	-100.00	.00	.01
ROSNBLM PKT PSR				4	-4	-100.00	.00	.01
CARN CK FLDC PS				4	-4	-100.00	.00	.01
IRONSTN C F RSV				4	-4	-100.00	.00	.01
STG L WN CD MLS				4	-4	-100.00	.00	.01
RUBICON CAB FRC				3	-3	-100.00	.00	.00
RTHRFD GV P SRH				3	-3	-100.00	.00	.00
LA JOTA PET SRH				3	-3	-100.00	.00	.00
C ANDREW MALBEC				3	-3	-100.00	.00	.00
C ANDREW PT SRH				3	-3	-100.00	.00	.00
THRSTN WLF P SR				3	-3	-100.00	.00	.00
LA JOTA CB FRNC				3	-3	-100.00	.00	.00
HEDGES RD MT RS				3	-3	-100.00	.00	.00
CCN RSV PET SRH				3	-3	-100.00	.00	.00
COSENTINO POET				2	-2	-100.00	.00	.00
CASTLE RK PS RR				2	-2	-100.00	.00	.00
EPIPHANY PT SRH				1	-1	-100.00	.00	.00
DNCNG COY P SRH				1	-1	-100.00	.00	.00
ROSNBLM MRVDRE				1	-1	-100.00	.00	.00
COTURRI ALBRLLLO				1	-1	-100.00	.00	.00
VINO CURIOSO RD				1	-1	-100.00	.00	.00
MPHY-GD CLRT WC				1	-1	-100.00	.00	.00
NIEBM-CPLA CB F				1	-1	-100.00	.00	.00
KEENAN CAB FRNC				1	-1	-100.00	.00	.00
TRINTS P SR OLD				1	-1	-100.00	.00	.00
IRONSTONE PT SR				1	-1	-100.00	.00	.00
BULLY HL BCO NR				1	-1	-100.00	.00	.00
KESWICK NORTON				1	-1	-100.00	.00	.00
SELBY PET SIRAH				1	-1	-100.00	.00	.00
FERRIERE C FRNC				1	-1	-100.00	.00	.00
L'UVGGO GM LUPO				1	-1	-100.00	.00	.00
MILLR THE WORKS				1	-1	-100.00	.00	.00

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

ALL STATES-1/1/12 - 09/30/12

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
TOTAL RED VARTL OTH			93647	73951	19696	26.63		
SANGIOVESE								
LUNA SANGIOVESE			267	61	206	337.70	33.50	12.68
VALLY MOON SANG			89	23	66	286.96	11.17	4.78
ANDRETTI SNGVSE			56	59	-3	-5.08	7.03	12.27
ACORN ALGRIA RR			50	39	11	28.21	6.27	8.11
FREY MENDOCINO			46	20	26	130.00	5.77	4.16
GIRASOLE			40	28	12	42.86	5.02	5.82
TRRA D'ORO SNGV			36	39	-3	-7.69	4.52	8.11
SEGHEISIO SNGVSE			32	62	-30	-48.39	4.02	12.89
TUSCAN MOON			28		28	100.00	3.51	.00
VALLY MN ROSATO			25	6	19	316.67	3.14	1.25
ALTAMURA SNGVSE			23	30	-7	-23.33	2.89	6.24
CHATOM GTNO CLV			18	30	-12	-40.00	2.26	6.24
CRANE LAKE SNGV			18	3	15	500.00	2.26	.62
MINER SNGIOVESE			17	18	-1	-5.56	2.13	3.74
ALEX VALLEY EST			13		13	100.00	1.63	.00
RABBT RG SNGVSE			11		11	100.00	1.38	.00
DUXOUP GENNAIO			7	10	-3	-30.00	.88	2.08
KIONA EST RM RS			6	5	1	20.00	.75	1.04
FREY ORGANIC			5	5		.00	.63	1.04
SILVERDO SNGVSE			3	15	-12	-80.00	.38	3.12
RIVERAERIE			3	4	-1	-25.00	.38	.83
X RED CALIFORNA			2	6	-4	-66.67	.25	1.25
PEDRNCLI SNGVSE			1	2	-1	-50.00	.13	.42
MARTN WEY SNGVS			1		1	100.00	.13	.00
MNTVNA SNG D'OR				10	-10	-100.00	.00	2.08
CH JULIEN SNGVS				5	-5	-100.00	.00	1.04
FLORA SPG SNGVS				1	-1	-100.00	.00	.21
TOTAL SANGIOVESE			797	481	316	65.70		
RED BLND/MRTG								
APOTHIC RED CAL			33622	19898	13724	68.97	18.82	15.33
MENAGE A TROIS			24281	25820	-1539	-5.96	13.59	19.89
BAREFOOT SWT RD			21242	12282	8960	72.95	11.89	9.46
SUTTR HM SWT RD			13674	12961	713	5.50	7.65	9.98
FRNCS CPPLA RSO			4271	4677	-406	-8.68	2.39	3.60
COL MRLT/CAB TV			4147	5179	-1032	-19.93	2.32	3.99
RM WDBG CAB-MRL			3955	3125	830	26.56	2.21	2.41
NIEBAUM CLRT CB			3813	4076	-263	-6.45	2.13	3.14
14 HANDS HOT TR			3479	1028	2451	238.42	1.95	.79
MIDDLE SIS RBEL			3304	419	2885	688.54	1.85	.32
BOTA BOX RED CA			3080		3080	100.00	1.72	.00
RED TRUCK BLEND			3028	3141	-113	-3.60	1.69	2.42
STERLNG VC MRTG			2884	1809	1075	59.43	1.61	1.39
KDL-JKSN VR SUM			2572	1434	1138	79.36	1.44	1.10
DREAMNG TR CRSH			2268	1	2267	*****	1.27	.00
SANTERRA CLLR			1896		1896	100.00	1.06	.00
ST FRANCIS RED			1849	2519	-670	-26.60	1.03	1.94
PRIMAL ROOT CAL			1807	168	1639	975.60	1.01	.13
DALLIANCE			1711		1711	100.00	.96	.00
R MNDV PS MRTGE			1693	1771	-78	-4.40	.95	1.36
MAGNIFICENT WNE			1654	2121	-467	-22.02	.93	1.63
SKINNYGRL RD CA			1384		1384	100.00	.77	.00
QUADRANT			1367		1367	100.00	.77	.00
SEVEN DAUGHTERS			1281	1270	11	.87	.72	.98
BLACKSTN DELCTB			1259	40	1219	3047.50	.70	.03
DOOBIE JACK ASS			1216	91	1125	1236.26	.68	.07
GNARLY HEAD AUT			1101	2	1099	*****	.62	.00
CLINE CASHMERE			1068	933	135	14.47	.60	.72
TOASTED HD UNTM			1057	1112	-55	-4.95	.59	.86
SEVEN HLS PLNNG			920		920	100.00	.51	.00
PAZZO NAPA VLLY			868		868	100.00	.49	.00
PURPLE COWBOY			838	133	705	530.08	.47	.10
ARTESA ELE MRTG			800		800	100.00	.45	.00
PERFECT UNION			795		795	100.00	.44	.00
ORIN SWFT PRSNR			736	911	-175	-19.21	.41	.70
HAVENS BLK&BLUE			708		708	100.00	.40	.00
RED ROCK WM RES			695	471	224	47.56	.39	.36
CLAYHOUSE ADOBE			677	992	-315	-31.75	.38	.76
CRU NAPA			634	517	117	22.63	.35	.40
BRUTOCAO QUADRG			597		597	100.00	.33	.00
C D BOIS MRLSTN			587	134	453	338.06	.33	.10
CONUNDRUM			506		506	100.00	.28	.00
CONCN CRMSN CLV			490		490	100.00	.27	.00
CLOS LACH MRTGE			478	275	203	73.82	.27	.21
BOGLE ESSNTL CA			467		467	100.00	.26	.00
HAHN EST MERTGE			464	487	-23	-4.72	.26	.38
REDWD CRK WM RD			454		454	100.00	.25	.00
TAMAS EST DBL D			373	367	6	1.63	.21	.28
THE NAKED GP RD			371		371	100.00	.21	.00
UN4SEEN CAL RED			370	563	-193	-34.28	.21	.43
BERNRDS MARINUS			365	1012	-647	-63.93	.20	.78
LYETH RED MERTG			338	291	47	16.15	.19	.22
BERNGR FNDR RED			336		336	100.00	.19	.00
MIDNIGHT F MOON			335		335	100.00	.19	.00
BRNGR WH ZN/MS			332		332	100.00	.19	.00
CMS RED COL VLY			325	290	35	12.07	.18	.22
BRIDLWOOD BL175			325	125	200	160.00	.18	.10
MASKED RIDER RD			323	332	-9	-2.71	.18	.26

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

ALL STATES-1/1/12 - 09/30/12

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
AMBERHLL SECRET			323		323	100.00	.18	.00
CARINI FR MN SU			308	108	200	185.19	.17	.08
PROJECT PASO RD			297	142	155	109.15	.17	.11
ARTESA ELEMENTS			294	277	17	6.14	.16	.21
CELLR NO 8 EGH			288		288	100.00	.16	.00
ESTANCIA ALX VL			281	301	-20	-6.64	.16	.23
RAVENSWOOD ICON			274	4	270	6750.00	.15	.00
XTANT RED NAPA			266		266	100.00	.15	.00
MORGAN CD CROWS			262	210	52	24.76	.15	.16
J LOHR CVEE PAU			257		257	100.00	.14	.00
GHOST PNE RD BL			255		255	100.00	.14	.00
SHANNON WRANGLR			240	372	-132	-35.48	.13	.29
ETUDE GBR CRNRS			232	1	231	*****	.13	.00
CHRRY TOP SW RD			196		196	100.00	.11	.00
MEDLOCK AMES AV			196		196	100.00	.11	.00
FLIRT CAL			193		193	100.00	.11	.00
VEZER LA SALTTE			189		189	100.00	.11	.00
PROMISQOUS RED			177	66	111	168.18	.10	.05
KITCHEN SINK CA			175	140	35	25.00	.10	.11
COL G EST AMTGE			174	115	59	51.30	.10	.09
SIMPLY NKD UNDR			167		167	100.00	.09	.00
LIBRTY SCHL CUV			162	298	-136	-45.64	.09	.23
FRN CPL PR CLSC			162	235	-73	-31.06	.09	.18
HGUE GNSIS MRTG			157	118	39	33.05	.09	.09
COLBY RED CAL			148	93	55	59.14	.08	.07
WEEKDAY WARIOR			142		142	100.00	.08	.00
HEDGES FE 3 VYD			139	123	16	13.01	.08	.09
RIDGE 3 VLY SC			138	147	-9	-6.12	.08	.11
BLACK OAK SWT R			134	197	-63	-31.98	.07	.15
A TO Z NGHT&DAY			131	84	47	55.95	.07	.06
MNDVI CK ML/CAB			126	46	80	173.91	.07	.04
DECOY RED NAPA			125	105	20	19.05	.07	.08
JUSTIN ISOSCELS			122	76	46	60.53	.07	.06
CHUKKER			121		121	100.00	.07	.00
RAYMOND R FIELD			114		114	100.00	.06	.00
THORNY ROSE RED			107		107	100.00	.06	.00
MARTIN RAY RED			105		105	100.00	.06	.00
A BY ACACIA RED			104	94	10	10.64	.06	.07
SKL BLSSR EVO			101		101	100.00	.06	.00
WESTSIDE RED			99	17	82	482.35	.06	.01
ESTANCIA RES PR			96	165	-69	-41.82	.05	.13
DUCKHORN DECOY			96		96	100.00	.05	.00
MCHL&DVD PET PT			95	107	-12	-11.21	.05	.08
TOMASELLO BROOM			94		94	100.00	.05	.00
THREE RVRS MRTG			89	74	15	20.27	.05	.06
PARLAY BOOKMKER			85		85	100.00	.05	.00
ALEX VLY SRH/ML			84	45	39	86.67	.05	.03
FLORA SPG TRLG			81	90	-9	-10.00	.05	.07
SODARO EST P RS			81		81	100.00	.05	.00
X WINERY			81		81	100.00	.05	.00
WELL READ ORGNC			81		81	100.00	.05	.00
GUENOC VIC CLRT			80	92	-12	-13.04	.04	.07
CHARLES&CHARLES			78	135	-57	-42.22	.04	.10
RIDGE LYTTON SP			77	49	28	57.14	.04	.04
TROUBLEMAKER			77	5	72	1440.00	.04	.00
THE WINGMAN			76		76	100.00	.04	.00
FRNCS CP DR CUT			75	42	33	78.57	.04	.03
JAM NAPA RED			74	84	-10	-11.90	.04	.06
SNQ WST ST R CV			72		72	100.00	.04	.00
KIRKLND SIG MRT			70	70		0.00	.04	.05
ALYA			67	38	29	76.32	.04	.03
STARK RAVNG RED			67		67	100.00	.04	.00
STPH VNCNT CRIM			66	33	33	100.00	.04	.03
ARCHIPEL SONOMA			65	455	-390	-85.71	.04	.35
MNDVI CK FIELD			64	189	-125	-66.14	.04	.15
FLAME LILY RED			63		63	100.00	.04	.00
HAYMN&HLL RS MC			62	138	-76	-55.07	.03	.11
SEAN MINOR NAPA			61	5	56	1120.00	.03	.00
C D BOIS ROUGE			60		60	100.00	.03	.00
HOUSE BAND +5			59		59	100.00	.03	.00
FRANCSN MERITG			58	46	12	26.09	.03	.04
CHASNG LIONS NP			56	85	-29	-34.12	.03	.07
FLO			56		56	100.00	.03	.00
LANGTWN MID RSV			55	61	-6	-9.84	.03	.05
DRIN SWIFT ABST			52		52	100.00	.03	.00
BERNGR KNGT MTG			51	13	38	292.31	.03	.01
PEACHY CN CRQUE			50	53	-3	-5.66	.03	.04
HAHN NICKY HAHN			47	123	-76	-61.79	.03	.09
TREANA RED			47	45	2	4.44	.03	.03
ELU RED MERITG			47	25	22	88.00	.03	.02
ENSEMBLE RED CA			47	5	42	840.00	.03	.00
HOOK&LDR STN 10			47		47	100.00	.03	.00
OPUS ONE			46	93	-47	-50.54	.03	.07
COL HORSE HV H3			46		46	100.00	.03	.00
SNAKE RV MRL/CB			45	48	-3	-6.25	.03	.04
PEIRANO OTHR RD			45	15	30	200.00	.03	.01
ECLIPSE CAL RED			44	51	-7	-13.73	.02	.04
CHESPKE CAB/MRL			43	58	-15	-25.86	.02	.04
TAMARACK FIREHS			43	28	15	53.57	.02	.02
WILDFIRE BLAZE			43		43	100.00	.02	.00
BNNY DN CONTRA			42	76	-34	-44.74	.02	.06
WOLFTOWN RED			42	36	6	16.67	.02	.03
SPAGHTTI RED CA			39	6	33	550.00	.02	.00

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
GUND BND MTN CV			38	43	-5	-11.63	.02	.03
NEW KENT MERTGE			38	30	8	26.67	.02	.02
TY CATON TYTNUM			36	123	-87	-70.73	.02	.09
LOCK & KEY NC			36		36	100.00	.02	.00
EASTON HOUSE RD			35	22	13	59.09	.02	.02
KIRKLD SIG RUTH			35	20	15	75.00	.02	.02
PEDRONCLLI FRND			34		34	100.00	.02	.00
RHIANNON CAL			33		33	100.00	.02	.00
VIGILANCE CIMRN			32	1742	-1710	-98.16	.02	1.34
DOUBLE T			32	44	-12	-27.27	.02	.03
JACK TONE RED			32	1	31	3100.00	.02	.00
SNQ CABRNT/MRLT			31	75	-44	-58.67	.02	.06
100 CL MEMBR RS			31	42	-11	-26.19	.02	.03
HOUSE RED			30	28	2	7.14	.02	.02
SPRNG VLY URIAH			30	23	7	30.43	.02	.02
THE OFFERING			30		30	100.00	.02	.00
WICKED GOOD RED			29	65	-36	-55.38	.02	.05
MERRIAM SNED RD			28	34	-6	-17.65	.02	.03
JUSTIN JUSTFCTN			27	33	-6	-18.18	.02	.03
MOUNTFAIR ENGMT			27	18	9	50.00	.02	.01
THREE RV MLB/MR			27		27	100.00	.02	.00
CAKEBRD DANCING			26	22	4	18.18	.01	.02
TRIN NV MERTAGE			25	16	9	56.25	.01	.01
CHATOM CUVEE			25		25	100.00	.01	.00
PEIRANO UNKNOWN			24		24	100.00	.01	.00
3 HRSE RN CB/MR			23	96	-73	-76.04	.01	.07
CAIN CONCEPT			23	20	3	15.00	.01	.02
CAIN FIVE			23	10	13	130.00	.01	.01
EDWRD SLLR CUVE			22	75	-53	-70.67	.01	.06
VENGE SCOUT HON			22	18	4	22.22	.01	.01
RAVINES NW YORK			22	12	10	83.33	.01	.01
KIONA CAB/MRLT			22	11	11	100.00	.01	.01
GRAFF CONSENSUS			22		22	100.00	.01	.00
BENNTT LN MAXMS			21	388	-367	-94.59	.01	.30
MELEE CAL			21		21	100.00	.01	.00
WATRBRK MRL/CAB			19	45	-26	-57.78	.01	.03
RIDGE GEYSR CAL			19	2	17	850.00	.01	.00
GIRASOLE MNDONO			19		19	100.00	.01	.00
ALBEMARLE SMPLY			18	55	-37	-67.27	.01	.04
CAMRON HUGH 241			18	12	6	50.00	.01	.01
L'ECOLE PEP RDG			18	1	17	1700.00	.01	.00
CAYALLA COL VLY			17	162	-145	-89.51	.01	.12
MOUNTFAIR INGR			17	29	-12	-41.38	.01	.02
C KRUG GENERATN			17	15	2	13.33	.01	.01
DEEP SEA RED			17	15	2	13.33	.01	.01
GIRARD ARTISTRY			17	7	10	142.86	.01	.01
OPEN RANGE PROP			17	6	11	183.33	.01	.00
FEDERALST PISTL			17		17	100.00	.01	.00
ALMDN P NR/BURG			16	86	-70	-81.40	.01	.07
HOGUE RED			16	28	-12	-42.86	.01	.02
MURRTA WLL SPUR			16	5	11	220.00	.01	.00
CSM MERTG ART S			16	3	13	433.33	.01	.00
THE FEAST CAL			16		16	100.00	.01	.00
CHUPACABRA			16		16	100.00	.01	.00
ZACA MESA CUVEE			15	27	-12	-44.44	.01	.02
SHAFFER SYH/P SR			15	18	-3	-16.67	.01	.01
THIRD WHEEL CAL			15	10	5	50.00	.01	.01
L'ECOLE 41 PRGE			15	3	12	400.00	.01	.00
DOUBLE DECK CAL			15		15	100.00	.01	.00
FARRIER PRESSHS			15		15	100.00	.01	.00
VIANSA SMPR MIG			14	1927	-1913	-99.27	.01	1.48
RABID RED			14	41	-27	-65.85	.01	.03
STERLNG SVR RES			14	12	2	16.67	.01	.01
WORTHY RED			14	9	5	55.56	.01	.01
FOUR VNE HERETC			14	6	8	133.33	.01	.00
STG LP WC HND T			14	4	10	250.00	.01	.00
TRES PINOS 3PNE			14		14	100.00	.01	.00
WINE 4 GRILL CA			14		14	100.00	.01	.00
RED DIRT			14		14	100.00	.01	.00
MSSNGR TELEGRAM			14		14	100.00	.01	.00
JC CLR IMPOSTER			13	31	-18	-58.06	.01	.02
RIDGE GYSR ALEX			13	29	-16	-55.17	.01	.02
DOMINUS MERTAGE			13	1	12	1200.00	.01	.00
CH ST JEAN S RD			13		13	100.00	.01	.00
L'ECOLE # 41 CV			13		13	100.00	.01	.00
OLD SCHOOL RED			12	32	-20	-62.50	.01	.02
CLINE OKLY 5RED			12	20	-8	-40.00	.01	.02
ACORN MDLY ALGR			12	9	3	33.33	.01	.01
CHEMIN DE TERRE			12		12	100.00	.01	.00
B VSTA THE CNT			12		12	100.00	.01	.00
CH JULIEN ROYAL			12		12	100.00	.01	.00
COSENTINO MED			11	194	-183	-94.33	.01	.15
FISHR CMERN RED			11	24	-13	-54.17	.01	.02
VAN RUITN CB/SH			11	21	-10	-47.62	.01	.02
TRRE RG TET TET			11	3	8	266.67	.01	.00
VICTOR HG HUNCH			11		11	100.00	.01	.00
RUBY KARANT ARC			11		11	100.00	.01	.00
DOMINUS NPANOOK			10	36	-26	-72.22	.01	.03
RIDGE SNTA CRUZ			10	18	-8	-44.44	.01	.01
DRY CRK MERTGE			10	13	-3	-23.08	.01	.01
QUINTESSA MRTGE			10	11	-1	-9.09	.01	.01
LOST ANGL MSCHF			10	1	9	900.00	.01	.00
JETTLYNN MON CR			10		10	100.00	.01	.00

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
FLOWERS PRENNAL			10		10	100.00	.01	.00
CELANI TENCIOUS			10		10	100.00	.01	.00
SU YUEN			10		10	100.00	.01	.00
DEARLY BELOVED			10		10	100.00	.01	.00
LONG ARM RED			10		10	100.00	.01	.00
BOOKMARK			10		10	100.00	.01	.00
STEVEN KENT LMV			9	695	-686	-98.71	.01	.54
RELATIVE CAL			9	242	-233	-96.28	.01	.19
BLACKBRD ILLSTN			9	30	-21	-70.00	.01	.02
RUBICON EST PRO			9	7	2	28.57	.01	.01
LEWIS ALECS BLD			9	4	5	125.00	.01	.00
BV ENSEMBLE RED			9		9	100.00	.01	.00
CARICATURE			9		9	100.00	.01	.00
ACORN ALGR DLCT			9		9	100.00	.01	.00
CAMRON HUGH 250			9		9	100.00	.01	.00
IL CUORE RS CLS			8	36	-28	-77.78	.00	.03
A WILL CIEL CHV			8	12	-4	-33.33	.00	.01
OWEN ROE SINSTR			8	6	2	33.33	.00	.00
P DOLAN VY DEEP			8	4	4	100.00	.00	.00
LONGBOARD P BRK			8	4	4	100.00	.00	.00
VERITAS RD STAR			7	40	-33	-82.50	.00	.03
CHALK HILL EST			7	16	-9	-56.25	.00	.01
BLACKBIRD ARISE			7	15	-8	-53.33	.00	.01
BV CSTL EST RED			7	14	-7	-50.00	.00	.01
KEENAN MERNET			7	11	-4	-36.36	.00	.01
CHESTR KDDR COL			7	2	5	250.00	.00	.00
VERITE LA MUSE			7		7	100.00	.00	.00
KIONA VICKY RED			7		7	100.00	.00	.00
VINA ROBLES RD4			7		7	100.00	.00	.00
BERINGER ALLUVM			6	42	-36	-85.71	.00	.03
BEAUCANON TRFTA			6	25	-19	-76.00	.00	.02
THE POLICE SYNC			6	11	-5	-45.45	.00	.01
SPRNG VLY FRDRK			6	7	-1	-14.29	.00	.01
RED HILL DV CUV			6	7	-1	-14.29	.00	.01
MERRIAM MIKTOS			6	2	4	200.00	.00	.00
GOOSE RIDGE 3G			6		6	100.00	.00	.00
ED SLLR VERTIGO			6		6	100.00	.00	.00
COPPOLA ELEANOR			6		6	100.00	.00	.00
RIDGE MNTE BLOO			6		6	100.00	.00	.00
ST SUPERY FLU			6		6	100.00	.00	.00
SHOWKT ASNT SNA			5	22	-17	-77.27	.00	.02
A WILL SORELLA			5	15	-10	-66.67	.00	.01
THR SNTS STK HS			5	10	-5	-50.00	.00	.01
VIADER RED			5	7	-2	-28.57	.00	.01
ALEX VLLY CYRUS			5	5		0.00	.00	.00
SEGHESIO VENOM			5	4	1	25.00	.00	.00
USED AUTO PARTS			5	3	2	66.67	.00	.00
DAOU CELESTUS			5	2	3	150.00	.00	.00
LANGTWN P VD/SH			5	1	4	400.00	.00	.00
SEGHESIO DFANT			5		5	100.00	.00	.00
HALTER RNCH CDP			5		5	100.00	.00	.00
MARKHAM 1879			5		5	100.00	.00	.00
COHO HEADWATER			5		5	100.00	.00	.00
HOME GROWN CAL			4	18	-14	-77.78	.00	.01
THRSTN DR WLF R			4	16	-12	-75.00	.00	.01
BLISS SCHOOLHSE			4	9	-5	-55.56	.00	.01
RAMEY JRCHO CYN			4	6	-2	-33.33	.00	.00
DYNAMITE CAL			4	6	-2	-33.33	.00	.00
RIDGE MERLT/CAB			4	3	1	33.33	.00	.00
RENINGER HX PMT			4	1	3	300.00	.00	.00
FRN CPL RSO/GLS			4		4	100.00	.00	.00
CSM MERTAGE L&B			4		4	100.00	.00	.00
GRATEFUL DEAD			4		4	100.00	.00	.00
MATCHBOOK TINTO			4		4	100.00	.00	.00
CSM RED INDN WL			4		4	100.00	.00	.00
RED TRK MIN BRL			3	139	-136	-97.84	.00	.11
GEYSER PK RS AV			3	103	-100	-97.09	.00	.08
KNDL-JKSN MRTG			3	52	-49	-94.23	.00	.04
MILLBROOK HUNT			3	6	-3	-50.00	.00	.00
TRINITAS OV CUV			3	6	-3	-50.00	.00	.00
RAVENSWD PCKBRY			3	5	-2	-40.00	.00	.00
FROG LP RUTHRD			3	4	-1	-25.00	.00	.00
LYETH RED RESRV			3	4	-1	-25.00	.00	.00
J LOHR CVEE STE			3	3		0.00	.00	.00
VICTOR HG OPULN			3		3	100.00	.00	.00
VERSN SYNCH STG			3		3	100.00	.00	.00
TO CELEBRTE PWL			3		3	100.00	.00	.00
CARDNL MRTG N/S			3		3	100.00	.00	.00
BV BEAUROUGE NV			3		3	100.00	.00	.00
BABBLE MENDOCNO			3		3	100.00	.00	.00
CLIF THE CLIMBR			3		3	100.00	.00	.00
CONTINUUM NAPA			3		3	100.00	.00	.00
DYNAMIC RED			3		3	100.00	.00	.00
VIANSA CUCINA			2	739	-737	-99.73	.00	.57
FAIR HARE SIMPL			2	103	-101	-98.06	.00	.08
ARCHIPEL VERITE			2	98	-96	-97.96	.00	.08
KLUGE EST WORLD			2	51	-49	-96.08	.00	.04
EAGLE EYE VLPTS			2	26	-24	-92.31	.00	.02
FRUIT BOMB BRGN			2	10	-8	-80.00	.00	.01
DRY CRK MARINER			2	8	-6	-75.00	.00	.01
BV TAPESTRY MRT			2	8	-6	-75.00	.00	.01
THREE OLD V FLD			2	7	-5	-71.43	.00	.01
CH JULIEN B NVA			2	3	-1	-33.33	.00	.00

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

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ALL STATES-1/1/12 - 09/30/12

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
COL TWO VNE V10			2	3	-1	-33.33	.00	.00
OS WNY BSH CLMB			2			.00	.00	.00
B CELLRS 25 NAP			2			.00	.00	.00
THE DOCTOR NAPA			2			.00	.00	.00
STONEST 5TH RDG			2	1	1	100.00	.00	.00
CSM MERTGE 2001			2	1	1	100.00	.00	.00
SIX PRONG			2	1	1	100.00	.00	.00
ECLUSE ENSEMBLE			2		2	100.00	.00	.00
EARTH&VINE MRTG			2		2	100.00	.00	.00
GRASS CUTTER RD			2		2	100.00	.00	.00
JAYSON PROP NAP			2		2	100.00	.00	.00
VERITE LE DESIR			2		2	100.00	.00	.00
DOMINUS EST N V			2		2	100.00	.00	.00
ZACA MESA Z THR			2		2	100.00	.00	.00
JOEL GOTT ALAKA			2		2	100.00	.00	.00
10 KNOTS ATLNTS			1	177	-176	-99.44	.00	.14
EOS FRENCH CONN			1	70	-69	-98.57	.00	.05
CORVIDAE ROOK			1	48	-47	-97.92	.00	.04
SAGELND CAB/MRL			1	20	-19	-95.00	.00	.02
SAWTOOTH SKYLINE			1	17	-16	-94.12	.00	.01
PAHLMEYER PRPTY			1	10	-9	-90.00	.00	.01
RUDD OAKVLE RD			1	9	-8	-88.89	.00	.01
IRON HORSE BDX3			1	6	-5	-83.33	.00	.00
RIVERAERIE FETE			1	5	-4	-80.00	.00	.00
PIROUTTE CL VLY			1	4	-3	-75.00	.00	.00
DI STEFANO MRTG			1	3	-2	-66.67	.00	.00
OWEN ROE ABBOTS			1	2	-1	-50.00	.00	.00
LUNA CANTO RED			1	2	-1	-50.00	.00	.00
TERLATO CARDINL			1	1		.00	.00	.00
SPRNG MT ELIVET			1	1		.00	.00	.00
LARKMEAD FIREBL			1	1		.00	.00	.00
REVELER RED			1		1	100.00	.00	.00
BIALE ZAPPA PRP			1		1	100.00	.00	.00
JUSTIN ORPHAN			1		1	100.00	.00	.00
CARDINALE 3PK			1		1	100.00	.00	.00
ROBERT HALL PR			1		1	100.00	.00	.00
HOOK&LADDER RRV			1		1	100.00	.00	.00
NORD RED CUVEE			1		1	100.00	.00	.00
DAOU 1740 RESRV			1		1	100.00	.00	.00
VINEYARD 518			1		1	100.00	.00	.00
THE CRUSHER RED			1		1	100.00	.00	.00
COCOBN CAL			1		1	100.00	.00	.00
ST CHP SNAKE RV			1		1	100.00	.00	.00
OWEN ROE YAKIMA			1		1	100.00	.00	.00
K-J VN RES MRTG				1252	-1252	-100.00	.00	.96
VIANSA SMPR AVN				111	-111	-100.00	.00	.09
DON'S LODI RED				105	-105	-100.00	.00	.08
SNYDER BIG WOOD				51	-51	-100.00	.00	.04
VOLKR EISLE TRZ				35	-35	-100.00	.00	.03
WINE WRK RADICL				29	-29	-100.00	.00	.02
WOODRIVER MRTGE				29	-29	-100.00	.00	.02
CH JULIEN BRAVU				26	-26	-100.00	.00	.02
LOLONIS LADYBUG				23	-23	-100.00	.00	.02
BRIDLWD ARABSQE				19	-19	-100.00	.00	.01
WATERBRK RD MTN				17	-17	-100.00	.00	.01
NEXT RD BRD COL				11	-11	-100.00	.00	.01
JADE MT RED RHN				10	-10	-100.00	.00	.01
ROAD I MNDOCINO				10	-10	-100.00	.00	.01
LONG MEADOW RH				9	-9	-100.00	.00	.01
TIN ROOF SRH/CB				8	-8	-100.00	.00	.01
CAMRON HUGH 98				8	-8	-100.00	.00	.01
VAGABOND BLEND				8	-8	-100.00	.00	.01
SAGGI COLUMBIA				8	-8	-100.00	.00	.01
VALHALLA CB/SHZ				8	-8	-100.00	.00	.00
HIGHFLYR CNTRLN				8	-8	-100.00	.00	.00
FOGARTY MERITGE				5	-5	-100.00	.00	.00
LANGTRY MERITAG				5	-5	-100.00	.00	.00
CURTIS CRSSROAD				5	-5	-100.00	.00	.00
CHAT L PAWS CTB				5	-5	-100.00	.00	.00
BLACKSTN RUBRIC				5	-5	-100.00	.00	.00
HALL DARWIN RED				4	-4	-100.00	.00	.00
L'AVENTURE OPTM				4	-4	-100.00	.00	.00
MOSBY LCA S BRB				4	-4	-100.00	.00	.00
DESERT WND RUAH				4	-4	-100.00	.00	.00
PREMONITION MSP				4	-4	-100.00	.00	.00
TRACE CAL CB/SZ				4	-4	-100.00	.00	.00
VINDELOCKS SN				4	-4	-100.00	.00	.00
PAGE NAPA RED				4	-4	-100.00	.00	.00
KISSYFISH ROUGE				3	-3	-100.00	.00	.00
BONTERRA MCNAB				3	-3	-100.00	.00	.00
CLAAR CAB/MERLT				3	-3	-100.00	.00	.00
BENZGR RSV SNMA				3	-3	-100.00	.00	.00
SILKWOOD R DUET				3	-3	-100.00	.00	.00
ORIN SWIFT MCHT				3	-3	-100.00	.00	.00
COVEY RN MRL/CB				3	-3	-100.00	.00	.00
BORRA FUSION				3	-3	-100.00	.00	.00
MARQ FATTED OTR				2	-2	-100.00	.00	.00
DI STEFNO DMNCA				2	-2	-100.00	.00	.00
THE 3RD BOTTLE				2	-2	-100.00	.00	.00
LA CAPILLA CLTS				2	-2	-100.00	.00	.00
BACIO DIVINO NV				2	-2	-100.00	.00	.00
FERRIERE RADOUX				2	-2	-100.00	.00	.00
PANDEMONIUM				2	-2	-100.00	.00	.00

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
Q NAPA MERITAGE				2	-2	-100.00	.00	.00
L CLDO PRBLM CH				1	-1	-100.00	.00	.00
GUENOC MERITAGE				1	-1	-100.00	.00	.00
JUSLYN NAPA RED				1	-1	-100.00	.00	.00
ROSBLM PET/SVR				1	-1	-100.00	.00	.00
FALL LNE HRS HV				1	-1	-100.00	.00	.00
CSM ORPHELIN				1	-1	-100.00	.00	.00
TERLATO DEVIL				1	-1	-100.00	.00	.00
COHN SYRH/CB SV				1	-1	-100.00	.00	.00
J LOHR CVEE GFT				1	-1	-100.00	.00	.00
HENDRY NAPA RED				1	-1	-100.00	.00	.00
BV RSRVE DULCET				1	-1	-100.00	.00	.00
PININFARINA V R				1	-1	-100.00	.00	.00
DEEP RED MENDO				1	-1	-100.00	.00	.00
JANKRIS CRSSFRE				1	-1	-100.00	.00	.00
OS WINERY RED				1	-1	-100.00	.00	.00
CLAY ST CB P SR				1	-1	-100.00	.00	.00
BV COASTAL				1	-1	-100.00	.00	.00
GROVE ST TRIAS				1	-1	-100.00	.00	.00
GOODNIGHT MRTGE				1	-1	-100.00	.00	.00
FOUR VNES ANCHY				1	-1	-100.00	.00	.00
THREE LEGGED RD				1	-1	-100.00	.00	.00
TOTAL RED BLND/MRTG			178685	129833	48852	37.63		
BLUSH								
FRANZIA BOX			88661	83785	4876	5.82	60.09	58.56
PETER VLLA FLVD			24596	19456	5140	26.42	16.67	13.60
FRAN VSTA PT BX			15279	15741	-462	-2.94	10.36	11.00
CARLO ROSSI FLV			12222	12587	-365	-2.90	8.28	8.80
LIVINGSTON CLR			2092	6364	-4272	-67.13	1.42	4.45
BULLY HL GROWER			1008	1155	-147	-12.73	.68	.81
BULLY HL L GOAT			908	840	68	8.10	.62	.59
CHADSRD SUNSET			828	961	-133	-13.84	.56	.67
PRESQUE ISL CRK			562	531	31	5.84	.38	.37
BLUE MOUNTAIN			244	207	37	17.87	.17	.14
ARROWHEAD BUFO			222	299	-77	-25.75	.15	.21
NITTANY MOUNTN			192	203	-11	-5.42	.13	.14
INGLNK SUNST BL			172	247	-75	-30.36	.12	.17
FROG HLLW PK NG			130	143	-13	-9.09	.09	.10
WILLIAMSBURG			117	107	10	9.35	.08	.07
BAYOU BLUSH			112	85	27	31.76	.08	.06
SNTSBRY VIN GRS			62	137	-75	-54.74	.04	.10
CLOVER HL HLDAY			40	21	19	90.48	.03	.01
WIEDRKR NIAGRA			38	62	-24	-38.71	.03	.04
BROOKMR T O GSE			20	25	-5	-20.00	.01	.02
BOORDY			14	12	2	16.67	.01	.01
LINGNRE FOX HNT			12	17	-5	-29.41	.01	.01
TOMAHAWK MLL CT			9	5	4	80.00	.01	.00
LLANO ESTACADO			3	6	-3	-50.00	.00	.00
FTZPTRCK DR DRM			1		1	100.00	.00	.00
PEND HUCKLEBERRY				38	-38	-100.00	.00	.03
CHESPKE BL CRAB				35	-35	-100.00	.00	.02
CH MRRST BLS DG				1	-1	-100.00	.00	.00
POST NIAGARA				1	-1	-100.00	.00	.00
TOTAL BLUSH			147544	143071	4473	3.13		
ROSE								
LIVINGSTON RED			17917	19058	-1141	-5.99	27.99	37.64
STTR HM PNK MSC			12144	82	12062	*****	18.97	.16
C ROSSI VIN FLV			11362	11953	-591	-4.94	17.75	23.61
PAUL MASSON AMR			8258	9104	-846	-9.29	12.90	17.98
BLLY HL SW WLTR			5215	4553	662	14.54	8.15	8.99
FOLIE A'DEUX MT			1852	2151	-299	-13.90	2.89	4.25
BAREFOOT PK MSC			1802		1802	100.00	2.81	.00
NISSLEY FANTASY			1182	1407	-225	-15.99	1.85	2.78
SKINNYGIRL CAL			1113		1113	100.00	1.74	.00
BE. FLRTY P MSC			817		817	100.00	1.28	.00
CLINE MRVDR RSE			304	210	94	44.76	.47	.41
MENAGE A TROIS			284	308	-24	-7.79	.44	.61
CHARLES&CHARLES			221	70	151	215.71	.35	.14
A TO Z			188	136	52	38.24	.29	.27
FRN CPL SOFIA			175	174	1	.57	.27	.34
BARBOURSVILLE			157	145	12	8.28	.25	.29
TOAD HLW EYE OF			137	164	-27	-16.46	.21	.32
B DN VN GRS CGR			117		117	100.00	.18	.00
FREY NATURAL			115		115	100.00	.18	.00
CARN CK FLDC VG			80		80	100.00	.12	.00
WINE BY JOE			63	207	-144	-69.57	.10	.41
PALT SUNSET RSE			63		63	100.00	.10	.00
MERRIAM SONOMA			54		54	100.00	.08	.00
ALEX VALLEY DRY			50	5	45	900.00	.08	.01
REINDEER RANCH			45	10	35	350.00	.07	.02
GAGA			39	48	-9	-18.75	.06	.09
FROGS LEAP PINK			32		32	100.00	.05	.00
STUART BIG FIRE			28	29	-1	-3.45	.04	.06
FISHER UNITY			27	73	-46	-63.01	.04	.14
I/M NAPA VALLEY			20	34	-14	-41.18	.03	.07
SOTER NRTH VLLY			20		20	100.00	.03	.00
HEY MAMBO CAL			18		18	100.00	.03	.00
WOLFFER LNG ISL			17		17	100.00	.03	.00
ST SUPERY NP VL			13		13	100.00	.02	.00

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
ALBEMARLE ROSE			10	36	-26	-72.22	.02	.07
SALMON RN RNBOW			9	48	-39	-81.25	.01	.09
CHARITY CASE			9		9	100.00	.01	.00
HOGWASH CAL			9		9	100.00	.01	.00
ALMADN MT NECTR			8	16	-8	-50.00	.01	.03
SWEET TOOTH SWT			8		8	100.00	.01	.00
3 HORSE RNCH RS			6		6	100.00	.01	.00
BLACKBIRD ARRIV			5	12	-7	-58.33	.01	.02
ROSIE RVTR EVGN			5	2	3	150.00	.01	.00
VINUM CELLARS			4		4	100.00	.01	.00
ROSE N/BM P MSC			4		4	100.00	.01	.00
BONTERRA CAL			3	20	-17	-85.00	.00	.04
JOSEFINA SYRAH			3		3	100.00	.00	.00
AZ STNHD DAYTON			2		2	100.00	.00	.00
ZACA MESA Z GRS			1		1	100.00	.00	.00
GALLO FAM BLS/N				272	-272	-100.00	.00	.54
CANDOR				152	-152	-100.00	.00	.30
0 SOUTH NBL SWT				94	-94	-100.00	.00	.19
CONCANNON RIGHT				43	-43	-100.00	.00	.08
3 HORSE RANCH				11	-11	-100.00	.00	.02
VIRGINIA WNRKRS				4	-4	-100.00	.00	.01
COL TWO VNE V10				1	-1	-100.00	.00	.00
COL NELLIES GRD				1	-1	-100.00	.00	.00
SIMI ROSETO SC				1	-1	-100.00	.00	.00
TOTAL ROSE			64015	50634	13381	26.43		
PNK GENRC OTH								
B GRFN SGVS RSE			138	5	133	2660.00	81.18	6.10
LINGANORE MT PK			31	48	-17	-35.42	18.24	58.54
BULLY HL FELCTY			1		1	100.00	.59	.00
ALMDN W ML/CHRS				29	-29	-100.00	.00	35.37
TOTAL PNK GENRC OTH			170	82	88	107.32		
CAB BL/WH CAB								
BRBRSVL CB S BL			66	63	3	4.76	100.00	100.00
TOTAL CAB BL/WH CAB			66	63	3	4.76		
CATAWBA								
JOHNSON EST PNK			2291	1883	408	21.67	41.56	32.19
CLOVER HILL PNK			1952	2258	-306	-13.55	35.41	38.60
PENN-SHORE C P			696	817	-121	-14.81	12.62	13.97
TAYLOR PK CTWBA			564	874	-310	-35.47	10.23	14.94
ST JAMES WN PNK			6	2	4	200.00	.11	.03
MEIERS PINK			3	5	-2	-40.00	.05	.09
GOLD SEAL CTW P			1		1	100.00	.02	.00
MEIERS WHITE				11	-11	-100.00	.00	.19
TOTAL CATAWBA			5513	5850	-337	-5.76		
GRNCH/W GRNCH								
PETER VELLA			14057	9747	4310	44.22	51.69	39.32
FRAN WH GRN BOX			13094	15015	-1921	-12.79	48.15	60.57
DRIN SWIFT D66			15	3	12	400.00	.06	.01
AUSTN HOPE RBLs			13	1	12	1200.00	.05	.00
WRITERS BLOCK			5	9	-4	-44.44	.02	.04
STEVEN KENT LMV			5		5	100.00	.02	.00
BRRL 27 RK HRD			3		3	100.00	.01	.00
B DOON CLS GLRY			2		2	100.00	.01	.00
SPNCR RLSN BLNC			1	1		.00	.00	.00
JC CLRS VENTANA				10	-10	-100.00	.00	.04
CLOS LACHANCE				2	-2	-100.00	.00	.01
MCDOWELL GRNCH				1	-1	-100.00	.00	.00
MILLR WW LK CTY				1	-1	-100.00	.00	.00
ALMADEN WHT BIB				1	-1	-100.00	.00	.00
TOTAL GRNCH/W GRNCH			27195	24791	2404	9.70		
WHITE MERLOT								
SSTR HM WHT MRL			37547	43170	-5623	-13.03	47.39	50.91
BERNGER CAL COL			17787	18528	-741	-4.00	22.45	21.85
FRANZIA WHT MRL			10930	10333	597	5.78	13.79	12.19
GALLO FAM V TWN			9722	9202	520	5.65	12.27	10.85
SUTTER HM 2PACK			2816	1908	908	47.59	3.55	2.25
FORST GLN W MRL			374	414	-40	-9.66	.47	.49
ALMADEN			30	1234	-1204	-97.57	.04	1.46
NEW KENT			29		29	100.00	.04	.00
TOTAL WHITE MERLOT			79235	84789	-5554	-6.55		
WHT ZINFANDEL								
SUTTER HM WHITE			128326	140780	-12454	-8.85	23.82	25.27
BERNGER CAL COL			91612	98276	-6664	-6.78	17.01	17.64
FRANZIA BOX			87193	82117	5076	6.18	16.19	14.74
PETER VELLA			33096	28370	4726	16.66	6.14	5.09
RM WOODBRIDGE			21642	25209	-3567	-14.15	4.02	4.53
BAREFOOT CAL			20787	20123	664	3.30	3.86	3.61
GALLO FAM V TWN			19813	22621	-2808	-12.41	3.68	4.06
FOXHORN			19478	17758	1720	9.69	3.62	3.19
INGLENOOK VNYRD			16693	15465	1228	7.94	3.10	2.78
CORBETT CANYON			12911	15824	-2913	-18.41	2.40	2.84

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ALL STATES-1/1/12 - 09/30/12

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
ALMADEN WHT BIB			11234	11732	-498	-4.24	2.09	2.11
CARLO ROSSI RSV			10325	8378	1947	23.24	1.92	1.50
LIVINGSTON CLLR			8277	9103	-826	-9.07	1.54	1.63
TABLE LEAF			8127	64	8063	*****	1.51	.01
COPPER RIDGE			7292	7911	-619	-7.82	1.35	1.42
VENDANGE			7101	9331	-2230	-23.90	1.32	1.67
SUTTER HM 2PACK			5915	4127	1788	43.32	1.10	.74
OAK LEAF CAL			4597	5365	-768	-14.32	.85	.96
LIBERTY CRK CAL			4498	5030	-532	-10.58	.84	.90
BERINGER 2 PACK			1664	1920	-256	-13.33	.31	.34
ALMADEN CAL BOX			1543	1507	36	2.39	.29	.27
NATHANSON CREEK			1507	2073	-566	-27.30	.28	.37
PAUL MASSON WHT			1383	1765	-382	-21.64	.26	.32
BERINGR LTD RLS			1296	1587	-291	-18.34	.24	.28
TURNING LEAF			1057	1406	-349	-24.82	.20	.25
FETZER CAL			1019	1000	19	1.90	.19	.18
CONCANNON GL CA			918	545	373	68.44	.17	.10
MONTEVINA WHITE			848	751	97	12.92	.16	.13
TISDALE CAL			815	805	10	1.24	.15	.14
SYCAMORE LANE			708	821	-113	-13.76	.13	.15
ALMADEN CALIF			618	3824	-3206	-83.84	.11	.69
PINECROFT CAL			614	462	152	32.90	.11	.08
TRADER JOE'S			540		540	100.00	.10	.00
LA TERRE			515	583	-68	-11.66	.10	.10
FORESTVILLE CAL			433	290	143	49.31	.08	.05
HOMARD			415	175	240	137.14	.08	.03
FIVE OAKS CAL			356	425	-69	-16.24	.07	.08
SALMON CREEK			356	364	-8	-2.20	.07	.07
GOLDEN GATE CAL			323	808	-485	-60.02	.06	.15
TURNING LEAF RS			279	347	-68	-19.60	.05	.06
DONA SOL			257	260	-3	-1.15	.05	.05
BLOSSOM HILL			254	351	-97	-27.64	.05	.06
CANYON ROAD CAL			225	197	28	14.21	.04	.04
BERINGER LVS			209	254	-45	-17.72	.04	.05
COMMOM MAN			208	234	-26	-11.11	.04	.04
G ELLEN PRP SEL			171	173	-2	-1.16	.03	.03
DELICATO WHITE			167	208	-41	-19.71	.03	.04
OAK CREEK CAL			167	147	20	13.61	.03	.03
SOUTHERN PT CAL			154	135	19	14.07	.03	.02
CANYON OAKS			98	95	3	3.15	.02	.02
CLYDES			95	105	-10	-9.52	.02	.02
CRANE LAKE CAL			91	143	-52	-36.36	.02	.03
BUEHLER NPA VLY			60	46	14	30.43	.01	.01
MONDAVI CK WHT			53	186	-133	-71.51	.01	.03
DOMINO			48	2	46	2300.00	.01	.00
REDWOOD CRK CAL			40	449	-409	-91.09	.01	.08
MACARONI GRILL			37	120	-83	-69.17	.01	.02
ALMADEN CASK			33	1013	-980	-96.74	.01	.18
MILLN DL CW BAR			28	14	14	100.00	.01	.00
RH PHILLIPS WHT			24	57	-33	-57.89	.00	.01
COASTAL VNE CAL			18	119	-101	-84.87	.00	.02
SETTLERS CREEK			11	3307	-3296	-99.67	.00	.59
MAD HOUSEWIFE			10	14	-4	-28.57	.00	.00
FOX BROOK CALF			8	11	-3	-27.27	.00	.00
ROUND HILL			7	46	-39	-84.78	.00	.01
FREY ORGANIC			7	7	0	100.00	.00	.00
OAK RDG WH TAIL			5	10	-5	-50.00	.00	.00
CSTL SLMN POINT			3	21	-18	-85.71	.00	.00
BILTMORE			3	2	1	50.00	.00	.00
WINKING OWL			2	2	0	100.00	.00	.00
BEL ARBORS F S			1	5	-4	-80.00	.00	.00
ESTRELLA PR CAL			1	1	0	100.00	.00	.00
COYOTE CREEK			1	1	0	100.00	.00	.00
COPA DI VINO			1	1	0	100.00	.00	.00
KENWOOD			1	1	0	100.00	.00	.00
BRNGR CA CULNRY			1	1	0	100.00	.00	.00
BURLWOOD CLR PR			1	1	0	100.00	.00	.00
MARCLIFF CAL				247	-247	-100.00	.00	.04
MT WASHGTON WHT				13	-13	-100.00	.00	.00
NIGHT HARVEST				11	-11	-100.00	.00	.00
BALSAMS				10	-10	-100.00	.00	.00
CLEAR BOTTLE CA				8	-8	-100.00	.00	.00
LEAPNG HRS LODI				6	-6	-100.00	.00	.00
FOXMOOR CAL				5	-5	-100.00	.00	.00
REDWOOD CRK RES				5	-5	-100.00	.00	.00
HERITAGE				4	-4	-100.00	.00	.00
VAMPIRE PS RBL				3	-3	-100.00	.00	.00
DOUBLE DOG DARE				3	-3	-100.00	.00	.00
MATTHEW FOX CAL				2	-2	-100.00	.00	.00
KENWOOD YULUPA				1	-1	-100.00	.00	.00
CROW CANYON CAL				1	-1	-100.00	.00	.00
TOTAL WHT ZINFANDEL			538624	557088	-18464	-3.31		
PNK VARTL OTH								
M SCRLETT SWT R			567	491	76	15.48	21.53	10.40
PINK TRUCK CAL			515	1892	-1377	-72.78	19.55	40.09
G ELLEN ZIN RSE			494	760	-266	-35.00	18.75	16.11
B DN VN GRS CGR			251	341	-90	-26.39	9.53	7.23
FLK COVE PN RSE			128	70	58	82.85	4.85	1.48
THE CRSHR RS PN			122	324	-202	-66.98	4.63	.00
I'M ROSE NV CAB			107	117	-10	-9.39	4.06	6.87
SWEET BLS SW PK			90	117	-27	-23.08	3.42	2.48

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
BELLE GLS PN BL			56	72	-16	-22.22	2.13	1.53
PINK UMBRELLA			37	60	-23	-38.33	1.40	1.27
FROG LP GRENVLL			36	122	-86	-70.49	1.37	2.59
INDIAN CK WH PN			32	37	-5	-13.51	1.21	.78
LIEB CB FRC RSE			28		28	100.00	1.06	.00
PRNC MCH MLT BL			26	28	-2	-7.14	.99	.59
PDRNCLLI ZIN RS			23	29	-6	-20.69	.87	.61
ACROBAT RSE PNR			23		23	100.00	.87	.00
FORIS R V PN BL			20	40	-20	-50.00	.76	.85
PONZI PN NR RSE			14	9	5	55.56	.53	.19
CLAYHOUSE PINK			13		13	100.00	.49	.00
CASNL BTCDA NRT			12	10	2	20.00	.46	.21
CHRL&CHRL SR RS			9	155	-146	-94.19	.34	3.28
ST CHP SF RS CB			7	20	-13	-65.00	.27	.42
ADELSHM PIN BLC			7	18	-11	-61.11	.27	.38
BUTTERFLY KS PG			6		6	100.00	.23	.00
G FRR P NR ROSE			5	33	-28	-84.85	.19	.70
LWRD CORL P N B			4	3	1	33.33	.15	.06
ETUDE CN PN RSE			1	22	-21	-95.45	.04	.47
LAETITIA PN BLC			1		1	100.00	.04	.00
BIG HOUSE PINK				53	-53	-100.00	.00	1.12
WRIGHT K PIN BL				5	-5	-100.00	.00	.11
FDDLHD PNK FDLE				4	-4	-100.00	.00	.08
VISION GR/SV/RS				2	-2	-100.00	.00	.04
FOUR GRCS PN BL				1	-1	-100.00	.00	.02
SELBY RSE SYRAH				1	-1	-100.00	.00	.02
TOTAL PNK VARTL OTH			2634	4719	-2085	-44.18		
CHABLIS								
CARLO ROSSI			44298	43421	877	2.02	30.37	27.97
FRAN O WLD CLSC			31781	31713	68	.21	21.79	20.43
PETER VELLA			21749	20281	1468	7.24	14.91	13.06
LIVINGSTON CLLR			17357	18307	-950	-5.19	11.90	11.79
ALMADN MT WH BX			17274	20927	-3653	-17.46	11.84	13.48
FRANZIA			5869	6031	-162	-2.69	4.02	3.88
PAUL MASSON AMR			5766	9814	-4048	-41.25	3.95	6.32
INGLENOOK VNYRD			1478	1561	-83	-5.32	1.01	1.01
TAYLOR CNTY CEL			167	402	-235	-58.46	.11	.26
EMERALD GLEN			105	10	95	950.00	.07	.01
CRIBARI BOX			7		7	100.00	.00	.00
ALMDN GOLDN BOX			4	51	-47	-92.16	.00	.03
ALMADN MNT WHT			3	140	-137	-97.86	.00	.09
CHATEAU LUZERNE			1	2568	-2567	-99.96	.00	1.65
CRIBARI MNT WHT				34	-34	-100.00	.00	.02
TOTAL CHABLIS			145859	155260	-9401	-6.06		
RHINE								
FRANZIA CRSP BX			52676	49489	3187	6.44	55.98	51.71
ALMDN MT BAG BX			18617	20720	-2103	-10.15	19.79	21.65
RHINE PK ROSSI			11739	12652	-913	-7.22	12.48	13.22
FRANZIA TAP			8531	9851	-1320	-13.40	9.07	10.29
LIVINGSTON CLLR			1534	1588	-54	-3.40	1.63	1.66
ALMADEN MNT WHT			778	876	-98	-11.19	.83	.92
INGLENOOK VNYRD			96	103	-7	-6.80	.10	.11
P MASSON RHCSTL			66	336	-270	-80.36	.07	.35
P MASSON EM DRY			58	80	-22	-27.50	.06	.08
ALMADEN MT CASK				4	-4	-100.00	.00	.00
TOTAL RHINE			94095	95699	-1604	-1.68		
WHT GENRC OTH								
HAZLITT WHT CAT			6520	4923	1597	32.44	27.37	23.15
TAYLOR LK SFT W			3095	2748	347	12.63	12.99	12.92
MAZZA NIAGRA WH			2644	2425	219	9.03	11.10	11.41
TAYLOR LAKE C W			1725	3346	-1621	-48.45	7.24	15.74
CHADDSFORD NGRA			1282	1330	-48	-3.61	5.38	6.26
CUPCAKE ANGL CA			1080		1080	100.00	4.53	.00
CLOVR HL NIAGRA			952	1135	-183	-16.12	4.00	5.34
BULLY HILL GOAT			830	642	188	29.28	3.48	3.02
WOODBRD SWT WHT			739		739	100.00	3.10	.00
WLMSBRG GOV WH			595	741	-146	-19.70	2.50	3.49
NISSLEY NIAGARA			521	580	-59	-10.17	2.19	2.73
NISSLEY RHAPSDY			312	339	-27	-7.96	1.31	1.59
LIMERICK CUVEE			269		269	100.00	1.13	.00
FRANZIA CRSP WH			255	289	-34	-11.76	1.07	1.36
FREY NATURAL			249	329	-80	-24.32	1.05	1.55
RICH WIR WHITE			249	212	37	17.45	1.05	1.00
HAZLITT WH STAG			241	134	107	79.85	1.01	.63
BONTERRA MNDNCNO			234	5	229	4580.00	.98	.02
TURNG LF RF CRP			215		215	100.00	.90	.00
CH MRRSTT S LRL			212	223	-11	-4.93	.89	1.05
SYCAMORE LANE			164	234	-70	-29.91	.69	1.10
CH MRRSTT DG BLU			111	101	10	9.90	.47	.48
CSTLE CK UINTAH			109	156	-47	-30.13	.46	.73
OAK CREEK SW WH			108	132	-24	-18.18	.45	.62
NITTANY MOUNTN			106	116	-10	-8.62	.45	.55
GREEN FIN			105		105	100.00	.44	.00
LINGANORE MT WH			99	132	-33	-25.00	.42	.62
SUSTAINABLE MEN			73	192	-119	-61.98	.31	.90
MAD HSWF SWT WH			70	10	60	600.00	.29	.05
MAZZA VIDAL BLC			68	55	13	23.64	.29	.26

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

ALL STATES-1/1/12 - 09/30/12

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
INSOMNIA			68		68	100.00	.29	.00
VENDANGE SWT CA			57		57	100.00	.24	.00
TURNG LF RF SWT			51		51	100.00	.21	.00
LINGANRE TRRAPN			45	46	-1	-2.17	.19	.22
NITTANY MT MIST			44	46	-2	-4.35	.18	.22
BULLY HL WALTER			43	93	-50	-53.76	.18	.44
WIEDRKR NIAGRA			41	167	-126	-75.45	.17	.79
MURRTA WLL WHIP			37		37	100.00	.16	.00
MURRTA WLL VNDM			28	23	5	21.74	.12	.11
KENWOOD WHITE			24	57	-33	-57.89	.10	.27
BARBRVLL PHLEO			21	16	5	31.25	.09	.08
OAK LEAF SWT WH			16		16	100.00	.07	.00
TWODOG C C WHT			14	20	-6	-30.00	.06	.09
PHLP CRT GV VBL			9	3	6	200.00	.04	.01
LE BELLE VIE			8	15	-7	-46.67	.03	.07
KESSER NIAGARA			8	11	-3	-27.27	.03	.05
KUMBAYA CAL			8	10	-2	-20.00	.03	.05
BLLY HL SW WLTR			8	3	5	166.67	.03	.01
GAGA BLANC			8		8	100.00	.03	.00
TAYLOR LAKE C G			6	4	2	50.00	.03	.02
PONZI ARNEIS			5	7	-2	-28.57	.02	.03
CHAT LA SALLE			5	3	2	66.67	.02	.01
SWEET TOOTH SWT			5		5	100.00	.02	.00
BRASSFIELD SRNT			4	34	-30	-88.24	.02	.16
ST JAME VLT WHT			4	1	3	300.00	.02	.00
ARGNT FRG RBT W			4	1	3	300.00	.02	.00
MACARONI GRILL			3	82	-79	-96.34	.01	.39
BULLY HL FSHMKT			3	6	-3	-50.00	.01	.03
DUCARD GBSN HLW			3		3	100.00	.01	.00
TAMANEND HNYSKI			2	8	-6	-75.00	.01	.04
BULLY HL LGTHSE			1	7	-6	-85.71	.00	.03
OAK KNOLL NIAGR			1	2	-1	-50.00	.00	.01
MILLBROOK TOCAI			1		1	100.00	.00	.00
FLORA SPG SOLQY			1		1	100.00	.00	.00
ROCKBRDG ST MRY			1		1	100.00	.00	.00
CHESPKE BL CRAB				50	-50	-100.00	.00	.24
BILTMORE CENTRY				12	-12	-100.00	.00	.06
WIDMER L NGR WH				2	-2	-100.00	.00	.01
FLORA SPG TRLGY				2	-2	-100.00	.00	.01
INCOGNITO				1	-1	-100.00	.00	.00
ALMADN CHBLS RS				1	-1	-100.00	.00	.00
TOTAL WHT GENRC OTH			238 19	2 1262	2557	12.03		
PN GRIS/GRGIO								
BAREFOOT CAL			95061	84538	10523	12.45	21.45	22.23
FISHEYE			42486	43652	-1166	-2.67	9.59	11.48
RM WOODBG P GRG			35945	26076	9869	37.85	8.11	6.86
SUTTR HM PN GRG			22299	20631	1668	8.08	5.03	5.42
BOTA BOX CAL			21031	15575	5456	35.03	4.75	4.10
BLACK BOX CAL			14266	9578	4688	48.95	3.22	2.52
HRM REX GOLIATH			13132	13651	-519	-3.80	2.96	3.59
BRNGR PN GRG PV			11192	10269	923	8.99	2.53	2.70
TURNG LF PN GRG			10716	9585	1131	11.80	2.42	2.52
TABLE LEAF			9149	31	9118	*****	2.06	.01
CONCAN GL P GRG			8620	9125	-505	-5.53	1.95	2.40
VENDANGE PN GRG			8079	6211	1868	30.08	1.82	1.63
CRBT CNYN P GRG			7992	6706	1286	19.18	1.80	1.76
THE NAKED GRAPE			7341	3563	3778	106.03	1.66	.94
OAK LEAF CAL			6314	6327	-13	-2.1	1.42	1.66
GALLO FAM TV CA			5899	3896	2003	51.41	1.33	1.02
STONE CLR CAL			5797	6386	-589	-9.22	1.31	1.68
MONDAVI CK CAL			4550	4033	517	12.82	1.03	1.06
SUTTER HM 2PACK			4394	2853	1541	54.01	.99	.75
R MNDV PS P GRG			4200	3368	832	24.70	.95	.89
GALLO TV PN GRG			3880	3279	601	18.33	.88	.86
C D BOIS PN GRG			3638	3568	70	1.96	.82	.94
LIBERTY CRK CAL			3609	1572	2037	129.58	.81	.41
TWISTED PIG CAL			3399	2660	739	27.78	.77	.70
FRN CPL PRS BNC			3394	3240	154	4.75	.77	.85
SIMPLY NAKED CA			3303	1529	1774	116.02	.75	.40
ALMADEN CALIF			3210	1408	1802	127.98	.72	.37
THREE THV BANDT			3076	2239	837	37.38	.69	.59
FLIP FLOP CAL			3058	531	2527	475.89	.69	.14
MIRASSOU CAL			2871	2980	-109	-3.66	.65	.78
MIDDLE SIS DRMA			2686	377	2309	612.47	.61	.10
ESTANCIA PN GRG			2459	3107	-648	-20.86	.55	.82
LITTLE BL DRESS			2218	2370	-152	-6.41	.50	.62
REDWD CRK P GRG			2165	2582	-417	-16.15	.49	.68
BRNGR FNDRS EST			2161	1830	331	18.09	.49	.48
STERLNG VNT COL			2077	1716	361	21.04	.47	.45
KING ESTATE			2067	2179	-112	-5.14	.47	.57
SMOKING LOON			2010	2166	-156	-7.20	.45	.57
CRANE LAKE CAL			1983	1872	111	5.93	.45	.49
ACROBAT OREGON			1703	1155	548	47.45	.38	.30
A TO Z OREGON			1578	1318	260	19.73	.36	.35
BERINGR CAL COL			1563	1452	111	7.64	.35	.38
TISDALE CAL			1556	1364	192	14.08	.35	.36
CELLAR NO 8 CAL			1531	752	779	103.59	.35	.20
MONTEVINA P GRG			1462	1430	32	2.24	.33	.38
CONCANNON CC			1441	1550	-109	-7.03	.33	.41
TRADER JOE'S			1440		1440	100.00	.32	.00
3 BLIND MOOSE			1309	1725	-416	-24.12	.30	.45

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

ALL STATES-1/1/12 - 09/30/12

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
FRANCS CPPLA DS			1262	1088	174	15.99	.28	.29
GNARLY HEAD CAL			1261	1267	-6	-.47	.28	.33
ELK COVE PN GRS			1223	1455	-232	-15.95	.28	.38
SALMON CREEK			1200	1213	-13	-1.07	.27	.32
SYCAMORE LN CAL			1142	1134	8	.71	.26	.30
BOHEMIAN HWY CA			1081	1709	-628	-36.75	.24	.45
BIG HOUSE BRDMN			1071	1049	22	2.10	.24	.28
FAT CAT CAL			1029	1265	-236	-18.66	.23	.33
FIRESTEED P GRS			1029	695	334	48.06	.23	.18
GEYSER PEAK CAL			974	431	543	125.99	.22	.11
BANDIT CAL			939	750	189	25.20	.21	.20
CSM PNT GRIS CV			872	684	188	27.49	.20	.18
REDTREE CAL			855	818	37	4.52	.19	.22
BE BRIGHT CAL			832		832	100.00	.19	.00
CANYON ROAD CAL			818	417	401	96.15	.18	.11
TERRA D'ORO SB			778	582	196	33.68	.18	.15
FIRESTONE DSCVRS			748		748	100.00	.17	.00
FIVE OAKS CAL			726	658	68	10.33	.16	.17
FETZER CAL			725	2479	-1754	-70.75	.16	.65
LIVINGSTON CLLR			721	359	362	100.84	.16	.09
COL GRND ESTATE			713	470	243	51.70	.16	.12
LUNA PNT GRIGIO			692	426	266	62.44	.16	.11
COPPER RDG CAL			674	441	233	52.83	.15	.12
WLLMTTE PN GRIS			673	570	103	18.07	.15	.15
FRANZIA			645	416	229	55.05	.15	.11
GOLDEN GATE CAL			635	1511	-876	-57.97	.14	.40
MCMANIS PNT GRG			613	744	-131	-17.61	.14	.20
COMMON MAN			520	197	323	163.96	.12	.05
ECHOLON NAPA VL			505	343	162	47.23	.11	.09
CHILL OUT CALIF			501	677	-176	-26.00	.11	.18
STE GENEVIEVE			451	538	-87	-16.17	.10	.14
BARBRVL PNT GRG			401	345	56	16.23	.09	.09
MCMRRY RCH P GR			379	747	-368	-49.26	.09	.20
PARDUCCI CAL			363		363	100.00	.08	.00
CLYDES			361	368	-7	-1.90	.08	.10
J RSSN RVR VLLY			345	375	-30	-8.00	.08	.10
BENTON-LANE			337	175	162	92.57	.08	.05
PEPPRWD G P GRG			333	431	-98	-22.74	.08	.11
ADELSHM PNT GRS			329	344	-15	-4.36	.07	.09
BLACKSTONE CAL			310	578	-268	-46.37	.07	.15
HOGUE FRUIT FWD			309	163	146	89.57	.07	.04
ENTWINE CAL			309	94	215	228.72	.07	.02
STUART BIG FIRE			299	249	50	20.08	.07	.07
ERATH EV PN GRS			296	287	9	3.14	.07	.08
OAK CREEK CAL			283	276	7	2.54	.06	.07
DELICATO PN GRG			281	206	75	36.41	.06	.05
MOTOS LIBERTY			273	216	57	26.39	.06	.06
DOMINO			264	4	260	6500.00	.06	.00
FOXHORN PN GRGO			256	347	-91	-26.22	.06	.09
TAMAS EST PN GR			254	430	-176	-40.93	.06	.11
MERIDN P GRG CA			245	558	-313	-56.09	.06	.15
CYCLE GLADTR CA			232	214	18	8.41	.06	.06
90+CLR LOT16 NP			210	439	-229	-52.16	.05	.12
BACKHOUSE CALIF			210	147	63	42.86	.05	.04
TIMBERWOOD CAL			205	311	-106	-34.08	.05	.08
PINOT EVIL CAL			181	318	-137	-43.08	.04	.08
PONZI PINOT GRS			180	206	-26	-12.62	.04	.05
EYRIE PNT GRIS			158	151	7	4.64	.04	.04
DUCK POND P GRS			153	144	9	6.25	.04	.04
IVN TMAS PN GRG			150	118	32	27.12	.03	.03
MONTINORE P GRS			148	1805	-1657	-91.80	.03	.47
COL TWO VINES			142	105	37	35.24	.03	.03
CLOVR HLL P GRG			141	134	7	5.22	.03	.04
CLINE PINOT GRS			129	47	82	174.47	.03	.01
3 HORSE RANCH			123	139	-16	-11.51	.03	.04
FOREST GLN B SL			118	400	-282	-70.50	.03	.11
FERARI-CRNO RRV			117	164	-47	-28.66	.03	.04
CHDSFRD PN GRIG			117	103	14	13.59	.03	.03
MENAGE A TRS MC			117		117	100.00	.03	.00
FRANCS CPPLA DC			115	8	107	1337.50	.03	.00
DOUBLE DECK CAL			115		115	100.00	.03	.00
TRINTY OAK PN G			114	37	77	208.11	.03	.01
OAK GROVE			113	124	-11	-8.87	.03	.03
DOUGLASS HL CAL			107	191	-84	-43.98	.02	.05
COOPER MT P GRG			98	51	47	92.16	.02	.01
ESTRELLA PR CAL			93	99	-6	-6.06	.02	.03
CHEHLM P GRS ES			89	82	7	8.54	.02	.02
COPA DI VINO			84	25	59	236.00	.02	.01
TERLATO RSN RVR			83	2575	-2492	-96.78	.02	.68
FLAME LILY CAL			80		80	100.00	.02	.00
RASCAL			76	79	-3	-3.80	.02	.02
FOX BROOK CALF			69	12	57	475.00	.02	.00
MENAGE A TRS CA			67		67	100.00	.02	.00
ANNE AMIE WILLM			64	92	-28	-30.43	.01	.02
WILLOW CREST			59	47	12	25.53	.01	.01
SDDLEBACK P GRG			56	60	-4	-6.67	.01	.02
PEDIGRIS			56		56	100.00	.01	.00
IRIS			56		56	100.00	.01	.00
CANVAS CALIF			55	17	38	223.53	.01	.00
ARTISAN CAL			51	60	-9	-15.00	.01	.02
CHATTER CREEK			50	39	11	28.21	.01	.01
OAK RIDGE GNRLD			47	19	28	147.37	.01	.00
MILBRANDT TRDTN			46		46	100.00	.01	.00

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

ALL STATES-1/1/12 - 09/30/12

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
MORGAN R&D FRSC			43	32	11	34.38	.01	.01
VENETIAN MOON			43		43	100.00	.01	.00
LANGE WLLMTE VY			42	49	-7	-14.29	.01	.01
MERCER YAKIMA			42	40	2	5.00	.01	.01
VAMPIRE CALF			42	22	20	90.91	.01	.01
C SMITH VINO			40		40	100.00	.01	.00
SWANSON			39	53	-14	-26.42	.01	.01
LONG LAKE CAL			35	188	-153	-81.38	.01	.05
WINE BY JOE			31		31	100.00	.01	.00
WHITE TRUCK CAL			30	57	-27	-47.37	.01	.01
SEGHESIO PN GRG			29	62	-33	-53.23	.01	.02
LOREDONA MONTRY			29	41	-12	-29.27	.01	.01
THE BIG GRN BOX			27	223	-196	-87.89	.01	.06
KNG EST P GR DM			24	75	-51	-68.00	.01	.02
KNG EST VN GLCE			24	34	-10	-29.41	.01	.01
SWEET CHEEKS			24		24	100.00	.01	.00
CLMBIA PNT GRIS			23	35	-12	-34.29	.01	.01
FRN CPL EMERALD			21	45	-24	-53.33	.01	.01
CH JULIEN BR SL			20	39	-19	-48.72	.00	.01
CARMEL ROAD			20	13	7	53.85	.00	.00
SOKL BLSR P GRS			18	42	-24	-57.14	.00	.01
BILTMORE AMERCN			18		18	100.00	.00	.00
CASTLE RK P GRS			17	85	-68	-80.00	.00	.02
WILLKNZIE P GRS			17	27	-10	-37.04	.00	.01
HOGUE PINOT GRG			17	22	-5	-22.73	.00	.01
BRASSFIELD EST			16		16	100.00	.00	.00
99 VINES			14		14	100.00	.00	.00
SALMON RUN			13	1	12	1200.00	.00	.00
SPRUCE GOOSE EV			12	61	-49	-80.33	.00	.02
JENICA PEAK CST			12	28	-16	-57.14	.00	.01
J CALIFORNIA			12	27	-15	-55.56	.00	.01
DAEDALUS CELLRS			12	8	4	50.00	.00	.00
ALMA ROSA S BRB			11	51	-40	-78.43	.00	.01
SORVINO ACT ONE			11	40	-29	-72.50	.00	.01
VENDANGE TETRA			11	22	-11	-50.00	.00	.01
INGLENOOK VY CA			11	9	2	22.22	.00	.00
BRNGR SC CUL CL			10	15	-5	-33.33	.00	.00
CLOUDLINE P GRS			9	333	-324	-97.30	.00	.09
ETUDE CARNEROS			9	16	-7	-43.75	.00	.00
O'REILLY PN GRS			8	22	-14	-63.64	.00	.01
HOWLNG MOON LOD			8	10	-2	-20.00	.00	.00
AIRLIE WLLAMTTE			8	7	1	14.29	.00	.00
MAGGIO PNT GRGO			8		8	100.00	.00	.00
HANDLEY HELLUVA			8		8	100.00	.00	.00
BELLA REGZA CAL			7	11	-4	-36.36	.00	.00
JOEL GOTT ORGN			7	3	4	133.33	.00	.00
J WINE PIN GRIS			7	2	5	250.00	.00	.00
CASTLE RK P GRG			7	2	5	250.00	.00	.00
KDL-JKSN GR RSV			7		7	100.00	.00	.00
BERINGR CAL 4PK			7		7	100.00	.00	.00
COASTAL VNE CAL			6	6		.00	.00	.00
HAHN NICKY HAHN			6		6	100.00	.00	.00
MRPHY-GOODE CAL			5	27	-22	-81.48	.00	.01
MERIDN P GRG MC			5	9	-4	-44.44	.00	.00
SILVAN RG P GRS			5	7	-2	-28.57	.00	.00
BUTTERFLY KS CA			5		5	100.00	.00	.00
GALLO SNM P GRS			4	375	-371	-98.93	.00	.10
PEPI OREGON			4	24	-20	-83.33	.00	.01
FRN CPL ENCYCLP			4	13	-9	-69.23	.00	.00
TALUS CAL P GRG			4	11	-7	-63.64	.00	.00
EOLA HLL PN GRS			4	10	-6	-60.00	.00	.00
FOREFRONT			4		4	100.00	.00	.00
ROSE/N'BLUM CAL			4		4	100.00	.00	.00
SEAGLASS S BARB			4		4	100.00	.00	.00
FRN CPL/BSTR GL			4		4	100.00	.00	.00
TWIN FIN CAL			3	50	-47	-94.00	.00	.01
BV COASTAL			3	7	-4	-57.14	.00	.00
VAMPIRE PS RBL			3	3		.00	.00	.00
PNTHR CRK P GRS			3	2	1	50.00	.00	.00
MERIDIAN PN GRS			3		3	100.00	.00	.00
COSENTINO			2	39	-37	-94.87	.00	.01
KENWOOD PN GRIS			2	16	-14	-87.50	.00	.00
FIRESTONE DSCVR			2	9	-7	-77.78	.00	.00
FIDDLE CREEK			2	5	-3	-60.00	.00	.00
OAK KNOLL PN GR			2	2		.00	.00	.00
BLACK OAK P GRG			2	1	1	100.00	.00	.00
PACIFIC CRST CC			2	1	1	100.00	.00	.00
ECHELON SPC REL			2		2	100.00	.00	.00
COL HORSE HV H3			2		2	100.00	.00	.00
FIVE RIVERS			1	9	-8	-88.89	.00	.00
RIVERAIRE CLMB			1	8	-7	-87.50	.00	.00
J SONOMA			1	6	-5	-83.33	.00	.00
NAVARRO PN GRIS			1	4	-3	-75.00	.00	.00
ARROW CRK PN GR			1	4	-3	-75.00	.00	.00
ESTRELLA PN GRG			1		1	100.00	.00	.00
BEARBOAT				502	-502	-100.00	.00	.13
WILD HARE CAL				43	-43	-100.00	.00	.01
CLEAR BTL P GRG				12	-12	-100.00	.00	.00
RABBIT RIDGE				11	-11	-100.00	.00	.00
L FMGLA PNT GRG				11	-11	-100.00	.00	.00
WM KNUSSL P GRS				10	-10	-100.00	.00	.00
D GEHRS SNT BRB				9	-9	-100.00	.00	.00
BROWNSTN PN GRG				8	-8	-100.00	.00	.00

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

ALL STATES-1/1/12 - 09/30/12

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
BELLE VALLEE					8	-8	-100.00	.00
SERA FINA P GRG					7	-7	-100.00	.00
CAMELOT CAL					6	-6	-100.00	.00
NEWMAN OWN CAL					5	-5	-100.00	.00
MANDOLINA PN GR					5	-5	-100.00	.00
GNARLED VN LODI					4	-4	-100.00	.00
REX HILL PN GRS					4	-4	-100.00	.00
PROMSQOUS P GRG					4	-4	-100.00	.00
BETHL HTS P GRS					4	-4	-100.00	.00
SAWTOOTH PN GRS					4	-4	-100.00	.00
TAZ PINOT GRIS					3	-3	-100.00	.00
VINAVERA UNOAK					3	-3	-100.00	.00
MAYSARA					3	-3	-100.00	.00
WESTREY					2	-2	-100.00	.00
VAN RUITEN LODI					2	-2	-100.00	.00
BOCCE CAL					1	-1	-100.00	.00
COVEY RUN					1	-1	-100.00	.00
B LOVELY WASH					1	-1	-100.00	.00
CHALK HL PN GRS					1	-1	-100.00	.00
SOIREE					1	-1	-100.00	.00
TOTAL PN GRIS/GRGIO			443186	380321	62865	16.53		
CHARDONNAY								
RM WOODBRIDGE			119007	111783	7224	6.46	8.36	8.29
BAREFOOT CAL			78990	80728	-1738	-2.15	5.55	5.99
KNDL-JKSN VN RS			76534	71605	4929	6.88	5.38	5.31
FRANZIA BOX			75299	64448	10851	16.84	5.29	4.78
SUTTER HOME			58100	56863	1237	2.18	4.08	4.22
CORBETT CANYON			43435	40213	3222	8.01	3.05	2.98
ALMADEN CAL BOX			40861	36973	3888	10.52	2.87	2.74
C D BOIS NC			35361	35930	-569	-1.58	2.48	2.67
FOXHORN			35107	30100	5007	16.63	2.47	2.23
PETER VELLA			32508	30876	1632	5.29	2.28	2.29
FISHEYE			31589	33774	-2185	-6.47	2.22	2.51
VENDANGE			25649	34306	-8657	-25.23	1.80	2.54
CONCANNON GL CA			24805	26770	-1965	-7.34	1.74	1.99
BLACK BOX MNTRY			23510	16749	6761	40.37	1.65	1.24
CARLO ROSSI			22596	18843	3753	19.92	1.59	1.40
STONE CELLARS			22109	22669	-560	-2.47	1.55	1.68
LIBERTY CRK CAL			21676	14425	7251	50.27	1.52	1.07
CUPCAKE C COAST			20559	18656	1903	10.20	1.44	1.38
FETZER CAL			19878	20447	-569	-2.78	1.40	1.52
BRNGR FNDRS EST			18335	15955	2380	14.92	1.29	1.18
TURNING LEAF			17183	17968	-785	-4.37	1.21	1.33
R MNDVI PVT SEL			16564	16521	43	.26	1.16	1.23
HRM REX-GOLIATH			16248	16392	-144	-.88	1.14	1.22
COPPER RIDGE			15856	15839	17	.11	1.11	1.17
GALLO FAM V TWN			15643	13521	2122	15.69	1.10	1.00
CSM COL VALLEY			14512	12034	2478	20.59	1.02	.89
MONDAVI CK CHRD			14361	15199	-838	-5.51	1.01	1.13
BOTA BOX CAL			13468	10188	3280	32.19	.95	.76
TABLE LEAF CAL			13271	10436	2835	27.17	.93	.77
LIVINGSTON CLLR			13210	13424	-214	-1.59	.93	1.00
BOGLE CHARDONNY			10732	10081	651	6.46	.75	.75
LA CREMA SN CST			10564	8637	1927	22.31	.74	.64
COL TWO VINES			10353	11261	-908	-8.06	.73	.84
REDWOOD CREEK			10294	10098	196	1.94	.72	.75
TOASTED HEAD			9911	9490	421	4.44	.70	.70
NATHANSON CREEK			9440	11530	-2090	-18.13	.66	.86
J LHR RVRSTN CH			9244	8031	1213	15.10	.65	.60
SNMA CUTRER RRV			8509	7600	909	11.96	.60	.56
STERLING VNT COL			8305	7724	581	7.52	.58	.57
INGLENOOK CASK			7467	6378	1089	17.07	.52	.47
OAK LEAF CAL			6879	7708	-829	-10.76	.48	.57
MIRASSOU C CST			6726	6460	266	4.12	.47	.48
MERIDIAN S BARB			6702	9584	-2882	-30.07	.47	.71
SMOKING LOON			6241	6451	-210	-3.26	.44	.48
KENWOOD SONOMA			6052	5917	135	2.28	.43	.44
TISDALE CAL			5845	7076	-1231	-17.40	.41	.52
CH S JEAN SN CH			5772	6441	-669	-10.39	.41	.48
HESS SELECT			5717	5202	515	9.90	.40	.39
CRANE LAKE CHRD			5647	5674	-27	-.48	.40	.42
FRANCS CPPLA DS			5527	6011	-484	-8.05	.39	.45
SIMI CHARDONNAY			5469	4666	803	17.21	.38	.35
BERINGR CAL COL			5426	5259	167	3.18	.38	.39
MACMRRY RNC SNM			4746	454	4292	945.37	.33	.03
KNDL-JKSN AVANT			4498	2512	1986	79.06	.32	.19
INGLENOOK VNYDS			4434	3838	596	15.53	.31	.28
SUTTER HM 2PACK			4391	2853	1538	53.91	.31	.21
GALLO FAM TV SW			4169	2303	1866	81.02	.29	.17
J LOHR MONTEREY			4140	4325	-185	-4.28	.29	.32
BONTERRA			4140	4068	72	1.77	.29	.30
R STRNG SNM CTY			4012	4861	-849	-17.47	.28	.36
FREI BROTHER RR			4006	3088	918	29.73	.28	.23
THE NAKED GRAPE			3941	1940	2001	103.14	.28	.14
COL GRND ESTATE			3816	3695	121	3.27	.27	.27
BV COASTAL			3733	4187	-454	-10.84	.26	.31
X WNRV NRTH CST			3481	2375	1106	46.57	.24	.18
LA MERIKA C C			3422		3422	100.00	.24	.00
SIMPLY NAKED CA			3293	1356	1937	142.85	.23	.10
EDNA VLLY PARGN			3115	1496	1619	108.22	.22	.11
KDL-JKSN GR RSV			3087	3331	-244	-7.33	.22	.25

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
HOGUE GENESIS			3067	3	3064	*****	.22	.00
HAYES VALLEY VY			3058	7	3051	*****	.21	.00
MENDOCINO VNYD			3022		3022	100.00	.21	.00
A BY ACACIA CAL			2696	2342	354	15.12	.19	.17
GNARLY HEAD CAL			2659	2678	-19	- .71	.19	.20
C D BOIS RUS RV			2558	2619	-61	-2.33	.18	.19
SYCAMORE LANE			2502	2423	79	3.26	.18	.18
MARK WEST SNOMA			2493	1631	862	52.85	.18	.12
ESTANCIA MONTRY			2486	3281	-795	-24.23	.17	.24
CONCANNON CC			2478	2873	-395	-13.75	.17	.21
STERLING CHARD			2468	2078	390	18.77	.17	.15
ESTANCIA ALEX V			2282	2001	281	14.04	.16	.15
MONTHAVEN CSTAL			2213	3571	-1358	-38.03	.16	.26
DONA SOL			2197	2622	-425	-16.21	.15	.19
MENAGE A TROIS			2172	2235	-63	-2.82	.15	.17
MERIDIAN CAL			2142	857	1285	149.94	.15	.06
BERINGER CHARD			2136	2157	-21	- .97	.15	.16
TAZ SANTA BRBRA			2013		2013	100.00	.14	.00
WILD HORSE CC			1995	1821	174	9.56	.14	.14
TWISTED CHR CAL			1985	511	1474	288.45	.14	.04
SNMA CUTRER S C			1972	1784	188	10.54	.14	.13
BUEHLER RSSN RV			1933	873	1060	121.42	.14	.06
HOGUE			1923	2588	-665	-25.70	.14	.19
TRADER JOE'S			1859		1859	100.00	.13	.00
WLLM HLL EST NP			1828	1110	718	64.68	.13	.08
WLLM HLL EST CC			1809	1077	732	67.97	.13	.08
LA TERRE			1803	1559	244	15.65	.13	.12
FLIP FLOP CAL			1803	702	1101	156.84	.13	.05
CANYON ROAD CAL			1802	1322	480	36.31	.13	.10
R STRNG CHLK HL			1773	1571	202	12.86	.12	.12
ST JEAN RBT YNG			1771	95	1676	1764.21	.12	.01
NIGHT HARVEST			1751	5522	-3771	-68.29	.12	.41
VALLEY OF MOON			1745	32	1713	5353.13	.12	.00
CELLAR NO 8 CAL			1714	1952	-238	-12.19	.12	.14
CAKEBREAD CHARD			1711	1225	486	39.67	.12	.09
FERRARI-CARANO			1691	2050	-359	-17.51	.12	.15
WENTE CHARDONNY			1682	1209	473	39.12	.12	.09
LITTLE BL DRESS			1564	1823	-259	-14.21	.12	.14
ROUND HILL CHR			1512	1404	108	7.69	.11	.10
BLACKSTONE MNTY			1474	1111	363	32.67	.10	.08
FRN CP VORTE CA			1425	190	1235	650.00	.10	.01
PEPPERWOOD GRVE			1417	914	503	55.03	.10	.07
ST CHP CNYN CHR			1410	1742	-332	-19.06	.10	.13
PINECROFT CAL			1375	1027	348	33.89	.10	.08
SALMON CREEK			1360	1647	-287	-17.43	.10	.12
SEBASTIANI SC			1351	905	446	49.28	.09	.07
STEVEN KENT C C			1319	4	1315	*****	.09	.00
LAYER CAKE VRGN			1315	598	717	119.90	.09	.04
SNAP DRAGON CAL			1301	2135	-834	-39.06	.09	.16
GEYSER PK ALX V			1300	2107	-807	-38.30	.09	.16
DELICATO CHRDNV			1297	1326	-29	-2.19	.09	.10
BIG HOUSE UNCHN			1278	19	1259	6626.32	.09	.00
FORESTVILLE CAL			1268	1284	-16	-1.25	.09	.10
FRANCISCAN NAPA			1261	952	309	32.46	.09	.07
RM WOODBRG OAK			1249	959	290	30.24	.09	.07
CAMBRIA KATHRNE			1235	879	356	40.50	.09	.07
ST FRANCIS SNMA			1221	1651	-430	-26.04	.09	.12
ROMBAUER CARNRS			1203	1340	-137	-10.22	.08	.10
DE LOACH SON CV			1202	1403	-201	-14.33	.08	.10
KDL-JKSN SP SEL			1196	1143	53	4.64	.08	.08
FRN CPL PRS CAL			1174	449	725	161.47	.08	.03
3 BLIND MOOSE			1173	2233	-1060	-47.47	.08	.17
R MONDVI NAPA			1161	1423	-262	-18.41	.08	.11
GHOST PNE NP SN			1088	509	579	113.75	.08	.04
CSM INDIAN WLLS			1067	940	127	13.51	.07	.07
FIVE OAKS CAL			1040	1333	-293	-21.98	.07	.10
WENTE MORNG FOG			1035	1583	-548	-34.62	.07	.12
THOUSAND OAKS			1030		1030	100.00	.07	.00
BV CENTURY CLLR			1009	351	658	187.46	.07	.03
FIRESTONE S BRB			970	833	137	16.45	.07	.06
LA CREMA MONTRY			964	651	313	48.08	.07	.05
HUNTINGTON CALF			959	1	958	*****	.07	.00
ARTESA CARNERS			947	891	56	6.29	.07	.07
BLACKSTN SN RES			927	3	924	*****	.07	.00
RUTHERFORD RNCH			917	624	293	46.96	.06	.05
CREME DE LYS			912	473	439	92.81	.06	.04
DREAMNG TREE NC			911	1	910	*****	.06	.00
CROW CANYON CAL			907	730	177	24.25	.06	.05
GALLO E&J TWN V			894	844	50	5.92	.06	.06
STGS LP WNE CLR			882	857	25	2.92	.06	.06
FOUR VINE NAKED			874	315	559	177.46	.06	.02
BAILEYANA FIRPK			871		871	100.00	.06	.00
GOLDEN GATE CAL			860	2221	-1361	-61.28	.06	.16
14 HANDS			856	653	203	31.09	.06	.05
FOREST GLEN BF			842	3106	-2264	-72.89	.06	.23
CLOS LACHANCE			840	227	613	270.04	.06	.02
CUVAISON CARNRS			823	980	-157	-16.02	.06	.07
CASTLE RCK BRRL			815	468	347	74.15	.06	.03
KUNDE ESTATE			809	759	50	6.59	.06	.06
JOEL GOTT UNOAK			809	83	726	874.70	.06	.01
SONOMA RVR SNMA			799		799	100.00	.06	.00
LINE 39 NC			786	323	463	143.34	.06	.02
A TO Z OREGON			769	413	356	86.20	.05	.03

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

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ALL STATES-1/1/12 - 09/30/12

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
MRPHY-GOODE CHR			765	505	260	51.49	.05	.04
ALMADEN CHARDNY			758	2492	-1734	-69.58	.05	.18
JARGON CAL			745	1	744	*****	.05	.00
HARLW R CSTL VN			730	1014	-284	-28.01	.05	.08
J LOHR CYPRS CH			722	639	83	12.99	.05	.05
TOAD HLW FRNCNE			721	675	46	6.81	.05	.05
BOHEMIAN HWY CA			714	947	-233	-24.60	.05	.07
NEWMAN OWN CAL			712	578	134	23.18	.05	.04
MERRYVALE STAR			703	876	-173	-19.75	.05	.06
RAVNSWD VB CAL			675	1165	-490	-42.06	.05	.09
MER SOLEIL SLVR			671	326	345	105.83	.05	.02
BANDIT CAL			668	547	121	22.12	.05	.04
CHALONE MONTERY			635	727	-92	-12.65	.04	.05
JOSH CELLARS NC			616	117	499	426.50	.04	.01
DE LOACH CHR RR			612	618	-6	-.97	.04	.05
VENDANGE TWIN			587	966	-379	-39.23	.04	.07
GRGICH HLLS CHR			586	555	31	5.59	.04	.04
NEWTON RED LABL			577	735	-158	-21.50	.04	.05
LIBERTY SCHOOL			576	825	-249	-30.18	.04	.06
SOUVERAIN CSV			570	593	-23	-3.88	.04	.04
LA CREMA C CST			550	485	65	13.40	.04	.04
IRONY NAPA VLLY			543	857	-314	-36.64	.04	.06
SAINTBURY CRNRS			535	613	-78	-12.72	.04	.05
HERON CAL			534	431	103	23.90	.04	.03
L J SPIRIT HAWK			530	39	491	1258.97	.04	.00
FRANCS CPPLA DC			522	524	-2	-.38	.04	.04
CANYON OAKS			520	351	169	48.15	.04	.03
VINE CLF L CRNS			509	26	483	1857.69	.04	.00
CARMENET VC RSV			508	569	-61	-10.72	.04	.04
FOXGLOVE C COST			506	374	132	35.29	.04	.03
REDTREE CAL			503	472	31	6.57	.04	.04
CASTLE CREEK			502	431	71	16.47	.04	.03
SHANNON RIDGE			500	2234	-1734	-77.62	.04	.17
BEARBOAT			500	34	466	1370.59	.04	.00
LANDMARK OVERLK			495	574	-79	-13.76	.03	.04
BLOSSOM HILL			492	630	-138	-21.90	.03	.05
GEYSER PK SONMA			491	599	-108	-18.03	.03	.04
MER SOLEIL BRRL			490	432	58	13.43	.03	.03
C SMITH EVE COL			487	557	-70	-12.57	.03	.04
KUNDE SONOMA			486	471	15	3.18	.03	.03
CENTURY OAK RVR			485		485	100.00	.03	.00
R MNDVI PS CC			484		484	100.00	.03	.00
GRAYSON CLLE NC			481	544	-63	-11.58	.03	.04
DOMINO			465	4	461	*****	.03	.00
CHILL OUT CALIF			461	577	-116	-20.10	.03	.04
CARTLDGE&BROWNE			460	528	-68	-12.88	.03	.04
SBASTNI SONOMA			459	420	39	9.29	.03	.03
BRIDLEWOOD EST			456	403	53	13.15	.03	.03
FOUR VN CEN CST			450	581	-131	-22.55	.03	.04
CLYDES			444	463	-19	-4.10	.03	.03
CONFECTNR ANGEL			428		428	100.00	.03	.00
COVEY RUN CLMBA			422	350	72	20.57	.03	.03
COMMON MAN			415	436	-21	-4.82	.03	.03
DANCING BULL			412	1091	-679	-62.24	.03	.08
WENTE RIVA RNCH			405	324	81	25.00	.03	.02
ANDREEN-GALE			397		397	100.00	.03	.00
ACACIA CHARDNNY			393	420	-27	-6.43	.03	.03
KENWOOD YULUPA			391	432	-41	-9.49	.03	.03
BRNGR PRVT RSRV			389	327	62	18.96	.03	.02
FRANZIA SWT AMR			389		389	100.00	.03	.00
GUENOC EST CHR			388	705	-317	-44.96	.03	.05
G NORMAN CAL SB			387	322	65	20.19	.03	.02
JORDAN CHARDNNY			381	364	17	4.67	.03	.03
CSM ETHOS			376		376	100.00	.03	.00
MRPHY-GOODE CAL			371	977	-606	-62.03	.03	.07
BARBRSVLL CHR			368	325	43	13.23	.03	.02
COASTAL RIDGE			366	694	-328	-47.26	.03	.05
TALBITT KALI HRT			363	220	143	65.00	.03	.02
COASTAL VNE CAL			357	413	-56	-13.56	.03	.03
KIRKLAND SGNTURE			343	186	157	84.41	.02	.01
HANDCRAFT CAL			343		343	100.00	.02	.00
CASTLE ROCK CHR			327	563	-236	-41.92	.02	.04
BE FRESH CAL			325		325	100.00	.02	.00
BENZGR CARNEROS			313	926	-613	-66.20	.02	.07
PARDUCCI MEND			310	275	35	12.73	.02	.02
MORGAN METLLICO			309	216	93	43.06	.02	.02
ALEXANDR VALLEY			305	357	-52	-14.57	.02	.03
SALMON RUN CHR			305	277	28	10.11	.02	.02
ENTWINE CAL			296	77	219	284.42	.02	.01
FDX BROOK CALF			295	403	-108	-26.80	.02	.03
MAD HOUSEWIFE			281	216	65	30.09	.02	.02
BACKHOUSE CALIF			280	220	60	27.27	.02	.02
TIMBERWOOD CAL			279	423	-144	-34.04	.02	.03
CARMEL ROAD MNT			276	143	133	93.01	.02	.01
CLS LCHNCE HMNG			273	311	-38	-12.22	.02	.02
MEDLOCK AME RRV			272		272	100.00	.02	.00
TURNING LEAF RS			263	641	-378	-58.97	.02	.05
GLORIA FER CRNS			260	2806	-2546	-90.73	.02	.21
SOUTHERN PT CAL			258	236	22	9.32	.02	.02
446 MONTEREY			252		252	100.00	.02	.00
NAPA CELLARS NV			250	82	168	204.88	.02	.01
BLACK OAK CALIF			249	335	-86	-25.67	.02	.02
BUCCIO CARNEROS			247		247	100.00	.02	.00

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

ALL STATES-1/1/12 - 09/30/12

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
TREFETHEN			246	258	-12	-4.65	.02	.02
BIG RANCH			245	944	-699	-74.05	.02	.07
FIRESTONE C CST			245	326	-81	-24.85	.02	.02
OAK CREEK			241	270	-29	-10.74	.02	.02
ARNOLD PALMER			241	219	22	10.05	.02	.02
TESTAROSSA			241		241	100.00	.02	.00
ESTANCIA PNAACL			239	237	2	.84	.02	.02
SANTA BARBARA			239	214	25	11.68	.02	.02
HAYES RANCH CC			239	105	134	127.62	.02	.01
MCMANIS FAMILY			234	258	-24	-9.30	.02	.02
GIRARD RUSN RVR			231	163	68	41.72	.02	.01
LONGBILL J BECKT			228	349	-121	-34.67	.02	.03
TALBOTT LOGAN			228	294	-66	-22.45	.02	.02
ROSENBLM VNT CV			227	155	72	46.45	.02	.01
MORGAN CHARDNNY			224	225	-1	-.44	.02	.02
BUTTERNUT CAL			220		220	100.00	.02	.00
ROUND HILL CALF			218	299	-81	-27.09	.02	.02
ARROWOOD SONOMA			217	213	4	1.88	.02	.02
FAR NIENIE EB			215	212	3	1.42	.02	.02
STONE BARN CAL			215	105	110	104.76	.02	.01
WENTE CHRDRSV			213	200	13	6.50	.01	.01
ANGELINE			206	270	-64	-23.70	.01	.02
BYRON SNTA BARB			203	180	23	12.78	.01	.01
COL HORSE HEAVN			199	24	175	729.17	.01	.00
CYCLE GLADIATOR			194	253	-59	-23.32	.01	.02
RAMEY RSSN RIVR			194	168	26	15.48	.01	.01
FRNCS CP DR CUT			192	248	-56	-22.58	.01	.02
FROGS LEAP NAPA			191	210	-19	-9.05	.01	.02
C KRUG CHARDNNY			184	109	75	68.81	.01	.01
LUCKY STAR CAL			183	225	-42	-18.67	.01	.02
PENNYWISE CAL			181	221	-40	-18.10	.01	.02
FESS PRKR S BRB			180	173	7	4.05	.01	.01
CANNONBALL			179	12	167	1391.67	.01	.00
DOUGLASS HL CAL			178	242	-64	-26.45	.01	.02
CASTLE RCK R RV			178	94	84	89.36	.01	.01
CH MNTLNA NPA V			177	127	50	39.37	.01	.01
SCHUG SONOMA			174	133	41	30.83	.01	.01
STEELE			171	227	-56	-24.67	.01	.02
LEESE-FITCH CAL			171	130	41	31.54	.01	.01
HAHN NICKY HAHN			168	145	22	15.07	.01	.01
FREY BIODYNAMIC			168	118	50	42.37	.01	.01
RAYMOND NAP RSV			167	118	49	41.53	.01	.01
SEC			164	220	-56	-25.45	.01	.02
L'ECOLE # 41 CV			163	105	58	55.24	.01	.01
SEA RIDGE CALIF			161	214	-53	-24.77	.01	.02
TRAVIS MNT UNFT			161	127	34	26.77	.01	.01
SILVERADO CHARD			158	188	-30	-15.96	.01	.01
CANVAS CALIF			158	129	29	22.48	.01	.01
FREY			153	232	-79	-34.05	.01	.02
R MNDVI CHRDRS			151	2	149	7450.00	.01	.00
RED			150	245	-95	-38.78	.01	.02
PR MICHEL CHARD			150	145	5	3.45	.01	.01
7 HEAVENLY CHDS			150	110	40	36.36	.01	.01
CLS PGSE CRN CH			148	185	-37	-20.00	.01	.01
DAVID STONE			143	147	-4	-2.72	.01	.01
CLOS D VAL CNRS			142	163	-21	-12.88	.01	.01
MILBRANDT VNYRD			142	70	72	102.86	.01	.01
CHEHALEM INOX			141	150	-9	-6.00	.01	.01
CHALK HLL EST B			141	132	9	6.82	.01	.01
SWEET BITCH CAL			140	149	-9	-6.04	.01	.01
RAMEY SONMA CST			138	60	78	130.00	.01	.00
ANGELINE RSV			135		135	100.00	.01	.00
SANTA BAR COL			133	163	-30	-18.40	.01	.01
BARBRSVLLE RSRV			133	118	15	12.71	.01	.01
FLOWER SN COAST			132	63	69	109.52	.01	.00
ACACIA CARNEROS			130	141	-11	-7.80	.01	.01
HACIENDA CAL			126	170	-44	-25.88	.01	.01
STAGS LEAP WNRV			125	88	37	42.05	.01	.01
NEWTON CHARDNAY			123	164	-41	-25.00	.01	.01
JORDAN RSSN RVR			123	131	-8	-6.11	.01	.01
COPA DI VINO			123	123		1.00	.01	.01
FAR NIENIE CHRDR			122	120	2	1.67	.01	.01
NEYERS CARNEROS			121	89	32	35.96	.01	.01
ALMA ROSA S BAR			120	114	6	5.25	.01	.01
AU BON CLIMAT			119	125	-6	-4.80	.01	.01
OAK GROVE CALIF			118	86	32	37.21	.01	.01
90+CLLRS LOT 40			118	2	116	5800.00	.01	.00
JEKEL CHARD			117	207	-90	-43.48	.01	.02
DRY CRK RSSN RV			116	4	112	2800.00	.01	.00
SNMA CUTRER C V			115	89	26	29.21	.01	.01
CSM CANOE RIDGE			115	62	53	85.48	.01	.00
VALLEY MOON RRV			115	19	96	505.26	.01	.00
MATCHBOOK DUNGN			115		115	100.00	.01	.00
REBEL BANDIT			114	131	-17	-12.98	.01	.01
TALLEY AR GRNDE			114	100	14	14.00	.01	.01
ZD CHARDONNAY			112	94	18	19.15	.01	.01
GUENOC CHARDNY			111	158	-47	-29.75	.01	.01
POZZAN RSSN RVR			110	14	96	685.71	.01	.00
STEELE CUVEE CA			110	14	96	685.71	.01	.00
STEPHEN VINCENT			110		110	100.00	.01	.00
GROTH NAPA CHRDR			109	123	-14	-11.38	.01	.01
WLLMSBRG CHRDRNY			108	96	12	12.50	.01	.01
PAUL HOBBS RRV			107	53	54	101.89	.01	.00

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

ALL STATES-1/1/12 - 09/30/12

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
SNQ CHARD			106	52	54	103.85	.01	.00
SALMON CREEK			105	98	7	7.14	.01	.01
MACROSTIE			105	29	76	262.07	.01	.00
FERARI-CRNO RSV			103	115	-12	-10.43	.01	.01
SILVER RIDGE BF			101	45	56	124.44	.01	.00
SMOKING LN STL			100		100	100.00	.01	.00
B VISTA CARNERS			98	355	-257	-72.39	.01	.03
LULI			98	125	-27	-21.60	.01	.01
SELBY			98	101	-3	-2.97	.01	.01
SAWTOOTH			98	89	9	10.11	.01	.01
BLACKSTN SN CTY			97		97	100.00	.01	.00
RM WOODBRDGE TO			96	102	-6	-5.88	.01	.01
STONECAP			96	51	45	88.24	.01	.00
PATZ & HLL DRLL			96	41	55	134.15	.01	.00
FREI BROTHER SC			95	301	-206	-68.44	.01	.02
J LOHR OCT NGHT			95	77	18	23.38	.01	.01
BV CSTL VNR SEL			93	153	-60	-39.22	.01	.01
J LOHR EST ARYO			93	43	50	116.28	.01	.00
DECOY SONOMA			92	92		.00	.01	.01
OAKHRST HAP CMP			92	81	11	13.58	.01	.01
MARKHAM			91	97	-6	-6.19	.01	.01
D BRUCE SNT LUC			91	4	87	2175.00	.01	.00
BLISS			89	95	-6	-6.32	.01	.01
SNQ ORGANIC			89	92	-3	-3.25	.01	.01
MUTT LYNCH UNLS			87	24	63	262.50	.01	.00
BLACK MOUNTAIN			87		87	100.00	.01	.00
CAMRON HUGH CC			87		87	100.00	.01	.00
PROJECT HAPPINS			87		87	100.00	.01	.00
J RUSSN RVR VLY			86	160	-74	-46.25	.01	.01
ANDRETTI SELCTN			86	148	-62	-41.89	.01	.01
ST JEAN BLL TRR			86	36	50	138.89	.01	.00
BADGER MOUNTAIN			85	70	15	21.43	.01	.01
90+CLR L67 RRV			85		85	100.00	.01	.00
HERITAGE			84	679	-595	-87.63	.01	.05
MILLN DL CW BAR			84	56	28	50.00	.01	.00
MIDDLE SIS SMTY			84	14	70	500.00	.01	.00
HOOK&LADDER RRV			83		83	100.00	.01	.00
LAGUNA RSSN RVR			82	51	31	60.78	.01	.00
SIMPLE LIFE CAL			82		82	100.00	.01	.00
MARTIN RAY CAL			81	123	-42	-34.15	.01	.01
SCHUG CARNEROS			80	55	25	45.45	.01	.00
YOSEMITE ROAD			79	77	2	2.60	.01	.01
HAWK CREST CHR			78	77	1	1.30	.01	.01
KISTLER L NOIST			77	80	-3	-3.75	.01	.01
CSM GOLD CREEK			77	16	61	381.25	.01	.00
SEAN MINOR 4BRS			77		77	100.00	.01	.00
PAINTER BRIDGE			76	83	-7	-8.43	.01	.01
CARR NAPA VALLY			76	64	12	18.75	.01	.00
PINE RIDGE DJON			76	61	15	24.59	.01	.00
MOOBUZZ CAL			75	67	8	11.94	.01	.00
HEITZ NAPA CHR			75	54	21	38.89	.01	.00
DUTTN GLDFD RCH			75	21	54	257.14	.01	.00
THORNY ROSE COL			75		75	100.00	.01	.00
HESS SU'SKOL NP			74	72	2	2.78	.01	.01
FLAME LILY CAL			74		74	100.00	.01	.00
SHAFER RD SHLDR			73	75	-2	-2.67	.01	.01
ANNABELLA SONMA			73	66	7	10.61	.01	.00
FRAN CP BIANCO			73	15	58	386.67	.01	.00
ANNABELLA NAPA			72	71	1	1.41	.01	.01
FROG LEAP CRNRS			72	67	5	7.46	.01	.00
HEAVYWEIGHT WHT			72	4	68	1700.00	.01	.00
FIVE RIVERS			71	167	-96	-57.49	.00	.01
NEWTON UNFILTRD			71	84	-13	-15.48	.00	.01
STG LP WC KARIA			71	63	8	12.70	.00	.00
TRINCHERO CSTAL			70	69	1	1.45	.00	.01
ST SUPERY			70	64	6	9.38	.00	.00
BLUE FIN			70		70	100.00	.00	.00
MERRYVALE CRNRS			67	541	-474	-87.62	.00	.04
LONG LAKE CAL			67	132	-65	-49.24	.00	.01
ESTRELLA PR CAL			67	116	-49	-42.24	.00	.01
FISHER UNITY			67	58	9	15.52	.00	.00
STUHMULLER			66	968	-902	-93.18	.00	.07
PAPIO			66	115	-49	-42.61	.00	.01
BV CARNEROS			66	69	-3	-4.35	.00	.01
SOUVERAIN SC/NC			66	6	60	1000.00	.00	.00
BROWNSTONE CALF			65	118	-53	-44.92	.00	.01
RABBIT RDG CUV			64	79	-15	-18.99	.00	.01
LIBERTY SCH C C			64	16	48	300.00	.00	.00
MAGNOLIA GRV CA			64		64	100.00	.00	.00
CASTLE RCK RSRV			62	98	-36	-36.73	.00	.01
CH MRRSTT ANGEL			62	42	20	47.62	.00	.00
FRANK FAM VY NP			62	14	48	342.86	.00	.00
MARK WEST C CST			62	1	61	6100.00	.00	.00
GREYSTONE			61	155	-94	-60.65	.00	.01
ARTISAN CAL			61	73	-12	-16.44	.00	.01
FRANCSN CV SVG			60	602	-542	-90.03	.00	.04
CLINE COOL CLMT			60	5	55	1100.00	.00	.00
PAUL HOBBS CRSS			59	18	41	227.78	.00	.00
GEN5 LODI			59	9	50	555.56	.00	.00
GALLO SIGNTR SR			59		59	100.00	.00	.00
GLASS MOUNTAIN			58	88	-30	-34.09	.00	.01
HESS NAPA VALLY			58	71	-13	-18.31	.00	.01
SUNDANCE CLFRNA			56	46	10	21.74	.00	.00

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

ALL STATES-1/1/12 - 09/30/12

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
DELTA MOON			56	14	42	300.00	.00	.00
EDUCATED GUESS			56		56	100.00	.00	.00
CAMRON HUGH 232			56		56	100.00	.00	.00
CASTLE ROCK C V			55	57	-2	-3.51	.00	.00
OAK RIDGE GNRLD			55	44	11	25.00	.00	.00
FLO			55		55	100.00	.00	.00
SADDLEBACK			54	58	-4	-6.90	.00	.00
STERLING VC LTD			54	41	13	31.71	.00	.00
DYNAMITE MENDO			53	97	-44	-45.36	.00	.01
CLS PEGASE CHRD			53	73	-20	-27.40	.00	.01
SNQ COLUMBIA VLY			53	66	-13	-19.70	.00	.00
DUCKHRN MIGRATN			53	52	1	1.92	.00	.00
PEDRONCELLI VS			53	29	24	82.76	.00	.00
PROJECT PASO			53	22	31	140.91	.00	.00
SIX PRONG			53		53	100.00	.00	.00
CHAPPELLET NAPA			52	12	40	333.33	.00	.00
HARTFORD CT RRV			52		52	100.00	.00	.00
DE LOACH OFS RR			51	14	37	264.29	.00	.00
FRMK ABBY NAPA			50	82	-32	-39.02	.00	.01
THE CRUSHER CLK			50	68	-18	-26.47	.00	.01
IL CUORE MNDENO			50	56	-6	-10.71	.00	.00
HOUSE BAND			49		49	100.00	.00	.00
I/M SONOMA CNTY			48	232	-184	-79.31	.00	.02
STONE CLR CLNRY			48	64	-16	-25.00	.00	.00
VINUM CELLARS			47	59	-12	-20.34	.00	.00
DOM DROUHIN			47	3	44	1466.67	.00	.00
HAYMN&HLL RS RR			46	57	-11	-19.30	.00	.00
BLACK RIDGE CAL			46	2	44	2200.00	.00	.00
ECHOLON			46	1	45	4500.00	.00	.00
PEAR VALLEY P R			46		46	100.00	.00	.00
PATZ & HLL DTTN			45	51	-6	-11.76	.00	.00
SPELLBOUND CAL			45	3	42	1400.00	.00	.00
IRON HRSE UNOAK			44	54	-10	-18.52	.00	.00
PINE RIDGE CRNS			43	57	-14	-24.56	.00	.00
CLOS LACH UNOAK			43	18	25	138.89	.00	.00
AQUINAS			43	4	39	975.00	.00	.00
FIRESTNE DSCVRS			42	155	-113	-72.90	.00	.01
LINDEN E 100CLB			42	51	-9	-17.65	.00	.00
POPPY CALF			41	43	-2	-4.65	.00	.00
MELVILLE VERNAS			41	31	10	32.26	.00	.00
SNMA CUTRER PRE			41	27	14	51.85	.00	.00
NCKL&NCKL TRCHD			41	26	15	57.69	.00	.00
ZACA MESA S YNZ			41	23	18	78.26	.00	.00
SHAFER CHARDNY			41	18	23	127.78	.00	.00
GUARDIAN			41	12	29	241.67	.00	.00
WILDFIRE LODI			41		41	100.00	.00	.00
C D BOIS CLCARE			40	181	-141	-77.90	.00	.01
EMMA PEARL CC			40	43	-3	-6.98	.00	.00
BEAUCANON			40	42	-2	-4.76	.00	.00
NEW KENT			40	41	-1	-2.44	.00	.00
LOCKWOOD MONTRY			40	29	11	37.93	.00	.00
DUCK POND			40	23	17	73.91	.00	.00
SIGNAL MNT CAL			40	20	20	100.00	.00	.00
PALI CHARM ACRS			40		40	100.00	.00	.00
DUNHAM SHRLY MY			40		40	100.00	.00	.00
PACIFIC PEAK			39	268	-229	-85.45	.00	.02
TALBOTT SLP HLW			39	49	-10	-20.41	.00	.00
ARGYLE NUTHOUSE			39	11	28	254.55	.00	.00
MERRIAM SIMON			39	7	32	457.14	.00	.00
CAKEBREAD RESRV			38	75	-37	-49.33	.00	.01
DRY CREEK CHARD			38	58	-20	-34.48	.00	.00
MATANZS CRK SNM			38	57	-19	-33.33	.00	.00
FOLEY SR HILLS			37	16	21	131.25	.00	.00
FLASQ MONTEREY			36	93	-57	-61.29	.00	.01
C CELLARS			36	58	-22	-37.93	.00	.00
EMERALD BAY			36	44	-8	-18.18	.00	.00
SIDE YARD CAL			36	26	10	38.46	.00	.00
LULU B. CALIF			36	11	25	227.27	.00	.00
DREAM WLKNG CAL			36		36	100.00	.00	.00
PETER PAUL RRV			36		36	100.00	.00	.00
AU BON SNTA BRB			35	38	-3	-7.89	.00	.00
WATERBROOK			35	36	-1	-2.78	.00	.00
CALERA C COAST			35	29	6	20.69	.00	.00
WLLM HLL EST BB			35	28	7	25.00	.00	.00
WOLFTOWN			35	7	28	400.00	.00	.00
IRON HORSE EST			35	2	33	1650.00	.00	.00
SHOOTING STAR			34	63	-29	-46.03	.00	.00
RND HLL OAK FRE			34	47	-13	-27.66	.00	.00
PAVILLION NAPA			34	31	3	9.68	.00	.00
WELLNGTN SONOMA			34	29	5	17.24	.00	.00
KEENAN NAPA VLY			33	56	-23	-41.07	.00	.00
CHICKADEE			33	31	2	6.45	.00	.00
PARALLEL NAPA			33	29	4	13.79	.00	.00
MORGAN MONTEREY			33	24	9	37.50	.00	.00
LA CREMA RSN RV			33	21	12	57.14	.00	.00
KISTLER SNM MNT			33	3	30	1000.00	.00	.00
GUENOC LAKE CO			32	112	-80	-71.43	.00	.01
SPELLBOUND			32	75	-43	-57.33	.00	.01
NAKED MOUNTAIN			32	36	-4	-11.11	.00	.00
WHITE OAK SONMA			32	31	1	3.23	.00	.00
DR FRANK			32	11	21	190.91	.00	.00
BYRON			32	10	22	220.00	.00	.00
JADE MT M/SL/SB			31	42	-11	-26.19	.00	.00

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

ALL STATES-1/1/12 - 09/30/12

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
ANDRETTI NAPA V			31	35	-4	-11.43	.00	.00
ANTICA NAPA VLY			31	20	11	55.00	.00	.00
EBERLE			31		31	100.00	.00	.00
FOLIE A'DEUX RR			30	233	-203	-87.12	.00	.02
PACIFIC EDGE			30	116	-86	-74.14	.00	.01
DOMAINE NAPA			30	37	-7	-18.92	.00	.00
MINER NAPA			30	31	-1	-3.23	.00	.00
HANNA			30	25	5	20.00	.00	.00
MERCER COLUMBIA			30	18	12	66.67	.00	.00
ROBERT HALL PR			30	15	15	100.00	.00	.00
BLK STALLION NP			30	15	15	100.00	.00	.00
MONTICELLO EST			30	12	18	150.00	.00	.00
LOTUS			30	11	19	172.73	.00	.00
CAMRON HUGH 280			30		30	100.00	.00	.00
STILLMAN ST			30		30	100.00	.00	.00
WINE BY JOE U/O			30		30	100.00	.00	.00
STICKYBEAK			30		30	100.00	.00	.00
CHARITY CASE			30		30	100.00	.00	.00
THREE KNIGHT KV			30		30	100.00	.00	.00
CSM HARSE HEAVN			30		30	100.00	.00	.00
STONEHEDGE CAL			29	93	-64	-68.82	.00	.01
JERIKO DIJON			29	52	-23	-44.23	.00	.00
BERNARDUS			29	39	-10	-25.64	.00	.00
THE BIG GRN BOX			29	37	-8	-21.62	.00	.00
CHALONE EST CHR			29	29		.00	.00	.00
KRUTZ FMLY CLLR			29	15	14	93.33	.00	.00
MER SOLEIL			29	6	23	383.33	.00	.00
OAK VINEYRD CAL			29		29	100.00	.00	.00
HINDSIGHT NAPA			29		29	100.00	.00	.00
NAPA LANDING NV			29		29	100.00	.00	.00
ELK RUN CHARD			28	37	-9	-24.32	.00	.00
CHESAPEAKE			28	33	-5	-15.15	.00	.00
RAPIDAN RVR CHR			28	32	-4	-12.50	.00	.00
BISHOP PEAK P R			28	17	11	64.71	.00	.00
R YOUNG EST ALX			28	8	20	250.00	.00	.00
MOUNT VIEW GRND			28		28	100.00	.00	.00
CAMRON HUGH 314			28		28	100.00	.00	.00
SANFORD S BARB			27	62	-35	-56.45	.00	.00
SANTA BAR LNDNG			27		27	100.00	.00	.00
TRADER JOE CSTL			27		27	100.00	.00	.00
SHARPE HILL			26	40	-14	-35.00	.00	.00
FOX MEADOW			26	30	-4	-13.33	.00	.00
NEYERS NAPA VLY			26	30	-4	-13.33	.00	.00
MONTEVINA CAL			26	29	-3	-10.34	.00	.00
IRONSTONE			26	2	24	1200.00	.00	.00
CALERA CHARD			26	1	25	2500.00	.00	.00
CCN CONSERVANCY			26		26	100.00	.00	.00
PURPLE MOON			26		26	100.00	.00	.00
FOODIES			26		26	100.00	.00	.00
SIMI RSN RV RES			25	539	-514	-95.36	.00	.04
J LHR VSTA ARYO			25	28	-3	-10.71	.00	.00
Y3 NAPA VALLEY			25		25	100.00	.00	.00
VINTAGE PRESS			25		25	100.00	.00	.00
SEXTANT			25		25	100.00	.00	.00
ACRE CNTRL CST			24	2634	-2610	-99.09	.00	.20
BAILEYANA			24	181	-157	-86.74	.00	.01
TRUCHARD			24	65	-41	-63.08	.00	.00
PAHLMAYER NAPA			24	33	-9	-27.27	.00	.00
FOG HEAD MONTRY			24	21	3	14.29	.00	.00
VENDANGE TETRA			24	18	6	33.33	.00	.00
WLLMSBRG ACT 12			24	17	7	41.18	.00	.00
CHPPLT CHARDNAY			24	13	11	84.62	.00	.00
HESS COLLECTION			24	4	20	500.00	.00	.00
BIGVINE			24		24	100.00	.00	.00
STG L WC ARCDIA			23	51	-28	-54.90	.00	.00
ARTESA ELEMENTS			23	39	-16	-41.03	.00	.00
MELVILLE S RITA			23	36	-13	-36.11	.00	.00
CC: CALIF CHARD			23	14	9	64.29	.00	.00
THREE RIVERS CV			23	1	22	2200.00	.00	.00
RUTHERFORD VINT			23		23	100.00	.00	.00
KENNETH VOLK S M			22	1419	-1397	-98.45	.00	.11
TESTRSSA S BARB			22	751	-729	-97.07	.00	.06
COASTAL CELLARS			22	55	-33	-60.00	.00	.00
WILY JACK CAL			22	46	-24	-52.17	.00	.00
FLORA SPRNG CHR			22	36	-14	-38.89	.00	.00
TERLATO RSN RVR			22	27	-5	-18.52	.00	.00
BURIED CANE			22	16	6	37.50	.00	.00
STONEHEDGE RSV			22	16	6	37.50	.00	.00
SEAGLASS S BARB			22	12	10	83.33	.00	.00
FRITZ RUS RIVER			22	10	12	120.00	.00	.00
ROCHIOLI RRV			22	7	15	214.29	.00	.00
FORMAN VINEYARD			22	1	21	2100.00	.00	.00
EXPRESSIONS 38			21	546	-525	-96.15	.00	.04
TRAVAUX DE VGNE			21	61	-40	-65.57	.00	.00
HANGTIME CN CST			21	18	3	16.67	.00	.00
SILVER PALM N C			21	11	10	90.91	.00	.00
CAMRON HUGH 238			21	4	17	425.00	.00	.00
PAHLMAYER SNMA			21		21	100.00	.00	.00
THE DIVINING RD			21		21	100.00	.00	.00
KING FISH CAL			20	74	-54	-72.97	.00	.01
BILTMORE			20	38	-18	-47.37	.00	.00
NEWPORT			20	29	-9	-31.03	.00	.00
CAMELOT			20	19	1	5.26	.00	.00

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

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ALL STATES-1/1/12 - 09/30/12

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
JUSTIN P ROBLES			20	9	11	122.22	.00	.00
P DOLAN VY MEND			20	6	14	233.33	.00	.00
MT EDEN WOLFF			20	1	19	1900.00	.00	.00
BRAMPTON UNWOOD			20		20	100.00	.00	.00
BRNGR CHSCK CAL			20		20	100.00	.00	.00
PETER PAUL MNDC			19	54	-35	-64.81	.00	.00
FERARI-CARNO TT			19	33	-14	-42.42	.00	.00
PR MCH BRRL SEL			19	22	-3	-13.64	.00	.00
STONESTRT SNOMA			19	15	4	26.67	.00	.00
GROVE ST SONOMA			19	12	7	58.33	.00	.00
NAPA STATION			18	69	-51	-73.91	.00	.01
HARTFD CT 4HRYS			18	27	-9	-33.33	.00	.00
RAMEY HUDSN VYD			18	22	-4	-18.18	.00	.00
ALBERTONI			18	15	3	20.00	.00	.00
MERRIAM			18	12	6	50.00	.00	.00
LAMPLIGHTER			18		18	100.00	.00	.00
CALLAWAY CLR SL			17	118	-101	-85.59	.00	.01
LOT 205			17	42	-25	-59.52	.00	.00
RIDGE SNTA CRUZ			17	38	-21	-55.26	.00	.00
DE LOACH CALIF			17	37	-20	-54.05	.00	.00
SARAPD TESSA			17	33	-16	-48.48	.00	.00
JENICA PEAK CST			17	23	-6	-26.09	.00	.00
PLUMPJACK RS NP			17	20	-3	-15.00	.00	.00
FOLEY SNTA MRJA			17	13	4	30.77	.00	.00
CHAMISAL STNLSS			17		17	100.00	.00	.00
3 GIRLS LODI			17		17	100.00	.00	.00
KOEHLER S YNEZ			17		17	100.00	.00	.00
CLIFTON RITA HL			17		17	100.00	.00	.00
TRINITY OAKS			16	160	-144	-90.00	.00	.01
EDS			16	61	-45	-73.77	.00	.00
ALMA ROSA RITA			16	31	-15	-48.39	.00	.00
LEAPNG LZRD NAP			16	10	6	60.00	.00	.00
I HV SE ELEPHNT			16		16	100.00	.00	.00
ALMADEN CASK			15	4433	-4418	-99.66	.00	.33
Q SONOMA COUNTY			15	29	-14	-48.28	.00	.00
FOGARTY			15	29	-14	-48.28	.00	.00
PATZ & HLL SONM			15	17	-2	-11.76	.00	.00
STAGLIN FAMILY			15	10	5	50.00	.00	.00
RAYMOND HILL			15		15	100.00	.00	.00
PANTHR CRK ELTN			15		15	100.00	.00	.00
CAMELOT CLFRNIA			14	192	-178	-92.71	.00	.01
ROMBAUER CHRDNV			14	191	-177	-92.67	.00	.01
NCKL&NCKL MEDNA			14	50	-36	-72.00	.00	.00
SEQUOIA CRNS NP			14	33	-19	-57.58	.00	.00
FOGDOG SNMA CST			14	20	-6	-30.00	.00	.00
AIRFIELD EST YK			14	19	-5	-26.32	.00	.00
COHN BR			14	14		.00	.00	.00
WHITE OAK CAL			14	13	1	7.69	.00	.00
CELANI NAPA			14	10	4	40.00	.00	.00
DAVIS BYNUM R R			14	8	6	75.00	.00	.00
SNAKE RIVER			14	8	6	75.00	.00	.00
WHITE TRUCK CAL			14	8	6	75.00	.00	.00
ROUTE STOCK CNRS			14	7	7	100.00	.00	.00
D GEHRS MONTREY			14	6	8	133.33	.00	.00
DARKHORSE CAL			14		14	100.00	.00	.00
99 VINES			14		14	100.00	.00	.00
DARCIE KENT			14		14	100.00	.00	.00
NAKED RYAN PAT			14		14	100.00	.00	.00
OAK VL RV CNYN			14		14	100.00	.00	.00
CLS PGSE MTSUKO			14		14	100.00	.00	.00
PELTIER ST HYBD			13	38	-25	-65.79	.00	.00
MORGAN DOUBLE L			13	17	-4	-23.53	.00	.00
DOM SERENE C SD			13	16	-3	-18.75	.00	.00
THE MEATHOUSE			13	13		.00	.00	.00
AIRLIE WLMT VLY			13	8	5	62.50	.00	.00
WILSON DANIELS			13		13	100.00	.00	.00
DUMOL RSSN RVR			13		13	100.00	.00	.00
SONOMA VNEYD SC			12	315	-303	-96.19	.00	.02
TALUS			12	81	-69	-85.19	.00	.01
CALLAWAY COASTL			12	51	-39	-76.47	.00	.00
LANDNG PLACE SC			12	35	-23	-65.71	.00	.00
MEEKER LBSTR CV			12	17	-5	-29.41	.00	.00
ROCHIOLI CHRDNV			12	15	-3	-20.00	.00	.00
WILD HRSE UNBRD			12	13	-1	-7.69	.00	.00
DAN AYKROYD SNM			12	12		.00	.00	.00
R STRONG RR RSV			12	9	3	33.33	.00	.00
FLORA SPG BARRL			12	6	6	100.00	.00	.00
PHILLIP CARTER			12	5	7	140.00	.00	.00
NAPA RIDGE NAPA			12		12	100.00	.00	.00
DONATI UNOAKED			12		12	100.00	.00	.00
STONESTRT BROKN			12		12	100.00	.00	.00
CALLING ALL ANG			12		12	100.00	.00	.00
MONTICELLO PRES			11	964	-953	-98.86	.00	.07
SCREW KAPPA NAP			11	35	-24	-68.57	.00	.00
MAYACAMAS CHARD			11	12	-1	-8.33	.00	.00
SKYLARK ALONDRA			11		10	1000.00	.00	.00
COLUMBIA WINERY			11	1	11	100.00	.00	.00
THE SEEKER CAL			11		11	100.00	.00	.00
NOVY KEEFER RRV			11		11	100.00	.00	.00
BANDWAGON			11		11	100.00	.00	.00
CARR DIJON CLNE			11		11	100.00	.00	.00
MACRSTIE WLDCAT			10	396	-386	-97.47	.00	.03
BARNARD GRIFFIN			10	30	-20	-66.67	.00	.00

NABCA CASE SALES ANALYSIS

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ALL STATES-1/1/12 - 09/30/12

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
NAPA CELLARS MV			10	26	-16	-61.54	.00	.00
SAINSBURY CHR			10	22	-12	-54.55	.00	.00
ETUDE EST CRNRS			10	16	-6	-37.50	.00	.00
ONE HOPE CAL			10	15	-5	-33.33	.00	.00
PINE & POST			10	14	-4	-28.57	.00	.00
BRIGGS CLR NRTN			10	13	-3	-23.08	.00	.00
SNQ NAKED PTRSN			10	12	-2	-16.67	.00	.00
PEDRNCLLI CHARD			10	10		.00	.00	.00
DOMAINE CHANDON			10	9	1	11.11	.00	.00
P_RDG CH NP_VLY			10	5	5	100.00	.00	.00
MERRYVL SIG CRN			10	2	8	400.00	.00	.00
LINCOURT CRTNYS			10		10	100.00	.00	.00
ICONOCLAST			10		10	100.00	.00	.00
TANGLEY OAKS			10		10	100.00	.00	.00
LINCOURT S_RITA			10		10	100.00	.00	.00
DONUM CNRS EST			10		10	100.00	.00	.00
MINISTRY VINTRR			9	1424	-1415	-99.37	.00	.11
QUAIL OAK			9	53	-44	-83.02	.00	.00
IRON HORSE GVE			9	32	-23	-71.88	.00	.00
LAKE SONOMA RRV			9	26	-17	-65.38	.00	.00
TOASTED HD RSRV			9	24	-15	-62.50	.00	.00
SBRAGIA HM RNCH			9	17	-8	-47.06	.00	.00
TESTRSSA CSTLLO			9	13	-4	-30.77	.00	.00
Q_NAPA			9	13	-4	-30.77	.00	.00
FISHER CHRDNNY			9	12	-3	-25.00	.00	.00
CHATOM CALAVERS			9	3	6	200.00	.00	.00
RDNY STRNG RSRV			9	2	7	350.00	.00	.00
MILLBROOK			9	2	7	350.00	.00	.00
MARTIN RAY RRV			9		9	100.00	.00	.00
PARAISO SPRINGS			9		9	100.00	.00	.00
WHEELHOUSE SC			9		9	100.00	.00	.00
CHALONE CHRDNNY			8	248	-240	-96.77	.00	.02
MAIN STREET			8	57	-49	-85.96	.00	.00
MENDOCINO FOG			8	53	-45	-84.91	.00	.00
BENZIGER SNGCMO			8	34	-26	-76.47	.00	.00
ZD CHARD RESRVE			8	32	-24	-75.00	.00	.00
PONZI RESERVE			8	14	-6	-42.86	.00	.00
MOTOS LIBERTY			8	10	-2	-20.00	.00	.00
HEITZ CHARDNY			8	10	-2	-20.00	.00	.00
MIRTH CORVIDAE			8	4	4	100.00	.00	.00
HIDEAWAY CREEK			8		8	100.00	.00	.00
CARTA NOVA			8		8	100.00	.00	.00
WINDRUN ST BARB			8		8	100.00	.00	.00
TO CELEBRTE PWL			8		8	100.00	.00	.00
MAGGIO LODI			8		8	100.00	.00	.00
GALLO OF SONOMA			7	731	-724	-99.04	.00	.05
LYETH SONOMA			7	49	-42	-85.71	.00	.00
DIABLO CREEK CA			7	40	-33	-82.50	.00	.00
CHADDSFORD CHR			7	24	-17	-70.83	.00	.00
FARRELL RRV SEL			7	23	-16	-69.57	.00	.00
PATZ & HLL HYDE			7	18	-11	-61.11	.00	.00
BOUCHAINE CRNRS			7	16	-9	-56.25	.00	.00
LEWIS SONOMA			7	12	-5	-41.67	.00	.00
GIUSEPPE'S CAL			7	9	-2	-22.22	.00	.00
THREE STS S_MRA			7	9	-2	-22.22	.00	.00
NCKL&NCKL SEAR			7	8	-1	-12.50	.00	.00
RIDGE MONTEBLLLO			7	8	-1	-12.50	.00	.00
GRUET N MEXICO			7	7		.00	.00	.00
PLUMJACK			7	6	1	16.67	.00	.00
GIRASOLE			7	5	2	40.00	.00	.00
INDEPDNT PRDCR			7		7	100.00	.00	.00
STEELE DU PRATT			7		7	100.00	.00	.00
VINTAGE INK			7		7	100.00	.00	.00
ARTESA RESERVE			7		7	100.00	.00	.00
FLYING WINEMAKR			7		7	100.00	.00	.00
CHERRYWOOD CLLR			7	37	-31	-83.78	.00	.00
VAN RUITEN LODI			7	33	-27	-81.82	.00	.00
LAPIS LNA MNTRY			7	26	-20	-76.92	.00	.00
WASHINGTON HLLS			7	23	-17	-73.91	.00	.00
TESTRSSA SNF&BN			7	19	-13	-68.42	.00	.00
COYOTE CREEK			7	18	-12	-66.67	.00	.00
BADGER MNT NSA			7	12	-6	-50.00	.00	.00
VME GRAND RESRV			7	11	-5	-45.45	.00	.00
ROESLR BIG BEND			7	10	-4	-40.00	.00	.00
STEELE GOODCHLD			7	8	-2	-25.00	.00	.00
FRN CPL DC_PVLN			7	5	1	20.00	.00	.00
MONAR POSEIDONS			7	4	2	50.00	.00	.00
BUTTERFLY KS CA			7		6	100.00	.00	.00
WALT LA BRISA			7		6	100.00	.00	.00
ST_SUPERY OAK			7		6	100.00	.00	.00
PICKET FENCE RR			7	742	-737	-99.33	.00	.06
BRNGR III_CN CC			7	46	-41	-89.13	.00	.00
R_STEMMLER EST			7	34	-29	-85.29	.00	.00
STERLING ORGNIC			7	30	-25	-83.33	.00	.00
SPELLETICH CLR			7	24	-19	-79.17	.00	.00
FESS PARKER FOX			7	18	-13	-72.22	.00	.00
BOORDY			7	11	-6	-54.55	.00	.00
CALISTOGA EST			7	11	-6	-54.55	.00	.00
BUENA VISTA CAL			7	10	-5	-50.00	.00	.00
LEWIS NAPA			7	10	-5	-50.00	.00	.00
JAYSON NAPA_VLY			7	8	-3	-37.50	.00	.00
DIERBRG_STA_YNZ			7	8	-3	-37.50	.00	.00
DEEP SEA			7	6	-1	-16.67	.00	.00

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

ALL STATES-1/1/12 - 09/30/12

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
CARPE DIEM			5	5		.00	.00	.00
PATZ & HALL NPA			4		1	25.00	.00	.00
MAGNIFICENT FISH			4		1	25.00	.00	.00
COSENTINO CHARD			4		1	25.00	.00	.00
KISTLER SONOMA			5	3	2	66.67	.00	.00
DUMOL ISOBEL			5		5	100.00	.00	.00
CALNATURALE MND			5		5	100.00	.00	.00
HACIENDA CLR LN			5		5	100.00	.00	.00
BLUEBIRD			5		5	100.00	.00	.00
GLORY DAYS LODI			5		5	100.00	.00	.00
EDNA VALLEY RSV			4	959	-955	-99.58	.00	.07
CHAMISAL ESTATE			4	561	-557	-99.29	.00	.04
RUTHERFORD HILL			4	183	-179	-97.81	.00	.01
BV CNTRY CLR LR			4	176	-172	-97.73	.00	.01
INSCRIPTION SNM			4	96	-92	-95.83	.00	.01
TRFTHN DBL T NP			4	48	-44	-91.67	.00	.00
BRIGGS CLR LOCK			4	27	-23	-85.19	.00	.00
MOUNTN VIEW CHR			4	26	-22	-84.62	.00	.00
RAMEY HYDE VYD			4	23	-19	-82.61	.00	.00
BV CARNEROS RSV			4	19	-15	-78.95	.00	.00
MT EDEN MONTEREY			4	19	-15	-78.95	.00	.00
ST CLEMENT			4	17	-13	-76.47	.00	.00
VIANSA SNZA SNM			4	13	-9	-69.23	.00	.00
LA FERME CALIF			4	11	-7	-63.64	.00	.00
RIVERAERIE CLMB			4	11	-7	-63.64	.00	.00
TULIP HLL TRACY			4	8	-4	-50.00	.00	.00
ARROW CREEK			4	2	2	100.00	.00	.00
LA CREMA CARNRS			4	2	2	100.00	.00	.00
SANFORD FL CMPO			4	2	2	100.00	.00	.00
TRELLIS SONOMA			4	2	4	100.00	.00	.00
FREEMAN RYO-FU			4		4	100.00	.00	.00
JOSEPH CARR NPA			4		4	100.00	.00	.00
CLIFTON M CARM			4		4	100.00	.00	.00
COHN BR SLVR NC			4		4	100.00	.00	.00
PEDRNCLLI JHNSN			4		4	100.00	.00	.00
LEWIS CHARD RES			4		4	100.00	.00	.00
DEHLINGER CHARD			4		4	100.00	.00	.00
FARRELL CRN SEL			4		4	100.00	.00	.00
MACARONI GRILL			3	713	-710	-99.58	.00	.05
CLOS			3	243	-240	-98.77	.00	.02
TORRES MARMR RR			3	60	-57	-95.00	.00	.00
CARR SONOMA			3	38	-35	-92.11	.00	.00
OAK RDG WH TAIL			3	30	-27	-90.00	.00	.00
HANZELL			3	22	-19	-86.36	.00	.00
MARTIN W UNWOOD			3	20	-17	-85.00	.00	.00
LANDMRK DMRS RS			3	15	-12	-80.00	.00	.00
RAMEY RTCHIE RR			3	14	-11	-78.57	.00	.00
ROBIN K			3	13	-10	-76.92	.00	.00
SONOMA JUNCT SC			3	13	-10	-76.92	.00	.00
LEWIS CHRDR RV			3	10	-7	-70.00	.00	.00
HAPPY CAMPER			3	10	-7	-70.00	.00	.00
IRONSTN NHL D S			3	8	-5	-62.50	.00	.00
DOM SERENE CLOS			3	8	-5	-62.50	.00	.00
HEALDSBURG			3	7	-4	-57.14	.00	.00
TALLEY ROSEMARY			3	7	-4	-57.14	.00	.00
BLACK CAP GRILLE			3	6	-3	-50.00	.00	.00
HANDLEY DRY CRK			3	6	-3	-50.00	.00	.00
NEYERS EL NVLRO			3	5	-2	-40.00	.00	.00
WILLAMETTE VLLY			3	3		.00	.00	.00
SHELL CRK CAL			3	3		.00	.00	.00
FISHER WHITNEY			3	3		.00	.00	.00
LBRTY TAVRN EST			3	3		.00	.00	.00
BENNETT RSV R R			2	2	1	50.00	.00	.00
BARNETT SGCM VY			2	2	1	50.00	.00	.00
PACIFIC CRST MT			2	2	1	50.00	.00	.00
MARTNLLI CHRLES			3	1	2	200.00	.00	.00
PAUL HBBS DINNR			3	1	2	200.00	.00	.00
PDRNCLLI DRY CK			3	1	2	200.00	.00	.00
DUMOL CLARE			3		3	100.00	.00	.00
HARTED CT STONE			3		3	100.00	.00	.00
DUTTN RNCH RUED			3		3	100.00	.00	.00
ARROWOOD RS RVR			3		3	100.00	.00	.00
GIRARDET			3		3	100.00	.00	.00
TANNHILL HERALD			3		3	100.00	.00	.00
WINKING OWL			3		3	100.00	.00	.00
DOM SERENE ETOL			3		3	100.00	.00	.00
KEN BROWN NLSN			3		3	100.00	.00	.00
SOVERAIN ALX V			2	148	-146	-98.65	.00	.01
TOASTED HEAD RR			2	57	-55	-96.49	.00	.00
CAMRON HUGH 145			2	42	-40	-95.24	.00	.00
JEKEL GRAVELSTN			2	25	-23	-92.00	.00	.00
RAMEY CARNEROS			2	22	-20	-90.91	.00	.00
ADELSHEIM			2	21	-19	-90.48	.00	.00
BERINGER SBRGIA			2	14	-12	-85.71	.00	.00
GAINNEY VYD CHRDR			2	11	-9	-81.82	.00	.00
TALLEY OLIVER			2	9	-7	-77.78	.00	.00
HANOVN ST CHPHS			2	8	-6	-75.00	.00	.00
TRINITAS CELLS			2	8	-6	-75.00	.00	.00
FREESTONE SNMA			2	6	-4	-66.67	.00	.00
COVEY RUN			2	6	-4	-66.67	.00	.00
VAMPIRE PS RBL			2	6	-4	-66.67	.00	.00
ESSER			2	6	-3	-60.00	.00	.00
SONOMA COAST			2	5	-3	-60.00	.00	.00

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

ALL STATES-1/1/12 - 09/30/12

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
HOGUE RESERVE			2	4	-2	-50.00	.00	.00
GOODNIGHT CLLRS			2	4	-2	-50.00	.00	.00
BENZGR CARN RSV			2	4	-2	-50.00	.00	.00
KNDL-JKSN LT HV			2	4	-2	-50.00	.00	.00
UNION HILL			2	4	-2	-50.00	.00	.00
CERES ST BR FRM			2	3	-1	-33.33	.00	.00
PESSAGNO SLP HL			2	3	-1	-33.33	.00	.00
LA ROCCA			2	2		.00	.00	.00
MATTHEW FOX CAL			2	2		.00	.00	.00
ALMA ROSA E JBL			2	1	1	100.00	.00	.00
KDL-JKSN JACKSN			2	1	1	100.00	.00	.00
HENDRY UNOAKED			2	1	1	100.00	.00	.00
FESTIVALE 34 CC			2	2	2	100.00	.00	.00
EOS RESERVE			2	2	2	100.00	.00	.00
STONSTRT BR PNT			2	2	2	100.00	.00	.00
DUMOL CHLOE RRV			2	2	2	100.00	.00	.00
HARTFD CT SEA V			2	2	2	100.00	.00	.00
HAWKSTONE			2	2	2	100.00	.00	.00
LUKE DONALD CRN			2	2	2	100.00	.00	.00
WINDY RIDGE CC			2	2	2	100.00	.00	.00
STEWART CHARD			2	2	2	100.00	.00	.00
KUNDE RESERVE			1	247	-246	-99.60	.00	.02
LOCKWOOD			1	63	-62	-98.41	.00	.00
TWIN FIN CAL			1	59	-58	-98.31	.00	.00
OVATION SONOMA			1	44	-43	-97.73	.00	.00
FUJISHIN FAMILY			1	43	-42	-97.67	.00	.00
SEAN MINOR C C			1	40	-39	-97.50	.00	.00
TIN ROOF			1	39	-38	-97.44	.00	.00
LANGETWINS			1	31	-30	-96.77	.00	.00
BEL ARBORS F S			1	28	-27	-96.43	.00	.00
DELFOSSÉ MNTCLO			1	26	-25	-96.15	.00	.00
LANGTRY GUENOC			1	21	-20	-95.24	.00	.00
SEBASTNI RSN RV			1	20	-19	-95.00	.00	.00
GRACLND B SUEDE			1	18	-17	-94.44	.00	.00
ZACA MESA CHAPL			1	16	-15	-93.75	.00	.00
HAHN MONTEREY			1	15	-14	-93.33	.00	.00
MONTPELLIER CAL			1	14	-13	-92.86	.00	.00
WOODWARD CANYON			1	11	-10	-90.91	.00	.00
DOG HOUSE			1	10	-9	-90.00	.00	.00
PARKER ESTATE			1	10	-9	-90.00	.00	.00
LEVENDI RED HEN			1	9	-8	-88.89	.00	.00
OROGENY SONOMA			1	8	-7	-87.50	.00	.00
NOVY ROSELLA'S			1	8	-7	-87.50	.00	.00
SIERRA VISTA UN			1	8	-7	-87.50	.00	.00
BUTTERFLD STAIN			1	7	-6	-85.71	.00	.00
FRITZ RUXTN VVD			1	7	-6	-85.71	.00	.00
MERRYVALE RESRV			1	7	-6	-85.71	.00	.00
CH JULIEN BR SL			1	6	-5	-83.33	.00	.00
CAMBRIA BNCHBRK			1	5	-4	-80.00	.00	.00
BRIDGVW BLUE MN			1	5	-4	-80.00	.00	.00
HANGTIME EDNA V			1	5	-4	-80.00	.00	.00
CLOS DU VAL			1	4	-3	-75.00	.00	.00
ROSHAMBO IMAGO			1	4	-3	-75.00	.00	.00
TAMARACK COLMBA			1	4	-3	-75.00	.00	.00
KUNDE EST NU			1	3	-2	-66.67	.00	.00
MARY ELKE ADRSN			1	3	-2	-66.67	.00	.00
GEYSER PEAK W B			1	3	-2	-66.67	.00	.00
VIRGIN VINE CAL			1	3	-2	-66.67	.00	.00
GREEN TRUCK NC			1	2	-1	-50.00	.00	.00
KIONA			1	2	-1	-50.00	.00	.00
EARTHSTONE CAL			1	2	-1	-50.00	.00	.00
SONOMA-LOEB RSV			1	1		.00	.00	.00
TALBOTT CV ADRY			1	1		.00	.00	.00
BELL WINE CLLRS			1	1		.00	.00	.00
THE CALLING DUT			1	1		.00	.00	.00
NAPA CREEK NAPA			1	1	1	100.00	.00	.00
IRONSTONE RESRV			1	1	1	100.00	.00	.00
WOODSTCK 3 DAYS			1	1	1	100.00	.00	.00
SPENCER ELIZBTH			1	1	1	100.00	.00	.00
LINCOURT RESERV			1	1	1	100.00	.00	.00
J GARCIA N CST			1	1	1	100.00	.00	.00
MARTINELLI			1	1	1	100.00	.00	.00
VINE CLIFF NAPA			1	1	1	100.00	.00	.00
HER MAJESTY			1	1	1	100.00	.00	.00
CALERA MT HARLN			1	1	1	100.00	.00	.00
MOSSBACK RRV			1	1	1	100.00	.00	.00
SAWBUCK CAL			1	1	1	100.00	.00	.00
STNESTRT GRV BN			1	1	1	100.00	.00	.00
MARTNLLI ZIO TN			1	1	1	100.00	.00	.00
KISTLER TRENTON			1	1	1	100.00	.00	.00
KISTLER HYDE			1	1	1	100.00	.00	.00
SWIRLNG DERVISH			1	1	1	100.00	.00	.00
RAYMOND ESTATES			1	1	1	100.00	.00	.00
SEVEN FALLS WAH			1	1	1	100.00	.00	.00
BULLY HLL ELISE			1	1	1	100.00	.00	.00
COHN SANGLACAMO			1	1	1	100.00	.00	.00
PEARL HANDLE			1	1	1	100.00	.00	.00
MINER WILDYEAST			1	1	1	100.00	.00	.00
SUTTER HM HRVST			1	1	1	100.00	.00	.00
GEODE SNTA BARR			1	1	1	100.00	.00	.00
CH S JEAN SC RS				334	-334	-100.00	.00	.02
FLOWER AND-GALE				261	-261	-100.00	.00	.02
BYRON NIELSON				202	-202	-100.00	.00	.01
				197	-197	-100.00	.00	.01

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

ALL STATES-1/1/12 - 09/30/12

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
90+CLLRS LOT 29					143	-143	-100.00	.00
SILVER CREEK					123	-123	-100.00	.00
CSTL EAGLE CRK					74	-74	-100.00	.00
BIN 36 CHARDNNY					67	-67	-100.00	.00
CAMRON HUGH 204					58	-58	-100.00	.00
MERRYVL SIG NAP					47	-47	-100.00	.00
MT WASHINGTON					44	-44	-100.00	.00
MILL CREEK DRY					44	-44	-100.00	.00
CLEAN COAST					43	-43	-100.00	.00
RED LION CAL					39	-39	-100.00	.00
FOUR CALIFORNIA					37	-37	-100.00	.00
TOAD HLW UNOAKD					25	-25	-100.00	.00
BITNER					23	-23	-100.00	.00
ZHOO ZHOO VLUTE					22	-22	-100.00	.00
EYE CANDY CALIF					22	-22	-100.00	.00
SANDOVAL					22	-22	-100.00	.00
MOON MTN SONOMA					20	-20	-100.00	.00
SHANNON RDG RNC					20	-20	-100.00	.00
BALSAMS					18	-18	-100.00	.00
HELLS CANYON					18	-18	-100.00	.00
PAINTED HLLS CA					17	-17	-100.00	.00
RAVENSWOOD SNMA					16	-16	-100.00	.00
AXIS CNTRL CST					15	-15	-100.00	.00
LAETITIA AGV					15	-15	-100.00	.00
TOAD HLW FRNCNE					15	-15	-100.00	.00
CALIF JEWEL COL					14	-14	-100.00	.00
FLOCK MENDOCINO					14	-14	-100.00	.00
BYRON S MARIA					14	-14	-100.00	.00
C KRUG CARNEROS					14	-14	-100.00	.00
LOLONIS CHARD					12	-12	-100.00	.00
ARGYLE WILLMTE					12	-12	-100.00	.00
ANGEL JUICE CC					11	-11	-100.00	.00
CALIF CLR 41 AV					11	-11	-100.00	.00
STG LP BVI CALF					11	-11	-100.00	.00
DARIOUSH SIG CH					10	-10	-100.00	.00
FOXMOOR CAL					10	-10	-100.00	.00
REDWOOD CRK SEL					10	-10	-100.00	.00
HEALDSBURG RNCH					9	-9	-100.00	.00
PLUMPJACK NAPA					9	-9	-100.00	.00
TESTRSSA SLPY H					9	-9	-100.00	.00
STERLING RESRVE					9	-9	-100.00	.00
CARR CARNEROS					9	-9	-100.00	.00
JANKRIS C COAST					9	-9	-100.00	.00
TORTOISE CRK CC					9	-9	-100.00	.00
RABBT RG BRL CV					9	-9	-100.00	.00
BIGHORN CAMEL BK					8	-8	-100.00	.00
PERFECTA MONTRY					8	-8	-100.00	.00
WHITEHALL CNRNS					8	-8	-100.00	.00
BLACK BOX NP VL					8	-8	-100.00	.00
SEABSCUIT MNDCN					7	-7	-100.00	.00
TALBOTT					6	-6	-100.00	.00
FOPPIANO CHARD					6	-6	-100.00	.00
DIVAS UNCRK MND					5	-5	-100.00	.00
RIVERAERIE ERTC					5	-5	-100.00	.00
C D BOIS SELECT					5	-5	-100.00	.00
REX HILL WLLMTE					5	-5	-100.00	.00
MONTOYA					5	-5	-100.00	.00
ARNLD PALMR S B					5	-5	-100.00	.00
SOLAIRE S LUCIA					5	-5	-100.00	.00
D BRUCE EST RSV					4	-4	-100.00	.00
HDV CARNEROS					4	-4	-100.00	.00
BOOMTOWN					4	-4	-100.00	.00
SANFORD CNT CST					4	-4	-100.00	.00
MARTINI RESERVE					4	-4	-100.00	.00
RAINIER RIDGE					4	-4	-100.00	.00
GNARLED VN LODI					4	-4	-100.00	.00
SEB UNOAK RS RV					4	-4	-100.00	.00
FOGERTY UNOAKED					4	-4	-100.00	.00
KISTLER CARNROS					4	-4	-100.00	.00
BABCOCK S BRBRA					4	-4	-100.00	.00
HUNTINGTON RRRV					3	-3	-100.00	.00
KISTLER VINE HL					3	-3	-100.00	.00
ACACIA WNRY LKE					3	-3	-100.00	.00
SPRUCE GOOSE EV					3	-3	-100.00	.00
WRIGHT K CRLLA					3	-3	-100.00	.00
TRACE CAL					3	-3	-100.00	.00
R MERLO ESTATE					3	-3	-100.00	.00
MARTNLLI WOOLSY					3	-3	-100.00	.00
HIRSCH SONOMA					3	-3	-100.00	.00
DOUBLE DOG DARE					3	-3	-100.00	.00
LINCOURT S BARB					3	-3	-100.00	.00
PINNACLES					2	-2	-100.00	.00
RM WOODBRG GHST					2	-2	-100.00	.00
SNAKE RIVER UNO					2	-2	-100.00	.00
X WINERY					2	-2	-100.00	.00
S ROSS EDNA VLY					2	-2	-100.00	.00
IRON HORSE CHR D					2	-2	-100.00	.00
JARVIS					2	-2	-100.00	.00
GIANT STEP SXTN					2	-2	-100.00	.00
KENWOOD RSN RVR					2	-2	-100.00	.00
LINCOURT UNOAK					2	-2	-100.00	.00
WILD OAK SONOMA					2	-2	-100.00	.00
WINDSOR RSN RVR					2	-2	-100.00	.00

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
P MCHAE BLL CT					2	-2	-100.00	.00
HARTFD CT LAURA					2	-2	-100.00	.00
RBT HALL CN CST					2	-2	-100.00	.00
COL RESERVE					2	-2	-100.00	.00
KISTLER DURELL					2	-2	-100.00	.00
D BRUCE SPLT RL					2	-2	-100.00	.00
MARQ FORAG BEAR					2	-2	-100.00	.00
STEELE DURELL					2	-2	-100.00	.00
NO MONTEREY CO					2	-2	-100.00	.00
PHELPS LOS CRNS					2	-2	-100.00	.00
FAT CAT CAL					1	-1	-100.00	.00
ST CLEENT CARNS					1	-1	-100.00	.00
OROGENY RUS RVR					1	-1	-100.00	.00
MONOGAMY NC CHR					1	-1	-100.00	.00
LEWIS BARCAGILA					1	-1	-100.00	.00
BV CNTRY CLR VS					1	-1	-100.00	.00
PAUL HOBBS AGSTN					1	-1	-100.00	.00
DM CHANDN UNOAK					1	-1	-100.00	.00
TANDEM LORENZO					1	-1	-100.00	.00
ST JEAN RY RSRV					1	-1	-100.00	.00
TANDEM SANGIACM					1	-1	-100.00	.00
BETHEL HEIGHTS					1	-1	-100.00	.00
CHASSEUR SN CST					1	-1	-100.00	.00
CH ST NICHOLAS					1	-1	-100.00	.00
NAVARRO MENDCNO					1	-1	-100.00	.00
LINCOURT S ROSA					1	-1	-100.00	.00
MT EDEN ESTATE					1	-1	-100.00	.00
GOOD DAUGHTER					1	-1	-100.00	.00
CLS PGSE HOMMGE					1	-1	-100.00	.00
CHASSEUR GRN AH					1	-1	-100.00	.00
MELLO MAX CAL					1	-1	-100.00	.00
MONTEREY VY A S					1	-1	-100.00	.00
NAPA VALLEY VYD					1	-1	-100.00	.00
CHEHALEM IAN RS					1	-1	-100.00	.00
TESTESSA CN CST					1	-1	-100.00	.00
VN D LAC CHELAN					1	-1	-100.00	.00
ESHCOL RANCH					1	-1	-100.00	.00
TOTAL CHARDONNAY			1423837	1348064	75773	5.62		
CHENIN BLANC								
BERNGER CAL COL			8176	7588	588	7.75	69.77	63.13
ST CHP SOFT CHN			1635	1740	-105	-6.03	13.95	14.48
DRY CRK CHN BLC			1200	177	1023	577.97	10.24	1.47
STR HME CHN BLC			403	513	-110	-21.44	3.44	4.27
CASTLE CREEK			166	167	-1	-.60	1.42	1.39
PACIFIC RIM			51	37	14	37.84	.44	.31
L'ECOLE #41 WLA			43		43	100.00	.37	.00
KIONA ICE WINE			19	14	5	35.71	.16	.12
KIONA CHEN BLNC			16	24	-8	-33.33	.14	.20
SEA RIDGE CALIF			7	2	5	250.00	.06	.02
CSM ICE WINE			1		1	100.00	.01	.00
SPENCER ELIZBTH			1		1	100.00	.01	.00
BALLENTINE				1758	-1758	-100.00	.00	14.63
TOTAL CHENIN BLANC			11718	12020	-302	-2.51		
GEWURZTRMINER								
FETZER CAL			5707	6513	-806	-12.38	43.05	50.27
CSM			2902	2734	168	6.14	21.89	21.10
FETZER CAL PAD			1218	626	592	94.57	9.19	4.83
STANZA MONTEREY			872		872	100.00	6.58	.00
VENTANA GEWURZT			657	38	619	1628.95	4.96	.29
HOGUE FRUIT FWD			438	459	-21	-4.58	3.30	3.54
SUTTER HOME			371	425	-55	-12.91	2.80	3.29
ST CHAP GEWURZT			211	264	-53	-20.08	1.59	2.04
STONEHEDGE			128		128	100.00	.97	.00
COL			84	151	-67	-44.37	.63	1.17
ALEXANDR VALLEY			81	74	7	9.46	.61	.57
FIRESTONE S BRB			67	51	16	31.37	.51	.39
COLUMBIA GWURZT			60	84	-24	-28.57	.45	.65
COVEY RUN GWRZT			53	71	-18	-25.35	.40	.55
CASTLE CREEK LH			53	70	-17	-24.29	.40	.54
RED NEWT FGR LK			53	21	32	152.38	.40	.16
SPANISH VALLEY			51	46	5	10.87	.38	.36
FORIS ROGUE VLY			37	19	18	94.74	.28	.15
BANYAN MONTEREY			32	36	-4	-11.11	.24	.28
DR FRANK			32	16	16	100.00	.24	.12
FOGARTY			30	29	1	3.45	.23	.22
J W MORRIS			29		29	100.00	.22	.00
HANDLEY			22	1	21	2100.00	.17	.01
FREY ORGANIC			21		21	100.00	.16	.00
PACIFIC RIM			15	53	-38	-71.70	.11	.41
FIREHOSE CAL			6	1062	-1056	-99.44	.05	8.20
CLBRNE&CHRCHLL			5	31	-26	-83.87	.04	.24
NOVY RSSN RIVER			5		5	100.00	.04	.00
HANDLEY ANDERSN			4	8	-4	-50.00	.03	.06
CH JULIEN BR SL			2	6	-4	-66.67	.02	.05
SAWTOOTH RS ICE			2	1	1	100.00	.02	.01
WASHINGTON HILL			2		2	100.00	.02	.00
CRANE LAKE CAL			2		2	100.00	.02	.00
TRADER JOE'S			2		2	100.00	.02	.00
SNQ NAKED GWRZT			1	12	-11	-91.67	.01	.09

NABCA CASE SALES ANALYSIS

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
GNDLACH-BNDSCHU SALMON RUN PARMA RIDGE SAWTOOTH LH RSV HACIENDA CAL			1 1 30 5 4	8 1 30 5 4	-7 1 -30 -5 -4	-87.50 100.00 -100.00 -100.00 -100.00	.01 .01 .00 .00 .00	.06 .00 .23 .04 .03
AIRLIE WLMT VLY RIVERAIRE CLMB HENRY EST DRY			4 3 1	4 3 1	-4 -3 -1	-100.00 -100.00 -100.00	.00 .00 .00	.03 .02 .01
TOTAL GEWURZTRMINER			13257	12957	300	2.32		
SEMILLON COVEY RS SM ICE L'ECOLE SEMLLON CHLK HL SEM BOT KALIN SEMILLON			47 35 1	70 28	-23 7 1	-32.86 25.00 100.00	56.63 42.17 1.20	70.00 28.00 .00
TOTAL SEMILLON			83	100	-17	-17.00		2.00
RIESLING BAREFOOT CAL CSM JO RSL VS RM WOODBG CALIF CSM HARVST SLCT FISHEYE			29417 28336 11352 4884 3731	22274 25285 10452 3797 4189	7143 3051 900 1087 -458	32.07 12.07 8.61 28.63 -10.93	20.44 19.69 7.89 3.39 2.59	17.12 19.43 8.03 2.92 3.22
PACIFIC RIM SWT BLACK BOX COL V R MNDVI PS MONT HOGUE COLUMBIA ST CHAP WNMK SR			3649 3249 2962 2756 2663	3813 2031 2899 3040 3599	-164 1218 63 -284 -936	-4.30 59.97 2.17 -9.34 -26.01	2.54 2.26 2.06 1.91 1.85	2.93 1.56 2.23 2.34 2.77
KNDL-JKSN VN RS FETZER CAL RM WOODBRIDGE HOGUE LATE HVST C D BOIS RSL CA			2349 2147 1977 1912 1896	2354 2116 1743 1815 184	-5 31 234 97 1712	-2.1 1.47 13.43 5.34 930.43	1.63 1.49 1.37 1.33 1.32	1.81 1.63 1.34 1.39 1.14
PACIFIC RIM DRY WASHINGTON HILLS STANZA MONTEREY SNQ			1861 1831 1816 1595	1459 1780 24 1618	402 51 1792 -23	27.55 2.87 7466.67 -1.42	1.29 1.27 1.26 1.11	1.12 1.37 1.02 1.24
ST CHP WNMKR SH SUTTER HOME CAL C SMITH KF GIRL KNDL-JKSN VN RS COVEY RUN JH RS TURNING LEAF WH			1567 1556 1549 1452 1361 1361	2294 1391 784 1808 1757 1184	-727 165 765 -356 -396 177	-31.69 11.86 97.58 -19.69 -22.54 14.95	1.09 1.08 1.08 1.01 .95 .95	1.76 1.07 .60 1.39 1.35 1.91
COLUMBIA CLR RS COL FLIP FLOP WASH CRANE LAKE CAL WASH HL LT HVST			1307 1271 1241 1235 998	1559 1260 263 1015 1044	-252 11 978 220 -46	-16.16 .87 371.86 21.67 -4.41	.91 .88 .86 .86 .69	1.20 .97 .20 .78 .80
FIRESTONE C CST MIRASSOU CAL BULLY HILL WILLAMETTE VLLY CSM DRY			954 947 919 834 711	1008 947 878 1157 654	-54 947 41 -323 57	-5.36 100.00 4.67 -27.92 8.72	.66 .66 .64 .58 .49	.77 .00 .67 .89 .50
SEAGLASS MONTRY MRSSOU MONTEREY EROICA BONTERRA LK/MEN PACIFIC RIM ORG			550 532 527 520 442	291 677 412 686 418	259 -145 115 -166 24	89.00 -21.42 27.91 -24.20 5.74	.38 .37 .37 .36 .31	.22 .52 .32 .53 .32
SNAKE RIVER WHT SALMON RUN BE. RADIANT CAL BV COASTAL EST SNQ ECO			428 417 400 390 343	396 447 400 413 319	32 -30 400 -23 24	8.08 -6.71 100.00 -5.57 7.52	.30 .29 .28 .27 .24	.30 .34 .00 .32 .25
LOREDONA CLOVER HILL BLACK BOX CAL ST CHP DRY JH R BOTA BOX CALIF			341 327 327 314 288	486 379 9 453 61	-145 -52 318 -139 227	-29.84 -13.72 3533.33 -30.68 372.13	.24 .23 .23 .22 .20	.37 .29 .01 .35 .05
JEKEL JOH RSLNG KNDL-JKSN VN RS MIRASSOU SUN COL GRND ESTATE ARGYLE JOHNSBG			273 273 266 264 261	350 265 276 566 261	-77 8 -10 -302 261	-22.00 3.02 -3.62 -53.36 100.00	.19 .19 .18 .18 .18	.27 .20 .21 .43 .00
BLACK OAK EMRLD J LHR BAY M L H BOGLE CALF WENTE ARRYO SCO POLKA DOT CAL			258 242 239 229 214	315 220 351 167 162	-57 22 -112 62 52	-18.10 10.00 -31.91 37.13 32.10	.18 .17 .17 .16 .15	.24 .17 .27 .13 .12
FESS PARKER DRY FESS PARKER SBC J LOHR JOH RSLN CUPCAKE YAKIMA SNQ WNMKR SEL			212 199 192 189 186	150 143 175 126 209	212 56 17 63 -23	100.00 9.15 9.71 50.00 -11.00	.15 .14 .13 .13 .13	.00 .11 .13 .10 .16
BARBRVLL RSLNG WOW GONE FISHNG PRESQUE ISL L E ESTANCIA MONTRY KIONA WHITE			173 149 147 143 142	150 149 163 2436 37	23 149 -16 -2293 105	15.33 100.00 -9.82 -94.13 283.78	.12 .10 .10 .10 .10	.12 .00 .13 1.87 .03
BRDGEVW BLUE MN JOEL GOTT WASH R MNDVI PS CAL			138 138 133	712 18 140	-574 120 -7	-80.62 666.67 -5.00	.10 .10 .09	.55 .01 .11

NABCA CASE SALES ANALYSIS

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
3 HORSE RANCH			129	214	-85	-39.72	.09	.16
BRNGR FNDRS EST			125	663	-538	-81.15	.09	.51
SPANISH VLY WHT			113	113		.00	.07	.09
BADGER MOUNTAIN			106	109	-3	-2.75	.08	.08
J W MORRIS CAL			90		90	100.00	.06	.00
CSM WHITE			88	171	-83	-48.54	.06	.13
STERLNG VNT COL			88	76	12	15.79	.06	.06
JEWELL TOWNE			86	50	36	72.00	.06	.04
DR FRANK SMI-DR			85	61	24	39.34	.06	.05
FLYING FISH			81	98	-17	-17.35	.06	.08
BOORDY OROLE			81	70	11	15.71	.06	.05
RED NEWT FGR LK			81	46	35	76.09	.06	.04
LABELLE WINERY			81	41	40	97.56	.06	.03
TREFETHEN WHITE			77	92	-15	-16.30	.05	.07
RAPIDAN RSL SMI			73	70	3	4.29	.05	.05
RAVINES DRY NY			73	68	5	7.35	.05	.05
PACIFIC RIM VDG			71	71		.00	.05	.05
BLUE MOUNTAIN			68	64	4	6.25	.05	.05
DR FRANK DRY			67		67	100.00	.05	.00
PACIFIC RIM CV			64	31	33	106.45	.04	.02
BERINGR CAL COL			62	106	-44	-41.51	.04	.08
SAWTOOTH JHNSBG			62	87	-25	-28.74	.04	.07
MILBRANDT TRDTN			62	15	47	313.33	.04	.01
FESS PARKER JOH			60	88	-28	-31.82	.04	.07
SEVEN HILLS			57	1	56	5600.00	.04	.00
KIONA LT HV WHT			56	37	19	51.35	.04	.03
PACIFIC RIM WLA			56		56	100.00	.04	.00
SNQ NAKED RSLNG			54	90	-36	-40.00	.04	.07
DR FRANK JHN DR			51	66	-15	-22.73	.04	.05
WENTE RIVERBANK			51	5	46	920.00	.04	.00
BARNARD GRIFFIN			50	48	2	4.17	.03	.04
MONTINORE SW RS			48	1	47	4700.00	.03	.00
STONECAP COLMBA			47	17	30	176.47	.03	.01
NXNW HORSE H HL			45		45	100.00	.03	.00
ELK RUN RSLNG			40	61	-21	-34.43	.03	.05
BANDIT WASHGTON			40	38	2	5.26	.03	.03
CH MNTLNA POTTR			40	5	35	700.00	.03	.00
BLACK BOX			38	52	-14	-26.92	.03	.04
SNAP DRAGON CAL			35	44	-9	-20.45	.02	.03
14 HANDS			35	16	19	118.75	.02	.01
MONTINORE ALMST			34		34	100.00	.02	.00
POET'S LEAP			31	32	-1	-3.13	.02	.02
PINE & POST			31	17	14	82.35	.02	.01
MERCER YAKIMA			30	40	-10	-25.00	.02	.03
MADISON RIDGE			29	35	-6	-17.14	.02	.03
DOMINO SOFIA MC			28	82	-54	-65.85	.02	.06
CSM COLD CREEK			28	57	-29	-50.88	.02	.04
FIRESTEED OREGN			27	84	-57	-67.86	.02	.06
COLUMBIA JOH RS			25	35	-10	-28.57	.02	.03
COVEY RN COL LH			25	28	-3	-10.71	.02	.02
RAPIDAN RSL DRY			25	24	1	4.17	.02	.02
HOGUE GENESIS			23	46	-23	-50.00	.02	.04
PACIFIC FLYAWAY			23	27	-4	-14.81	.02	.02
KIONA DRY RSLNG			23	26	-3	-11.54	.02	.02
A TO Z			23	13	10	76.92	.02	.01
KOEHLER S YNEZ			23		23	100.00	.02	.00
NEXT WASHINGTON			21	15	6	40.00	.01	.01
DUNHAM LEWIS			21		21	100.00	.01	.00
JEKEL			19	23	-4	-17.39	.01	.02
CASCADE RANGE			18		18	100.00	.01	.00
1805 COLUMBIA			17		17	100.00	.01	.00
SU YUEN MONTREY			16	19	-3	-15.79	.01	.01
VIN DU LAC CH			14	25	-11	-44.00	.01	.02
CUPCAKE CAL			13	232	-219	-94.40	.01	.18
CH ST JEAN J RS			13	10	3	30.00	.01	.01
ANNE AMIE WILLM			13	3	10	333.33	.01	.00
CSM COL VALLEY			12	7	5	71.43	.01	.01
ARBOR CRST JH R			11	7	4	57.14	.01	.01
WASH HL WASH ST			9	10	-1	-10.00	.01	.01
ELK COVE WLLMTE			9		9	100.00	.01	.01
LONG LAKE CAL			9	1	8	800.00	.01	.00
CARMEL ROAD			9		9	100.00	.01	.00
J LOHR BAY M WH			8	352	-344	-97.73	.01	.27
BILTMORE			8	25	-18	-69.23	.01	.02
SPANISH VLY L H			8	12	-4	-33.33	.01	.01
BLACKSTN MT CTY			7	63	-56	-88.89	.00	.05
COPA DI VINO			7		7	100.00	.00	.00
CLBRNE&CHRCHLL			6	57	-51	-89.47	.00	.04
OS WNYR CHMPOUX			5	7	-2	-28.57	.00	.01
COL TWO VINES			5	4	1	25.00	.00	.00
LITTLE BL DRESS			5		5	100.00	.00	.00
FORIS ROGUE VLY			4	14	-10	-71.43	.00	.01
OCEANA CAL			4	2	2	100.00	.00	.00
ELK COVE ULTIMA			4	2	2	100.00	.00	.00
CSM EROICA ICE			3	48	-45	-93.75	.00	.04
WOODRIVER CLLRS			3	35	-32	-91.43	.00	.03
HAZLITT HMST RS			3	14	-11	-78.57	.00	.01
APEX			3	8	-5	-62.50	.00	.01
CASTLE RK MNTRY			3	3		.00	.00	.00
R MNDVI PS CC			3		3	100.00	.00	.00
CLAAR LATE HVST			3		3	100.00	.00	.00
GAUTHIER HILSDE			3		3	100.00	.00	.00
KING EST NEXT			2	403	-401	-99.50	.00	.31

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
BANYAN SNTA LUC			2	4	-2	-50.00	.00	.00
J LOHR J RSL LH			2	2		.00	.00	.00
FIRESTONE DSCVR			2		2	100.00	.00	.00
SNYDER WHITE			1	61	-60	-98.36	.00	.05
3 BLIND MOOSE			1	26	-25	-96.15	.00	.02
BURIED CANE			1	22	-21	-95.45	.00	.02
MILBRANDT LT HV			1	19	-18	-94.74	.00	.01
TALON WNRV GV			1	7	-6	-85.71	.00	.01
CSM WHITE LH			1	1		.00	.00	.00
THE WHT KNGT LC			1		1	100.00	.00	.00
NAKED WINERY OR			1		1	100.00	.00	.00
COLD SPRNGS JOH				51	-51	-100.00	.00	.04
KOENIG L H RSLG				29	-29	-100.00	.00	.02
WESTON WINERY				16	-16	-100.00	.00	.01
B GRIFFN COL VL				12	-12	-100.00	.00	.01
CLAAR				8	-8	-100.00	.00	.01
VENTANA DRY RSL				8	-8	-100.00	.00	.01
WIEMER DRY JH R				7	-7	-100.00	.00	.01
CSM INDIAN WLLS				6	-6	-100.00	.00	.00
EPIPHANY DRY				5	-5	-100.00	.00	.00
THE ORIGINAL'S				5	-5	-100.00	.00	.00
KINGS RIDGE				5	-5	-100.00	.00	.00
WIEMER SEMI DRY				5	-5	-100.00	.00	.00
PARAISO SPRINGS				4	-4	-100.00	.00	.00
EOLA HILLS				4	-3	-100.00	.00	.00
HAYMAN&HILL RSV				3	-3	-100.00	.00	.00
O'REILLY'S				3	-3	-100.00	.00	.00
HACIENDA CLAIR				2	-2	-100.00	.00	.00
FORESTVILLE JHN				2	-2	-100.00	.00	.00
CSM ETHS LT HRV				2	-2	-100.00	.00	.00
AVERY LANE JHNS				2	-2	-100.00	.00	.00
SAGELANDS				2	-2	-100.00	.00	.00
AIRLIE WLLAMTTE				1	-1	-100.00	.00	.00
GAINIEY				1	-1	-100.00	.00	.00
TOTAL RIESLING			143931	130122	13809	10.61		
SAV BL/FME BL								
RM WOODBRDGE SV			30989	27683	3306	11.94	16.76	15.35
BAREFOOT SAV BL			20957	18296	2661	14.54	11.33	10.15
SUTTER HM SV BL			12233	15973	-3740	-23.41	6.61	8.86
KNDL-JKSN SV BL			6406	5641	765	13.56	3.46	3.13
CSM SAUVGN BLNC			5619	4790	829	17.31	3.04	2.66
GALLO FAM V TWN			5456	4417	1039	23.52	2.95	2.45
R MNDV PS SV BL			4897	4569	328	7.18	2.65	2.53
KDL-JKSN SAV VR			3840	3894	-54	-1.39	2.08	2.16
VENDANGE SAV BL			3614	3732	-118	-3.16	1.95	2.07
HRM REX-GOL CAL			3607	404	3203	792.82	1.95	.22
OAK LEAF CAL			3356	3553	-197	-5.54	1.81	1.97
GYSR PEAK SC SV			2913	2571	342	13.30	1.58	1.43
C D BOIS NC SAV			2793	2960	-167	-5.64	1.51	1.64
ZABACO R DNC BL			2551	2918	-367	-12.58	1.38	1.62
BOGLE FME/SV BL			2453	2098	355	16.92	1.33	1.16
SIMI SAUVGN BLC			2378	1945	433	22.26	1.29	1.08
HAYES VALLEY VY			2215		2215	100.00	1.20	.00
STERLING SAV BL			2208	2159	49	2.27	1.19	1.20
JOEL GOTT CAL			2173	948	1225	129.22	1.17	.53
KENWOOD SAUV BL			2130	2298	-168	-7.31	1.15	1.27
FETZER SV CAL			2033	2828	-795	-28.11	1.10	1.57
LINE 39 LC			1971	1651	320	19.38	1.07	.92
BONTERRA CAL			1785	1509	276	18.29	.97	.84
VIGILANCE LK CT			1775	168	1607	956.55	.96	.09
FERARI-CRNO FME			1770	1810	-40	-2.21	.96	1.00
DRY CRK FUME BL			1724	1420	304	21.41	.93	.79
STERLNG VNT COL			1707	1800	-93	-5.17	.92	1.00
CAKEBREAD SV BL			1703	1051	652	62.04	.92	.58
FRANCS CPPLA DS			1607	1276	331	25.94	.87	.71
SEAGLASS S BARB			1372	789	583	73.89	.74	.44
CORBTT CYN SV B			1350	3989	-2639	-66.16	.73	2.21
TEIRA			1328	87	1241	1426.44	.72	.05
R MNDVI FUME BL			1278	1139	139	12.20	.69	.63
SIMPLY NAKED CA			1193		1193	100.00	.65	.00
HONIG SV B NAPA			1136	923	213	23.08	.61	.51
HOGUE SAUV BLNC			1107	1388	-281	-20.24	.60	.77
REDWOOD CRK SAV			1055	1287	-232	-18.03	.57	.71
NIGHT HARVEST			1053	2545	-1492	-58.62	.57	1.41
SHANNON RDG S B			1022	16	1006	6287.50	.55	.01
BRNGR F EST SAV			935	844	91	10.78	.51	.47
STG LP WC SV BL			904	831	73	8.78	.49	.46
TRADER JOE'S			900		900	100.00	.49	.00
MRSSOU CAL SV B			863	1007	-144	-14.30	.47	.56
R STRNG CHAR SV			822	881	-59	-6.70	.44	.49
BERINGR CAL COL			809	812	-3	-.37	.44	.45
SUTTER CLS SV B			808	654	154	23.55	.44	.36
OBBERON NAPA VLY			798	768	30	3.91	.43	.43
FROGS LEAP SV B			730	602	128	21.26	.39	.33
BERNARDUS SV BL			667	8	659	8237.50	.36	.00
CARR NAPA VALLY			662	1	661	*****	.36	.00
SMOKING LOON			631	1162	-531	-45.70	.34	.64
MRPHY-GDE FM BL			602	396	206	52.02	.33	.22
FIRESTONE SV BL			582	165	417	252.73	.31	.09
CH ST JEAN FM B			577	603	-26	-4.31	.31	.33
GROTH SV BL NAP			574	555	19	3.42	.31	.31

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
VEZER			539		539	100.00	.29	.00
DUCKHORN SAV BL			536	378	158	41.80	.29	.21
GYSR PK CAL SAV			530	456	74	16.23	.29	.25
CSM SV BL H HVN			521	524	-3	- .57	.28	.29
DALLIANCE			481		481	100.00	.26	.00
FERARI-CRNO CAP			475	443	32	7.22	.26	.25
R MNDV PS SB CC			461		461	100.00	.25	.00
TURNING LF FM B			451	602	-151	-25.08	.24	.33
ST SUPERY SV BL			448	430	18	4.19	.24	.24
GOLDEN GATE SAV			443	672	-229	-34.08	.24	.37
MAZZOCCO MEND			438		438	100.00	.24	.00
CLAYHOUSE PS RB			433	631	-198	-31.38	.23	.35
CRANE LK SAV BL			413	436	-23	-5.28	.22	.24
STERLING VC S B			411	467	-56	-11.99	.22	.26
BV CSTL SAUV BL			409	440	-31	-7.05	.22	.24
M-GOODS SAV/FME			392	182	210	115.38	.21	.10
TURNING LF SV B			387	2590	-2203	-85.06	.21	1.44
EDNA VLY PARGON			377	181	196	108.29	.20	.10
RDNY STRNG F BL			364	350	14	4.00	.20	.19
FREI BROTHER RS			361	280	81	28.93	.20	.16
WASH HILL SV BL			348	459	-111	-24.18	.19	.25
CONCANNON SV BL			340	389	-49	-12.60	.18	.22
FORTRESS			321	581	-260	-44.75	.17	.32
C KRUG SAUV BLC			313	311	2	.64	.17	.17
KUNDE MG NLA S B			293	362	-69	-19.06	.16	.20
BEARBOAT ALEX			283	2624	-2341	-89.21	.15	1.46
SILVERADO SV BL			280	268	12	4.48	.15	.15
GUENOC EST SEL			275	359	-84	-23.40	.15	.20
ST SUPERY NP VL			270	244	26	10.66	.15	.14
MATANZS CRK SAV			258	283	-25	-8.83	.14	.16
BERINGER SAV BL			248	907	-659	-72.66	.13	.50
MASON CLR SV BL			248	241	7	2.90	.13	.13
BERNARDUS GRIVA			242	801	-559	-69.79	.13	.44
STERLING ORGNIC			230	304	-74	-24.34	.12	.17
DECOY NAPA VLLY			214	131	83	63.36	.12	.07
POMELO			214		214	100.00	.12	.00
UPPERCUT NO CST			212		212	100.00	.11	.00
BENZGR NC SV BL			206	326	-120	-36.81	.11	.18
FRANCS CPPLA DC			203	183	20	10.93	.11	.10
HALL NAPA SV BL			202	92	110	119.57	.11	.05
SNQ SAUVGN BLNC			196	174	22	12.64	.11	.10
ESTANCIA PNC SB			183	117	66	56.41	.10	.06
ROCK RBBT SB CC			178	304	-126	-41.45	.10	.17
CLOS LACHANCE			174	1017	-843	-82.89	.09	.56
CARTLDG&BRWN SV			173	252	-79	-31.35	.09	.14
BARBERSVILLE SV B			167	135	32	23.70	.09	.07
GRGCH HLLS F BL			163	170	-7	-4.12	.09	.09
4 BEARS SONOMA			162	97	65	67.01	.09	.05
EASTON SRRA S B			159	71	88	123.94	.09	.04
HANNA SAV BLANC			154	178	-24	-13.48	.08	.10
BENZGR SV SV BL			153	171	-18	-10.53	.08	.09
SPENCER ELZ MEN			152		152	100.00	.08	.00
TANGENT PARAGON			150	38	112	294.74	.08	.02
HEITZ			149		149	100.00	.08	.00
FREY ORGANIC			145	132	13	9.85	.08	.07
DAK GROVE SV BL			144	178	-34	-19.10	.08	.10
DRY CRK SAV BLC			137	140	-3	-2.14	.08	.08
WHITEHALL SV BL			131	132	-1	-.76	.07	.07
MARKHAM SAUV BL			130	352	-222	-63.07	.07	.20
BLACKSTN SV MNT			126	128	-2	-1.56	.07	.07
LANGETWINS SV B			124	89	35	39.33	.07	.05
SIVAS SONOMA			115		115	100.00	.06	.00
MORGAN MONTEREY			113	131	-18	-13.74	.06	.07
VOSS SV BL NAPA			108	100	8	8.00	.06	.06
LEESE-FITCH CAL			107	12	95	791.67	.06	.01
AVALON			102	45	57	126.67	.06	.02
COL SAUV BLANC			100	87	13	14.94	.05	.05
ROTH			100	87	13	14.94	.05	.05
FREY MNDNO SAV			98	196	-98	-50.00	.05	.11
FRANCISCAN NAPA			93	31	62	200.00	.05	.02
MERIDIAN CENT C			92	124	-32	-25.81	.05	.07
ANGELINE RR S B			89	158	-69	-43.67	.05	.09
ST JEAN ETL F B			87	78	9	11.54	.05	.04
NATHANSN CRK SV			86	176	-90	-51.14	.05	.10
SUNDANCE			86	60	26	43.33	.05	.03
TWO ANGELS S R			84	829	-745	-89.87	.05	.46
MERRYVL STAR SV			77	103	-26	-25.24	.04	.06
STPH VNCNT SV B			76	96	-20	-20.83	.04	.05
CHLK HL SV B EB			76	44	32	72.73	.04	.02
ST SUPERY NV EB			74	74		.00	.04	.04
ADELINE			73	818	-745	-91.08	.04	.45
CANYN RD SB CAL			73	79	-6	-7.59	.04	.04
BRUTOCAD SAV BL			72	1294	-1222	-94.44	.04	.72
KUNDE SAUV BLNC			71	69	2	2.90	.04	.04
GIRARD SAUV BLC			69	87	-18	-20.69	.04	.05
STEELHEAD SN CO			65		65	100.00	.04	.00
ROSENBLM VNT CV			63	1583	-1520	-96.02	.03	.88
CALLWY CST SV B			63	130	-67	-51.54	.03	.07
GYSR PK BC SV B			62	816	-754	-92.40	.03	.45
CASTLE ROCK NP			61	54	7	12.96	.03	.03
SLINGSHOT			61	15	46	306.67	.03	.01
TWENTY ROWS NAP			59	1	58	5800.00	.03	.00
BOHEMIAN HWY CA			52	119	-67	-56.30	.03	.07

NABCA CASE SALES ANALYSIS

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
SARACINA MENDO			52	38	14	36.84	.03	.02
PEJU PROV NAPA			50	50		.00	.03	.03
QUIVRA FIG TREE			50	28	22	78.57	.03	.02
MERRY EDWRDS SB			47	20	27	135.00	.03	.01
BANSHEE			47	3	44	1466.67	.03	.00
SOUVRN ALEX S B			46	41	5	12.20	.02	.02
CADE NAPA VALLY			45	31	14	45.16	.02	.02
PHELPS NAPA VLY			45	20	25	125.00	.02	.01
FOX BROOK CALF			43	55	-12	-21.82	.02	.03
ARTISAN CAL			42	59	-17	-28.81	.02	.03
PATIANNA EST MN			42		42	100.00	.02	.00
GREEN TRUCK L C			41	66	-25	-37.88	.02	.04
TWOMEY NAPA VLY			41	19	22	115.79	.02	.01
BAY MOON			41		41	100.00	.02	.00
PROVENANCE SV B			39	46	-7	-15.22	.02	.03
CLS PGSE MTSUKO			38	57	-19	-33.33	.02	.03
NEAL FMLY SV BL			35	27	8	29.63	.02	.01
P DOLAN VY MEND			35	17	18	105.88	.02	.01
SBRAGIA HM RNCH			35		35	100.00	.02	.00
BRASSFIELD			35		35	100.00	.02	.00
KNDL-JKSN GR SV			34	698	-664	-95.13	.02	.39
TOM EDDY TENZ			33	14	19	135.71	.02	.01
MERRYVALE SV NV			32	46	-14	-30.43	.02	.03
HESS COL SAV BL			30	391	-361	-92.33	.02	.22
HERON NAPA			30	70	-40	-57.14	.02	.04
WENTE SAUV BLNC			30	48	-18	-37.50	.02	.03
CLOS LACHANCE			30		30	100.00	.02	.00
BLISS MNDENO SV			29	9	20	222.22	.02	.00
STRIPED BASS			29		29	100.00	.02	.00
THREE RVRS OAK			27		27	100.00	.01	.00
THE GIRLS I T V			27		27	100.00	.01	.00
WENTE LOUIS MEL			26	8	18	225.00	.01	.00
SPOTTSWOOD SV B			25	9	16	177.78	.01	.00
MARGRM SYBRT SV			25	6	19	316.67	.01	.00
NAPA RIVER NAPA			25		25	100.00	.01	.00
MARILYN SV BLND			24	10	14	140.00	.01	.01
SHOOTNG STR SAV			24	4	20	500.00	.01	.00
NOVY RSSN RIVER			24		24	100.00	.01	.00
EST. 1975 NAPA			23	9	14	155.56	.01	.00
PDRNCLLI SAV BL			22	30	-8	-26.67	.01	.02
Y3 NAPA VALLEY			22		22	100.00	.01	.00
QUIVIRA SAV BLC			22		22	100.00	.01	.00
SANTA BARBARA			22		22	100.00	.01	.00
TRADER JOE CSTL			22		22	100.00	.01	.00
SELBY SAUV BLNC			21	63	-42	-66.67	.01	.03
SEAN MINOR 4BRS			21	29	-8	-27.59	.01	.02
J LOHR CAROL VY			21	28	-7	-25.00	.01	.02
FRITZ RUS RIVER			21	9	12	133.33	.01	.00
NAPA STATION			20	56	-36	-64.29	.01	.03
ROCHIOLI SAV BL			19	21	-2	-9.52	.01	.01
DI STEFANO SV B			19	18	1	5.56	.01	.01
BELL WINE CLLRS			19	9	10	111.11	.01	.00
KOEHLER S YNEZ			19	7	12	171.43	.01	.00
THE SHEPHERD NP			18	591	-573	-96.95	.01	.33
NAPA CELLARS NV			18	25	-7	-28.00	.01	.01
BROMAN			17	26	-9	-34.62	.01	.01
BILTMORE SAV BL			17	12	5	41.67	.01	.01
JUSTIN CAL S B			17		17	100.00	.01	.00
BLACK MOUNTAIN			17		17	100.00	.01	.00
KARLY SAUV BLNC			16	28	-12	-42.86	.01	.02
ANDRETTI SAV BL			16	22	-6	-27.27	.01	.01
MONDAVI CK SV B			16	20	-4	-20.00	.01	.01
LONG MEADOW RNC			16	18	-2	-11.11	.01	.01
LOLONIS FUME BL			16	9	7	77.78	.01	.00
LONGBOARD			16	6	10	166.67	.01	.00
TURNBULL SAV BL			15	24	-9	-37.50	.01	.01
CLIFF LEDE SV B			15	19	-4	-21.05	.01	.01
GUENOC LAKE CO			15	12	3	25.00	.01	.01
TRADER JOE ORGN			15		15	100.00	.01	.00
TIN ROOF SAV BL			13	69	-56	-81.16	.01	.04
JENICA PEAK			13	25	-12	-48.00	.01	.01
CALISTOGA EST			13	17	-4	-23.53	.01	.01
SCHUG SNMA VLLY			13	6	7	116.67	.01	.00
MANIFESTO			13		13	100.00	.01	.00
LITTLE BL DR SV			12	22	-10	-45.45	.01	.01
CASTLE ROCK MEN			12	17	-5	-29.41	.01	.01
VERMEIL NAPA			12	6	6	100.00	.01	.00
PEPI SAUVGN BLC			11	45	-34	-75.56	.01	.02
LANGTRY LILLIE			11	14	-3	-21.43	.01	.01
MIDDLE SIS SRFR			11	7	4	57.14	.01	.00
MAYAGAMAS SV BL			11	1	10	1000.00	.01	.00
DARCIE KENT RVA			11		11	100.00	.01	.00
WILDHRST RES LC			10	95	-85	-89.47	.01	.05
GREEN FIN			10		10	100.00	.01	.00
TRELLIS			10		10	100.00	.01	.00
VINA ROBLES JRD			10		10	100.00	.01	.00
ROBERT HALL PR			9	28	-19	-67.86	.00	.02
R MNDVI FUME RS			9	5	4	80.00	.00	.00
APEX ASCENT			9		9	100.00	.00	.00
TRIN NV MARY SV			8	36	-28	-77.78	.00	.02
WILDHURST CAL			8	3	5	166.67	.00	.00
BARNRD GRFN F B			7	19	-12	-63.16	.00	.01
RAYMOND SAUV BL			7	13	-6	-46.15	.00	.01

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
OPEN RANGE SV B			7	12	-5	-41.67	.00	.01
CMS			7		7	100.00	.00	.00
FOPPIANO SAV BL			7		7	100.00	.00	.00
FORE FAM LT HRV			7		7	100.00	.00	.00
THE VEGAN VINE			7		7	100.00	.00	.00
WILSON DANIELS			7		7	100.00	.00	.00
MERCER SAV BLNC			6	3	3	100.00	.00	.00
MONTEVINA SV BL			6	3	3	100.00	.00	.00
LYETH			6	2	4	200.00	.00	.00
HONIG SV BL RSV			6		6	100.00	.00	.00
MAGGIO SAV BLNC			6		6	100.00	.00	.00
WATTLE CRK MEND			5	23	-18	-78.26	.00	.01
WELLNGTN SAV BL			5	21	-16	-76.19	.00	.01
PARDUCCI SAV BL			5	16	-11	-68.75	.00	.01
WHITE OAK SV BL			5	6	-1	-16.67	.00	.00
RFRD RNCH SV BL			5	4	1	25.00	.00	.00
COVEY RUN FM BL			5	4	1	25.00	.00	.00
ORIN SWFT VLDRA			5	2	3	150.00	.00	.00
HOGUE FUME BLNC			5	1	4	400.00	.00	.00
LADERA HOWEL MT			5		5	100.00	.00	.00
ILLUMINATION			5		5	100.00	.00	.00
CERES ST WN S B			4	39	-35	-89.74	.00	.02
ARBOR CRST SV B			4	25	-21	-84.00	.00	.01
VINAVERA UNOAK			4	16	-12	-75.00	.00	.01
STONEWOOD CALIF			4	4		.00	.00	.00
STEELHEAD D C			4	3	1	33.33	.00	.00
MAIN STREET SAV			3	33	-30	-90.91	.00	.02
EDS SAUVGN BLNC			3	25	-22	-88.00	.00	.01
ESTRELLA PR CAL			3	12	-9	-75.00	.00	.01
HANDLEY DRY CRK			3	8	-5	-62.50	.00	.00
PDRNLLI EAST S			3	7	-4	-57.14	.00	.00
SPRING MNT NAPA			3	4	-1	-25.00	.00	.00
BV CSTL VNR SEL			3	3		.00	.00	.00
FOREST GLEN CAL			2	222	-220	-99.10	.00	.12
SEVENTY FIVE SB			2	19	-17	-89.47	.00	.01
SAUV RPBLC RSSN			2	18	-16	-88.89	.00	.01
PROJECT PASO			2	9	-7	-77.78	.00	.01
WATERBROOK SV B			2	6	-4	-66.67	.00	.00
NO SV BL LK CTY			2	3	-1	-33.33	.00	.00
ONE HOPE CAL			2	3	-1	-33.33	.00	.00
CALISTOGA CELLR			2	3	-1	-33.33	.00	.00
FARLL RDWD RCH			2	2		.00	.00	.00
FRANCSN OAKVLL			2	1	1	100.00	.00	.00
HONIG LT HARVST			2		2	100.00	.00	.00
GAUTHIER S SABA			2		2	100.00	.00	.00
DEEP SEA			2		2	100.00	.00	.00
HONIG RUTHFRD			2		2	100.00	.00	.00
DAVID ARTHUR			2		2	100.00	.00	.00
SONOMA VNEYD SC			1	203	-202	-99.51	.00	.11
R MNDV PS FM BL			1	119	-118	-99.16	.00	.07
DIOGENES LK CTY			1	67	-66	-98.51	.00	.04
LAIL BLPRNT SAV			1	45	-44	-97.78	.00	.02
SOUVRN CSV SV B			1	42	-41	-97.62	.00	.02
FIRESTNE S VNEZ			1	17	-16	-94.12	.00	.01
WORK VYDS SV BL			1	6	-5	-83.33	.00	.00
BENZGR SC FM BL			1	6	-5	-83.33	.00	.00
CHALONE MNTY SV			1	6	-5	-83.33	.00	.00
FDDLHD GOOSBURY			1	4	-3	-75.00	.00	.00
MAURITSON D CRK			1	3	-2	-66.67	.00	.00
MRPHY-GDE FM II			1	3	-2	-66.67	.00	.00
PARKER EST SAUV			1	1		.00	.00	.00
TRINITAS SAV BL			1	1		.00	.00	.00
R MNDVI I BLOCK			1	1		.00	.00	.00
ANCIENT PEAK PR			1	1	1	100.00	.00	.00
VILLA JULIETTE			1	1	1	100.00	.00	.00
QUAIL CREEK CAL			1	1	1	100.00	.00	.00
DYNAMITE NORTH			1	1	1	100.00	.00	.00
BENZIGER SGNTRR			1	1	1	100.00	.00	.00
FLORA SP SAV BL			1	1	1	100.00	.00	.00
ST JEAN FUME BL				272	-272	-100.00	.00	.15
BLACK OAK SB CA				133	-133	-100.00	.00	.07
MILL CRK SAV BL				50	-50	-100.00	.00	.03
MUTT LYNCH FOU				35	-35	-100.00	.00	.02
WEIBEL SAUV BLC				31	-31	-100.00	.00	.02
TWODOG CNTL CST				29	-29	-100.00	.00	.02
ETC CAL SAV BLC				26	-26	-100.00	.00	.01
PEPPRWD GRV SAV				16	-16	-100.00	.00	.01
LOCKWOOD SAV BL				13	-13	-100.00	.00	.01
ZABACO R SAV RR				13	-13	-100.00	.00	.01
ST CLEMENT NAPA				12	-12	-100.00	.00	.01
FORTRESS MS CLN				11	-11	-100.00	.00	.01
CAMRON HUGH 217				9	-9	-100.00	.00	.00
MAXWELL CRK NP				7	-7	-100.00	.00	.00
CH CHEVALIER NV				6	-6	-100.00	.00	.00
LAKE SONOMA DC				5	-5	-100.00	.00	.00
FDDLHD HPPY CYN				5	-5	-100.00	.00	.00
R & B SERENADE				5	-5	-100.00	.00	.00
SERA FINA SV BL				5	-5	-100.00	.00	.00
FROG LP RUTHFRD				5	-5	-100.00	.00	.00
FRITZ DR CK SAV				5	-5	-100.00	.00	.00
LOCKWD MNTY SV				4	-4	-100.00	.00	.00
CHMNY RCK FM BL				4	-4	-100.00	.00	.00
GNARLED VN LODI				3	-3	-100.00	.00	.00

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
KINGSFORD MANOR					3	-3	-100.00	.00
BV CENTURY SV B					3	-3	-100.00	.00
HUNTINGT N ERTHQK					2	-2	-100.00	.00
CFR CAPAY VY SB					2	-2	-100.00	.00
TAFT ST SAUV SC					2	-2	-100.00	.00
TOM EDDY ELDIAN					2	-2	-100.00	.00
CAYMUS SAUV BLC					2	-2	-100.00	.00
DELICATO FME/SV					2	-2	-100.00	.00
PRIEST RNCH NAP					1	-1	-100.00	.00
LANGTRY EST S B					1	-1	-100.00	.00
SONOMA COAST					1	-1	-100.00	.00
WINDSOR RSN RVR					1	-1	-100.00	.00
Q SONOMA COUNTY					1	-1	-100.00	.00
SOURCE GAMBLE					1	-1	-100.00	.00
CHAPEL HL SV BL					1	-1	-100.00	.00
DE LOACH SAV BL					1	-1	-100.00	.00
R MNDVI SAV BOT					1	-1	-100.00	.00
NINER BOOTJACK					1	-1	-100.00	.00
FITZPATRICK					1	-1	-100.00	.00
CLS PGSE NP S B					1	-1	-100.00	.00
TOTAL SAV BL/FME BL			184941	180341	4600	2.55		
VIOGNIER								
SHIMMIN CANYON			1739		1739	100.00	30.94	.00
P RDG CHEN VGNR			1160	988	172	17.41	20.64	17.10
CLINE VIOGNIER			628	695	-67	-9.64	11.17	12.03
SMOKNG LN VGNER			524	839	-315	-37.54	9.32	14.52
HGUE GNSIS VGNR			350	1262	-912	-72.27	6.23	21.84
RENWOOD AMADOR			259	1	258	*****	4.61	.02
TOASTED HEAD			222	296	-74	-25.00	3.95	5.12
OAK GROVE			142	69	73	105.80	2.53	1.19
MCMANIS CAL			124	101	23	22.77	2.21	1.75
HONEY MOON			53		53	100.00	.94	.00
BONTERRA VIOGNIER			43	25	18	72.00	.77	.43
K VINTNRS CLMBA			41	1	40	4000.00	.73	.02
PRINCE MICHEL			35	21	14	66.67	.62	.36
ROSNBLM SB VGNR			32	10	22	220.00	.57	.17
HORTON VIOGNIER			29	37	-8	-21.62	.52	.64
INCOGNITO LODI			28	47	-19	-40.43	.50	.81
THE WHT KNIGHT			22	24	-2	-8.33	.39	.42
PEACHY CANYON			20	31	-11	-35.48	.36	.54
BRIDLEWOOD EST			18	106	-88	-83.02	.32	1.83
CASANEL CHEGADA			17	8	9	112.50	.30	.14
LOREDONA LODI			14	8	6	75.00	.25	.14
MINER VIOGNIER			13	191	-178	-93.19	.23	3.31
ORLEANS HLL CAL			11	15	-4	-26.67	.20	.26
CALERA VIOGNIER			1	1	10	1000.00	.20	.02
HGHFLYR CLEMNTS			9	58	-49	-84.48	.16	1.00
DARIOUSH S VGNR			9	11	-2	-18.18	.16	.19
PELTIER STATION			9	5	4	80.00	.16	.09
VICTOR HUGO			8		8	100.00	.14	.00
FESS PRKR VOGNR			7	16	-9	-56.25	.12	.28
BLUE FIN			7		7	100.00	.12	.00
ROSNBLM KV CALF			7		7	100.00	.12	.00
GRAFF FM VY CC			5		5	100.00	.09	.00
CONGRSS SP LODI			4	10	-6	-60.00	.07	.17
THE CRUSHER CLK			4	2	2	100.00	.07	.03
RENWOOD SEL SER			3	219	-216	-98.63	.05	3.79
PEPPRWD GV VGNR			3	41	-38	-92.68	.05	.71
ZACA MESA			3	9	-6	-66.67	.05	.16
FRMK ABBY VOGNR			2	6	-4	-66.67	.04	.10
ROBERT HALL PR			2	4	-2	-50.00	.04	.07
WILD HORSE CC			1	16	-15	-93.75	.02	.28
LANGETWINS			1	3	-2	-66.67	.02	.05
STAGS LEAP WNRY			1		1	100.00	.02	.00
COUGAR CREST				376	-376	-100.00	.00	6.51
SHANNON R MORNE				111	-111	-100.00	.00	1.92
WILLIAMSON				20	-20	-100.00	.00	.35
SEVEN HILLS				17	-17	-100.00	.00	.29
SHANNON RIDGE				14	-14	-100.00	.00	.24
ORDNRY WN VOGNR				14	-14	-100.00	.00	.24
X WINERY LODI				10	-10	-100.00	.00	.17
RABBIT RIDGE				9	-9	-100.00	.00	.16
BANYAN MADERA				8	-8	-100.00	.00	.14
K WRIGHT				5	-5	-100.00	.00	.09
BUNNELL WAHLUKE				5	-5	-100.00	.00	.09
TANGENT EDNA				5	-5	-100.00	.00	.09
KESWICK VINYRDS				3	-3	-100.00	.00	.05
ALEX VALLEY EST				3	-3	-100.00	.00	.05
KUNDE VIOGNIER				2	-2	-100.00	.00	.03
CRANE LAKE CAL				1	-1	-100.00	.00	.02
TOTAL VIOGNIER			5620	5779	-159	-2.75		
WHT VARTL OTH								
FRAN SLVRBCH BX			31346	31407	-61	-.19	34.00	40.23
STR HME MOS CAL			10977	15185	-4208	-27.71	11.91	19.45
RM WOODBG MSCTO			6007	4893	1114	22.77	6.52	6.27
HRM REX-GOL MOS			5665	3162	2503	79.16	6.14	4.05
THE NAKED GR MS			5061	387	4674	1207.75	5.49	.50
BULLY HLL NGARA			3980	4390	-410	-9.34	4.32	5.62
TABLE LEAF CAL			3381		3381	100.00	3.67	.00

NABCA CASE SALES ANALYSIS

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
MONDAVI CK CAL			2957	1581	1376	87.03	3.21	2.03
BIG HOUSE WHITE			2509	2191	318	14.51	2.72	2.81
DIALED IN			1856	2	1854	*****	2.01	.00
FLIP FLOP MSC TO			1762	414	1348	325.60	1.91	.53
FOLIE A'DEUX MT			1417	1346	71	5.27	1.54	1.72
CRANE LAKE MSCT			1378	1497	-119	-7.95	1.49	1.92
SOKL BLSR EV #9			1201	1294	-93	-7.19	1.30	1.66
STE GNVIVE MOSC			959	2418	-1459	-60.34	1.04	3.10
GLENORA NIAGARA			940	45	895	1988.89	1.02	.06
MIRASSOU MSC CA			821		821	100.00	.89	.00
O STH NBL SM SW			599	534	65	12.17	.65	.68
TANGENT ALBRINO			564		564	100.00	.61	.00
MADRIA SNGR MSC			545		545	100.00	.59	.00
WILCOX WEDDNG W			441	436	5	1.15	.48	.56
BRIGHT STAR MSC			439		439	100.00	.48	.00
LIEB PINOT BLNC			425		425	100.00	.46	.00
SIMPLY NAKD MSC			416		416	100.00	.45	.00
PINOT EVL GR/BL			407	460	-53	-11.52	.44	.59
JHNSN LBSTRPFCH			390	434	-44	-10.14	.42	.56
CHILL OUT MSCTO			362	494	-132	-26.72	.39	.63
MARTN W MOS ALG			342	311	31	9.97	.37	.40
SHARPE HL ANGEL			340	319	21	6.58	.37	.41
HEY MAMBO SWNKY			339	322	17	5.28	.37	.41
SALMON RUN COLD			325	385	-59	-15.32	.35	.49
FETZER MSCT CAL			310	7	303	4328.57	.34	.01
CHIMNY RCK ELVG			305	21	284	1352.38	.33	.03
CA D SLO MUSCAT			298	33	265	803.03	.28	.04
CLOVR HL VGNOLE			283	308	-25	-8.12	.31	.39
IRONSTN OBSESSN			248	272	-24	-8.82	.27	.35
VALLY MOON PN B			220	690	-470	-68.12	.24	.88
MIDDLE SIS MSCT			203	53	150	283.02	.22	.07
CASTLE CK LILLY			193	354	-161	-45.48	.21	.45
HORTON NIAGARA			162	171	-9	-5.26	.18	.22
B DOON ROUSSNNE			162		162	100.00	.18	.00
TURNG LF RF MSC			146		146	100.00	.16	.00
TOTALLY RND MSC			116		116	100.00	.13	.00
PARDCCI SUSTAIN			112	153	-41	-26.80	.12	.20
R MNDVI MOS ORO			73	57	16	28.07	.08	.07
BLACK BX CA MSC			70		70	100.00	.08	.00
BOORDY SYVL BLC			61	128	-67	-52.34	.07	.16
MOMMY JUICE CC			60	34	26	76.47	.07	.04
CANYON RD MSCTO			59		59	100.00	.06	.00
JEWEL TN CAYUGA			56	38	18	47.37	.06	.05
ANNE AMIE M THG			54	32	22	68.75	.06	.04
ELK COVE PNT BL			51	26	25	96.15	.06	.03
THE WHT KNGT MS			48		48	100.00	.05	.00
HORTON ECLIPSE			46	68	-22	-32.35	.05	.09
REINDEER RANCH			46	18	28	155.56	.05	.02
BNNY DN CIGR BL			40	28	12	42.86	.04	.04
VENDANGE SYMPHY			35	96	-61	-63.54	.04	.12
SILVN RDG E MUS			35	48	-13	-27.08	.04	.06
DOMINO MSCT CAL			35		35	100.00	.04	.00
TABLS D TBLS BL			32	42	-10	-23.81	.03	.05
MRGN CK CRLS MS			31	44	-13	-29.55	.03	.06
LINGANORE RAVEN			30	22	8	36.36	.03	.03
J W MORRIS MSCT			28		28	100.00	.03	.00
COTTONWOOD ORGN			27	51	-24	-47.06	.03	.07
JEWEL TN SEYVAL			26	24	2	8.33	.03	.03
SEGHESIO ARNEIS			25	45	-20	-44.44	.03	.06
BOTA BOX MOSCTO			22	6	16	266.67	.02	.01
TOMASELLO VD IC			21	31	-10	-32.26	.02	.04
DR FRNK RKTSTLI			21	5	16	320.00	.02	.01
QUPE BN NCDO CV			19	18	1	5.56	.02	.02
CARDNL CB F+VIO			17	9	8	88.89	.02	.01
LINGANORE MAY			15	18	-3	-16.67	.02	.02
CLOS ARIADNE			14	20	-6	-30.00	.02	.03
STEELE BN PN BL			13	16	-3	-18.75	.01	.02
TRUCHARD ROUSSN			13	4	9	225.00	.01	.01
ABACELA ALBARNO			12		12	100.00	.01	.00
BROWNSTONE MSCT			11	41	-30	-73.17	.01	.05
LITTL BL DR MSC			11		11	100.00	.01	.00
RUBICON BLANCX			10	14	-4	-28.57	.01	.02
CH MRRSTTE XMAS			10	9	1	11.11	.01	.01
TBLS PTLN TBLS			10		10	100.00	.01	.00
LANGETWINS MSCT			10		10	100.00	.01	.00
UVAGGIO VRMTNO			10		10	100.00	.01	.00
PHELPS EISREBE			8	3	5	166.67	.01	.00
MIRAMONT SYMPHY			6	8	-2	-25.00	.01	.01
UVAGGIO MSCT SC			6		6	100.00	.01	.00
FANUCCHI TROUSS			5	13	-8	-61.54	.01	.02
STEELE PINOT BL			5	2	3	150.00	.01	.00
TJ STARGRV MSCT			5		5	100.00	.01	.00
KIONA VICKY WHT			5		5	100.00	.01	.00
TWISTED MSCT CA			4	26	-22	-84.62	.00	.03
BDGR PURE WH BX			4	10	-6	-60.00	.00	.01
KALEIDOSCOPE			4	7	-3	-42.86	.00	.01
COL TWO VNE V10			4	3	1	33.33	.00	.00
FLIE ADEUX MSCT			4		4	100.00	.00	.00
SHOOTG ST ALGTE			3		3	100.00	.00	.00
COSENTNO NOVLS			2	1	1	100.00	.00	.00
ANNE AMIE PN BL			1	12	-11	-91.67	.00	.02
JAMES RVR CHDNL			1	7	-6	-85.71	.00	.01
MONTNORE M THGU			1	4	-3	-75.00	.00	.01

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
MORGAN VERDELHO			1	2	-1	-50.00	.00	.00
ZACA MSA ROUSNN			1	1		.00	.00	.00
AMITY PINOT BLC			1	1		.00	.00	.00
CONCANON MSC CA			1			.00	.00	.00
VIANSAN ANTR BNC				776	-776	-100.00	.00	.99
TANGENT ECCLSTN				154	-154	-100.00	.00	.20
MCHL&DVD SYMPHY				21	-21	-100.00	.00	.03
CARMELA RVR MST				10	-10	-100.00	.00	.01
SERA FINA MLVSA				8	-8	-100.00	.00	.01
AU BN CLMT HILD				7	-7	-100.00	.00	.01
PNTHR CRK MELON				4	-4	-100.00	.00	.01
JC CLRS STAGECH				3	-3	-100.00	.00	.01
ERATH EV PNT BL				2	-2	-100.00	.00	.00
CHALONE PN BLNC				2	-2	-100.00	.00	.00
BLACK BART MRSN				2	-2	-100.00	.00	.00
MAYSARA PNT BLC				2	-2	-100.00	.00	.00
PONZI PINOT BLC				2	-2	-100.00	.00	.00
WELLNGTN MARSNE				1	-1	-100.00	.00	.00
LAKE ANNA TOTLY				1	-1	-100.00	.00	.00
BONTERRA MUSCAT				1	-1	-100.00	.00	.00
CLINE CTE OAKLY				1	-1	-100.00	.00	.00
GARRTSN MGNL CV				1	-1	-100.00	.00	.00
MRGN CK MGNL MS				1	-1	-100.00	.00	.00
ROSNBLM ROUSSNE				1	-1	-100.00	.00	.00
NEWPORT VDL ICE				1	-1	-100.00	.00	.00
TERRE RGE ROUSN				1	-1	-100.00	.00	.00
TOTAL WHT VARTL OTH			92189	78063	14126	18.10		
WHT BLND/MRTG								
CRBT CYN PG/CHN			28378	22407	5971	26.65	51.79	58.53
MENAGE A TROIS			6704	7022	-318	-4.53	12.24	18.34
APOTHIC WHT CAL			3442		3442	100.00	6.28	.00
CAYMUS CONUNDRM			2919	2763	156	5.65	5.33	7.22
SKINNYGRL WH CA			2187		2187	100.00	3.99	.00
SANTERRA CLLR			1188		1188	100.00	2.17	.00
MENAGE A TR MSC			1004		1004	100.00	1.83	.00
KDL-JKSN VR SUM			915	863	52	6.03	1.67	2.25
KAMIAK CH/SB CV			885		885	100.00	1.62	.00
X WINERY			874		874	100.00	1.60	.00
KITCHEN SINK CA			835	87	748	859.77	1.52	.23
SEVEN DAUGHTERS			702	854	-152	-17.80	1.28	2.23
DOOBIE BLUES			615	58	557	960.34	1.12	.15
PROMISQOUS WHT			573	661	-88	-13.31	1.05	1.73
14 HANDS HOT TR			563	355	208	58.59	1.03	.93
CHRRY TOP SW WH			190		190	100.00	.35	.00
PRIMAL ROOT CAL			172		172	100.00	.31	.00
SWEET BLS SW WH			170	117	53	45.30	.31	.31
INGLKN CRISP WH			167	206	-39	-18.93	.30	.54
ALMDN MOS/RHINE			158	140	18	12.86	.29	.37
FESS PKR MELNGE			150		150	100.00	.27	.00
CLAYHSE ADBE CC			142	161	-19	-11.80	.26	.42
ST FRNCS WHT SP			139		139	100.00	.25	.00
BRIDESMAID			108		108	100.00	.20	.00
LOBSTAH WHITE			106		106	100.00	.19	.00
BLACK OAK SWT W			98	114	-16	-14.04	.18	.30
BOREALIS NORTHN			83	105	-22	-20.95	.15	.27
ENSEMBLE WHT CA			82		82	100.00	.15	.00
KENEFICK PICKTT			68		68	100.00	.12	.00
MAGNIFICENT WNE			67	132	-65	-49.24	.12	.34
TREANA MAR/VGNR			54	233	-179	-76.82	.10	.61
CMS WHT COL VLY			53	69	-16	-23.19	.10	.18
HOUSE BAND +3			50		50	100.00	.09	.00
STARK RAVNG WHT			47		47	100.00	.09	.00
NEWPORT GRT WHT			42	42		.00	.08	.11
3 HRS RN RSN/VG			41	84	-43	-51.19	.07	.22
CURTIS HERITAGE			41	5	36	720.00	.07	.01
HRM RX-G FR RNG			37		37	100.00	.07	.00
JACK TNE WHT CA			36	4	32	800.00	.07	.01
WATERBROOK MLNG			34	15	19	126.67	.06	.04
WICKED GOOD WHT			33	37	-4	-10.81	.06	.10
SPANN CHR/VGNR			33	22	11	50.00	.06	.06
BERINGER ALLUVM			32	24	8	33.33	.06	.06
BIG CLAW WHITE			29	81	-52	-64.20	.05	.21
SUTTR HM SWT WH			29	4	25	625.00	.05	.01
VIANSAN ARNEIS			29		29	100.00	.05	.00
VERITAS WH STAR			25	25		.00	.05	.07
COOPER VN RHPSD			25	23	2	8.70	.05	.06
CA D SLO ALBRNO			25	8	17	212.50	.05	.02
ALMDN P GR/CHEN			24	288	-264	-91.67	.04	.75
FERARI-CRN BLLA			24	20	4	20.00	.04	.05
ANNE AMIE BLEND			23	18	5	27.78	.04	.05
TRES PINOS 3PNE			22		22	100.00	.04	.00
PANCAKE BIG DAY			22		22	100.00	.04	.00
TOASTED HD UNTM			21	79	-58	-73.42	.04	.21
DANCING GRAPE			21		21	100.00	.04	.00
COL TWO VNE V10			18	66	-48	-72.73	.03	.17
SEGHSIO FNO RR			15	6	9	150.00	.03	.02
WINE 4 CHILL CA			15		15	100.00	.03	.00
STICKYBK SEM/SV			14		14	100.00	.03	.00
WHT TRUCK BLEND			13	21	-8	-38.10	.02	.05
1221 FLR DE LYS			13		13	100.00	.02	.00
RAVINES KEUKA			12		12	100.00	.02	.00

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

ALL STATES-1/1/12 - 09/30/12

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
MSSNGR TELEGRAM			10		10	100.00	.02	.00
THRSTN WLFE PGV			9	16	-7	-43.75	.02	.04
MIDDLE SIS WCKD			9	14	-5	-35.71	.02	.04
CADARETTA SB/SM			9	6	3	50.00	.02	.02
HOUSE WHITE			9	3	6	200.00	.02	.01
DRIN SWIFT MNNQ			9		9	100.00	.02	.00
ORDNRY BONSHAKR			8		8	100.00	.01	.00
GLD GATE PNG/CH			6	30	-24	-80.00	.01	.08
MONTINORE BRLS			6		6	100.00	.01	.00
THE CLIPPING			6		6	100.00	.01	.00
ST SUPERY MERTG			5	20	-15	-75.00	.01	.05
CLINE OKLY 4WHT			5	18	-13	-72.22	.01	.05
JADE MT IMP BLD			5	10	-5	-50.00	.01	.03
THIRD WHEEL CAL			5	4	1	25.00	.01	.01
BROOKS AMYCAS			5	4	1	25.00	.01	.01
WOLFFER CLASSIC			5		5	100.00	.01	.00
COMINQUE REVLTN			5		5	100.00	.01	.00
ST SUPERY VIRTU			4	534	-530	-99.25	.01	1.39
CH L PAW CTB BL			4	25	-21	-84.00	.01	.07
BERINGR NGHTNGL			4		4	100.00	.01	.00
CLIF THE CLIMBR			4		4	100.00	.01	.00
AIRLIE 7 WLLMTT			3	16	-13	-81.25	.01	.04
BERNGR KNGT BLC			3	14	-11	-78.57	.01	.04
THE BLONDE BOMB			3	2	1	50.00	.01	.01
WHITE ELEPHANT			3		3	100.00	.01	.00
RED HILL DV HTG			2	4	-2	-50.00	.00	.01
FRRIER HAY HOOK			2		2	100.00	.00	.00
FARRIER ANDIRON			2		2	100.00	.00	.00
TEN MILE L HRZN			1	11	-10	-90.91	.00	.03
DOLCE LH SV/SEM			1	2	-1	-50.00	.00	.01
VINEYARD 518			1		1	100.00	.00	.00
LOST ANGEL			1		1	100.00	.00	.00
AZ STNGHLD TAZI			1		1	100.00	.00	.00
VENDNGE SEM-CHR				259	-259	-100.00	.00	.68
LUNA FREAKOUT				33	-33	-100.00	.00	.09
LYETH WHT MERTG				12	-12	-100.00	.00	.03
ROAD I MENDOCNO				8	-8	-100.00	.00	.02
AU B CLMT PB/PG				7	-7	-100.00	.00	.02
LANGTRY MERTAGE				4	-4	-100.00	.00	.01
BENNTT LN MAXMS				4	-4	-100.00	.00	.01
HAYMN&HLL INTER				2	-2	-100.00	.00	.01
CORE WHITE				1	-1	-100.00	.00	.00
LOLONIS LADYBUG				1	-1	-100.00	.00	.00
DAOU CHMN D FLR				1	-1	-100.00	.00	.00
DAVIS FAM CUVEE				1	-1	-100.00	.00	.00
TOTAL WHT BLND/MRTG			54791	38285	16506	43.11		
APPLE								
HORNSBY'S DARK			5772	5841	-69	-1.18	49.14	46.48
HORNSBY'S			1952	3163	-1211	-38.29	16.62	25.17
ANGRY ORC CRISP			1095		1095	100.00	9.32	.00
HARD CORE CRISP			637	1742	-1105	-63.43	5.42	13.86
CHADDSFORD SPCD			532	440	92	20.91	4.53	3.50
CLOVER HLL SPCD			526	525	1	.19	4.48	4.18
ACE APPLE CIDER			473	376	97	25.80	4.03	2.99
ANGRY ORC A GNG			175		175	100.00	1.49	.00
LABELLE GRANITE			98	92	6	6.52	.83	.73
SILVR MT HRD CD			85	51	34	66.67	.72	.41
FARNM X-DR CIDR			79	83	-4	-4.82	.67	.66
FARNM SM-DR CDR			78	99	-21	-21.21	.66	.79
SWEET PEA W/PCH			71	6	65	1083.33	.60	.05
FARNM SMRR CIDR			56	2	54	2700.00	.48	.02
CRISPIN HRD CDR			46		46	100.00	.39	.00
FARNM FRMHS CDR			33	93	-60	-64.52	.28	.74
FARNM KNG BLK R			29	28	1	3.57	.25	.22
PRIMETIME			8	14	-6	-42.86	.07	.11
K CIDER			1	1		.00	.01	.01
CROOKED TREE RS				7	-7	-100.00	.00	.06
CIDER JACK HARD				2	-2	-100.00	.00	.02
FLAG HILL				1	-1	-100.00	.00	.01
TOTAL APPLE			11746	12566	-820	-6.53		
BLACKBERRY								
HORTON CH CABIN			188	201	-13	-6.47	42.82	41.96
ST JAMES WINERY			83	92	-9	-9.78	18.91	19.21
PASEK CLR BLBRY			67	93	-26	-27.96	15.26	19.42
RAPIDAN RIVER			47	31	16	51.61	10.71	6.47
CH MORRISETTE			42	54	-12	-22.22	9.57	11.27
BERRYWINE			12	8	4	50.00	2.73	1.67
TOTAL BLACKBERRY			439	479	-40	-8.35		
FRUIT OTHER								
PETER VELLA FLV			25791	20186	5605	27.77	50.20	49.69
SPANADA (ROSSI)			4206	4281	-75	-1.75	8.19	10.54
WOODCHK CDR AMB			3958	3345	613	18.33	7.70	8.23
WOODCHK CDR G S			2725	2142	583	27.22	5.30	5.27
HAZLTT 1852 BRM			2372	336	2036	605.95	4.62	.83
ST CHAP HUCKBRY			1759	565	1194	211.33	3.42	1.39
TAKARA PLUM			1205	1246	-41	-3.29	2.35	3.07
ACE PEAR CIDER			1151	1069	82	7.67	2.24	2.63

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

ALL STATES-1/1/12 - 09/30/12

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
KINSEN PLUM			910	981	-71	-7.24	1.77	2.41
WOODCHK CDR DRK			870	785	85	10.83	1.69	1.93
WOODCK CDR PEAR			826	533	293	54.97	1.61	1.31
KIKKOMAN PLUM			728	696	32	4.60	1.42	1.71
BARGETTO MEAD			416	422	-6	-1.42	.81	1.04
TOTALLY RND PCH			398		398	100.00	.77	.00
WOODCK CDR RASP			329	340	-11	-3.24	.64	.84
WOODCK CDR FALL			286	122	164	134.43	.56	.30
SORRENTI CHERRY			273	350	-77	-22.00	.53	.86
KOBAT PLUM			216	192	24	12.50	.42	.47
WOODCHK VARIETY			199	214	-15	-7.01	.39	.53
GOLDEN GATE RED			195	402	-207	-51.49	.38	.99
CHADDSFRD SPRNG			186	385	-199	-51.69	.36	.95
WOODCK PR PMPKN			159	5	154	3080.00	.31	.01
WOODCK CDR SMMR			144		144	100.00	.28	.00
HORTON CBN RSPY			143	181	-38	-20.99	.28	.45
LABELLE CRNBRRY			126	98	28	28.57	.25	.24
FLAG H WLD BLBY			112	142	-30	-21.13	.22	.35
FLAG HL RSPBRRY			91	83	8	9.64	.18	.20
ST JAME WN STRW			89	89		.00	.17	.22
FLAG HL APL/CRN			87	76	11	14.47	.17	.19
SPANISH VLY CHY			73	65	8	12.31	.14	.16
WOODCK CDR SPRG			71		71	100.00	.14	.00
HORTON CBN PCH			70	94	-24	-25.53	.14	.23
RAPIDAN PEACH			68	37	31	83.78	.13	.09
BOORDY JAZZBERRY			67	18	49	272.22	.13	.04
TOMASELLO BLBRY			63	63		.00	.12	.16
ST JAME WN PCH			60	76	-16	-21.05	.12	.19
MEADRY RCK BL/H			44	36	8	22.22	.09	.09
RAPIDAN RASPBRY			43	25	18	72.00	.08	.06
SOU SHORE CRNBRY			39	21	18	85.71	.08	.05
BERRYWNE RASPBRY			37	57	-20	-35.09	.07	.14
LABELLE BLUEBRY			37		37	100.00	.07	.00
SILVR MT RSP AP			35	21	14	66.67	.07	.05
TOMASELLO PMGNT			34	39	-5	-12.82	.07	.10
TOMASELLO BL/PM			34	34		.00	.07	.08
PASEK CLR CRNBRY			33	68	-35	-51.47	.06	.17
SOUTHERN PT RED			33	35	-2	-5.71	.06	.09
BARGETTO RASPBRY			32	12	20	166.67	.06	.03
IMPECCBLE PEACH			32	9	23	255.56	.06	.02
TOMASELLO RSPBY			30	51	-21	-41.18	.06	.13
TOMASELLO CRNBRY			28	30	-2	-6.67	.05	.07
TOMASELLO CHRRY			25	33	-8	-24.24	.05	.08
BERRYWNE MEAD			25	26	-1	-3.85	.05	.06
SILVR MT BLU/AP			25	26	-1	-3.85	.05	.06
FLAG HL STRWBRY			24	59	-35	-59.32	.05	.15
BERRYWNE PEACH			22	35	-13	-37.14	.04	.09
SILVR MT HNY AP			22	20	2	10.00	.04	.05
TOMASELLO BLKBY			21	39	-18	-46.15	.04	.10
LABELLE RSPBRRY			20	19	1	5.26	.04	.05
SUCK&BLOW CHERY			20	2	18	900.00	.04	.00
SUCK&BLOW G APL			19	3	16	533.33	.04	.01
SUCK&BLOW W BRY			19	2	17	850.00	.04	.00
SLIDGE RDG CYSR			18		18	100.00	.04	.00
BERRYWNE STWBRY			17	27	-10	-37.04	.03	.07
SUCK*BLW WTMNL			15	2	13	650.00	.03	.00
WOODCK PR BR SL			14	14		.00	.03	.03
BARGETTO POMGNT			14	7	7	100.00	.03	.02
BERRYWNE BLBRRY			13	12	1	8.33	.03	.03
ST JAME WN BLBY			11		11	100.00	.02	.00
BARGETTO OLABRY			11		11	100.00	.02	.00
ST JAME WN CHRY			10	39	-29	-74.36	.02	.10
PRIMETME BLUBRY			10	15	-5	-33.33	.02	.04
ST JAME WN RASP			10		10	100.00	.02	.00
SUCK&BLOW MIX			8	7	1	14.29	.02	.02
BENIHANA PLUM			8	4	4	100.00	.02	.01
BOORDY TNGO PCH			8		8	100.00	.02	.00
SILVR MT CHY/AP			7	26	-19	-73.08	.01	.06
PASEK CLR RSPBY			6	7	-1	-14.29	.01	.02
HUCK HUCKLEBERRY			6		6	100.00	.01	.00
MAUI SPLASH			4	10	-6	-60.00	.01	.02
ALBA RED RSPBRY			4	6	-2	-33.33	.01	.01
MAUI BLANC			4	4		.00	.01	.01
REDSTONE BL RSP			4	2	2	100.00	.01	.00
BERRYWNE SPC AP			4		4	100.00	.01	.00
PETER VELLA DEL			4		4	100.00	.01	.00
LATAH CRK HCKBY			3	2	1	50.00	.01	.00
CAMAS WILD PLUM			2	63	-61	-96.83	.00	.16
PRIMETME WTRMLN			2	30	-28	-93.33	.00	.07
LOEW BLUEBERRY			2	4	-2	-50.00	.00	.01
REDSTONE SUNSHN			1	2	-1	-50.00	.00	.00
WOODCK CDR WNTR			1		1	100.00	.00	.00
PRIMETME BNA BR				6	-6	-100.00	.00	.01
PRIMETME PP SPL				4	-4	-100.00	.00	.01
BERRYWINE PLUM				3	-3	-100.00	.00	.01
PRIMETME ORANGE				3	-3	-100.00	.00	.01
MRGN CK BLBY SM				1	-1	-100.00	.00	.00
MRGN CK BLBY SW				1	-1	-100.00	.00	.00
TOTAL FRUIT OTHER			51376	40622	10754	26.47		
FRUIT VRTL WN								
ARBR MST FRT WZ			32721	33916	-1195	-3.52	20.07	20.68

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

ALL STATES-1/1/12 - 09/30/12

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
ARBR MST BLK ML			279 19	29293	-1374	-4.69	17.12	17.86
WLD VINE BLK ML			18599	19618	-1019	-5.19	11.41	11.96
ARBR MST STW WZ			17960	22180	-4220	-19.03	11.01	13.53
ARBR MST SNG ZN			14362	14885	-523	-3.51	8.81	9.08
ARBR MST CRN TW			8155	9362	-1207	-12.89	5.00	5.71
ARBR MST PN GRG			5837	8148	-2311	-28.36	3.58	4.97
ARBR MST PCH CH			5725	5357	368	6.87	3.51	3.27
ARBR MST POM PN			5233	569	4664	819.68	3.21	.35
ARBR MST WP PNG			4813	4182	631	15.09	2.95	2.55
ARBR MST TF CHR			4343	5536	-1193	-21.55	2.66	3.38
A MST MG/SW MSC			4113	4113	100.00	100.00	2.52	.00
ARBR MST MLN WZ			3623	3788	-165	-4.36	2.22	2.31
A MST FRZ ST WZ			3106	3106	100.00	100.00	1.90	.00
A MST FRZ BB ML			2621	2621	100.00	100.00	1.61	.00
A MST FRZ PR PG			1787	1787	100.00	100.00	1.10	.00
WLD VINE STW WZ			1566	1736	-170	-9.79	.96	1.06
WLD VINE RSP ZN			523	1941	-1418	-73.06	.32	1.18
SOLMN EXTC W ZN			21	21	100.00	100.00	.01	.00
ARBR MST MX PNR			13	3470	-3457	-99.63	.01	2.12
SOLMN GR AP RSL			10	10	100.00	100.00	.01	.00
SOLMN MNGO MST			5	5	100.00	100.00	.00	.00
ARBR MST OF CHR			1	1	100.00	100.00	.00	.00
WLD VNE PASSION			1	1	100.00	100.00	.00	.00
WLD VNE TROPICAL			1	1	-100.00	-100.00	.00	.00
TOTAL FRUIT VRTL WN			163057	163983	-926	-.56		
TABLE OTHER								
FRANZIA RD SNGR			48738	42798	5940	13.88	32.28	30.34
C ROSSI SANGRIA			33061	32599	462	1.42	21.90	23.11
MADRIA SNGR TRD			11165	9289	1876	20.20	7.39	6.58
PETER VELLA SNG			5795	4415	1380	31.26	3.84	3.13
RED GUITAR SANG			4700	758	3942	520.05	3.11	.54
DAILY RTD F STW			3826	698	3128	448.14	2.53	.49
DAILY RTD FZ PD			3164	3164	100.00	100.00	2.10	.00
MSTR O MX SW&R			2636	2588	48	1.85	1.75	1.83
BERINGER PVS			2436	2822	-386	-13.68	1.61	2.00
LIVNGSTN SNGRIA			2425	5692	-3267	-57.40	1.61	4.04
DAILY RTD FZ MR			2419	1778	641	36.05	1.60	1.26
DAILY RTD MG BX			2172	1895	277	14.62	1.44	1.34
CHOCOLATE VL VN			2083	4	2079	*****	1.38	.00
MSTR O MX MARGT			1968	2263	-295	-13.04	1.30	1.60
BOONES F SNGRIA			1934	2238	-304	-13.58	1.28	1.59
DAILY RTD PM MR			1703	4319	-2616	-60.57	1.13	3.06
GALLO FAM SANGR			1290	1290	100.00	100.00	.85	.00
MSTR O MX ST DQ			1285	1605	-320	-19.94	.85	1.14
CHOCOLATE SHOP			1258	66	1192	1806.06	.83	.05
YAGO SANT'GRIA			1190	837	353	42.17	.79	.59
CONSTELLATN MIX			1120	1120	100.00	100.00	.74	.00
CHADDSFRD SNGRA			973	876	97	11.07	.64	.62
FINE CALL SW&R			918	868	50	5.76	.61	.62
MSTR MRG MX BKT			906	1145	-239	-20.87	.60	.81
FINE CALL GRNDN			800	760	40	5.26	.53	.54
MSTR O MX B MRY			737	681	56	8.22	.49	.48
MSTR O MX P COL			695	795	-100	-12.58	.46	.56
ARROWHEAD NGARA			649	898	-249	-27.73	.43	.64
MSTR MX MRGT LT			605	263	342	130.04	.40	.19
MSTR SR APL MRT			589	685	-96	-14.01	.39	.49
SWEET MAGNOLIA			511	474	37	7.81	.34	.34
MSTR O MX T COL			498	625	-127	-20.32	.33	.44
FLAME LILY MIXD			480	480	100.00	100.00	.32	.00
MSTR O MX WH SR			445	515	-70	-13.59	.29	.37
TISDALE CHOCLTE			365	365	100.00	100.00	.24	.00
BLUE BAYOU			363	436	-73	-16.74	.24	.31
MSTR MX BL M XS			351	461	-110	-23.85	.23	.33
CHOCOLAT RGE RD			259	259	100.00	100.00	.17	.00
WH ML FM SPODEE			248	248	100.00	100.00	.16	.00
FINE CALL STW P			233	255	-22	-8.63	.15	.18
RED DECDNC CHOC			216	186	30	16.13	.14	.13
LIBERTY CRK CHC			215	215	100.00	100.00	.14	.00
DAILY RTD FZ PC			213	213	100.00	100.00	.14	.00
BLUEBERRY TH SW			202	153	49	32.03	.13	.11
EPPA SANGRIA			196	196	100.00	100.00	.13	.00
MSTR STW MX BKT			190	101	89	88.12	.13	.07
COCOA DI VINE			186	63	123	195.24	.12	.04
GOLDEN GTE SANG			164	257	-93	-36.19	.11	.18
SAND CASTLE ALP			142	134	8	5.97	.09	.09
SOUTHERN BELLE			128	111	17	15.32	.08	.08
WHIP CHCLT VL V			117	117	100.00	100.00	.08	.00
CHOCLT SHOP STW			114	114	100.00	100.00	.08	.00
FLIP FLOP MIXED			112	6328	-6216	-98.23	.07	4.49
BROTHERHOOD HOL			102	328	-226	-68.90	.07	.23
ORLEAN H CT ZRO			102	84	18	21.43	.07	.06
BERRYWN PL SNGR			96	173	-77	-44.51	.06	.12
COCOA VINO			95	33	62	187.88	.06	.02
BOORDY VIVA SNG			90	116	-26	-22.41	.06	.08
OAK CREEK SANGR			81	127	-46	-36.22	.05	.09
POMAGRIA			79	79	100.00	100.00	.05	.00
CHOCLT SHOP CRM			70	70	100.00	100.00	.05	.00
INGLNK FRT SNGR			66	76	-10	-13.15	.04	.05
CHATEAU CHOCLT			62	94	-32	-34.04	.04	.07
STIRRING MARGRT			62	77	-15	-19.48	.04	.05
SINFUL			59	59	100.00	100.00	.04	.00

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
SKINNYGIRL/MIX			55		55	100.00	.04	.00
CHOCOLAT RGE CM			54		54	100.00	.04	.00
COCOA VINO MINT			53	40	13	32.50	.04	.03
PETER PAUL MIX			50		50	100.00	.03	.00
RAPIDAN CHOCOLT			49		49	100.00	.03	.00
ELK RUN SW KATH			47	49	-2	-4.08	.03	.03
CHOCO NOIR CHOC			41	141	-100	-70.92	.03	.10
BANDIT RED SNGR			40	375	-335	-89.33	.03	.27
CV COCOA VN CHR			38		38	100.00	.03	.00
STIRRING COSMO			36	47	-11	-23.40	.02	.03
MSTR O MX MANGO			34		34	100.00	.02	.00
SWEET SUNST CHC			32	85	-53	-62.35	.02	.06
CHOCCLT SHOP BOX			30	9	21	233.33	.02	.01
OLDE SAV SW TEA			26	1096	-1070	-97.63	.02	.78
STIRRING MOJITO			26	38	-12	-31.58	.02	.03
DAILY RTD APLTN			25	87	-62	-71.26	.02	.06
MEADRY RCK GNVR			24		24	100.00	.02	.00
WINE 4 GRL SNGR			22	22		.00	.01	.02
WINE 4 CHL SNGR			22	16	6	37.50	.01	.01
ANNAPOLIS SUNST			19	21	-2	-9.52	.01	.01
COCOA D VN CHRY			18		18	100.00	.01	.00
CHDDSRD MERCAN			15	15		.00	.01	.01
MSTR MX BG MJTO			14	43	-29	-67.44	.01	.03
HONEYMAKER MIXD			11		11	100.00	.01	.00
DAILY RTD MRGRT			8	431	-423	-98.14	.01	.31
SWEET SUNST PCH			6	21	-15	-71.43	.00	.01
STIRRING POMGNT			5	47	-42	-89.36	.00	.03
REDSTNE TRAD MT			5		5	100.00	.00	.00
FINE CALL LIME			4		4	100.00	.00	.00
OLDE SAV ST LEM			4		4	100.00	.00	.00
ELVIS HOL PK/CD			3	17	-14	-82.35	.00	.01
TRINCHRO MIX RD			3		3	100.00	.00	.00
ELK RUN VN GLCE			2	7	-5	-71.43	.00	.00
HONEYMAKER BLUE			2		2	100.00	.00	.00
DAILY RTD MJITO			1	397	-396	-99.75	.00	.28
DAILY RTD COSMO			1	348	-347	-99.71	.00	.25
REBEC AUTUM GLW			1	35	-34	-97.14	.00	.02
PEACE FROG MARG			1		1	100.00	.00	.00
HONEYMAKER DRY			1		1	100.00	.00	.00
HONEYMAKER LVND			1		1	100.00	.00	.00
GRBLDI PASTAVNO				2684	-2684	-100.00	.00	1.90
WORTHY CENTENNL			65		-65	-100.00	.00	.05
LA CREMA 2B R&W			26		-26	-100.00	.00	.02
DAILY RTD B MRY			21		-21	-100.00	.00	.01
DAILY RTD MNGTN			18		-18	-100.00	.00	.01
DAILY RTD CM BX				16	-16	-100.00	.00	.01
THRSTN SW RBCCA				2	-2	-100.00	.00	.00
TRINCHERO 2 BTL				2	-2	-100.00	.00	.00
PAGE WNE STASH				1	-1	-100.00	.00	.00
REBEC SWT SOFIA				1	-1	-100.00	.00	.00
TOTAL TABLE OTHER			150981	141065	9916	7.03		
CHMPAGNE BRUT								
KORBEL BRUT			23960	24093	-133	-.55	26.40	27.16
COOKS IMP BRUT			22326	21511	815	3.79	24.60	24.25
ANDRE BRUT			13880	13288	592	4.46	15.29	14.98
BAREFOOT BUBBLY			5136	4469	667	14.93	5.66	5.04
ROGET BRUT			3457	3732	-275	-7.37	3.81	4.21
PIPER SNM BRUT			3195	3556	-361	-10.15	3.52	4.01
MUMM NAPA BRUT			3188	2982	206	6.91	3.51	3.36
DSM CUVEE BRUT			3186	3599	-413	-11.48	3.51	4.06
DOM CHNDN NV BR			2320	2179	141	6.47	2.56	2.46
GRT WESTRN BRUT			1852	2162	-310	-14.34	2.04	2.44
WM WYCLIFF			1530	1312	218	16.62	1.69	1.48
DOM CHNDN BR CV			1273	968	305	31.51	1.40	1.09
ROEDERER EST AV			1086	1127	-41	-3.64	1.20	1.27
GLORIA FERR BRT			1077	1065	12	1.13	1.19	1.20
TOTT'S BRUT			686	740	-54	-7.30	.76	.83
GRUET NEW MXICO			537	448	89	19.87	.59	.51
G FERR RYL 2002			430	14	416	2971.43	.47	.02
MUMM NAPA CV M			383	40	343	857.50	.42	.05
COOK IMP 6/4 PK			351	289	62	21.45	.39	.33
KENWOOD CUV BRT			218	150	68	45.33	.24	.17
BARBOURSVILLE			97	108	-11	-10.19	.11	.12
G FERR VA DE VI			95	209	-114	-54.55	.10	.24
SCHRFFNBGR BRUT			80	47	33	70.21	.09	.05
ST CHAP BRUT			65	73	-8	-10.96	.07	.08
ARGYLE BRUT			64	86	-22	-25.58	.07	.10
GRUET N MX ROSE			62	150	-88	-58.67	.07	.17
ROEDERER EST RS			52	47	5	10.64	.06	.05
GLORIA F RYL CV			31	46	-15	-32.61	.03	.05
KLUGE SP BLC BL			24	32	-8	-25.00	.03	.04
WEIBEL PVT LABL			24	30	-6	-20.00	.03	.03
IRON HRSE CL BR			19	20	-1	-5.00	.02	.02
GLORIA F PRV CV			16	18	-2	-11.11	.02	.02
B HERZOG BRUT			12	20	-8	-40.00	.01	.02
CH FRANK BRUT			12		12	100.00	.01	.00
ROEDERER L'ERMG			9	11	-5	-45.45	.01	.01
DOM CHNDN FTQIL			9	8	-2	-25.00	.01	.01
SCHRMBG MIRABL			5	23	-18	-78.26	.01	.03
KORBEL BRUT 4PK			5	18	-13	-72.22	.01	.02
KORBEL BRUT ORG			5		5	100.00	.01	.00

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

ALL STATES-1/1/12 - 09/30/12

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
MIRABELLE BRUT			4	12	-8	-66.67	.00	.01
DOM CHNDN BR RS			2	10	-8	-80.00	.00	.01
MUMM NAPA BR RS			2	1	1	100.00	.00	.00
IRON HORSE BRUT			1	7	-6	-85.71	.00	.01
IRON HRSE BR RS			1	5	-4	-80.00	.00	.01
MUMM NP C M-RED			1		1	100.00	.00	.00
G FERR RYL 2000				1	-1	-100.00	.00	.00
TOTAL CHMPAGNE BRUT			90762	88706	2056	2.32		
CHMPGNE X DRY								
ANDRE EX DRY			22819	23635	-816	-3.45	33.71	34.81
COOKS IMP X DRY			15367	14287	1080	7.56	22.70	21.04
ROGET EXTRA DRY			9999	9596	403	4.20	14.77	14.13
KORBEL X DRY			8186	8513	-327	-3.84	12.09	12.54
G WESTN EXT DRY			5421	6142	-721	-11.74	8.01	9.05
BAREFOOT BUBBLY			5380	5220	160	3.07	7.95	7.69
TOTT'S EXT DRY			465	428	37	8.64	.69	.63
DSM EXTRA DRY			51	80	-29	-36.25	.08	.12
TOTAL CHMPGNE X DRY			67688	67901	-213	-.31		
CHMPGNE NATRL								
KORBEL NATURAL			1757	1634	123	7.53	100.00	100.00
TOTAL CHMPGNE NATRL			1757	1634	123	7.53		
CHAMPAGNE OTH								
BAREFT BUB P GR			4296	4043	253	6.26	41.62	39.37
BAREFOOT BUBBLY			1749	2045	-296	-14.47	16.94	19.92
KORBEL SWT CUV			1597	173	1424	823.12	15.47	1.68
COOKS IMP BR GR			1365	1174	191	16.27	13.22	11.43
KORBEL CHARDNNY			407	1527	-1120	-73.35	3.94	14.87
PIPER SNM BL BL			234	603	-369	-61.19	2.27	5.87
SCHRAM BLC D BL			206	144	62	43.06	2.00	1.40
ST CHAPELLE RSL			116	97	19	19.59	1.12	.94
WILSON CR ALMND			105	84	21	25.00	1.02	.82
KORBEL NOIR VNT			95	99	-4	-4.04	.92	.96
GRUET DMI SC BL			39	34	5	14.71	.38	.33
SHRMSBRG CREMNT			34	24	10	41.67	.33	.23
KORBEL NOIR N V			25	84	-59	-70.24	.24	.82
IRON HRSE WD CV			20	31	-11	-35.48	.19	.30
IRON HRSE BL BL			17	19	-2	-10.53	.16	.19
SCHRAM BLC D NR			8	9	-1	-11.11	.08	.09
SCHRAM J SCHRAM			4	8	-4	-50.00	.04	.08
GLORIA F CRN CV			4	2	2	100.00	.04	.02
SCHRMSBRG RESRV			1		1	100.00	.01	.00
BAREFT BUB CHR				51	-51	-100.00	.00	.50
GLORIA F BLC BL				16	-16	-100.00	.00	.16
PIPER SNM BL NR				1	-1	-100.00	.00	.01
TOTAL CHAMPAGNE OTH			10322	10268	54	.53		
CHAMP PNK/RED								
ANDRE PINK BLSH			8401	9427	-1026	-10.88	42.53	40.57
ANDRE COLD DUCK			4300	4931	-631	-12.80	21.77	21.22
KORBEL SWT ROSE			2664	2183	481	22.03	13.49	9.40
KORBEL ROSE			1358	1484	-126	-8.49	6.88	6.39
COOKS WH ZNFNDL			1134	1338	-204	-15.25	5.74	5.76
DOM CHNDN ROSE			1091	818	273	33.37	5.52	3.52
BAREFT BB RS CV			417	2738	-2321	-84.77	2.11	11.78
G FERRER BLC NR			206	172	34	19.77	1.04	.74
J SPARKLING ROSE			80	69	11	15.94	.41	.30
CHNDN ETOIL RSE			34	7	27	385.71	.17	.03
MIRABELLE BRT RS			33	31	2	6.45	.17	.13
KORBEL ROUGE			19	19			.10	.08
DOM CHNDN CV RS			13	4	9	225.00	.07	.02
KRBL SW RSE 4PK			1	7	-6	-85.71	.01	.03
KLUGE SP ROSE				3	-3	-100.00	.00	.01
KORBEL ROSE 4PK				3	-3	-100.00	.00	.01
TOTAL CHAMP PNK/RED			19751	23234	-3483	-14.99		
SPUMANTE								
ROGET SPUMANTE			14533	14970	-437	-2.92	37.24	35.67
BAREFT BUB MSCT			6391	7234	-843	-11.65	16.38	17.24
BALLATORE			6301	6441	-140	-2.17	16.15	15.35
ANDRE			6181	7374	-1193	-16.18	15.84	17.57
COOKS IMPERIAL			4447	4421	26	5.9	11.40	10.54
BALLATORE ROSSO			1166	1520	-354	-23.29	2.99	3.62
CRANE LAKE CAL			2	4	-2	-50.00	.01	.01
TOTAL SPUMANTE			39021	41964	-2943	-7.01		
SPARKLING OTH								
BAREFT BB PK MS			7866	67	7799	*****	22.24	.27
ANDRE PCH PASSN			5304	3337	1967	58.95	14.99	13.53
ANDRE STRAWBRRY			4304	3063	1241	40.52	12.17	12.42
SUTTER HOME MSC			2268	178	2090	1174.16	6.41	.72
ALLURE PNK MSCT			2182	186	1996	1073.12	6.17	.75
WOODBRIDGE BRUT			2014	1866	148	7.93	5.69	7.57
CHNDN B D NOIRS			1542	1480	62	4.19	4.36	6.00
FRAN CPLA SOFIA			1332	671	661	98.51	3.77	2.72

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

ALL STATES-1/1/12 - 09/30/12

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
MUMM NAPA BL NR			1305	1164	141	12.11	3.69	4.72
DSM EXTRA DRY			1044	1224	-180	-14.71	2.95	4.96
WOODBIDGE CUVEE			979	47	932	1982.98	2.77	.19
DMN CARNROS BRT			931	1113	-182	-16.35	2.63	4.51
DSM BLNC D BLNC			617	566	51	9.01	1.74	2.30
BRNGR WHT ZNFDL			599	2798	-2199	-78.59	1.69	11.35
ANDRE PN GRIGIO			565	457	108	23.63	1.60	1.85
SSTR HM BB P MS			394		394	100.00	1.11	.00
PACIFIC RIM RSL			344	207	137	66.18	.97	.84
COOKS MOSCATO			288		288	100.00	.81	.00
J CUVEE 20 RRV			224	271	-47	-17.34	.63	1.10
CRANE LAKE BRUT			132	28	104	371.43	.37	.11
ARBOR MST RASPB			111	2427	-2316	-95.43	.31	9.84
MUMM NAPA BL BL			107	1113	-1006	-90.39	.30	4.51
BALLATORE MSC R			100		100	100.00	.28	.00
MUMM NPA BRT RS			89	118	-29	-24.58	.25	.48
CHNDN BR CL LMT			79		79	100.00	.22	.00
ALLURE MOSCATO			76		76	100.00	.21	.00
SCHRM BRUT ROSE			69	84	-15	-17.86	.20	.34
ST CLAIRE MIMSA			59		59	100.00	.17	.00
ARBOR MST PEACH			54	1547	-1493	-96.51	.15	6.27
JORDAN			53	82	-29	-35.37	.15	.33
SCHRAM BLC D NR			52	70	-18	-25.71	.15	.28
MUMM NP DVX RSE			51		51	100.00	.14	.00
SCHRM MRB B RSE			38	62	-24	-38.71	.11	.25
DM CARN BRT RSE			31	26	5	19.23	.09	.11
DOM CHNDON RCHE			29	208	-179	-86.06	.08	.84
AMUSANT PK MSCT			21		21	100.00	.06	.00
CHANDON ETOILE			14	4	10	250.00	.04	.02
IRON HRSE RS CV			13	28	-15	-53.57	.04	.11
ALMOND CREEK			13		13	100.00	.04	.00
CHANDON CHRD RS			12		12	100.00	.03	.00
FLIP FLP BB PNG			11		11	100.00	.03	.00
MUMM NAPA DVX			7	44	-37	-84.09	.02	.18
ARGYLE BRT SPKL			6		6	100.00	.02	.00
R.S.V.P. BRUT			5		5	100.00	.01	.00
BILTRM PAS DEUX			4	11	-7	-63.64	.01	.04
CHANDON P NR RS			4	6	-2	-33.33	.01	.02
DM CARNRS L RVE			4	4		100.00	.01	.02
MIDDLE SIS GLMR			4		4	100.00	.01	.00
LAETITIA BRT CV			3		3	100.00	.01	.00
AMUSNT BUB MSCT			3		3	100.00	.01	.00
JFJ ALMOND			2	6	-4	-66.67	.01	.02
STUART RSE D'OR			2	4	-2	-50.00	.01	.02
KEDEM WHITE			2	4	-2	-50.00	.01	.02
SHOOTNG STR BUB			2	2		100.00	.01	.01
DSM BL D NOR VV			2	1	1	100.00	.01	.00
FILP FLP BB CHR			2		2	100.00	.01	.00
DSM LUXE			1	26	-25	-96.15	.00	.11
PHILLIPS DUET			1	8	-7	-87.50	.00	.03
CHNDN B D NR RS			1		1	100.00	.00	.00
ARGYLE EX TIRGE			1		1	100.00	.00	.00
IRON HRSE BL BL				12	-12	-100.00	.00	.05
TUALTN SEMI MUS				9	-9	-100.00	.00	.04
DSM FRIZZANTE				6	-6	-100.00	.00	.02
CHNDN RS PN RRV				5	-5	-100.00	.00	.02
WESTPRT RV BRUT				3	-3	-100.00	.00	.01
JANKRS SPKL RSP				3	-3	-100.00	.00	.01
VIANSA BRUT CLS				3	-3	-100.00	.00	.01
CODORNIU NP GR				2	-2	-100.00	.00	.01
DSM BL D NOR NV				2	-2	-100.00	.00	.01
TAYLOR SPKL BRG				2	-2	-100.00	.00	.01
GRACLND BL CHRS				2	-2	-100.00	.00	.01
TOTAL SPARKLING OTH			35372	24657	10715	43.46		
DOM COOLERS								
SEAGRAM W BERRY			14457	14233	224	1.57	31.42	38.05
SGRM ES JAMAICN			11345	7118	4227	59.38	24.66	19.03
SGRM FZZY NAVEL			9896	9521	375	3.94	21.51	25.45
SGRM ES STRW DQ			4505		4505	100.00	9.79	.00
SGRM LM MELONDE			2098	2740	-642	-23.43	4.56	7.32
BOONE F BLU HWA			1029	957	72	7.52	2.24	2.56
BOONE F S C BRY			993	1935	-942	-48.68	2.16	5.17
BRTL&JMS FZ NVL			545		545	100.00	1.18	.00
BRTL&JMS EX BRY			300		300	100.00	.65	.00
BRTL&JMS STW DQ			283		283	100.00	.62	.00
BRTL&JMS MRGRTA			260		260	100.00	.57	.00
BOONE F FZY NVL			238	299	-61	-20.40	.52	.80
BOONE F STW DAO			26	42	-16	-38.10	.06	.11
BOONE MTN BERRY			18	17	1	5.88	.04	.05
BOONE F W CHERY			12	456	-444	-97.37	.03	1.22
BOONE F SNS PNK			8	80	-72	-90.00	.02	.21
SEAGRAM ORG PNE				9	-9	-100.00	.00	.02
TOTAL DOM COOLERS			46013	37407	8606	23.01		
DOM VRMTH DRY								
TRIBUNO			8593	8535	58	.68	65.30	64.79
LEJON			2301	2337	-36	-1.54	17.48	17.74
GALLO			2139	2163	-24	-1.11	16.25	16.42
G AND D			120	122	-2	-1.64	.91	.93
QUADY EXTRA DRY			6	9	-3	-33.33	.05	.07

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

ALL STATES-1/1/12 - 09/30/12

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
KEDEM VYA			1	3	-2	-66.67	.01	.02
				4	-4	-100.00	.00	.03
TOTAL DOM VRMTH DRY			13160	13173	-13	- .10		
DOM VRMTH SWT								
TRIBUNO			9201	8963	238	2.66	66.48	65.64
GALLO			2401	2446	-45	-1.84	17.35	17.91
LEJON			2062	2081	-19	-.91	14.90	15.24
G AND D			137	142	-5	-3.52	.99	1.04
VYA			19	12	7	58.33	.14	.09
IMBUE BITTERSWT			17	4	13	325.00	.12	.03
QUADY SWEET			3	5	-2	-40.00	.02	.04
KEDEM			1	1		.00	.01	.01
TOTAL DOM VRMTH SWT			13841	13654	187	1.37		
IMP PORT RED								
COCKBURN FN RBY			1872	1574	298	18.93	19.55	18.17
SNDMN FOUNDR RS			1251	1310	-59	-4.50	13.07	15.13
GRAHAM 6 GRAPES			858	852	6	.70	8.96	9.84
COCKBURN SP RSV			794	649	145	22.34	8.29	7.49
TAYLR FLDGT LBV			622	624	-2	-.32	6.50	7.20
FONSECA BIN #27			522	774	-252	-32.56	5.45	8.94
OFFLEY RUBY			481		481	100.00	5.02	.00
SANDMN 1S RUBY			408	391	17	4.35	4.26	4.51
COCKBURN LTE BT			316	275	41	14.91	3.30	3.18
WARRES WARRIOR			290	251	39	15.54	3.03	2.90
DOW VALE BOMFIM			256	324	-68	-20.99	2.67	3.74
WARRES RUBY			244	256	-12	-4.69	2.55	2.96
WARRES LATE BOT			189	177	12	6.78	1.97	2.04
QNTA D NOV BLCK			155	111	44	39.64	1.62	1.28
PRESIDENTIAL RBY			129	162	-33	-20.37	1.35	1.87
OFFLEY VNT 2006			84		84	100.00	.88	.00
WARRES ALTANO			74	62	12	19.35	.77	.72
BROADBNT AUC RS			51	23	28	121.74	.53	.27
QUINTA NOV RUBY			50	60	-10	-16.67	.52	.69
FERREIRA ANT RS			44	43	1	2.33	.46	.50
DOW'S L.B.V			43	37	6	16.22	.45	.43
QUINTA NOV 1987			40	41	-1	-2.44	.42	.47
PRESIDENTIAL LBV			38	47	-9	-19.15	.40	.54
FERREIRA RUBY			34	31	3	9.68	.36	.36
QUINTA NOV 2000			31	8	23	287.50	.32	.09
DOWS TRADEMARK			28	7	21	300.00	.29	.08
ROZES RSV PORTO			26	10	16	160.00	.27	.12
CHURCHLL LBV 94			24	16	8	50.00	.25	.18
GRAHAM FNE RUBY			23	20	3	15.00	.24	.23
QNTA D NVL LBV			23	7	16	228.57	.24	.08
WARRIOR SPC RES			21	15	6	40.00	.22	.17
DOWS CRUSTED			18	25	-7	-28.00	.19	.29
DOWS BOARDROOM			18	1	17	1700.00	.19	.01
QUINTA CRSTO LB			17	19	-2	-10.53	.18	.22
KWV CAPE RUBY			17	7	10	142.86	.18	.08
CHURCHLL DOURO			16	13	3	23.08	.17	.15
QUINTA CRSTO RS			16	11	5	45.45	.17	.13
TYLR QNTA VRGLS			15	15		.00	.16	.17
SMTH WDHS 2003			14	27	-13	-48.15	.15	.31
SMTH WOODHS LBV			14	2	12	600.00	.15	.02
FONSECA LBV			13	25	-12	-48.00	.14	.29
QNTA NVL LBV 96			13	9	4	44.44	.14	.10
CROFT DISTINCTN			13	4	9	225.00	.14	.05
FONSCA TR BELLA			13	3	10	333.33	.14	.03
QUINTA NOVAL 97			13		13	100.00	.14	.00
FERREIRA VN GRD			13		13	100.00	.14	.00
GRAHAM LT BT 03			12	5	7	140.00	.13	.06
CROFT FINE RUBY			12	3	9	300.00	.13	.03
MORGADO RUBY			12		12	100.00	.13	.00
MORGADO 10 YR			12		12	100.00	.13	.00
FONSCA PNSCL 08			11	13	-2	-15.38	.11	.15
SNDMN QNTA D VU			11	7	4	57.14	.11	.08
TAYLR FIRST EST			10	11	-1	-9.09	.10	.13
QUINTA SILVI 07			10		10	100.00	.10	.00
GRAHAM MALVEDOS			9	7	2	28.57	.09	.08
OFFLEY RED			9		9	100.00	.09	.00
RAMOS PINTO RBY			8	7	1	14.29	.08	.08
QNTA L RSA L601			8	7	1	14.29	.08	.08
CHURCHLL FINEST			8	4	4	100.00	.08	.05
MTZ 2007 VINTG			8	3	5	166.67	.08	.03
GRAHAM MLVDS 09			8		8	100.00	.08	.00
GRAHAMS 2003			8		8	100.00	.08	.00
GRAHAMS 1991			7	10	-3	-30.00	.07	.12
BOGLE PET SIRAH			7	7		.00	.07	.08
FONSECA RUBY			6	13	-7	-53.85	.06	.15
QNTA L ROSA LBV			6	5	1	20.00	.06	.06
PRESIDENTIAL 94			6	3	3	100.00	.06	.03
GRAHAMS 1983			6		6	100.00	.06	.00
QUARLS HRRS LBV			6		6	100.00	.06	.00
GRAHAM LB VINTG			5	8	-3	-37.50	.05	.09
CHURCHLL VNT 02			5		5	100.00	.05	.00
QUINTA CRSTO VT			5		5	100.00	.05	.00
DOWS VINTAGE 03			5		5	100.00	.05	.00
DOWS VINTAGE 85			4	5	-1	-20.00	.04	.06
SMTH WDHS 2007			4	3	1	33.33	.04	.03

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
DOWS VINTAGE 94			4	2	2	100.00	.04	.02
GOULD CMPBLL 07			4		4	100.00	.04	.00
FAM ZC MALAMADO			4		4	100.00	.04	.00
QUINTA NOV 2004			3	19	-16	-84.21	.03	.22
SMTH WDHS LODGE			3	8	-5	-62.50	.03	.09
BROADBNT V 1994			3	7	-4	-57.14	.03	.08
SANDMN VAU 2000			3	4	-1	-25.00	.03	.05
DOW'S COLHTA 97			3	1	2	200.00	.03	.01
QUNTA VSUVIO 07			3		3	100.00	.03	.00
DOW QNT SN RB06			3		3	100.00	.03	.00
QUNTA VSUVIO 06			3		3	100.00	.03	.00
SANDEMAN 2007			3		3	100.00	.03	.00
FEIST RUBY			2	8	-6	-75.00	.02	.09
BURMSTR ST VOCE			2	6	-4	-66.67	.02	.07
RAMOS PNT0 COLL			2	2		.00	.02	.02
FONSECA VNTG 03			2	2		.00	.02	.02
QNTA NVL LB RSV			2	1	1	100.00	.02	.01
BURMSTR JCKY CL			2	1	1	100.00	.02	.01
GRAHAMS 1994			2	1	1	100.00	.02	.01
TAYLR FLDGT RUB			2	1	1	100.00	.02	.01
GRAHAM MLVDS 98			2	1	1	100.00	.02	.01
TYLR FLDGT 2009			2		2	100.00	.02	.00
FONSECA VNTG 09			2		2	100.00	.02	.00
COCKBURN VINTGE			2		2	100.00	.02	.00
PORTO KOPKE			2		2	100.00	.02	.00
FONSECA GUMRNS			2		2	100.00	.02	.00
CROFT PINK			2		2	100.00	.02	.00
GRAHAM MLVDS 87			2		2	100.00	.02	.00
BROADBNT V 2003			2		2	100.00	.02	.00
WARRES VINTAGE			2		2	100.00	.02	.00
DOWS VINTAGE 07			2		2	100.00	.02	.00
BROADBNT V 2007			2		2	100.00	.02	.00
WARRES Q CAVDNA			2		2	100.00	.02	.00
SNDMN FINE RUBY			1	17	-16	-94.12	.01	.20
SMTH WDHS LB 99			1	10	-9	-90.00	.01	.12
TYLR FLDGT VINT			1	5	-4	-80.00	.01	.06
DOW'S FINE RUBY			1	2	-1	-50.00	.01	.02
FONSECA VINTAGE			1	2	-1	-50.00	.01	.02
DOW QNT SN RB08			1	1		.00	.01	.01
RMOS PNT0 Q RET			1	1		.00	.01	.01
PORT CRUZ 1989			1	1		100.00	.01	.01
QUARLS HRRS RBY			1		1	100.00	.01	.00
QUNTA VSUVIO 01			1		1	100.00	.01	.00
DOWS VINT 2000			1		1	100.00	.01	.00
CROFT VINTGE 09			1		1	100.00	.01	.00
COCKBURN 2000			1		1	100.00	.01	.00
CHURCHLL GRICHA			1		1	100.00	.01	.00
PORTO ROCHA 00			1		1	100.00	.01	.00
ROZES 1997 VINT			1		1	100.00	.01	.00
WARRES 1997			1		1	100.00	.01	.00
RAMOS PINTO LBV			1		1	100.00	.01	.00
COCKBURN 2003			1		1	100.00	.01	.00
DELAFORCE CLHTA			1		1	100.00	.01	.00
GRAHAMS 1994 WD			1		1	100.00	.01	.00
OSBORNE 2000				40	-40	-100.00	.00	.46
SNDMN F RS/GLSS				25	-25	-100.00	.00	.29
DE BORTOLI WLGN				16	-16	-100.00	.00	.18
WARRES 2003				6	-6	-100.00	.00	.07
WARRES 1985				5	-5	-100.00	.00	.06
SAO PEDRO 1996				4	-4	-100.00	.00	.05
DOW QNTA BOMFIM				4	-4	-100.00	.00	.05
SAO PEDRO LBV				4	-4	-100.00	.00	.05
GRAHAM MLVDS 96				4	-4	-100.00	.00	.05
WARRES 2000				2	-2	-100.00	.00	.02
GRAHAM CENT COL				1	-1	-100.00	.00	.01
QUINTA NOV 2003				1	-1	-100.00	.00	.01
CROFT VINTGE 07				1	-1	-100.00	.00	.01
SMTH WDHS 1985				1	-1	-100.00	.00	.01
TYLE FLDGT GIFT				1	-1	-100.00	.00	.01
DOWS VINTAGE				1	-1	-100.00	.00	.01
FEIST 1999				1	-1	-100.00	.00	.01
FEIST 1991				1	-1	-100.00	.00	.01
TOTAL IMP PORT RED			9574	8661	913	10.54		
IMP PORT TWNY								
SNDMN FINE TWNY			885	832	53	6.37	20.71	21.03
TAYLR FLDGT 10Y			611	554	57	10.29	14.30	14.00
SANDMN TAWNY			566	581	-15	-2.58	13.25	14.69
SANDMN 20Y TWNY			223	201	22	10.95	5.22	5.08
OFFLEY			209		209	100.00	4.89	.00
WARRES OTMA 10Y			191	161	30	18.63	4.47	4.07
TAYLR FLDGT 20Y			166	168	-2	-1.19	3.88	4.25
QUINTA NOV TAWN			162	160	2	1.25	3.79	4.04
WARRES KNG TWNY			138	51	87	170.59	3.23	1.29
PRESIDENTIAL			125	150	-25	-16.67	2.93	3.79
GRAHAM 10 YR			102	121	-19	-15.70	2.39	3.06
COCKBURN FN TWY			74	61	13	21.31	1.73	1.54
GRAHAM 20 YR			64	65	-1	-1.54	1.50	1.64
DOW'S 10YR			52	57	-5	-8.77	1.22	1.44
QUINTA NOV 10Y			49	31	18	58.06	1.15	.78
PENFOLD CLB RSV			47	59	-12	-20.34	1.10	1.49
DOW'S 20YR			47	49	-2	-4.08	1.10	1.24

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			This Year	Last Year			This Year	Last Year
PRESIDENTL 10YR			46	49	-3	-6.12	1.08	1.24
DOW'S FINE			42	34	8	23.53	.98	.86
PRESIDENTL 20YR			32	37	-5	-13.51	.75	.94
WARRES 20 YEAR			31	30	1	3.33	.73	.76
FONSECA 10 YR			26	20	6	30.00	.61	.51
PENFOLDS CLUB			22	28	-6	-21.43	.51	.71
SANDMN 10Y TWNY			20	12	8	66.67	.47	.30
GRAHAM FINE			19	19		.00	.44	.48
KWV CAPE			19	12	7	58.33	.44	.30
FONSECA 20 YR			18	13	5	38.46	.42	.33
WILLWGLN NV OLD			16		16	100.00	.37	.00
SANDMN 40Y TWNY			14	13	1	7.69	.33	.33
CROFT 10YR			14	1	13	1300.00	.33	.03
QNTA DE LA ROSA			13	15	-2	-13.33	.30	.38
CROFT FINE			13	7	6	85.71	.30	.18
MORGADO			13		13	100.00	.30	.00
FEIST 10 YR OLD			12	12		.00	.28	.30
GRAHAM COMBO PK			12		12	100.00	.28	.00
SMITH WDHSE 10Y			11	16	-5	-31.25	.26	.40
DOW'S 20YR/GLSS			11	3	8	266.67	.26	.08
COCKBURN 10Y TW			10	24	-14	-58.33	.23	.61
YALUMBA ANTIQUE			10	12	-2	-16.67	.23	.30
GRAHAMS 30 YR			10	12	-2	-16.67	.23	.30
COCKBURN 20Y TW			10	10		.00	.23	.25
SANDMN 30Y TWNY			10	10		.00	.23	.25
QUINTA NOVL 20Y			10	4	6	150.00	.23	.10
PRESIDENTL 30YR			8	9	-1	-11.11	.19	.23
DOW'S COLHTA 92			7	8	-1	-12.50	.16	.20
WARRES OTMA 20Y			7	6	1	16.67	.16	.15
TAYLR FLDGT 40+			7	1	6	600.00	.16	.03
RAMOS PNTD PRTO			7	7		.00	.16	.00
TAYLR FLDGT TWY			6	11	-5	-45.45	.14	.28
PRESIDENTL 40YR			6	6		.00	.14	.15
RAMOS PINTO 10Y			6	2	4	200.00	.14	.05
TAYLR FLDGT 30Y			5	2	3	150.00	.12	.05
OSBORNE PORTO			5	1	4	400.00	.12	.03
SMITH WDHSE 20Y			5	5		.00	.12	.00
SMTH WDH COL 94			4	9	-5	-55.56	.09	.23
QNTA L ROSA 10Y			4	4		.00	.09	.10
DE BRTOLI TAWNY			4	4		.00	.09	.00
DOW'S BOARDROOM			3	162	-159	-98.15	.07	4.10
BURMESTER 10YR			3	8	-5	-62.50	.07	.20
CHURCHILL 10YR			3	5	-2	-40.00	.07	.13
GRAHAMS 40 YR			2	2		.00	.05	.05
PENFOLD GRDFTHR			2	1	1	100.00	.05	.03
QUINTA NOVL 40Y			1		1	100.00	.02	.00
DOW'S RESERVE			1		1	100.00	.02	.00
FONSECA TAWNY			1		1	100.00	.02	.00
SAO PEDRO 10YR			1		1	100.00	.02	.00
KIRKLAND SG 10Y				8	-8	-100.00	.00	.20
OSBNE RSV MASTR				3	-3	-100.00	.00	.08
BULLER PRM FINE				3	-3	-100.00	.00	.08
SMTH WDH COL 86				3	-3	-100.00	.00	.08
QNTA PORTAL 10Y				2	-2	-100.00	.00	.05
CHURCHILL 20YR				2	-2	-100.00	.00	.05
RAMOS PINTO 30Y				1	-1	-100.00	.00	.03
ROSEMOUNT SOLRA				1	-1	-100.00	.00	.03
QNTA PORTAL 20Y				1	-1	-100.00	.00	.03
FERREIRA 10YR				1	-1	-100.00	.00	.03
TOTAL IMP PORT TWNY			4273	3956	317	8.01		
IMP PORT WHT								
WARRES			26	3	23	766.67	26.80	5.77
ROZES RSV PORTO			17	6	11	183.33	17.53	11.54
FERREIRA SP WHT			13	3	10	333.33	13.40	5.77
BURMESTER			9	7	2	28.57	9.28	13.46
CHURCHILL			8	8		.00	8.25	15.38
RAMOS PNTD FINE			7	1	6	600.00	7.22	1.92
OFFLEY WHITE			7		7	100.00	7.22	.00
FERREIRA LAGRMA			5		5	100.00	5.15	.00
DOW'S FINE			4	14	-10	-71.43	4.12	26.92
FONSECA SIROCO			1	9	-8	-88.89	1.03	17.31
PORTO ROCHA DRY				1	-1	-100.00	.00	1.92
TOTAL IMP PORT WHT			97	52	45	86.54		
IMP SHRRY REG								
HARTLY&GBSN AMT			164	188	-24	-12.77	19.09	18.95
S & J AMONTLDO			164	179	-15	-8.38	19.09	18.04
SNDMN CHARACTER			155	124	31	25.00	18.04	12.50
TIO PEPE			93	135	-42	-31.11	10.83	13.61
LUSTAU AMONTLDO			69	85	-16	-18.82	8.03	8.57
S & J FINO			60	39	21	53.85	6.98	3.93
DIOS BACO AMNTL			28	21	7	33.33	3.26	2.12
LUSTAU FINO			25	34	-9	-26.47	2.91	3.43
SNDMN DON FINO			23	24	-1	-4.17	2.68	2.42
DIOS BACO OLRSO			12	21	-9	-42.86	1.40	2.12
S & J MANZANLLA			12	13	-1	-7.69	1.40	1.31
HARVEY FINO LGT			9	14	-5	-35.71	1.05	1.41
LA GITANA MNZLA			9	4	5	125.00	1.05	.40
LUSTAU JARANA			8	3	5	166.67	.93	.30
DIOS BCO P XMNX			6		6	100.00	.70	.00

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			This Year	Last Year			This Year	Last Year
DIOS BACO FINO			4		4	100.00	.47	.00
GONZALEZ ALFNZO			3	3		.00	.35	.30
HIDALGO OLORUSO			3	3		.00	.35	.30
HIDALGO GITANA			3		3	100.00	.35	.00
P_XMNZ SAN EMIL			2	1	1	100.00	.23	.10
HARVEY RESERVE			1	16	-15	-93.75	.12	1.61
GONZALEZ SOLERA			1	5	-4	-80.00	.12	.50
OSBORNE FINO			1	2	-1	-50.00	.12	.20
SNDMN ROY CRGDR			1	1		.00	.12	.10
HIDALGO FINO			1		1	100.00	.12	.00
LST AMTLDO EDQD			1		1	100.00	.12	.00
GONZLZ CRISTINA			1		1	100.00	.12	.00
BARDDLO PALOMN				62	-62	-100.00	.00	6.25
OSBORNE PX 1827				4	-4	-100.00	.00	.40
LUSTAU PL CRTDO				4	-4	-100.00	.00	.40
HARVEY ORANGE				2	-2	-100.00	.00	.20
ALVEAR FNO RAMA				1	-1	-100.00	.00	.10
WM&H PEDRO XMNZ				1	-1	-100.00	.00	.10
TIO PEPE KOSHER				1	-1	-100.00	.00	.10
LUSTAU MANZNLIA				1	-1	-100.00	.00	.10
HIDALGO CORTADO				1	-1	-100.00	.00	.10
TOTAL IMP SHRRY REG			859	992	-133	-13.41		
IMP SHRRY CRM								
HARVEY BRST CRM			3982	4231	-249	-5.89	71.07	71.47
S & J CREAM			1447	1455	-8	-.55	25.83	24.58
HARTLY&GBSN CR			59	86	-27	-31.40	1.05	1.45
HRTLY&GBSN OLR			42	60	-18	-30.00	.75	1.01
SNDMN ARMADA CR			25	27	-2	-7.41	.45	.46
PEDRO ROMERO			19	35	-16	-45.71	.34	.59
PASTORA CRM SWT			9		9	100.00	.15	.00
VALDESPINO CRM			8	8		.00	.14	.14
WISDOM DELCT CR			5	5		.00	.09	.08
HIDALGO MORENTA			3		3	100.00	.05	.00
S & J CREAM/GLS			2	6	-4	-66.67	.04	.10
LUSTAU CREAM			1	3	-2	-66.67	.02	.05
LUSTAU SOLERA			1		1	100.00	.02	.00
ALVEAR				3	-3	-100.00	.00	.05
OSBORNE				1	-1	-100.00	.00	.02
TOTAL IMP SHRRY CRM			5603	5920	-317	-5.35		
IMP SHRRY DRY								
WM & H DRY SACK			1269	1397	-128	-9.16	80.01	78.70
P ROMERO AMTLDO			116	137	-21	-15.33	7.31	7.72
HARTLY&GBSN FNO			72	112	-40	-35.71	4.54	6.31
P ROMERO OLORSO			59	74	-15	-20.27	3.72	4.17
P ROMERO D FINO			26	41	-15	-36.59	1.64	2.31
TIO PEPE DRY			17		17	100.00	1.07	.00
PASTORE AMNTLDO			10		10	100.00	.63	.00
PASTORE FINO			7		7	100.00	.44	.00
DRY SACK SOLERA			4	6	-2	-33.33	.25	.34
ALVEAR SOL 1927			2	4	-2	-50.00	.13	.23
LUSTAU OLRSD RS			1	1		.00	.06	.06
OSBORNE FINO			1		1	100.00	.06	.00
ALVEAR DE ANADA			1		1	100.00	.06	.00
HIDALGO MANZANL			1		1	100.00	.06	.00
ALVEAR AMNTLLDO				2	-2	-100.00	.00	.11
ALVEAR OLOROSO				1	-1	-100.00	.00	.06
TOTAL IMP SHRRY DRY			1586	1775	-189	-10.65		
IMP SHRRY OTH								
S & J SAMPLER			19		19	100.00	73.08	.00
ALVEAR PED XMNZ			7	9	-2	-22.22	26.92	100.00
TOTAL IMP SHRRY OTH			26	9	17	188.89		
IMPORTED PLUM								
FU-KI PLUM JAP			2209	1994	215	10.78	69.10	66.51
GEKKEIKAN PLUM			611	619	-8	-1.29	19.11	20.65
CHOYA PLUM			305	289	16	5.54	9.54	9.64
KIKKOMAN PLUM			24	22	2	9.09	.75	.73
AKADAMA PLM RYL			20	55	-35	-63.64	.63	1.83
CHOYA UME BLANC			15	19	-4	-21.05	.47	.63
CHOYA UMESHU FR			13		13	100.00	.41	.00
TOTAL IMPORTED PLUM			3197	2998	199	6.64		
IMP FRUIT OTH								
KIJAJA CHERRY			1148	1127	21	1.86	87.23	84.29
SUBRSII KUDMNO			168	209	-41	-19.62	12.77	15.63
KIJAJA CHC CHRY				1	-1	-100.00	.00	.07
TOTAL IMP FRUIT OTH			1316	1337	-21	-1.57		
IMP MADEIRA								
SNDMN FINE RICH			239	200	39	19.50	40.65	35.21
SNDMN RAINWATER			56	36	20	55.56	9.52	6.34
LEACOCK RAINWTR			49	48	1	2.08	8.33	8.45
BROADBNT RAINWT			45	48	-3	-6.25	7.65	8.45
FEIST FULL RICH			30	59	-29	-49.15	5.10	10.39

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
BLANDY MLMSY 5Y			26	22	4	18.18	4.42	3.87
BLANDY VRDHO 5Y			25	17	8	47.06	4.25	2.99
BROADBNT RSV 5Y			24	23	1	4.35	4.08	4.05
JUSTINO RAIN 3Y			11	15	-4	-26.67	1.87	2.64
MILES RAINWATER			11	3	8	266.67	1.87	.53
JUSTINO FINE 3Y			10	40	-30	-75.00	1.70	7.04
BLANDYS RAINWTR			10	5	5	100.00	1.70	.88
BLANDY MLMS 10Y			10	2	8	400.00	1.70	.35
BLANDY BUAL 5YR			9	8	1	12.50	1.53	1.41
COSSART RAINWTR			8	4	4	100.00	1.36	.70
COSSRT 5YR BUAL			6	11	-5	-45.45	1.02	1.94
BROADBNT MALMSY			6	2	4	200.00	1.02	.35
FEIST RAINWATER			5	5		.00	.85	.88
BLANDYS SRCL 5Y			5	4	-1	-25.00	.85	.70
BLANDY ALVD 5YR			1	2	-1	-50.00	.17	.35
BLANDY MLMS 15Y			1	1		.00	.17	.18
COSSRT 10Y BUAL			1	1	1	100.00	.17	.00
LEACOCK MALMSEY				10	-10	-100.00	.00	1.76
JUSTINO RAINWTR				3	-3	-100.00	.00	.53
TOTAL IMP MADEIRA			588	568	20	3.52		
IMP MARSALA								
FLORIO SWEET			2781	2616	165	6.31	38.29	38.63
FLORIO DRY			1766	1470	296	20.14	24.32	21.71
COLOMBO SWEET			824	770	54	7.01	11.35	11.37
COLOMBO DRY			515	510	5	.98	7.09	7.53
SANTINI RED SWT			345	338	7	2.07	4.75	4.99
SANTINI WHT DRY			171	171		.00	2.35	2.53
PELLEGRINO SWT			133	166	-33	-19.88	1.83	2.45
MELILLO MRSL SW			128	135	-7	-5.19	1.76	1.99
INTORCIA DRY			116	84	32	38.10	1.60	1.24
PELLEGRINO DRY			102	104	-2	-1.92	1.40	1.54
LMBRDO MRS S421			86	105	-19	-18.10	1.18	1.55
PELLEGRNO MINEO			61	64	-3	-4.69	.84	.95
INTORCIA SWEET			60	36	24	66.67	.83	.53
LMBRDO MRSLA DR			54	69	-15	-21.74	.74	1.02
LMBRDO MRSLA SW			48	56	-8	-14.29	.66	.83
MELILLO MRSL DR			42	53	-11	-20.75	.58	.78
INCANTO SWEET			9	9		100.00	.12	.00
INCANTO DRY			9	7	2	100.00	.12	.00
OPICI SWEET			8	7	1	14.29	.11	.10
GRAN CHEF			2	5	-3	-60.00	.03	.07
OPICI DRY			1	3	-2	-66.67	.01	.04
VERSASI SWEET			1	2	-1	-50.00	.01	.03
FLORIO DR CRRBB			1	1		.00	.01	.01
LA GOLA SWEET				6	-6	-100.00	.00	.09
VERSASI DRY				1	-1	-100.00	.00	.01
TOTAL IMP MARSALA			7263	6772	491	7.25		
IM MSCTL/MSCT								
ALMADEN MOSCATO			1121	222	899	404.95	72.79	49.12
INNCNT BYS PINK			164	5	159	3180.00	10.65	1.11
CARMEL MOSCATO			52	77	-25	-32.47	3.38	17.04
ZEBO			36		36	100.00	2.34	.00
SCGLOLA PRM BCO			28	40	-12	-30.00	1.82	8.85
CUPIDS KISS PNK			19		19	100.00	1.23	.00
CUPIDS KISS WHT			19		19	100.00	1.23	.00
CUPIDS KISS RED			19		19	100.00	1.23	.00
ALICE WHT LEXIA			17	45	-28	-62.22	1.10	9.96
BOTANI MOS SECO			13	9	4	44.44	.84	1.99
PLLGRNO MOSCATO			13	1	12	1200.00	.84	.22
SCAGLOLA DL MOS			9	5	4	80.00	.58	1.11
MONT TAUCH RIVS			8		8	100.00	.52	.00
BULLER PRM FINE			7	5	2	40.00	.45	1.11
BEAUMS VNSE DUR			7	2	5	250.00	.45	.44
GC MUSCAT			4	15	-11	-73.33	.26	3.32
2 HNDS BRLT DIS			2	11	-9	-81.82	.13	2.43
TABALI LT HRVST			1	9	-8	-88.89	.06	1.99
CAMPBELL MUSCAT			1	3	-2	-66.67	.06	.66
JBOULT MSCT BMS				3	-3	-100.00	.00	.66
TOTAL IM MSCTL/MSCT			1540	452	1088	240.71		
IMPORTED SAKE								
FU-KI SAKE			1201	1126	75	6.66	17.71	18.01
SHIRAYUKI SAKE			973	1010	-37	-3.66	14.34	16.15
GEKKEIKAN GOLD			803	800	3	.38	11.84	12.80
TOZAI LVNG JWLL			499	477	22	4.61	7.36	7.63
FU-KI CHERRY			497	408	89	21.81	7.33	6.53
TY KU BLCK BTL			401	392	9	2.30	5.91	6.27
SHO CHKU SK BIB			379	378	1	.26	5.59	6.05
TOZAI SNW MAIDN			322	266	56	21.05	4.75	4.25
HAKUTSURU SAKE			156	260	-104	-40.00	2.30	4.16
GEKKEIKN NIGORI			132	104	28	26.92	1.95	1.66
RIHAKU DRMY CLD			115	132	-17	-12.88	1.70	2.11
HORIN GEKKEIKAN			85	96	-11	-11.46	1.25	1.54
KUROMATSU HSKA			61		61	100.00	.90	.00
RIHAKU WND POET			59	60	-1	-1.67	.87	.96
TOZAI WL O WSDM			55	58	-3	-5.17	.81	.93
KURSWA JN M KMT			55	57	-2	-3.51	.81	.91
HAKUTSURU S JUN			55	35	20	57.14	.81	.56

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

ALL STATES-1/1/12 - 09/30/12

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
GEKKEIKAN DELUX			51	56	-5	-8.93	.75	.90
ASAMAI AM NO DR			46	47	-1	-2.13	.68	.75
YAE GAKI NIGORI			45	16	29	181.25	.66	.26
GKKEKN SLV SAKE			39	31	8	25.81	.57	.50
HAKUSHIKA FH<			39	24	15	62.50	.57	.38
HAKUSHIKA GINJO			36		36	100.00	.53	.00
SAYURI NIGORI			32	18	14	77.78	.47	.29
TY KU SLVR BTL			31	2	29	1450.00	.46	.03
TY KU COCONUT			30		30	100.00	.44	.00
HARUSHIKA X-DRY			27		27	100.00	.40	.00
MU SAKE JUN MAI			25		25	100.00	.37	.00
TOZAI BLS OF PC			24	17	7	41.18	.35	.27
50 SEJU			23	38	-15	-39.47	.34	.61
TOZAI TYPHOON			23	10	13	130.00	.34	.16
TY KU WHITE			22	41	-19	-46.34	.32	.66
CHYNOSNO SACRED			22	26	-4	-15.38	.32	.42
HIDEYOSHI HJ NM			19	18	1	5.56	.28	.29
GINGA SHZKA D D			19	13	6	46.15	.28	.21
HATSMGO JAN MAI			18	13	5	38.46	.27	.21
SABE			18	5	13	260.00	.27	.08
HAKUSHIKA YAMDN			18		18	100.00	.27	.00
MNTNSEI STR FLL			17	23	-6	-26.09	.25	.37
FUKUCHO MN WTER			17	17			.25	.27
OZEKI SAKE			16	21	-5	-23.81	.24	.34
TY KU BLK/BOMB			16	8	8	100.00	.24	.13
ONIKORSHI GINJO			16		16	100.00	.24	.00
TNTKA KNI JUMAI			15	10	5	50.00	.22	.16
GEKKEKN BLK&GLD			14	15	-1	-6.67	.21	.24
BAEKWHA SOOBOK			14		14	100.00	.21	.00
YOSHINO GAWA ECH			13		13	100.00	.19	.00
OZEKI HANA AWAK			12	3	9	300.00	.18	.05
URAKASUMI JUN			11		11	100.00	.18	.00
MANABITO JM KMT			10	11	-1	-9.09	.15	.18
KONTEKI PEARLS			10		10	100.00	.15	.00
HAKUSHIKA KUROM			10		10	100.00	.15	.00
TOZAI V OF MIST			9	18	-9	-50.00	.13	.29
SHIMIZU PR DAWN			9	2	7	350.00	.13	.03
ICHISHIMA			8	6	2	33.33	.12	.10
BRIDE O THE FOX			7	10	-3	-30.00	.10	.16
NANBU SO BEAUTY			7	7			.10	.11
ICHISHIMA GINJO			7	6	1	16.67	.10	.10
MUKUNE RT INNCE			7	6	1	16.67	.10	.10
DEWATSURU KIMTO			7	5	2	40.00	.10	.08
KONTEKI TEARS			7	2	5	250.00	.10	.03
MEIBO MDNT MOON			6	8	-2	-25.00	.09	.13
KANBRA BRDE FOX			6	4	2	50.00	.09	.06
SHO CHK B KINPA			6	4	2	50.00	.09	.06
KIKUSUI JNMI GJ			6	1	5	500.00	.09	.02
MURAI TOK HNJZO			6		6	100.00	.09	.00
SHRTKI SARA WND			6		6	100.00	.09	.00
MANABITO JM DAI			5		5	100.00	.07	.00
SATO HOM PRIDE			4	3	1	33.33	.06	.05
CHOKAISAN JM GJ			3	4	-1	-25.00	.04	.06
ICHISHIMA HNJZO			2		2	100.00	.03	.00
OKUNOMATSU JNMI			2		2	100.00	.03	.00
NINKI ICHI JNMI			2		2	100.00	.03	.00
CHORYO SAWA SWA			1	3	-2	-66.67	.01	.05
GKKN GNZO TK ST			1	3	-2	-66.67	.01	.05
TAKATENJIN SOUL			1	1			.01	.02
OZEKI KARATAMBA			1	1			.01	.02
HAKKAISAN JM GN			1	1			.01	.02
SHIRAKABE GURA			1	1			.01	.02
ICHISHIMA SEISH			1	1			.01	.02
OKUNOMATSU SPRK			1		1	100.00	.01	.00
FUNAGUCHI KIKSU			1		1	100.00	.01	.00
HANANOMAI KATNA			1		1	100.00	.01	.00
MURAI SUGIDAMA			1		1	100.00	.01	.00
ICHISHIMA SILK			1		1	100.00	.01	.00
MIZBASHO GINJO			1		1	100.00	.01	.00
MANABITO GINJO			1		1	100.00	.01	.00
GKKEKN DRAFT SK			1		1	100.00	.01	.00
MINATO YAMA NAM				4	-4	-100.00	.00	.06
KAIKA KAZNO ICH				3	-3	-100.00	.00	.05
CRAZY MILK NGRI				2	-2	-100.00	.00	.03
TAKATNJN SHRINE				2	-2	-100.00	.00	.03
DEWATSURU HABTK				1	-1	-100.00	.00	.02
MINATO TSCH FTS				1	-1	-100.00	.00	.02
TOTAL IMPORTED SAKE			6783	6252	531	8.49		
IMP DSSRT OTH								
LILLET BLANC			1910	1691	219	12.95	29.37	23.06
O'MARA IRSH CRM			1762	2284	-522	-22.85	27.10	31.15
EUROPA CHOCOVNE			1176	1958	-782	-39.94	18.08	26.70
BUNRTTY MDE CRK			681	458	223	48.69	10.47	6.25
HRDY WSK BL TWY			242	259	-17	-6.56	3.72	3.53
CLAUS MAVRODAPN			124	180	-56	-31.11	1.91	2.45
CYNAR APERITIF			99	59	40	67.80	1.52	.80
GEKKEKN CAP ACE			95	90	5	5.56	1.46	1.23
YANGARRA SHIRAZ			64	51	13	25.49	.98	.70
BUNRTTY MDE GLS			53	52	1	1.92	.82	.71
LILLET ROUGE			45	25	20	80.00	.69	.34
NUMANO SNRY MIR			42	41	1	2.44	.65	.56

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

ALL STATES-1/1/12 - 09/30/12

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
BEA'S MEAD HONY			30	15	15	100.00	.46	.20
TOKAJI 5 PUTNYS			26	21	5	23.81	.40	.29
KEO COMMANDARIA			20	13	7	53.85	.31	.18
YNGRA CDNZ GSM			14	11	3	27.27	.22	.15
LILLET ROSE			13		13	100.00	.20	.00
HARDY PN CHRNTS			12	12		.00	.18	.16
TOKAJI ASZU 4 P			12	12		.00	.18	.16
BOKBUNJA			11			100.00	.17	.00
LAMBERT CHC-BLC			10	12	-2	-16.67	.15	.16
BULLER FN TOKAY			7	1	6	600.00	.11	.01
YNGRA O VNE GRN			6	12	-6	-50.00	.09	.16
O'MARA IRSH/GLS			6	5	1	20.00	.09	.07
WINCARNIS APRTF			6	13	-8	-61.54	.08	.18
CHMBER RSW MSCT			5	5		.00	.08	.07
BEA'S MEAD CHRY			5	5		100.00	.08	.00
PLLGRNO PNTLLRA			4	5	-1	-20.00	.06	.07
COCCHI AMERICNO			4		4	100.00	.06	.00
PITAUD PN CH BL			4		4	100.00	.06	.00
O'REILLY WH CHC			3	2	1	50.00	.05	.03
DNNAFGTA BN RYE			2	16	-14	-87.50	.03	.22
CHAPUTR BANYULS			2	1	1	100.00	.03	.01
TOKAJI ASZU 3 P			2	1	1	100.00	.03	.01
CH IMP ASZ 3 PT			1	6	-5	-83.33	.02	.08
CAMPBELL TOKAY			1	3	-2	-66.67	.02	.04
PINEAU CHRIS BL			1	1		.00	.02	.01
DOM L TOUR VILLE			1		1	100.00	.02	.00
CARDAMARO AMARO			1		1	100.00	.02	.00
BULLR&SONS MSCT			1		1	100.00	.02	.00
FALSCO PMLE RSO			1		1	100.00	.02	.00
MNDRMNN ESWN RH				6	-6	-100.00	.00	.08
GC KAGOR				5	-5	-100.00	.00	.07
ETKO ST NIC COM				2	-2	-100.00	.00	.03
BRILLT PNU B PR				1	-1	-100.00	.00	.01
DM HTZLO AZ 3 P				1	-1	-100.00	.00	.01
MSCDLLO D MNTLC				1	-1	-100.00	.00	.01
RINQUINQUIN				1	-1	-100.00	.00	.01
TOTAL IMP DSSRT OTH			6503	7332	-829	-11.31		
FRENCH ALSACE								
TRIMBCH ALS RSL			523	532	-9	-1.69	16.67	16.32
TRIMBCH GEWURZT			431	507	-76	-14.99	13.73	15.55
HUGEL GENTIL WH			320	161	159	98.76	10.20	4.94
TRIMBCH PIN GRS			247	308	-61	-19.81	7.87	9.45
TRIMBCH PNT BLC			189	213	-24	-11.27	6.02	6.53
DM EHRHART GWRZ			185		185	100.00	5.90	.00
WLLM GEWRZT RSR			89	56	33	58.93	2.84	1.72
TRMBCH GWR RBPR			80	121	-41	-33.88	2.55	3.71
Z-HMBRCHT C HAU			77	207	-130	-62.80	2.45	6.35
WLLM RIESLING			73	27	46	170.37	2.33	.83
WLLM PINOT GRIS			65	55	10	18.18	2.07	1.69
P SPRR PN BL RS			57	28	29	103.57	1.82	.86
HUGEL RIESLING			50	27	23	85.19	1.59	.83
TRIM PNT BLC RS			46		46	100.00	1.47	.00
PIERRE SPRR ONE			39	68	-29	-42.65	1.24	2.09
HUGEL CV PN BLC			39	45	-6	-13.33	1.24	1.38
HELFRICH N RSLG			36	181	-145	-80.11	1.15	5.55
HELFRICH GC GWZ			35	49	-14	-28.57	1.12	1.50
HUGL PN GRS CLS			35		35	100.00	1.12	.00
ZINCK PNT BLANC			34	7	27	385.71	1.08	.21
TRMBCH PN NR RS			34		34	100.00	1.08	.00
TRIMBACH RSLNG			28	79	-51	-64.56	.89	2.42
TURCKHEIM PN BL			28	25	3	12.00	.89	.77
HUGEL RSLNG JUB			28		28	100.00	.89	.00
SCHLMBGR PNT BL			26	25	1	4.00	.83	.77
SCHLMBGR PN GRS			26	21	5	23.81	.83	.64
DM M FONNE GRNS			26		26	100.00	.83	.00
WLLM PINOT BLNC			25		25	100.00	.80	.00
P SPRR PN GR RS			23	12	11	91.67	.73	.37
P SPRR RIESLING			23	11	12	109.09	.73	.34
LOUIS SIPP PN B			21	16	5	31.25	.67	.49
KUENTZ BAS WHT			16	24	-8	-33.33	.51	.74
DM P BLANCK RSL			15		15	100.00	.48	.00
DM M FONNE CRMT			14		14	100.00	.45	.00
DM G METZ P BLC			13	11	2	18.18	.41	.34
SCHLMBGR GWZ PA			12		12	100.00	.38	.00
DM M FONNE P BL			10		10	100.00	.32	.00
HUGEL GWZTR SEL			9	13	-4	-30.77	.29	.40
ALBRECHT PN GRS			9	3	6	200.00	.29	.09
WEINBCH RSL RSV			7	8	-1	-12.50	.22	.25
TURCKHEIM P GRS			7	2	5	250.00	.22	.06
DM M FONNE MSCT			7		7	100.00	.22	.00
DM M FONNE GWRZ			7		7	100.00	.22	.00
GNTRM SYLVNR YL			6	22	-16	-72.73	.19	.67
BECKER GRWZTRMR			6	2	4	200.00	.19	.06
ALBRECHT RSL RS			5	17	-12	-70.59	.16	.52
ZND-HMB RSL HBG			5	14	-9	-64.29	.16	.43
HUGEL GERWZTRMR			5	8	-3	-37.50	.16	.25
ZND-HMBRCHT GWZ			4	24	-20	-83.33	.13	.74
TRIM RS CV FRED			4		4	100.00	.13	.00
HELFRICH N GWZ			3	81	-78	-96.30	.10	2.48
WNBACH PN BL RS			3	12	-9	-75.00	.10	.37
WEINBCH GWZ RSV			3	10	-7	-70.00	.10	.31

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
Z-HMBT P GR CLC			3	7	-4	-57.14	.10	.21
SCHLMBGR RSL GC			3	4	-1	-25.00	.10	.12
Z-HMBRCHT WNTZN			2	7	-5	-71.43	.06	.21
MARCL BRGHM P B			2	6	-4	-66.67	.06	.18
KUENTZ BAS PN B			2	3	-1	-33.33	.06	.09
HELFRCH STZ PGR			2	2		100.00	.06	.06
TURCKHEIM GWRZT			2		2	100.00	.06	.00
ZND-HMBRCHT ZND			2		2	100.00	.06	.00
DPF&IRION GWURZ			2		2	100.00	.06	.00
HELFRCH STZ RSL			1	47	-46	-97.87	.03	1.44
HELFRICH N P GR			1	28	-27	-96.43	.03	.86
KLIPFEL RIESLNG			1	18	-17	-94.44	.03	.55
Z-HMBT PN GR HB			1	6	-5	-83.33	.03	.18
ALBRECHT RSL HN			1	4	-3	-75.00	.03	.12
WEINBCH RS THEO			1	4	-3	-75.00	.03	.12
P SPRR PN G MBG			1	3	-2	-66.67	.03	.09
DM G METZ V PGR			1		1	100.00	.03	.00
DM P BLANCK GEW			1		1	100.00	.03	.00
HUGL TKY PN GRS			1		1	100.00	.03	.00
HELFRCH STZ GWZ				19	-19	-100.00	.00	.58
P SPRR GWZTR RS				12	-12	-100.00	.00	.37
ZND-HMB RSL TKH				11	-11	-100.00	.00	.34
ZND-HMB RSL HRR				8	-8	-100.00	.00	.25
ZND-HMBRCHT-RSL				7	-7	-100.00	.00	.21
WNBACH GWZ LAUR				5	-5	-100.00	.00	.15
ALBRECHT PN BLC				4	-4	-100.00	.00	.12
P SPRR RSLN RSV				4	-4	-100.00	.00	.12
TRIM PNT GRS RP				3	-3	-100.00	.00	.09
WEIN GWZ CV LAU				2	-2	-100.00	.00	.06
HUGEL RSLNG HMG				2	-2	-100.00	.00	.06
BECKER PIN BLNC				2	-2	-100.00	.00	.06
P SPRR PN GR SL				2	-2	-100.00	.00	.06
TRIM PN NOIR RP				1	-1	-100.00	.00	.03
WNBACH GWZ THEO				1	-1	-100.00	.00	.03
P SPRR PRSTG PN				1	-1	-100.00	.00	.03
KUENTZ BAS GWZT				1	-1	-100.00	.00	.03
ZND-HMBT PN BLC				1	-1	-100.00	.00	.03
HUGL MUSCAT TRD				1	-1	-100.00	.00	.03
ZND-HMB MUS HER				1	-1	-100.00	.00	.03
HUGL PN GRS JUB				1	-1	-100.00	.00	.03
TOTAL FRENCH ALSACE			3138	3260	-122	-3.74		
FR BORDEAUX								
MOUTN CADET RED			10573	11179	-606	-5.42	27.77	27.74
MOUTN CADET WHT			5154	5716	-562	-9.83	13.54	14.18
CH D PLLT QNCRD			1350	1268	82	6.47	3.55	3.15
CH GREYSAC MED			1311	1409	-98	-6.96	3.44	3.50
CH BONNET RED			963	558	405	72.58	2.53	1.38
B ROTH RS SPD R			932	804	128	15.92	2.45	2.00
CH ST SULPICE			827	610	217	35.57	2.17	1.51
LABET PINOT NOR			546	712	-166	-23.31	1.43	1.77
CH ST ROBERT RG			493		493	100.00	1.29	.00
CH MACARD RED			447	393	54	13.74	1.17	.98
CH L GRNGE CLNT			441	390	51	13.08	1.16	.97
CH RAUZN DPG RS			397		397	100.00	1.04	.00
CH MCHL VRT LSC			394	70	324	462.86	1.03	.17
CH PAVL BEL AIR			339		339	100.00	.89	.00
L DE LAF LAUJAC			327		327	100.00	.86	.00
CH LIEUMENANT			303	68	235	345.59	.80	.17
MARQS D CHSS RD			298	289	9	3.11	.78	.72
CH L FLR CHRT W			265	227	38	16.74	.70	.56
CH RIBEBON RED			257	152	105	69.08	.68	.38
CH HAUT LAULTON			249	189	60	31.75	.65	.47
CH DU GRND BOIS			240		240	100.00	.63	.00
CH BSTR LMNTGNE			233	520	-287	-55.19	.61	1.29
CH LES NAUDS			229	81	148	182.72	.60	.20
CHEVAL NOIR GV			223	129	94	72.87	.59	.32
CHAT SUAU BLANC			217	198	19	9.60	.57	.49
CH MERLT CRD RG			217	78	139	178.21	.57	.19
CH FVRTE CT BRG			207	250	-43	-17.20	.54	.62
CH BOUSCAUT RED			184	196	-12	-6.12	.48	.49
CH BARREYRES			178	774	-596	-77.00	.47	1.92
MARQS D CHSS WH			176	175	1	.57	.46	.43
CH RECOUGNE SUP			167	254	-87	-34.25	.44	.63
CH BONFORT			166	163	3	1.84	.44	.40
CH TOUR CHAPOUX			164	167	-3	-1.80	.43	.41
FERRANDE SAV BL			163	186	-23	-12.37	.43	.46
CH CARIIGNAN			162	172	-10	-5.81	.43	.43
CH DU RETOUT HT			161		161	100.00	.42	.00
ST BRS MON AMI			159		159	100.00	.42	.00
CHOPS & BURGERS			152		152	100.00	.40	.00
CH PET COURRET			150		71	89.87	.39	.20
CH MAZERIS BLVE			138	54	84	155.56	.36	.13
CH SAINTE BARBE			137		137	100.00	.36	.00
M TOUTON SV BL			131	147	-16	-10.88	.34	.36
CH GRVL LACOSTE			130	119	11	9.24	.34	.30
CH BEAULIEU G V			129	132	-3	-2.27	.34	.33
CH CAMELOT CHPL			128		128	100.00	.34	.00
CH DU MOULN CDC			119	149	-30	-20.13	.31	.37
CH CADILLAC RED			115	106	9	8.49	.30	.26
CH CSTLNEAU EDM			114	13	101	776.92	.30	.03
CH GRNDS MOTTES			114	13	101	776.92	.30	.03

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

ALL STATES-1/1/12 - 09/30/12

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
CH MEZAIN RED			110	161	-51	-31.68	.29	.40
CH DE LA HUSTE			109		109	100.00	.29	.00
CH HAUT SURGET			108		108	100.00	.28	.00
CH L MOULINIÈRE			107	82	25	30.49	.28	.20
BG CAB SAUV VDP			103	992	-889	-89.62	.27	2.46
G DUB M A G MRL			98	109	-11	-10.09	.26	.27
CH CHAUVET BLNC			98		98	100.00	.26	.00
LA TOUR TRAVERS			95	400	-305	-76.25	.25	.99
CH L ROCHE S JN			86	98	-12	-12.24	.23	.24
CH PNTS CABARUS			85	6	79	1316.67	.22	.01
CH TOUR MRMB BL			83	53	30	56.60	.22	.13
CH TOUR D'AURON			82	105	-23	-21.90	.22	.26
CH L CRX DU DUC			80	218	-138	-63.30	.21	.54
CH STE BARBE			79	4	75	1875.00	.21	.01
BG MERLOT VDP			78	839	-761	-90.70	.20	2.08
CH MALMAISON			78	16	62	387.50	.20	.04
CH MONDORION GC			74		74	100.00	.19	.00
LA GRNE ENT MRS			71	199	-128	-64.32	.19	.49
CH MARJOSSE			70	118	-48	-40.68	.18	.29
CH PETIT FREYLN			70		70	100.00	.18	.00
RESERVE NICOLAS			70		70	100.00	.18	.00
CH MOULN MALET			70		70	100.00	.18	.00
CHAT SUAU RED			69	73	-4	-5.48	.18	.18
CH BONNAT GRV R			69	63	6	9.52	.18	.16
PHILP RAGNT BLY			67		67	100.00	.18	.00
LA DEMOISLLE BY			67		67	100.00	.18	.00
CH HT-SERR CAHR			66	63	3	4.76	.17	.16
ECHO LYNCH BAGE			66		66	100.00	.17	.00
ALEX SRCH L BRD			65	72	-7	-9.72	.17	.18
CH MALECASSE			65	33	32	96.97	.17	.08
CH LMTHE D HAUX			64	5	59	1180.00	.17	.01
CH LA BORN			63	83	-20	-24.10	.17	.21
CH CHNTGRV CRLN			63	72	-9	-12.50	.17	.18
B PHLP CDT CAB			59	117	-58	-49.57	.15	.29
CH BONNET WHITE			59	55	4	7.27	.15	.14
CH LA PLAIGE			56		56	100.00	.15	.00
CH L'ARGILUS DR			56		56	100.00	.15	.00
CH MUSAR ROUGE			54	17	37	217.65	.14	.04
CHATEAU BON AMI			54		54	100.00	.14	.00
CH CNTE VAUGLAS			54		54	100.00	.14	.00
CH LRSE TRNT MD			53	40	13	32.50	.14	.10
CH CHNTGRVE BLC			52	28	25	89.29	.14	.07
MISSN ST VNCT W			52	33	19	57.58	.14	.08
CH BOUTISSE			51	108	-57	-52.78	.13	.27
CH DUCASSE BLNC			50	70	-20	-28.57	.13	.17
CH ARGADENS SUP			50	28	22	78.57	.13	.07
CH GUILLOU NARD			50	3	47	1566.67	.13	.01
CH VRAI CAILLOU			50		50	100.00	.13	.00
CH CHNTRGRVE RG			47	11	36	327.27	.12	.03
CH VIEUX MELLC			47		47	100.00	.12	.00
CH NICOT RED			46	64	-18	-28.13	.12	.16
CH HAUT BRANDA			46	3	43	1433.33	.12	.01
SALMON & TROUT			46		46	100.00	.12	.00
CHATEAU MALBEC			45	6	39	650.00	.12	.01
CH BARBQE PRST			45		45	100.00	.12	.00
CH TOUR RODT RG			44	663	-619	-93.36	.12	1.65
DMN STE ANNE WH			42	55	-13	-23.64	.11	.14
CH LYONNAT			40	34	6	17.65	.11	.08
CH RECOUGNE GRN			40		40	100.00	.11	.00
CH LES REUILLES			40		40	100.00	.11	.00
J PHLP RES MOUT			39	79	-40	-50.63	.10	.20
CH DAMASE SUPER			39	57	-18	-31.58	.10	.14
CH PUISSEGUIN			39	4	35	875.00	.10	.01
CH BARRAIL CHEV			38	180	-142	-78.89	.10	.45
PHILP RAGNT CUV			38		38	100.00	.10	.00
CH L FREYNLL RG			38		38	100.00	.10	.00
CH BRBN CHP MDC			37	251	-214	-85.26	.10	.62
CHAT TAYAC			37	137	-100	-72.99	.10	.34
CH L CRX MRGTOT			37	44	-7	-15.91	.10	.11
CH BLOUIN BRDX			36		36	100.00	.09	.00
CH D'ARCINS MDC			35	48	-13	-27.08	.09	.12
DOURTHE LG S BL			35	13	22	169.23	.09	.03
CH CROIX-MOUTON			35		35	100.00	.09	.00
CLOS ALBERTUS			35		35	100.00	.09	.00
CH MEZAIN WHITE			34	95	-61	-64.21	.09	.24
CHAT LA RAME			34	6	28	466.67	.09	.01
CH LA ROSE PSGN			34		34	100.00	.09	.00
B PHLP CDT P NR			33	194	-161	-82.99	.09	.48
BARON D CHARTRN			32	6	26	433.33	.08	.01
CH ROC JEAN LYS			32		32	100.00	.08	.00
CH RIVAL BELLEV			31		31	100.00	.08	.00
CH ROC-PRS CSTL			30	135	-105	-77.78	.08	.34
CH FGE GRV VYRS			30	19	11	57.89	.08	.05
CH NRDOU CT FRC			30	7	23	328.57	.08	.02
CH BOURREE CDC			30		30	100.00	.08	.00
CH NARDIAN EMLN			29	235	-206	-87.66	.08	.58
CH PRNCHR BL SC			29		29	100.00	.08	.00
BG SAUTERNES			28	37	-9	-24.32	.07	.09
BICHOT BRG CHRDX			28	27	1	3.70	.07	.07
CH GISCOURS MGX			28		28	100.00	.07	.00
NCLS RS MSN MRL			27	56	-29	-51.79	.07	.14
CH CHARRIER			27	14	13	92.86	.07	.03
CH LA CARDONNE			27	6	21	350.00	.07	.01

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

ALL STATES-1/1/12 - 09/30/12

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
CH TOUR RODT BL			26	437	-411	-94.05	.07	1.08
CH D BRAUDE HT			26	38	-12	-31.58	.07	.09
CH TOUR ENTR-DX			26	12	14	116.67	.07	.03
CH LE BOCAGE			25	82	-57	-69.51	.07	.20
CH CAMENSAC			25	52	-27	-51.92	.07	.13
CH VRAI CAILLOU			24		24	100.00	.06	.00
CHATEAU LAURENT			23		23	100.00	.06	.00
CH LARKAN RED			22	227	-205	-90.31	.06	.56
CH ROMEFORT			22	176	-154	-87.50	.06	.44
CH POTENSAC			22	1	21	2100.00	.06	.00
CH SAUMAN C D B			22		22	100.00	.06	.00
CH PIPEAU			22		22	100.00	.06	.00
CH LES ORMES			21	2	19	950.00	.06	.00
CH MANOIR GRVX			21		21	100.00	.06	.00
CH BOIS LABBORD			20	175	-155	-88.57	.05	.43
CH SBLRD LALNDE			20	13	7	53.85	.05	.03
CH CASTLENEAU R			20	12	8	66.67	.05	.03
CH PERRN LAL PM			20		20	100.00	.05	.00
CH BARBE BLNCHÉ			20		20	100.00	.05	.00
CH FONT DU JEU			20		20	100.00	.05	.00
CH PLAISANCE			20		20	100.00	.05	.00
CH SEMONLON			20		20	100.00	.05	.00
CH BOUSQT CT BG			19	402	-383	-95.27	.05	1.00
CH LABGORC ZEDE			19	14	5	35.71	.05	.03
CH HAUT-GRAVET			19		19	100.00	.05	.00
CH BATAILLEY			19		19	100.00	.05	.00
CH BNHSTE BL SC			18	30	-12	-40.00	.05	.07
M TOUTON MERLOT			18	10	8	80.00	.05	.02
CH PAPE CLEMENT			18		18	100.00	.05	.00
CH LE DE JAUGUE			18		18	100.00	.05	.00
CH HRMTG MAZEYR			17	31	-14	-45.16	.04	.08
CH LTN BNNT WHT			17		17	100.00	.04	.00
CH LA RS T BLNC			16	62	-46	-74.19	.04	.15
CH LAUBARIT RED			16	29	-13	-44.83	.04	.07
CH L GRNG S JUL			16	14	2	14.29	.04	.03
CH DE BON AMI			16		16	100.00	.04	.00
CH DU BUISSON			16		16	100.00	.04	.00
CH LES OUCHES			16		16	100.00	.04	.00
CH LAURETAN RED			16		16	100.00	.04	.00
CH TOUR COUTELN			16		16	100.00	.04	.00
CH ST MICHEL			15	96	-81	-84.38	.04	.24
CH HAUT AVEROUS			15	22	-7	-31.82	.04	.05
CH BOIS MARTIN			15	20	-5	-25.00	.04	.05
CH FLEUR D RIGD			15	17	-2	-11.76	.04	.04
CH GLORIA			15	14	1	7.14	.04	.03
CH CHSSE SPLEEN			15	12	3	25.00	.04	.03
CH FRANCS BORIE			15	12	3	25.00	.04	.03
CH LESTIAC			15		15	100.00	.04	.00
CH CRX LLND POM			15		15	100.00	.04	.00
CH CARILLON			14	36	-22	-61.11	.04	.09
CH L DAME MNTRS			14	16	-2	-12.50	.04	.04
CH D'ARSAC MRGX			14	12	2	16.67	.04	.03
LES CADRAN LSSG			14		14	100.00	.04	.00
CH PUYGUERAUD			14		14	100.00	.04	.00
M TOUTON GR MRL			14		14	100.00	.04	.00
BUZET MRL TRDTN			13	26	-13	-50.00	.03	.06
CH D PEZ ESTPHE			13	15	-2	-13.33	.03	.04
CH HAUT BAITTLY			13	7	6	85.71	.03	.02
CH PHELAN SEGUR			13	6	7	116.67	.03	.01
MISSN ST VNCT R			13	5	8	160.00	.03	.01
CH LARRIVET			13	3	10	333.33	.03	.01
CH DE CRUZEAU			13		13	100.00	.03	.00
CH TOUR D CAUZE			13		13	100.00	.03	.00
CH MLN BEAUSEJR			13		13	100.00	.03	.00
CH LS BARRALLT			13		13	100.00	.03	.00
CH L BARAUDERIE			13		13	100.00	.03	.00
CH BEL GALVESSE			13		13	100.00	.03	.00
CH TOUR D GUIET			12	35	-23	-65.71	.03	.09
CH LOUDN MDC BL			12	17	-5	-29.41	.03	.04
CH BLLEVE RANDEE			12	6	6	100.00	.03	.01
CH D'ANGLDT MRX			12	1	11	1100.00	.03	.00
LES PORTES			12		12	100.00	.03	.00
CH HT LAMOTHE			12		12	100.00	.03	.00
CH RLLN DBY MDC			12		12	100.00	.03	.00
MOUEIX CHR EMIL			11	13	-2	-15.38	.03	.03
DMN STE ANNE RD			11	11		.00	.03	.03
CH LALNDE-BORIE			11	8	3	37.50	.03	.02
CH HAUT MARBUZT			11	6	5	83.33	.03	.01
CH BELLEVUE EDM			11		11	100.00	.03	.00
CH DE GAZIN			11		11	100.00	.03	.00
HEBRARD			11		11	100.00	.03	.00
CH OLVR PSS LGN			11		11	100.00	.03	.00
CH MERIC MEDOC			11		11	100.00	.03	.00
SAV DE SEQUIN W			11		11	100.00	.03	.00
CH BONALGUE POM			11		11	100.00	.03	.00
CH BEAU-ST VGNB			11		11	100.00	.03	.00
CH FIEF LAGRNGE			10	25	-15	-60.00	.03	.06
CH LTR D MN MGX			10	10		.00	.03	.02
CH CHEVAL BRUN			10	8	2	25.00	.03	.02
CH CARBONNX BLC			10	7	3	42.85	.03	.02
CH LEOVL BARTON			10	5	5	100.00	.03	.01
CH HAUT-PIQUAT			10	3	7	233.33	.03	.01
CH CROIX ESPRNC			10		10	100.00	.03	.00

NABCA CASE SALES ANALYSIS

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ALL STATES-1/1/12 - 09/30/12

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
CH L CRX FIGEAC			10		10	100.00	.03	.00
CH L PERRIERE W			10		10	100.00	.03	.00
CH MARSAC SEQN			10		10	100.00	.03	.00
CH FIEUZL PESSC			10		10	100.00	.03	.00
CH MAGNEAU BLNC			9	107	-98	-91.59	.02	.27
J PHLPE JNUEX W			9	33	-24	-72.73	.02	.08
CH CLERC MILON			9	21	-12	-57.14	.02	.05
CH CLOS D MARQS			9	13	-4	-30.77	.02	.03
CH CAZETTE RGE			9	13	-4	-30.77	.02	.03
CH MONTROSE			9	12	-3	-25.00	.02	.03
CH BEL-AIR			9	5	4	80.00	.02	.01
CH MONBOUSQUET			9	3	6	200.00	.02	.01
CH RAUZAN SEGLA			9	2	7	350.00	.02	.00
CH VIGNOT ST EM			9	2	7	350.00	.02	.00
CH PCHN LNG BRN			9		9	100.00	.02	.00
BARON ROTHCHILD			9		9	100.00	.02	.00
CH PAVL RG MRGX			9		9	100.00	.02	.00
CH CORTON GRNCY			9		9	100.00	.02	.00
BG FNDRS MERLOT			8	173	-165	-95.38	.02	.43
CH LAURL CT FRC			8	81	-73	-90.12	.02	.20
CH PUY BLANQUET			8	11	-3	-27.27	.02	.03
CH LYNCH BGS PA			8	11	-3	-27.27	.02	.03
BUZET D'ARDEVIL			8	8			.02	.02
CH BRLOT			8	6	2	33.33	.02	.01
NCLS RS MSN SAU			8	4	4	100.00	.02	.01
CH HT MNT S FRT			8	4	4	100.00	.02	.01
CH L MISSN HT B			8	2	6	300.00	.02	.00
CH LASSEGUE			8	1	7	700.00	.02	.00
CH L CRX BEAUCL			8	1	7	700.00	.02	.00
CH LEOVL POYFER			8	1	7	700.00	.02	.00
CH HT SORILLON			8		8	100.00	.02	.00
LES CAVES JOSPH			8		8	100.00	.02	.00
CH HT BLAIGNAN			8		8	100.00	.02	.00
CH FRRN PSC-LGN			8		8	100.00	.02	.00
CH RAUZN DEPONE			7	77	-70	-90.91	.02	.19
CH FOURCAS DPRE			7	21	-14	-66.67	.02	.05
CH VILLEFRANCHE			7	10	-3	-30.00	.02	.02
CH LABGORCE MRX			7	10	-3	-30.00	.02	.02
CHAT RIEUSSEC			7	7			.02	.02
CH SIMARD			7	5	2	40.00	.02	.01
CH GRND PUY LAC			7	4	3	75.00	.02	.01
CH LEOVLL L CSE			7	3	4	133.33	.02	.01
CH PREURDE MYNY			7	3	4	133.33	.02	.01
CH L TOUR CARNT			7	1	6	600.00	.02	.00
CH ROUDIER			7		7	100.00	.02	.00
CH CAP FGR CSTL			7		7	100.00	.02	.00
CH DE L RIVIERE			7		7	100.00	.02	.00
CHAT REYSSON			7		7	100.00	.02	.00
CH HAUT BERNAT			7		7	100.00	.02	.00
CH FONTENILLE BL			7		7	100.00	.02	.00
CH PICAU PERNA			7		7	100.00	.02	.00
CH DU BASQUE			6	24	-18	-75.00	.02	.06
CH MEYNEY			6	18	-12	-66.67	.02	.04
B ROTH RS SPC W			6	15	-9	-60.00	.02	.04
CH TOUR PRIGNAC			6	13	-7	-53.85	.02	.03
CH CRUZEAU RGE			6	6			.02	.01
CH CHARMAIL H-M			6	6			.02	.01
CH LF PYRGY SAU			6	2	4	200.00	.02	.00
CH BRNE DCRU JL			6	1	5	500.00	.02	.00
CH POUJX MOULIS			6	1	5	500.00	.02	.00
CH VIEILL TR BL			6		6	100.00	.02	.00
CH L CONSEILNTE			6		6	100.00	.02	.00
CH SIAURAC LDP			6		6	100.00	.02	.00
CH GAZIN POMROL			6		6	100.00	.02	.00
CH DE SEQUIN			6		6	100.00	.02	.00
CH LTN LUVRE BL			6		6	100.00	.02	.00
CH DE GOELANE			6		6	100.00	.02	.00
CH GRND JEAN RD			6		6	100.00	.02	.00
CH MOULIN BOYER			6		6	100.00	.02	.00
CH CONSEILLER			6		6	100.00	.02	.00
CH PUYG GEORGE			6		6	100.00	.02	.00
MOUEIX CHR POME			6	11	-6	-54.55	.01	.03
CH PCHN LNG CMS			6	8	-3	-37.50	.01	.02
CH CLAIREFONT			6	6	-1	-16.67	.01	.01
CH COS D'ESTRNL			6	6	-1	-16.67	.01	.01
CH PICHON LALAN			5	5			.01	.01
CH TALBOT RED			5	5			.01	.01
CH COUTET SAUTN			5	1	4	400.00	.01	.00
CHAT HT BRION R			5	1	4	400.00	.01	.00
RSV D L COMIESE			5	1	4	400.00	.01	.00
CH GENINS ROUGE			5		5	100.00	.01	.00
CH GODEAU			5		5	100.00	.01	.00
CH PALMER ALTER			5		5	100.00	.01	.00
CH AMOUR MEDOC			5		5	100.00	.01	.00
CH MLN LGNT EML			5		5	100.00	.01	.00
CHVL QNCRD RSV			5		5	100.00	.01	.00
CH LARRIVET BLC			5		5	100.00	.01	.00
CH DU BARRY BRD			5		5	100.00	.01	.00
CH PINDEFLEURS			5		5	100.00	.01	.00
CHATEAU NOLET			4	167	-163	-97.60	.01	.41
CH MOULIN DELIL			4	42	-38	-90.48	.01	.10
CH FLEUR RGD SP			4	14	-10	-71.43	.01	.03
CH MOULINET RED			4	12	-8	-66.67	.01	.03

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

ALL STATES-1/1/12 - 09/30/12

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
CH MOUTON ROTH			4	10	-6	-60.00	.01	.02
CH QUEYSSARD CT			4	9	-5	-55.56	.01	.02
CH PREUILLAC			4	8	-4	-50.00	.01	.02
CH SOCIANDO MLT			4	8	-4	-50.00	.01	.02
CH CALLAC GR BL			4	4		.00	.01	.01
CH CANTENAC BRN			4	4		.00	.01	.01
CH CALLAC GR RG			4	4		.00	.01	.01
CH D YQUEM			4	2	2	100.00	.01	.00
CH PONTET CANET			4	2	2	100.00	.01	.00
CH BRANE CANTNC			4	1	3	300.00	.01	.00
CH GUIRAUD			4	3	3	300.00	.01	.00
CH L TOUR BESSN			4	1	4	100.00	.01	.00
CH CANTERMERLE			4		4	100.00	.01	.00
CH DE BRONDEAU			4		4	100.00	.01	.00
CH LYNCH BGS BL			4		4	100.00	.01	.00
HEBRARD BLANC			4		4	100.00	.01	.00
CH BEAUSEJOUR			4		4	100.00	.01	.00
CH DUHART-MILON			3	13	-10	-76.92	.01	.03
CH SAINTE CLMBE			3	10	-7	-70.00	.01	.02
CH CLOS D JCBNS			3	10	-7	-70.00	.01	.02
CH PAPTRE MNTGN			3	10	-7	-70.00	.01	.02
CH VLLA BL AR W			3	9	-6	-66.67	.01	.02
CH AGLHE CSTLLN			3	8	-5	-62.50	.01	.02
CH CARBONNX RGE			3	5	-2	-40.00	.01	.01
CH LTN BNNT RS			3	4	-1	-25.00	.01	.01
CH DE LA GRV WH			3	4	-1	-25.00	.01	.01
THUNEVN BAD BOY			3	3		.00	.01	.01
CH LARONDE DSRM			3	3		.00	.01	.01
LA CHPL LA MISS			3	3		.00	.01	.01
CH RSC CRM RIEU			3	3		.00	.01	.01
CH SMTH HT LAFT			2		1	50.00	.01	.00
CH HOSANNA PMRL			1		2	200.00	.01	.00
CH PICHON BARON			3		2	200.00	.01	.00
CH PAVIE ST EML			3		2	200.00	.01	.00
CH CLARKE LSTRC			3		3	100.00	.01	.00
CH FOURCAS HSTN			3		3	100.00	.01	.00
CH ROUGET POMRL			3		3	100.00	.01	.00
LES PAGODES COS			3		3	100.00	.01	.00
CH D'ARVIGNY HT			3		3	100.00	.01	.00
CHAT LILIAN LAD			3		3	100.00	.01	.00
CH GR POT ST EM			3		3	100.00	.01	.00
BG ST EMILION			3		3	100.00	.01	.00
BG FNDRS SAUVGN			2	212	-210	-99.06	.01	.53
J PHLPE JNUEX R			2	32	-30	-93.75	.01	.08
CH GRUAUD LRS R			2	17	-15	-88.24	.01	.04
CH TOUR AURION			2	16	-14	-87.50	.01	.04
CH CANTEMERLE			2	13	-11	-84.62	.01	.03
CH MARGAUX			2	12	-10	-83.33	.01	.03
CH BEYCHEVELLE			2	12	-10	-83.33	.01	.03
CH D TERTRE MGX			2	7	-5	-71.43	.01	.02
CH DE LA GRV RD			2	7	-5	-71.43	.01	.02
CH LTN BNNT RED			2	7	-4	-66.67	.01	.01
CH L FLR BOUARD			2	6	-4	-66.67	.01	.01
CH QUINLT ENCLS			2	5	-3	-60.00	.01	.01
CH FIGEAC			2	5	-3	-60.00	.01	.01
CH LAVAGNAC			2	4	-2	-50.00	.01	.01
CHRSTN MX MR EN			2	4	-2	-50.00	.01	.01
CH DUCRU BEAUCA			2	3	-1	-33.33	.01	.01
CH SMTH HT L BL			2	3	-1	-33.33	.01	.01
CHAT BOURGNEUF			2	2		.00	.01	.00
CH BEAUSJR BECT			2	1	1	100.00	.01	.00
CH PETIT BOCQ			2	1	1	100.00	.01	.00
CH LOUDENNE MDC			2		2	100.00	.01	.00
CH TOUR MAILLET			2		2	100.00	.01	.00
CH LUSSEAU			2		2	100.00	.01	.00
CH LA DAUPHINE			2		2	100.00	.01	.00
CH LATOUR RED			2		2	100.00	.01	.00
CH BRILLETTE MM			2		2	100.00	.01	.00
CH FOURCS LSTRC			2		2	100.00	.01	.00
CH LMTHE FLR CV			2		2	100.00	.01	.00
CH PETRUS			2		2	100.00	.01	.00
CH CT MONTPEZAT			2		2	100.00	.01	.00
CH L CRX TAILFR			2		2	100.00	.01	.00
CH SERILHAN			2		2	100.00	.01	.00
CH HT BLLY GRVS			2		2	100.00	.01	.00
CH VIEILLE CURE			2		2	100.00	.01	.00
CH HAUT TREYIN			1	77	-76	-98.70	.00	.19
CH BLE VUE MDC			1	48	-47	-97.92	.00	.12
CH JAUBRTIE EDM			1	32	-31	-96.88	.00	.08
CH L CHPLLE RGE			1	25	-24	-96.00	.00	.06
CH MOULN RG CRU			1	20	-19	-95.00	.00	.05
CH BERNADOTTE			1	17	-16	-94.12	.00	.04
CH TYSSR GRN CR			1	15	-14	-93.33	.00	.04
CH DHRT MLN RTH			1	12	-11	-91.67	.00	.03
CH HT-BR GR PSC			1	11	-10	-90.91	.00	.03
CH L RSE CNT ML			1	9	-8	-88.89	.00	.02
CH LE SAUVEGRDE			1	9	-8	-88.89	.00	.02
CH ROCHEMORIN			1	8	-7	-87.50	.00	.02
CH LT MTLC PS R			1	6	-5	-83.33	.00	.01
CH FOMBRAUGE			1	5	-4	-80.00	.00	.01
MENUTS			1	4	-3	-75.00	.00	.01
CH CHEVAL BLANC			1	3	-2	-66.67	.00	.01
CH PETIT MOUNTN			1	2	-1	-50.00	.00	.00

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

ALL STATES-1/1/12 - 09/30/12

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
CH D'ARCIN H MD			1	2	-1	-50.00	.00	.00
CH CERTAN D MAY			1	1		.00	.00	.00
CH TALBOT BLANC			1	1		.00	.00	.00
CH FUISSE L CLS			1	1		.00	.00	.00
CH DOISY VEDRIN			1	1		.00	.00	.00
CH LALND ST JUL			1	1		.00	.00	.00
CH MALARTIC GRV			1	1		.00	.00	.00
CH CORDLLN BG			1		1	100.00	.00	.00
CH LES CARMES			1		1	100.00	.00	.00
CH LS TROIS CRX			1		1	100.00	.00	.00
CH POYANNE CDB			1		1	100.00	.00	.00
CH PET MANOU MD			1		1	100.00	.00	.00
FUGUE DE NENIN			1		1	100.00	.00	.00
NICOLAS MERLOT			1		1	100.00	.00	.00
CH D JAU L JAJA			1		1	100.00	.00	.00
CH RAB PRM SAUT			1		1	100.00	.00	.00
CH PRIEUR ST EM			1		1	100.00	.00	.00
CH GRVL LCST BL			1		1	100.00	.00	.00
VALANDRAUD			1		1	100.00	.00	.00
CH LA COUSPAUDE			1		1	100.00	.00	.00
CH D'ISSAN MRGX			1		1	100.00	.00	.00
LABASTDE DAUZAC			1		1	100.00	.00	.00
CH LA LAGUNE			1		1	100.00	.00	.00
CH FIEUZAL RGE			1		1	100.00	.00	.00
CH LAVILLE HT B			1		1	100.00	.00	.00
CHATEAU PALMER			1		1	100.00	.00	.00
VIEUX CHAT CRTN			1		1	100.00	.00	.00
CH ST CRX D MNT			1		1	100.00	.00	.00
CH PLINCE POMRL				101	-101	-100.00	.00	.25
MOUEIX CHR MEDC				70	-70	-100.00	.00	.17
B PHLP MERLOT				56	-56	-100.00	.00	.14
L'ABBAYE ST FRM				43	-43	-100.00	.00	.11
CH MOULIN A VNT				40	-40	-100.00	.00	.10
CH PAVL RG MRGX				37	-37	-100.00	.00	.09
CH MNBNDN CT BRD				32	-32	-100.00	.00	.08
CH DES CAPPES				31	-31	-100.00	.00	.08
CHAT RAYNALDY				29	-29	-100.00	.00	.07
CH LARMEVILLE				28	-28	-100.00	.00	.07
CH LA GARDE P-L				26	-26	-100.00	.00	.06
CH GRD LRS SRGT				25	-25	-100.00	.00	.06
CH L TOUR DE BY				24	-24	-100.00	.00	.06
CH GRVS LIRN WH				24	-24	-100.00	.00	.06
CALVET LR SV BL				22	-22	-100.00	.00	.05
CH DE TUILERIES				22	-22	-100.00	.00	.05
CH HT PEYRUGUET				22	-22	-100.00	.00	.05
CH MONTLUN RGE				20	-20	-100.00	.00	.05
CH MRTNS LUSSAC				20	-20	-100.00	.00	.05
CH LAFITE ROTH				17	-17	-100.00	.00	.04
CH LALND PZ EST				15	-15	-100.00	.00	.04
CH DUHRT MLN RT				14	-14	-100.00	.00	.03
CH ROCHMORN BLC				14	-14	-100.00	.00	.03
CH BARRAUD RGE				13	-13	-100.00	.00	.03
MOUEIX MLT ENCR				13	-13	-100.00	.00	.03
CHAT BELGRAVE				13	-13	-100.00	.00	.03
DMN DE GOURDINS				12	-12	-100.00	.00	.03
CH MERLT CRD BL				12	-12	-100.00	.00	.03
CH CAROLINE				11	-11	-100.00	.00	.03
CH HAUT GACHERI				11	-11	-100.00	.00	.03
CH MALSCX EXPRY				11	-11	-100.00	.00	.03
G DUBOEUF MERLT				10	-10	-100.00	.00	.02
CH MJRU CV HYP				10	-10	-100.00	.00	.02
CH CLOS LAVIZON				10	-10	-100.00	.00	.02
CH VRDGNAN HAUT				9	-9	-100.00	.00	.02
CH L GRAULA RGE				9	-9	-100.00	.00	.02
CH D ARMAILHAC				8	-8	-100.00	.00	.02
CH ST FLORN RGE				8	-8	-100.00	.00	.02
DIVNUS CH BONNT				8	-8	-100.00	.00	.02
CH HT GALOUCHEY				7	-7	-100.00	.00	.02
CH FRONTENAC RD				7	-7	-100.00	.00	.02
DULONG ST SV RD				6	-6	-100.00	.00	.01
CH PRIEURE LCHN				6	-6	-100.00	.00	.01
CH DE SALES				6	-6	-100.00	.00	.01
CH ST RBRT BLNC				6	-6	-100.00	.00	.01
CH HAUTE CHARMS				6	-6	-100.00	.00	.01
CH MAINE TURON				6	-6	-100.00	.00	.01
CH CHMBRN LALND				6	-6	-100.00	.00	.01
AUVGNE SLUTR PF				6	-6	-100.00	.00	.01
CH L'ANGLS S EM				5	-5	-100.00	.00	.01
CH LES CABANNES				5	-5	-100.00	.00	.01
CH LANESSAN				5	-5	-100.00	.00	.01
CH HT MARCHAND				5	-5	-100.00	.00	.01
CH PEYAU SUP RD				5	-5	-100.00	.00	.01
LA FLEUR LIBERL				5	-5	-100.00	.00	.01
CH D'ARCHE SAUT				5	-5	-100.00	.00	.01
CHAT TIMBERLAY				5	-5	-100.00	.00	.01
CH MALLE SAUTRN				4	-4	-100.00	.00	.01
CH CRU VRDN MDC				4	-4	-100.00	.00	.01
CH FOUGAS MLDOR				4	-4	-100.00	.00	.01
CH COURTINO PAL				4	-4	-100.00	.00	.01
LE PET MOUTON				4	-4	-100.00	.00	.01
LES BAHAN CH HB				4	-4	-100.00	.00	.01
CH D'ARCHE				4	-4	-100.00	.00	.01
CH CAFOL CASTLN				3	-3	-100.00	.00	.01

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ALL STATES-1/1/12 - 09/30/12

PAGE 99

CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
CH FRANC MAYNE					3	-3	-100.00	.00
CH CALON SEGUR					3	-3	-100.00	.00
CH LAROQUE G C					3	-3	-100.00	.00
CH FRANC MAILLT					3	-3	-100.00	.00
CLOS RENE POMER					3	-3	-100.00	.00
CLOS LARCIS					3	-3	-100.00	.00
CH TRIMOULET					3	-3	-100.00	.00
CH LARRIVX L'X					3	-3	-100.00	.00
CH LAF PEYRAGUY					2	-2	-100.00	.00
CH MNTPZT CMPST					2	-2	-100.00	.00
CH GRD CHVL BLC					2	-2	-100.00	.00
CH D MYRAT SAUT					2	-2	-100.00	.00
NICOLAS P NR RS					2	-2	-100.00	.00
CH MARO ST AMNT					2	-2	-100.00	.00
CH VRAI CAN BCH					2	-2	-100.00	.00
CH LAFON ROCHET					2	-2	-100.00	.00
BG SYRAH					2	-2	-100.00	.00
CH BEL-AIR-OUY					2	-2	-100.00	.00
CH AUSONE					2	-2	-100.00	.00
CH LES JUSTICES					2	-2	-100.00	.00
CH LIOT SAUTRNE					2	-2	-100.00	.00
CH MACHORRE					2	-2	-100.00	.00
G DUBOEUF RS ML					2	-2	-100.00	.00
CH COS LABORY					2	-2	-100.00	.00
CH TMBRLY CUV R					2	-2	-100.00	.00
CH RAYNE VGNEAU					2	-2	-100.00	.00
CH LAF ROTH PAL					2	-2	-100.00	.00
CH L CRX S GRGE					1	-1	-100.00	.00
CH LSCMBES MRGX					1	-1	-100.00	.00
CH ROLAND GARDE					1	-1	-100.00	.00
CH CLS JNT S EM					1	-1	-100.00	.00
CH BOURGNEUF					1	-1	-100.00	.00
VIEUX CH TMP PM					1	-1	-100.00	.00
CH PEYNAUD BLNC					1	-1	-100.00	.00
CHAT HAUT BRION					1	-1	-100.00	.00
L BSTDE DZC MRX					1	-1	-100.00	.00
CH PETIT CHEVAL					1	-1	-100.00	.00
CH BRISSON CDC					1	-1	-100.00	.00
CH L T CRNT DOU					1	-1	-100.00	.00
CH LT MTLG PS B					1	-1	-100.00	.00
DULONG ST SV WH					1	-1	-100.00	.00
CH DE CANDALE					1	-1	-100.00	.00
CH FILHOT SAUTN					1	-1	-100.00	.00
AUGEY WHITE					1	-1	-100.00	.00
CH COUR ARGENT					1	-1	-100.00	.00
CH PNSES D LFLR					1	-1	-100.00	.00
CH LAFLEUR GAZN					1	-1	-100.00	.00
CH MGDELNE S EM					1	-1	-100.00	.00
CH RMR-LCST SAU					1	-1	-100.00	.00
L'OR BSTR CLEVN					1	-1	-100.00	.00
CH HAUT BEAUSJR					1	-1	-100.00	.00
CH LA CSSDE SEC					1	-1	-100.00	.00
CH MLN LGNT CRU					1	-1	-100.00	.00
CH L'EVANGILE					1	-1	-100.00	.00
CH CITRAN					1	-1	-100.00	.00
CH COUTE S EMLN					1	-1	-100.00	.00
CH LMTHE BRGRON					1	-1	-100.00	.00
TOTAL FR BORDEAUX			38070	40297	-2227	-5.53		
FR BURGUNDY								
JADOT BEAUJ VLG			7976	8951	-975	-10.89	16.95	17.81
DUBOEUF BJLS VL			4606	4859	-253	-5.21	9.79	9.67
JADOT MACON BLC			2960	2882	78	2.71	6.29	5.73
JADOT BEAUJOLAS			2798	2784	14	.50	5.94	5.54
JADOT PLY FUIS			2347	2162	185	8.56	4.99	4.30
RENE JUNOT RED			1714	2348	-634	-27.00	3.64	4.67
DUBOEUF BJLS NV			1335	957	378	39.50	2.84	1.90
JADOT CHARDNNY			1199	1129	70	6.20	2.55	2.25
L LTR PINOT NOR			1058	886	172	19.41	2.25	1.76
JD LFRT PIN NOR			1009	823	186	22.60	2.14	1.64
L LTR PLY FUSSE			839	727	112	15.41	1.78	1.45
L LTR AUX DURES			817		817	100.00	1.74	.00
JADOT PIN NOIR			808	1553	-745	-47.97	1.72	3.09
JD BEAU VILLAGE			773	754	19	2.52	1.64	1.50
LBR PINOT NOIR			739	962	-223	-23.18	1.57	1.91
L LTR GR ARDCHE			684	977	-293	-29.99	1.45	1.94
L LTR RULLY			656		656	100.00	1.39	.00
L LTR VALMSSINE			624	821	-197	-24.00	1.33	1.63
BCHRD A&F PN NR			608	862	-254	-29.47	1.29	1.72
LES CHARMES MCN			608	697	-89	-12.77	1.29	1.39
DM HNRV FS BRLY			570		570	100.00	1.21	.00
HNRV FSY PL FUS			569		569	100.00	1.21	.00
DUBOEUF BEAUJLS			566	657	-91	-13.85	1.20	1.31
L LTR GEV CHAMB			467	55	412	749.09	.99	.11
CH CHAIZE BRLLY			451	536	-85	-15.86	.96	1.07
L LTR CHSS MONT			393	15	378	2520.00	.83	.03
BCHRD A&F CHARD			388	494	-106	-21.46	.82	.98
JV PLY FUISSE			368	366	2	.55	.78	.73
LA MADONE FLEUR			368		368	100.00	.78	.00
RENE JUNOT WHT			348	852	-504	-59.15	.74	1.70
L LTR CHR ARDCH			326	179	147	82.12	.69	.36
DUBOEUF MCN VIL			316	444	-128	-28.83	.67	.88

NABCA CASE SALES ANALYSIS

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(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
L LTR MEURSAULT			307	128	179	139.84	.65	.25
L LTR MARSANNAY			238	775	-537	-69.29	.51	1.54
JD CHOREY L BNE			232	552	-320	-57.97	.49	1.10
DUBOEU FLY FSE			228	435	-207	-47.59	.48	.87
L LTR MER BLGNY			205		205	100.00	.44	.00
L LTR CAILLERET			202		202	100.00	.43	.00
POTEL MACON VLG			182		182	100.00	.39	.00
L LTR MCN GNVR			180	166	14	8.43	.38	.33
JD CHB DE VAUDN			168	126	42	33.33	.36	.25
L LTR CHARDONNY			134	317	-183	-57.73	.28	.63
DUBOEU F CUVEE R			128	224	-96	-42.86	.27	.45
BG CHR D VIN PAY			113	864	-751	-86.92	.24	1.72
LBR POUL FUISSE			112	58	54	93.10	.24	.12
DM DUPEUBLE BJL			104	83	21	25.30	.22	.17
JD CHABLIS			103	104	-1	-.96	.22	.21
DUBOEU F BJ V NV			99	96	3	3.13	.21	.19
VINCENT PLY FSE			92	130	-38	-29.23	.20	.26
DUBOEU F MG C PY			87	16	71	443.75	.18	.03
L LTR POMMARD			86	286	-200	-69.93	.18	.57
THIERRY&PSC CHR			86		86	100.00	.18	.00
ANDRE BRG PN RS			85	91	-6	-6.59	.18	.18
LBR LES SAN PN			79	101	-22	-21.78	.17	.20
POTEL AV BJ VLG			74	32	42	131.25	.16	.06
CH DE GENIBON			73	58	15	25.86	.16	.12
BCHRD P&F MRSLT			73	16	57	356.25	.16	.03
JD SAINT VERAN			70	139	-69	-49.64	.15	.28
L LTR BEAUJ VIL			68	106	-38	-35.85	.14	.21
DUBOEU F MG DSCM			68	68		.00	.14	.14
BICHOT PLY FSSE			67	70	-3	-4.29	.14	.14
BICHOT BRG PN N			66	65	1	1.54	.14	.13
L LTR MNTGY CRU			64	57	7	12.28	.14	.11
HNRY FSSY RGNIE			62	15	47	313.33	.13	.03
DM HNRY FSY MAV			61	56	5	8.93	.13	.11
MARCEL PLY FME			54	32	22	68.75	.11	.06
HNRY FSY FLEURI			51	22	29	131.82	.11	.04
M LAFORET GR OR			51		51	100.00	.11	.00
L LTR SANTENAY			50	587	-537	-91.48	.11	1.17
JD POUILLY FUIS			50	59	-9	-15.25	.11	.12
JADOT CH JQS MV			50	59	-9	-15.25	.11	.12
L LTR MCN CHMRY			50	30	20	66.67	.11	.06
DM HNRY FSY MRG			50	18	32	177.78	.11	.04
L LTR VOLNAY			48	266	-218	-81.95	.10	.53
DUBOIS PN NR RS			48	9	39	433.33	.10	.02
JD LAF BORG CHR			46	709	-663	-93.51	.10	1.41
L TRAM RONCR RD			44	51	-7	-13.73	.09	.10
BG BEAUJ VLLAGE			44	42	2	4.76	.09	.08
SARRAZIN BOURGN			44	39	5	12.82	.09	.08
CRSTN MOREAU CB			44	36	8	22.22	.09	.07
DM D'ELISE CHAB			44	5	39	780.00	.09	.01
DOM SEQ-BDT CHB			44		44	100.00	.09	.00
L LTR CHR D/VGNR			42	130	-88	-67.69	.09	.26
DUBOEU F MORGON			42	16	26	162.50	.09	.03
CHR TN&TRB CHARD			42		42	100.00	.09	.00
TRAMIER CHARDNY			39	54	-15	-27.78	.08	.11
LFLV BRG SETLLS			38	57	-19	-33.33	.08	.11
L LTR BN AC BLC			37	23	14	60.87	.08	.05
DM HNRY FS JULN			37		37	100.00	.08	.00
L LTR ST VERAN			35	85	-50	-58.82	.07	.17
TALMARD MCN CHR			34	28	6	21.43	.07	.06
BCHT CHB DPOUIT			34	5	29	580.00	.07	.01
RODET CHMRY P N			34		34	100.00	.07	.00
CH D TOUR BRLLY			33	35	-2	-5.71	.07	.07
CALVET-THUNEVIN			33	33		.00	.07	.07
GEORGES DUB BLY			33	11	22	200.00	.07	.02
L LTR BJ V CHMY			32	53	-21	-39.62	.07	.11
D VLLNE BZN AGT			32	11	21	190.91	.07	.02
JD CTS NUT VLG			32	3	29	966.67	.07	.01
FAIVELEY PNT NR			31	11	20	181.82	.07	.02
DUBOEU F MG CHAP			31	2	29	1450.00	.07	.00
LBR ROI CHR PAY			31		31	100.00	.07	.00
DM BLLRD BEA RG			30		30	100.00	.06	.00
JD BEAU NOUVEAU			29		29	100.00	.06	.00
DM TOUZOT MC VL			29		29	100.00	.06	.00
DM DPUBL BJ NOV			28	23	5	21.74	.06	.05
DUBOEU F BRL NVR			27	108	-81	-75.00	.06	.21
JD CTS BEAUN VL			27	57	-30	-52.63	.06	.11
VINCENT BGN BLC			27	36	-9	-25.00	.06	.07
CLOS REISSR P F			27	19	8	42.11	.06	.04
L LTR AC LATOUR			26	5	21	420.00	.06	.01
FORTNT COL CHR D			25	30	-5	-16.67	.05	.06
JD MACON VLLGES			25	27	-2	-7.41	.05	.05
DUBOEU F FLEURIE			24	49	-25	-51.02	.05	.10
FAIVLEY MCRY MY			24	2	22	1100.00	.05	.00
JD MORGON			23	49	-26	-53.06	.05	.10
DAMP T CHABLIS			23	21	2	9.52	.05	.04
GIRARDN BORG SV			23	21	2	9.52	.05	.04
GRANGER JULIENS			23	20	3	15.00	.05	.04
BG BEAULOLAIS			21	264	-243	-92.05	.04	.53
DOM LUQUET BLNC			21	34	-13	-38.24	.04	.07
M-MGNRT BOURG R			21		21	100.00	.04	.00
L LTR P FSE VNZ			21		21	100.00	.04	.00
PM MEURS TESSON			20	20		.00	.04	.04
L LTR PUL MONT			20	14	6	42.86	.04	.03

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
DUBOEU F QUTR			20	5	15	300.00	.04	.01
CH FSE DM CNSLR			20		20	100.00	.04	.00
L LTR CUVEE RGE			20		20	100.00	.04	.00
JADOT MARSNNY R			19	6	13	216.67	.04	.01
JEAN ST HONR MR			18	28	-10	-35.71	.04	.06
ROUX P&F HT CTS			18	13	5	38.46	.04	.03
DUBOEU ROSIERS			18	5	13	260.00	.04	.01
JD GEVREY CHMBT			18	2	16	800.00	.04	.00
JD MONTAGNY			18		18	100.00	.04	.00
DM CHPL CHIRBLS			18		18	100.00	.04	.00
CH CHVU GR BRYR			18		18	100.00	.04	.00
DUBOEU CUVEE W			17	68	-51	-75.00	.04	.14
FAIVLEY BRG CHR			17	29	-12	-41.38	.04	.06
POTEL AVRN BRLY			17	10	7	70.00	.04	.02
JD CHS MONTRCHT			17	1	16	1600.00	.04	.00
CHAVY PUL MONT			17		17	100.00	.04	.00
BRCRD PETIT CHB			17		17	100.00	.04	.00
DMNE L MCHL CHB			16	35	-19	-54.29	.03	.07
DUBOEU JUL CPT			16	28	-12	-42.86	.03	.06
DMN CATON MERLT			16	25	-9	-36.00	.03	.05
JADOT CHS MNT B			16	25	-9	-36.00	.03	.05
JADOT NT ST GEO			16	23	-7	-30.43	.03	.05
DMN CATON CHARD			16	14	2	14.29	.03	.03
LBR ROI CAB PAY			16		16	100.00	.03	.00
DM HNRV FS BJ V			15	49	-34	-69.39	.03	.10
CH FUISSE P FSE			15	25	-10	-40.00	.03	.05
BG POUILLY FUIS			15	23	-8	-34.78	.03	.05
JD LAURENE			15	7	8	114.29	.03	.01
LFLV LS DUX RVS			15		14	1400.00	.03	.00
CHRTN&TRB PERND			15	1	15	100.00	.03	.00
GIRARDN CV SV			15		15	100.00	.03	.00
GIRARDIN ML VNT			15		15	100.00	.03	.00
LFLVE PLGN MONT			14	19	-5	-26.32	.03	.04
POTEL BRGN P NR			14	18	-4	-22.22	.03	.04
L LTR CTN CHRML			14	10	4	40.00	.03	.02
POTEL AVRN MAV			14	7	7	100.00	.03	.01
CH THIVIN BRLLY			13	13		0.00	.03	.03
GIRARDN BORG CV			13		13	100.00	.03	.00
DM COLMBR P CHB			13		13	100.00	.03	.00
DM L MCH PT CHB			13		13	100.00	.03	.00
JADOT GVRV CHMB			12	21	-9	-42.86	.03	.04
JADOT ST AUBIN			12		12	100.00	.03	.00
MATRT BOURG RGE			12		12	100.00	.03	.00
POTEL CV GERARD			11	41	-30	-73.17	.02	.08
DUBOEU BRL RIZ			11	29	-18	-62.07	.02	.06
OLIVER SVRY CHB			11	22	-11	-50.00	.02	.04
DUBOEU MG FLWR			11		-1	-8.33	.02	.02
BCHT CLS L EGLS			11	8	3	37.50	.02	.02
PRRE CHRMTTE BJ			11	5	6	120.00	.02	.01
BLSN D BGN P NR			11		11	100.00	.02	.00
SAUZET PUL MONT			11		11	100.00	.02	.00
BRCRD CM PRMIER			11		11	100.00	.02	.00
MRCL GRD BRG PN			10	48	-38	-79.17	.02	.10
DM HNRV FSY BJL			10	46	-36	-78.26	.02	.09
CH D MLIGNY CHB			10	26	-16	-61.54	.02	.05
DM RB PERRD CTB			10	21	-11	-52.38	.02	.04
JADOT CT BN VLG			10	19	-9	-47.37	.02	.04
JADOT PUL MNTRC			10	19	-9	-47.37	.02	.04
B HERZOG CHATNF			10	18	-8	-44.44	.02	.04
GIRARDN ST AUBN			10	15	-5	-33.33	.02	.03
NICOLAS POT VVV			10	14	-4	-28.57	.02	.03
BADR M CHS M BL			10	11	-1	-9.09	.02	.02
JADOT SNT MLT R			10	4	6	150.00	.02	.01
JADOT SVG GTT R			10	2	8	400.00	.02	.00
JADOT BNE PRST			10	2	8	400.00	.02	.00
DM BEL AIR PLY			10		10	100.00	.02	.00
DM BLLRD BEA BL			10		10	100.00	.02	.00
LES VIEILLES MF			10		10	100.00	.02	.00
GRANGER JUL CUV			10		10	100.00	.02	.00
L TRAM RONCR WH			9	49	-40	-81.63	.02	.10
JADOT POMMARD			9	15	-6	-40.00	.02	.03
L LTR BEAUNE RD			9	8	1	12.50	.02	.02
DM LUQUET ST VR			9	2	7	350.00	.02	.00
FVRE CHB ROYAUX			9	1	8	800.00	.02	.00
DM FERRET PL FS			9		9	100.00	.02	.00
BRCRD CHR KMRDG			9		9	100.00	.02	.00
M-MGNRT FIXIN			9		9	100.00	.02	.00
DM OLIVIER STNY			9		9	100.00	.02	.00
ST AUBIN PLY F			8	35	-27	-77.14	.02	.07
JADOT VSNE RMNE			8	20	-12	-60.00	.02	.04
BADER MMR CHS M			8	9	-1	-11.11	.02	.02
MOREY BORG CHR			8	6	2	33.33	.02	.01
LBR CHABLIS			8	4	4	100.00	.02	.01
JADOT VLNY CHNE			8	2	6	300.00	.02	.00
JADOT BNE SVGNY			8		8	100.00	.02	.00
JD PULIGNY MONT			8		8	100.00	.02	.00
JACQUES BOURGNN			8		8	100.00	.02	.00
JADOT VR BXMONT			8		8	100.00	.02	.00
M BRTRND AMB CH			8		8	100.00	.02	.00
LBR BEAU VILLAG			7	22	-15	-68.18	.01	.04
GEORGES DUB JUL			7	11	-4	-36.36	.01	.02
JADOT BNE URSL			7	10	-3	-30.00	.01	.02
LAVNTRUX RL CHB			7	7		.00	.01	.01

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
BCHRD A&F PL FS			7	5	2	40.00	.01	.01
DUBOEUFL G PR			7	3	4	133.33	.01	.01
JD RULLY WHITE			7	3	4	133.33	.01	.01
DM SEG-MAN BLNC			7		7	100.00	.01	.00
JD COTE BEAUNE			7		7	100.00	.01	.00
M-MGNRT SAVIGNY			7		7	100.00	.01	.00
JADOT BEAUNE			7		7	100.00	.01	.00
L LATOUR VIGNES			7		7	100.00	.01	.00
MATRT BOURG CHR			7		7	100.00	.01	.00
DM PRAL BJS TER			6	78	-72	-92.31	.01	.16
LAMBLIN BORG BL			6	22	-16	-72.73	.01	.04
GEO DUB ST AMOR			6	21	-15	-71.43	.01	.04
GRARDN SANT DES			6	17	-11	-64.71	.01	.03
DUBOEUFL REG BYT			6	15	-9	-60.00	.01	.03
CAVE BILLY SV SB			6	10	-4	-40.00	.01	.02
POTEL TEURONS			6				.01	.01
PRR AND VLG TRL			5		1	20.00	.01	.01
MOILLRD BORG PN			5		1	20.00	.01	.01
POTEL AVRNL JLNS			4		2	50.00	.01	.01
MONGEARD MGNERT			1		5	500.00	.01	.00
BOILLOT PUL MNT			6		6	100.00	.01	.00
POTEL AVRNL CDP			6		6	100.00	.01	.00
JADOT CHORY BNE			6		6	100.00	.01	.00
JADOT S GEO BDT			6		6	100.00	.01	.00
JADOT MRCRY FRT			6		6	100.00	.01	.00
CH FUISSE CMBTT			6		6	100.00	.01	.00
DOM THEV LEBRUN			6		6	100.00	.01	.00
JD SANTENAY			6		6	100.00	.01	.00
TRAMIER BJL VLG			6	47	-42	-89.36	.01	.09
DUBOEUFL JULIENS			5	15	-10	-66.67	.01	.03
BICHOT MRGN BRG			5	7	-2	-28.57	.01	.01
DM L SOUFNDS PF			5				.01	.01
VOCORET CHABLIS			5				.01	.01
MOREAU CHB GUYS			2		3	150.00	.01	.00
MOREAU CH LS CL			2		3	150.00	.01	.00
CH FUISSE CLOS			5		5	100.00	.01	.00
ALBERT BICHOT			5		5	100.00	.01	.00
JD MEURSAULT			5		5	100.00	.01	.00
MOILLARD CR HMT			5		5	100.00	.01	.00
BLSN DE BGN VRN			5		5	100.00	.01	.00
DUBOEUFL JUL TRQ			4	18	-14	-77.78	.01	.04
JADOT VACRN RED			4	11	-7	-63.64	.01	.02
FAIVLEY NSG RED			4	6	-2	-33.33	.01	.01
MOREAU CHB VLLN			4	5	-1	-20.00	.01	.01
DUBOIS PN GR RS			4	5	-1	-20.00	.01	.01
LVB HAUTES CDB			4	4			.01	.01
DM LUQUET PF SG			4	2	2	100.00	.01	.00
FAIVLEY MCR RGE			4	2	2	100.00	.01	.00
POTEL VLNY CHNS			4	2	2	100.00	.01	.00
L LTR MRSLT BLC			4	1	3	300.00	.01	.00
L LTR SANTNY BL			4		4	100.00	.01	.00
DM LABRUYERE GV			4		4	100.00	.01	.00
GIRARDIN CHS VV			4		4	100.00	.01	.00
BOILLOT VOLNAY			4		4	100.00	.01	.00
BICHOT GUY CHAM			4		4	100.00	.01	.00
JADOT JCQS MRGN			4		4	100.00	.01	.00
L LTR VRE CLSSE			3	392	-389	-99.23	.01	.78
MOREY ST AUBIN			3	49	-46	-93.88	.01	.10
BG MV CHR S LOU			3	37	-34	-91.89	.01	.07
TRMER PN L MNEE			3	29	-26	-89.66	.01	.06
JADOT MEURSAULT			3	22	-19	-86.36	.01	.04
JADOT CHMB MUSG			3	14	-11	-78.57	.01	.03
BCHRD A&F PNSMO			3	11	-8	-72.73	.01	.02
JADOT VGRLS CRX			3	7	-4	-57.14	.01	.01
JADOT BN BCHRTT			3	6	-3	-50.00	.01	.01
FAIVLEY GV CHMB			3	4	-1	-25.00	.01	.01
JADOT CTN CHRLM			3	2	1	50.00	.01	.00
JADOT PUL CHAMP			3	1	2	200.00	.01	.00
TLLT CHRY CT BN			3	1	2	200.00	.01	.00
RAMONET CHS MNT			3	1	2	200.00	.01	.00
BICHOT NT S GEO			3		3	100.00	.01	.00
DM PRAL BJS NOV			3		3	100.00	.01	.00
L LTR CHABLIS			3		3	100.00	.01	.00
BOILLT MTGY CRU			3		3	100.00	.01	.00
L LTR VSN-ROMAN			3		3	100.00	.01	.00
GUILLEMOT SERPN			3		3	100.00	.01	.00
ROUMR ST DEN BS			3		3	100.00	.01	.00
MONGRD MGNRT PN			3		3	100.00	.01	.00
JADOT CLS VGEOT			3		3	100.00	.01	.00
JADOT VR SACHOT			3		3	100.00	.01	.00
DM CHPL FLEURIE			3		3	100.00	.01	.00
L LTR ECHEZEUX			3		3	100.00	.01	.00
CRSTN MOREAU VL			3		3	100.00	.01	.00
FAIVLEY NSG CRU			3		3	100.00	.01	.00
FAIVLEY MCR PNR			2	189	-187	-98.94	.00	.38
DUBOEUFL MOL-VNT			2	34	-32	-94.12	.00	.07
BOUVIER MONTRE			2	13	-11	-84.62	.00	.03
JADOT CHABLIS			2	11	-9	-81.82	.00	.02
JADOT SVG VRG W			2	9	-7	-77.78	.00	.02
HANGTIME PNT NR			2	8	-6	-75.00	.00	.02
JADOT VLNY BARR			2	6	-4	-66.67	.00	.01
LFLVE MEURSAULT			2	6	-4	-66.67	.00	.01
VNCNT P FS ANTO			2	4	-2	-50.00	.00	.01

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

ALL STATES-1/1/12 - 09/30/12

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
DOM RMNE TACHE			2	2		.00	.00	.00
FAIVLEY GC CAZE			2			.00	.00	.00
FAIVLEY GC COMB			2			.00	.00	.00
JADOT CHS CLLRT			2			.00	.00	.00
C MOREAU CHB VM			2	2		.00	.00	.00
GUYON GEV CHAMB			2	1	1	100.00	.00	.00
MATROT MRSLT BL			2	1	1	100.00	.00	.00
GUYON CHMB MUSG			2	1	1	100.00	.00	.00
FVRE VALMUR CHB			2		2	100.00	.00	.00
FAIVLEY MCR RCH			2		2	100.00	.00	.00
JD MERSAULT			2		2	100.00	.00	.00
BRCRD BOUGROS			2		2	100.00	.00	.00
FAIVLEY MCR BLC			2		2	100.00	.00	.00
M-MGNRT VERGELS			2		2	100.00	.00	.00
BOUVIER PN NOIR			2		2	100.00	.00	.00
COFFINET-DVRNAY			2		2	100.00	.00	.00
BERTGNA CHM MSG			2		2	100.00	.00	.00
JD VOLNAY			2		2	100.00	.00	.00
POTEL CLS ROCHE			2		2	100.00	.00	.00
JADOT CHPL CHMB			2		2	100.00	.00	.00
DM MRZD SANTNAY			2		2	100.00	.00	.00
BRCRD CHB S CLR			2		2	100.00	.00	.00
JD POMMARD			2		2	100.00	.00	.00
POTEL AVRN FLUR			2		2	100.00	.00	.00
COLN C MNT MLTR			2		2	100.00	.00	.00
DARNAT BRGN CHD			2		2	100.00	.00	.00
DIOCHON M-A-V			2		2	100.00	.00	.00
ROUMR BNNS MARE			2		2	100.00	.00	.00
JD POMMARD			2		2	100.00	.00	.00
JADOT SVG VRG R			2		2	100.00	.00	.00
GAGNRD CHS M RG			2		2	100.00	.00	.00
GRIVT S GEO RON			2		2	100.00	.00	.00
JD BNE MOUCH RG			2		2	100.00	.00	.00
JADOT BN SVG RG			1	21	-20	-95.24	.00	.04
JADOT SVG GTT B			1	17	-16	-94.12	.00	.03
DUBOEUF BRL PER			1	9	-8	-88.89	.00	.02
JADOT BN THEURN			1	6	-8	-88.89	.00	.02
JADOT PUL L GRN			1	9	-5	-83.33	.00	.01
BCHRD A&F MC VL			1	4	-3	-75.00	.00	.01
LBR MAX P NOIR			1	4	-3	-75.00	.00	.01
DUBOEUF MAL FLW			1	4	-3	-75.00	.00	.01
LFLVE MACON VRZ			1	4	-3	-75.00	.00	.01
BCHD BNE CRU RG			1	2	-1	-50.00	.00	.00
NICOLAS CHARDNY			1	2	-1	-50.00	.00	.00
JADOT MACON CHR			1	2	-1	-50.00	.00	.00
DOM DE CHEVLIER			1	2	-1	-50.00	.00	.00
GIRARDN CHS MRG			1	2	-1	-50.00	.00	.00
VOCRT CHBLS LFT			1	2	-1	-50.00	.00	.00
FAIVLEY VOUGEOT			1	2	-1	-50.00	.00	.00
DUBOEUF T BIEF			1	2	-1	-50.00	.00	.00
BCHRD PF MOUSSE			1	2	-1	-50.00	.00	.00
DOM RMNE ECHEZX			1	1		.00	.00	.00
CH FSE TETE CRU			1	1		.00	.00	.00
POTEL C D N VLG			1	1		.00	.00	.00
BICHOT CHSS MNT			1	1		.00	.00	.00
JADOT BN CHOUCX			1	1		.00	.00	.00
FAIVLEY MCR FRM			1	1		.00	.00	.00
LFLV PUL MT CLV			1	1		.00	.00	.00
LBR MERUSAULT			1	1		.00	.00	.00
JADOT CRTN PGTS			1	1		.00	.00	.00
LVB BEAUNE CRU			1	1		.00	.00	.00
DOM RMNE ST VNT			1	1		.00	.00	.00
GRIVT S GEO CHM			1	1		.00	.00	.00
BCHRD GVV CHMBT			1	1	1	100.00	.00	.00
ROUSSEAU GC CAZ			1	1	1	100.00	.00	.00
BLSN D BGN MONT			1	1	1	100.00	.00	.00
RSSEAU GY CH LV			1	1	1	100.00	.00	.00
RAMNT CHS M MOR			1	1	1	100.00	.00	.00
GRIVT S GEO BDT			1	1	1	100.00	.00	.00
LFLV PUL MT PCL			1	1	1	100.00	.00	.00
P COLIN CM CNVT			1	1	1	100.00	.00	.00
JADOT GVRV PETT			1	1	1	100.00	.00	.00
POTEL CHMB BEZE			1	1	1	100.00	.00	.00
LAROCHE ST MRTN			1	1	1	100.00	.00	.00
A GAMBAL CHM MS			1	1	1	100.00	.00	.00
DM R CNT RICHBG			1	1	1	100.00	.00	.00
LFLVE CLS S MRC			1	1	1	100.00	.00	.00
OLVR SVR CHB SL			1	1	1	100.00	.00	.00
JADOT GVRV LAVX			1	1	1	100.00	.00	.00
AUR VEDT CDN PR			1	1	1	100.00	.00	.00
DM COCHE DU MER			1	1	1	100.00	.00	.00
DM ROIS MG RL R			1	1	1	100.00	.00	.00
DLGR PL MNT DEM			1	1	1	100.00	.00	.00
LE FLVE CHSG RD			1	1	1	100.00	.00	.00
DOM POUSS SNTNY			1	1	1	100.00	.00	.00
JADOT PUL M REF			1	1	1	100.00	.00	.00
A GAMBAL VOLNAY			1	1	1	100.00	.00	.00
JADOT CHRM CHMB			1	1	1	100.00	.00	.00
FEVRE CHB MNTMN			1	1	1	100.00	.00	.00
DM BERTHR PL FM			1	1	1	100.00	.00	.00
BCHRD P&F P FSE			1	1	1	100.00	.00	.00
JADOT JQS THORN			1	1	1	100.00	.00	.00
RAMNT PL M ENSG			1	1	1	100.00	.00	.00

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

ALL STATES-1/1/12 - 09/30/12

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
JADOT LE MNRCT			1		1	100.00	.00	.00
BCHRD SVG PULLT			1		1	100.00	.00	.00
JADOT CRTN GRVS			1		1	100.00	.00	.00
D'ANG VLNY TLPD			1		1	100.00	.00	.00
BRTGNA VR BEAUX			1		1	100.00	.00	.00
GRIVOT CLS VOGT			1		1	100.00	.00	.00
POTEL GRN ECHZX			1		1	100.00	.00	.00
D'ANG VLNY CHMP			1		1	100.00	.00	.00
POTEL BGN PN NR			1		1	100.00	.00	.00
DM CHNRION BRLY			1		1	100.00	.00	.00
DM RMN-CNTI CRT			1		1	100.00	.00	.00
DM SEG-MAN RGE			1		1	100.00	.00	.00
FAIVELEY NSG PR			1		1	100.00	.00	.00
BEAUN DMN MRSLT			1		1	100.00	.00	.00
M-MGNRT RCHBORG			1		1	100.00	.00	.00
BCHD PF CTN CHR			1		1	100.00	.00	.00
DM ECHRD VOLNAY			1		1	100.00	.00	.00
POTEL AVRN CVV			1		1	100.00	.00	.00
RAMONET PUL MNT			1		1	100.00	.00	.00
AUR VRDT CHM-MS			1		1	100.00	.00	.00
RAMNT CHS MN RG			1		1	100.00	.00	.00
JADOT L MUSIGNY			1		1	100.00	.00	.00
TOLLT BT BORGNE			1		1	100.00	.00	.00
RAMNT CHS CHAUM			1		1	100.00	.00	.00
LFLV PUL MT CMB			1		1	100.00	.00	.00
LBR GB CHM FUTL			1		1	100.00	.00	.00
PMMRD CLS URSLN			1		1	100.00	.00	.00
JADOT JQ C COUR			1		1	100.00	.00	.00
FAIVLEY CLS CRT			1		1	100.00	.00	.00
L LTR CUV FABRC				34	-34	-100.00	.00	.07
DUBOEUF MG MONT				33	-33	-100.00	.00	.07
DUBOEUF B N BCS				31	-31	-100.00	.00	.06
GAGNRD CHS M CH				29	-29	-100.00	.00	.06
POTEL S-L-B VGL				26	-26	-100.00	.00	.05
BRCRD VGNES CHB				22	-22	-100.00	.00	.04
DUBOEUF REGNIE				20	-20	-100.00	.00	.04
LATOUE DM CORTN				20	-20	-100.00	.00	.04
DUBOEUF BROULLY				18	-18	-100.00	.00	.04
L MICHL PET CHB				17	-17	-100.00	.00	.03
DUBOEUF SABLONS				13	-13	-100.00	.00	.03
DUBOEUF CHARDNY				12	-12	-100.00	.00	.02
M LFRT PN ORDNR				12	-12	-100.00	.00	.02
GRANGER CHENAS				10	-10	-100.00	.00	.02
MOREY MARANGES				10	-10	-100.00	.00	.02
JADOT MARSNNY W				9	-9	-100.00	.00	.02
FRENCHOUSE BULS				8	-8	-100.00	.00	.02
JADOT VG CRX WH				7	-7	-100.00	.00	.01
CLAIR MRSNNY PN				7	-7	-100.00	.00	.01
FAIVELEY MC VLG				7	-7	-100.00	.00	.01
ANDRE BRG CHDNY				7	-7	-100.00	.00	.01
MACON VERZE				7	-7	-100.00	.00	.01
FAIVLEY PUL MNT				7	-7	-100.00	.00	.01
VNCT CH FS VIEL				6	-6	-100.00	.00	.01
CHAT CHMRY RED				6	-6	-100.00	.00	.01
DUBOEUF BF MDNE				6	-6	-100.00	.00	.01
JADOT P VRGLS R				6	-6	-100.00	.00	.01
JADOT CHS MNTRC				6	-6	-100.00	.00	.01
MOREY CHAS MONT				5	-5	-100.00	.00	.01
CLAIR BOURGN BL				5	-5	-100.00	.00	.01
L CHAB PET CHAB				5	-5	-100.00	.00	.01
DM DUPRE BEAUJS				5	-5	-100.00	.00	.01
NICOLAS POT NSG				5	-5	-100.00	.00	.01
RAMNT CHS MN SJ				4	-4	-100.00	.00	.01
JADOT CHS MRG B				4	-4	-100.00	.00	.01
GIRARDN CHS CAL				4	-4	-100.00	.00	.01
SAUZY PL M COMB				4	-4	-100.00	.00	.01
LBR MAX CHARD				4	-4	-100.00	.00	.01
POTEL NSG CHGNT				4	-4	-100.00	.00	.01
P COLIN BRG CHR				4	-4	-100.00	.00	.01
GIRARDN CHS ROM				3	-3	-100.00	.00	.01
MOREAU CHB VAND				3	-3	-100.00	.00	.01
NICOLAS POT VGT				3	-3	-100.00	.00	.01
LFLVE BOURG BLC				3	-3	-100.00	.00	.01
LBR MNTGY 1 CRU				3	-3	-100.00	.00	.01
P COLIN SA CHRM				3	-3	-100.00	.00	.01
BCHD P&F BN MAR				3	-3	-100.00	.00	.01
JADOT MRSLT-PER				3	-3	-100.00	.00	.01
DMN CATON CB SV				3	-3	-100.00	.00	.01
DM P DAMOY BRGN				3	-3	-100.00	.00	.01
JADOT PM CMMRNE				3	-3	-100.00	.00	.01
LBR NUITS S GEO				3	-3	-100.00	.00	.01
POTEL GUY CHMTN				3	-3	-100.00	.00	.01
LBR MACON BLANC				2	-2	-100.00	.00	.00
PERCHAUD CHABLS				2	-2	-100.00	.00	.00
GIRARDN LTD MNT				2	-2	-100.00	.00	.00
MOMMSSN CLS TRT				2	-2	-100.00	.00	.00
DUBOEUF CHR RES				2	-2	-100.00	.00	.00
D'ANG VOLNY CRU				2	-2	-100.00	.00	.00
L LTR AG CHALLT				2	-2	-100.00	.00	.00
BCHD P&F PN VGN				2	-2	-100.00	.00	.00
JADOT VACRN WHT				2	-2	-100.00	.00	.00
LE FLVE CHSG WHT				2	-2	-100.00	.00	.00
LFLV DM PUL MNT				2	-2	-100.00	.00	.00

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

ALL STATES-1/1/12 - 09/30/12

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
CHAT CHMRY WHT				2	-2	-100.00	.00	.00
HOSPCE BN CV GR				2	-2	-100.00	.00	.00
GIRARDN RLY CLX				2	-2	-100.00	.00	.00
REGNRD CHB GRND				2	-2	-100.00	.00	.00
HOSPICE BN DRHN				2	-2	-100.00	.00	.00
FAIVLEY CTS BNE				2	-2	-100.00	.00	.00
BCHD P&F CHR VG				2	-2	-100.00	.00	.00
BCHRD A&F BJ VL				2	-2	-100.00	.00	.00
GRARDN RLY VLLS				2	-2	-100.00	.00	.00
JADOT BN BRSSND				2	-2	-100.00	.00	.00
FAIVLEY SANTENY				2	-2	-100.00	.00	.00
SAUZET BTRD MNT				1	-1	-100.00	.00	.00
JD BNE MOUCH BL				1	-1	-100.00	.00	.00
FAIVLEY CHB FCH				1	-1	-100.00	.00	.00
DM J PRI M MZRY				1	-1	-100.00	.00	.00
JADOT PUL FOLTR				1	-1	-100.00	.00	.00
BRCRD L CLS CHB				1	-1	-100.00	.00	.00
DM DR-PR TESSON				1	-1	-100.00	.00	.00
MOREY MEUR GNVN				1	-1	-100.00	.00	.00
RUBEUS LR PN NR				1	-1	-100.00	.00	.00
GOUG S GEO PRRT				1	-1	-100.00	.00	.00
LFLV PUL M GAIN				1	-1	-100.00	.00	.00
JADOT CHMB BAUD				1	-1	-100.00	.00	.00
LFLVE PLGN M FL				1	-1	-100.00	.00	.00
GELIN GV CHMBTN				1	-1	-100.00	.00	.00
THIERRY&PSC MAT				1	-1	-100.00	.00	.00
P COLIN CHS MNT				1	-1	-100.00	.00	.00
GROUPMNT PRODC				1	-1	-100.00	.00	.00
DUBOEUF MCN CHN				1	-1	-100.00	.00	.00
FAIVLEY MONTIGNY				1	-1	-100.00	.00	.00
LFLVE BATRD MNT				1	-1	-100.00	.00	.00
JD VERO CHRDNKY				1	-1	-100.00	.00	.00
JADOT CHR MSLT				1	-1	-100.00	.00	.00
BRCRD VLRNT CHB				1	-1	-100.00	.00	.00
BCHD BNE CRU BL				1	-1	-100.00	.00	.00
JADOT FLEURIE				1	-1	-100.00	.00	.00
DM PRDRX NT GEO				1	-1	-100.00	.00	.00
DM GCHT MNT CTS				1	-1	-100.00	.00	.00
LEROY BRGNE RGE				1	-1	-100.00	.00	.00
JADOT PMRD RUGN				1	-1	-100.00	.00	.00
COURCL POM EPNT				1	-1	-100.00	.00	.00
JADOT MSLT CHR M				1	-1	-100.00	.00	.00
BCHD PF VG JSUS				1	-1	-100.00	.00	.00
JADOT CM CLT PC				1	-1	-100.00	.00	.00
LAMBLIN CHAB VL				1	-1	-100.00	.00	.00
LFLVE CHS MORGT				1	-1	-100.00	.00	.00
GIRARDN POM VIG				1	-1	-100.00	.00	.00
LFLVE CHEV MONT				1	-1	-100.00	.00	.00
JADOT PMRD EPNT				1	-1	-100.00	.00	.00
JADOT MLST-GNVN				1	-1	-100.00	.00	.00
FAIVLEY RG JCQL				1	-1	-100.00	.00	.00
DM DV-PR CL VEL				1	-1	-100.00	.00	.00
L LTR SOUS PUIT				1	-1	-100.00	.00	.00
JADOT GVRV JCQS				1	-1	-100.00	.00	.00
REGNRD MCN LGNY				1	-1	-100.00	.00	.00
BOILLT PUL COMB				1	-1	-100.00	.00	.00
FAIVLEY CLS BEZ				1	-1	-100.00	.00	.00
BCHD PF VOL CAL				1	-1	-100.00	.00	.00
GIRARDN PUL REF				1	-1	-100.00	.00	.00
PM MONTHELIE				1	-1	-100.00	.00	.00
DM P DMY CHP-CH				1	-1	-100.00	.00	.00
LFLVE RLY RBRCE				1	-1	-100.00	.00	.00
LBR LES SAN CHD				1	-1	-100.00	.00	.00
DM LQ MCV MULOT				1	-1	-100.00	.00	.00
JADOT SNT MLT B				1	-1	-100.00	.00	.00
LFLVE MSLT SOUS				1	-1	-100.00	.00	.00
FAIVLEY CHB VDS				1	-1	-100.00	.00	.00
LBR POMMARD				1	-1	-100.00	.00	.00
TOTAL FR BURGUNDY			47069	50259	-3190	-6.35		
FRENCH LOIRE								
BG VOUVRAY			1614	1430	184	12.87	13.10	16.96
LE PARADIS CHIN			915		915	100.00	7.43	.00
DM RC CHTVX RSE			842		842	100.00	6.83	.00
DM DS CABOTIERE			812		812	100.00	6.59	.00
DM RC CHTVX MUS			760		760	100.00	6.17	.00
CH D MONT VOUVY			730	887	-157	-17.70	5.92	10.52
SANCRE PER LOIR			674	730	-56	-7.67	5.47	8.66
DM RC CHTVX SAV			638		638	100.00	5.18	.00
SAUVN MUSC SEVR			329	449	-120	-26.73	2.67	5.32
NICOLAS VVY SEL			280	303	-23	-7.59	2.27	3.59
DM MORIETE VVRY			275	218	57	26.15	2.23	2.59
HUBERT VENEAU			272		272	100.00	2.21	.00
JOLIVET SANCRRE			237	137	100	72.99	1.92	1.62
CH DE SANCRE WH			236	278	-42	-15.11	1.92	3.30
SAUVION VOUVRAY			235	179	56	31.28	1.91	2.12
PATIENT CT SV B			215		215	100.00	1.74	.00
DM CHERER SNCRE			176	179	-3	-1.68	1.43	2.12
DM BELLEVUE SV			156	14	142	1014.29	1.27	1.17
DM D BERNR CHR			154	98	56	57.14	1.25	1.16
DM VAUFGT VOUVY			145	179	-34	-18.99	1.18	2.12
SANCRE DM SAUTR			135	83	52	62.65	1.10	.98

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
LA CLAIÉ SANCRE			120	66	54	81.82	.97	.78
MELLOT SNCRE CH			110	136	-26	-19.12	.89	1.61
MELLOT SNCR T SV			99	100	-1	-1.00	.80	1.19
CH MONCONTR VVY			89	148	-59	-39.86	.72	1.76
JOVLY CHINON			82		82	100.00	.67	.00
REIGNY SNCR RSE			72	62	10	16.13	.58	.74
CH RAGOTIER MSC			71	60	11	18.33	.58	.71
HIPPLYTE SNC RV			68	3	65	2166.67	.55	.04
RMY PAN VOUVRY			66	65	1	1.54	.54	.77
CAVE D VGNR SMR			62	461	-399	-86.55	.50	5.47
P RMBLT SNC APD			62	19	43	226.32	.50	.23
R MICHELE VOUVRY			55	65	-10	-15.38	.45	.77
JOLIVET ATT SB			53	75	-22	-29.33	.43	.89
DM DELPORT SNCR			53	54	-1	-1.85	.43	.64
ALPHNSE DLY P N			53	30	23	76.67	.43	.36
LA FONTAINE AUX			53		53	100.00	.43	.00
KIWI CUVÉE S BL			51	25	26	104.00	.41	.30
DM MATABRUNE BG			41		41	100.00	.33	.00
CH DE SANCRE RG			39	35	4	11.43	.32	.42
M PICARD VOUVRY			39	1	38	3800.00	.32	.01
CHAMPALOU V FND			37	45	-8	-17.78	.30	.53
CH DIMERIE MSCT			34		34	100.00	.28	.00
JLVT SNCR GR CV			33	52	-19	-36.54	.27	.62
MERIEAU JCU TRN			31	30	1	3.33	.25	.36
L'AUJARDRE CHR D			29	37	-8	-21.62	.24	.44
CH BTNRE MSCDT			29		29	100.00	.24	.00
MELLOT QNCY DRT			28	75	-47	-62.67	.23	.89
SAUVN CLRY MUSC			28	39	-11	-28.21	.23	.46
DM PHL PRT QNC			28		28	100.00	.23	.00
SAUVN SANCERRE			24	36	-12	-33.33	.19	.43
ALPHNSE DLY SBL			24		24	100.00	.19	.00
JOLIVET PLY FME			23	15	8	53.33	.19	.18
90+CLR L69 SNCR			23		23	100.00	.19	.00
DM VACHERN SNCR			23		23	100.00	.19	.00
RMY PAN TOUR SB			22	141	-119	-84.40	.18	1.67
CLOS D NOUY SEC			22	3	19	633.33	.18	.04
CLAUDE RIF SNCR			22		22	100.00	.18	.00
DM BMRD SVNRS W			21	1	20	2000.00	.17	.01
CH SOUCHRE AJ R			21		21	100.00	.17	.00
P LUC BCHD MSDT			21		21	100.00	.17	.00
DM VCTRS QNCY W			20	26	-6	-23.08	.16	.31
CH CHESNAIE MUS			20		20	100.00	.16	.00
LACHETEAU VVRY			20		20	100.00	.16	.00
ALAIN LRX CHINN			19		19	100.00	.15	.00
DM FRUITRE MUSC			18	43	-25	-58.14	.15	.51
DM H SNZ SAUMUR			18	10	8	80.00	.15	.12
JLVT SNCR CH NZ			18	7	11	157.14	.15	.08
CH CHASSEL MSCD			18		18	100.00	.15	.00
MELLOT SNCR T PN			17		17	100.00	.14	.00
DM FRUITRE CHR D			16	17	-1	-5.88	.13	.20
MELLOT PLY FME			15	32	-17	-53.13	.12	.38
JOGUET CHN TERR			15	7	8	114.29	.12	.08
DM FOUASSIER SC			15	1	14	1400.00	.12	.01
CH THAUVNY SNCR			15		15	100.00	.12	.00
ERIC MONTIN SNC			14	8	6	75.00	.11	.09
LAURENT REV SNC			14		14	100.00	.11	.00
DM CORBLR TOURN			14		14	100.00	.11	.00
DM FRK MLT SNCR			13	10	3	30.00	.11	.12
M REDDE PLY FM			13	1	12	1200.00	.11	.01
CROCHET SNCR DR			13		13	100.00	.11	.00
PICHOT VVY MLLX			12	29	-17	-58.62	.10	.34
M REDDE SANCERE			12	20	-8	-40.00	.10	.24
LA CRAIE VOUVRY			12	20	-8	-40.00	.10	.24
MONMOUSS VOUVRY			12	16	-4	-25.00	.10	.19
B HRZG MLLX VVY			12	11	1	9.09	.10	.13
CH VALMER VVY			12		12	100.00	.10	.00
RSV CLEONS MCDT			12		12	100.00	.10	.00
DM THMS&FL SNCR			11	33	-22	-66.67	.09	.39
MINET PLY FUME			11	16	-5	-31.25	.09	.19
ALPHNSE DLY SNC			11	7	4	57.14	.09	.08
DOM PICHOT VVRY			11	6	5	83.33	.09	.07
MERIEAU SB VDNS			10	47	-37	-78.72	.08	.56
CHNTLSRE BRGL A			10	18	-8	-44.44	.08	.21
DM DU VKNG VVRY			9		9	100.00	.07	.00
CH LOISELINIERE			9		9	100.00	.07	.00
CLOS PERR SNCRE			8	2	6	300.00	.06	.02
RMY PAN MUSCADT			7	59	-52	-88.14	.06	.70
MELLOT SMR CHPG			7	12	-5	-41.67	.06	.14
LE CPTNE VOUNRY			7	10	-3	-30.00	.06	.12
DM S MARTIN MUS			6	474	-468	-98.73	.05	5.62
BOURGUEIL			6	45	-39	-86.67	.05	.53
M BREDIF VOUVRY			6	7	-1	-14.29	.05	.08
CAVES D PER P F			6		6	100.00	.05	.00
ASSADT MNT-S SB			6		6	100.00	.05	.00
DM BOURGUEIL CV			5	23	-18	-78.26	.04	.27
DOM BR REV SNCR			5	21	-16	-76.19	.04	.25
DM BOURGUEIL LG			5	11	-6	-54.55	.04	.13
DM POIRN-DB MUS			5		5	.00	.04	.06
CHAMPALOU VOUVY			5	2	3	150.00	.04	.02
DM HAUTS OUCHES			5		5	100.00	.04	.00
SAGET PERR SV B			4	9	-5	-55.56	.03	.11
MRC BRDF VOUVRY			4	6	-2	-33.33	.03	.07
DOM CHNTLEUSRIE			4	5	-1	-20.00	.03	.06

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

ALL STATES-1/1/12 - 09/30/12

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
CH CHTRD SNCRRE			4		4	100.00	.03	.00
MRC DSCHMP PF P			3	12	-9	-75.00	.02	.14
JLVT PLY FME CV			3	10	-7	-70.00	.02	.12
JOGUET CHN RCHS			3	4	-1	-25.00	.02	.05
L SALETTE MSCDT			3	4	-1	-25.00	.02	.05
EM JARDIN SV BL			2		3	100.00	.02	.00
DM L'AURIERE MC			2	62	-60	-96.77	.02	.74
DLHMMEAU HARMNE			2	25	-23	-92.00	.02	.30
CH MINIERE CHVL			2	1	1	100.00	.02	.01
REVRDY SANCERRE			2	1	1	100.00	.02	.01
DM CORB CB FRNC			2		2	100.00	.02	.00
CH SOUCHRE AJ B			2		2	100.00	.02	.00
CMPLCE D LOIRE			2		2	100.00	.02	.00
CH LA NOE MSCDT			1	26	-25	-96.15	.01	.31
JLVT SNCR L CLT			1	7	-6	-85.71	.01	.08
LADOUCTTE PL FM			1	5	-4	-80.00	.01	.06
LADOUCTTE BARON			1	1		.00	.01	.01
MERIEAU SB TRN			1	1		.00	.01	.01
DM DG PERRIERES				39	-39	-100.00	.00	.46
SAGET PRM SNCRE				18	-18	-100.00	.00	.21
REVRSY SNC REIN				17	-17	-100.00	.00	.20
CELSTN BLD SNCR				13	-13	-100.00	.00	.15
RMY PAN CHINON				13	-13	-100.00	.00	.15
CHAMPAULT L PIE				12	-12	-100.00	.00	.14
DOM VNCNT SNCRE				11	-11	-100.00	.00	.13
JLVT SNCRE ROSE				9	-9	-100.00	.00	.11
MSCDT DOM BATRD				4	-4	-100.00	.00	.05
SAUVION CHINON				4	-4	-100.00	.00	.05
LADOUCTTE SV BL				2	-2	-100.00	.00	.02
DM COULY DTHEIL				2	-2	-100.00	.00	.02
DM NOBLAIE CHIN				2	-2	-100.00	.00	.02
CHATELAIN PL FM				2	-2	-100.00	.00	.02
L POUSSE SNCR R				2	-2	-100.00	.00	.02
PATIENT CT SNCR				1	-1	-100.00	.00	.01
SAGET TOURNE SV				1	-1	-100.00	.00	.01
DM ST LAURNT PF				1	-1	-100.00	.00	.01
DM BMRD CV PAON				1	-1	-100.00	.00	.01
DM PIERR CHINON				1	-1	-100.00	.00	.01
TOTAL FRENCH LOIRE			12321	8433	3888	46.10		
FRENCH RHONE								
L VILLE FRM VNTX			3865	3833	32	.83	12.39	13.49
JBOULT PRLLLE 45			2916	2995	-79	-2.64	9.35	10.54
L VIE FRM C LUB			2143	2040	103	5.05	6.87	7.18
GUIGAL CT RH RG			1761	1776	-15	-.84	5.65	6.25
CH BEAUCHNE CDR			1521	1476	45	3.05	4.88	5.19
GUIGAL CDR ROSE			943	866	77	8.89	3.02	3.05
PERRIN RSRV RED			926	882	44	4.99	2.97	3.10
GONNET CDR BLNC			921	89	832	934.83	2.95	3.1
LA VIE FR C VEN			914	769	145	18.86	2.93	2.71
L VIELLE FRM WH			667	655	12	1.83	2.14	2.30
RASTEAU PRSTIGE			573		573	100.00	1.84	.00
DM DG PRIEUR VO			540		540	100.00	1.73	.00
CHAPOUTR CDR RD			528	290	238	82.07	1.69	1.02
JBLT PRL 45 RSE			528	189	339	179.37	1.69	.66
JV CTS DU RONE			526	636	-110	-17.30	1.69	2.24
FAVIER RES OLVV			502		502	100.00	1.61	.00
GONNET VENTOUX			497	1202	-705	-58.65	1.59	4.23
CHRLS THMAS CDR			420		420	100.00	1.35	.00
DM MARC KRY PER			382		382	100.00	1.23	.00
DURAND CRNS EMP			354		354	100.00	1.14	.00
PERRIN CDR VLGs			324	249	75	30.12	1.04	.88
COLMBO ABELS RG			319	130	189	145.38	1.02	.46
K LYNCH CT D RH			315	256	59	23.05	1.01	.90
BERNARD CT D RH			300	348	-48	-13.79	.96	1.22
L VIE FRM VN RS			298	154	144	93.51	.96	.54
DM HNR CHVT FRM			288		288	100.00	.92	.00
CH PSQUIE VNTUX			267	242	25	10.33	.86	.85
FARJON CDR DVZE			259	88	171	194.32	.83	.31
CLLR BRNA MNTSN			240	2	238	*****	.77	.01
CH MT REDON CDP			238	273	-35	-12.82	.76	.96
LES VIGNRN TAVL			238		238	100.00	.76	.00
CRCTRE HAUT CST			217		217	100.00	.70	.00
LA GRIVELIERE			215		215	100.00	.69	.00
COLMBO ABELS BL			206	49	157	320.41	.66	.17
DURND ST JSP SH			203		203	100.00	.65	.00
TERRE DES PAPES			198	193	5	2.59	.63	.68
VDL FLEUR CDR R			192	187	5	2.67	.62	.66
PERRIN RSRV WHT			192	101	91	90.10	.62	.36
CH BEAUCHNE VLG			179	210	-31	-14.76	.57	.74
CH BEAUCHNE CDP			179	158	21	13.29	.57	.56
DMN LA BUISSONE			171	144	27	18.75	.55	.51
GUIGAL CT RH BL			163	224	-61	-27.23	.52	.79
DM PRE CBCH CDR			134	119	15	12.61	.43	.42
GUIGAL GIGONDAS			129	43	86	200.00	.41	.15
DM GR VNR CDR			128	119	9	7.56	.41	.42
DELAS CDR ESP R			121	104	17	16.35	.39	.37
LA CITDL SABLET			116		116	100.00	.37	.00
CDR CTS RHN RED			114	41	73	178.05	.37	.14
PERRN N ECO CRT			99	32	67	209.38	.32	.11
PIERRE AM GIGDS			86	77	9	11.69	.28	.27
GUIGAL C D PAPE			82	70	12	17.14	.26	.25

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
DM GR VNR CHAMP			82	7	75	1071.43	.26	.02
BG CHAT DU PAPE			81	239	-158	-66.11	.26	.84
KIRKLN SIG VLG			80	80		.00	.26	.28
BERNARD CDR VLG			78	398	-320	-80.40	.25	1.40
FARJON CRNE CIG			77	83	-6	-7.23	.25	.29
DM QUILLA MSCDT			77	21	56	266.67	.25	.07
ST COSME C-D-R			76	34	42	123.53	.24	.12
DOM AND BRU SOM			76	15	61	406.67	.24	.05
RANVIER VACQYRS			71		71	100.00	.23	.00
DM RG GRNCE FLL			71		71	100.00	.23	.00
LA MANARINE CDR			69		69	100.00	.22	.00
CH MNT REDN CDR			64	105	-41	-39.05	.21	.37
DM GRND BOIS CD			64	22	42	190.91	.21	.08
PERRN VNSBR CRD			60	19	41	215.79	.19	.07
PERRN CH D PAP			58	52	6	11.54	.19	.18
CH SEGRIES CDR			56	46	10	21.74	.18	.16
JBOULT HRM THLB			56	1	55	5500.00	.18	.00
TRMER CDR LINT			54	43	11	25.58	.17	.15
PERRIN GIGONDAS			50	46	4	8.70	.16	.16
CHAPLE-ST-ARNX			49		49	100.00	.16	.00
VIEUX TGRPH CDP			48	24	24	100.00	.15	.08
CACHETTE C D R			48	11	37	336.36	.15	.04
JBOULT HRM JALT			47	59	-12	-20.34	.15	.21
VIEUX CLCHR RSE			46		46	100.00	.15	.00
GONNET CDR CRNE			45	712	-667	-93.68	.14	2.51
LA CHASSE ROUGE			44		44	100.00	.14	.00
CH SEGRIES LIRC			43	19	24	126.32	.14	.07
AUGSTE RVR CDR			43		43	100.00	.14	.00
CHICKN & TURKEY			42		42	100.00	.13	.00
ALAIN PARAT CDR			41	55	-14	-25.45	.13	.19
VIEUX CLCHR CDR			41	19	22	115.79	.13	.07
H BRNR PIGEOUT			41		41	100.00	.13	.00
L PAS BEAUNE CT			40	61	-21	-34.43	.13	.21
CH BEAUCASTL RG			39	15	24	160.00	.13	.05
LA FERME D MONT			39	4	35	875.00	.13	.01
DM GR VNR LIRAC			38	7	31	442.86	.12	.02
MLLRD VIOLT CDR			35	33	2	6.06	.11	.12
COLMBO MOUL LDA			34	31	3	9.68	.11	.11
COUDLT BCSTL RG			33	35	-2	-5.71	.11	.12
DM BASTIDE FIG			32		32	100.00	.10	.00
DM GR BOIS VGNR			30		30	100.00	.10	.00
DM FOND CRZ SHY			30		30	100.00	.10	.00
DM TULR CT VNTX			28	27	1	3.70	.09	.09
DOM ANDRE BRUNL			28	11	17	154.55	.09	.04
PERRN CDP SINRD			27	88	-61	-69.32	.09	.31
JN MARIE ARNOUX			26	82	-56	-68.29	.08	.29
CHAPOUTR CRZ HM			25	5	20	400.00	.08	.02
SGNEUR FONT VCQ			24	610	-586	-96.07	.08	2.15
DM L GRRGUE CTS			24	113	-89	-78.76	.08	.40
LE SC RCHTIS CT			24	19	5	26.32	.08	.07
ST SIFFREIN CDP			23	22	1	4.55	.07	.08
CH BIZARD S D C			23		23	100.00	.07	.00
LES VIOLETT CDR			20	10	10	100.00	.06	.04
CH FN ROCH CDP			20		20	100.00	.06	.00
CH BEAUCHNE RES			19	28	-9	-32.14	.06	.10
CH MAS NEUF BLC			19	20	-1	-5.00	.06	.07
VDL FLEUR VGNR			19	8	11	137.50	.06	.03
GUIGAL TAVEL			19	5	14	280.00	.06	.02
L TROIS CHMN RG			18	52	-34	-65.38	.06	.18
DM DL RENJR CDR			18	14	4	28.57	.06	.05
DM DE MNTVC CDR			18	9	9	100.00	.06	.03
CAVE RSTEAU CDR			18		18	100.00	.06	.00
DM PHL P VNC JCH			17	398	-381	-95.73	.05	1.40
CH MAS NEUF RGE			17	10	7	70.00	.05	.04
CAVES C D R			17		17	100.00	.05	.00
DM GALT DP CDP			16	75	-59	-78.67	.05	.26
L TROIS CRN CDR			16	9	7	77.78	.05	.03
DM GLVN PR FMME			16		16	100.00	.05	.00
PERRIN GIGONDAS			16		16	100.00	.05	.00
DM GALT DP TRDT			15	87	-72	-82.76	.05	.31
COLMBO VIOGNER			15	54	-39	-72.22	.05	.19
BG COTE D RHONE			15	40	-25	-62.50	.05	.14
CH BEAUCHNE TER			15	38	-23	-60.53	.05	.13
COLMBO SYRAH VI			15	19	-4	-21.05	.05	.07
VDL FLEUR B D V			15	4	11	275.00	.05	.01
IN FINE CDV RSE			15		15	100.00	.05	.00
DOM CHEZE SYRAH			15		15	100.00	.05	.00
ADISSAT CDR			15		15	100.00	.05	.00
LA ROQUETTE CDP			14	17	-3	-17.65	.04	.06
CH D L GARDINE			14	13	1	7.69	.04	.05
COLOMBO REDDONE			14	10	4	40.00	.04	.04
CERCUS RED			13		13	100.00	.04	.00
SNTA DUC QUATRE			13		13	100.00	.04	.00
CHAP CIBOISE RG			13		13	100.00	.04	.00
DM COUDOULS LRC			12	28	-16	-57.14	.04	.10
ESPRIT DU RHONE			12	20	-8	-40.00	.04	.07
TAR-LRNT BC FIN			12		12	100.00	.04	.00
DOM CHEZE VIGNR			12		12	100.00	.04	.00
DM FOND CRZ RST			12		12	100.00	.04	.00
CH BOIS GRD CDR			11	17	-6	-35.29	.04	.06
DM SOLITUDE CDP			11	3	8	266.67	.04	.01
DM BEAURNRD CDP			11		11	100.00	.04	.00
CUIILLRN SJS LPS			11		11	100.00	.04	.00

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
DM CYRN GIGNDAS			11		11	100.00	.04	.00
LA FRM JUL CDV			11		11	100.00	.04	.00
FERRTN CRZ MTRN			11		11	100.00	.04	.00
GUIGAL ST JOSPH			10	2	8	400.00	.03	.01
VALREAS CDR VLG			10		10	100.00	.03	.00
CHPTR BRNDN CDP			9	25	-16	-64.00	.03	.09
G GARDIOL C D P			9	18	-9	-50.00	.03	.06
GUIGAL CONDRIEU			9	1	8	800.00	.03	.00
DM L SOUSTT CDR			9		9	100.00	.03	.00
DM BARROCHE CDP			9		9	100.00	.03	.00
DM JNSS C D R			8	17	-9	-52.94	.03	.06
CIGALES MNTR BL			8		8	100.00	.03	.00
DM GRD VNR ORGN			8		8	100.00	.03	.00
RASTEAU CDR VLG			8		8	100.00	.03	.00
ST SIFFREIN CDR			7	30	-23	-76.67	.02	.11
JAILANCE CLRTE			7	7	0	.00	.02	.02
COLMBO CDP BRTV			7	5	2	40.00	.02	.02
BERNARD CDR WHT			7	3	4	133.33	.02	.01
GUIGAL COTE RTE			7	1	6	600.00	.02	.00
DM PLQUE CDR RG			7	1	6	600.00	.02	.00
DM BELLE HERMTG			7		7	100.00	.02	.00
DM DANZN CTS RH			6	22	-16	-72.73	.02	.08
VDL FLEUR JOSPH			6	16	-10	-62.50	.02	.06
DELAS C DU VNTX			6	11	-5	-45.45	.02	.04
JBLT C PAP CDRS			6	10	-4	-40.00	.02	.04
OGIER CDR HRTGS			6	6	0	.00	.02	.02
JL CHAVE CDR			6		6	100.00	.02	.00
DM GR VNR CDP			6		6	100.00	.02	.00
CH FORTIA C PAP			6		6	100.00	.02	.00
CERCUS WHITE			6		6	100.00	.02	.00
P LESEC GLT CDP			6		6	100.00	.02	.00
CHEMIN PAPES CT			5	78	-73	-93.59	.02	.27
DM COUDOULIS			5	34	-29	-85.29	.02	.12
DM D L'ESPG VAC			5	11	-6	-54.55	.02	.04
KIRKLN D SIG CDP			5	10	-5	-50.00	.02	.04
CHAPOUTR CDR WH			5	9	-4	-44.44	.02	.03
COLMBO LES RUCH			5	6	-1	-16.67	.02	.02
DM ST GAYAN CDR			5	3	2	66.67	.02	.01
DOM PASQRS SBLT			5		5	100.00	.02	.00
ADISSAT LIRAC			5		5	100.00	.02	.00
MNTFAUCON CDR B			5		5	100.00	.02	.00
DM SLEIADE VQYR			4	812	-808	-99.51	.01	2.86
PERRN LS CHRSTN			4	18	-14	-77.78	.01	.06
CH NERTHE C PAP			4	16	-12	-75.00	.01	.06
DM PLQUE CDR BL			4	12	-8	-66.67	.01	.04
BERNARD CH PAPE			4	2	2	100.00	.01	.01
SABON CH D PAPE			4	2	2	100.00	.01	.01
VDL FLEUR C D P			4	1	3	300.00	.01	.00
ST JN BRX OLIGC			4		4	100.00	.01	.00
MONPERTUIS BLNC			4		4	100.00	.01	.00
TAR-LRNT C D P			4		4	100.00	.01	.00
CHAP CRZ MYSNNR			4		4	100.00	.01	.00
MNTFNCN VN D BR			4		4	100.00	.01	.00
DOM ONDINES VCO			4		4	100.00	.01	.00
DM YVES CUL VGN			4		4	100.00	.01	.00
DM BERANE AGAPE			4		4	100.00	.01	.00
DOM GROSSET CDR			3	103	-100	-97.09	.01	.36
GUIGAL HERM RGE			3	27	-24	-88.89	.01	.09
DM MS D BQT VAC			3	7	-4	-57.14	.01	.02
CH BCSTL COUDLT			3	6	-3	-50.00	.01	.02
CH BEAUCASTL BL			3	4	-1	-25.00	.01	.01
L TROIS CHMN BL			3	4	-1	-25.00	.01	.01
BERNARD GARRIGN			3	3	0	.00	.01	.01
DOM CLAPE CORNS			3	1	2	200.00	.01	.00
LORATOIRE C D P			3		3	100.00	.01	.00
DM DIANYOS CRN			3		3	100.00	.01	.00
MNTFAUCON CDR R			3		3	100.00	.01	.00
COLMBO CDR WHT			2	67	-65	-97.01	.01	.24
COLMBO CAIRANNE			2	12	-10	-83.33	.01	.04
TELEGRAMME CDP			2	8	-6	-75.00	.01	.03
MIDLOPE C D R			2	6	-4	-66.67	.01	.02
DM GURN GRNC NR			2	6	-4	-66.67	.01	.02
JBOULT HRMT CHP			2	4	-2	-50.00	.01	.01
P ANSLME CDP FL			2	3	-1	-33.33	.01	.01
DM COUDOULS CUV			2	3	-1	-33.33	.01	.01
COLMBO TER BRUL			2	2	0	.00	.01	.01
DM ANTNE L OLVYR			2	2	0	.00	.01	.01
BERNARD LBRN RD			2	1	1	100.00	.01	.00
BTT&SCHL HRM R			2	1	1	100.00	.01	.00
BERNARD VACOYRS			2	1	1	100.00	.01	.00
GUIGAL L LOUVRE			2		2	100.00	.01	.00
PERRIN ST-JOSHP			2		2	100.00	.01	.00
SNTA DUC RSTEAU			1	509	-508	-99.80	.00	1.79
A SABON CDP RSV			1	118	-117	-99.15	.00	.42
DM DS PASQUIRES			1	15	-14	-93.33	.00	.05
CDR CTS RHN WHT			1	10	-9	-90.00	.00	.04
P LESEC P D CDP			1	7	-6	-85.71	.00	.02
BERNARD LBRN BL			1	6	-5	-83.33	.00	.02
DOM ROCHE CDR			1	6	-5	-83.33	.00	.02
CH LAMG COST BL			1	5	-4	-80.00	.00	.02
ALXS ESTBLT CDP			1	4	-3	-75.00	.00	.01
COUDLT BCSTL BL			1	4	-3	-75.00	.00	.01
DM LUCIEN BARRT			1	3	-2	-66.67	.00	.01

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

ALL STATES-1/1/12 - 09/30/12

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
JBOULT CRZE ROU			1	3	-2	-66.67	.00	.01
LES CAILLX CDP			1	2	-1	-50.00	.00	.01
DM DE MNTVC GIG			1	1		.00	.00	.00
CH NERTHE CADET			1	1		.00	.00	.00
CHAP EMTG LM RG			1	1		.00	.00	.00
GRND TNEL C D P			1	1		.00	.00	.00
BTTS&SCHL HRM B			1	1		.00	.00	.00
CHAVE ST JOSEPH			1		1	100.00	.00	.00
SNTA DUC BLOVAC			1		1	100.00	.00	.00
CHAVE ST JOSEPH			1		1	100.00	.00	.00
LA FRM JUL CDL			1		1	100.00	.00	.00
TED MULE SRH/GR			1		1	100.00	.00	.00
DM JANASSE CDP			1		1	100.00	.00	.00
TOURETTES TRILG			1		1	100.00	.00	.00
JBOULT CRZ RYMD			1		1	100.00	.00	.00
JL CHAVE ROUGE			1		1	100.00	.00	.00
P LESEC RBS CDP			1		1	100.00	.00	.00
LA GRVLR ANSLM			1		1	100.00	.00	.00
COLMBO MEJEANS			1		1	100.00	.00	.00
DUBOEUF CT D RH				442	-442	-100.00	.00	1.56
CARACTERE C D R				61	-61	-100.00	.00	.21
ESPRIT D HENRI				21	-21	-100.00	.00	.07
CHANTE CGLE CDP				18	-18	-100.00	.00	.06
SNTA DUC VLE VG				17	-17	-100.00	.00	.06
DELAS CDR ESP W				17	-17	-100.00	.00	.06
DM D L'ESPIGITE				16	-16	-100.00	.00	.06
GONNET CDR VLGS				14	-14	-100.00	.00	.05
DUBOEUF MOULINS				8	-8	-100.00	.00	.03
PERRN RSTU LADL				7	-7	-100.00	.00	.02
COLMBO CROZ HRM				6	-6	-100.00	.00	.02
MEFFRE CDR CHSS				5	-5	-100.00	.00	.02
PIERRE AMDU CDR				5	-5	-100.00	.00	.02
DM LGNRS N DAME				4	-4	-100.00	.00	.01
JBOULT C D P RD				4	-4	-100.00	.00	.01
CAMILLE CAYRAN				4	-4	-100.00	.00	.01
DMN BONSRIN SAR				4	-4	-100.00	.00	.01
CHAP HERM SZRRN				4	-4	-100.00	.00	.01
JBOULT CDR VLLG				4	-4	-100.00	.00	.01
OLD FART C VNTX				3	-3	-100.00	.00	.01
COLMBO FOROTS				3	-3	-100.00	.00	.01
LES LAURELES BL				3	-3	-100.00	.00	.01
DELAS CROZE HRM				2	-2	-100.00	.00	.01
MAS BOISLZN CDR				2	-2	-100.00	.00	.01
ANDRE BRNL SBRN				2	-2	-100.00	.00	.01
VIEUX TRGPH BLC				2	-2	-100.00	.00	.01
DM DRBN BMS VNS				2	-2	-100.00	.00	.01
COLMBO ST JOSPH				1	-1	-100.00	.00	.00
DMN COYX GIGNDS				1	-1	-100.00	.00	.00
COLMBO CT ROTIE				1	-1	-100.00	.00	.00
CAVE D CLMNT CH				1	-1	-100.00	.00	.00
DELAS HM MQ TRT				1	-1	-100.00	.00	.00
DM RG GRNCE VLG				1	-1	-100.00	.00	.00
DM FONDRCHE CDV				1	-1	-100.00	.00	.00
ALAINE JM LIRAC				1	-1	-100.00	.00	.00
CH D'AQR LIRAC				1	-1	-100.00	.00	.00
P JBLT CH D PAP				1	-1	-100.00	.00	.00
GUIGAL HERM BLC				1	-1	-100.00	.00	.00
CH NERTH CDP BL				1	-1	-100.00	.00	.00
CH DU TRIGN CDR				1	-1	-100.00	.00	.00
COLMBO ROUETS				1	-1	-100.00	.00	.00
TOTAL FRENCH RHONE			31182	28423	2759	9.71		
FRENCH ROSE								
BP ROTH CADET			1519	1507	12	.80	18.88	27.71
COMMNDRE BARGMN			320	40	280	700.00	3.98	.74
COLMBO CT BLEUE			319	369	-50	-13.55	3.96	6.78
CH D'ESCLN ANGL			306	51	255	500.00	3.80	.94
VILLA ANGES OV			265		265	100.00	3.29	.00
CH DE POURCIEUX			256	193	63	32.64	3.18	3.55
LA VIEILLE FERM			252	33	219	663.64	3.13	.61
CH MNTD CTS RSE			250	233	17	7.30	3.11	4.28
AIME ROQUESANTE			235	92	143	155.43	2.92	1.69
90+CLLRS LOT 33			234		234	100.00	2.91	.00
DM CRTRSS TAVL			215	485	-270	-55.67	2.67	8.92
CROIX DE BASSON			203	165	38	23.03	2.52	3.03
LES LIGERIENS			179		179	100.00	2.22	.00
DM BASTIDE FIG			171		171	100.00	2.13	.00
DM PRE L T CBCH			143	122	21	17.21	1.78	2.24
OLV CH AQ TAVEL			129	136	-7	-5.15	1.60	2.50
CH BEAUCHNE RSE			126	81	45	55.56	1.57	1.49
CH D DONJON RSE			118		118	100.00	1.47	.00
DM PELLEHAUT HG			103		103	100.00	1.28	.00
CH DE CMPGT RSE			98	14	84	600.00	1.22	.26
CH ST PIERRE			94	27	67	248.15	1.17	.50
DM FGRY BC MSNY			92	50	42	84.00	1.14	.92
CH LNCYRE LNGDC			91	6	85	1416.67	1.13	.11
PETIT RIMAURESQ			88		88	100.00	1.09	.00
CH TRINQVD TAVL			87	10	77	770.00	1.08	.18
RMY PAN D'ANJOU			84	96	-12	-12.50	1.04	1.77
DM ST EUGENIE			82		82	100.00	1.02	.00
L'OPALE PRESQUL			79		79	100.00	.98	.00
DMN FNTSNT GRIS			78	13	65	500.00	.97	.24

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

ALL STATES-1/1/12 - 09/30/12

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
CH GRN CASSAGNE			76	21	55	261.90	.94	.39
SAUVION D'ANJOU			75		75	100.00	.93	.00
CH D'OR GUELES			73		73	100.00	.91	.00
DM CSGN CSTR NM			72		72	100.00	.89	.00
LES LAUZERAIES			69	28	41	146.43	.86	.51
DM POUJL CTX LN			67	94	-27	-28.72	.83	1.73
PENYA			65		65	100.00	.81	.00
DM DE FONDRECHE			63		63	100.00	.78	.00
DM CORBLR TOURN			58		58	100.00	.72	.00
DM DE NOUELLES			57		57	100.00	.71	.00
LE CIRQUE			52		52	100.00	.65	.00
DOM TEMPR BANDL			40	34	6	17.65	.50	.63
BAILLI PROVENCE			40	19	21	110.53	.50	.35
PINK FLAMINGO			39		39	100.00	.48	.00
MAS CARLOT			38	3	35	1166.67	.47	.06
DM DU ST ESPRIT			37		37	100.00	.46	.00
LA CHAP GORDNNE			36		36	100.00	.45	.00
BOUVIER MARSNNY			35	51	-16	-31.37	.43	.94
CHATEAU LA RAME			34		34	100.00	.42	.00
DOURTHE LA GRND			33	253	-220	-86.96	.41	4.65
DM DE PARIS CDP			32	105	-73	-69.52	.40	1.93
DM MRTNLES CRMT			32	27	5	18.52	.40	.50
HECHT & BANNIER			31	5	26	520.00	.39	.09
DM LES ROCAILLE			30		30	100.00	.37	.00
CH VIGNELAURE			29	83	-54	-65.06	.36	1.53
CH BONNET			29		29	100.00	.36	.00
ED HARDY ROSE			27	42	-15	-35.71	.34	.77
DM LAURENS MCLC			27		27	100.00	.34	.00
DOM DE NIZS RSE			26	22	4	18.18	.32	.40
CH LA GORDONNE			25		25	100.00	.31	.00
DOM DE GOURNIER			23	45	-22	-48.89	.29	.83
AUDOIN MSNY RSE			23		23	100.00	.29	.00
CH LCYRE GR CUV			22		22	100.00	.27	.00
HIPPLYTE REVRDY			22		22	100.00	.27	.00
JUST ROSE			21	125	-104	-83.20	.26	2.30
CH RIOTOR C D P			20		20	100.00	.25	.00
LA SOURCE VGNLR			19	205	-186	-90.73	.24	3.77
DM POUJOL VDP			19	78	-59	-75.64	.24	1.43
MAS DL ROUVIERE			19		19	100.00	.24	.00
QUINSON FILS			16		16	100.00	.20	.00
JOLIVET ATTITDE			14	17	-3	-17.65	.17	.31
DM COUDOULS RSE			14	9	5	55.56	.17	.17
MELLOT SANCERRE			14	7	7	100.00	.17	.13
ELICIO			14		14	100.00	.17	.00
DM TRNQVDL TAVL			14		14	100.00	.17	.00
SABLES D'AZUR			14		14	100.00	.17	.00
DM BERT SENSATN			14		14	100.00	.17	.00
MAS DE GUIOT			13	93	-80	-86.02	.16	1.71
BG ST LOU D'ANJ			13	38	-25	-65.79	.16	.70
CH PUECH-HT PTG			13	26	-13	-50.00	.16	.48
SECRET CAMPANE			13	24	-11	-45.83	.16	.44
VARICHON ET CLR			12		12	100.00	.15	.00
LS DMNR P MOURT			11	50	-39	-78.00	.14	.92
DOM D HRMTG RSE			11		11	100.00	.14	.00
CLOS CLMNTNE RS			11		11	100.00	.14	.00
FRENCHHOUSE RSE			10	21	-11	-52.38	.12	.39
C DE FERRE DRY			9	11	-2	-18.18	.11	.20
DM SFFRNE BANDL			7	5	2	40.00	.09	.09
DM L COURTDE RS			7		7	100.00	.09	.00
FAT BASTARD			6	19	-13	-68.42	.07	.35
JOGUET CHINON			6		6	100.00	.07	.00
G BRTRND NAT RS			5		5	100.00	.06	.00
DM ST NICHL RFT			5		5	100.00	.06	.00
BG ROSE D'ANJOU			4	6	-2	-33.33	.05	.11
DOM OTT CDS RSE			4	6	-2	-33.33	.05	.11
HERITAGES ROSE			4		4	100.00	.05	.00
L'ESTANDON ROSE			4		4	100.00	.05	.00
CH LA BARONNE			3	1	2	200.00	.04	.02
DM DU GROS NORE			3		3	100.00	.04	.00
LA MAROUTTE SRH			3		3	100.00	.04	.00
DOM OTT ROMASSN			2		2	100.00	.02	.00
PT BISTRO ROSE			1	4	-3	-75.00	.01	.07
CH D SEUIL DAIX			1		1	100.00	.01	.00
LE POUSSIN ROSE			1		1	100.00	.01	.00
GRANGE DES DAME			1	65	-65	-100.00	.00	1.20
CH ROUET				33	-33	-100.00	.00	.61
RED BICYCLETTE				18	-18	-100.00	.00	.33
PERRIN RESERVE				12	-12	-100.00	.00	.22
JADOT ROSE				4	-4	-100.00	.00	.07
LA POUSSIE SNCR				2	-2	-100.00	.00	.04
J PHLPE JANOUJEX				2	-2	-100.00	.00	.04
CH ROUTS ROUVRE				2	-2	-100.00	.00	.04
CH S SLPCE SARA				1	-1	-100.00	.00	.02
TOTAL FRENCH ROSE			8047	5439	2608	47.95		
FRENCH OTHER								
BIG HS P EVL PN			12763	9608	3155	32.84	16.61	12.43
CHOCOIVINE CB SV			5927	5727	200	3.49	7.72	7.41
HOB NOB PN NOIR			5506	6519	-1013	-15.54	7.17	8.43
FAT BASTRD CHRDR			5108	5121	-13	-.25	6.65	6.62
FAT BASTRD SYRH			2488	3459	-971	-28.07	3.24	4.47
HUGUES PIC PNET			2348	2015	333	16.53	3.06	2.61

NABCA CASE SALES ANALYSIS

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
SEIGNEURIE RED			2161		2161	100.00	2.81	.00
SEIGNEURIE WH			2142		2142	100.00	2.79	.00
FAT BASTRD P NR			2069	2214	-145	-6.55	2.69	2.86
LE PET VGN S BL			1977		1977	100.00	2.57	.00
FAT BASTRD MRLT			1970	2119	-149	-7.03	2.56	2.74
FAT BASTRD CAB			1614	2051	-437	-21.31	2.10	2.65
HOB NOB CHARDNY			1387	1577	-190	-12.05	1.81	2.04
ARGNT FRG PN NR			1353	1466	-113	-7.71	1.76	1.90
RED BCYCLTE CHR			1067	1465	-398	-27.17	1.39	1.89
DUBOEUF PB P NR			1030	1054	-24	-2.28	1.34	1.36
VAL BERGR FITOU			951		951	100.00	1.24	.00
DUBOEUF PB CAB			922	799	123	15.39	1.20	1.03
CHARTE ASMBL BL			920		920	100.00	1.20	.00
BG BISTRO PN NR			907	1059	-152	-14.35	1.18	1.37
DM LIGNRE N DME			794		794	100.00	1.03	.00
RIGAL MALBEC			784	3	781	*****	1.02	.00
CHARTE ASMBL RG			690		690	100.00	.90	.00
HOB NOB MERLOT			668	905	-237	-26.19	.87	1.17
FRNCH RBBT CHR			606	475	131	27.58	.79	.61
NAKED EARTH RGE			583	627	-44	-7.02	.76	.81
FRNCH RBBT P NR			569	714	-145	-20.31	.74	.92
VIGOUROUX PGM			567	249	318	127.71	.74	.32
HOB NOB SHIRAZ			517	806	-289	-35.86	.67	1.04
DOM TARIQUET SS			434		434	100.00	.56	.00
HERON PN NR VDP			369	747	-378	-50.60	.48	.97
LE VILLAGE P NR			336	334	2	.60	.44	.43
TURNG LF PN RES			327	414	-87	-21.01	.43	.54
THE SEEKER PN NR			325	379	-54	-14.25	.42	.49
PIERRE FG GN NR			322		322	100.00	.42	.00
CH DE TRINIAC			316		316	100.00	.41	.00
RED BCYCLTE P N			311	2064	-1753	-84.93	.40	2.67
CH D'OR GUELES			305	118	187	158.47	.40	.15
LULU B. PN NOIR			289	313	-24	-7.67	.38	.40
PASQUIERS SV/VM			278		278	100.00	.36	.00
TORTOISE CK PN			261	207	54	26.09	.34	.27
RED BCYCLTE SYH			239	817	-578	-70.75	.31	1.06
DUBOEUF PB MRLT			233	1013	-780	-77.00	.30	1.31
HOB NOB MALBEC			232		232	100.00	.30	.00
CUVEE DE PENA			220	6	214	3566.67	.29	.01
CH D'AVNSAN MDC			203	213	-10	-4.69	.26	.28
LE GRAND PN VDP			198	151	47	31.13	.26	.20
C'EST LV CH/SAV			196	106	90	84.91	.26	.14
DM HAUT CHASSIS			185	51	134	262.75	.24	.07
LOBSTR & SHRIMP			181		181	100.00	.24	.00
SMNNT FBVR MLSM			176	1	175	*****	.23	.00
VILLA ANGES CAB			171		171	100.00	.22	.00
CH TOUR GUPN RG			166	168	-2	-1.19	.22	.22
DUBOEUF PB CHR			165	882	-717	-81.29	.21	1.14
C'EST LV SRH/RS			159	93	66	70.97	.21	.12
BRISE D FR MLBC			149	40	109	272.50	.19	.05
NATHANSN CK MRL			140		140	100.00	.18	.00
FETZER P NR VDP			138	203	-65	-32.02	.18	.26
C'EST LV PN/SRH			135	120	15	12.50	.18	.16
SMNNT FBVR CHBL			129	26	103	396.15	.17	.03
G BERTRND CORBR			125	56	69	123.21	.16	.07
LE DRUNK R GREN			120	15	105	700.00	.16	.02
MAISN NCLAS MRL			115	132	-17	-12.88	.15	.17
CH MARIS LT SRH			110	591	-481	-81.39	.14	.76
MAISN NCLAS CAB			110	120	-10	-8.33	.14	.16
DOM TARIQUET SB			109	145	-36	-24.83	.14	.19
CAVE PM PC PINT			109	14	95	678.57	.14	.02
FAT BASTRD S BL			105	165	-60	-36.36	.14	.21
CH NVRRD RD GRV			105	110	-5	-4.55	.14	.14
B HERZOG MERLOT			101	96	5	5.21	.13	.12
TRIENNES VIOGNR			99		99	100.00	.13	.00
CLS COUTLE CHRS			97	40	57	142.50	.13	.05
G BRTRND RS CHD			97		97	100.00	.13	.00
CH FOREVES			95	32	63	196.88	.12	.04
GOULEYANT CAHOR			94	59	35	59.32	.12	.08
PIGMNTM RSE/MLB			93	16	77	481.25	.12	.02
HOB NOB WCK RED			93		93	100.00	.12	.00
CH PYRSSL PROV			92		92	100.00	.12	.00
90+CLR L21 FUSN			92		92	100.00	.12	.00
LUC PIRLET P NR			91	89	2	2.25	.12	.12
CH TOUR GUPN BL			88	79	9	11.39	.11	.10
LES TOURS SV BL			86	160	-74	-46.25	.11	.21
DOM LFGE CT EST			86	83	3	3.61	.11	.11
AVIVE PEACH			85		85	100.00	.11	.00
L CANON MRCHL B			85		85	100.00	.11	.00
CH PENA ROUSLLN			85		85	100.00	.11	.00
DM UBY GSCGN BL			84		84	100.00	.11	.00
CAHOR CLS COUTL			82	42	40	95.24	.11	.05
CH NVRRD WH GRV			79	75	4	5.33	.10	.10
HRM REX-GOL MRL			77		77	100.00	.10	.00
OLD FART GR/SYR			75		75	100.00	.10	.00
LES RIALS CDT			74	160	-86	-53.75	.10	.21
ARGNT FROG CHR			74	83	-9	-10.84	.10	.11
RSV NICOLAS PIN			74	73	1	1.37	.10	.09
LE COQ ROUGE			73		73	100.00	.10	.00
SMNNT FB SV BRS			72	50	22	44.00	.09	.06
RSV NICOLAS CHR			71	94	-23	-24.47	.09	.12
GRNG RQT MSN/VG			70	852	-782	-91.78	.09	1.10
CH TRRFRT-QUNCD			69	20	49	245.00	.09	.03

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

ALL STATES-1/1/12 - 09/30/12

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
LA POULE BLNCH			68		68	100.00	.09	.00
HOB NOB CAB SAV			67	61	6	9.84	.09	.08
PINE ST VARIETY			67	56	11	19.64	.09	.07
DM PLLHT HDG RG			67		67	100.00	.09	.00
LES JAMELLS CAB			66	51	15	29.41	.09	.07
DM CHMPLU VV SC			66	45	21	46.67	.09	.06
RSV NICOLAS MRL			65	1	64	6400.00	.08	.00
BILA-HT CT RSLN			64	130	-66	-50.77	.08	.17
NOVELLUM CHRDN			64	25	39	156.00	.08	.03
L DX RVS COBRE			63	62	1	1.61	.08	.08
MONTGRAVET CLMB			61		61	100.00	.08	.00
BEAU CHNE PN NR			61		61	100.00	.08	.00
ED HARDY MOSCTO			61	84	-25	-29.76	.08	.11
DM PLLHT HDG BL			59	13	46	353.85	.08	.02
CH D MILLET CDG			58	83	-25	-30.12	.08	.11
FRENCHHOUSE PNR			58	83	-25	-30.12	.08	.11
VAMPIRE PN VDP			58	69	-11	-15.94	.08	.09
SMNNT FBVR SVGN			58		58	100.00	.08	.00
ECHELON PNT NR			57	46	11	23.91	.07	.06
LE JADE PINET			57		57	100.00	.07	.00
CH PECH-LAT CRB			56		56	100.00	.07	.00
SIDEWISE PN NR			55	76	-21	-27.63	.07	.10
CH HYT CT CSTLN			55	69	-14	-20.29	.07	.09
NAKED EARTH BLC			54	21	33	157.14	.07	.03
TXT CL GR8 CB S			54		54	100.00	.07	.00
NOVELLUM CHR RS			52	58	-6	-10.34	.07	.08
CHENET GRN/P NR			52	26	26	100.00	.07	.03
DM DE COURTELLC			52		52	100.00	.07	.00
LES FNTNLS P NR			51	56	-5	-8.93	.07	.07
CH ST MRTN BRNZ			51	31	20	64.52	.07	.04
LES JAMELLS SYH			50	36	14	38.89	.07	.05
CH L BAS CRB RS			49		49	100.00	.06	.00
CHENET CAB/SYRH			48	905	-857	-94.70	.06	1.17
B PHLP CDT CHR			48	198	-150	-75.76	.06	.26
90+CLR L65 FR W			48		48	100.00	.06	.00
FRENCHHOUSE MRL			47	105	-58	-55.24	.06	.14
LES TOURS PN NR			47	41	6	14.63	.06	.05
G BRTRND RSV PN			47	10	37	370.00	.06	.01
CH L'ERMTG CSTR			45	52	-7	-13.46	.06	.07
CHEMIN OLIVETTS			45	30	15	50.00	.06	.04
DM FNTSNT CRBRS			45	4	41	1025.00	.06	.01
FRENCHHOUSE CHR			42	108	-66	-61.11	.05	.14
SUD FRANCE CAB			42		42	100.00	.05	.00
ROYAL BCH PN NR			41	46	-5	-10.87	.05	.06
PUYDEVAL VDP			39	7	32	457.14	.05	.01
MOILLRD GALNERE			39		39	100.00	.05	.00
MONT TCH FTO RT			38	40	-2	-5.00	.05	.05
DM SLVRD CHV BL			38	27	11	40.74	.05	.03
H BOURGS SB BRG			37	41	-4	-9.76	.05	.05
DOM FONTNLL SAV			36	59	-23	-38.98	.05	.08
DM SLVRD CHV RG			35	65	-30	-46.15	.05	.08
CH CLBRE BERGRC			35	5	30	600.00	.05	.01
SNCRR L TUILRS			35	1	34	3400.00	.05	.00
BEAU RIVAGE RGE			35		35	100.00	.05	.00
PET RIMAURSO RG			35		35	100.00	.05	.00
DM BASTIDE SYRH			34	21	13	61.90	.04	.03
DM MRTNLLS BLQ			34	14	20	142.86	.04	.02
CH JCRY CABARDE			34		34	100.00	.04	.00
DOM DE NIZAS RD			33	24	9	37.50	.04	.03
C'EST LV SRH/GN			33		33	100.00	.04	.00
LES FIEFS D'ANG			33		33	100.00	.04	.00
IERRE BNFC RCLS			33		33	100.00	.04	.00
DM DL BRUNE CDL			32	22	10	45.45	.04	.03
SUD FRANCE MRL			32		32	100.00	.04	.00
LA NOBLE CHARD			32		32	100.00	.04	.00
FRENCHHOUSE SRH			31	86	-55	-63.95	.04	.11
MONT TCH GRN BL			31	39	-8	-20.51	.04	.05
G BRTRND TAUTVL			31	28	3	10.71	.04	.04
G BRTRND RS VIG			30		30	100.00	.04	.00
G BRTRND MNRVS			29	57	-28	-49.12	.04	.07
LE MRLT ACANTHE			29	17	12	70.59	.04	.02
CH L'ERMTGE WHT			29	6	23	383.33	.04	.01
G BRTRND RS MRL			29		29	100.00	.04	.00
LE GRAND MALBEC			29		29	100.00	.04	.00
PUECH COCUT CAB			28	60	-32	-53.33	.04	.08
GREENR PLNT SMC			28	27	1	3.70	.04	.03
G BRTRND RSV CS			28	7	21	300.00	.04	.01
CH D'OR TRSSGUM			27	435	-408	-93.79	.04	.56
LE ROSE ACANTHE			27	129	-102	-79.07	.04	.17
PUECH COCUT MRL			27	57	-30	-52.63	.04	.07
CASTLEMAURE COR			27	9	18	200.00	.04	.01
G BRTRND S CHIN			27		27	100.00	.04	.00
L'AUTHENTIQUE			27		27	100.00	.04	.00
NOIR 46 MALBEC			27		27	100.00	.04	.00
RED BCYCLTE MRL			26	1170	-1144	-97.78	.03	1.51
LIEU FSSE HARG			26	513	-487	-94.93	.03	.66
CASTEL MALBEC			26		26	100.00	.03	.00
COLOMBELLE WHT			25	2847	-2822	-99.12	.03	3.68
DUBOEUF PB S BL			25	797	-772	-96.86	.03	1.03
HECH&BNNR MNRVS			25	27	-2	-7.41	.03	.03
MOILLRD SYR/RSE			25		25	100.00	.03	.00
LES FNTNLS S BL			24	34	-10	-29.41	.03	.04
MOILLRD CH D'EU			24	19	5	26.32	.03	.02

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

ALL STATES-1/1/12 - 09/30/12

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
CH VIGNELAURE			24		24	100.00	.03	.00
MAS BLE EAUX CT			23	36	-13	-36.11	.03	.05
PIGMNTM VIGOURX			23	28	-5	-17.86	.03	.04
CINQTE CNQ CHR			23	24	-1	-4.17	.03	.03
MONT TCH GARRUS			23	17	6	35.29	.03	.02
DM LVL T D ARBS			23	14	9	64.29	.03	.02
CH ROCHER CLRT			23	6	17	283.33	.03	.01
HECHT&BNNR RSLN			23	1	22	2200.00	.03	.00
VENDANGE MERLOT			23		23	100.00	.03	.00
CH PATCHE D AUX			23		23	100.00	.03	.00
BREGN MSCDT SVR			22	32	-10	-31.25	.03	.04
LE VGNR ACANTHE			22	9	13	144.44	.03	.01
DUBOEUF P NOIR			21	148	-127	-85.81	.03	.19
LE CIRQUE CATLN			21		21	100.00	.03	.00
LES RIALS BRNCL			20	31	-11	-35.48	.03	.04
LES TOURS CHR			20	19	1	5.26	.03	.02
CH LAF TSN RFLT			20		20	100.00	.03	.00
MAS CRLT MARSNE			20		20	100.00	.03	.00
RCDLE ALNCDS R			20		20	100.00	.03	.00
DM COUSSRGS SAV			20		20	100.00	.03	.00
DM CSGN CSTR BL			19	9	10	111.11	.02	.01
CINQTE CNQ VGN			19	5	14	280.00	.02	.01
DM RIENE JULIET			19		19	100.00	.02	.00
LES SANGIERS PN			18	25	-7	-28.00	.02	.03
LA PET FROG PIC			18	13	5	38.46	.02	.02
CHEESE & CRACKR			18		18	100.00	.02	.00
MAS DU SOLE BRT			18		18	100.00	.02	.00
LA GRIFFE PICPL			18		18	100.00	.02	.00
TRIENNS AUGUSTE			17		17	100.00	.02	.00
LE CIRQUE GRNCH			17		17	100.00	.02	.00
CH JOUCLARY SB			17		17	100.00	.02	.00
G BRTRND TRROIR			16	18	-2	-11.11	.02	.02
DM MLNDS CHB TR			16	14	2	14.29	.02	.02
LES TORTUES GAS			16		16	100.00	.02	.00
CH MAILLARD GRV			15	161	-146	-90.68	.02	.21
ED HARDY CAB SV			15	16	-1	-6.25	.02	.02
LES FIEFS LAGR			15	1	14	1400.00	.02	.00
DM BRN'ARQS LMX			15		15	100.00	.02	.00
HECHT&BNNR LNGDC			15		15	100.00	.02	.00
LE CIRQUE ROUGE			15		15	100.00	.02	.00
LA MAISON BLNCH			15		15	100.00	.02	.00
DM GOURNIER MRL			14	14		.00	.02	.02
CH HT SRRE MLBC			14	5	9	180.00	.02	.01
ST CHNIAN JOUQL			14	4	10	250.00	.02	.01
DM L SNG CLLQX			14	2	12	600.00	.02	.00
CH TRILLOL CORB			14		14	100.00	.02	.00
CH LAF TSN V V			14		14	100.00	.02	.00
LA CONQUETE POM			14		14	100.00	.02	.00
L FAUX FROG CHR			13	33	-20	-60.61	.02	.04
DM PLLRS GIGNDS			13	32	-19	-59.38	.02	.04
ED HARDY CHARD			13	28	-15	-53.57	.02	.04
LE PIGEULT RGE			13	14	-1	-7.14	.02	.02
BCHD A&F CH VDP			13	11	2	18.18	.02	.01
L'OSTAL CZ MNVR			13	7	6	85.71	.02	.01
DOM DE POUY			13	4	9	225.00	.02	.01
MONT TCH FTO RS			13		13	100.00	.02	.00
HECHT&BNNR FAGR			13		13	100.00	.02	.00
DOM JNCR LRC RD			13		13	100.00	.02	.00
DOM LFGE CT SUD			13		13	100.00	.02	.00
CH PSQUIE QUINT			11	31	-20	-64.52	.01	.04
CALNDRY RSV RSN			11	3	8	266.67	.01	.00
CH MASSIAC MNRV			11		11	100.00	.01	.00
R GSSMN P BLANC			11		11	100.00	.01	.00
DM D CROS MRCLC			11		11	100.00	.01	.00
CH PUECH-HT PTG			10	78	-68	-87.18	.01	.10
FORTANT CHARDNY			10	36	-26	-72.22	.01	.05
BLLFNTNE TRT SV			10	28	-18	-64.29	.01	.04
DOM TEMPR BANDL			10	10		.00	.01	.01
PUECH COCUT CHR			10	7	3	42.86	.01	.01
LA BICARELLE OG			10		10	100.00	.01	.00
BRGS CV STPH CH			10		10	100.00	.01	.00
DOM CASTERA			10		10	100.00	.01	.00
MGM PINOT NOIR			10		10	100.00	.01	.00
HIGH VNS PN NOR			10		10	100.00	.01	.00
ESPRIT LSBSTD B			9	37	-28	-75.68	.01	.05
LUC PIRLET MRLT			9	7	2	28.57	.01	.01
G BRTRND GRS BR			9		9	100.00	.01	.00
DM BASTIDE BNCH			9		9	100.00	.01	.00
SMNNT FBVR CLOS			9		9	100.00	.01	.00
CHENET MALBEC			9		9	100.00	.01	.00
DM D CHENADE LN			9		9	100.00	.01	.00
CRCTRE CHM VCQY			8	261	-253	-96.93	.01	.34
CH HAUT BEYZAC			8	127	-119	-93.70	.01	.16
DOM CANTON CB S			8	4	4	100.00	.01	.01
CH D LSCX LNGDC			8	3	5	166.67	.01	.00
CH LAPLAGNT BEL			8		8	100.00	.01	.00
VL D SALIS VIOG			8		8	100.00	.01	.00
CH ROULRE CH BL			7	20	-13	-65.00	.01	.03
CHENET CHR/CMBD			7	6	1	16.67	.01	.01
PLUME BLEUE VDP			7	4	3	75.00	.01	.01
MAS CRLT CLAIRT			7	3	4	133.33	.01	.00
MAS CARLT GN/SR			7	2	5	250.00	.01	.00
LONGUE-DOG BLNC			7		7	100.00	.01	.00

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

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ALL STATES-1/1/12 - 09/30/12

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
TXT CL CYA SHRZ			7		7	100.00	.01	.00
CV MCH LEON GEW			7		7	100.00	.01	.00
DM T FRERES MSC			7		7	100.00	.01	.00
LONGUE-DOG RGE			7		7	100.00	.01	.00
MAS D PERIE ROO			7		7	100.00	.01	.00
CH MRCHDE LALND			6	77	-71	-92.21	.01	.10
DOM FONTNLL MRL			6	11	-5	-45.45	.01	.01
PICHERAL MERLOT			6	11	-5	-45.45	.01	.01
LUC PRLT SYH/MV			6	10	-4	-40.00	.01	.01
SCARLET PRS PN			6	7	-1	-14.29	.01	.01
PT BISTRO PN NR			6	2	4	200.00	.01	.00
PASSETOUTGRAINS			6		6	100.00	.01	.00
CHVL QNCRD MRLT			6		6	100.00	.01	.00
DM SAINTE-CROIX			6		6	100.00	.01	.00
IN FINE BLANC			6		6	100.00	.01	.00
COL D VNT CRBRE			6		6	100.00	.01	.00
L PRDOU CT LBRN			6	28	-23	-82.14	.01	.04
MAS GUIOT JMEAX			6	22	-17	-77.27	.01	.03
MAS DL GOURMAND			6	15	-10	-66.67	.01	.02
DM GOUYAT SV BL			6	13	-8	-61.54	.01	.02
DM LOUVTRE MSCT			6	10	-5	-50.00	.01	.01
DOM TARIQUET CL			6	8	-3	-37.50	.01	.01
RIVE GCHE CHNIN			6	6	-1	-16.67	.01	.01
DM FBRGS L CEUR			6	1	4	400.00	.01	.00
BOUVIER MR LONG			6		5	100.00	.01	.00
L CANON MRCHL R			6		5	100.00	.01	.00
MRCL LPR RAISIN			6		5	100.00	.01	.00
VILLAGE SUD RSE			6		5	100.00	.01	.00
VGNRNS CRTRE AM			6	12	-8	-66.67	.01	.02
CHANSN VRE CLSS			6	6	-2	-33.33	.01	.01
VGNRN BDV MUSCT			6	4		100.00	.01	.01
CH L'ERMTEGE RED			6		4	100.00	.01	.00
MAS CHEVRE CAB			6		4	100.00	.01	.00
MEDINET RED			6		4	100.00	.01	.00
DM L'IDYLE CRUT			6		4	100.00	.01	.00
CH ST DIDR-PRNC			3	305	-302	-99.02	.00	.39
FORTANT MALBEC			3	44	-41	-93.18	.00	.06
CH AUS VL L'OUR			3	14	-11	-78.57	.00	.02
CH EYDNS VGNIER			3	9	-6	-66.67	.00	.01
THEVNT PRRC L CH			3	8	-5	-62.50	.00	.01
ALX SRCH DX WHT			3	4	-1	-25.00	.00	.01
CH D LSCX LNG B			3	2	1	50.00	.00	.00
LES JAMELLES SV			3	2	1	50.00	.00	.00
DM CTN CHR D AGE			3	1	2	200.00	.00	.00
DOM CANTON CHR D			3	1	2	200.00	.00	.00
DOM CATON PN NR			3		3	100.00	.00	.00
MAS CHEVRE CHD			3		3	100.00	.00	.00
DM COUSSRGS CHR			3		3	100.00	.00	.00
CH EYDN CV CNSL			3		3	100.00	.00	.00
CH DE CMPGT PTG			3		3	100.00	.00	.00
DOM CHIROULET			3		3	100.00	.00	.00
PT BISTRO CHARD			3		3	100.00	.00	.00
PT BISTRO MRLT			3		3	100.00	.00	.00
LULU B. CHRDNY			3		3	100.00	.00	.00
DOM CATON MERLT			3		3	100.00	.00	.00
CH LES EYMERIES			2	56	-54	-96.43	.00	.07
CH MURLLS LUSSC			2	47	-45	-95.74	.00	.06
G BRTRND CR LMX			2	16	-14	-87.50	.00	.02
LE VILLAGE CHR D			2	11	-9	-81.82	.00	.01
DOM POUY GSCGNE			2	10	-8	-80.00	.00	.01
CH BELLVE LUSAC			2	6	-4	-66.67	.00	.01
DOM TARIQUET CH			2	6	-4	-66.67	.00	.01
DM ECHR D PN NOR			2	4	-2	-50.00	.00	.01
GSM L GRAND NOR			2	3	-1	-33.33	.00	.00
DOM DE MULN MRL			2	2		100.00	.00	.00
CH PLNRS S JEAN			2	1	1	100.00	.00	.00
ARGNT FRG SV BL			2	1	1	100.00	.00	.00
CHAP MARIUS WHT			2		2	100.00	.00	.00
LE DRUNK R PN N			2		2	100.00	.00	.00
LES GARRIGUES			2		2	100.00	.00	.00
L DX RUS CRB WH			2		2	100.00	.00	.00
PT BISTRO CB SV			2		2	100.00	.00	.00
DM CTN PN N ANT			2		2	100.00	.00	.00
MNTFCN GRDTS RS			2		2	100.00	.00	.00
L MAROUTTE CHR D			2		2	100.00	.00	.00
LCHRE ORIENT EX			2		2	100.00	.00	.00
CHAP MARIUS RED			2		2	100.00	.00	.00
DM CHVLN PSTGRN			2		2	100.00	.00	.00
PT BISTRO SYRAH			2		2	100.00	.00	.00
PAUL MAS MALBEC			2		2	100.00	.00	.00
NOW & ZEN WHITE			1	318	-317	-99.69	.00	.41
CH PNNAUTIER CH			1	36	-35	-97.22	.00	.05
CLMBLL GSCGN BL			1	35	-34	-97.14	.00	.05
DM SRVN CHB PRQ			1	23	-22	-95.65	.00	.03
CH LRMTG CSTER S			1	21	-20	-95.24	.00	.03
DM AND BR GRNCH			1	20	-19	-95.00	.00	.03
DM MRGL VVY DMI			1	12	-11	-91.67	.00	.02
DM BSTDE RSSNNE			1	10	-9	-90.00	.00	.01
FRENCH MAID CHR			1	10	-9	-90.00	.00	.01
DM LGZ ZTE MLBC			1	9	-8	-88.89	.00	.01
DM KNTZ RSL CUV			1	9	-8	-88.89	.00	.01
DM FELINS PINET			1	9	-8	-88.89	.00	.01
VAUCLUSE VIN RD			1	8	-7	-87.50	.00	.01

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

ALL STATES-1/1/12 - 09/30/12

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
DM LIGNRE L VAL			1	7	-6	-85.71	.00	.01
LA PARADOU RGE			1	6	-5	-83.33	.00	.01
DM BARON SAV BL			1	6	-5	-83.33	.00	.01
ERMITGE PSL LNG			1	4	-3	-75.00	.00	.01
L GRND DJN CHR			1	4	-3	-75.00	.00	.01
ALX SRCH DX RED			1	4	-3	-75.00	.00	.01
MOILLRD SVG P N			1	3	-2	-66.67	.00	.00
VILLAINE CLOUS			1	2	-1	-50.00	.00	.00
L GRND DNJN CAB			1	1		.00	.00	.00
ARGNT FRG SY/VG			1	1		.00	.00	.00
SCHLMRGR P GRS			1	1		.00	.00	.00
LUC PIRLET CHR			1	1		.00	.00	.00
MARCL LPRRE MGN			1	1		.00	.00	.00
FORTNT KSHR CAB			1	1		.00	.00	.00
DM POUJL PROTEU			1	1		.00	.00	.00
ERMITGE PSL WHT			1		1	100.00	.00	.00
L MAROUTTE S BL			1		1	100.00	.00	.00
TORTOISE CK CHR			1		1	100.00	.00	.00
MONTIRIUS L CLS			1		1	100.00	.00	.00
CH CAMINADE CHR			1		1	100.00	.00	.00
1907 MADIRAN			1		1	100.00	.00	.00
DM MNCT-PNCT PF			1		1	100.00	.00	.00
MARC BRDF CHNON			1		1	100.00	.00	.00
DM B DEFAIX CHB			1		1	100.00	.00	.00
RENE MURE P GRS			1		1	100.00	.00	.00
MONTIRIUS CADET			1		1	100.00	.00	.00
ROUSSET CRZ HMT			1		1	100.00	.00	.00
DM CSGN CSTR RG			1		1	100.00	.00	.00
L MAROUTTE P NR			1		1	100.00	.00	.00
EY VIGNE BANYUL			1		1	100.00	.00	.00
MEDINET WHITE			1		1	100.00	.00	.00
DOM CATON CHARD			1		1	100.00	.00	.00
CHVL QCRD CUVEE			1		1	100.00	.00	.00
DM ECHRD PM VMR			1		1	100.00	.00	.00
DM D CDT CHR BR			1		1	100.00	.00	.00
ALX SRCH GRND R			1		1	100.00	.00	.00
TARQUET AMPLTDE				729	-729	-100.00	.00	.94
BERINGER PN VDP				512	-512	-100.00	.00	.66
BG BISTRO CB SV				294	-294	-100.00	.00	.38
LA BAUME PN NR				275	-275	-100.00	.00	.36
BG BISTRO CHR				234	-234	-100.00	.00	.30
DE LOACH PN VDP				194	-194	-100.00	.00	.25
CAVE PROD VV RY				128	-128	-100.00	.00	.17
SMNNT FB P N RS				102	-102	-100.00	.00	.13
REDWD CK PN VDP				78	-78	-100.00	.00	.10
DM COUS CHD/VGN				34	-34	-100.00	.00	.04
RSV S MRTN P NR				24	-24	-100.00	.00	.03
FRENCH MAID PN				22	-22	-100.00	.00	.03
G BRTRND NAT CH				20	-20	-100.00	.00	.03
ST HLRE CV PRUR				20	-20	-100.00	.00	.03
KRYDNWS RSL WBL				19	-19	-100.00	.00	.02
ST HLRE DMNI WH				18	-18	-100.00	.00	.02
VAL DE L'OURS				18	-18	-100.00	.00	.02
LES VRRS CD STY				17	-17	-100.00	.00	.02
CH PNAUTR CBRD				16	-16	-100.00	.00	.02
FRENCH MD SV BL				16	-16	-100.00	.00	.02
LA PARADOU VGNR				14	-14	-100.00	.00	.02
KRYDNWS KRT P B				14	-14	-100.00	.00	.02
IN FINE CT VNTX				13	-13	-100.00	.00	.02
G BERTRND CHARD				13	-13	-100.00	.00	.02
DROIN CHABLIS				12	-12	-100.00	.00	.02
DM T FRERES CHR				12	-12	-100.00	.00	.02
DM ST EUGINE RD				11	-11	-100.00	.00	.01
ORIGIN PN NOIR				11	-11	-100.00	.00	.01
ST HLRE DMNI RG				11	-11	-100.00	.00	.01
CHAMARRE SV CHN				11	-11	-100.00	.00	.01
LE VILLAGE S BL				11	-11	-100.00	.00	.01
DM MNRD-GB MSCT				10	-10	-100.00	.00	.01
CHAMERRE GR CHD				10	-10	-100.00	.00	.01
CH L EPINE G C				9	-9	-100.00	.00	.01
CH CANET WP CHR				9	-9	-100.00	.00	.01
CHAMARRE SZ MRL				9	-9	-100.00	.00	.01
CH EYDNS FNTETS				9	-9	-100.00	.00	.01
FORTANT CAB SAV				8	-8	-100.00	.00	.01
CHAMARRE GR PNR				8	-8	-100.00	.00	.01
CINQTE CNQ S B				8	-8	-100.00	.00	.01
GRANGE RQTT GSM				7	-7	-100.00	.00	.01
DM PATIENCE MRL				7	-7	-100.00	.00	.01
TURRY ABLNS VRS				7	-7	-100.00	.00	.01
CV SGN SND CSBN				7	-7	-100.00	.00	.01
MONT TCH FTO SL				7	-7	-100.00	.00	.01
CH CARLMAGNUS				7	-7	-100.00	.00	.01
DM GOURNIER HMG				7	-7	-100.00	.00	.01
VILLNE BZRN MER				6	-6	-100.00	.00	.01
LE DRUNK R CHR				6	-6	-100.00	.00	.01
HERON MRLT VDP				6	-6	-100.00	.00	.01
CH CANET WP SHZ				6	-6	-100.00	.00	.01
CH ST MRTN PRVN				6	-6	-100.00	.00	.01
DM FBRGES M VSN				6	-6	-100.00	.00	.01
CH FRNC CTS FRN				6	-6	-100.00	.00	.01
FRENCH MAID CAB				5	-5	-100.00	.00	.01
B HERZOG CABRNT				5	-5	-100.00	.00	.01
VGNRNS MNT VNTX				5	-5	-100.00	.00	.01

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

ALL STATES-1/1/12 - 09/30/12

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
CH ST MRTN GRRG				5	-5	-100.00	.00	.01
CH VAL JOANIS R				5	-5	-100.00	.00	.01
FAMILLE LGNR AR				4	-4	-100.00	.00	.01
DM GRVLOUS CHR				4	-4	-100.00	.00	.01
CLMBLL GSCGN RD				4	-4	-100.00	.00	.01
CH MALESCASSE				4	-4	-100.00	.00	.01
DM ST ANTNE MRL				4	-4	-100.00	.00	.01
FLOURISH MERLOT				3	-3	-100.00	.00	.00
WILD PIG PN NOR				3	-3	-100.00	.00	.00
CHAMARRE GR CAB				3	-3	-100.00	.00	.00
MRQS PENNTR VDP				3	-3	-100.00	.00	.00
CH VAL JOANS RS				3	-3	-100.00	.00	.00
B DN BLGURS SYH				3	-3	-100.00	.00	.00
FRNCH RBBT MRLT				3	-3	-100.00	.00	.00
BRUNO MRSNY LNG				3	-3	-100.00	.00	.00
CH VAL JOANIS W				2	-2	-100.00	.00	.00
L FAUX FROG MRL				2	-2	-100.00	.00	.00
DM EUGN CRL SVE				2	-2	-100.00	.00	.00
BILA-HT OCC LAP				2	-2	-100.00	.00	.00
DM D NZS MAS RD				2	-2	-100.00	.00	.00
DM LGNR CRB SGN				2	-2	-100.00	.00	.00
DM GROS NR BNDL				2	-2	-100.00	.00	.00
RCDLE ALNCDS W				2	-2	-100.00	.00	.00
KU DE TA PIN NR				2	-2	-100.00	.00	.00
LE GRAND NR CHR				2	-2	-100.00	.00	.00
MAS L DME GOURM				1	-1	-100.00	.00	.00
PETIT CAPRICE				1	-1	-100.00	.00	.00
DM D CDT PN BRG				1	-1	-100.00	.00	.00
DM CTN CAB AGE				1	-1	-100.00	.00	.00
CH MNBND CSTLLN				1	-1	-100.00	.00	.00
ST HLRE LIMX RD				1	-1	-100.00	.00	.00
GLBRT MNTOU-SLN				1	-1	-100.00	.00	.00
DUBOEUF SRH RES				1	-1	-100.00	.00	.00
CHAMARRE GRN SZ				1	-1	-100.00	.00	.00
L'OSTAL CZ LVNR				1	-1	-100.00	.00	.00
DM ST NCLS L CL				1	-1	-100.00	.00	.00
CH PNNAUTR SYRH				1	-1	-100.00	.00	.00
CH MONTUS MADRN				1	-1	-100.00	.00	.00
VIN BUGEY CRDON				1	-1	-100.00	.00	.00
DM CTN MRLT AGE				1	-1	-100.00	.00	.00
LE TRESOR SYRAH				1	-1	-100.00	.00	.00
FRNCH RBBT CAB				1	-1	-100.00	.00	.00
DM CHPLLA PY FS				1	-1	-100.00	.00	.00
DM JNSS TER BUS				1	-1	-100.00	.00	.00
SCHLMRGR RSLNG				1	-1	-100.00	.00	.00
DM PIRON BJ VLG				1	-1	-100.00	.00	.00
TOTAL FRENCH OTHER			76820	77310	-490	-.63		
GRM LIEBFMCH								
HSS LIEB BL NUN			4440	5947	-1507	-25.34	59.19	65.02
KREUSCH LEONARD			2171	2158	13	.60	28.94	23.60
SOEHNE LIEB QBA			466	581	-115	-19.79	6.21	6.35
JAKOB DMMR LIEB			318	245	73	29.80	4.24	2.68
FRZ WEBER LIEBF			47	63	-16	-25.40	.63	.69
ST CHRISTOPHER			45	90	-45	-50.00	.60	.98
VLCK LIEB MDNNA			11	1	10	1000.00	.15	.01
ROMERHOF			3	9	-6	-66.67	.04	.10
PETER BRUM LIEB				50	-50	-100.00	.00	.55
V STETTIN LIEB				2	-2	-100.00	.00	.02
TOTAL GRM LIEBFMCH			7501	9146	-1645	-17.99		
GRM MOSELLE								
SOHN RSLN RELAX			5569	5200	369	7.10	14.68	14.09
CLEAN SLATE RSL			5315	3994	1321	33.07	14.01	10.82
FRNZ RNHRT RSLN			3612	4207	-595	-14.14	9.52	11.40
BLUFELD MDM RSL			2933	2525	408	16.16	7.73	6.84
KRSH ZL SCH KTZ			2745	2523	222	8.80	7.24	6.84
DR LOOSEN RISLG			1788	1895	-107	-5.65	4.71	5.13
C REH PSP MCH S			1243	1472	-229	-15.56	3.28	3.99
BLUE NUN RIESLG			1200	1376	-176	-12.79	3.16	3.73
SAINT M RIESLNG			1117	1061	56	5.28	2.94	2.87
KREUSCH RIESLNG			1103	1057	46	4.35	2.91	2.86
SOHN PSP MCH SP			1031	1048	-17	-1.62	2.72	2.84
OH SCHIST RSLNG			682	774	-92	-11.89	1.80	2.10
CUPCAKE RSLG MV			626	135	491	363.70	1.65	.37
FALKENBERG RSLN			566	371	195	52.56	1.49	1.01
KREUSCH MOSBL			449	488	-39	-7.99	1.18	1.32
MOSLND RSL W S			405	453	-48	-10.60	1.07	1.23
VALCKBG RSL ZSK			393	355	38	10.70	1.04	.96
STARLNG CSTL RS			362	334	28	8.38	.95	.91
URBAN RIESLING			357	213	144	67.61	.94	.58
WEINBRG RADANCE			325	224	101	45.09	.86	.61
SCHLNK HAUS SPT			276	317	-41	-12.93	.73	.86
R WIEST RVR SEL			271	288	-17	-5.90	.71	.78
SA PRUM ESSENCE			251	319	-68	-21.32	.66	.86
BLUE NUN RS BIB			239	174	65	37.36	.63	.47
DR WILLKOMM BLU			229	397	-168	-42.32	.60	1.08
FRZ RH TRT A SP			208	78	130	166.67	.55	.21
STONE FRUIT RSL			185	218	-33	-15.14	.49	.59
DR LOOSN RS RSL			185		185	100.00	.49	.00
HEINZ EIFEL RSL			182	191	-9	-4.71	.48	.52

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ALL STATES-1/1/12 - 09/30/12

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
BLUFELD SWT RSL			181		181	100.00	.48	.00
DR LOOSN SEKT			177		177	100.00	.47	.00
SCHLNK H RL QBA			170	180	-10	-5.56	.45	.49
DR LOOSN BS RSL			163	38	125	328.95	.43	.10
ZUM RIESLING			161		161	100.00	.42	.00
SCHLNK HAUS AUS			153	234	-81	-34.62	.40	.63
ST URBNS-HOF RS			122	113	9	7.96	.32	.31
90+CLRL66 RSLNG			118		118	100.00	.31	.00
TXT CL LOL RSLG			109		109	100.00	.29	.00
BLOOM SIG RSLNG			102	120	-18	-15.00	.27	.33
DR HAN ML RS KB			86		86	100.00	.23	.00
SELBACH RIESLING			85	5	80	1600.00	.22	.01
KUHL RIESLING			83	97	-14	-14.43	.22	.26
SIDE YRD SWT RD			83	79	4	5.06	.22	.21
HIGH DEF RSLNG			71	42	29	69.05	.19	.11
SOHN ZLR S KATZ			70	80	-10	-12.50	.18	.22
DR HAN ML RS AU			70		70	100.00	.18	.00
MONCHHOF RSLNG			68	93	-25	-26.88	.18	.25
DR HAN ML RS SP			68		68	100.00	.18	.00
KRSH PSP MCHL BG			66	61	5	8.20	.17	.17
ST CHRIS PM QBA			58	56	2	3.57	.15	.15
JOH FLKNBRG SPT			58	56	2	3.57	.15	.15
JOH FLKNBRG RSL			56	413	-357	-86.44	.15	1.12
JJ PRUM KABNETT			55	15	41	273.33	.15	.04
TURN ME RIESLING			53	61	-8	-13.11	.14	.17
ST CHRIS ZSK			51	73	-22	-30.14	.13	.20
CARDINAL CS STF			50		50	100.00	.13	.00
MOSLND RSLG ZSK			49	56	-7	-12.50	.13	.15
JKB DM CLSC RSL			46	313	-267	-85.30	.12	.85
DR HAN MUL RSLG			45		45	100.00	.12	.00
KRSH PSP MCH AU			43	49	-6	-12.24	.11	.13
DR THNSCH RS CL			43	13	30	230.77	.11	.04
SOHN PSP MCH Q			39	57	-18	-31.58	.10	.15
SCHLNK HAUS RSL			38	53	-15	-28.30	.10	.14
ST URBN-HF OB K			38	20	18	90.00	.10	.05
SOHN PSP MCH AU			37	65	-28	-43.08	.10	.18
GRNS FSSN TR SP			35		35	100.00	.09	.00
BLOOM RIESLING			34	97	-63	-64.95	.09	.26
SCHLNK HAUS KAB			34	65	-31	-47.69	.09	.18
DR HERMANN RSLG			34	34		100.00	.09	.09
JJ PRUM WH SN K			32	26	6	23.08	.08	.07
C GRAFF HIM RSL			31	270	-239	-88.52	.08	.73
VON SCHLNTZ DRY			31	12	19	158.33	.08	.03
SIDE YD RSL RHN			29	36	-7	-19.44	.08	.10
KESSLST PSP GLD			26	19	7	36.84	.07	.05
JJ PRUM WH SN S			26	17	9	52.94	.07	.05
SOHN PSP MCH KB			25	29	-4	-13.79	.07	.08
ERBES URZ WZ SP			24	39	-15	-38.46	.06	.11
WEIN-PRUM WS KB			24	27	-3	-11.11	.06	.07
DR PAULY WH SON			24	11	13	118.18	.06	.03
ST CHRIS P GD KB			24	10	14	140.00	.06	.03
FW PIESPTR MICH			23	94	-71	-75.53	.06	.25
DR THNSCH BR BD			22	8	14	175.00	.06	.02
JOH-WIL SCH RSL			22		22	100.00	.06	.00
SAARSTN SRGR KB			22		22	100.00	.06	.00
KESSLSTT RSL QB			21	34	-13	-38.24	.06	.09
BEX			19	30	-11	-36.67	.05	.08
JJ PRUM GRCH SP			18	2	16	800.00	.05	.01
LOOSN UP WHITE			18		18	100.00	.05	.00
LOOSN UP SWT RD			17		17	100.00	.04	.00
CHRISTOPH VN KB			17		17	100.00	.04	.00
DR LOOSN BRK LY			16	43	-27	-62.79	.04	.12
MOLTOR SPATLESE			16	21	-5	-23.81	.04	.06
ST URBN-HF PG S			16	7	9	128.57	.04	.02
JKB DM P MC QBA			16		16	100.00	.04	.00
PLP ECKSTN KAB			16		16	100.00	.04	.00
ST CHRIS P GD SP			15	5	10	200.00	.04	.01
WLLHAUSN SPT RS			15	2	13	650.00	.04	.01
ONCE BITTEN RSL			14	43	-29	-67.44	.04	.12
BECKRMN PIE SPT			13		13	100.00	.03	.00
KESSLSTT SCZ SP			13		13	100.00	.03	.00
PETR BRUM P MCH			12	35	-23	-65.71	.03	.09
SA PRUM BLUE SL			12	3	9	300.00	.03	.01
VON SCHLNTZ RSL			11	14	-3	-21.43	.03	.04
SA PRUM WSR KAB			11	10	1	10.00	.03	.03
C REH PSP GLDTR			10	501	-491	-98.00	.03	1.36
BLLG LHNRT APTH			10	29	-19	-65.52	.03	.08
GNDRLCH SPT DVA			10	22	-12	-54.55	.03	.06
ZLLKN BTRFLY RS			10	9	1	11.11	.03	.02
VON SCHLNTZ SPT			10	6	4	66.67	.03	.02
MOLTOR BK BD RS			10		10	100.00	.03	.00
ERBES URZ WZ KB			9	39	-30	-76.92	.02	.11
WEIN-PRM WHL SP			9	11	-2	-18.18	.02	.03
VON SCHLNTZ KAB			9	10	-1	-10.00	.02	.03
HEINZ EFL SLVNR			9		9	100.00	.02	.00
BECKRMN P MCHBG			9		9	100.00	.02	.00
MOLTOR WH SN SP			9		9	100.00	.02	.00
DR HAN MUL ICE			9		9	100.00	.02	.00
DR HAN MUL L HV			9		9	100.00	.02	.00
C REH RSL RHNHN			8	24	-16	-66.67	.02	.07
F HAAG EST RSL			8	15	-7	-46.67	.02	.04
DR THANISCH RSL			8	11	-3	-27.27	.02	.03
BLLG LHNRT DHRN			8		8	100.00	.02	.00

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
OCKFNR BCKST SP			7	408	-401	-98.28	.02	1.11
ST CHR S P GD AU			7	14	-7	-50.00	.02	.04
AUGST KSSLR RSL			7	3	4	133.33	.02	.01
J FLKNBRG RSLNG			7		7	100.00	.02	.00
FW ZLR SCH KATZ			6	35	-29	-82.86	.02	.09
WAY KUHL RSLNG			6	21	-15	-71.43	.02	.06
KRSH BRN KRF SP			6	1	5	500.00	.02	.00
BLOOM PINOT NOR			5	25	-20	-80.00	.01	.07
MONCHF SP ERDNR			5	13	-8	-61.54	.01	.04
SAARSTN PIN BLC			5	7	-2	-28.57	.01	.02
C GRAFF P M KAB			5		5	100.00	.01	.00
ST URBN-HF PG K			5		5	100.00	.01	.00
WEINGUT TONI WT			4	11	-7	-63.64	.01	.03
CASTL SLVNR TRK			4	3	1	33.33	.01	.01
SA PRUM GRCH HM			4	10	-7	-70.00	.01	.03
DR ZENZ APOLLO			3	10	-7	-70.00	.01	.03
DR THNSCH RL KB			3	8	-5	-62.50	.01	.02
DR LOSN WH S KB			3	7	-4	-57.14	.01	.02
GRAFN NPBRG LMB			3	2	1	50.00	.01	.01
GRNS FSSN TR KB			3		3	100.00	.01	.00
KRSH PSP MCH SP			3		3	100.00	.01	.00
MOLTOR WK RS KB			3		3	100.00	.01	.00
DR LOSN SPK RSL			3		3	100.00	.01	.00
ST URBN-HF OB S			2	12	-10	-83.33	.01	.03
JJ PRUM GRCH KB			2	7	-5	-71.43	.01	.02
C GRAFF RSL KAB			2	4	-2	-50.00	.01	.01
F HAAG JF SN SP			2	3	-1	-33.33	.01	.01
GRAFF RSLNG KAB			2	3	-1	-33.33	.01	.01
JHNNSHOF GLDTZL			2			100.00	.01	.01
SOHN ANYTHNG GS			2		2	100.00	.01	.00
SACHSN RHNGRF S			2		2	100.00	.01	.00
HAART P G RS S			1	16	-15	-93.75	.00	.04
VALCKBG RSL SPT			1	5	-4	-80.00	.00	.01
VALCKBG RSL KAB			1	3	-2	-66.67	.00	.01
JJ PRM BRNKSTLR			1	2	-1	-50.00	.00	.01
WNGUT EM SCZ RS			1	2	-1	-50.00	.00	.01
WNGUT EM SCZ KB			1	1		100.00	.00	.00
VON SCHLNTZ AUS			1		1	100.00	.00	.00
DR LOOSN URZ SP			1		1	100.00	.00	.00
URBAN RSLNG NWS			1		1	100.00	.00	.00
SA PRUM WHLN SN			1		1	100.00	.00	.00
ST CHRIS BK SPT			1		1	100.00	.00	.00
KRSH RHNHSN SPT			1		1	100.00	.00	.00
ST URBN-HF WILT			1		1	100.00	.00	.00
MOSLND P MC RSL				280	-280	-100.00	.00	.76
WEH SONNHR KBNT				64	-64	-100.00	.00	.17
SAARSTEIN MOSEL				22	-22	-100.00	.00	.06
JJ PRUM WH SN A				9	-9	-100.00	.00	.02
VERTIKAL RSLNG				8	-8	-100.00	.00	.02
WEIN-PRUM RSLNG				6	-6	-100.00	.00	.02
GRACHR HMLR RSL				6	-6	-100.00	.00	.02
DR LOSN WH S SP				5	-5	-100.00	.00	.01
SACHSN RHN TRCK				4	-4	-100.00	.00	.01
SLATESTONE RSLN				3	-3	-100.00	.00	.01
VLA WLF RSL PFZ				2	-2	-100.00	.00	.01
GRFF ERDNR TRPC				2	-2	-100.00	.00	.01
VON HOVEL MOSEL				2	-2	-100.00	.00	.01
C REH BRN KF SP				1	-1	-100.00	.00	.00
E AYLR KUPP RSL				1	-1	-100.00	.00	.00
WLF WCHNHMR RSL				1	-1	-100.00	.00	.00
KENDMN RSL PFLZ				1	-1	-100.00	.00	.00
SCHLS WLLBRG KB				1	-1	-100.00	.00	.00
VERTIKAL RSL SP				1	-1	-100.00	.00	.00
TOTAL GRM MOSELLE			37940	36906	1034	2.80		
GERMAN RHINE								
SOHNE RSLNG QBA			6720	7067	-347	-4.91	39.59	36.34
C REH RSLNG QBA			3505	4453	-948	-21.29	20.65	22.90
BLACK TOWER WHT			2673	3397	-724	-21.31	15.75	17.47
BLACK TOWER RSL			887	1390	-503	-36.19	5.23	7.15
BLUE NUN RIVANR			834		834	100.00	4.91	.00
SOHNE RSL SPTLS			284	381	-97	-25.46	1.67	1.96
SOHNE RSLNG AUS			278	341	-63	-18.48	1.64	1.75
ERNST BRETZ GWR			259		259	100.00	1.53	.00
SOHNE RSLN FUNF			226	249	-23	-9.24	1.33	1.28
VLKNBG GWZ PFLZ			187	181	6	3.31	1.10	.93
SOHNE RSLNG KAB			186	209	-23	-11.00	1.10	1.07
JAKOB DEMMR AUS			132	140	-8	-5.71	.78	.72
SOHNE RSLNG PCK			113	74	39	52.70	.67	.38
UNDONE RIESLING			82	91	-9	-9.89	.48	.47
PETER BRUM SPTL			76	87	-11	-12.64	.45	.45
PETER BRUM RSLN			72	79	-7	-8.86	.42	.41
GNTRM NRSTN RSL			55	100	-45	-45.00	.32	.51
ERNST BRETZ RSL			55		55	100.00	.32	.00
ST CHR GEWURZT			35	53	-18	-33.96	.21	.27
R WIEST RVR SEL			33	40	-7	-17.50	.19	.21
GNTRM RS AUS OP			31	35	-4	-11.43	.18	.18
GUNTRUM DRY RSL			29	22	7	31.82	.17	.11
BLACK TOWER RVN			28	60	-32	-53.33	.16	.31
SAARSTEIN RSLNG			27	2	25	1250.00	.16	.01
PETR BRUM BCCHS			25	40	-15	-37.50	.15	.21
NACHTGOLD ESWEN			22	22		.00	.13	.11

NABCA CASE SALES ANALYSIS

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
ORIGIN RSLG RHN			19	10	9	90.00	.11	.05
BECKERMANN AUSL			18	5	13	260.00	.11	.03
PRINZ VN HS KAB			17	830	-813	-97.95	.10	4.27
VLKNBG MDNA AUS			10	13	-3	-23.08	.06	.07
F WEBER RIESLNG			9	21	-12	-57.14	.05	.11
KRSH SAPPHR KAB			8		8	100.00	.05	.00
GUNTRUM SW DORN			7	11	-4	-36.36	.04	.06
KRSH GT DMTL AU			7		7	100.00	.04	.00
KRSH GT DMTL SP			5	2	3	150.00	.03	.01
GNTRM PNGN ESWN			4	3	1	33.33	.02	.02
KRSH RHNHSN AUS			4	2	2	100.00	.02	.01
VALCKENBERG RSL			2	6	-4	-66.67	.01	.03
SCHLS JOHNS QBA			2	4	-2	-50.00	.01	.02
JOHNSOF V KBNT			2	2		.00	.01	.01
C REH SWT RSLNG			1	8	-7	-87.50	.01	.04
ST CHR S PFLZ RL			1	2	-1	-50.00	.01	.01
WIRSCHNG SILVNR			1	1		.00	.01	.01
KRSH SAPPHR AUS			1	1		.00	.01	.01
KRSH GT DMTL KB			1		1	100.00	.01	.00
KRSH RHNHSN KAB			1		1	100.00	.01	.00
C REH GWZTM L R				5	-5	-100.00	.00	.03
KOBLNZ DNFD TRC				4	-4	-100.00	.00	.02
HSS B NUN CLSTR				1	-1	-100.00	.00	.01
PANNOTIA RS RHN				1	-1	-100.00	.00	.01
TOTAL GERMAN RHINE			16974	19445	-2471	-12.71		
GERMAN OTHER								
POLKA DOT RSLNG			5160	5521	-361	-6.54	31.41	30.29
C REH SW R DORN			1394	1407	-13	-.92	8.49	7.72
BLUEFISH SWT RSL			1367	1637	-270	-16.49	8.32	8.98
BLUEFISH RISLNG			1343	1811	-468	-25.84	8.18	9.93
LUCKY DUCK RSLG			918	519	399	76.88	5.59	2.85
GUNTRUM RY BL R			856	887	-31	-3.49	5.21	4.87
POLKA DT DRY RS			805	1422	-617	-43.39	4.90	7.80
SCHLNK H DRNFLD			482	582	-100	-17.18	2.93	3.19
BLK TWR PN GRIG			410	564	-154	-27.30	2.50	3.09
PRINZ BEAR P NR			370	256	114	44.53	2.25	1.40
P BRUM DORNFLDR			275	253	22	8.70	1.67	1.39
TWO PRINCES NHE			221	252	-31	-12.30	1.35	1.38
BEX RIESLING			195	272	-77	-28.31	1.19	1.49
GERMAN MIX CASE			172		172	100.00	1.05	.00
BECKERMNN SWEET			149	268	-119	-44.40	.91	1.47
ST LORENZ C GLU			146	32	114	356.25	.89	.18
STARLNG CSTL GW			145	134	11	8.21	.88	.74
JAKOB DMMR SPAT			143	208	-65	-31.25	.87	1.14
UNDONE PINOT NR			124	125	-1	-.80	.75	.69
DR PAULY RISLNG			124	102	22	21.57	.75	.56
BLUEFISH SW REEL			121		121	100.00	.74	.00
VON D LEYEN GEW			85		85	100.00	.52	.00
SUN GARDEN RSLN			72		72	100.00	.44	.00
ANSR KRZ KH SPT			71	875	-804	-91.89	.43	4.80
HIGH DEF SWT RD			62	30	32	106.67	.38	.16
VLA WOLF PN RSE			58		58	100.00	.35	.00
GNTRM TRKN RHSN			54	22	32	145.45	.33	.12
TXT CL WTF P NR			53		53	100.00	.32	.00
GUNTRUM SCH KAB			47	71	-24	-33.80	.29	.39
SIDE YRD PN PFZ			46	34	12	35.29	.28	.19
WEINGUT LIE KAB			46		46	100.00	.28	.00
GERTCKR NRN GLU			45	27	18	66.67	.27	.15
FRITZ D KTZ RSL			42	43	-1	-2.33	.26	.24
LEITZ OUT RIES			40		40	100.00	.24	.00
AFFENTLER PN NR			37		37	100.00	.23	.00
VLA WOLF PN GRS			35	5	30	600.00	.21	.03
KREUSCH SW DORN			33	14	19	135.71	.20	.08
SOHN RLX COOL R			32	48	-16	-33.33	.19	.26
STARLNG CSTL RD			32		32	100.00	.19	.00
VALKNBRG DRNFLD			31	17	14	82.35	.19	.09
GNTRM RHEINHSSN			29	30	-1	-3.33	.18	.16
HANDLER RIESLNG			27		27	100.00	.16	.00
HOOKED RIESLING			26	26		.00	.16	.14
BLUEFISH PN GRG			23	22	1	4.55	.14	.12
ST CHRIS GLUHWN			23	3	20	666.67	.14	.02
NAHE KZCH KR KB			23		23	100.00	.14	.00
ALBCH SCHNDR HP			23		23	100.00	.14	.00
KESSELER RG RSL			22	9	13	144.44	.13	.05
SOEHNE ICE WINE			22		22	100.00	.13	.00
SCHLS RH OV RSL			20	16	4	25.00	.12	.09
HEX VOM DSTN PN			20	1	19	1900.00	.12	.01
WHS HEGER PN GR			20		20	100.00	.12	.00
G&M MACHMER GWZ			19		19	100.00	.12	.00
GOLDSPARKLER			17		17	100.00	.10	.00
BECKRMN LIBFMCH			17		17	100.00	.10	.00
HANDLER SWEET R			17		17	100.00	.10	.00
ALBCH DUR GLUWN			15	6	9	150.00	.09	.03
VLA WOLF GEWURZ			15		15	100.00	.09	.00
KLOSTRKLR SGNDF			13		13	100.00	.08	.00
SCHLS KBLNZ GMB			12	26	-14	-53.85	.07	.14
FZ RTTR GEW SPT			11		11	100.00	.07	.00
GUNT SCHNK DS R			10	49	-39	-79.59	.06	.27
BECKER PN PFALZ			10		10	100.00	.06	.00
WAGNER OCKFN KB			9	14	-5	-35.71	.05	.08
POSSMAN FRNKFTR			9	8	1	12.50	.05	.04

NABCA CASE SALES ANALYSIS

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ALL STATES-1/1/12 - 09/30/12

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
REVIVE RIESLING			9		9	100.00	.05	.00
ED MAXIMLN RSLN			9		9	100.00	.05	.00
KNYPHAUSEN RSLN			8	1	7	700.00	.05	.01
FURST VN METNCH			8		8	100.00	.05	.00
AFFENTALER SPTB			7	17	-10	-58.82	.04	.09
BAUER HAUS DORN			7	2	5	250.00	.04	.01
HEINZ EFL EISMN			7		7	100.00	.04	.00
SCHLS RH FB RSL			4	15	-11	-73.33	.02	.08
AFFENTALER RSLG			4	11	-7	-63.64	.02	.06
SCHLSS VLRD RKR			4	8	-4	-50.00	.02	.04
BASSRMN J DEDSH			4		4	100.00	.02	.00
BINZ RSLNG KAB			4		4	100.00	.02	.00
ED MAXIMLN P NR			4		4	100.00	.02	.00
HAUS MRKT BN KB			3	14	-11	-78.57	.02	.08
V BUHL SCH RSLG			3	7	-4	-57.14	.02	.04
HAUS MRKT MT CH			3	6	-3	-50.00	.02	.03
VLKNBRG EISWEIN			3	2	1	50.00	.02	.01
STEIN 1 SWEET			3	1	2	200.00	.02	.01
TWISTED RVR RSL			3	1	2	200.00	.02	.01
LEITZ EINZ SWEI			3		3	100.00	.02	.00
DR PAULY BW SNH			3		3	100.00	.02	.00
DR PAULY BB KAB			2	11	-9	-81.82	.01	.06
SCHLNK H EISWEN			2	4	-2	-50.00	.01	.02
BL FRST GRL DRY			2	4	-2	-50.00	.01	.02
NUERNBRGR GLUWN			2	2			.01	.01
KNDRMN P N PFLZ			2	2			.01	.01
BL FRST GRL PN			2		2	100.00	.01	.00
URZIGER WZTN RS			2		2	100.00	.01	.00
EZ RSLNG RIVNER			2		2	100.00	.01	.00
KRSCH GLUH CHR8			1	11	-10	-90.91	.01	.06
KNYPHAUSEN KBNT			1	6	-5	-83.33	.01	.03
DESIRE RIESLING			1	2	-1	-50.00	.01	.01
DR ZENZN EISWEN			1	2	-1	-50.00	.01	.01
SCHLS WLHNS SPT			1	1			.01	.01
G&M MACHMER ROS			1		1	100.00	.01	.00
DR ZENZN PN NR			1		1	100.00	.01	.00
KLSTR EBR STNBR			1		1	100.00	.01	.00
SECCOLA FRZZNTE			1		1	100.00	.01	.00
KREUSCH MAY			1		1	100.00	.01	.00
RESS RHNGAU RSL			1		1	100.00	.01	.00
ULRICH LANG RSL			1		1	100.00	.01	.00
HOT ROD RIESLING			1		1	100.00	.01	.00
PFFNGN KAB RSLN			1		1	100.00	.01	.00
SUN GARDEN GWZT			1		1	100.00	.01	.00
REBHLZ PN NR SP			1		1	100.00	.01	.00
BLK TWR TWIN PK				146	-146	-100.00	.00	.80
IRONSTN RSL PFZ				76	-76	-100.00	.00	.42
VALCKNBRG PN NR				46	-46	-100.00	.00	.25
SEEBRICH NR SPT				35	-35	-100.00	.00	.19
WOODBRIIDGE RSLG				34	-34	-100.00	.00	.19
FRTZ WND NS KAB				24	-24	-100.00	.00	.13
TURNG LF RLS GM				12	-12	-100.00	.00	.07
DR ZENZN EL RSL				12	-12	-100.00	.00	.07
DR ZENZN EL PNR				12	-12	-100.00	.00	.07
SCHUMN NAG RSLG				12	-12	-100.00	.00	.07
VERTIKAL GWRZTM				10	-10	-100.00	.00	.05
BECKERMANN RSLG				6	-6	-100.00	.00	.03
KNYPHSEN RHNGAU				5	-5	-100.00	.00	.03
KALLFELZ RSL KB				4	-4	-100.00	.00	.02
K JHN MLTR HTHM				3	-3	-100.00	.00	.02
MAXMN GRNHSR SP				2	-2	-100.00	.00	.01
DR ZEN ESWN RSE				2	-2	-100.00	.00	.01
BAUER HAUS SPAT				2	-2	-100.00	.00	.01
JOHNSHOF CHRTA				2	-2	-100.00	.00	.01
VLNKBG MNDA ESW				1	-1	-100.00	.00	.01
GUNT SCHNK DS W				1	-1	-100.00	.00	.01
SARBGR RSCH RSL				1	-1	-100.00	.00	.01
RUED BRG RTTN S				1	-1	-100.00	.00	.01
WAGNER OCKFN SP				1	-1	-100.00	.00	.01
EZ PN NR DRNFELD				1	-1	-100.00	.00	.01
TOTAL GERMAN OTHER			16428	18229	-1801	-9.88		
ITL BARDOLINO								
BOLLA BARDOLINO			3525	3347	178	5.32	96.55	92.69
FOLNRI BARDLNO			117	173	-56	-32.37	3.20	4.79
CORTE GIARA			9	86	-77	-89.53	.25	2.38
OPICI DRY RED				3	-3	-100.00	.00	.08
PASQUA DOCG				2	-2	-100.00	.00	.06
TOTAL ITL BARDOLINO			3651	3611	40	1.11		
ITL BIANCO								
RIUNITE BIANCO			11089	12161	-1072	-8.82	52.05	54.56
RIUNITE BLS BNC			4255	4234	21	.50	19.97	19.00
PRNCPTO VLD BNC			2225	2575	-350	-13.59	10.44	11.55
ANTNORI VLLA WH			746	805	-59	-7.33	3.50	3.61
PRNCPTO BIANCO			663	764	-101	-13.22	3.11	3.43
CANTNA ZCCGNINI			619	1208	-589	-48.76	2.91	5.42
TAVERNELLO			439	137	302	220.44	2.06	.61
PORTA VITA BNCO			335		335	100.00	1.57	.00
CENTINE TOSCANA			174	8	166	2075.00	.82	.04
SANTO MARTINO			130		130	100.00	.61	.00

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
FALESCO VITIANO			99	188	-89	-47.34	.46	.84
ANTRI SC BIANCO			82		82	100.00	.38	.00
SENSI TUSCANO			80		80	100.00	.38	.00
LAGEDER PNT BNC			70	62	8	12.90	.33	.28
MOTTURA DL SNT0			65		65	100.00	.31	.00
LA CAPPUCCINA			45		45	100.00	.21	.00
TFNBRNMR PN BNC			41	30	11	36.67	.19	.13
SARTORI FERDI			35	37	-2	-5.41	.16	.17
PRIMO BACIO			22		22	100.00	.10	.00
BIBI GRIZ BANCO			18		18	100.00	.08	.00
BASTIANCH VESPA			17		17	100.00	.08	.00
CSTLO D REG BNC			13		13	100.00	.06	.00
TASCA ALM RGLAL			11	40	-29	-72.50	.05	.18
LA SCOLCA SECCO			7	7		100.00	.03	.03
REMO FARINA CUS			7		7	100.00	.03	.00
LE GROTTI DL EM			6		6	100.00	.03	.00
TRAMIN PNT BNCO			5		5	100.00	.02	.00
LA SCOLCA GAVI			3	5	-2	-40.00	.01	.02
REGALEALI			3	2	1	50.00	.01	.01
GAROFOLI ANT OS			1	14	-13	-92.86	.00	.06
FOSSI			1	1		100.00	.00	.00
PERLAGE				7	-7	-100.00	.00	.03
KADRAI LAZIO				1	-1	-100.00	.00	.00
FRSCBLDI POM RS				1	-1	-100.00	.00	.00
ZYME BLK TO WHT				1	-1	-100.00	.00	.00
LA BASTARDA BNC				1	-1	-100.00	.00	.00
TOTAL ITL BIANCO			21306	22289	-983	-4.41		
ITL CHIANTI								
RUFFINO RED			12121	10208	1913	18.74	13.65	11.24
BOLLA			8558	7786	772	9.92	9.63	8.57
DA VINCI			5782	5795	-13	-.22	6.51	6.38
STRACCALI CHIAN			4274	4290	-16	-.37	4.81	4.72
GABBIANO			4087	4134	-47	-1.14	4.60	4.55
MELINI BRGH ELS			3714	4485	-771	-17.19	4.18	4.94
RUFF RSRVA DCAL			3623	3677	-54	-1.47	4.08	4.05
BANFI V CLS RSV			3531	3147	384	12.20	3.97	3.47
ELMO PIO			3379	3618	-239	-6.61	3.80	3.98
CECCHI CLASSICO			3161	2910	251	8.63	3.56	3.20
GABBIANO CLSSCO			2965	3052	-87	-2.85	3.34	3.36
PLACIDO PRM SEL			2239	2506	-267	-10.65	2.52	2.76
BELL'AGIO			2202	2213	-11	-.50	2.48	2.44
FOLONARI			1991	1791	200	11.17	2.24	1.97
ROC DM CHI CLAS			1877	2459	-582	-23.67	2.11	2.71
BANFI CLASSICO			1741	1905	-164	-8.61	1.96	2.10
PICCINI			1502	1651	-149	-9.02	1.69	1.82
CSTLLO D'ALBOLA			1217	1872	-655	-34.99	1.37	2.06
QUERCETO CLS RS			1119	1393	-274	-19.67	1.26	1.53
ROC DM CHIA RIS			1008	1034	-26	-2.51	1.13	1.14
RENZO MASI RIS			1004	89	915	1028.09	1.13	.10
FONTRTLI SER LP			946	114	832	729.82	1.06	.13
BELLA SERA			920	1875	-955	-50.93	1.04	2.06
BANFI SUPERIORE			864	350	514	146.86	.97	.39
RUFFINO CLASSCO			790	800	-10	-1.25	.89	.88
BORGO CLASSICO			689		689	100.00	.78	.00
RUFF AZIANO CLS			666	595	71	11.93	.75	.66
PLACIDO			586	498	88	17.67	.66	.55
CSTLO VRZNO CLS			576	494	82	16.60	.65	.54
SANTA DOROTEA			516		516	100.00	.58	.00
FRSCBLDI NPZANO			496	591	-95	-16.07	.56	.65
GABBIANO SP SEL			467	529	-62	-11.72	.53	.58
CARPZO CLS BRGO			461	19	442	2326.32	.52	.02
ECCO DOMANI			457	564	-107	-18.97	.51	.62
RUFFINO IL LEO			398	410	-12	-2.93	.45	.45
MONSANTO CLS RS			387	285	102	35.79	.44	.31
RICASOLI RISRVA			350		350	100.00	.39	.00
RENZO MASI RFNA			326	294	32	10.88	.37	.32
CASA LILIANA GD			325	261	64	24.52	.37	.29
SNTA MRGHTA CLS			322	465	-143	-30.75	.36	.51
RUFFNO RS DCL G			316	257	59	22.96	.36	.28
NOZZOLE CLS RSV			296	496	-200	-40.32	.33	.55
TIZIANO			223	86	137	159.30	.25	.09
SORELLI MOR NER			213	12	201	1675.00	.24	.01
COLTBNO CETMURA			205	121	84	69.42	.23	.13
TOMATLO CLS RS			197	152	45	29.61	.22	.17
ZONIN WNMK COL			191		191	100.00	.22	.00
CARPINETO RSRVA			184	117	67	57.26	.21	.13
LUIANO CLASSIC			175	223	-48	-21.52	.20	.25
VLLA CALAPPIANO			166	350	-184	-52.57	.19	.39
BUCA DI BEPPO			152	227	-75	-33.04	.17	.25
PICCINI CLASSCO			149	115	34	29.57	.17	.13
MICHELANGELO			147	220	-73	-33.18	.17	.24
RUFFINO SUPRIOR			141	171	-30	-17.54	.16	.19
SAN FABIANO CLS			139	114	25	21.93	.16	.13
TIAMO			137	44	93	211.36	.15	.05
QUERCETO			130	109	21	19.27	.15	.12
COLLEZIONE			116	25	91	364.00	.13	.03
CASTELLANI			112	167	-55	-32.93	.13	.18
VECCHIA CANTINA			112	144	-32	-22.22	.13	.16
VEREZANO CLSSCO			111	145	-34	-23.45	.12	.16
BADIOLO RISERVA			109	68	41	60.29	.12	.07
SENSI DOCG			102	193	-91	-47.15	.11	.21

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

ALL STATES-1/1/12 - 09/30/12

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
CANDONI			98	110	-12	-10.91	.11	.12
ALBOLA			95	119	-24	-20.17	.11	.13
THAT'S AMORE			95		95	100.00	.11	.00
FONTRTOLI CLSSC			93	143	-50	-34.97	.10	.16
CASIGLIONI RED			92	113	-21	-18.58	.10	.12
RICASOLI DL BRN			91		91	100.00	.10	.00
MELINI STRAW BT			88	102	-14	-13.73	.10	.11
CECCHI NATIO			86	21	65	309.52	.10	.02
VLLA ARCEO RIS			85	9	76	844.44	.10	.01
COLTENO RB STUC			83	58	25	43.10	.09	.06
CARPNTO CLASSCO			77	64	13	20.31	.09	.07
STELLA			71	45	26	57.78	.08	.05
VILLA CERNA CLS			70	13	57	438.46	.08	.01
BADIA CLASSICO			69	18	51	283.33	.08	.02
TOSCOLO			67	87	-20	-22.99	.08	.10
ANTRI SNTA CRIS			61	228	-167	-73.25	.07	.25
CAST MONSTRO CL			61	70	-9	-12.86	.07	.08
QUERCETO DOCG			61	41	20	48.78	.07	.05
LUCIGNANO FIRNT			61	22	39	177.27	.07	.02
ANTRI CLS PEPPI			59	85	-26	-30.59	.07	.09
LASORDA			59	52	7	13.46	.07	.06
VILLA CALCINAIA			55		55	100.00	.06	.00
CAMPOBELLO			52	95	-43	-45.26	.06	.10
TENUTA ORNL VLT			51	46	5	10.87	.06	.05
BORGO CLSCO RSV			50	868	-818	-94.24	.06	.96
FRSCBLDI REMOLE			49	57	-8	-14.04	.06	.06
BADIOLO			48	50	-2	-4.00	.05	.06
CAPOSALDO			48	26	22	84.62	.05	.03
CAST BOSSI CLSS			46	71	-25	-35.21	.05	.08
MELINI ISASI CL			39	62	-23	-37.10	.04	.07
LAMOLE D LAMOLE			39		39	100.00	.04	.00
SAN FBANO PUTTO			36	10	26	260.00	.04	.01
DUCA ROCCABIANC			34		34	100.00	.04	.00
D'AQUINO RISERV			34		34	100.00	.04	.00
MONROSSO MONSTO			33	60	-27	-45.00	.04	.07
ANTRI MRCHS CCR			32	16	16	100.00	.04	.02
PONDERE MBC GOB			32		32	100.00	.04	.00
CSTLO VRZ CL RS			31		31	100.00	.03	.00
DANZANTE			30	672	-642	-95.54	.03	.74
GRIFONE PRIMIT			27		27	100.00	.03	.00
LA MAIALINA			27		27	100.00	.03	.00
POGGIO BNL RISV			27		27	100.00	.03	.00
PLACIDO DOCG			26	435	-409	-94.02	.03	.48
FONTANA D'ITALA			26	64	-38	-59.38	.03	.07
BELLINI			26	32	-6	-18.75	.03	.04
ANTRI RISERVA			26		26	100.00	.03	.00
MELINI SELVLLA			25	14	11	78.57	.03	.02
D'AQUINO FLASK			25		25	100.00	.03	.00
CAST VALIANO RS			24	28	-4	-14.29	.03	.03
FATTORIA BSC RF			23	79	-56	-70.89	.03	.09
BARONCINI			23	20	3	15.00	.03	.02
AGRCLA QRLA CLS			23	13	10	76.92	.03	.01
D VINCI RISERVA			22	19	3	15.79	.02	.02
FOSSI			22	4	18	450.00	.02	.00
MELINI LABOREL			21	35	-14	-40.00	.02	.04
GRIFONE RESERVE			21		21	100.00	.02	.00
DONNA LAURA ALT			20	25	-5	-20.00	.02	.03
CUPCAKE DOCG			20		20	100.00	.02	.00
CANTINA SPTANI			19	16	3	18.75	.02	.02
ANTRI MARCHESE			19	5	14	280.00	.02	.01
POGGIO AMORELLI			18	33	-15	-45.45	.02	.04
DUCAROSSO RISRV			18	24	-6	-25.00	.02	.03
GABRIELE			18	14	4	28.57	.02	.02
D'AQUINO			18		18	100.00	.02	.00
ACINUM			17	41	-24	-58.54	.02	.05
QUERCETO CLSSCO			17	4	13	325.00	.02	.00
ROSSOPESCE RSSO			16	12	4	33.33	.02	.01
VILLA SANTANA			16		16	100.00	.02	.00
TENUTA D ARCEO			15	49	-34	-69.39	.02	.05
S QURCO COL SNS			12	28	-16	-57.14	.01	.03
SENSI RISERVA			12	19	-7	-36.84	.01	.02
PALAGETTO CL SN			12	4	8	200.00	.01	.00
BARTENURA CLSCO			11	18	-7	-38.89	.01	.02
CECCHI DOCG			11	12	-1	-8.33	.01	.01
CECCHI RS D FAM			11	10	1	10.00	.01	.01
CAST BS BERARDO			10	50	-40	-80.00	.01	.06
SPALLETTI			10	8	2	25.00	.01	.01
LIVERNANO CLSC			9	40	-31	-77.50	.01	.04
RICASOLI BRL CL			9	25	-16	-64.00	.01	.03
DONNA LRA BRMSA			9	15	-6	-40.00	.01	.02
CASTELLANI RESV			9	14	-5	-35.71	.01	.02
CASTLNI BURCHNO			9	6	3	50.00	.01	.01
VILLA DONNA			9	3	6	200.00	.01	.00
IL TAROCCO CLSS			9		9	100.00	.01	.00
VILLA CALCIN RS			9		9	100.00	.01	.00
RUFF SANTE DAME			8	33	-25	-75.76	.01	.04
CASTLLARE CLSIC			8	13	-5	-38.46	.01	.01
INCANTO CLASSIC			8		8	100.00	.01	.00
SALVALAI ANTANE			7	18	-11	-61.11	.01	.02
ALTA CLASSE RSV			7	13	-6	-46.15	.01	.01
BELLINI RESERVE			7	8	-1	-12.50	.01	.01
POGGOTONDO SUPR			7	1	6	600.00	.01	.00
PICCINI CLS RSV			6	455	-449	-98.68	.01	.50

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

ALL STATES-1/1/12 - 09/30/12

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
FELSINA CLS RSV			6	9	-3	-33.33	.01	.01
VILLA DI GEGNO				2	4	200.00	.01	.00
FELSINA RANCIA				2	4	200.00	.01	.00
DA VINCI CLSSCO			331		-326	-98.49	.01	.36
FELSINA CLSSCO			34		-29	-85.29	.01	.04
FATTORIA GALIGA				8	-3	-37.50	.01	.01
BADIA CETAMURA				6	-1	-16.67	.01	.01
CAMPORLECCHIO					5	100.00	.01	.00
VILLA CORTI					5	100.00	.01	.00
CASANOVA RESERV					5	100.00	.01	.00
MELINI CLS RSV			4	45	-41	-91.11	.00	.05
BROLIO CLASSICO			4	22	-18	-81.82	.00	.02
LUIANO CLSC RES			4	8	-4	-50.00	.00	.01
OPICI STRAW BTL			4		-1	-20.00	.00	.01
VALDIPITTA COLLI			4	2	2	100.00	.00	.00
GABBIANO RESRVA			3	2294	-2291	-99.87	.00	2.53
AMALIA			3	171	-168	-98.25	.00	.19
GIA RUSSA			3	42	-39	-92.86	.00	.05
PEPPOLI CLASSCO			3	38	-35	-92.11	.00	.04
PIETRAFITTA			3	34	-31	-91.18	.00	.04
NOZZOLE CLSC			3	6	-3	-50.00	.00	.01
MELINI VGN SLVN			3		-2	-40.00	.00	.01
PALLADIO			3		-2	-40.00	.00	.01
BRANCAIA CLSICO			3		-2	-40.00	.00	.01
BROLIO VIN SNT0			3	3		.00	.00	.00
CSTLO MLTO CLSS			3	2	1	50.00	.00	.00
POGGIO AMRLLI RS			3	2	1	50.00	.00	.00
TERRABNCA CROCE			3		3	100.00	.00	.00
VLLA CFGGO RSV			3	42	-40	-95.24	.00	.05
SAN LEONINO CLS			3	21	-19	-90.48	.00	.02
MERAVIGLIE CLSC			2	8	-6	-75.00	.00	.01
FAMILIA CARA RS			2	4	-2	-50.00	.00	.00
STRACCALI CLSCO			2	2		.00	.00	.00
TERRABNCA SCSNO			2	1	1	100.00	.00	.00
BOLLA CHIANTI4P			2	1	1	100.00	.00	.00
CONTMSSI CLS RS			2	2	2	100.00	.00	.00
BORGO VNCNZO RS			2	2	2	100.00	.00	.00
VILLA CFGGO CLS			-1	56	-55	-98.21	.00	.06
SOPRANOS			-1	35	-34	-97.14	.00	.04
TIZIANO CLS GLD			-1	17	-16	-94.12	.00	.02
STELLINA DI NOT			-1	16	-15	-93.75	.00	.02
IL PIAGGIONE RS			-1	16	-15	-93.75	.00	.02
FONDNA D'IT CLS			-1	9	-8	-88.89	.00	.01
ANTRI PSSGNO RS			-1	6	-5	-83.33	.00	.01
PANZANELLO CLSC			-1	5	-4	-80.00	.00	.01
VOLPAIA CLASSCO			-1	2	-1	-50.00	.00	.00
CSTILO D AMA CL			-1	2	-1	-50.00	.00	.00
FRSCBDI MNTSODI			-1	2	-1	-50.00	.00	.00
TOMAILO RSV FMG			-1	2	-1	-50.00	.00	.00
MONSANTO IL PGG			-1	1	1	100.00	.00	.00
CSTLO MLTO RIS			-1	1	1	100.00	.00	.00
VILLA NOZLE CLS			-1	1	1	100.00	.00	.00
NITTARDI CLSSCO			-1	1	1	100.00	.00	.00
PICCINI STRAW			1		1	100.00	.00	.00
RICASOLI CLSSCO				127	-127	-100.00	.00	.14
COLLAZZI BASTNI				94	-94	-100.00	.00	.10
NZZLE RS L FRRA				89	-89	-100.00	.00	.10
FATTORIA LUCGNA				48	-48	-100.00	.00	.05
MY COUSIN VINO				29	-29	-100.00	.00	.03
VILLA MANGICANE				26	-26	-100.00	.00	.03
BUCA STRAW				26	-26	-100.00	.00	.03
FATTORIA DEL CRR				24	-24	-100.00	.00	.03
PICCINI SUPRIOR				20	-20	-100.00	.00	.02
TERRE DI BO RSV				14	-14	-100.00	.00	.02
BADIA CLSCO RIS				10	-10	-100.00	.00	.01
GAGLIOLE RB CLS				10	-10	-100.00	.00	.01
ORIGIN				9	-9	-100.00	.00	.01
FARNETELLA CLLI				8	-8	-100.00	.00	.01
A MANO DOCG				5	-5	-100.00	.00	.01
LEONARDINI				3	-3	-100.00	.00	.00
FRESCOBALDI				3	-3	-100.00	.00	.00
TOSCOLO CLASSCO				3	-3	-100.00	.00	.00
FATTORIA BSC RS				2	-2	-100.00	.00	.00
CLEMENTE VII CL				2	-2	-100.00	.00	.00
VICCHMGGO S JCP				2	-2	-100.00	.00	.00
ALTA CLASSE				1	-1	-100.00	.00	.00
FELSINA VN SNT0				1	-1	-100.00	.00	.00
SAN JACOPO VCCH				1	-1	-100.00	.00	.00
ROC DM ALFONZO				1	-1	-100.00	.00	.00
L'OCA CIUCA				1	-1	-100.00	.00	.00
SOPRANOS CLSC				1	-1	-100.00	.00	.00
SELVPNA VN SNT0				1	-1	-100.00	.00	.00
SAN LEONINO RES				1	-1	-100.00	.00	.00
VALIANO CLSC RS				1	-1	-100.00	.00	.00
GBBANO CL RS OR				1	-1	-100.00	.00	.00
POGGIO DEL SASS				1	-1	-100.00	.00	.00
L'OCA CIUCA RIS				1	-1	-100.00	.00	.00
DELLATORI				1	-1	-100.00	.00	.00
GINI				1	-1	-100.00	.00	.00
DIEVOLE CLASSCO				1	-1	-100.00	.00	.00
PLACIDO CLS RES				1	-1	-100.00	.00	.00
CAST MNSTRO LUN				1	-1	-100.00	.00	.00

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

ALL STATES-1/1/12 - 09/30/12

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
TOTAL ITL CHIANTI			88831	90808	-1977	-2.18		
ITL LAMBRUSCO								
RIUNITE LMBRSCO			98560	108139	-9579	-8.86	92.40	92.45
RIUNITE WHITE			6212	6914	-702	-10.15	5.82	5.91
CELLA LAMBRUSCO			1377	1529	-152	-9.94	1.29	1.31
CA DE MEDICI			271	328	-57	-17.38	.25	.28
CAVICCHL 1928			176		176	100.00	.16	.00
LE GROTTE REGG			25		25	100.00	.02	.00
VLA CORLO SRBRA			19	18	1	5.56	.02	.02
CANEI LAMBRUSCO			16	30	-14	-46.67	.01	.03
CAVICCHL ROBNRO			7		7	100.00	.01	.00
LE GROTTE BIANC			5		5	100.00	.00	.00
VLA CORLO CRLTO			3	2	1	50.00	.00	.00
ED HARDY LMBRSC			1	12	-11	-91.67	.00	.01
TOTAL ITL LAMBRUSCO			106672	116972	-10300	-8.81		
ITL PIN GRIGO								
CAVIT PN GRIGIO			130852	131290	-438	-.33	32.11	32.57
BELLA SERA			47712	53814	-6102	-11.34	11.71	13.35
ECCO DOMANI B L			28940	24208	4732	19.55	7.10	6.00
MEZZACORONA			23830	23907	-77	-.32	5.85	5.93
FOLONARI			18082	21045	-2963	-14.08	4.44	5.22
SNTA MRGHTA VAL			15239	13512	1727	12.78	3.74	3.35
BOLLA PN GRIGIO			11884	12120	-236	-1.95	2.92	3.01
RUFFINO LUMINA			10313	5573	4740	85.05	2.53	1.38
CUPCAKE TRENTO			9704	5223	4481	85.79	2.38	1.30
WALNUT CR P GRG			8608	10115	-1507	-14.90	2.11	2.51
MORASSUTTI			6637	10837	-4200	-38.76	1.63	2.69
PLACIDO PRM SEL			6463	7500	-1037	-13.83	1.59	1.86
VOGA			5905	6604	-699	-10.58	1.45	1.64
VILLA SORONO			4671	5414	-743	-13.72	1.15	1.34
CITRA PINOT GRI			4018	5208	-1190	-22.85	.99	1.29
FONTANA CANDIDA			3894	4901	-1007	-20.55	.96	1.22
DA VINCI VENEZI			3885	2996	889	29.67	.95	.74
S ANGELO PN GRG			3565	3159	406	12.85	.87	.78
KRIS ALTO ADIGE			3265	2616	649	24.81	.80	.65
PRNCPTO PN GRIG			3204	632	2572	406.96	.79	.16
GABBIANO			2573	2399	174	7.25	.63	.60
KRIS DLLA VENZI			2175	1948	227	11.65	.53	.48
VILLA MARCHESE			1914	541	1373	253.79	.47	.13
DANZANTE			1704	2267	-563	-24.83	.42	.56
RIFF VENEZIE			1682	1136	546	48.06	.41	.28
A MANO			1663	1731	-68	-3.93	.41	.43
CANTNA ZCCGNINI			1561	322	1239	384.78	.38	.08
SPASSO			1501	1192	309	25.92	.37	.30
RUFFINO			1464	2726	-1262	-46.29	.36	.68
POZZI SICILIA			1358	1008	350	34.72	.33	.25
CAPOSALDO			1323	951	372	39.12	.32	.24
BARONE FINI			1298	1022	276	27.01	.32	.25
SANTI			1085	762	323	42.39	.27	.19
BOTTEGA VIN PG			1073	1495	-422	-28.23	.26	.37
ZITA			1046		1046	100.00	.26	.00
ZENATO			1010	969	41	4.23	.25	.24
ALTA LUNA TRENT			985	373	612	164.08	.24	.09
MASO CANALI			972	1612	-640	-39.70	.24	.40
VILLA CORNARO			968	801	167	20.85	.24	.20
BLACK BX VNEZIE			888	651	237	36.41	.22	.16
SAN GIORGIO			867	948	-81	-8.54	.21	.24
DUE TORRI			854	889	-35	-3.94	.21	.22
ECCO DOMANI W L			850	777	73	9.40	.21	.19
DRAGANI T CHIET			834	486	348	71.60	.20	.12
ALBOLA			820	862	-42	-4.87	.20	.21
CASA LILIANA GD			755	602	153	25.42	.19	.15
CANDONI			753	776	-23	-2.96	.18	.19
BENVOLIO FRIULI			713	353	360	101.98	.17	.09
ANGELINI VENETO			640	610	30	4.92	.16	.15
CAMPANILE			613	586	27	4.61	.15	.15
SIEMA			601	127	474	373.23	.15	.03
LAGARIA			590	545	45	8.26	.14	.14
RAMONA SINGER			589	26	563	2165.38	.14	.01
LAGARIA VENEZIE			568	580	-12	-2.07	.14	.14
BELMONDO			567	550	17	3.09	.14	.14
LAGEDER			555	168	387	230.36	.14	.04
BOTA BOX VENZIE			521	434	87	20.05	.13	.11
BARTENURA			497	423	74	17.49	.12	.10
STELLA			494	348	146	41.95	.12	.09
CA/MNTNI ARSTCT			473	536	-63	-11.75	.12	.13
FINI VALDADIGE			447	290	157	54.14	.11	.07
CASALINI			439	74	365	493.24	.11	.02
CIELO			417	251	166	66.14	.10	.06
ITALO CESCON			410	45	365	811.11	.10	.01
SANTI APOSTOLI			407	413	-6	-1.45	.10	.10
PRIMATERRA			393	259	134	51.74	.10	.06
BOLLINI PN GRIG			392	473	-81	-17.12	.10	.12
PIGHIN			368	897	-529	-58.97	.09	.22
VOLPE ROSSA			358	470	-112	-23.83	.09	.12
LULU B. PNT GRG			331	323	8	2.48	.08	.08
SARTORI FAMILY			331	311	20	6.43	.08	.08
CANDONI ORGANIC			321	278	43	15.47	.08	.07
ZONIN WNMK P GR			317		317	100.00	.08	.00
TIAMO VENETO			304	324	-20	-6.17	.07	.08

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
VILLA VENTO			293	616	-323	-52.44	.07	.15
VILLAGGIO			269	125	144	115.20	.07	.03
TFNBRNR DL VNZ			250	248	2	.81	.06	.06
LA BASTARDA			239	279	-40	-14.34	.06	.07
VLLA CALAPPIANO			233	297	-64	-21.55	.06	.07
BUSA DA LELE			233	22	211	959.09	.06	.01
KRIS ARTIST CUV			225	162	63	38.89	.06	.04
LA FIERA VENTO			223		223	100.00	.05	.00
D'AQUINO VNEZIE			220		220	100.00	.05	.00
KIRKLN D SG FRUL			204	202	2	.99	.05	.05
ESPERTO			188	218	-30	-13.76	.05	.05
PALMADINA			182	157	25	15.92	.04	.04
ANSEMI			178	127	51	40.16	.04	.03
WILHELM W PRNDO			174	48	126	262.50	.04	.01
CANALETTO WNMKR			168	278	-110	-39.57	.04	.07
COLLEZIONE			167	54	113	209.26	.04	.01
TOMMASI LE RSSE			165	135	30	22.22	.04	.03
SARTORI PN GRGO			151	155	-4	-2.58	.04	.04
ARALDICA ANCORA			148	20	128	640.00	.04	.00
SAN GIUSEPPE			143	1298	-1155	-88.98	.04	.32
MAISN NCLAS RES			143	153	-10	-6.54	.04	.04
TOMAILO			140	164	-24	-14.63	.03	.04
STIVAL			139	190	-51	-26.84	.03	.05
CONTI BERETTA			139	139		.00	.03	.03
TORRESILLA P GRG			135	143	-8	-5.59	.03	.04
BORTLUZZI VENEZ			133	161	-28	-17.39	.03	.04
CASTLLNI PN GRG			125	134	-9	-6.72	.03	.03
SYDNEY ANN VRNA			123	118	5	4.24	.03	.03
BEL VENTO			122	153	-31	-20.26	.03	.04
VILLA JAIME			122	75	47	62.67	.03	.02
SAN ROCCO			119	181	-62	-34.25	.03	.04
TORRE DI LUNA			119	73	46	63.01	.03	.02
MUSARAGNO			115	113	2	1.77	.03	.03
BISANZIO SICILY			112	114	-2	-1.75	.03	.03
BERTANI VELANTI			112		112	100.00	.03	.00
FOLONARI BIB DV			110	71	39	54.93	.03	.02
CANTINA GABRIEL			107	145	-38	-26.21	.03	.04
ORSINO PN GRG			104	55	49	89.09	.03	.01
90+CLR LOT 42			103		103	100.00	.03	.00
MONTEBLDO GRNG			98	77	21	27.27	.02	.02
CORTENOVA VENTO			97	140	-43	-30.71	.02	.03
VILLA COSTA			94	37	57	154.05	.02	.01
CIAO!			94		94	100.00	.02	.00
TAVOLO MTTTO PNG			93	12	81	675.00	.02	.00
ANNALISA			93		93	100.00	.02	.00
CANTRITI ALFERI			91	104	-13	-12.50	.02	.03
GIOVELLO			90	124	-34	-27.42	.02	.03
SI ITALIA			90		90	100.00	.02	.00
VILLA DONNA VNZ			89	16	73	456.25	.02	.00
BORGO MDDLNA VZ			84	14	70	500.00	.02	.00
ALTANUTA			82	99	-17	-17.17	.02	.02
VIA VNTO CORONA			81	43	38	88.37	.02	.01
LA TUNELLA P GR			80	613	-533	-86.95	.02	.15
DOUBLE BLIND			77		77	100.00	.02	.00
TIZIANO			76	51	25	49.02	.02	.01
BELLA ITALIA			75	278	-203	-73.02	.02	.07
SAN CIPRIANO			73	45	28	62.22	.02	.01
CANTRUTTI GRAVE			72	107	-35	-32.71	.02	.03
AFFRESCHI			70	90	-20	-22.22	.02	.02
DANESE			67	177	-110	-62.15	.02	.04
BELLA CHRISTINA			63	110	-47	-42.73	.02	.03
STESSO			62		62	100.00	.02	.00
FELLUGA LIVIO			59	72	-13	-18.06	.01	.02
VILLA FRATTINA			57	47	10	21.28	.01	.01
KALTERN CALDARO			56		56	100.00	.01	.00
CASAL THAUERO			55	80	-25	-31.25	.01	.02
LERIME			55	10	45	450.00	.01	.00
BRUNELLESKO			55	5	50	1000.00	.01	.00
JERMANN PNT GRG			54	37	17	45.95	.01	.01
TRE FILI ORGNIC			52	13	39	300.00	.01	.00
STELLINA DI NOT			51	93	-42	-45.16	.01	.02
CORTE GIARA			51	8	43	537.50	.01	.00
CONTADINO			51		51	100.00	.01	.00
LASORDA			47	48	-1	-2.08	.01	.01
TXT CL LMAO PNG			47		47	100.00	.01	.00
REDWOOD CREEK			46	928	-882	-95.04	.01	.23
CONTADINO VIVCL			45		45	100.00	.01	.00
GABRIELE			44	20	24	120.00	.01	.00
MONTASOLO VENTO			42	101	-59	-58.42	.01	.03
BARONCINI			40	10	30	300.00	.01	.00
VILLA BORGHETTI			38		38	100.00	.01	.00
BOLLINI RESERVE			37	36	1	2.78	.01	.01
RITRATTI			36	26	10	38.46	.01	.01
SAN MARTINO			36		36	100.00	.01	.00
MARINI DEL VNTO			33	40	-7	-17.50	.01	.01
ZONIN VENEZIE			33	3	30	1000.00	.01	.00
MASO POLI			33	2	31	1550.00	.01	.00
CORTE PTR A VNTO			29	44	-15	-34.09	.01	.01
SAN VALENTINO			29	29		.00	.01	.01
IL CAVALIERE			29	25	3	11.54	.01	.01
BERTANI DUE VUE			28	50	-22	-44.00	.01	.01
ATTEMS			28	47	-19	-40.43	.01	.01
OGGI			28		28	100.00	.01	.00

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

ALL STATES-1/1/12 - 09/30/12

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
SANTA MARIA			27	64	-37	-57.81	.01	.02
FONTANA D'ITALA			26	78	-52	-66.67	.01	.02
DI LENARDO			25	36	-11	-30.56	.01	.01
SWEET BITCH VNT			24	39	-15	-38.46	.01	.01
PERLAGE VENETO			23	26	-3	-11.54	.01	.01
CONTE BRND PN G			22	18	4	22.22	.01	.00
CORTENOVA VENZE			21		21	100.00	.01	.00
COLLAVINI ORGNC			19	80	-61	-76.25	.00	.02
IL DONATO			18	8	10	125.00	.00	.00
VOLERE BG PURSE			18		18	100.00	.00	.00
TERRAZZO			15		15	100.00	.00	.00
RISATA			15		15	100.00	.00	.00
CIRCA			15		15	100.00	.00	.00
LA DONNA VENETO			14	581	-567	-97.59	.00	.14
VILLA BORGO			13	19	-6	-31.58	.00	.00
GIA RUSSA			12	44	-32	-72.73	.00	.01
CONCILIO MVS			12	14	-2	-14.29	.00	.00
FORMENTINI			12		12	100.00	.00	.00
SALVALAI DL VNZ			11	34	-23	-67.65	.00	.01
VANILLA VINE			10	55	-45	-81.82	.00	.01
SOPRANOS PROVIN			10	53	-43	-81.13	.00	.01
CASA DE LUCA			10	27	-17	-62.96	.00	.01
SAN GIUSEPPE RS			10	3	7	233.33	.00	.00
MARCATO			10		10	100.00	.00	.00
ANTRI SNTA CRIS			9	201	-192	-95.52	.00	.05
CADONINI PN GRG			9	31	-22	-70.97	.00	.01
SAN MICHELE			9		9	100.00	.00	.00
ZEMMER			8	50	-42	-84.00	.00	.01
DELLA SCALA			8	14	-6	-42.86	.00	.00
DAVID ALESSNDRO			8	13	-5	-38.46	.00	.00
ORIGIN PN GRGIO			7	39	-32	-82.05	.00	.01
LIVON			7	7		100.00	.00	.00
SAXOPHONE			7		7	100.00	.00	.00
ANTERRA			6	64	-58	-90.63	.00	.02
CONTI D'ARCO			6	11	-5	-45.45	.00	.00
SUTTER HOME VNZ			6		6	100.00	.00	.00
TOLLOY			6		6	100.00	.00	.00
MANDRAROSSA			6		6	100.00	.00	.00
ISOLA D'ORO			5	24	-19	-79.17	.00	.01
TENUTA ANNA ART			5	12	-7	-58.33	.00	.00
ASTORIA			5		5	100.00	.00	.00
COLTERENZIO			5		5	100.00	.00	.00
MOLETTO			4	1	3	300.00	.00	.00
BRAIDE GRANDE			4		4	100.00	.00	.00
SOLEMAR VENEZIE			3	112	-109	-97.32	.00	.03
CA'DONINI			3	25	-22	-88.00	.00	.01
SNTA MRGHTA ALT			3	3		100.00	.00	.00
TRE FRATELLI			3		3	100.00	.00	.00
STEMMARI			3		3	100.00	.00	.00
ABBZIA NOVACEL			3		3	100.00	.00	.00
CARLETTO			3		3	100.00	.00	.00
PIGHIN COLLIO			2	5	-3	-60.00	.00	.00
LUCCIO PROVINC			2	4	-2	-50.00	.00	.00
BRANKO COLLIO			2		2	100.00	.00	.00
TENUTA POLVARO			2		2	100.00	.00	.00
EZ			2		2	100.00	.00	.00
LUNA LNA PREM			1	187	-186	-99.47	.00	.05
BIVIO DEL VENEZ			1	59	-58	-98.31	.00	.01
MY COUSIN VINO			1	56	-55	-98.21	.00	.01
ED HARDY			1	31	-30	-96.77	.00	.01
POZZI PINOT GRI			1	9	-8	-88.89	.00	.00
TERLANO			1	4	-3	-75.00	.00	.00
ST MICHAEL-EPPN			1	1		100.00	.00	.00
TRAMIN DOC			1	1		100.00	.00	.00
MAREGA			1	1		100.00	.00	.00
BRUMAIO ORGANIC			1		1	100.00	.00	.00
CANTINA TRAMIN			1		1	100.00	.00	.00
CIPRESSI UMBRIA			1		1	100.00	.00	.00
CANTINA DI ROSA				302	-302	-100.00	.00	.07
NANDO ISONZO				209	-209	-100.00	.00	.05
SWEET THING				146	-146	-100.00	.00	.04
ALTO MINCIO				76	-76	-100.00	.00	.02
BISO PIN GRIGIO				38	-38	-100.00	.00	.01
LUMO				10	-10	-100.00	.00	.00
ALVERDI				10	-10	-100.00	.00	.00
ANGEL JUICE				10	-10	-100.00	.00	.00
MEZZACRONA RSVA				10	-10	-100.00	.00	.00
TFNBRNNR ALT AD				8	-8	-100.00	.00	.00
TERRA COTTA				7	-7	-100.00	.00	.00
CHARMNG LE VNZE				7	-7	-100.00	.00	.00
GALLO TV PRO PV				5	-5	-100.00	.00	.00
FOLONARI PINK				4	-4	-100.00	.00	.00
ANDRIANO ALT AD				3	-3	-100.00	.00	.00
BLACK OAK VENTO				3	-3	-100.00	.00	.00
FLOURISH				2	-2	-100.00	.00	.00
DELLATORI				2	-2	-100.00	.00	.00
KETTMEIR PN GRG				2	-2	-100.00	.00	.00
LAMBERTI				2	-2	-100.00	.00	.00
BLACK ELK VENTO				2	-2	-100.00	.00	.00
CORMONS FRIULT				2	-2	-100.00	.00	.00
DONNA CHRISTINA				2	-2	-100.00	.00	.00
FELLUGA MARCO				1	-1	-100.00	.00	.00
SOPRANOS FRIULI				1	-1	-100.00	.00	.00

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

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ALL STATES-1/1/12 - 09/30/12

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
SCHIOPETTO COLL				1	-1	-100.00	.00	.00
TOTAL ITL PIN GRIGO			407458	403158	4300	1.07		
ITL RSTO/BLSH								
PRNCPTO BLUSH			7473	8523	-1050	-12.32	55.93	65.92
CSTLO PGG RSATO			2889	1455	1434	98.56	21.62	11.25
RIUNITE ROSATO			994	916	78	8.52	7.44	7.08
PRNCPTO ROSATO			943	1179	-236	-20.02	7.06	9.12
PORTA VITA RSTO			367		367	100.00	2.75	.00
FALESCO VIT RSE			122	6	116	1933.33	.91	.05
MASCRLLI RSE AB			106	190	-84	-44.21	.79	1.47
SANTI INFN ROSE			98	15	83	553.33	.73	.12
HRM REX-GOL WZ			84		84	100.00	.63	.00
BASTIANCH ROSTO			64	2	62	3100.00	.48	.02
BALDUCCI ROSATO			40		40	100.00	.30	.00
ANGELINI ROSATO			34	4	30	750.00	.25	.03
DOMODIMONTI PIC			34		34	100.00	.25	.00
VOLERE PK PURSE			20		20	100.00	.15	.00
CANEI ROSE			17	51	-34	-66.67	.13	.39
TASCA ALM ROSE			15	7	8	114.29	.11	.05
CANTN ZC CERASL			15		15	100.00	.11	.00
PLANETA ROSE			12		12	100.00	.09	.00
VLE REALE CRSL			9		9	100.00	.07	.00
BELLA BLA P MSC			7		7	100.00	.05	.00
INCANTO RABOSO			7		7	100.00	.05	.00
BIBI GRATZ ROSE			4		4	100.00	.03	.00
CENTINE ROSE			2	5	-3	-60.00	.01	.04
PRIGE ALTNA RST			2	1	1	100.00	.01	.01
LIBRANDI CRO RS			2		2	100.00	.01	.00
PRNCPTO PNT GRG			1	553	-552	-99.82	.01	4.28
BARTNURA RYL 18				10	-10	-100.00	.00	.08
FALESCO ROSATO				9	-9	-100.00	.00	.07
LUNA LNA PINK				3	-3	-100.00	.00	.02
TOTAL ITL RSTO/BLSH			13361	12929	432	3.34		
ITL SOAVE								
FOLNRI SOAVE WT			1496	1909	-413	-21.63	42.61	44.69
BOLLA SOAVE WHI			1235	1235		.00	35.18	28.91
SI ITALIA WHITE			406	538	-132	-24.54	11.56	12.59
PIEROPAN CLSSCO			88	404	-316	-78.22	2.51	9.46
ANSEMI SOAVE			65	63	2	3.17	1.85	1.47
SANTI MNTFRT CL			54	25	29	116.00	1.54	.59
IL POGGIO			44		44	100.00	1.25	.00
ALLEGRI VENTO			32		32	100.00	.91	.00
LA CAPPUCCINA			32		32	100.00	.91	.00
BOLLA CL 883 SL			15		15	100.00	.43	.00
A MANO			9	26	-17	-65.38	.26	.61
BERETTA CLASSIC			9		9	100.00	.26	.00
CORTE GIARA PGS			8	9	-1	-11.11	.23	.21
SUAVIA CLASSIC			7	24	-17	-70.83	.20	.56
ALLEGRI CLSCO			6	17	-11	-64.71	.17	.40
INAMA VIN CLSSC			3	2	1	50.00	.09	.05
PIEROPN V CLVRN			2	5	-3	-60.00	.06	.12
STRELE				15	-15	-100.00	.00	.35
TOTAL ITL SOAVE			3511	4272	-761	-17.81		
ITL VLPLCELLA								
BOLLA VALPLCLA			10082	10659	-577	-5.41	65.74	68.74
FOLNRI VALPLCEL			1726	2244	-518	-23.08	11.25	14.47
ZENATO CLASSICO			605	634	-29	-4.57	3.94	4.09
ZENATO RIPASSO			572	102	470	460.78	3.73	.66
BERTANI SECCO			423	472	-49	-10.38	2.76	3.04
SANTI SOLANE			362	147	215	146.26	2.36	.95
ALLEGRI			336	120	216	180.00	2.19	.77
TEDESCHI CAPTEL			230	274	-44	-16.06	1.50	1.77
TOMMASI RAFAEL			195	202	-7	-3.47	1.27	1.30
NICOLIS CLASSIC			124	160	-36	-22.50	.81	1.03
RIGHETTI AMRNE			72	68	4	5.88	.47	.44
ALLEGRI CLSCO			68	87	-19	-21.84	.44	.56
NICOLS SEC RPSO			54	39	15	38.46	.35	.25
CESARI CLASSICO			42		42	100.00	.27	.00
RIGHETTI			36	35	1	2.86	.23	.23
ALLEGRI VALPL			35		35	100.00	.23	.00
TENUTA SNT AMRN			30	19	11	57.89	.20	.12
CORTE GRA RPSSA			29		29	100.00	.19	.00
BERTANI AMARONE			25	8	17	212.50	.16	.05
BOLLA RPSO CLSC			23		23	100.00	.15	.00
NICOLIS CLS AMR			23		23	100.00	.15	.00
LENOTTI VLPLCLA			22	7	15	214.29	.14	.05
BERTANI			21	65	-44	-67.69	.14	.42
BERTANI ARVEDI			20	9	11	122.22	.13	.06
CESARI AMARONE			19	13	6	46.15	.12	.08
ZENI AMARONE			18	26	-8	-30.77	.12	.17
ZENATO AMARONE			13	21	-8	-38.10	.08	.14
LE SALETTE CLSC			13	21	-8	-38.10	.08	.14
SANTI AMRN DELA			13		13	100.00	.08	.00
BRUNELLESCO			12	3	9	300.00	.08	.02
VILLA BL RIPASSO			12		12	100.00	.08	.00
REMO FRNO RPSO			12		12	100.00	.08	.00
TUTELA			9		9	100.00	.06	.00

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
PASQUA AMARONE			8		8	100.00	.05	.00
PASQUA RIPASSO			7		7	100.00	.05	.00
TOMMASI RIPASSO			6	6		.00	.04	.04
FAMIGLIA PSQ AM			6	5	1	20.00	.04	.03
BUSSOLO LAITO			6		6	100.00	.04	.00
ZENATO SUPRIOR			6		6	100.00	.04	.00
CAMPAGNOLA AMRN			5	7	-2	-28.57	.03	.05
LE TOBELE RPSSO			3	11	-8	-72.73	.02	.07
SANTI PROEMIO			3		3	100.00	.02	.00
CESARI SP BOSAN			3		3	100.00	.02	.00
L RAGOSE AMR DL			2	9	-7	-77.78	.01	.06
OPICI DRY RED			1	8	-7	-87.50	.01	.05
SPERI RIPSO VAL			1	3	-2	-66.67	.01	.02
SPERI AMARONE			1			.00	.01	.01
SARTORI VLPCLLA			1	1	1	100.00	.01	.00
ALLEGRIINI AMRNE			1		1	100.00	.01	.00
BERTANI VLA NVR				10	-10	-100.00	.00	.06
BARTENURA				6	-6	-100.00	.00	.04
LAMBERTI RIPASO				4	-4	-100.00	.00	.03
VILLALTA CLSSCO				2	-2	-100.00	.00	.01
TOTAL ITL VLPLCELLA			15336	15507	-171	-1.10		
ITALIAN OTHER								
ELMO PIO MOSCTO			38789	38974	-185	-.47	9.78	10.41
CAVIT PINOT NOR			30540	33125	-2585	-7.80	7.70	8.85
ROSCATO RSO DLC			12111	2015	10096	501.04	3.05	.54
RIUNTE D'OR MOS			11368	6612	4756	71.93	2.87	1.77
CSTILLO PG PAVIA			11063	14932	-3869	-25.91	2.79	3.99
RIUNITE BLK MRL			10557	10721	-164	-1.53	2.66	2.86
CAVIT RIESLING			10546	10455	91	.87	2.66	2.79
CAVIT MERLOT			8078	8788	-710	-8.08	2.04	2.35
BOLLA MERLOT			7151	6167	984	15.96	1.80	1.65
CITRA MONTELPUL			7000	7856	-856	-10.90	1.76	2.10
PRNCPTO VLD RSO			6279	6949	-670	-9.64	1.58	1.86
BELLA SERA MSCT			6082	4592	1490	32.45	1.53	1.23
BELLA SERA P NR			6074	7158	-1084	-15.14	1.53	1.91
CAVIT CHARDONNY			5481	5206	275	5.28	1.38	1.39
CANTNA ZAC MONT			5326	7459	-2133	-28.60	1.34	1.99
BOLLA PINOT NOR			5023	4002	1021	25.51	1.27	1.07
RIUNITE RASPBRY			4827	4664	163	3.49	1.22	1.25
CAVIT CABERNET			4376	3838	538	14.02	1.10	1.03
PRNCPTO PN G/CH			4086	2733	1353	49.51	1.03	.73
E DOMANI MRL BL			4049	4216	-167	-3.96	1.02	1.13
PIO SWEET RED			4047		4047	100.00	1.02	.00
BOLLA SANGIOVSE			3791	3486	305	8.75	.96	.93
BOLLA CAB SAUV			3632	2911	721	24.77	.92	.78
LUNA CHR/GRIGIO			3547	5749	-2202	-38.30	.89	1.54
RUFF ORVIEO CL			3312	3300	12	.36	.83	.88
CUPCAKE MSC AST			3288	211	3077	1458.29	.83	.06
BELLA SERA MRLT			3213	4688	-1475	-31.46	.81	1.25
CITRA TREBBIANO			3097	3777	-680	-18.00	.78	1.01
FNTA CNDA FRSCCT			3014	3173	-159	-5.01	.76	.85
CENTINE RED			2847	2752	95	3.45	.72	.74
CAVIT COLL MSCT			2843	1336	1507	112.80	.72	.36
ANTRI SNTA CRIS			2832	2960	-128	-4.32	.71	.79
TISDALE PN PDV			2751	4457	-1706	-38.28	.69	1.19
BOLLA CHARDONNY			2611	2264	347	15.33	.66	.60
IONIS GOCCE MRL			2545		2545	100.00	.64	.00
OPICI RED BRBRN			2458	2692	-234	-8.69	.62	.72
BARTNRA MSC AST			2355	2182	173	7.93	.59	.58
PRNCPTO ROSSO			2339	2441	-102	-4.18	.59	.65
CASARSA GRG/BLC			2298	2465	-167	-6.77	.58	.66
DRAGNI MONT ABZ			2253	2706	-453	-16.74	.57	.72
IONIS GOCCE SLC			2208		2208	100.00	.56	.00
ALASIA MSCT AST			2137	2049	88	4.29	.54	.55
E DOMANI MOSCTO			2076		2076	100.00	.52	.00
GAVIA PRINCPSSA			1966	1767	199	11.26	.50	.47
FOLNRI PN N VNZ			1961	1881	80	4.25	.49	.50
PRIMA AMORE MSC			1923	259	1664	642.47	.48	.07
VLLA SRNO PN NR			1896	2710	-814	-30.04	.48	.72
STEMMARI NERO			1846	1834	12	.65	.47	.49
COL SASO SNG/CB			1794	1460	334	22.88	.45	.39
ANTRI VLLA TSCN			1754	1714	40	2.33	.44	.46
VILLA CORN PRSC			1728	1003	725	72.28	.44	.27
L SCOLCA GV BLK			1674	172	1502	873.26	.42	.05
E DOMANI PNT NR			1470	1308	162	12.39	.37	.35
MONT ANTCO RSO			1378	1305	73	5.59	.35	.35
CARPNTD DGJL RD			1306	1465	-159	-10.85	.33	.39
CARPNTD DGGJOLD			1253	1247	6	.48	.32	.33
IL BSTRDO SNGVS			1213	1567	-354	-22.59	.31	.42
RUFFINO AZIANO			1184	1137	47	4.13	.30	.30
LEOPOLDO D'ECHO			1171		1171	100.00	.30	.00
CORVO RED			1169	1284	-115	-8.96	.29	.34
MSTBDNO AGL CMP			1151	154	997	647.40	.29	.04
ARGIOLAS ROSSO			1147		1147	100.00	.29	.00
POZZI NRO D AVL			1143	857	286	33.37	.29	.23
MEZZACRONA PN N			1109	1263	-154	-12.19	.28	.34
MSCRLLI MNTPLCN			1097	945	152	16.08	.28	.25
MAST CAMPOFORN			1038	976	62	6.35	.26	.26
FUSO BRBRA RSSO			1012		1012	100.00	.26	.00
ZITA MONTEPULCN			1011		1011	100.00	.25	.00
VITALONGA ELCNE			1009	12	997	8308.33	.25	.00

NABCA CASE SALES ANALYSIS

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
RCCA DEL SAS SG			997	920	77	8.37	.25	.25
NINFA RIPANI OF			987		987	100.00	.25	.00
CAPSTRNO MNT AB			974	879	95	10.81	.25	.23
VLA S VLNTNO SG			971		971	100.00	.24	.00
M NEGRI MSC AST			955	1439	-484	-33.63	.24	.38
A MANO PRIMITVO			934	1110	-176	-15.86	.24	.30
FOLNRI MNTPLCNO			929		929	100.00	.23	.00
FRSCBDI RMLE RD			926	233	693	297.42	.23	.06
TERRANA NIC MNT			887		887	100.00	.22	.00
BLACK TOWER MSC			883	6	877	*****	.22	.00
UMBRTO FRE MSCT			810	1948	-1138	-58.42	.20	.52
TURLO SALVIANO			796	4	792	*****	.20	.00
LAYER CAKE ZINF			794	681	113	16.59	.20	.18
FRSCBDI TINTA CS			793		793	100.00	.20	.00
CARPNTD DGGJL WH			743	830	-87	-10.48	.19	.22
CAVIT CAB SAUV			738	826	-88	-10.65	.19	.22
DI MAJO SNGVESE			738	672	66	9.82	.19	.18
LUCCIO MSC ASTI			727	612	115	18.79	.19	.16
MOVENDO RIESLNG			709	263	446	169.58	.18	.07
VALOROSO TSC RD			700	20	680	3400.00	.18	.01
CELLI SANG RMGN			700		700	100.00	.18	.00
ENRICO MOSCATO			698		698	100.00	.18	.00
ZONA PECRNO CHT			688		688	100.00	.17	.00
BOLLA RIESLING			685	1231	-546	-44.35	.17	.33
PIETRITTA VRNCI			683	645	38	5.89	.17	.17
CAVALIERE MSCT			682		682	100.00	.17	.00
CSTLLO PGGO MSC			681	1045	-364	-34.83	.17	.28
ROC DM CAMPOMCN			666		666	100.00	.17	.00
AZIENDA SB RSSO			663		663	100.00	.17	.00
GALLO FAM TV PN			657	602	55	9.14	.17	.16
MOVENDO MOSCATO			653	1420	-767	-54.01	.16	.38
SAN FELO MORELL			651		651	100.00	.16	.00
VOGA MOSCATO			643	405	238	58.77	.16	.11
CHIARLO BRB AST			630	796	-166	-20.85	.16	.21
MOMMY TO GAR/PG			628	695	-67	-9.64	.16	.19
LUNA LNA MRL/CB			616	1570	-954	-60.76	.16	.42
POZZI CAB SAUV			613	496	117	23.59	.15	.13
ZONIN PRM A MSC			610	94	516	548.94	.15	.03
CASTLLNI BIAGIO			607	614	-7	-1.14	.15	.16
ZONA TREBBIANO			604		604	100.00	.15	.00
CITRA SANGIOVES			602	1030	-428	-41.55	.15	.28
CANDONI MSC ITL			597	702	-105	-14.96	.15	.19
FALESCO VTNO UM			590	636	-46	-7.23	.15	.17
MANDRSSA NERO			590	619	-29	-4.68	.15	.17
COLOSI RSSO SCL			589	474	115	24.26	.15	.13
CESARI SNGV RMG			588	530	58	10.94	.15	.14
ROCCA D SNT AVL			587	4	583	*****	.15	.00
PULEO SYRAH			580		580	100.00	.15	.00
M ANTCD S LUCIA			574	635	-61	-9.61	.14	.17
BERTANI DUE UVE			573	854	-281	-32.90	.14	.23
FOLONARI MOSCAT			567	647	-80	-12.36	.14	.17
ALGRNI PLZO TRR			548	456	92	20.18	.14	.12
FTTRA MGLNO MRL			548	6	542	9033.33	.14	.00
RUFFINO IL DCAL			534	665	-131	-19.70	.13	.18
MRTNI RSSI MSCT			528	238	290	121.85	.13	.06
SAN LRNZO MNTPL			525	576	-51	-8.85	.13	.15
VLLA SRNO RSLNG			522	410	112	27.32	.13	.11
BELGUARDO SERRT			485	31	454	1464.52	.12	.01
CITRA PN NOIR			483	374	109	29.14	.12	.10
CECCHI BNZ SNGV			471	388	83	21.39	.12	.10
VALOROSO TSC WH			454	19	435	2289.47	.11	.01
ZISOLA NERO			454	11	443	4027.27	.11	.00
ENTREE RED			453	542	-89	-16.42	.11	.14
E DOMANI CHD/PG			450	1932	-1482	-76.71	.11	.52
CASARSA MERLOT			449	526	-77	-14.64	.11	.14
BATASIOLO MOSCT			445	367	78	21.25	.11	.10
ASSOLUTO PRMTVO			444		444	100.00	.11	.00
SETTESL 7 SN CH			444		444	100.00	.11	.00
LERIME PN G/CHR			442	836	-394	-47.13	.11	.22
ASSOLUTO NEGMRO			438		438	100.00	.11	.00
PLCDO PM SL SNG			433	520	-87	-16.73	.11	.14
MASSI MANDR VER			433		433	100.00	.11	.00
CASARSA CHRDNNY			429	499	-70	-14.03	.11	.13
GRITTA DL SOL PD			427		427	100.00	.11	.00
PIO CSR BRB ALB			423	378	45	11.90	.11	.10
CASARSA CAB SAV			420	627	-207	-33.01	.11	.17
MACULAN PIN&TOI			417	268	149	55.60	.11	.07
FOLONARI RSLNG			415	463	-48	-10.37	.10	.12
TAVERNELLO ROSS			415	179	236	131.84	.10	.05
CASARSA PIN NOR			409	431	-22	-5.10	.10	.12
SIEMA CHARDONNY			405	73	332	454.79	.10	.02
MASI MASIANCO			397	480	-83	-17.29	.10	.13
SNTA MRGHTA MRL			394	418	-24	-5.74	.10	.11
CAVIT PN GRG/PN			391	5595	-5204	-93.01	.10	1.49
STA MRG CHR ORT			384	542	-158	-29.15	.10	.14
LE STOPPIE VRMT			382		382	100.00	.10	.00
PORTA VITA RSSO			381		381	100.00	.10	.00
SIEMA CAB SAV			378	70	308	440.00	.10	.02
BOLLA AMARONE			377	339	38	11.21	.10	.09
FRANSE MNT ABRZ			373	320	53	16.56	.09	.09
ADSSO CGNA RMGN			372	368	4	1.09	.09	.10
RIUNITE SWT RED			368		368	100.00	.09	.00
CSTLO MNC LIANT			365	289	76	26.30	.09	.08

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
STEMMARI PN NR			363	441	-78	-17.69	.09	.12
GOOSEBUMP VELVT			356		356	100.00	.09	.00
CENTINE WHITE			354	404	-50	-12.38	.09	.11
TENUTO D PIA CR			340		340	100.00	.09	.00
TURNG LF PN RES			331	538	-207	-38.48	.08	.14
CITRA CHARDONY			316	348	-32	-9.20	.08	.09
RIUNITE SWT WHT			315		315	100.00	.08	.00
CESARI M RIPSSO			314	299	15	5.02	.08	.08
FEUDO ARNCO P N			311	468	-157	-33.55	.08	.13
ENTREE WHITE			311	325	-14	-4.31	.08	.09
C B RSSO D MONT			311	231	80	34.63	.08	.06
RIGATONI PUGLIA			300	353	-53	-15.01	.08	.09
BRICCO RILLA AS			298	436	-138	-31.65	.08	.12
SARACCO MOSCATO			296	283	13	4.59	.07	.08
MONTI GDI PCRNO			280		280	100.00	.07	.00
BISANZIO MNT AB			279	291	-12	-4.12	.07	.08
COLOSI NRO D'AV			278	253	25	9.88	.07	.07
DNNAFUGATA SDR			264	282	-18	-6.38	.07	.08
BELMONDO PNT NR			263	207	56	27.05	.07	.06
BIGI ORVTO AML			263	175	88	50.29	.07	.05
FOLONARI BIB DV			262	130	132	101.54	.07	.03
SELA&MOSC CNNON			261	1034	-773	-74.76	.07	.28
CSTLLO BRUN MNT			261	271	-10	-3.69	.07	.07
PIO CESARE DOLC			261	251	10	3.98	.07	.07
CITRA MERLOT			253	370	-117	-31.62	.06	.10
ROCCA D SNT AGL			239	534	-295	-55.24	.06	.14
ROCCA D SNT GRC			237		237	100.00	.06	.00
CANTELE PRM SLN			236	146	90	61.64	.06	.04
ANTRI ORV CLSCO			221	354	-133	-37.57	.06	.09
MARCH BRLO BRLO			217	282	-65	-23.05	.05	.08
MIONETTO SFT WH			217	221	-4	-1.81	.05	.06
LA QUERCLNA IST			214		214	100.00	.05	.00
CANDONI ORG MRL			212	217	-5	-2.30	.05	.06
MASSI MANDR SCN			212		212	100.00	.05	.00
LA FIERA MNT AB			209	34	175	514.71	.05	.01
FNTFDA BRB BRIC			201	174	27	15.52	.05	.05
CANDONI PN NOIR			201	155	46	29.68	.05	.04
C GABRIELE MSCT			200	297	-97	-32.66	.05	.08
FRSCBLDI GCONDO			198	13	185	1423.08	.05	.00
CARPNTD BRUNLLO			193		193	100.00	.05	.00
TRVGLNI GATTNRA			192	212	-20	-9.43	.05	.06
MASI AMRONE CLS			190	215	-25	-11.63	.05	.06
CAPARZO SANGVSE			187	224	-37	-16.52	.05	.06
CANEI WHITE			186	206	-20	-9.71	.05	.06
LI VELLI PASSMNT			184		184	100.00	.05	.00
PIO CSR MOSCATO			183	219	-36	-16.44	.05	.06
CASARSA CAB/MLT			181	217	-36	-16.59	.05	.06
DE CANAL MNT AZ			180	224	-44	-19.64	.05	.06
LA CARRAIA QVTO			179	166	13	7.83	.05	.04
POPPIANO VIOGNER			178		178	100.00	.04	.00
CUSUMANO D'AVLA			177	250	-73	-29.20	.04	.07
DUE TORRI P NR			176	309	-133	-43.04	.04	.08
SIEMA MERLOT			176	51	125	245.10	.04	.01
CORTESE BRB RBJ			176	3	173	5766.67	.04	.00
MEZZACRONA MRLT			175	217	-42	-19.35	.04	.06
VALLE REALE V N			172	133	39	29.32	.04	.04
MEZZACRONA CHR			169	153	16	10.46	.04	.04
ANGELINI PN NR			166	192	-26	-13.54	.04	.05
FALNGHNA SNNO W			164	862	-698	-80.97	.04	.23
MONTEFIORE MSCT			164		164	100.00	.04	.00
RIUNITE LANCLTA			162	258	-96	-37.21	.04	.07
MSCRLLI TRB ABZ			162	148	14	9.46	.04	.04
CANTELE SLC RES			161	105	56	53.33	.04	.03
TORMRSC NEPRICA			160	124	36	29.03	.04	.03
ANTNRI SC CAMPG			158	39	119	305.13	.04	.01
DUE TORRI MERLT			157	263	-106	-40.30	.04	.07
GIOVELLO PROSCO			157	195	-38	-19.49	.04	.05
VLA CLPPNO ABRZ			157	171	-14	-8.19	.04	.05
KRIS PN NR PVA			156	96	60	62.50	.04	.03
CHIARLO NVL MSC			155	144	11	7.64	.04	.04
TERRBNCA CMPCCO			154	58	96	165.52	.04	.02
FARNESE MNTPLCN			154	56	98	175.00	.04	.01
BELMONDO MERLOT			153	250	-97	-38.80	.04	.07
ITALO PTJ MNTPL			153	125	28	22.40	.04	.03
DAMILANO NEB AB			153	69	84	121.74	.04	.02
PRIMATERRA PMTV			151	131	20	15.27	.04	.03
CARPNTD DGJL RS			150		150	100.00	.04	.00
FALESCO TELLUS			150		150	100.00	.04	.00
CSTLO MNC PLUNA			149	141	8	5.67	.04	.04
DEL CERRO VN NB			145	110	35	31.82	.04	.03
VLA CALPPNO P N			142	218	-76	-34.86	.04	.06
CASTELVERO BARB			142	60	82	136.67	.04	.02
COLLAZZI TOSCA			142	49	93	189.80	.04	.01
VIGNETI MSA MNL			141		141	100.00	.04	.00
LA CARRAIA SNGV			139	188	-49	-26.06	.04	.05
CAVALIERE SGVNS			139	8	131	1637.50	.04	.00
CASA LILANA MRL			138	214	-76	-35.51	.03	.06
MANDRSSA FIANO			137	254	-117	-46.06	.03	.07
MONTE D'EGL SNG			137	196	-59	-30.10	.03	.05
MARCH RUVFI BRB			137	71	66	92.96	.03	.02
RUFFNO FONT SOL			133	230	-97	-42.17	.03	.06
AIA VECCHIA LGN			130		96	282.35	.03	.01
ZORZON C FRIULN			130	34	130	100.00	.03	.00

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
CAPARZO BRN MNT			128	79	49	62.03	.03	.02
RCCA FRSSINELLO			127	705	-578	-81.99	.03	.19
VILLA VENTO PNR			127	330	-203	-61.52	.03	.09
CIAOI VINO RSSO			127		127	100.00	.03	.00
MOMMY TO R PRMT			126	176	-50	-28.41	.03	.05
PLANETA SEGRETA			126	111	15	13.51	.03	.03
S MARTINO ROSSO			126		126	100.00	.03	.00
P LG LEOPOLDINI			123		123	100.00	.03	.00
PRODTTRI BRB BR			121	115	6	5.22	.03	.03
ATTREZZI MOSCTO			120		120	100.00	.03	.00
RATTI PAT MNFRT			119	8	111	1387.50	.03	.00
MONTE D'EGL PNR			116	16	100	625.00	.03	.00
RISATA MSCT AST			114	79	35	44.30	.03	.02
ARGIOLAS COS VM			109	121	-12	-9.92	.03	.03
C GABRIELE MONT			109	115	-6	-5.22	.03	.03
CATALDI MONT AB			109	105	4	3.81	.03	.03
ANGIOLETTA			108	148	-40	-27.03	.03	.04
BOTTARO RED			108		108	100.00	.03	.00
TOMMSI PGG TUFO			106	143	-37	-25.87	.03	.04
BRNI ELSA CB/SG			106	14	92	657.14	.03	.00
COLZIONE MNT AB			106	2	104	5200.00	.03	.00
PIO CESARE BRLO			102	109	-7	-6.42	.03	.03
ACQUESE MSC AST			102	76	26	34.21	.03	.02
LAGEDER CHARDNY			102	25	77	308.00	.03	.01
TERRA ALIGI TAT			101	73	28	38.36	.03	.02
CARPNTO SILANO			101	24	77	320.83	.03	.01
CASA LILANA CHR			100	197	-97	-49.24	.03	.05
GODE'LL ROSSO			100	129	-29	-22.48	.03	.03
MONTEBALDO CAB			100	105	-5	-4.76	.03	.03
C D'ORCA BRN MN			100	57	43	75.44	.03	.02
TRRDORA DI PAOL			100		100	100.00	.03	.00
FALESCO ROSSO			99	276	-177	-64.13	.02	.07
FALESCO MERLOT			99	134	-35	-26.12	.02	.04
PRIMATERRA P NR			99	73	26	35.62	.02	.02
CONTI BRNDLN TR			98	4	94	2350.00	.02	.00
VLA DNA ORVIETO			98		98	100.00	.02	.00
FALESCO SNG UMB			96	166	-70	-42.17	.02	.04
MI AMORE CAGNIN			95	155	-60	-38.71	.02	.04
KRIS PN NR D VZ			95	79	16	20.25	.02	.02
DAMILANO BR LEC			94	98	-4	-4.08	.02	.03
LUNAE VERMNTINO			93	55	38	69.09	.02	.01
C GABRIELE DOLC			93	14	79	564.29	.02	.00
TAVOLO MTTO CHR			93	12	81	675.00	.02	.00
RUFFINO MOS AST			92		92	100.00	.02	.00
NZZLE CHR L BRN			90	89	1	1.12	.02	.02
TRRDORA FALANGH			90		90	100.00	.02	.00
D CSTRS MNA RSO			89	62	27	43.55	.02	.02
TAVOLO MTTO RSO			89	12	77	641.67	.02	.00
VLLA PLLO BORGO			88	397	-309	-77.83	.02	.11
LUNA PN GRG/BNC			87	468	-381	-81.41	.02	.13
ANTRI MARCHESE			86	87	-1	-1.15	.02	.02
STELLA MNT ABRZ			86	13	73	561.54	.02	.00
PURATO NERO AVO			86		86	100.00	.02	.00
TOLLOY SAV BLNC			85	126	-41	-32.54	.02	.03
ANTRI TGNANELLO			84	76	8	10.53	.02	.02
BARTENURA MLVSA			83	108	-25	-23.15	.02	.03
EINAUDI DOL DOG			83	25	58	232.00	.02	.01
LA MAIALINA			83		83	100.00	.02	.00
GOOSEBUMP ROSSO			83		83	100.00	.02	.00
GABBIANO MSCT			82		82	100.00	.02	.00
SELA&MOSC VRMNT			81	583	-502	-86.11	.02	.16
ARGIOLAS PEDERA			81	48	33	68.75	.02	.01
VIBERTI B PADRE			81	42	39	92.86	.02	.01
COLLZIONE SNGVS			81	3	78	2600.00	.02	.00
GALLO F MSC PUG			81		81	100.00	.02	.00
PRNCPTO PN PAVA			80	89	-9	-10.11	.02	.02
F ARANCIO CHARD			80	78	2	2.56	.02	.02
F SANNITI FLGHN			80		80	100.00	.02	.00
MONTASOLO MERLT			79	101	-22	-21.78	.02	.03
MONTEBLDO CHARD			78	54	24	44.44	.02	.01
VIETTI PRBC NBO			78	48	30	62.50	.02	.01
MSCRLLI MNT ABZ			78	33	45	136.36	.02	.01
SOLDERA BRN MNT			78		78	100.00	.02	.00
EPICURO AGLNCO			78		78	100.00	.02	.00
ZENATO LUGANA			77	116	-39	-33.62	.02	.03
PRUNOTTO FIULOT			77	86	-9	-10.47	.02	.02
STELLA MERLOT			77	43	34	79.07	.02	.01
SENSI ROSSO			77		77	100.00	.02	.00
CASALONE ROSSO			77		77	100.00	.02	.00
MONTEVETRANO RD			76	47	29	61.70	.02	.01
ALTA CLSSE D'AB			75	98	-23	-23.47	.02	.03
AVGNSI RSO TSCN			73	169	-96	-56.80	.02	.05
ALTSINO RSO ALT			73	38	35	92.11	.02	.01
FNTFDA DOL BRIC			73		73	100.00	.02	.00
ANTINORI PEPPLI			71	70	1	1.43	.02	.02
MACULN MOS DNDL			71	1	70	7000.00	.02	.00
CANDONI MERLOT			70	96	-26	-27.08	.02	.03
VLA DNA MNTPLNO			70	42	28	66.67	.02	.01
VOGA QTTRQ MRLT			68	518	-450	-86.87	.02	.14
FONTRTOLI SIEPI			68	218	-150	-68.81	.02	.06
NEIRNO PITL AST			68	186	-118	-63.44	.02	.05
BRANCAIA TRE			67	90	-23	-25.56	.02	.02
F ARANCIO GRLLLO			67	67		.00	.02	.02

NABCA CASE SALES ANALYSIS

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
MOTTURA NEGRMRO			67		67	100.00	.02	.00
DA VINCI SNGVSE			66	27	39	144.44	.02	.01
PLANETA SGRT BL			65	145	-80	-55.17	.02	.04
E DOMANI MRL WL			65	72	-7	-9.72	.02	.02
MATANE PRIMITIVO			65	66	-1	-1.52	.02	.02
LA BRSCA VN NBL			65	20	45	225.00	.02	.01
SCAGLOLA MT BAR			64	62	2	3.23	.02	.02
FEUDI FALANGHNA			63	71	-8	-11.27	.02	.02
TRENTARTE ROSSO			63		63	100.00	.02	.00
REGALE ROSSO			62	567	-505	-89.07	.02	.15
S QUIRICO VRNCCA			62	61	1	1.64	.02	.02
CANTELE CHD SLN			62	36	26	72.22	.02	.01
F SANNITI AGLNC			62		62	100.00	.02	.00
MEZZ MSCTO TRNT			60	100	-40	-40.00	.02	.03
RUFFINO LIBAIO			60	56	4	7.14	.02	.01
FRACCHIA V CSRZ			60	9	51	566.67	.02	.00
ATTREZZI BARBRA			60		60	100.00	.02	.00
TERUZZI VRNCCIA			59	159	-100	-62.89	.01	.04
ALTADONNA NERO			59	24	35	145.83	.01	.01
PIO CSR CRTS GV			58	54	4	7.41	.01	.01
REGLGLI D'ALMRT			58		58	100.00	.01	.00
TAURINO SAL SLN			57	73	-16	-21.92	.01	.02
BEVIAMO MSC AST			57	23	34	147.83	.01	.01
IL POG BRUN MNT			56	485	-429	-88.45	.01	.13
ZONIN RC MSC PG			56	37	19	51.35	.01	.01
AIRES MNTPL ABZ			56	33	23	69.70	.01	.01
CLS PECCI B MNT			56		56	100.00	.01	.00
ARGIOLAS COS CN			56		56	100.00	.01	.00
BRUNLLSCO P BNC			56		56	100.00	.01	.00
CASTILLO BELNERO			55	32	23	71.88	.01	.01
LNA LNA MOSCATO			55	22	33	150.00	.01	.01
TRVGLNI GTT TRE			55	8	47	587.50	.01	.00
HJ RED			54	61	-7	-11.48	.01	.02
LA MOZZA I PERZ			54	16	38	237.50	.01	.00
90+CLLRS LOT 57			54		54	100.00	.01	.00
CANTN ZC MNT GF			54		54	100.00	.01	.00
ROCCAMENA ROSSO			54		54	100.00	.01	.00
DAMILANO BRB AS			54		54	100.00	.01	.00
OPICT TSCNO STW			53	103	-50	-48.54	.01	.03
MARNCO MOS ASTI			53	48	5	10.42	.01	.01
FEUDI CAMPANARO			53	1	52	5200.00	.01	.00
CARPNTO SPLVRNO			53		53	100.00	.01	.00
FNTA CND FR5 SP			52	75	-23	-30.67	.01	.02
STEMMARI SYRAH			52	36	16	44.44	.01	.01
V CERRINA MN AB			52		52	100.00	.01	.00
BELMONDO MOSCTO			52		52	100.00	.01	.00
RIZZI BRBSCO RS			51	142	-91	-64.08	.01	.04
STEMMARI GRILLO			50	349	-299	-85.67	.01	.09
CANALITTO PN NR			50	96	-46	-47.92	.01	.03
LUCENTE LA VITE			50	49	1	2.04	.01	.01
PRODTTRI BRB NB			49	57	-8	-14.04	.01	.02
CIELO PNOT NOIR			49		49	100.00	.01	.00
TRRDORA GRECO			49		49	100.00	.01	.00
TORRE MIGLRI MT			48	41	7	17.07	.01	.01
CA MARCND4 PRMS			48	40	8	20.00	.01	.01
SAN POLO RUBIO			48	19	29	152.63	.01	.01
MARZNO AB BARB			47	46	1	2.17	.01	.01
MNTEPRZO FR5CTI			47		47	100.00	.01	.00
CHINTI PHNTM GR			47		47	100.00	.01	.00
TASCA ALM LAMUR			46	97	-51	-52.58	.01	.03
FONTRTLI BDIOLA			46	43	3	6.98	.01	.01
ALTADONNA SNGVS			46		46	100.00	.01	.00
RUFFINO MODUS			45	128	-83	-64.84	.01	.03
VLLA PARINI MNT			45		45	100.00	.01	.00
MEZZACRONA MSCT			44	185	-141	-76.22	.01	.05
AVGNSI VN NOBLE			44	78	-34	-43.59	.01	.02
MORGNTN N D'AVL			44	61	-17	-27.87	.01	.02
UMBRTO CSR MOMA			44	45	-1	-2.22	.01	.01
CORTE GIARA CHR			44	13	31	238.46	.01	.00
POGGIO ANM SANG			44		44	100.00	.01	.00
LUNA SNGVSE/MRL			43	299	-256	-85.62	.01	.08
DADS DY OFF PNT			43	83	-40	-48.19	.01	.02
FEUDI ALB MN AB			43	24	19	79.17	.01	.01
CARPNTO VN NOBL			43	2	41	2050.00	.01	.00
BASTNCH SAU BLC			42	57	-15	-26.32	.01	.02
TORMRSCA CHRDNV			42	37	5	13.51	.01	.01
CASTLLO CUM LDE			42	31	11	35.48	.01	.01
QUERCETO TSN RD			42	16	26	162.50	.01	.00
BARBERA DA VINE			42		42	100.00	.01	.00
PLZIANO RSO MNT			41	70	-29	-41.43	.01	.02
GRONO CLVNO VNM			41	8	33	412.50	.01	.00
PAOLO LEO SALCE			41		41	100.00	.01	.00
FABRINI CHARDNV			40		40	100.00	.01	.00
MORASSUTTI MRLT			39	3499	-3460	-98.89	.01	.93
BIGI EST EST			39	210	-171	-81.43	.01	.06
CANTINA TABBRNO			39	25	14	56.00	.01	.01
CANTINA MOT SAS			39	25	14	56.00	.01	.01
MANERO ROSSO			39		39	100.00	.01	.00
BASTANCH FRULNO			38	59	-21	-35.59	.01	.02
QUTTRO MANI MNT			38	10	28	280.00	.01	.00
TRRDORA AGLNICO			38	2	36	1800.00	.01	.00
RICOSSA GAVI			38		38	100.00	.01	.00
FALESCO EST EST			37	52	-15	-28.85	.01	.01

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
VAL DL RSE LTRL			37	22	15	68.18	.01	.01
CAST MNSTRO SNG			37	19	18	94.74	.01	.01
RICOSSA MSC AST			37	6	31	516.67	.01	.00
VLLA SILVIA SNG			37		37	100.00	.01	.00
TENUTA ST PONTI			36	21	15	71.43	.01	.01
CHIARLO ORM AST			36	9	27	300.00	.01	.00
L'ARDI DLC D'AQ			36	3	33	1100.00	.01	.00
BISGLA AGL TRR			35	60	-25	-41.67	.01	.02
GALARDI TRR LVR			35	60	-25	-41.67	.01	.02
RIENZI 60 40			35	60	-25	-41.67	.01	.02
BLA CHST GRG/CH			35	22	13	59.09	.01	.01
TENUTA SG GUIDA			35	16	19	118.75	.01	.00
PID CESARE ALTR			35	3	32	1066.67	.01	.00
STELLA SANGVESE			35		35	100.00	.01	.00
VILLA CORN CHRD			34	83	-49	-59.04	.01	.02
BORGO STAJ MLBC			34	40	-6	-15.00	.01	.01
DNNAFUGATA ANTH			34	39	-5	-12.82	.01	.01
CESARI AMARONE			34	37	-3	-8.11	.01	.01
CAPANNA BRN MNT			34	11	23	209.09	.01	.00
PONTE DMA V VRD			34		34	100.00	.01	.00
BOLLA MOSCATO			34		34	100.00	.01	.00
BRNCAIA TRE RSO			33	66	-33	-50.00	.01	.02
CENTINE BIANCO			33	45	-12	-26.67	.01	.01
CANTINA DBV NOB			33		33	100.00	.01	.00
FNTFDA BRL SRLN			33		33	100.00	.01	.00
BRANDINI BARBRA			33		33	100.00	.01	.00
BIBI GRIZ ROSSO			33		33	100.00	.01	.00
MONTI GDI ABRUZ			33		33	100.00	.01	.00
NEIRANO BRCH AQ			32	58	-26	-44.83	.01	.02
CRITTO ARNS BLNG			32	32		100.00	.01	.01
ALTSINO RSO MNT			32	25	7	28.00	.01	.01
ORNELLAIA			32	23	9	39.13	.01	.01
VEGLO MCHLNO MC			32	16	16	100.00	.01	.00
ARCHEO RUGERO			32		32	100.00	.01	.00
KRIS HEART RSSO			32		32	100.00	.01	.00
TORMRSCA CB/NGM			31	518	-487	-94.02	.01	.14
SASSICAIA			31	28	3	10.71	.01	.01
VIETTI BRB T VG			31	16	15	93.75	.01	.00
VIETTI BRB ASTI			31		31	100.00	.01	.00
L FRINA RSO MNT			31		31	100.00	.01	.00
TXT CL OMG CHRD			31		31	100.00	.01	.00
CANEI PEACH			30	86	-56	-65.12	.01	.02
LA BRSCA SABZIO			30	42	-12	-28.57	.01	.01
GELISI A SANGUE			30	35	-5	-14.29	.01	.01
ENRICO SAN MONT			30	21	9	42.86	.01	.01
CASTELLO EXCLUS			30	17	13	76.47	.01	.00
PICCO PINOT GRG			30		30	100.00	.01	.00
EPIURO NERO AV			30		30	100.00	.01	.00
CONTE BRND MERL			29	446	-417	-93.50	.01	.12
MARCH BRLO ALBA			29	33	-4	-12.12	.01	.01
ANTRI BRMTO CHD			29	14	15	107.14	.01	.00
FEUDI GRECO PRM			29		29	100.00	.01	.00
LE MACCHIOLE RS			29		29	100.00	.01	.00
ALTSINO BRN MNT			28	337	-309	-91.69	.01	.09
MIRABLE NRO AVL			28	62	-34	-54.84	.01	.02
CITRA CAB SAUV			28	57	-29	-50.88	.01	.02
BOTTEGA VN P NR			28	31	-3	-9.68	.01	.01
PID CSR NEBBOLO			28	31	-3	-9.68	.01	.01
CONTI BRT PN NR			28	31	-3	-9.68	.01	.01
MNSNTO CLSS RIS			28	26	2	7.69	.01	.01
PRNTTO DLC D'AB			28	7	21	300.00	.01	.00
C GABRIELE CHRD			28	5	23	460.00	.01	.00
ALTA LUNA PN NR			28	1	27	2700.00	.01	.00
FNTNFRDA GAVI			28		28	100.00	.01	.00
VILLA SONIA			28		28	100.00	.01	.00
SARTORI AMARONE			27	35	-8	-22.86	.01	.01
BOLLINI MERLOT			27	32	-5	-15.63	.01	.01
CMPO A M BLGHRI			27	9	18	200.00	.01	.00
ARGIOLAS SELGAS			27	3	24	800.00	.01	.00
CHIARLO GVI MRN			27	2	25	1250.00	.01	.00
ROCCALTA SANGVS			27		27	100.00	.01	.00
RICOSSA BAR AST			27		27	100.00	.01	.00
NINO NGRI INFNO			27		27	100.00	.01	.00
DNNAFUGATA MLE			27		27	100.00	.01	.00
SANTI MOSCATO			27		27	100.00	.01	.00
VLLA SILVIA ABZ			27		27	100.00	.01	.00
EPIURO PUGLIA			27		27	100.00	.01	.00
BTTRO RSO TSCNO			27		27	100.00	.01	.00
ANGELINI MOSCTO			27		27	100.00	.01	.00
SELVANOVA AGLNC			26	93	-67	-72.04	.01	.02
GAVIA P PERLANT			26	51	-25	-49.02	.01	.01
HJ WHITE			26	21	5	23.81	.01	.01
CALDORA MONT AB			26	18	8	44.44	.01	.00
PIAZZO CHARDONY			26		26	100.00	.01	.00
TOMMOLO MNT ABZ			26		26	100.00	.01	.00
FEUDI SERPICO			25	106	-81	-76.42	.01	.03
MSTRBRDNO LC WH			25	70	-45	-64.29	.01	.02
RASHI MOSC ASTI			25	50	-25	-50.00	.01	.01
PLCDO PM SL MNT			25	27	-2	-7.41	.01	.01
BIGI ORV VNDMMA			25	25		100.00	.01	.01
RUFFNO LDLA NVA			25	25		100.00	.01	.01
VLA SOPTA TRRLG			25	14	11	78.57	.01	.00
MONTICELLO DOLE			25		25	100.00	.01	.00

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

ALL STATES-1/1/12 - 09/30/12

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
MONTEBLDO MERLT			25		25	100.00	.01	.00
ZONIN TJ PRSCCO			25		25	100.00	.01	.00
MANCHRA BRN MNT			24	163	-139	-85.28	.01	.04
PAITIN BRB SRA			24	79	-55	-69.62	.01	.02
BORGO VNZO TSCN			24	78	-54	-69.23	.01	.02
RCCA DEL SNGVSE			24	55	-31	-56.36	.01	.01
FOLONARI PNT NR			24	53	-29	-54.72	.01	.01
CASTELVERO CRTS			24	46	-22	-47.83	.01	.01
SNTA MRGHTA CAB			24	32	-8	-25.00	.01	.01
PIO CSR BRBRSCO			24	26	-2	-7.69	.01	.01
SARTRLLI VRDCHO			24	13	11	84.62	.01	.00
C GABRIELE CAB			24	5	19	380.00	.01	.00
VOLERE RD PURSE			24		24	100.00	.01	.00
LICIA ALBARINO			23	102	-79	-77.45	.01	.03
KRIS HEART MRLT			23	95	-73	-76.04	.01	.03
VALLE RL MNT AB			23	83	-60	-72.29	.01	.02
BIGI VIPRA ROSSO			23	67	-44	-65.67	.01	.02
TORMRSCA TORCDA			23	40	-17	-42.50	.01	.01
ARGIANO ROSSO			23	22	1	4.55	.01	.01
FALESCO WHITE			23	17	6	35.29	.01	.00
ALGRNI LA GROLA			23	15	8	53.33	.01	.00
COLLGT CLLM MT			23	10	13	130.00	.01	.00
NINO NGRI QUADR			23	2	21	1050.00	.01	.00
V CERRINA CH/PG			23		23	100.00	.01	.00
DE FORVILLE DOL			23		23	100.00	.01	.00
TAVERNELLO SANG			23		23	100.00	.01	.00
SARTORI PN NOIR			22	335	-313	-93.43	.01	.09
CASABEL MNT'ARQ			22	67	-45	-67.16	.01	.02
FEUDI GRECO TUF			22	39	-17	-43.59	.01	.01
CASAL THULRO MN			22	36	-14	-38.89	.01	.01
FEUDI S MRZ PRM			22	34	-12	-35.29	.01	.01
GAJA COSTA RUSS			22	34	-12	-35.29	.01	.01
ALSSNDRA BRB AL			22	27	-5	-18.52	.01	.01
ANIMA UMB ROSSO			22	20	2	10.00	.01	.01
MARINI CAB SAUV			22	15	7	46.67	.01	.00
VILLA CORN CBNT			22	13	9	69.23	.01	.00
ANTRI GUADO TSO			22	11	11	100.00	.01	.00
TENUTA ORNL SRR			22	10	12	120.00	.01	.00
PERTNACE BARBRA			22	10	12	120.00	.01	.00
LUNAE MEA ROSA			22	10	12	120.00	.01	.00
VLLA ARCENO PRM			21	42	-21	-50.00	.01	.01
LA VILLA MNT AB			21	39	-18	-46.15	.01	.01
BATASIOLO GV GV			21	33	-12	-36.36	.01	.01
TERRE NRO D AVL			21	32	-11	-34.38	.01	.01
ANGLNI MRL MTLO			21	26	-5	-19.23	.01	.01
CPPLLNI VRRZZNO			21	25	-4	-16.00	.01	.01
TOMMASI AMARONE			21	11	10	90.91	.01	.00
FALESCO ASSISI			21	3	18	600.00	.01	.00
TORLASCO MSC AS			21	3	18	600.00	.01	.00
VLA CARLO GIACO			21		21	100.00	.01	.00
D'AQUINO SANGVS			21		21	100.00	.01	.00
MARINI MERLOT			20	41	-21	-51.22	.01	.01
BARTNRA MSC PIE			20	30	-10	-33.33	.01	.01
MARINI CHARDNNY			20	30	-10	-33.33	.01	.01
PRUNOTTO BAROLO			20	19	1	5.26	.01	.01
BORGO VNZO MONT			20	10	10	100.00	.01	.00
CASTELLO SUMMUS			20	6	14	233.33	.01	.00
BIGI VPRA BIANC			20	5	15	300.00	.01	.00
ROCCA BAR BRICO			20	4	16	400.00	.01	.00
ARGIANO NON CFD			20	4	16	400.00	.01	.00
ANGLNI SNG PSRS			20	3	17	566.67	.01	.00
ZONIN RC MSC VN			20	2	18	900.00	.01	.00
QUTTRO MANI BAR			20		20	100.00	.01	.00
ISIS NERO D'AVO			20		20	100.00	.01	.00
COLLZIONE PN NR			19	138	-119	-86.23	.00	.04
BEL PGGO VERDCH			19	44	-25	-56.82	.00	.01
GAJA SORI TILDN			19	29	-10	-34.48	.00	.01
CSTLO MNC MARU			19	24	-5	-20.83	.00	.01
ANTRI PN DL VIG			19	24	-5	-20.83	.00	.01
TAURINO NTRPNRO			19	23	-4	-17.39	.00	.01
TOLA GRLLLO SCLA			19	21	-2	-9.52	.00	.01
GAVI GAVI FIGIN			19	19		.00	.00	.01
RASHI JOYVIN RD			19	16	3	18.75	.00	.00
SCAGLOLA CHD CV			19	5	14	280.00	.00	.00
VILA DNA BRB MF			19	5	14	280.00	.00	.00
CHIARLO BARBSCO			19	2	17	850.00	.00	.00
DE STEFANI TAI			19	1	18	1800.00	.00	.00
ZONA MONT D'ABZ			19		19	100.00	.00	.00
VIBERTI DL BARB			19		19	100.00	.00	.00
LODALI MOSCATO			19		19	100.00	.00	.00
SELA&MOSC TERRE			18	2676	-2658	-99.33	.00	.71
GAJA SORI LRNZO			18	33	-15	-45.45	.00	.01
MUSARAGNO MALBC			18	31	-13	-41.94	.00	.01
VILLA SPRNA GVI			18	28	-10	-35.71	.00	.01
PIO CSR ARNEIS			18	24	-6	-25.00	.00	.01
IL POG SANGIOVS			18	15	3	20.00	.00	.00
PALZZO MNT VLPO			18	8	10	125.00	.00	.00
C GABRIELE MRLT			18	6	12	200.00	.00	.00
PETROLO GALTRNA			18		18	100.00	.00	.00
PLZIANO LSH MLN			18		18	100.00	.00	.00
TOMMASI MERLOT			18		18	100.00	.00	.00
GROSJEAN PN NR			18		18	100.00	.00	.00
PCCNI SASSO PGO			17	2310	-2293	-99.26	.00	.62

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

ALL STATES-1/1/12 - 09/30/12

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
PLZIANO VNO NBL			17	393	-376	-95.67	.00	.10
FNTA CND TD GRF			17	64	-47	-73.44	.00	.02
FALSCO MRL UMBR			17	39	-22	-56.41	.00	.01
LAGARIA CHARDNY			17	27	-10	-37.04	.00	.01
PLANETA CHARDNY			17	25	-8	-32.00	.00	.01
C GABRIELE SANG			17	17		.00	.00	.00
CHIARLO BRL TOR			17	15	2	13.33	.00	.00
ANGLNI TUTTBENE			17	8	9	112.50	.00	.00
PLANETA COMETA			17	8	9	112.50	.00	.00
BIANCHI SAV BLC			17	7	10	142.86	.00	.00
CPRZO RSSO TSCN			17	17	17	100.00	.00	.00
LA BRSCA BRAMSL			17	17	17	100.00	.00	.00
GRIFONE RED			17	17	17	100.00	.00	.00
EPICURO SL SLTN			17	17	17	100.00	.00	.00
NARDI BRNLO MNT			16	121	-105	-86.78	.00	.03
LECHTLR TEROLD			16	47	-31	-65.96	.00	.01
LUCE DELLA VITE			16	45	-29	-64.44	.00	.01
PGO SGHR MRLNNO			16	36	-20	-55.56	.00	.01
CALDORA SANGVSE			16	28	-12	-42.86	.00	.01
RCCA MNTMSI FAC			16	24	-8	-33.33	.00	.01
PGGO TSRO SDRIA			16	18	-2	-11.11	.00	.00
QTTRQ MNI TH KA			16	9	7	77.78	.00	.00
BERTANI UVE RSO			16	1	15	1500.00	.00	.00
PCCLMNI ROS MNT			16	1	16	100.00	.00	.00
FANTI BRNL MNTL			16	1	16	100.00	.00	.00
DE FORVL PIEMNT			16	1	16	100.00	.00	.00
GELISI A MOSCTO			15	73	-58	-79.45	.00	.02
RDC DM RUBIZZO			15	57	-42	-73.68	.00	.02
MSTRBDNO MORBNC			15	51	-36	-70.59	.00	.01
FEUDI RUBRATO			15	48	-33	-68.75	.00	.01
GIRBLDI BARBAR			15	45	-30	-66.67	.00	.01
L FRANCESCA MRL			15	15		.00	.00	.00
LIBRANDI CRITNE			15	11	4	36.36	.00	.00
RBULI VLDBBDNE			15	7	8	114.29	.00	.00
VIETTI BRL CSTG			15	6	9	150.00	.00	.00
CANTRUTTI TOCAI			15	2	13	650.00	.00	.00
GABRIELE SANGVS			15	1	14	1400.00	.00	.00
LA SPNTTA NERO			15	1	15	100.00	.00	.00
ROCCA LGH ROSSO			15	1	15	100.00	.00	.00
ANTRI SCALABRON			15	1	15	100.00	.00	.00
ARMENTO TREB AB			15	1	15	100.00	.00	.00
FANTNL PG B TES			15	1	15	100.00	.00	.00
CSTLO D REG RSO			15	1	15	100.00	.00	.00
VIBERTI BAR SUP			15	1	15	100.00	.00	.00
CPRZO RSSO MONT			14	110	-96	-87.27	.00	.03
UMBRTO CSR CILLE			14	36	-22	-61.11	.00	.01
C D'ORCA ROS MO			14	30	-16	-53.33	.00	.01
LA BRSCA ST PIA			14	24	-10	-41.67	.00	.01
SCAGLOLA GIOCOF			14	20	-6	-30.00	.00	.01
CASTLLNI SMVITE			14	19	-5	-26.32	.00	.01
S ANSTIA NR AV			14	16	-2	-12.50	.00	.00
S GIUSEPPE MRLT			14	13	1	7.69	.00	.00
BISO ROSSO			14	13	1	7.69	.00	.00
PRNTTO MOM MNFR			14	6	8	133.33	.00	.00
FARNSE SANGIOVS			14	5	9	180.00	.00	.00
SETTE PNT ORENO			14	4	10	250.00	.00	.00
ANTNRI BRUCIATO			14	3	11	366.67	.00	.00
MSTRBRDNO LC RD			14	3	11	366.67	.00	.00
TRRDORA GR TUFO			14	3	11	366.67	.00	.00
MOLETTO PROSCCO			14	1	13	1300.00	.00	.00
ZINGARI			14	1	14	100.00	.00	.00
BISSON BG PASTN			14	1	14	100.00	.00	.00
BROVIA BAROLO			14	1	14	100.00	.00	.00
MAJLCA ABRZ RED			14	1	14	100.00	.00	.00
LA TORRE ROSSO			14	1	14	100.00	.00	.00
FEUDO MC RENOTO			14	1	14	100.00	.00	.00
TRRE DORA FIANO			14	1	14	100.00	.00	.00
CIGLIUTI DOLCTO			14	1	14	100.00	.00	.00
ROCCA D SNT FAL			14	1	14	100.00	.00	.00
FONTNA D'IT MRL			13	43	-30	-69.77	.00	.01
FEUDI FIANO AVL			13	38	-25	-65.79	.00	.01
ANSELMI S VNCZO			13	30	-17	-56.67	.00	.01
GAROFOLI ANTICA			13	27	-14	-51.85	.00	.01
TASCA ALM LEONE			13	26	-13	-50.00	.00	.01
LE VOLTE			13	22	-9	-40.91	.00	.01
ZENATO AMRN CLS			13	18	-5	-27.78	.00	.00
CMPO A M VRMTNO			13	8	5	62.50	.00	.00
CSTLO PGGO MURA			13	7	6	85.71	.00	.00
ARNLD CPR ROSSO			13	6	7	116.67	.00	.00
SALDNI PLST FAL			13	4	9	225.00	.00	.00
VLA MATLD FLNGH			13	3	10	333.33	.00	.00
ELVIO TNTRD ROS			13	3	13	100.00	.00	.00
INCANTO NOBILE			13	3	13	100.00	.00	.00
IL DONATO V RSO			13	3	13	100.00	.00	.00
FRSCBLDI SNGVSE			12	336	-324	-96.43	.00	.09
LIBRNDI CRO BNC			12	54	-42	-77.78	.00	.01
MSTRBDNO G TUFO			12	23	-11	-47.83	.00	.01
TRRE D'ALTN MSC			12	18	-6	-33.33	.00	.00
FEUDO MCRI SAIA			12	15	-3	-20.00	.00	.00
VALLE RL TREBNO			12	14	-2	-14.29	.00	.00
PLANETA CECILIA			12	13	-1	-7.69	.00	.00
SALVIANO TRULO			12	11	1	9.09	.00	.00
BARTENURA ROSSO			12	10	2	20.00	.00	.00

NABCA CASE SALES ANALYSIS

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ALL STATES-1/1/12 - 09/30/12

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
TUA RTA RSO NTR			12	8	4	50.00	.00	.00
RIUNITE PEACH			12	8	4	50.00	.00	.00
OPICI BNC MRCHE			12	5	7	140.00	.00	.00
FER ERBALUCE			12		12	100.00	.00	.00
FNTEDA BRL SERR			12		12	100.00	.00	.00
90+CLR LT27 BAR			12		12	100.00	.00	.00
FABRINI SANGVSE			12		12	100.00	.00	.00
CASTLVCC IL BRC			12		12	100.00	.00	.00
MELINI SECO ORV			11	66	-55	-83.33	.00	.02
L BITGLA LMB GR			11	29	-18	-62.07	.00	.01
S TRSSA PRMTVO			11	18	-7	-38.89	.00	.00
ARGIOLAS COSTRA			11	17	-6	-35.29	.00	.00
SNTA MRGHTA CHR			11	14	-3	-21.43	.00	.00
DI MAJO CAB TRR			11	14	-3	-21.43	.00	.00
ALSSNDRA DLC AL			11	12	-1	-8.33	.00	.00
UMBRTO CSR M WH			11	12	-1	-8.33	.00	.00
PRUNOTTO BRBSCO			11	8	3	37.50	.00	.00
PIO CSR BRB FID			11	7	4	57.14	.00	.00
ALLEGRIINI AMRNE			11	6	5	83.33	.00	.00
ARGIANO BRUNELO			11	6	5	83.33	.00	.00
PAOLO LEO PRMTV			11		11	100.00	.00	.00
PRODTTRI LNG NB			11		11	100.00	.00	.00
S LEONRDO GNZGA			11		11	100.00	.00	.00
CAPZZNA BRCO RL			11		11	100.00	.00	.00
CUSUMANO INSOLI			11		11	100.00	.00	.00
IL POG RSSO MNT			11		11	100.00	.00	.00
CORTENOVA PRINT			11		11	100.00	.00	.00
FER CAREMA BNCA			11		11	100.00	.00	.00
RISATA IL ROSSO			11		11	100.00	.00	.00
INCANTO CH/P GR			11		11	100.00	.00	.00
BASTIANCH ROSSO			11		11	100.00	.00	.00
SOMMAVITE BR MN			11		11	100.00	.00	.00
TRVGLINI NEBBLO			10	39	-29	-74.36	.00	.01
FRASSINO GAR/PG			10	36	-26	-72.22	.00	.01
TERRCCO LUPICIA			10	31	-21	-67.74	.00	.01
SALVALAI PRM FS			10	24	-14	-58.33	.00	.01
BROGLIA GV MRNA			10	18	-8	-44.44	.00	.00
CMGLINO ROS MNT			10	16	-6	-37.50	.00	.00
BERTANI AMARONE			10	12	-2	-16.67	.00	.00
DUCA CSTLMT MSC			10	11	-1	-9.09	.00	.00
PIAZZO BAROLO			10	10		.00	.00	.00
ALGRNI AMRN CLS			10	10		.00	.00	.00
VALLE RL CRSULO			10	9	1	11.11	.00	.00
DNNAFUGATA NERO			10	9	1	11.11	.00	.00
FARINA BRB ASTI			10	7	3	42.86	.00	.00
CAPZZNA CARMGNO			10	6	4	66.67	.00	.00
DRAGANI MT SLVA			10	6	4	66.67	.00	.00
BARONCINI SNGVLS			10	5	5	100.00	.00	.00
PLANETA CERASLO			10	3	7	233.33	.00	.00
TABURNI DMS FLG			10	2	8	400.00	.00	.00
FEUDI GRECO DOC			10	1	9	900.00	.00	.00
PIAZZO BARBERA			10		10	100.00	.00	.00
NERELO D BASTRD			10		10	100.00	.00	.00
ANTNELLI GRCHTO			10		10	100.00	.00	.00
BELLA BOLLA MSC			10		10	100.00	.00	.00
TENUTA SNT SCAI			10		10	100.00	.00	.00
BERETTA CONGLNO			10		10	100.00	.00	.00
P BEA MNT ROSSO			10		10	100.00	.00	.00
DUCA CNTR NERO			10		10	100.00	.00	.00
ROCCA BAR DALBA			10		10	100.00	.00	.00
LA GIOIOSA MSCT			10		10	100.00	.00	.00
D'AQUINO ORVTO			10		10	100.00	.00	.00
DA VINCI OPULA			10		10	100.00	.00	.00
FABRINI VRDCHIO			10		10	100.00	.00	.00
TORRESILLA PN NR			10		10	100.00	.00	.00
COLSRBO ROS MNT			10		10	100.00	.00	.00
BORGO BORGONERO			10		10	100.00	.00	.00
VLA BGLO MSC AS			9	120	-111	-92.50	.00	.03
S M PALMA BOMB			9	92	-83	-90.22	.00	.02
BEL PGGO R PCNO			9	28	-19	-67.86	.00	.01
CASTLLNI PN NOR			9	27	-18	-66.67	.00	.01
ANDRIANO CP MNT			9	25	-16	-64.00	.00	.01
MSTBDNO AVLLNIO			9	23	-14	-60.87	.00	.01
S NARDI RSO MNT			9	13	-4	-30.77	.00	.00
BATASIOLO GAVI			9	12	-3	-25.00	.00	.00
MSTBDNO TRS RDC			9	11	-2	-18.18	.00	.00
TEN RAP PIANO			9	10	-1	-10.00	.00	.00
TRVGLNI GATT RS			9	10	-1	-10.00	.00	.00
FOLNRI CHARD			9	10	-1	-10.00	.00	.00
TOLA NERO D'AVL			9	9		.00	.00	.00
DUE TORRI CABNT			9	8	1	12.50	.00	.00
TERZZI TRR TUFI			9	8	1	12.50	.00	.00
PIAZZO MSCT AST			9	6	3	50.00	.00	.00
ANTINORI SOLAIA			9	5	4	80.00	.00	.00
CABREO IL BORGIO			9	5	4	80.00	.00	.00
TERRIOLOGIO RSSO			9	3	6	200.00	.00	.00
PIO CSR PDLI CH			9	3	6	200.00	.00	.00
ALGRNI LA POJA			9	2	7	350.00	.00	.00
MAURO MLNO BRLO			9	2	8	800.00	.00	.00
FAZI BITGLA VERD			9	1	9	100.00	.00	.00
BERTANI BRTOSE			9		9	100.00	.00	.00
DUCA CNT'ARE CH			9		9	100.00	.00	.00
SANTI SASSOLORO			9		9	100.00	.00	.00

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

ALL STATES-1/1/12 - 09/30/12

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
L SPNTA BRB AST			9		9	100.00	.00	.00
MARENCO BRACHTO			9		9	100.00	.00	.00
FLLGA LIV T FRL			9		9	100.00	.00	.00
CRTO DOLC RSNA			9		9	100.00	.00	.00
COLPETRONE SGNT			9		9	100.00	.00	.00
LIRICO MNTPLCNO			9		9	100.00	.00	.00
LA MOZZA ARG MR			9		9	100.00	.00	.00
DARDO SANGIOVSE			9		9	100.00	.00	.00
VLLA RSA BAROLO			9		9	100.00	.00	.00
MASI MODLLO ROS			8	197	-189	-95.94	.00	.05
VIETTI MOS CSNT			8	193	-185	-95.85	.00	.05
PATERNOSTER SYN			8	114	-106	-92.98	.00	.03
CORTEGRA ML/COR			8	47	-39	-82.98	.00	.01
FEUDI OGNISOLE			8	29	-21	-72.41	.00	.01
CASANVA BRN MNT			8	15	-7	-46.67	.00	.00
ANTRI CRV D SAL			8	15	-7	-46.67	.00	.00
SCAGLOLA BRB AS			8	12	-4	-33.33	.00	.00
CAPPLA ST ANDR			8	11	-3	-27.27	.00	.00
VIETTI ROR ARNS			8	11	-3	-27.27	.00	.00
JERMANN CHRDNRY			8	11	-3	-27.27	.00	.00
MSTBDNO FALANGH			8	10	-2	-20.00	.00	.00
CST MNTAUTO VRN			8	8		.00	.00	.00
CMGLINO BRN MNT			8	6	2	33.33	.00	.00
GRANDUCA CORTSE			8	5	2	33.33	.00	.00
SNT MRGHT PRCSO			8	5	3	60.00	.00	.00
S ANSTIA PSMGO			8	3	5	166.67	.00	.00
BOTTEGA VIN LGR			8	3	5	166.67	.00	.00
90+CLR LT26 BRL			8		8	100.00	.00	.00
SAN MCHL MULLER			8		8	100.00	.00	.00
FIVE ROSES			8		8	100.00	.00	.00
JERMANN DRM CHR			8		8	100.00	.00	.00
LA SPNTA LANGH			8		8	100.00	.00	.00
90+CLR LT60 ROS			8		8	100.00	.00	.00
DU CRPIO SANGNA			8		8	100.00	.00	.00
FEUDI TAURSI RS			7	181	-174	-96.13	.00	.05
CAPSTRNO RSO PC			7	52	-45	-86.54	.00	.01
MARCH BRLO GAVI			7	46	-39	-84.78	.00	.01
GAJA DARMAGI			7	43	-36	-83.72	.00	.01
LUNA LNA SZ/MRL			7	34	-27	-79.41	.00	.01
ARNLD CPR SM 25			7	32	-25	-78.13	.00	.01
MUSARAGNO MERLT			7	28	-21	-75.00	.00	.01
L CSTRS SLC SAL			7	19	-12	-63.16	.00	.01
MARZNO AB DOLC			7	17	-10	-58.82	.00	.00
PERTNANCE DOLCT			7	17	-10	-58.82	.00	.00
CHIARLO GVI GVI			7	15	-8	-53.33	.00	.00
MANDRSSA SHIRAZ			7	12	-5	-41.67	.00	.00
CA BIANCA MSCT			7	10	-3	-30.00	.00	.00
C REH MSCTO PUG			7	9	-2	-22.22	.00	.00
DUE TORRI CHRDY			7	9	-2	-22.22	.00	.00
TERRABNCA CMP R			7	9	-2	-22.22	.00	.00
GIACOSA A ROERO			7	7		.00	.00	.00
TUA RITA PERLTO			7	7		.00	.00	.00
BIGI ORVTO CLSC			7	5	2	40.00	.00	.00
S NARDI BRN MNT			7	4	3	75.00	.00	.00
CA MRCNDA MGARI			7	3	4	133.33	.00	.00
MAREGA CHRDNRY			7	3	4	133.33	.00	.00
NOZZOLE IL PRTO			7	3	4	133.33	.00	.00
REGALEALI WHITE			7	2	5	250.00	.00	.00
TRAMONTI INNCTO			7	1	6	600.00	.00	.00
SANDRONE BAR LV			7		7	100.00	.00	.00
HJ MOSCATO			7		7	100.00	.00	.00
MARCRNI FONTNZA			7		7	100.00	.00	.00
FNTA CND LNA MT			7		7	100.00	.00	.00
MONTICELLO BARB			7		7	100.00	.00	.00
CASANOVA BRNLLO			7		7	100.00	.00	.00
SINUOSO ROSSO			7		7	100.00	.00	.00
CIGLIUTI SERRAB			7		7	100.00	.00	.00
AJELLO NERO			7		7	100.00	.00	.00
CHRISTMAS RED			7		7	100.00	.00	.00
MNTE FLS FLNGHN			7		7	100.00	.00	.00
IL PALAZN ORVTO			7		7	100.00	.00	.00
TORRICELLA CHRD			7		7	100.00	.00	.00
ABBZA NVCLA LGR			7		7	100.00	.00	.00
PCCLMNI BRN MNT			7		7	100.00	.00	.00
BROVIA DOLCETTO			7		7	100.00	.00	.00
BELMONDO CHRDNRY			6	171	-165	-96.49	.00	.05
C D'ORCA SPEZIE			6	69	-63	-91.30	.00	.02
LIBRNDI CRO RSO			6	50	-44	-88.00	.00	.01
LA CARRAIA TZNR			6	40	-34	-85.00	.00	.01
CORTESE NEB LNG			6	39	-33	-84.62	.00	.01
VEGLO MCHLNO BR			6	35	-29	-82.86	.00	.01
D'ARGNA MNT ABZ			6	22	-16	-72.73	.00	.01
VGNETI NEGRMARD			6	17	-11	-64.71	.00	.00
RATTI BRLO CONC			6	17	-11	-64.71	.00	.00
REGALEALI ROSSO			6	14	-8	-57.14	.00	.00
FATTRIA LALA CS			6	14	-8	-57.14	.00	.00
MUSARAGNO CB FR			6	14	-8	-57.14	.00	.00
RIONDO AMARONE			6	12	-6	-50.00	.00	.00
MRLINO SCAN RSV			6	11	-5	-45.45	.00	.00
CRTO BRLO ZNCH			6	11	-5	-45.45	.00	.00
VINOSIA PRM SLN			6	11	-5	-45.45	.00	.00
BARTNRA BRB AST			6	10	-4	-40.00	.00	.00
CABERT FRULI CH			6	10	-4	-40.00	.00	.00

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

ALL STATES-1/1/12 - 09/30/12

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
ALSSNDRA NBBOLO			6	9	-3	-33.33	.00	.00
PALGTO STTBSCO			8	8	-2	-25.00	.00	.00
ANTONELLI ROSSO			8	7	-2	-25.00	.00	.00
IL POG BR MT RS			7	7	-1	-14.29	.00	.00
PDO CSR BRL ORN			6	5	-1	20.00	.00	.00
CERBAIE BRN MNT			4	4	2	50.00	.00	.00
TOLA SYRAH SCLA			4	4	2	50.00	.00	.00
LA ZOLLA BAROLO			4	4	2	50.00	.00	.00
CARPNTD VRNCCIA			3	3	3	100.00	.00	.00
CPZNA BCCO REAL			3	3	3	100.00	.00	.00
CORDRO MONFLLO			2	2	4	200.00	.00	.00
CALDORA TREB AB			2	2	4	200.00	.00	.00
BGLO SLE NRO AV			1	1	5	500.00	.00	.00
CERALTI BLG SCR						100.00	.00	.00
STEMMARI CANTDR						100.00	.00	.00
VALLE RL CLISTO						100.00	.00	.00
VENTOSO MORLLNO						100.00	.00	.00
PRODTTRI BRB RS						100.00	.00	.00
BORGO CNV SV BL						100.00	.00	.00
PALUZZI DOL ROS						100.00	.00	.00
COLTENO SNG CNL						100.00	.00	.00
BELGUARDO MAREM						100.00	.00	.00
PALAGIO CASINO						100.00	.00	.00
VOLPAIA BALFICO						100.00	.00	.00
RATTI BRL MRNSC						100.00	.00	.00
BRUNO ROC BARSC						100.00	.00	.00
CSTLO D REG SNG						100.00	.00	.00
DINARI SYRAH						100.00	.00	.00
HELLNOS AGL CMP				33	-28	-84.85	.00	.01
TEN VITANZA BRN				25	-20	-80.00	.00	.01
ELVO CGNO DOLCT				22	-17	-77.27	.00	.01
VALFIERI BRBRSO				20	-15	-75.00	.00	.01
VALDNRA RORO AR				20	-15	-75.00	.00	.01
DE FORVILLE BRB				17	-12	-70.59	.00	.01
FRSCBLDI PMNO R				17	-12	-70.59	.00	.01
CSTLO MNC ARTAS				12	-7	-58.33	.00	.01
PODERI CLLA NBL				12	-7	-58.33	.00	.01
PGGO TSRO MDTRA				11	-6	-54.55	.00	.01
CASANVA RSD MNT				10	-5	-50.00	.00	.01
AGRICOLE GRTCCA				8	-3	-37.50	.00	.01
VINOSIA MALVSIA				8	-3	-37.50	.00	.01
BELLINI MNT ABZ				8	-3	-37.50	.00	.01
MASSOLINO BARLO				7	-2	-28.57	.00	.01
SETTE PNT CRGNL				7	-2	-28.57	.00	.01
MONTE ANTICO SUP				6	-1	-16.67	.00	.01
MONTPLI MNTPLCN				5			.00	.01
ZONIN PRM A JLT				3	2	66.67	.00	.01
DI MAJO RMITLLO				2	3	150.00	.00	.01
VILLA BL MONTEZ				2	3	150.00	.00	.01
AGRC PUN BARRUA				1	4	400.00	.00	.01
LE GRASCETE GRL				1	4	400.00	.00	.01
AUXO LUNAE RSSO					5	100.00	.00	.01
PRODTTRI BR MNT					5	100.00	.00	.01
ISOLA DORO NERO					5	100.00	.00	.01
GAVI LA BATTENA					5	100.00	.00	.01
DRAGNI MNT DRGN					5	100.00	.00	.01
INCANTO FRAGOLN					5	100.00	.00	.01
VIETTI DLTO ALB					5	100.00	.00	.01
COLSRBO BRU MNT					5	100.00	.00	.01
AMBASCIATRE ART					5	100.00	.00	.01
GROSJEAN TORRTE					5	100.00	.00	.01
MONTVRN ROSSO					5	100.00	.00	.01
POGGO AMRLI TSC					5	100.00	.00	.01
PICCINI BRUN RS					5	100.00	.00	.01
COLLOND SGV/MLT				4	312	-308	-98.72	.08
FOLONARI MERLOT				4	77	-73	-94.81	.02
E DOMANI CAB/ML				4	71	-67	-94.37	.02
VILLA CORN MRLT				4	38	-34	-89.47	.01
TORRE LUNA CHRD				4	27	-23	-85.19	.01
VINSA TAURASI				4	23	-19	-82.61	.01
MAURO MLNO BARB				4	21	-17	-80.95	.01
BATASIOLO BRBSC				4	19	-15	-78.95	.01
VGNETI PRIMITVO				4	17	-13	-76.47	.01
GIACOSA DOL FLT				4	13	-9	-69.23	.01
BONGIOVANNI BAR				4	12	-8	-66.67	.01
FRASSINO CB/CVN				4	12	-8	-66.67	.01
LUISA CAB FRANC				4	11	-7	-63.64	.01
ORENO				4	10	-6	-60.00	.01
NUOVA CPPLT BRB				4	10	-6	-60.00	.01
CABRED LA PETRA				4	10	-6	-60.00	.01
ROCCA NEB ALBA				4	10	-6	-60.00	.01
MASI MODLLO BNC				4	9	-5	-55.56	.01
PRIMATERRA CHRD				4	9	-5	-55.56	.01
SALVIANO ORVITO				4	9	-5	-55.56	.01
ZUCCOTTI VENETO				4	7	-3	-42.86	.01
MASI COSTASERA				4	7	-3	-42.86	.01
PIAZZO BARBRSCO				4	6	-2	-33.33	.01
PALGTO VRN GIM				4	6	-2	-33.33	.01
CPZNA CNTI SNGV				4	6	-2	-33.33	.01
FRATELLI MSC AS				4	6	-2	-33.33	.01
CHIARLO CRT AST				4	5	-1	-20.00	.01
RASHI JOYVIN WH				4	5	-1	-20.00	.01
SENSI ABRZ MNTP				4	5	-1	-20.00	.01

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

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ALL STATES-1/1/12 - 09/30/12

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
FABIANO AMARONE			4	4		.00	.00	.00
CHARMNG LF CB S			4	4		.00	.00	.00
FELSINA FNTLLRO			4	4		.00	.00	.00
VIGNEDILEO VERD			4	3	1	33.33	.00	.00
RATTI BARBERA			4	2	2	100.00	.00	.00
ROC DM ROCCATO			4	2	2	100.00	.00	.00
SLLA&MSCA CNNOU			4	2	2	100.00	.00	.00
DNTLA CIN CLMBI			4	2	2	100.00	.00	.00
GAJA SITO MRSCO			4	1	3	300.00	.00	.00
SEREGO ALG VAIO			4	1	3	300.00	.00	.00
MSTBDNO LCRM RS			4	1	3	300.00	.00	.00
BAVA THU BNC CH			4	1	3	300.00	.00	.00
VALDNRA FAVORTA			4	1	3	300.00	.00	.00
LE GRASCETE BLG			4		4	100.00	.00	.00
BISCEGLIA TREJE			4		4	100.00	.00	.00
DRAGNI MNT GBRL			4		4	100.00	.00	.00
PREMIO MSC ASTI			4		4	100.00	.00	.00
DUMENTO ROSSO			4		4	100.00	.00	.00
MAZZONI ROSSO			4		4	100.00	.00	.00
IF YOU SEE KAY			4		4	100.00	.00	.00
BRANDINI ROSSO			4		4	100.00	.00	.00
JERMANN RD ANGL			4		4	100.00	.00	.00
DAMILANO BR CAN			4		4	100.00	.00	.00
TERLANO PNT BNC			4		4	100.00	.00	.00
SCAGLOLA CHD PM			4		4	100.00	.00	.00
HOFSTTR PN NERO			4		4	100.00	.00	.00
ALTADONNA PINOT			4		4	100.00	.00	.00
TRIENTE CNNOU			4		4	100.00	.00	.00
CECCHI SNGIOVSE			4		4	100.00	.00	.00
NVLLI BIANCOCEB			4		4	100.00	.00	.00
IPSUS PANT PASS			4		4	100.00	.00	.00
TORRE SPINA ORV			4		4	100.00	.00	.00
CARPNTO DOGU/2B			4		4	100.00	.00	.00
TEN ARCN ARC I			4		4	100.00	.00	.00
CARPNTO CHR FRN			4		4	100.00	.00	.00
LA BRSCA ACHELO			4		4	100.00	.00	.00
BONGIOVANNI ARN			4		4	100.00	.00	.00
GATTNRA GATTNRA			4		4	100.00	.00	.00
TERLNO PN BN RS			4		4	100.00	.00	.00
TRAPPLNI CENRTO			4		4	100.00	.00	.00
GROSJEAN P ARVN			4		4	100.00	.00	.00
ARNLD CPR CLPNO			4		4	100.00	.00	.00
IL PINO BISERNO			4		4	100.00	.00	.00
TEN RAP NUAR			3	22	-19	-86.36	.00	.01
BOLLA 4B GFT WD			3	17	-14	-82.35	.00	.00
L CSTRS VERDECA			3	16	-13	-81.25	.00	.00
VLA BGLIO BROLO			3	13	-10	-76.92	.00	.00
ELVO CGNO BARBR			3	11	-8	-72.73	.00	.00
BOVO CHARDONNAY			3	10	-7	-70.00	.00	.00
COppo BARBERA			3	10	-7	-70.00	.00	.00
BOTRMGNO NERO			3	9	-6	-66.67	.00	.00
SAN MCHL AL ADG			3	8	-5	-62.50	.00	.00
LCRYMA CHRSTI R			3	8	-5	-62.50	.00	.00
MAURO DLCTO ALB			3	8	-5	-62.50	.00	.00
CANTINE VL BARB			3	7	-4	-57.14	.00	.00
ZENATO CORMI			3	7	-4	-57.14	.00	.00
ANTNELLI SGRTNO			3	6	-3	-50.00	.00	.00
MACRINA VRDCCHO			3	6	-3	-50.00	.00	.00
ANSLMI CPTL CRC			3	6	-3	-50.00	.00	.00
MASI BRLO CMPFN			3	5	-2	-40.00	.00	.00
BATASIOLO SOVRN			3	4	-1	-25.00	.00	.00
FULIGNI BRN MNT			3	4	-1	-25.00	.00	.00
NINO NGRI SFRST			3	4	-1	-25.00	.00	.00
LE RAGNAIE			3	4	-1	-25.00	.00	.00
TRRDORA FLNGHIN			3	3	0	.00	.00	.00
CADONINI PN NOR			3	3	0	.00	.00	.00
PGGO SC CARBONA			3	3	0	.00	.00	.00
COLLZIONE CB SV			3	2	1	50.00	.00	.00
CAVIT QUAT VICR			3	2	1	50.00	.00	.00
CA DONINI CHARD			3	2	1	50.00	.00	.00
CECCHI VNO NOBL			3	2	1	50.00	.00	.00
VELENASI BRCCRL			3	2	1	50.00	.00	.00
PIAZZO DOLCETTO			3	2	2	200.00	.00	.00
SCAGLOLA PT RSE			3	1	2	200.00	.00	.00
RCCA FRSNL ORNL			3	1	3	100.00	.00	.00
CODRO MONTZMOLO			3		3	100.00	.00	.00
VNI NB LCRYM RD			3		3	100.00	.00	.00
AJELLO GRILLO			3		3	100.00	.00	.00
IL POG VN SANTO			3		3	100.00	.00	.00
TORMARSCA BOCCA			3		3	100.00	.00	.00
GUADO TSSO VRMT			3		3	100.00	.00	.00
FEUDI LACRYMA B			3		3	100.00	.00	.00
P ZMMR ALTO RDG			3		3	100.00	.00	.00
FEUDI GRECO ANG			3		3	100.00	.00	.00
BROVIA BARB DLB			3		3	100.00	.00	.00
LA LOGGIA BARBE			3		3	100.00	.00	.00
AMBASCIATRE SLV			3		3	100.00	.00	.00
ALTA LUNA PHASE			3		3	100.00	.00	.00
DNNAFUGATA LIGH			3		3	100.00	.00	.00
SNTA TRS RN INC			3		3	100.00	.00	.00
SENSI TESTARDO			3		3	100.00	.00	.00
COTTNRA ETNA RS			3		3	100.00	.00	.00
MELINI ORVTO CL			3		3	100.00	.00	.00

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

ALL STATES-1/1/12 - 09/30/12

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
SANDRONE DOLCTO			3		3	100.00	.00	.00
MARINA CVTC MNT			3		3	100.00	.00	.00
RUFF GRPPNE MZI			3		3	100.00	.00	.00
SANTI BRACCALE			3		3	100.00	.00	.00
RIZZI BARBARSCO			3	76	-74	-97.37	.00	.02
GAJA BARBARESCO			64		-62	-96.88	.00	.02
SMPTRNA TACCO			57		-55	-96.49	.00	.02
POGGTND RSO TS			29		-27	-93.10	.00	.01
PGGO CSTLR MNTL			26		-24	-92.31	.00	.01
IL PGGIONE RSSO			24		-22	-91.67	.00	.01
TOMMASI ROMPCLO			21		-19	-90.48	.00	.01
SETTE PNTE LUPO			15		-13	-86.67	.00	.00
TOLA CATARRATTO			13		-11	-84.62	.00	.00
BOTTEGA VN TERO			12		-10	-83.33	.00	.00
VIGNETI DS MONT			11		-9	-81.82	.00	.00
MARCRNI CAMERNO			11		-9	-81.82	.00	.00
VALDIPITTA ROSSO			10		-8	-80.00	.00	.00
VGNE MZZO EFSTO			10		-8	-80.00	.00	.00
MAJLCA ABRZ RSE			7		-5	-71.43	.00	.00
PARUSSO BRLO DC			7		-5	-71.43	.00	.00
TEN RAP NADIR			7		-5	-71.43	.00	.00
DNNAFUGATA TNCD			7		-5	-71.43	.00	.00
LCRYMA CHRSTI W			7		-5	-71.43	.00	.00
NEIRANO BRB AST			7		-5	-71.43	.00	.00
BELLINI SANGVSE			6		-4	-66.67	.00	.00
CSTLLO CUZ SNRO			6		-4	-66.67	.00	.00
MOJO SNGVS MRCH			5		-3	-60.00	.00	.00
CORTEGIARA CHRD			5		-3	-60.00	.00	.00
BUCCTINO MNT AB			3		-1	-33.33	.00	.00
MEZZACRONA CB S			3		-1	-33.33	.00	.00
BRN MNT TN FUGA			3		-1	-33.33	.00	.00
ALTESINO PALZZO			3		-1	-33.33	.00	.00
BISRNO INSOGLIO			3		-1	-33.33	.00	.00
PALGTTO BRN MNT			2			.00	.00	.00
BOLLINI CHARD			2			.00	.00	.00
CHARMNG LF CHRD			2			.00	.00	.00
TABURNI DMS AGL			2			.00	.00	.00
SENSI SOLE BELO			2			.00	.00	.00
CHIARLO BRL CAN			2			.00	.00	.00
OH ROME MSC AST			2			.00	.00	.00
LA CORTE SOLYSS			1		1	100.00	.00	.00
CRITTO BRLO PRAP			1		1	100.00	.00	.00
MANDRSSA CB/SHZ			1		1	100.00	.00	.00
PRNTTO BRLO BUS			1		1	100.00	.00	.00
FELSINA PEPSTRO			1		1	100.00	.00	.00
FALESCO MNTIANO			1		1	100.00	.00	.00
TRRAE TSCNE SNG			1		1	100.00	.00	.00
FOSSI ROSSO			1		1	100.00	.00	.00
PAITIN DLC SORI			1		1	100.00	.00	.00
SALVIANO SALVNO			1		1	100.00	.00	.00
TABBRRI RSO UM			2		2	100.00	.00	.00
EINAUDI BRL TER			2		2	100.00	.00	.00
LNAE VRMNTN BLK			2		2	100.00	.00	.00
BROVIA BR VILRO			2		2	100.00	.00	.00
BOLLA TUFAL CL			2		2	100.00	.00	.00
SANTADI VRM SOL			2		2	100.00	.00	.00
FNTFDA DOL LEPR			2		2	100.00	.00	.00
FULIGNI ROS MNT			2		2	100.00	.00	.00
VIETTI BRL LZRT			2		2	100.00	.00	.00
PICCINI BRUN			2		2	100.00	.00	.00
MARINA CVTC MLT			2		2	100.00	.00	.00
FASTELLI BR MNT			2		2	100.00	.00	.00
TERRADORA TRASI			2		2	100.00	.00	.00
PRODTTRI BR ASL			2		2	100.00	.00	.00
ARCANTE COL DLA			2		2	100.00	.00	.00
FLLGA LIV VRTGO			2		2	100.00	.00	.00
LA SPNTTA BRBRA			2		2	100.00	.00	.00
SOPRANOS PN NR			2		2	100.00	.00	.00
FLLGA LIV SOSSO			2		2	100.00	.00	.00
PETRA MARETO			2		2	100.00	.00	.00
TEN POLVARO CAB			2		2	100.00	.00	.00
FUEDO MC N D'AV			2		2	100.00	.00	.00
CPPO L RCCA GVI			2		2	100.00	.00	.00
VOLPAIA CITTO			2		2	100.00	.00	.00
DIAMNE PCRN CL			2		2	100.00	.00	.00
CERALTI BLG VRM			2		2	100.00	.00	.00
BOLLA 2B PG/C C			2		2	100.00	.00	.00
ANDRIANO ML THU			2		2	100.00	.00	.00
BIBI GRIZ SFCN			2		2	100.00	.00	.00
FINI MERLOT TRN			2		2	100.00	.00	.00
PIAZZO BRSC RES			2		2	100.00	.00	.00
BOSCO BRNL MONT			2		2	100.00	.00	.00
VNI NB LCRYM WH			2		2	100.00	.00	.00
LUNAE NICCOLO			2		2	100.00	.00	.00
SORDO BAROLO			2		2	100.00	.00	.00
FER CAREMA NERO			2		2	100.00	.00	.00
CMPRLCCHIO SANG			2		2	100.00	.00	.00
MORASSUTTI CHRD			-1	594	-593	-99.83	.00	.16
PRLUS MRL PRILE			-1	269	-268	-99.63	.00	.07
PGGO CSTLR BRUN			-1	176	-175	-99.43	.00	.05
BELGUARDO MOR D			-1	168	-167	-99.40	.00	.04
MARCH BRLO DOLC			-1	97	-96	-98.97	.00	.03
COPPDRO RADICSA			-1	84	-83	-98.81	.00	.02

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

ALL STATES-1/1/12 - 09/30/12

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
SMPTRNA AMBCST			1	65	-64	-98.46	.00	.02
KRIS PIN NR IGT			1	42	-41	-97.62	.00	.01
CSTLO MLTO RSSO			1	41	-40	-97.56	.00	.01
CSTLO VRZN ROSS			1	31	-30	-96.77	.00	.01
DONNA LAURA SNG			1	25	-24	-96.00	.00	.01
ROC DM VERNACIA			1	22	-21	-95.45	.00	.01
BATASIOLO DLCTO			1	20	-19	-95.00	.00	.01
MSTBDNO LC RSSO			1	16	-15	-93.75	.00	.00
CERETTO BERNDOT			1	15	-14	-93.33	.00	.00
CANTINE BOT GRV			1	15	-14	-93.33	.00	.00
CA BIANCA GAVI			1	15	-14	-93.33	.00	.00
MARCH BRLO MRAI			1	15	-14	-93.33	.00	.00
FONTANELLE CHRD			1	14	-13	-92.86	.00	.00
BELLA SERA CB S			1	12	-11	-91.67	.00	.00
AGRCL QRLA MNGR			1	12	-11	-91.67	.00	.00
MASI E CHNA RSS			1	12	-11	-91.67	.00	.00
BASTIANCH TOCAI			1	11	-10	-90.91	.00	.00
ISOLA D'ORO INZ			1	11	-10	-90.91	.00	.00
PRIMA MANO FIAN			1	10	-9	-90.00	.00	.00
SCAGLOLA DOL SM			1	10	-9	-90.00	.00	.00
BNGVNNI DLC DNA			1	9	-8	-88.89	.00	.00
BRNO PRRO DLCTO			1	9	-8	-88.89	.00	.00
CASTELLO FLORUS			1	9	-8	-88.89	.00	.00
COLDISL BRN MNT			1	7	-6	-85.71	.00	.00
DI MAJO AGLNICO			1	7	-6	-85.71	.00	.00
S M PALMA ARGST			1	7	-6	-85.71	.00	.00
QURCRSSA MRLNO			1	7	-6	-85.71	.00	.00
TERRICCIO DL CT			1	5	-4	-80.00	.00	.00
PAITIN BRB SORI			1	5	-4	-80.00	.00	.00
MONSTNO NEMO CB			1	5	-4	-80.00	.00	.00
PLCDD PRMVA TRB			1	4	-3	-75.00	.00	.00
L EINAUDI BARLO			1	3	-2	-66.67	.00	.00
RUFF RMTRIO SDM			1	2	-1	-50.00	.00	.00
GRU MONT ABRZZO			1	2	-1	-50.00	.00	.00
CANTARUTTI RBLA			1	2	-1	-50.00	.00	.00
COLLEZIONE MRLT			1	2	-1	-50.00	.00	.00
CASTLNI B MNTLC			1	1		.00	.00	.00
CRTO BRLO BRUN			1	1		.00	.00	.00
CHIARLO BAROLO			1	1		.00	.00	.00
INSOGLIO BIBONA			1	1		.00	.00	.00
SAN PATRGNO AUL			1	1		.00	.00	.00
CATALDO P N PVA			1	1		.00	.00	.00
ZETA ROSSO			1	1		.00	.00	.00
ANTONIO N D'AVL			1	1		.00	.00	.00
CHIARLO BRL CRQ			1	1		.00	.00	.00
FNTVCHA RSO MNT			1	1		.00	.00	.00
GAJA GRMS BROLO			1	1		.00	.00	.00
CASTLNI CMPNGGO			1	1		.00	.00	.00
MARCH BRLO CNBI			1	1		.00	.00	.00
BISCEGLIA AGLNLC			1	1	1	100.00	.00	.00
FEUDO MC GRILLO			1	1	1	100.00	.00	.00
CA'MRCNDA CAMAR			1	1	1	100.00	.00	.00
ARGIOLAS SER RS			1	1	1	100.00	.00	.00
BARONE FINI MER			1	1	1	100.00	.00	.00
ROCCA ROSSO DOL			1	1	1	100.00	.00	.00
COLDISOLE ROSSO			1	1	1	100.00	.00	.00
CPRZO CDTA MONT			1	1	1	100.00	.00	.00
LE PUPILLE SFRD			1	1	1	100.00	.00	.00
CA'ROME RAPET			1	1	1	100.00	.00	.00
DINARI GRILLO			1	1	1	100.00	.00	.00
L FRINA BRN MNT			1	1	1	100.00	.00	.00
MAZZ CSTLO FNTR			1	1	1	100.00	.00	.00
PLANETA PASSITO			1	1	1	100.00	.00	.00
ANTRI VERMNTINO			1	1	1	100.00	.00	.00
ISOLA D'ORO SYR			1	1	1	100.00	.00	.00
TRRDORA CODA VL			1	1	1	100.00	.00	.00
E DOMANI PN NRO			1	1	1	100.00	.00	.00
BATASIOLO CERQO			1	1	1	100.00	.00	.00
CNTRNO FNTN DLC			1	1	1	100.00	.00	.00
IL FEUDC MNT AB			1	1	1	100.00	.00	.00
MNTCLLO VR CMLN			1	1	1	100.00	.00	.00
GIACOSA NBBIOLO			1	1	1	100.00	.00	.00
PALA S'ARAI			1	1	1	100.00	.00	.00
TERLNO SB QUARZ			1	1	1	100.00	.00	.00
DNNTLA BRN MNT			1	1	1	100.00	.00	.00
PRNTTO BRB ALBA			1	1	1	100.00	.00	.00
CRTO BRDNO ROS			1	1	1	100.00	.00	.00
LA RAGNAIE ROSS			1	1	1	100.00	.00	.00
JERMANN VINNAE			1	1	1	100.00	.00	.00
CA'ROME CERRETA			1	1	1	100.00	.00	.00
IL BORRO PN NV			1	1	1	100.00	.00	.00
SCAVNO BRL MNVG			1	1	1	100.00	.00	.00
LIBRNDI SN FLCE			1	1	1	100.00	.00	.00
BISERNO BISERNO			1	1	1	100.00	.00	.00
IL BORRO LAMLE			1	1	1	100.00	.00	.00
TEN ARCN ARC II			1	1	1	100.00	.00	.00
EINAUDI BRL CAN			1	1	1	100.00	.00	.00
TERLNO PRPH LGN			1	1	1	100.00	.00	.00
CONTRNO BRO SOR			1	1	1	100.00	.00	.00
PALAGIO SISTER			1	1	1	100.00	.00	.00
SANDRONE BARBRA			1	1	1	100.00	.00	.00
CIPRESSI SNGVSE			1	1	1	100.00	.00	.00
BONGIOVANNI BRL			1	1	1	100.00	.00	.00

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

ALL STATES-1/1/12 - 09/30/12

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
FENCHO BRB BSSA			1		1	100.00	.00	.00
JERMAN V TUNINA			1		1	100.00	.00	.00
MAGNOLIA RED			1		1	100.00	.00	.00
UMANI RN PODERE			1		1	100.00	.00	.00
MNTCLO VNO RSO			1		1	100.00	.00	.00
VILLA CALCN ROS			1		1	100.00	.00	.00
SN GR UGOLF BDM			1		1	100.00	.00	.00
ANTRI SCLBRN RS			1		1	100.00	.00	.00
RIOFVRA SPCFRNO			1		1	100.00	.00	.00
SANDRONE BAR CN			1		1	100.00	.00	.00
SN GR CIAMP RDM			1		1	100.00	.00	.00
NEIRNO BRL MBRZ			1		1	100.00	.00	.00
STEMMARI CHARD			1		1	100.00	.00	.00
CASTGTN BSC DNR			1		1	100.00	.00	.00
ALTSINO DALTESI			1		1	100.00	.00	.00
FRANZ HAAS LGRN			1		1	100.00	.00	.00
PRODTTRI BR OVL			1		1	100.00	.00	.00
LISINI BM UGOLA			1		1	100.00	.00	.00
ARGIANO TS SLNG			1		1	100.00	.00	.00
HRM REX-GOL PN				413	-413	-100.00	.00	.11
FUMATO S BL/CHR				211	-211	-100.00	.00	.06
CSTLGCNDO BR MN				155	-155	-100.00	.00	.04
JULIET BNCO VRN				154	-154	-100.00	.00	.04
CANTINA ROS PNR				136	-136	-100.00	.00	.04
ROMEO RSSO VRNS				116	-116	-100.00	.00	.03
ARLDCA BARBERA				70	-70	-100.00	.00	.02
TOLA SRH/NERO				65	-65	-100.00	.00	.02
CSTLO MLTO RNRO				47	-47	-100.00	.00	.01
MSTRBDNO RADICI				40	-40	-100.00	.00	.01
SCHINOSA LAGHIG				40	-40	-100.00	.00	.01
VILLA VENTO MRL				39	-39	-100.00	.00	.01
TEN SERDNRI BAR				34	-34	-100.00	.00	.01
ROCCA DM MORLNO				34	-34	-100.00	.00	.01
RAPIDA SANGIOVS				30	-30	-100.00	.00	.01
VILLA VENTO CAB				29	-29	-100.00	.00	.01
L MONDNSE BARBR				26	-26	-100.00	.00	.01
IL PATRZO BR MN				23	-23	-100.00	.00	.01
BELMONDO CABRNT				22	-22	-100.00	.00	.01
BOLLA 3/4 WD GF				20	-20	-100.00	.00	.01
COLTRNZIO P NRD				19	-19	-100.00	.00	.01
RIZZI DLCT D'AB				17	-17	-100.00	.00	.00
ILLUMINATI RIPA				16	-16	-100.00	.00	.00
DUE TRRI 2BT GF				15	-15	-100.00	.00	.00
TERRA CTTA CAB				15	-15	-100.00	.00	.00
BIGI ORVTO SCCO				14	-14	-100.00	.00	.00
BISO BIANCO				13	-13	-100.00	.00	.00
S MARTINA ROSE				13	-13	-100.00	.00	.00
COLLGTA MNT ABZ				11	-11	-100.00	.00	.00
SARTORI AMR BRA				10	-10	-100.00	.00	.00
BRUNI PLINIO VM				10	-10	-100.00	.00	.00
ALVERDI SANGVSE				10	-10	-100.00	.00	.00
MSTBDNO AGLN IR				9	-9	-100.00	.00	.00
ROCCA BAR MNFRT				9	-9	-100.00	.00	.00
OPICI SNGVSE CF				9	-9	-100.00	.00	.00
PERLAGE SNGOVSE				8	-8	-100.00	.00	.00
MACULAN BRNTINO				8	-8	-100.00	.00	.00
CRTO BRBSC ASJ				8	-8	-100.00	.00	.00
SAN PATRGNO MNT				7	-7	-100.00	.00	.00
VIGNLI STF MSCT				7	-7	-100.00	.00	.00
TIAMO SANGIOVSE				7	-7	-100.00	.00	.00
BAGLO SOLE INZL				6	-6	-100.00	.00	.00
BUENA VIDA MRLT				6	-6	-100.00	.00	.00
STELLA TRB ABRZ				6	-6	-100.00	.00	.00
ANTRI TRM BC LP				6	-6	-100.00	.00	.00
DANZANTE MERLOT				6	-6	-100.00	.00	.00
SEREGL AL BL OV				6	-6	-100.00	.00	.00
CAST MNSTRO INF				6	-6	-100.00	.00	.00
RE MANFREDI AGL				6	-6	-100.00	.00	.00
PANZNLO PZZOLE				6	-6	-100.00	.00	.00
RUBBIA AL COLLE				5	-5	-100.00	.00	.00
CALTRSI DST SHZ				5	-5	-100.00	.00	.00
ARNLD CPR GRCNT				5	-5	-100.00	.00	.00
FEUDI CHRYINA				5	-5	-100.00	.00	.00
ARLDCA PMNT MOS				5	-5	-100.00	.00	.00
VIGNEDILEO SANG				5	-5	-100.00	.00	.00
SARCNO RSSO DNA				5	-5	-100.00	.00	.00
LA CORTE NGROAM				5	-5	-100.00	.00	.00
BLACK OAK PN NR				5	-5	-100.00	.00	.00
PGGO CSTLRE PSO				5	-5	-100.00	.00	.00
ZENATO MERLOT				5	-5	-100.00	.00	.00
TENUTA MONT CBN				4	-4	-100.00	.00	.00
CHARMNG LF SV B				4	-4	-100.00	.00	.00
BATASIOLO BROLO				4	-4	-100.00	.00	.00
LA CORTE SL SLN				4	-4	-100.00	.00	.00
L MONDNSE RUCHE				4	-4	-100.00	.00	.00
CUSUMANO AMGMBE				4	-4	-100.00	.00	.00
STATI GRECO WH				4	-4	-100.00	.00	.00
BRNO PRRO BRBRA				4	-4	-100.00	.00	.00
PGGO AL'ORO BRN				4	-4	-100.00	.00	.00
AGLIANCO SNNR R				4	-4	-100.00	.00	.00
VIVALDA MS NETT				4	-4	-100.00	.00	.00
VINSA FNO AVLLN				4	-4	-100.00	.00	.00
ROCCE COST ARN				4	-4	-100.00	.00	.00

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

ALL STATES-1/1/12 - 09/30/12

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
TENUTA QURCE II				4	-4	-100.00	.00	.00
SALDNI PLSTR PC				4	-4	-100.00	.00	.00
BOLLA 6/2 CARTN				4	-4	-100.00	.00	.00
POGGO SCLT CRBN				4	-4	-100.00	.00	.00
FOLONARI SHIRAZ				3	-3	-100.00	.00	.00
PLZIANO ASINONE				3	-3	-100.00	.00	.00
PODERI BARBRSCO				3	-3	-100.00	.00	.00
TEN RAP CAMPO				3	-3	-100.00	.00	.00
TURNG LF PN PV				3	-3	-100.00	.00	.00
TENUTA SG LE DF				3	-3	-100.00	.00	.00
LE RAGOSE CB SV				3	-3	-100.00	.00	.00
FORTEDGA CB/SYR				3	-3	-100.00	.00	.00
BOVO NERO D'AVL				3	-3	-100.00	.00	.00
RIZZI BRB D'ALB				3	-3	-100.00	.00	.00
DA VINCI IPPILTO				3	-3	-100.00	.00	.00
FNTA CNDA ORVTO				3	-3	-100.00	.00	.00
CHARMNG LF MRLT				3	-3	-100.00	.00	.00
ALTSNO BR MN RS				3	-3	-100.00	.00	.00
ROC DM VRM TSCN				3	-3	-100.00	.00	.00
LIVERNANO DIVNT				2	-2	-100.00	.00	.00
TENUTA TERR TSS				2	-2	-100.00	.00	.00
BORGOGNO DOLCTO				2	-2	-100.00	.00	.00
LA FUGA BRN MNT				2	-2	-100.00	.00	.00
LUIANO LUI				2	-2	-100.00	.00	.00
TABBRNI MNTFLC				2	-2	-100.00	.00	.00
L CSTRS PRMITVO				2	-2	-100.00	.00	.00
SANTA SOFIA AMR				2	-2	-100.00	.00	.00
SCHIOPTT CLL SV				2	-2	-100.00	.00	.00
ANTARIO BAROLO				2	-2	-100.00	.00	.00
PLANETA BURDESE				2	-2	-100.00	.00	.00
MNTFSCNE EST AM				2	-2	-100.00	.00	.00
PLANETA SYRAH				2	-2	-100.00	.00	.00
LAGARIA MERLOT				2	-2	-100.00	.00	.00
TIEFENBRNNR CHR				2	-2	-100.00	.00	.00
CASALFERRO				2	-2	-100.00	.00	.00
ROC DM SE GIOV				2	-2	-100.00	.00	.00
STATTI GA LIPPO				2	-2	-100.00	.00	.00
COLLEZIONE SIRH				2	-2	-100.00	.00	.00
TORMRSCA MSSRIA				2	-2	-100.00	.00	.00
MNTRSR COL RPSS				2	-2	-100.00	.00	.00
CABERT PIN NOIR				2	-2	-100.00	.00	.00
MNCLVNA MOS AST				2	-2	-100.00	.00	.00
CPPO ROUSS BRBA				2	-2	-100.00	.00	.00
BLA CHST GR/BLS				2	-2	-100.00	.00	.00
CURTRNE SLCE SL				2	-2	-100.00	.00	.00
VITALONGA CONFN				2	-2	-100.00	.00	.00
SAN POLO VERTCL				2	-2	-100.00	.00	.00
SELA&MOSC TN FR				2	-2	-100.00	.00	.00
ANGLNI RSSO MNT				2	-2	-100.00	.00	.00
PLANETA MERLOT				2	-2	-100.00	.00	.00
FRSCBLDI MRMRT				2	-2	-100.00	.00	.00
MARCH BRLO BARB				1	-1	-100.00	.00	.00
CONTE BRND REFR				1	-1	-100.00	.00	.00
GAJA CONTEISA				1	-1	-100.00	.00	.00
ANGLNI BRN MNTL				1	-1	-100.00	.00	.00
CECCHI SPARGOLO				1	-1	-100.00	.00	.00
L PISARA SLC SL				1	-1	-100.00	.00	.00
S GIUSPPE PK PG				1	-1	-100.00	.00	.00
FRTELLI MNT ABZ				1	-1	-100.00	.00	.00
RIPA MNDRL VCMG				1	-1	-100.00	.00	.00
FELSNA LCLA TSC				1	-1	-100.00	.00	.00
SEBASTE BAROLO				1	-1	-100.00	.00	.00
TRAPPOLINI EST				1	-1	-100.00	.00	.00
MARCRNI BRB ALB				1	-1	-100.00	.00	.00
GAGLRDO FAV CSA				1	-1	-100.00	.00	.00
TASCA ALM NOZZE				1	-1	-100.00	.00	.00
GRANDUCA BAROLO				1	-1	-100.00	.00	.00
SAN PATRGNO AVI				1	-1	-100.00	.00	.00
CONTMSSI VAR PK				1	-1	-100.00	.00	.00
ARGIOLAS TURRGA				1	-1	-100.00	.00	.00
TUA RITA GIUSTO				1	-1	-100.00	.00	.00
BUON APPTTO AVL				1	-1	-100.00	.00	.00
CORDRO MONT ENR				1	-1	-100.00	.00	.00
FEUDI GUAG MIRA				1	-1	-100.00	.00	.00
VINOSIA PRM PGL				1	-1	-100.00	.00	.00
GAJA ROSSJ-BASS				1	-1	-100.00	.00	.00
VIETTI BRL RCCH				1	-1	-100.00	.00	.00
FEUDI SER CIELO				1	-1	-100.00	.00	.00
TAVERNELLE CBNT				1	-1	-100.00	.00	.00
SAN POLO BN MNT				1	-1	-100.00	.00	.00
VIETTI BRL BRNT				1	-1	-100.00	.00	.00
BUCCI VRDCHO CL				1	-1	-100.00	.00	.00
CHRLO BRL TVRTM				1	-1	-100.00	.00	.00
CANDIDO SLC SAL				1	-1	-100.00	.00	.00
MONTE LUCE MRLT				1	-1	-100.00	.00	.00
VLA ROSA GVI GV				1	-1	-100.00	.00	.00
TORRVNTO FLR PG				1	-1	-100.00	.00	.00
LNRTI RUBESCO				1	-1	-100.00	.00	.00
CAPZZNA G FURBA				1	-1	-100.00	.00	.00
SELA&MOSC L CLA				1	-1	-100.00	.00	.00
BLACK ELK CHARD				1	-1	-100.00	.00	.00
PESCEVINO WHITE				1	-1	-100.00	.00	.00
COLLI URBS MRLT				1	-1	-100.00	.00	.00

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
SELA&MOSC VLMRN				1	-1	-100.00	.00	.00
VLA PUCCNI SNT0				1	-1	-100.00	.00	.00
LOMBARDO VN SNT				1	-1	-100.00	.00	.00
FEUDI GRCO CTZI				1	-1	-100.00	.00	.00
VOLPAIA VN SNT0				1	-1	-100.00	.00	.00
FEUDI GUAG PRIM				1	-1	-100.00	.00	.00
TENUTA D ORNLLA				1	-1	-100.00	.00	.00
FARNSE TRB ABRU				1	-1	-100.00	.00	.00
LUCE BR MNT SNG				1	-1	-100.00	.00	.00
GIOVELLO MERLOT				1	-1	-100.00	.00	.00
VAL D SUGA BRNL				1	-1	-100.00	.00	.00
SOLATIA CHARDNY				1	-1	-100.00	.00	.00
S MARTNA TSC RS				1	-1	-100.00	.00	.00
BOVO NR A'VL SY				1	-1	-100.00	.00	.00
PGGO TSRO CASIO				1	-1	-100.00	.00	.00
MARCO CECCH CRM				1	-1	-100.00	.00	.00
CANTINA ROS MLT				1	-1	-100.00	.00	.00
SARTORI REGOLO				1	-1	-100.00	.00	.00
MARCH BRLO MONF				1	-1	-100.00	.00	.00
RAPITALA NUHAR				1	-1	-100.00	.00	.00
TOTAL ITALIAN	OTHER		396684	374339	22345	5.97		
AUST CAB SAUV								
YELLW TAIL CB S			40118	36975	3143	8.50	49.94	46.77
LINDEMAN BIN 45			10856	8618	2238	25.97	13.51	10.90
BLCK SWAN CB SV			6011	6701	-690	-10.30	7.48	8.48
ORLDO JACOB CAB			5597	7001	-1404	-20.05	6.97	8.86
LITTLE PNGN CBNT			3164	3525	-361	-10.24	3.94	4.46
FOXHORN CAB SAV			1919	2430	-511	-21.03	2.39	3.07
MCWILLMS CAB HE			1640	678	962	141.89	2.04	.86
ROSEMNT EST CAB			1384	1131	253	22.37	1.72	1.43
YELLW TL CB RES			1292	1536	-244	-15.89	1.61	1.94
ALICE WHITE CAB			1094	1437	-343	-23.87	1.36	1.82
PILLAR BOX RES			986		986	100.00	1.23	.00
KANGA RESERVE			713	702	11	1.57	.89	.89
BOTA BOX			675		675	100.00	.84	.00
BLK OPAL WB CAB			658	338	320	94.67	.82	.43
PENLEY PHOENIX			645	1	644	*****	.80	.00
W BLSS CAB YLLW			569	624	-55	-8.81	.71	.79
HARDY STAMP CAB			471	2587	-2116	-81.79	.59	3.27
LITTLE BOOMEY			366	410	-44	-10.73	.46	.52
BLACK OPAL CB S			333	831	-498	-59.93	.41	1.05
BNROCK STN CB S			246	309	-63	-20.39	.31	.39
MOLYDKR MATRE D			204	166	38	22.89	.25	.21
MITOLO JSTR MLN			126	79	47	59.49	.16	.10
RINGBOLT MRG RV			122	138	-16	-11.59	.15	.17
WOOP WOOP			100	41	59	143.90	.12	.05
LINDEMAN CAB RS			77	95	-18	-18.95	.10	.12
WYNDHAM CAB BIN			76	118	-42	-35.59	.09	.15
ORL JACB CAB RS			66	762	-696	-91.34	.08	.96
LNDMN PRM S CAB			46		46	100.00	.06	.00
HILL CONTENT MV			44	120	-76	-63.33	.05	.15
RED KNOT FLR RG			42	7	35	500.00	.05	.01
CORIOLE REDSTNE			41		41	100.00	.05	.00
KILIKANON KILL			40	1	39	390.00	.05	.00
PENFLD CB S 407			39	58	-19	-32.76	.05	.07
BLEASDALE MLBRY			39	5	34	680.00	.05	.01
OXFRD LDNG CB S			38	14	24	171.43	.05	.02
WAGTAIL			31		31	100.00	.04	.00
PENFLD CAB KOON			27	88	-61	-69.32	.03	.11
RAWSON RETREAT			25	71	-46	-64.79	.03	.09
BARRY COVER DRV			25	39	-14	-35.90	.03	.05
RED KNOT MCLREN			25	34	-9	-26.47	.03	.04
WATER WHEEL CAB			24		24	100.00	.03	.00
PENLEY EST CAB			22	28	-6	-21.43	.03	.04
RAZORS EDGE MCL			19	37	-18	-48.65	.02	.05
WEST CAPE HOWE			19		19	100.00	.02	.00
CH TANUNDA NOBL			19		19	100.00	.02	.00
MOLYDKR GIGGLE			18		18	100.00	.02	.00
BENEFACOR CLLR			18		18	100.00	.02	.00
FOUR SISTER			15	1	14	1400.00	.02	.00
LEEUWIN ART SR			14	16	-2	-12.50	.02	.02
D'ARNBG HG TRLS			14	9	5	55.56	.02	.01
LEHMAN CAB SAUV			13	9	4	44.44	.02	.01
S LMBRT THGHRD			13	1	12	1200.00	.02	.00
LONGVW DVL ELBW			11	20	-9	-45.00	.01	.03
FRIDAY MONKEY			11	18	-7	-38.89	.01	.02
ELDERTN NROOPTA			11	17	-6	-35.29	.01	.02
BOXHEAD			11	8	3	37.50	.01	.01
YALUMBA Y SERIE			9	15	-6	-40.00	.01	.02
2 HNDS SEXY BST			9		9	100.00	.01	.00
NUGAN CAB SAVGN			7	11	-4	-36.36	.01	.01
SILVER LEAF			6	68	-62	-91.18	.01	.09
SHINAS VERDICT			6	6		.00	.01	.01
XANADU NEXT KIN			6	2	4	200.00	.01	.00
CRANEFORD			6	1	5	500.00	.01	.00
PARINGA CAB SAV			5	11	-6	-54.55	.01	.01
W BLSS CB SV PS			5	7	-2	-28.57	.01	.01
CH TANUNDA GR B			5		5	100.00	.01	.00
NICK FALDO SLCT			4	14	-10	-71.43	.00	.02
KALBARRI			4	8	-4	-50.00	.00	.01
PENFLD CB S 707			4	6	-2	-33.33	.00	.01

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
ELDERTN ASHMEAD			4		4	100.00	.00	.00
LIMB PATTSN HLL			3		3	100.00	.00	.00
LEASNGHM CAB CC			3		3	100.00	.00	.00
MARQUIS PHLP S2			2	9	-7	-77.78	.00	.01
PNFLD HYLND CAB			2	8	-6	-75.00	.00	.01
RSMNT CS SHW RS			2	7	-5	-71.43	.00	.01
DOWN UND BTL US			2		2	100.00	.00	.00
'R' BAROSSA CAB			1	17	-16	-94.12	.00	.02
COLONL EST ETRN			1	9	-8	-88.89	.00	.01
W BLSS CB SV GL			1	4	-3	-75.00	.00	.01
SHINGLEBACK MCL			1	4	-3	-75.00	.00	.01
SYAN			1	2	-1	-50.00	.00	.00
WYNN JN RDCH CB			1	1		.00	.00	.00
KANGARILLA MCLR			1	1		.00	.00	.00
D'ARNBG COPPRMN			1	1		.00	.00	.00
GREENOCK CREEK			1		1	100.00	.00	.00
JOHN'S BLND N30			1		1	100.00	.00	.00
WAKEFLD CLR VLY			1		1	100.00	.00	.00
WILDBERRY EST			1		1	100.00	.00	.00
TALTARNI CAB SV			1		1	100.00	.00	.00
EGLE VL WHSP LK			1		1	100.00	.00	.00
TATACHLLA MC VL				884	-884	-100.00	.00	1.12
HNRV DR J MNTFD				64	-64	-100.00	.00	.08
RSMNT SH RS MUD				15	-15	-100.00	.00	.02
TEAL LAKE RS CB				12	-12	-100.00	.00	.02
TWO OF A KIND				10	-10	-100.00	.00	.01
BEACH DOGS				6	-6	-100.00	.00	.01
WOOLUNDRY ROAD				4	-4	-100.00	.00	.01
ST MARY HS BLCK				4	-4	-100.00	.00	.01
ELDERTN FRIENDS				3	-3	-100.00	.00	.00
LECONFIELD				2	-2	-100.00	.00	.00
2 HNDS HS BLOCK				1	-1	-100.00	.00	.00
CLIMBING ORANGE				1	-1	-100.00	.00	.00
BOWEN ESTATE				1	-1	-100.00	.00	.00
ORLDO HUGO CB S				1	-1	-100.00	.00	.00
PENLEY EST RSRV				1	-1	-100.00	.00	.00
EVIL				1	-1	-100.00	.00	.00
2 HNDS APHRODIT				1	-1	-100.00	.00	.00
HRTLND LMST CST				1	-1	-100.00	.00	.00
TOTAL AUST CAB SAUV			80330	79058	1272	1.61		
AUST CHARDNNY								
YELLW TAIL CHR			75728	77030	-1302	-1.69	44.09	42.56
LINDEMAN BIN 65			23603	22447	1156	5.15	13.74	12.40
ORLDO JACOB CHR			12706	13013	-307	-2.36	7.40	7.19
LITTLE PNGN CHR			11534	12049	-515	-4.27	6.72	6.66
YELLW TL TRE-FR			9365	7295	2070	28.38	5.45	4.03
ALICE WHITE CHR			9325	11334	-2009	-17.73	5.43	6.26
BLCK SWAN CHRD			6366	8127	-1761	-21.67	3.71	4.49
FOXHORN CHARD			3761	3548	213	6.00	2.19	1.96
HARDY STAMP CHD			3677	9725	-6048	-62.19	2.14	5.37
ROSEMNT EST CHR			1930	2452	-522	-21.29	1.12	1.35
VENDANGE SEA			1722		1722	100.00	1.00	.00
MRC S JMS CHARD			1228		1228	100.00	.71	.00
MCWILLMS CHR HE			1221	757	464	61.29	.71	.42
KANGA RESERVE			914	795	119	14.97	.53	.44
WISHNG TR UNOAK			832	715	117	16.36	.48	.40
VENDANGE AUST			746		746	100.00	.43	.00
ORLDO JCB CH RS			734	627	107	17.07	.43	.35
YELLW TL CHR RS			664	923	-259	-28.06	.39	.51
LUCKY DUCK			657	825	-168	-20.36	.38	.46
PENFLD KOON CHR			551	1185	-634	-53.50	.32	.65
BLACK OPAL CHR			526	645	-119	-18.45	.31	.36
BNROCK STN CHR			403	1610	-1207	-74.97	.23	.89
DE BORTOLI CHR			334	14	320	2285.71	.19	.01
G NORMAN CHRDN			296	476	-180	-37.82	.17	.26
LITTLE BOOMEY			293	178	115	64.61	.17	.10
CHAIN OF FIRE			275	13	262	2015.38	.16	.01
LNDMN PRM S CHR			262		262	100.00	.15	.00
CRANE LKE DWN U			208	254	-46	-18.11	.12	.14
NATHANSN CK SEA			174		174	100.00	.10	.00
W BLSS YLLW LBL			163	225	-62	-27.56	.09	.12
RAWSON RETREAT			156	218	-62	-28.44	.09	.12
BLK OPAL WB CHR			128	126	2	1.59	.07	.07
SHOOFLY CHK RAF			96	54	42	77.78	.06	.03
TEAL LAKE CHARD			91	118	-27	-22.88	.05	.07
YALUMBA Y SERIE			85	109	-24	-22.02	.05	.06
WOOP WOOP			75	88	-13	-14.77	.04	.05
OXFORD LANDING			55	76	-21	-27.63	.03	.04
COOPERS CROSSNG			55	56	-1	-1.79	.03	.03
WYNDHAM CHR BIN			51	99	-48	-48.48	.03	.05
HRDY NTTGE CHR			51	91	-40	-43.96	.03	.05
MADFISH CHARDNY			51	69	-18	-26.09	.03	.04
LITTLE ROO			50	18	32	177.78	.03	.01
FISHEYE CHRDN			43	11	32	290.91	.03	.01
KILDA			43		43	100.00	.03	.00
HOPE ESTATE CHR			36	43	-7	-16.28	.02	.02
TIK TOK JM OTLY			34		34	100.00	.02	.00
HOPE PNK ARWNS			25	431	-405	-93.97	.02	.24
ELDTN E SERIES			23	37	-14	-37.84	.01	.02
YALUMBA OX CHR			22	74	-52	-70.27	.01	.04
FRIDAY MONKEY			20	30	-10	-33.33	.01	.02

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
WHITE KNOT MV			20	1	19	1900.00	.01	.00
NUGAN VISION			19	93	-74	-79.57	.01	.05
NUGAN KING VLLY			18	62	-44	-70.97	.01	.03
LONGVW BLUE COW			17	41	-24	-58.54	.01	.02
MILTON PARK			17		17	100.00	.01	.00
LEHMAN CHARDNNY			16	30	-14	-46.67	.01	.02
VASSE FELIX			16	12	4	33.33	.01	.01
BENEFACOR CLR			16		16	100.00	.01	.00
WAKEFLD PRMS LD			14	1516	-1502	-99.08	.01	.84
COORALOOK CHARD			14	1	13	1300.00	.01	.00
BAROSSA VLY CHR			12	12		.00	.01	.01
S LMBRT PRSTINE			11	23	-12	-52.17	.01	.01
LEEWIN PRELUDE			11	17	-6	-35.29	.01	.01
ELDERTON UNWOOD			11	6	5	83.33	.01	.00
MORSE CODE PDTH			10	11	-1	-9.09	.01	.01
PLANTAGENT CHR			9	31	-22	-70.97	.01	.02
WOOLUNDRY ROAD			9	29	-20	-68.97	.01	.02
LEEWIN ART SR			9	4	5	125.00	.01	.00
D'ARNBG STJP ST			8	11	-3	-27.27	.00	.01
W BLSS CHR ADLD			8	11	-3	-27.27	.00	.01
KALBARRI			7	8	-1	-12.50	.00	.00
D'ARDBG STMPJMP			6	8	-2	-25.00	.00	.00
GREEN POINT RES			6	21	-16	-76.19	.00	.01
YANGRRA EST MCL			5	20	-15	-75.00	.00	.01
YERING STATION			5	2	3	150.00	.00	.00
LITTLE YERING			5		5	100.00	.00	.00
BANROCK CHR U/W			4	66	-62	-93.94	.00	.04
HUGO UNWOODED			4	18	-14	-77.78	.00	.01
AD LIB TREE HGR			4	1	3	300.00	.00	.00
WEST CP HW STYX			4		4	100.00	.00	.00
SILVER LEAF			3	49	-46	-93.88	.00	.03
RSMNT SHW RS CH			3	25	-22	-88.00	.00	.01
SPRING SEED			3	8	-5	-62.50	.00	.00
PARINGA CHARD			3	8	-5	-62.50	.00	.00
ALKOOMI CHRDNNY			3	4	-1	-25.00	.00	.00
D'ARNBG OLV GR			3	2	1	50.00	.00	.00
RAZORS E UNWOOD			3	1	2	200.00	.00	.00
PRESTON VALE			3	6	-4	-66.67	.00	.00
W BLSS CHARD PS			2	1	1	100.00	.00	.00
GROSSET PIC CHR			2	1	1	100.00	.00	.00
BLOCK			2		2	100.00	.00	.00
ROSEMNT CHR HOG			2		2	100.00	.00	.00
PENLEY			2		2	100.00	.00	.00
LINDEMAN CHR RS			1	358	-357	-99.72	.00	.20
FOUR SISTER			1	12	-11	-91.67	.00	.01
ROBERT OATLEY			1	5	-4	-80.00	.00	.00
MCGUIGAN CHR BN			1	2	-1	-50.00	.00	.00
GREEN POINT			1	2	-1	-50.00	.00	.00
ROCKBARE MCLARN			1	1		.00	.00	.00
STONEHAVN CHARD			1	1		.00	.00	.00
ROLLING			1	1		.00	.00	.00
PENFOLD BIN 311			1		1	100.00	.00	.00
FIRE FLY CHRDNY			1		1	100.00	.00	.00
D'ARNBG STJP LW			1		1	100.00	.00	.00
AD LIB HEN&CHIC			1		1	100.00	.00	.00
FRNKLND ISL RDG			1		1	100.00	.00	.00
INNOCENT BYSTND			1		1	100.00	.00	.00
TRENTHAM CHRDNY				330	-330	-100.00	.00	.18
TREVOR J VIRGIN				18	-18	-100.00	.00	.01
NARDONE BAKER				17	-17	-100.00	.00	.01
RAZORS EDGE				13	-13	-100.00	.00	.01
SHW&SMTH M3 CHR				12	-12	-100.00	.00	.01
EVANS&TATE MGRT				10	-10	-100.00	.00	.01
BAROSA EB E MNR				7	-7	-100.00	.00	.00
CAPE MENTELLE				6	-6	-100.00	.00	.00
BLUE REEF M DRL				5	-5	-100.00	.00	.00
HOWLING WOLVES				5	-5	-100.00	.00	.00
XANADU NEXT KIN				3	-3	-100.00	.00	.00
ORIGIN CHARDNNY				3	-3	-100.00	.00	.00
FIRST RUN CHARD				2	-2	-100.00	.00	.00
BIG ASS				2	-2	-100.00	.00	.00
CCKFTR GHST UWD				2	-2	-100.00	.00	.00
THE CATCHER				2	-2	-100.00	.00	.00
KELLMSTR TREVOR				1	-1	-100.00	.00	.00
PENFLD HYLDR CHR				1	-1	-100.00	.00	.00
DEVIL LAIR CHR				1	-1	-100.00	.00	.00
SCHILD ESTATE				1	-1	-100.00	.00	.00
POOLES RK FRSTK				1	-1	-100.00	.00	.00
YABBY LAKE CHR				1	-1	-100.00	.00	.00
ANGOVE RED B BL				1	-1	-100.00	.00	.00
PEACE FAMILY VY				1	-1	-100.00	.00	.00
TOTAL AUST CHARDNNY			171750	180997	-9247	-5.11		
AUST MERLOT								
YELLOW TAIL MRLT			44469	44272	197	.44	62.22	57.12
LINDMN BIN 40			6642	5847	795	13.60	9.29	7.54
LITTLE PNGN MRLT			5406	5352	54	1.01	7.56	6.91
BLACK SWAN MERLT			5265	5787	-522	-9.02	7.37	7.47
ORLDO JACOB MRL			3987	7125	-3138	-44.04	5.58	9.19
FOXHORN MERLOT			2141	2792	-651	-23.32	3.00	3.60
YELLOW TL MRL RS			1064	1160	-96	-8.28	1.49	1.50
KANGA RESERVE			674	668	6	.90	.94	.86

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
ROSEMNT EST MRL			369	450	-81	-18.00	.52	.58
LITTLE BOOMEY			319	369	-50	-13.55	.45	.48
HARDY STAMP MRL			196	1443	-1247	-86.42	.27	1.86
BNRCK STN MRLT			189	147	42	28.57	.26	.19
RAWSON RETREAT			164	528	-364	-68.94	.23	.68
FISHEYE MERLOT			123	83	40	48.19	.17	.11
ORLDO JACOB RES			96	533	-437	-81.99	.13	.69
BULLTN PLC MRLT			70	64	6	9.38	.10	.08
ALICE WHITE MRL			45	258	-213	-82.56	.06	.33
LNDMAN MRLT RSV			45	54	-9	-16.67	.06	.07
MCWILLMS MRL HE			41	298	-257	-86.24	.06	.38
HOPE ESTATE			36	31	5	16.13	.05	.04
LITTLE ROO			23	5	18	360.00	.03	.01
MOLYDKR SCOOTER			22	12	10	83.33	.03	.02
MCGUIGAN MRL BN			14	40	-26	-65.00	.02	.05
W BLSS YLLW LBL			11	29	-18	-62.07	.02	.04
HRDY NTTGE MRLT			10	47	-37	-78.72	.01	.06
CLARENDON BRKMN			9	9	9	100.00	.01	.00
PARINGA MERLOT			7	9	-2	-22.22	.01	.01
FRIDAY MONKEY			6	18	-12	-66.67	.01	.02
KALBARRI			5	9	-4	-44.44	.01	.01
JINDALEE CIRCLE			4	11	-7	-63.64	.01	.01
YALUMBA OX MRLT			4	5	-1	-20.00	.01	.01
TAPANAPPA			4	4	4	100.00	.01	.00
COCKFGTRS GHOST			3	1	2	200.00	.00	.00
YALUMBA Y SERIE			2	2		.00	.00	.00
STONEHAVEN MRLT			1	1		.00	.00	.00
BOX STAR			1		1	100.00	.00	.00
PENFLD KOONUNGA				39	-39	-100.00	.00	.05
BEACH DOGS				13	-13	-100.00	.00	.02
BIG ASS				3	-3	-100.00	.00	.00
FIRST RUN MERLT				3	-3	-100.00	.00	.00
TOTAL AUST MERLOT			71467	77508	-6041	-7.79		
AUST PIN NOIR								
LITTLE PNGN P NR			4633	5824	-1191	-20.45	45.40	38.96
FISHEYE PNT NOR			1614	1571	43	2.74	15.82	10.51
ORLDO JACOB RES			1128	983	145	14.75	11.05	6.58
ROSEMOUNT PN NR			727	1148	-421	-36.67	7.12	7.68
LINDEMAN PNT NR			699	3927	-3228	-82.20	6.85	26.27
ALICE WHT PN NR			603	791	-188	-23.77	5.91	5.29
YELLOW TAIL RES			230	104	126	121.15	2.25	.70
MCWILLM P NR HE			191	299	-108	-36.12	1.87	2.00
YERING STATION			114	2	112	5600.00	1.12	.01
COORALOOK PN NR			54	10	44	440.00	.53	.07
PLANTAGT OMRH			35	44	-9	-20.45	.34	.29
PIRIE TASMANIA			32	84	-52	-61.90	.31	.56
LITTLE YERING			31		31	100.00	.30	.00
HILL CNTNT P NR			30	35	-5	-14.29	.29	.23
NUGAN VISION PN			29		29	100.00	.28	.00
T'GL JULIET			22	7	15	214.29	.22	.05
INNOCENT BYSTND			10	4	6	150.00	.10	.03
SILVERWING			6	41	-35	-85.37	.06	.27
PICARDY PN NOIR			6		6	100.00	.06	.00
D'ARNBG FER FOX			2	3	-1	-33.33	.02	.02
STICKS YRRA VLY			2	1	1	100.00	.02	.01
CONCANNON GLN			2		2	100.00	.02	.00
HRDY NTTGE P NR			1	36	-35	-97.22	.01	.24
WYNDHAM PNT NOR			1	6	-5	-83.33	.01	.04
YABBY LAKE P NR			1		1	100.00	.01	.00
PIPR BRK 9TH IS			1		1	100.00	.01	.00
3 TREES			1		1	100.00	.01	.00
COOKOOTHAMA PNR				25	-25	-100.00	.00	.17
COLDSTRM PNT NR				4	-4	-100.00	.00	.03
RUBEUS OF LORE				1	-1	-100.00	.00	.01
TOTAL AUST PIN NOIR			10205	14950	-4745	-31.74		
AUST SHIRAZ								
YELLW TAIL SHRZ			48463	50080	-1617	-3.23	36.77	33.11
FRANZIA SE AUST			11968	9324	2644	28.36	9.08	6.16
ROSEMNT EST SHZ			9371	8090	1281	15.83	7.11	5.35
BLCK SWAN SHRZ			8384	8687	-303	-3.49	6.36	5.74
ORLDO JACOB SHZ			6314	8126	-1812	-22.30	4.79	5.37
LITTLE PNGN SHRZ			6150	8766	-2616	-29.84	4.67	5.80
LINDEMAN SHIRAZ			6122	10501	-4379	-41.70	4.64	6.94
WYNDHAM BIN 555			3518	3631	-113	-3.11	2.67	2.40
ALICE WHITE SHZ			2871	3893	-1022	-26.25	2.18	2.57
ORLDO JCB SZ RS			2029	2059	-30	-1.46	1.54	1.36
HARDY STAMP SHZ			2002	5358	-3356	-62.64	1.52	3.54
LAYER CAKE BARS			1829	2098	-269	-12.82	1.39	1.39
G NORMAN SHIRAZ			1700	1963	-263	-13.40	1.29	1.30
2 HND LCKY CNTY			1531	1	1530	*****	1.16	.00
YELLW TL SHZ RS			1379	1850	-471	-25.46	1.05	1.22
RAVNSWD VB SHRZ			1074	1122	-48	-4.28	.81	.74
HNRV DR D O LTR			928	46	882	1917.39	.70	.03
PENFLD KOONUNGA			913	968	-55	-5.68	.69	.64
BAROSSA JACK BV			893		893	100.00	.68	.00
WISHNG TREE SHZ			872	765	107	13.99	.66	.51
MCWILLMS SHZ HE			793	2359	-1566	-66.38	.60	1.56
KANGA RESERVE			721	678	43	6.34	.55	.45
MOLYDKR T BOXER			640	313	327	104.47	.49	.21

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

ALL STATES-1/1/12 - 09/30/12

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
PENFLD HYL D SHZ			546	660	-114	-17.27	.41	.44
BLK OPL SHZ SEA			544	695	-151	-21.73	.41	.46
90+CLR LOT 37			515	94	421	447.87	.39	.06
DE BORTOLI SHRZ			471	22	449	2040.91	.36	.01
FISHEYE SHIRAZ			416	381	35	9.19	.32	.25
WOOP WOOP			368	493	-125	-25.35	.28	.33
BNROCK STN SHRZ			346	1380	-1034	-74.93	.26	.91
CHAIN OF FIRE			310	15	295	1966.67	.24	.01
NINE STONES BR S			292	320	-28	-8.75	.22	.21
LEHMAN SHRZ RED			247	691	-444	-64.25	.19	.46
BLK OPAL WB SHZ			245	344	-99	-28.78	.19	.23
SHOOFLY			210	129	81	62.79	.16	.09
PARINGA SHIRAZ			208	212	-4	-1.89	.16	.14
BULLTN PLCE SHZ			205	161	44	27.33	.16	.11
CUPCAKE BAR VLY			194	152	42	27.63	.15	.10
MITOLO JSTR MLN			187	261	-74	-28.35	.14	.17
D'ARNBG FTBT SZ			187	112	75	66.96	.14	.07
PENFLD ST HENRI			187	55	132	240.00	.14	.04
YALUMBA Y SERIE			184	218	-34	-15.60	.14	.14
TEAL LAKE SHRAZ			173	201	-28	-13.93	.13	.13
MOLYDKR BL EYED			173	71	102	143.66	.13	.05
RED DUST			162	274	-112	-40.88	.12	.18
CH TANUNDA GR B			151	41	110	268.29	.11	.03
MADFISH SHIRAZ			142	64	78	121.88	.11	.04
D'ARNBG STMPJMP			132	181	-49	-27.07	.10	.12
2 UP SHIRAZ			132	141	-9	-6.38	.10	.09
ELDERTON SHIRAZ			131	91	40	43.96	.10	.06
PENFOLD BIN 28			130	106	24	22.64	.10	.07
TORBRECK WDC TTR			130	95	35	36.84	.10	.06
ST KILDA			126		126	100.00	.10	.00
RSMNT DMND SHRZ			112	168	-56	-33.33	.08	.11
FIREBLK OLD VNE			111	132	-21	-15.91	.08	.09
RED KNOT MCLREN			107	106	1	.94	.08	.07
THRN CLK TR BR S			105	147	-42	-28.57	.08	.10
PENFOLD BIN 128			104	81	23	28.40	.08	.05
BOXHEAD			104	72	32	44.44	.08	.05
MORSE CODE PDTH			103	278	-175	-62.95	.08	.18
THRN CLK SHFRE			95	131	-36	-27.48	.07	.09
HOPE EST RIPPER			88	211	-123	-58.29	.07	.14
BLACKBILLY MC V			83	62	21	33.87	.06	.04
LINDEMAN SHZ RS			81	461	-380	-82.43	.06	.30
FRIDAY MONKEY			77	126	-49	-38.89	.06	.08
BLK OPL SHRZ BV			76	92	-16	-17.39	.06	.06
FRST DP MTH MLK			75	169	-94	-55.62	.06	.11
HOPE EST SHIRAZ			72	78	-6	-7.69	.05	.05
YALUMBA SHIRAZ			70	143	-73	-51.05	.05	.09
SHINGLEBACK MCL			67	34	33	97.06	.05	.02
ELDTN TNTLS SHZ			63	85	-22	-25.88	.05	.06
2 HNDS GNY DUDE			61	55	6	10.91	.05	.04
CLARDN BKRS GLY			58	76	-18	-23.68	.04	.05
ARAMIS BLK LABL			58	26	32	123.08	.04	.02
VINACEOUS CHRMR			58		58	100.00	.04	.00
HILL CNTNT SHRZ			57	74	-17	-22.97	.04	.05
OXFD LND SHZ LR			57	60	-3	-5.00	.04	.04
W BLSS YLLW LBL			56	88	-32	-36.36	.04	.06
JIP JIP ROCKS			56		15	36.59	.04	.03
TIK TOK JM OTLY			55	41	55	100.00	.04	.00
MT LANGI BILLI			54	1619	-1565	-96.66	.04	1.07
MCGUIGAN SHZ BL			53	83	-30	-36.14	.04	.05
2 HNDS ANGL SHR			53	77	-24	-31.17	.04	.05
YALUMBA OX SHRZ			52	44	8	18.18	.04	.03
MITOLO GAM MLN			49	5	44	880.00	.04	.00
HRDY NTTGE SHRZ			47	92	-45	-48.91	.04	.06
MCGUIGAN SHZ BN			47	70	-23	-32.86	.04	.05
JIM JIM MCLAREN			45	54	-9	-16.67	.03	.04
W BLSS SHRAZ PS			44	1011	-967	-95.65	.03	.67
NINE STNS MCLRN			44	19	25	131.58	.03	.01
KILDA			44		44	100.00	.03	.00
ZEEPAARD			44		44	100.00	.03	.00
NUGAN VISION			41	6	35	583.33	.03	.00
MOLYDKR CARNVAL			40	22	18	81.82	.03	.01
COOPERS CROSSNG			39	52	-13	-25.00	.03	.03
RAW POWER			37	45	-8	-17.78	.03	.03
LUCKY DUCK			36	16	20	125.00	.03	.01
LITTLE ROO			36	14	22	157.14	.03	.01
ANGOVE RED B BL			35	89	-54	-60.67	.03	.06
WIRRA WIRRA			35		35	100.00	.03	.00
ST HLLTT OB SHZ			33		33	100.00	.03	.00
COORALOOK HTHCT			32	2	30	1500.00	.02	.00
J DUVAL ENTITY			32	1	31	3100.00	.02	.00
BROWN EST SHRAZ			31		31	100.00	.02	.00
MILTN PARK SHRZ			29	38	-9	-23.68	.02	.03
W BLSS SZ BRSSA			26	35	-9	-25.71	.02	.02
S LMBRT MST SLY			26	27	-1	-3.70	.02	.02
D'ARNBG T D ARM			24	38	-14	-36.84	.02	.03
BARRY LODGE HLL			24	25	-1	-4.00	.02	.02
THRN CLK MLT PK			22	36	-14	-38.89	.02	.02
DOWN UNDER			19	18	1	5.56	.01	.01
YALUMBA STRAPER			19		19	100.00	.01	.00
RSMNT SH RS M V			18	37	-19	-51.35	.01	.02
2 HNDS BL S GRD			18	10	8	80.00	.01	.01
WAGTAIL			18		18	100.00	.01	.00
BENEFACOR CLLR			17		17	100.00	.01	.00

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ALL STATES-1/1/12 - 09/30/12

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
CORIOLE SHIRAZ			17		17	100.00	.01	.00
MT HORRCK SHIRZ			17		17	100.00	.01	.00
PILLAR BOX RSV			16	16		.00	.01	.01
LNDMN PDTHWY SZ			14	41	-27	-65.85	.01	.03
PENLEY SHIRAZ			14	14		.00	.01	.01
ELDERTN CMND SZ			13	25	-12	-48.00	.01	.02
HOPE EST PNK LB			12	318	-306	-96.23	.01	.21
FRNKLN D ISLTION			12	10	2	20.00	.01	.01
ROBERT OATLEY			12		12	100.00	.01	.00
SHINAS GUILTY			11	24	-13	-54.17	.01	.02
LEEUWIN ART SR			11	11		.00	.01	.01
SXS			11		11	100.00	.01	.00
ARCHETYPE BRSSA			10	91	-81	-89.01	.01	.06
TEUSNER RIEBKE			10	30	-20	-66.67	.01	.02
PLANTGNT HZD HL			10	20	-10	-50.00	.01	.01
HEWITSN MAD HAT			10	6	4	66.67	.01	.00
RAZORS EDGE MCL			9	30	-21	-70.00	.01	.02
FOUR SISTER			9	12	-3	-25.00	.01	.01
ST HLLTT GAMKPR			9	2	7	350.00	.01	.00
MOLYDKR VLT GLV			9		9	100.00	.01	.00
LONGVIEW YAKKA			8	22	-14	-63.64	.01	.01
2 HND BRVE FACE			8	18	-10	-55.56	.01	.01
YANGRRA EST MCL			8	11	-3	-27.27	.01	.01
TINTARA			8	6	2	33.33	.01	.00
TALL POPPY SEA			8	3	5	166.67	.01	.00
PENFLD SHRZ RWT			8	2	6	300.00	.01	.00
PENFLD GRNGE SZ			8	1	7	700.00	.01	.00
BOARDING PASS			7	1143	-1136	-99.39	.01	.76
GREEN POINT			7	165	-158	-95.76	.01	.11
2 HNDS LILY GRD			7	31	-24	-77.42	.01	.02
KILIKANOON KILL			7	11	-4	-36.36	.01	.01
SMALL GULLY			7	2	5	250.00	.01	.00
BRANSN GRNCK BK			7	2	5	250.00	.01	.00
CIMICKY TRUMPS			6	17	-11	-64.71	.00	.01
KALBARRI			6	8	-2	-25.00	.00	.01
TURKEY FLAT			6	5	1	20.00	.00	.00
D'ARNBG LV GRAS			6	3	3	100.00	.00	.00
LONGHOP BOOMRNG			6		6	100.00	.00	.00
OLD PLAINS POWR			6		6	100.00	.00	.00
SCHILD ESTATE			5	50	-45	-90.00	.00	.03
2 HNDS BAD IMPS			5	14	-9	-64.29	.00	.01
NINE STNS HLLTP			5	6	-1	-16.67	.00	.00
DM TERLATO-CHPT			5	2	3	150.00	.00	.00
0 FAITHFL TP HL			5		5	100.00	.00	.00
LEEUWIN SIBLING			4	20	-16	-80.00	.00	.01
PLANTAGNT OMAH			4	20	-16	-80.00	.00	.01
BROKNWD HUNT VL			4	12	-8	-66.67	.00	.01
PENFLD HNRI SHZ			4	8	-4	-50.00	.00	.01
RSMNT SH RS MUD			4	5	-1	-20.00	.00	.00
LEASNGHM SHZ CC			4	4		.00	.00	.00
BUTTING HEADS			4		4	100.00	.00	.00
BUCKSHOT			4		4	100.00	.00	.00
2 HNDS HRY&EDWD			3	130	-127	-97.69	.00	.09
JP BELLE TERROI			3	59	-56	-94.92	.00	.04
HAZYBLUR			3	16	-13	-81.25	.00	.01
LITTLE BOOMEY			3	6	-3	-50.00	.00	.00
ORLDO JCB CNTRY			3	4	-1	-25.00	.00	.00
LONGWD SHEARER			3	2	1	50.00	.00	.00
ANGOVE SELECT			3	2	1	50.00	.00	.00
2 HNDS ZIP BLCK			3		3	100.00	.00	.00
G WYNDHM FND RS			3		3	100.00	.00	.00
3 RINGS BAROSSA			3		3	100.00	.00	.00
GATEKEEPER			2	40	-38	-95.00	.00	.03
2 HANDS ARES			2	11	-9	-81.82	.00	.01
2 HNDS MAX GRDN			2	8	-6	-75.00	.00	.01
BAROSSA VLY SHZ			2	7	-5	-71.43	.00	.00
ROSEMNT BAL SRH			2	6	-4	-66.67	.00	.00
BAROSA V EB SHZ			2	4	-2	-50.00	.00	.00
TALTARNI PYRNES			2	2		.00	.00	.00
FOXHORN SHIRAZ			2	2		.00	.00	.00
CLRNDN LNDRA SZ			2	1	1	100.00	.00	.00
PENFOLD RWT SHZ			2	1	1	100.00	.00	.00
TALTARNI T-SER			2		2	100.00	.00	.00
WYNDHAM B CLSTR			2		2	100.00	.00	.00
ANGOVE MCLRNL VL			2		2	100.00	.00	.00
TORBRECK FACTOR			2		2	100.00	.00	.00
FIRST CLASS			1	2373	-2372	-99.96	.00	1.57
2 HNDS HS BLOCK			1	249	-248	-99.60	.00	.16
HEWITSON NH SHZ			1	17	-16	-94.12	.00	.01
NICK FALDO SLCT			1	16	-15	-93.75	.00	.01
LARRIKIN BAROSA			1	14	-13	-92.86	.00	.01
ROCKBARE MCLREN			1	9	-8	-88.89	.00	.01
KILKNOON COVNNT			1	7	-6	-85.71	.00	.00
HARDY TNTRA SHZ			1	6	-5	-83.33	.00	.00
COLONL EST EXPL			1	6	-5	-83.33	.00	.00
KANGARILLA MCLR			1	6	-5	-83.33	.00	.00
TAIT			1	6	-5	-83.33	.00	.00
TORBRECK STRUIE			1	5	-4	-80.00	.00	.00
JINDALEE CIRCLE			1	3	-2	-66.67	.00	.00
BREMRTN O AD RS			1	3	-2	-66.67	.00	.00
MAD BAY			1	1		.00	.00	.00
BAROSA V BP SHZ			1	1		.00	.00	.00
BTT&SCHL BETTY			1	1		.00	.00	.00

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

ALL STATES-1/1/12 - 09/30/12

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
EGLE VLE MRG RV			1		1	100.00	.00	.00
GREENCK CK APRI			1		1	100.00	.00	.00
MITOLO SAVITAR			1		1	100.00	.00	.00
RED HDS BRL MNK			1		1	100.00	.00	.00
MT LNG CLF EDGE			1		1	100.00	.00	.00
KURTZ BOUNDARY			1		1	100.00	.00	.00
S LMBRT FM TREE			1		1	100.00	.00	.00
KILKNOON PARBLE			1		1	100.00	.00	.00
CH TANUNDA NOBL			1		1	100.00	.00	.00
ANNIE LANE SHRZ			1		1	100.00	.00	.00
ALKOOMI STHLND			1		1	100.00	.00	.00
GREENCK CK ALIC			1		1	100.00	.00	.00
YNGRA PK AS SHZ			1		1	100.00	.00	.00
THOMAS GOSS			1		1	100.00	.00	.00
BARRY MCRAE WD			1		1	100.00	.00	.00
CLRNDN ASTRL SZ			1		1	100.00	.00	.00
HEATHCOTE II HD			1		1	100.00	.00	.00
BOTA BOX S A					1	100.00	.00	.00
BARREL MONKEYS				375	-375	-100.00	.00	.25
OLIVRHLL MCLRNE				113	-113	-100.00	.00	.07
GREEN POINT RES				107	-107	-100.00	.00	.07
NARDONE BAKER				79	-79	-100.00	.00	.05
FETISH WATCHER				30	-30	-100.00	.00	.02
STRONG ARMS SA				30	-30	-100.00	.00	.02
ENGINE ROOM MCL				27	-27	-100.00	.00	.02
SAMUEL'S GORGE				27	-27	-100.00	.00	.02
BLUE REEF M DRL				21	-21	-100.00	.00	.01
RINGLAND BAROSA				19	-19	-100.00	.00	.01
BLEASDALE SHRAZ				18	-18	-100.00	.00	.01
ST HLLTT FA SHZ				16	-16	-100.00	.00	.01
MARGAN HNTR VLY				13	-13	-100.00	.00	.01
LEASNGHM SZ #61				12	-12	-100.00	.00	.01
MARQUIS PHILIPS				11	-11	-100.00	.00	.01
SYLVAN SP HARD				11	-11	-100.00	.00	.01
TREVOR JN BOOTS				11	-11	-100.00	.00	.01
CHALICE BRDG MR				9	-9	-100.00	.00	.01
LUCHADOR SHIRAZ				8	-8	-100.00	.00	.01
2 HNDS SOPH GRD				8	-8	-100.00	.00	.01
9 MILE ROAD				7	-7	-100.00	.00	.00
WYNN'S COON SHRZ				6	-6	-100.00	.00	.00
BREMRTN SLEKIRK				6	-6	-100.00	.00	.00
TR&CHP MALAKOFF				6	-6	-100.00	.00	.00
COORALOOK STRBG				5	-5	-100.00	.00	.00
BEACH DOGS				5	-5	-100.00	.00	.00
LANGMEIL BAROSA				5	-5	-100.00	.00	.00
2 HNDS SMNT GRD				5	-5	-100.00	.00	.00
ALKOOMI SHIRAZ				5	-5	-100.00	.00	.00
KARRI GR FLNDRS				4	-4	-100.00	.00	.00
FIRST RUN SHIRZ				4	-4	-100.00	.00	.00
BIG ASS				3	-3	-100.00	.00	.00
JINDALEE SHIRAZ				3	-3	-100.00	.00	.00
R HAMLTN CENTUR				3	-3	-100.00	.00	.00
BONG BONG				3	-3	-100.00	.00	.00
XANADU NEXT KIN				3	-3	-100.00	.00	.00
CAPE MENTELLE				3	-3	-100.00	.00	.00
SYAN RESERVE				3	-3	-100.00	.00	.00
REVOLUTION MCLN				3	-3	-100.00	.00	.00
CLNKLLA HLTP SZ				2	-2	-100.00	.00	.00
RSMNT SH RS EST				2	-2	-100.00	.00	.00
SHIRVINGTON MV				2	-2	-100.00	.00	.00
BNDR MTCHL SLNG				2	-2	-100.00	.00	.00
SUXX SHIRAZ SA				2	-2	-100.00	.00	.00
G NRMN SZ RS MV				2	-2	-100.00	.00	.00
LEHMN STNWL SHZ				2	-2	-100.00	.00	.00
FOREFATHR MCLRN				2	-2	-100.00	.00	.00
STONEHAVEN SHRZ				2	-2	-100.00	.00	.00
TINTARA RESERVE				2	-2	-100.00	.00	.00
LEASNGHM MAGNUS				2	-2	-100.00	.00	.00
WAKEFLD CLR VLY				2	-2	-100.00	.00	.00
ELDERTN FRIENDS				2	-2	-100.00	.00	.00
SPRING SEED				2	-2	-100.00	.00	.00
SYAN				2	-2	-100.00	.00	.00
FINAL CUT MNTGE				1	-1	-100.00	.00	.00
RAFFERTY ANGELS				1	-1	-100.00	.00	.00
TALTARNI HTHCLE				1	-1	-100.00	.00	.00
YARRA YERING UN				1	-1	-100.00	.00	.00
SMALL GLY RBRTS				1	-1	-100.00	.00	.00
FRNKLND RCK GLY				1	-1	-100.00	.00	.00
BARNADWN HTHCTE				1	-1	-100.00	.00	.00
TORZI MATTHW ED				1	-1	-100.00	.00	.00
KIRKLAND ROOGLE				1	-1	-100.00	.00	.00
PEACE FAMILY VY				1	-1	-100.00	.00	.00
YERING STATION				1	-1	-100.00	.00	.00
W BLSS GR LB SZ				1	-1	-100.00	.00	.00
BATTLE O BSWRTH				1	-1	-100.00	.00	.00
HESKTH USL SUSP				1	-1	-100.00	.00	.00
BAROSA EB E MNR				1	-1	-100.00	.00	.00
TAMBURLAINE				1	-1	-100.00	.00	.00
G NRMN SZ RS PD				1	-1	-100.00	.00	.00
HENRYS DR PDTHW				1	-1	-100.00	.00	.00
ARCHTYPE BRS RS				1	-1	-100.00	.00	.00
HRTLND LMST CST				1	-1	-100.00	.00	.00
LEHMN EIGHT SNG				1	-1	-100.00	.00	.00

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

ALL STATES-1/1/12 - 09/30/12

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
TOTAL AUST SHIRAZ			131800	151266	-19466	-12.87		
AUST SHZ BLND								
YELLOW TL SHZ/CB			25511	23846	1665	6.98	38.75	29.89
YELLOW TL PN/SHZ			10041	11477	-1436	-12.51	15.25	14.38
ORLDO JCB SZ/CB			7851	9829	-1978	-20.12	11.93	12.32
YELLOW TL SHZ/GR			6276	11177	-4901	-43.85	9.53	14.01
LNDMN SZ/CB CAW			4735	5200	-465	-8.94	7.19	6.52
PILLAR BOX RED			3908	5770	-1862	-32.27	5.94	7.23
PENFLD KH SZ/CB			3163	3768	-605	-16.06	4.81	4.72
RSMNT SHRAZ/CAB			871	1601	-730	-45.60	1.32	2.01
LINDEMAN SHZ/CB			633	632	1	.16	.96	.79
RAWSON RT SZ/CB			359	495	-136	-27.47	.55	.62
D'ARNBG STMP/JMP			308	713	-405	-56.80	.47	.89
D'ARNBG SJP GSM			250	191	59	30.89	.38	.24
MOLYDKR 2 LF FT			205	136	69	50.74	.31	.17
W BLSS CB/SZ RL			130	186	-56	-30.11	.20	.23
YALMBA YS SZ/VG			121	165	-44	-26.67	.18	.21
PENFLD CAB/SHRZ			113	174	-61	-35.06	.17	.22
90+CLR L4 SH/VG			99	232	-133	-57.33	.15	.29
OXFRD LDNG GSM			98	128	-30	-23.44	.15	.16
CORIOLE SHZ/SNG			93	10	83	830.00	.14	.01
G NORMAN SHZ/CB			84	111	-27	-24.32	.13	.14
PENFLD SHZ/MVDR			80	124	-44	-35.48	.12	.16
ROCKY GLY SH/VG			64	128	-64	-50.00	.10	.16
ROSEMNT GRN SHZ			61	326	-265	-81.29	.09	.41
BLK OPL SHRZ/CB			61	108	-47	-43.52	.09	.14
WATER WH HOMSTD			56	33	23	69.70	.09	.04
LONGVIEW SHZ/CB			52	50	2	4.00	.08	.06
PENFOLD BIN 2			49	28	21	75.00	.07	.04
RUTHRGLN RD VIC			48	44	4	9.09	.07	.06
D'ARNBG LGH MAG			47	43	4	9.30	.07	.05
DM TR-CHP SH/VG			31	23	8	34.78	.05	.03
ST HLLTT GK RES			29	80	-51	-63.75	.04	.10
IRONBY CB/SZ/MR			28	8	20	250.00	.04	.01
J DUVAL PLEXUS			26	1	25	2500.00	.04	.00
SCHILD EST GSM			24	32	-8	-25.00	.04	.04
INKBERRY SZ/CAB			23	70	-47	-67.14	.03	.09
HLL CNTNT GN/SZ			23	34	-11	-32.35	.03	.04
PENFLD BIN 138			22	34	-12	-35.29	.03	.04
HRTLND STKLEBCK			22	26	-4	-15.38	.03	.03
STANLEY BLK SHP			20	4	16	400.00	.03	.01
YERING STN SZ/V			17	17	0	100.00	.03	.00
WAKEFLD P SH/CB			16	1371	-1355	-98.83	.02	1.72
HRDY NTTG CB/SZ			14	74	-60	-81.08	.02	.09
WOOP WOOP SH/VG			14	58	-44	-75.86	.02	.07
ANGVE 9VN SZ/VG			14	15	-1	-6.67	.02	.02
MOLYDKR ENC PTH			14	4	10	250.00	.02	.01
TERLTO CHP SZ/V			12	4	8	200.00	.02	.01
WRRR WRRR SZ/VG			11	13	-2	-15.38	.02	.02
KIRRIHILL TM/GR			9	17	-8	-47.06	.01	.02
BNRCK STN SZ/CB			8	48	-40	-83.33	.01	.06
WN MEN GTH GRCH			7	16	-9	-56.25	.01	.02
WEST CAPE SZ/VG			7	7	0	100.00	.01	.00
HEWITSON MH GSM			6	27	-21	-77.78	.01	.03
PSSN HAS RED LP			6	1	5	500.00	.01	.00
2 HND SZ/CB B&B			5	15	-10	-66.67	.01	.02
WRRR WRRR C/S/M			5	15	-10	-66.67	.01	.02
FRISK PRCKLY RS			5	5	0	100.00	.01	.00
ARAMIS SZ/CB WH			4	11	-7	-63.64	.01	.01
SYP NDK RLR SKT			4	4	0	100.00	.01	.00
ANGVE 9VN G/R/S			3	23	-20	-86.96	.00	.03
2 HND SZ/GR BRV			3	11	-8	-72.73	.00	.01
ROSEMNT EST GSM			3	5	-2	-40.00	.00	.01
PENLY SZ/CB CND			3	2	1	50.00	.00	.00
TR&CHP SHZ VOGN			3	3	0	100.00	.00	.00
GREEN PNT CB SZ			2	55	-53	-96.36	.00	.07
BURGE D&OH GN/S			2	39	-37	-94.87	.00	.05
COLONL EST GSM			2	12	-10	-83.33	.00	.02
D'ARNBG SHZ/GRN			2	5	-3	-60.00	.00	.01
TORBRECK STD BV			2	1	1	100.00	.00	.00
COLONL EST EMIG			2	1	1	100.00	.00	.00
PARSON FL SZ/CB			1	231	-230	-99.57	.00	.29
ROSEMNT SHW GSM			1	24	-23	-95.83	.00	.03
RAZRS EDG SZ/GR			1	23	-22	-95.65	.00	.03
MCGUIGN SHZ GRN			1	15	-14	-93.33	.00	.02
INNCONT BYS SZ/V			1	1	0	100.00	.00	.00
LOOSE END G S M			1	1	0	100.00	.00	.00
96 POINTS SR/VG			1	1	0	100.00	.00	.00
BROTHR IN ARM#6				418	-418	-100.00	.00	.52
W BLSS YLLW LBL				27	-27	-100.00	.00	.03
FRIDY MNK CB/SZ				18	-18	-100.00	.00	.02
KIRRIHILL SH/VG				17	-17	-100.00	.00	.02
LEASNGHM SHZ/CB				14	-14	-100.00	.00	.02
RLF BDR SHZ/GR				13	-13	-100.00	.00	.02
BLUE REEF SZ/CB				12	-12	-100.00	.00	.02
ALICE WHT CB-SZ				12	-12	-100.00	.00	.02
BLEASDALE SZ/CB				11	-11	-100.00	.00	.01
MARQUIS PHLP SR				10	-10	-100.00	.00	.01
CHALICE BR SH/C				10	-10	-100.00	.00	.01
BLCK SWAN SZ/MR				8	-8	-100.00	.00	.01
ORLDO JC JOHANN				8	-8	-100.00	.00	.01

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

ALL STATES-1/1/12 - 09/30/12

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
KANGA SZ RS RSE					6	-6	-100.00	.00
SYAN TRADITION					5	-5	-100.00	.00
PENFLD 76 SZ/CB					4	-4	-100.00	.00
HARE'S CHASE BV					3	-3	-100.00	.00
ARCHTYPE CAB/SZ					3	-3	-100.00	.00
GLAETZER WALLCE					3	-3	-100.00	.00
GLAETZR ANPRNNA					2	-2	-100.00	.00
BLCK SWAN SZ/CB					2	-2	-100.00	.00
MATLDA SZ/CB/MR					2	-2	-100.00	.00
MAK CB/SHZ COON					2	-2	-100.00	.00
HARDY ST SZ/GRN					1	-1	-100.00	.00
THE CHOOK UNPEN					1	-1	-100.00	.00
PAXTN AAA SZ/GN					1	-1	-100.00	.00
ELDTN CB/SZ/MLT					1	-1	-100.00	.00
LNDMN B55 SZ/CB					1	-1	-100.00	.00
TWLVE STVS SZ/G					1	-1	-100.00	.00
TOTAL AUST SHZ	BLND		65827	79789	-13962	-17.50		
AUST SML/CHRD								
LNDMN SM/CH CAW			601	594	7	1.18	54.94	62.99
LINDEMAN SEM CH			460	333	127	38.14	42.05	35.31
SXS			19		19	100.00	1.74	.00
YARD DOG WHITE			13	15	-2	-13.33	1.19	1.59
ROSEMNT CHR SML			1		1	100.00	.09	.00
BNRCK STN SM/CH					1	-100.00	.00	.11
TOTAL AUST SML/CHRD			1094	943	151	16.01		
AUST OTH BLND								
YELLW TL CB/MRL			14971	13873	1098	7.91	56.87	55.69
MCWILLM JCK BLD			2612		2612	100.00	9.92	.00
G NORMAN CB-MLT			2598	2759	-161	-5.84	9.87	11.08
ORLDO JCB CB MR			1844	1679	165	9.83	7.00	6.74
FOXHORN PN G/CH			1488	1383	105	7.59	5.65	5.55
LTLT PNGN SZ/CB			641	600	41	6.83	2.43	2.41
BLK OPAL CB/MLT			457	701	-244	-34.81	1.74	2.81
RSMNT TRMNR/RSL			360	1688	-1328	-78.67	1.37	6.78
BLK OPL WB CB/M			345	357	-12	-3.36	1.31	1.43
ROSEMNT CAB-MRL			245	723	-478	-66.11	.93	2.90
D'ARNBG MSN/VGN			182	205	-23	-11.22	.69	.82
PENFLD KH CB/ML			166	299	-133	-44.48	.63	1.20
LTLT PNGN CB/MR			153	170	-17	-10.00	.58	.68
TRKY F THE TURK			41	1	40	4000.00	.16	.00
ALTOONA H CB/ML			37	6	31	516.67	.14	.02
LAMBERT GSM THR			30	2	28	1400.00	.11	.01
RUTHRGLN RUNION			26	26		.00	.10	.10
TEAL LAKE CB/ML			23	23		.00	.09	.09
LONGVIEW SEM/SB			14		14	100.00	.05	.00
YARD DOG RED			11	26	-15	-57.69	.04	.10
SMALL GULLY GSM			11	2	9	450.00	.04	.01
WYNDHAM C/M 888			9	16	-7	-43.75	.03	.06
FRIDAY MNK ROSE			9		9	100.00	.03	.00
PIRIE ESTLLE WH			8	13	-5	-38.46	.03	.05
KURTZ SVN SLPRS			8	3	5	166.67	.03	.01
LNDMN B80 CB/MR			6	7	-1	-14.29	.02	.03
ENGINE RM SB/CH			5	40	-35	-87.50	.02	.16
D'ARNBG GLV GRG			4		4	100.00	.02	.00
FRIDY MNK CB/MR			3	11	-8	-72.73	.01	.04
SQUIDS FIST			3		3	100.00	.01	.00
ROLLING SB/SEM			2	41	-39	-95.12	.01	.16
CAPE MNTL CB/ML			2	9	-7	-77.78	.01	.04
LEEWIN CAB/MRL			2	3	-1	-33.33	.01	.01
RED HDS YRD DOG			1	32	-31	-96.88	.00	.13
HILL CNTNT BNJM			1	9	-8	-88.89	.00	.04
DEVIL LR 5TH LG			1	8	-7	-87.50	.00	.03
FNTY POOL/SV/SM			1	7	-6	-85.71	.00	.03
RUTHRGLN MSN/VG			1		1	100.00	.00	.00
EGLE VLE CB/MRL			1		1	100.00	.00	.00
JOSEPH CAB/MRLT			1		1	100.00	.00	.00
SML GLY FM CB/S			1		1	100.00	.00	.00
PYRUS RED COON			1		1	100.00	.00	.00
LTTLE BMY CB/MR			1		1	100.00	.00	.00
TRKY F BTCHR WH			1		1	100.00	.00	.00
WISHNG TR ML/CB				50	-50	-100.00	.00	.20
CASSEGRN CB/MRL			41		41	-100.00	.00	.16
LNDMN CB/ML CAW			31		31	-100.00	.00	.12
PLANTGNT SEM/SB			19		19	-100.00	.00	.08
KIRRIHILL CB/ML			15		15	-100.00	.00	.06
BREMERTN TMBLYN			7		7	-100.00	.00	.03
ROSEMNT TRADTNL			5		5	-100.00	.00	.02
STRATHEWN CB/ML			3		3	-100.00	.00	.01
TAMBURLAINE F H			3		3	-100.00	.00	.01
TAMBURLAINE SV/C			3		3	-100.00	.00	.01
G BURGE HOLY TR			3		3	-100.00	.00	.01
BONG BONG WHITE			2		2	-100.00	.00	.01
GOLD WHITE			1		1	-100.00	.00	.00
DUTSCHKE WL BLN			1		1	-100.00	.00	.00
CENT RS RND/CRV			1		1	-100.00	.00	.00
ALKOOMI BLCKBT			1		1	-100.00	.00	.00
ROLLING CAB/MRL			1		1	-100.00	.00	.00
PEACE FMLY RED			1		1	-100.00	.00	.00
LEHMAN SEM/SAUT			1		1	-100.00	.00	.00

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
TOTAL AUST OTH BLND			26327	24911	1416	5.68		
AUST OTHR RED								
YELLW TL MALBEC			2654	8	2646	*****	30.08	.18
YELLW TL SW ROO			1944		1944	100.00	22.04	.00
YELLW TL ROSE			1420	1695	-275	-16.22	16.10	37.90
ALICE WH RL MOS			599	179	420	234.64	6.79	4.00
FETISH PLAYMTES			471	42	429	1021.43	5.34	.94
DE BRTL PT SRH			406	18	388	2155.56	4.60	.40
TAIT BALL BUSTR			283	212	71	33.49	3.21	4.74
LEHMN CLNCY RED			176	199	-23	-11.56	2.00	4.45
ALPA BOX&DC TRT			101		101	100.00	1.14	.00
SHOOFLY SALUTE			80	37	43	116.22	.91	.83
BITCH GRENACHE			66		66	100.00	.75	.00
FIREBLK OV GRNC			58	73	-15	-20.55	.66	1.63
CLRNDN GRN CLAR			53	82	-29	-35.37	.60	1.83
TORBRECK JUVENL			45	30	15	50.00	.51	.67
TIR NA NOG GNCH			38	32	6	18.75	.43	.72
JCB CRK MSC RSE			38		38	100.00	.43	.00
D'ARENBG D'ARRY			35	42	-7	-16.67	.40	.94
FRST DP THE RED			34	402	-368	-91.54	.39	8.99
LNDMN B46 SW RD			32	1	31	3100.00	.36	.02
G NORMAN MALBEC			31		31	100.00	.35	.00
WIRRA MRS WIGLY			29		29	100.00	.33	.00
ROBERT OTLY TEM			28		28	100.00	.32	.00
RUTHRGLN EST RD			25	23	2	8.70	.28	.51
DE BRTL PT VRT			24		24	100.00	.27	.00
LEHMN LAYERS			23	45	-22	-48.89	.26	1.01
YALUMBA GRNACHE			19	27	-8	-29.63	.22	.60
BTT&SCHL GRNCH			12	4	8	200.00	.14	.09
GROSSET MRTG RD			8	1	7	700.00	.09	.02
COLONL ES GRN A			6	1	5	500.00	.07	.02
FISHEYE SWT RED			6		6	100.00	.07	.00
BTT&SCHL OG GR			6		6	100.00	.07	.00
CH CH LEAF PRGL			6		6	100.00	.07	.00
EPICUREAN B GRN			5	51	-46	-90.20	.06	1.14
MISFIT BRUJERA			5	2	3	150.00	.06	.04
TAPANAPPA BLEND			5		5	100.00	.06	.00
BURGE FM GARNCH			5		5	100.00	.06	.00
FRST DP MTH MLK			4	20	-16	-80.00	.05	.45
ALPHA BX&DC FOG			4	1	3	300.00	.05	.02
CLRNDN GRN HICK			4		4	100.00	.05	.00
CH CH LEAF TRNR			3	108	-105	-97.22	.03	2.42
D'ARNBG GN CSTD			3	8	-5	-62.50	.03	.18
PIERI OCCASIONE			3	1	2	200.00	.03	.02
MITCHELL GRNCHE			3		3	100.00	.03	.00
CH CH SKULLS RD			3	848	-846	-99.76	.02	18.96
MRQS PH GRNC MV			2	178	-176	-98.88	.02	3.98
BONG BONG CNTNL			2	14	-12	-85.71	.02	.31
PERMUTATION PN			2	5	-3	-60.00	.02	.11
SMALL GLY CNCTN			2		2	100.00	.02	.00
CULLEN MANGAN			2		2	100.00	.02	.00
YANGARRA ROSE			2		2	100.00	.02	.00
HEWITSON OG MVD			1	9	-8	-88.89	.01	.20
COLONL ES GRN E			1	9	-8	-88.89	.01	.20
PENFLD GR BIN95			1	3	-2	-66.67	.01	.07
ST MARY BL&WHST			1	1		.00	.01	.02
D'ARNBG 28 MVDR			1		1	100.00	.01	.00
GIANT STEP HRRY			1		1	100.00	.01	.00
2 HDD YSTRDY GR			1		1	100.00	.01	.00
TEMPUS 2 MELNGE			1		1	100.00	.01	.00
FOXHORN WH MRLT				10	-10	-100.00	.00	.22
BROKENWOOD PN N				8	-8	-100.00	.00	.18
MITOLO JSTR RSE				8	-8	-100.00	.00	.18
CASCABEL GRENCH				6	-6	-100.00	.00	.13
BTT&SCHL CHRNG				5	-5	-100.00	.00	.11
KILKNOON PRD GR				5	-5	-100.00	.00	.11
TINTARA RS GRNC				3	-3	-100.00	.00	.07
LANGMEIL 3 GRDN				3	-3	-100.00	.00	.07
CRANEFORD GRNCH				2	-2	-100.00	.00	.04
CASCABEL JOVEN				2	-2	-100.00	.00	.04
LEHMAN MENTOR				2	-2	-100.00	.00	.04
RED HD YARD DOG				2	-2	-100.00	.00	.04
RUTHRGLN EST PS				1	-1	-100.00	.00	.02
TAMBRLAINE MLBC				1	-1	-100.00	.00	.02
BROKENWOOD CRCK				1	-1	-100.00	.00	.02
96 POINTS PT SR				1	-1	-100.00	.00	.02
LEHMN SVN SRVYS				1	-1	-100.00	.00	.02
TOTAL AUST OTHR RED			8822	4472	4350	97.27		
AUST OTHR WHT								
YELLW TL PN GRG			34328	28603	5725	20.02	29.91	31.63
YELLW TL MOSCTO			17475	3799	13676	359.99	15.23	4.20
YELLW TL RSLNG			14270	15300	-1030	-6.73	12.43	16.92
FISHEYE MOSCATO			7845	3655	4190	114.64	6.84	4.04
YELLW TL SAV BL			7228	5330	1898	35.61	6.30	5.89
ORLDO JC PN GRG			3863	3136	727	23.18	3.37	3.47
ORL JACB MOSCTO			3608	401	3207	799.75	3.14	.44
BLCK SWAN P GRG			3537	4425	-888	-20.07	3.08	4.89
FISHEYE PNT GRG			2568	1674	894	53.41	2.24	1.85
LNDMN BIN PN GR			2468	2126	342	16.09	2.15	2.35

NABCA CASE SALES ANALYSIS

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
ALICE WH LX MOS			2381	3821	-1440	-37.69	2.07	4.22
BLCK SWAN RSLNG			2191	2667	-476	-17.85	1.91	2.95
LTTLE PNGN P GR			1843	2078	-235	-11.31	1.61	2.30
FOUNDSTONE P GR			1805		1805	100.00	1.57	.00
ANGVE 9VNE VGNR			1354	8	1346	*****	1.18	.01
HARDY STAMP RSL			813	3922	-3109	-79.27	.71	4.34
YLLW TL RS P GR			782	934	-152	-16.27	.68	1.03
SHOOFLY FRECKLE			600	11	589	5354.55	.52	.01
YALUMBA YS VGNR			537	492	45	9.15	.47	.54
ORLDO JACB RSLG			519	583	-64	-10.98	.45	.64
DE BRTL P GRG			489	29	460	1586.21	.43	.03
LINDMN B90 MSCT			446	565	-119	-21.06	.39	.62
FRSK PRKLY RSLN			352	159	193	121.38	.31	.18
GALLO F MSC SEA			279	750	-471	-62.80	.24	.83
ANGVE AD HL SB			238		238	100.00	.21	.00
YALUMBA YS P GR			210	229	-19	-8.30	.18	.25
YALUMBA OX SAUV			186	225	-39	-17.33	.16	.25
BITCH WHITE			177		177	100.00	.15	.00
ST HLLTT RSLNG			146	9	137	1522.22	.13	.01
FISHEYE RIESLNG			142	370	-228	-61.62	.12	.41
RSMNT DMN P GRG			141	691	-550	-79.59	.12	.76
SHOOFLY BUZ CUT			141	116	25	21.55	.12	.13
YALUMBA YS SV B			131	100	31	31.00	.11	.11
ANGVE 9VNE MSCT			112	37	75	202.70	.10	.02
MCWILLM RSLN HE			79	196	-117	-59.69	.07	.22
BLCK SWAN MSCT			73	7	66	942.86	.06	.01
D'ARNBG STMPJMP			61	89	-28	-31.46	.05	.10
YALUMBA YS RSLN			61	48	13	27.08	.05	.05
LEHMAN SEMILLON			57	32	25	78.13	.05	.04
PEWSEY VALE RSL			55	33	22	66.67	.05	.04
DEAKIN EST MSCT			53	148	-95	-64.19	.05	.16
MOLYDKR VIOLNST			51	58	-7	-12.07	.05	.06
D'ARNBG STJP SB			47	1	46	4600.00	.04	.00
LINDEMAN SAV BL			46	6	40	666.67	.04	.01
LINDEMN BIN RSL			45	77	-32	-41.56	.04	.09
TEAL LAKE MOSCT			45	19	26	136.84	.04	.02
CH TANUNDA GR B			44	57	-13	-22.81	.04	.06
HOPE EST VRDLHO			42	56	-14	-25.00	.04	.06
LNDMN PRM S PNG			35		35	100.00	.03	.00
LUCKY DUCK MSCT			35		35	100.00	.03	.00
IRONBERRY CH/VG			33		33	100.00	.03	.00
ORL JACB RSL RS			29	57	-28	-49.12	.03	.06
TORBRECK WD SEM			29	4	25	625.00	.03	.00
GROOM SAUV BLNC			28	11	17	154.55	.02	.01
ROCKY GLY RSLNG			27	25	2	8.00	.02	.03
CLIMBING PN GRG			26	30	-4	-13.33	.02	.03
PILLAR BOX WHT			25	67	-42	-62.69	.02	.07
LEEWIN SB/SEM			25	30	-5	-16.67	.02	.03
PLANTGNT HZ HIL			24		24	100.00	.02	.00
YALUMBA OX VGNR			23	33	-10	-30.30	.02	.04
T'GL JULIET PGR			22	7	15	214.29	.02	.01
T'GL JULIET MOS			20	7	13	185.71	.02	.01
OLD PLAINS P GR			18	37	-19	-51.35	.02	.04
BLACKBLLY P GRS			18	22	-4	-18.18	.02	.02
WAKEFLD PL RSLG			18	4	14	350.00	.02	.00
YALUMBA YS VERM			17		17	100.00	.01	.00
ELDTN GLDN SMLN			16	30	-14	-46.67	.01	.03
FRIDAY MNK MSCT			14		14	100.00	.01	.00
LONGVW I KNB RS			13	36	-23	-63.89	.01	.04
INNCONT BYS P GS			13	18	-5	-27.78	.01	.02
PIKES RIESLING			13	2	11	550.00	.01	.00
LOTTO MOSCATO			12	30	-18	-60.00	.01	.03
LEEWIN RIESLNG			12	25	-13	-52.00	.01	.03
OXFD LDG VGN LR			12	13	-1	-7.69	.01	.01
WAGTAIL RIESLNG			12		12	100.00	.01	.00
SHW&SMTH SAV BL			11	34	-23	-67.65	.01	.04
FOUR STR SV BLC			11	21	-10	-47.62	.01	.02
GLDWTR SV B DOG			11	17	-6	-35.29	.01	.02
LTTLE PNGN RSLG			10	25	-15	-60.00	.01	.03
FRNKLND ISL RSL			10		10	100.00	.01	.00
MITOLO JSTR VMT			10		10	100.00	.01	.00
MARGN VRDLHN HV			9	139	-130	-93.53	.01	.15
LEHMANN RIESLNG			8	7	1	14.29	.01	.01
R HAMITON VGNR			8	4	4	100.00	.01	.00
LALA GULLY RSLN			8		8	100.00	.01	.00
ROBERT OTLY GEW			8		8	100.00	.01	.00
ALICE WHT RSLNG			7	79	-72	-91.14	.01	.09
YALUMBA MSM MUS			7	11	-4	-36.36	.01	.01
DEVIL LR 5TH LG			7	8	-1	-12.50	.01	.01
W BLSS RSL ADLD			7	6	1	16.67	.01	.01
MADFISH RIESLNG			7	4	3	75.00	.01	.00
COORALOOK SV BL			7		7	100.00	.01	.00
CAPE MNTL SM/SB			6	15	-9	-60.00	.01	.02
W BLSS RSLNG GL			6	2	4	200.00	.01	.00
TAMAR RDG RSLNG			6		6	100.00	.01	.00
XANADU NOK S BL			5	15	-10	-66.67	.00	.02
BTT&SCHL RSLNG			5	5			.00	.01
MARQS PHLP HLLY			3	1993	-1990	-99.85	.00	2.20
D'ARNBG STJP RS			3	19	-16	-84.21	.00	.02
PENFLD HYLD RSL			3	13	-10	-76.92	.00	.01
ROSEMNT EST RSL			3	10	-7	-70.00	.00	.01
D'ARNBG MNY SPD			3	9	-6	-66.67	.00	.01
YALUMBA BOT VGN			3	6	-3	-50.00	.00	.01

NABCA CASE SALES ANALYSIS

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
COLONL EST SEM			3	5	-2	-40.00	.00	.01
MT HORRCK W RSL			3	2	1	50.00	.00	.00
YANGARRA ROUSNE			3		3	100.00	.00	.00
R HAMILTON RSLN			3		3	100.00	.00	.00
LONGVW WHPPT SB			2	24	-22	-91.67	.00	.03
SLIPSTREAM SV B			2	23	-21	-91.30	.00	.03
WOOP WOOP VRDLH			2	14	-12	-85.71	.00	.02
BREMRTN VERDLHO			2	8	-6	-75.00	.00	.01
D'ARNBG TDD RSL			2	2		.00	.00	.00
MONSTR ATCK RSL			2	1	1	100.00	.00	.00
KILKNOON MRT RS			2	1	1	100.00	.00	.00
SHTSBRK SAV BLC			2	1	2	100.00	.00	.00
PIKE&JOYCE P GR			2	1	2	100.00	.00	.00
ALKOOMI SML/SAV			1	15	-14	-93.33	.00	.02
MOONDARRA HOLLY			1	13	-12	-92.31	.00	.01
LEHMN LAYERS			1	11	-10	-90.91	.00	.01
LEASNGHM RSL #7			1	4	-3	-75.00	.00	.00
WATER WH BENDIG			1	1		.00	.00	.00
ELDTN BTYTS SML			1	1		.00	.00	.00
ALKOOMI RIESLNG			1	1		.00	.00	.00
BORTOLI NBL ONE			1		1	100.00	.00	.00
MARGAN FM SMLLN			1		1	100.00	.00	.00
D'ARNBG N MD PI			1		1	100.00	.00	.00
2 HND LV/MNY SM			1		1	100.00	.00	.00
YELLOW TL MSC/TR				120	-120	-100.00	.00	.13
WOODBURG MOSCATO				64	-64	-100.00	.00	.07
HEWITSN LULU SB				26	-26	-100.00	.00	.03
BLEASDALE LNG X				17	-17	-100.00	.00	.02
SHINAS INCNT VG				11	-11	-100.00	.00	.01
BROKNWD CRCK WH				9	-9	-100.00	.00	.01
GROSSET WTV RSL				6	-6	-100.00	.00	.01
W BLSS RSLNG YL				6	-6	-100.00	.00	.01
ALKOOMI LT HRVS				6	-6	-100.00	.00	.01
NICK FALDO SV B				5	-5	-100.00	.00	.01
KANGA SV BL RES				5	-5	-100.00	.00	.01
RUTHRGLN ALLNCE				4	-4	-100.00	.00	.00
MATILDA PLN SAV				3	-3	-100.00	.00	.00
FRNKLND EST RSL				3	-3	-100.00	.00	.00
TALTARNI SV BLC				3	-3	-100.00	.00	.00
BLEASDALE VERDL				3	-3	-100.00	.00	.00
PEPWD G RSL SEA				3	-3	-100.00	.00	.00
NEPENTHE SV BLC				3	-3	-100.00	.00	.00
LILLYPLLY NOBLE				2	-2	-100.00	.00	.00
JINKS CRK SV BL				2	-2	-100.00	.00	.00
PENFLD BN51 RSL				2	-2	-100.00	.00	.00
FRNKLND PH RSLG				2	-2	-100.00	.00	.00
PRIMO EST BIOND				1	-1	-100.00	.00	.00
STARVEDOG SV BL				1	-1	-100.00	.00	.00
COORALOOK PN GR				1	-1	-100.00	.00	.00
FUNHOUSE PN GRG				1	-1	-100.00	.00	.00
WAKEFLD CV RSLG				1	-1	-100.00	.00	.00
FRNLLND CLD RSL				1	-1	-100.00	.00	.00
THE GORGE VNGR				1	-1	-100.00	.00	.00
PLANTGNT MT BKR				1	-1	-100.00	.00	.00
PIKE&JOYCE SV B				1	-1	-100.00	.00	.00
TOTAL AUST OTHR WHT			114766	90442	24324	26.89		
GREECE								
CLAUS RETSINA			205	289	-84	-29.07	6.84	16.15
BOU TRI MOSCHOFL			181	134	47	35.07	6.04	7.49
KOURTAKI RETSINA			168	155	13	8.39	5.61	8.66
MY BG FT GK AGR			147		147	100.00	4.91	.00
BOU TRI KRET KS W			122	66	56	84.85	4.07	3.69
KOURTKI MVRDPHN			101	107	-6	-5.61	3.37	5.98
BOU TRI SNTRNI W			99	63	36	57.14	3.31	3.52
BOUTARI NAOUSSA			99	51	48	94.12	3.31	2.85
MY BG FT GK SAV			96		96	100.00	3.21	.00
BOU TRI KRET KS R			92	28	64	228.57	3.07	1.57
NASKOS MSCHFLR			91	13	78	600.00	3.04	.73
SANTORINI GAVLA			72	34	38	111.76	2.40	1.90
SAMOS SWEET WHT			68	68		.00	2.27	3.80
CAMBS NM RS ATC			68	21	47	223.81	2.27	1.17
KOURTAKI RED			64	67	-3	-4.48	2.14	3.75
KOURTAKI AGRGTK			64		64	100.00	2.14	.00
DM SIGLS SNTRNI			61	1	60	6000.00	2.04	.06
GAI'A NTS NEMEA			55	44	11	25.00	1.84	2.46
GAI'A NTS PLPNS			55		55	100.00	1.84	.00
14-18H ROSE			54		54	100.00	1.80	.00
VAENI NAO XINMY			54		54	100.00	1.80	.00
CAMBAS MNTNA AT			50	45	5	11.11	1.67	2.52
BALDUCCI SNTRNI			50		50	100.00	1.67	.00
KOURTAKI WHITE			49	61	-12	-19.67	1.64	3.41
SITIA RETSINA			48	52	-4	-7.69	1.60	2.91
ELIOS MED RED			43	5	38	760.00	1.44	.28
ALPHA AXIA			39		39	100.00	1.30	.00
CAVINO MVRDPHNE			36	42	-6	-14.29	1.20	2.35
SKOURAS MSCHLFR			33	1	32	3200.00	1.10	.06
ANASTASI CAB SV			29	30	-1	-3.33	.97	1.68
CAMBS KORINTHIA			28		28	100.00	.93	.00
ANSTSI MSSNA RD			26	48	-22	-45.83	.87	2.68
BOU TRI MVRDPHNE			25	28	-3	-10.71	.83	1.57
CRETA OLYMPA RD			23	23		.00	.77	1.29

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
MEDITERRA MRMBL			22		22	100.00	.73	.00
ARGYROS ATL RSE			22		22	100.00	.73	.00
CRETA OLYMPA WH			21	28	-7	-25.00	.70	1.57
NASKOS AGTKO RD			20	10	10	100.00	.67	.56
DM FOIVS MYESIS			17		17	100.00	.57	.00
SKOURAS M OENOS			17		17	100.00	.57	.00
ANSTSI MSSNA WH			16	20	-4	-20.00	.53	1.12
ANASTASI NEMEA			15	7	8	114.29	.50	.39
ARGYROS ATLTS W			15	4	11	275.00	.50	.22
SPRPOULS ML RSE			15		15	100.00	.50	.00
SKOURAS ST GEO			15		15	100.00	.50	.00
REMI RETSINA			14	16	-2	-12.50	.47	.89
INO RED SMI SWT			13	2	11	550.00	.43	.11
SKOURAS ZOE RSE			13		13	100.00	.43	.00
CHRISOHOO RPSN			12		12	100.00	.40	.00
LYRARAKIS VLANA			12		12	100.00	.40	.00
LYRARAKIS KTSFL			11		11	100.00	.37	.00
MEDITERRA XRLTH			11		11	100.00	.37	.00
AMETHYSTOS RED			10	21	-11	-52.38	.33	1.17
INO DRY RED			10	11	-1	-9.09	.33	.61
GENTILIN ROBOLO			10		10	100.00	.33	.00
HATZIMCHLS CAB			10		10	100.00	.33	.00
THALASSITIS WHT			10		10	100.00	.33	.00
GAI'A NTOS AGTK			9	36	-27	-75.00	.30	2.01
CLAUS NEMEA RED			9	16	-7	-43.75	.30	.89
SITIA CRETAN RD			9	10	-1	-10.00	.30	.56
SKOURAS WHITE			8		8	100.00	.27	.00
ZCHRIS MSCHFRL			8		8	100.00	.27	.00
SPIROPOULOS RED			7	3	4	133.33	.23	.17
PALVOU AGORGTKO			7	2	5	250.00	.23	.11
HATZIMCHLS CHR			7		7	100.00	.23	.00
MUSCAT D LIMNOS			7		7	100.00	.23	.00
INO DRY WHITE			6		-1	-14.29	.20	.39
CANAVA ARGY SAN			6	3	3	100.00	.20	.17
HRLFTS ARGLS NM			6		6	100.00	.20	.00
LOUKATOS MUSCAT			6		6	100.00	.20	.00
KOUROS DRY WHT			5	15	-10	-66.67	.17	.84
SITIA CRETAN WH			5			.00	.17	.28
HRLFTS ATHNSSDI			1		4	400.00	.17	.06
MEGNOS SAVTINO			1		4	400.00	.17	.06
LYRARAKIS ASSYR			5		5	100.00	.17	.00
VAENI EDEODS RS			5		5	100.00	.17	.00
KOURTAKI KOUROS			4	19	-15	-78.95	.13	1.06
AMETHYSTOS WHT			4		4	100.00	.13	.00
MUSCAT LIMNS GC			4		4	100.00	.13	.00
SKOURAS RED			3	10	-7	-70.00	.10	.56
CLAUS DEMST RED			3	8	-5	-62.50	.10	.45
ZACHARIAS MRLT			3		3	100.00	.10	.00
NEMEA SPC VQPRD			3		3	100.00	.10	.00
ZACHARIAS CB SV			3		3	100.00	.10	.00
SAMOS MSCT DOUX			3		3	100.00	.10	.00
CRETA OLYMP SMS			2	9	-7	-77.78	.07	.50
LOUKATOS MVDPHN			2		2	100.00	.07	.00
CAMBAS RODITIS			2		2	100.00	.07	.00
ARGYROS ASSYRTK			2		2	100.00	.07	.00
CAMBAS MSCHFRL			1	7	-6	-85.71	.03	.39
ELIOS MED WHITE			1	3	-2	-66.67	.03	.17
ARGYROS ATLTS R			1	1		.00	.03	.06
KLIMA XYNOMAVRO			1		1	100.00	.03	.00
KOUROS DRY RED			1		1	100.00	.03	.00
VASSILIOU RTSNA			1		1	100.00	.03	.00
GAI'A AGIORGTKO				11	-11	-100.00	.00	.61
GAI'A 14/18 RSE				5	-5	-100.00	.00	.28
CLAUS CHATEAU				4	-4	-100.00	.00	.22
NASKOS NEMEA RD				4	-4	-100.00	.00	.22
CAMBAS ROUGE				3	-3	-100.00	.00	.17
VASSILIOU AMBLN				3	-3	-100.00	.00	.17
HATZMCHLS SYRAH				3	-3	-100.00	.00	.17
CLAUS DEMST WHT				2	-2	-100.00	.00	.11
ANSTSI MOSCHFRL				1	-1	-100.00	.00	.06
BOUTRI NEMEA RD				1	-1	-100.00	.00	.06
VATISTAS CB AGI				1	-1	-100.00	.00	.06
TOTAL GREECE			2995	1789	1206	67.41		
PORTUGAL								
GAZELA VNHO VRD			2464	2034	430	21.14	13.82	9.94
MATEUS ROSE			2446	2402	44	1.83	13.72	11.74
CASAL G VNH VRD			1295	1163	132	11.35	7.26	5.68
BROADBNT VIN VR			1241	908	333	36.67	6.96	4.44
SOGRP CLBRG DOU			1212	1499	-287	-19.15	6.80	7.32
FONSCA JM TW VN			940	678	262	38.64	5.27	3.31
LANCERS ROSE			888	989	-101	-10.21	4.98	4.83
AVELEDA VNHO VR			760	797	-37	-4.64	4.26	3.89
RAMOS LOIOS WHT			641	120	521	434.17	3.60	.59
ARCA NOVA VN VR			442	639	-197	-30.83	2.48	3.12
LAB RED			426	193	233	120.73	2.39	.94
GATAO VIHNO VER			391	458	-67	-14.63	2.19	2.24
SOGRAPE			318	345	-27	-7.83	1.78	1.69
QNTA GMRZ ESPDR			317	345	-28	-8.12	1.78	1.69
CICONIA RED			284	382	-98	-25.65	1.59	1.87
ESPIRAL VINHO			247		247	100.00	1.39	.00
QNTA CRST DR RD			224	53	171	322.64	1.26	.26

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

ALL STATES-1/1/12 - 09/30/12

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
CASA VLA VRD VN			204	497	-293	-58.95	1.14	2.43
FONSCA PRQT RED			185	278	-93	-33.45	1.04	1.36
GAZELA ROSE			178	77	101	131.17	1.00	.38
LELLO DOURO RED			161		161	100.00	.90	.00
QUATRO CASTAS			139	66	73	110.61	.78	.32
OLARIA RED			101	12	89	741.67	.57	.06
CASAL GRC VV RS			97		97	100.00	.54	.00
LAB WHITE			86	90	-4	-4.44	.48	.44
CICONIA VNO VRD			81		81	100.00	.45	.00
FONSCA PRQT RSE			80	104	-24	-23.08	.45	.51
E A ALENTEJO			77	99	-22	-22.22	.43	.48
QNTA GMRZ ALVRH			75	93	-18	-19.35	.42	.45
OCTAVE ALVARINH			71	142	-71	-50.00	.40	.69
DOURAL TINTO RD			69		69	100.00	.39	.00
QNTA VLLDO DOUR			65	49	16	32.65	.36	.24
QUEVEDO OSCARS			62	71	-9	-12.68	.35	.35
QNTA GMZ LOURER			60	101	-41	-40.59	.34	.49
CICONIA WHITE			58		58	100.00	.33	.00
TERRA D LOBS RD			55	33	22	66.67	.31	.16
LAGOSTA VN VERD			52		52	100.00	.29	.00
CASA FRNHA ESTV			50	26	24	92.31	.28	.13
TWIN VINS V VRD			49	73	-24	-32.88	.27	.36
QUINTA CSL BNCO			49	3	46	1533.33	.27	.01
CABRIZ COLHEITA			49		49	100.00	.27	.00
CONDE VILLAR VV			48		48	100.00	.27	.00
ESPIRAL VH ROSE			48		48	100.00	.27	.00
VINHAS ALTAS VV			47	49	-2	-4.08	.26	.24
MSSIAS VNHO VRD			45		45	100.00	.25	.00
CHARMBA TINTO RD			41	66	-25	-37.88	.23	.32
MAPRECO VNH VRD			40	12	28	233.33	.22	.06
CASA SNTR DAO T			38	117	-79	-67.52	.21	.57
CALAMARES VN VR			38		38	100.00	.21	.00
VEGA TINTO			38		38	100.00	.21	.00
QNTA CBZ CLHT R			37		37	100.00	.21	.00
OLARIA WHITE			35	4	31	775.00	.20	.02
RAMOS LOIOS RED			32	111	-79	-71.17	.18	.54
FONSCA PRQT WHT			32		32	100.00	.18	.00
QNTA VLLDO TRGA			31	5	26	520.00	.17	.02
ALTANO DOURO RD			29		29	100.00	.16	.00
VNHA CNCHS ESTR			27	126	-99	-78.57	.15	.62
QNTA CRST FLOR			27		27	100.00	.15	.00
QNTA RORZ PRAZO			26	17	9	52.94	.15	.08
QNTA CRST SUPER			25		25	100.00	.14	.00
FONSCA VIDONYA			24	32	-8	-25.00	.13	.16
AVELDA GRNLD SL			22		22	100.00	.12	.00
CHRYSEIA DOURO			19		19	100.00	.11	.00
MRO BOR ALENTJO			18	196	-178	-90.82	.10	.96
PILHEIROS RED			17	667	-650	-97.45	.10	3.26
RAINHA VINHO			16	25	-9	-36.00	.09	.12
PAVAO VIN VERDE			15	38	-23	-60.53	.08	.19
CARTA RED			15		15	100.00	.08	.00
DUORUM COLHEITA			14	181	-167	-92.27	.08	.88
QNTA CRRGSA DRO			14	44	-30	-68.18	.08	.21
RED LEG SHZ/ARG			13	261	-248	-95.02	.07	1.28
QNTA FRN PIRES			13		13	100.00	.07	.00
QNTA CRST DR WH			12	5	7	140.00	.07	.02
CASA FERNHA V G			12		12	100.00	.07	.00
RAMOS LMA VN VR			12		12	100.00	.07	.00
QUINTA VL MEAO			11	1	10	1000.00	.06	.00
CASAL BRNCO RBJ			10	93	-83	-89.25	.06	.45
MURAL DOURO RED			10	5	5	100.00	.06	.02
QUINTA RORZ RES			10		10	100.00	.06	.00
FONSCA JM DOMNI			9	37	-28	-75.68	.05	.18
CPE RCA FISH WH			9		9	100.00	.05	.00
SEXY ROSE			8		8	100.00	.04	.00
CARTA WHITE			7		7	100.00	.04	.00
SEXY RED			7		7	100.00	.04	.00
STRNO CNHA ALQV			6	10	-4	-40.00	.03	.05
CONSENSUS WHITE			6		6	100.00	.03	.00
MONTE VELHO WHT			6		6	100.00	.03	.00
VINHA PAZ CLHTA			6		6	100.00	.03	.00
STRNO CNH 2WRLD			6		6	100.00	.03	.00
CP RC FISHERMAN			6		6	100.00	.03	.00
SEXY WHITE			6		6	100.00	.03	.00
MNTE CSCAS CLHT			6		6	100.00	.03	.00
STRAVAGNZ DOURO			5	7	-2	-28.57	.03	.03
DONA ERMALDA RS			5	1	4	400.00	.03	.00
QNTA AZVDO V VR			5		5	100.00	.03	.00
VERA VINHO VERD			5		5	100.00	.03	.00
QNTA GRRD V TINT			4	395	-391	-98.99	.02	1.93
FONSCA PRQT MSC			4	48	-44	-91.67	.02	.23
LANCERS WHITE			4	9	-5	-55.56	.02	.04
QNTA CRST DR RS			4	3	1	33.33	.02	.01
PRAZO DE RORIZ			4		4	100.00	.02	.00
ESTEIO VNHO VRD			4		4	100.00	.02	.00
FIUZA NATIVE WH			3	11	-8	-72.73	.02	.05
CASTLLA ALB DOU			3	8	-5	-62.50	.02	.04
FAMEGA VN VERDI			3	7	-4	-57.14	.02	.03
QNTA DO GRFO RD			3	7	-4	-57.14	.02	.03
PERNE DRO TINTO			3	6	-3	-50.00	.02	.03
QNTA PSSDR PSSA			3		3	100.00	.02	.00
FONSCA PRQT RES			2	8	-6	-75.00	.01	.04
QNTA S FRAN OBD			2	5	-3	-60.00	.01	.02

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

ALL STATES-1/1/12 - 09/30/12

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
CARM DOURO RED			2	5	-3	-60.00	.01	.02
QNTA L ROSA DOC			2	4	-2	-50.00	.01	.02
DOMINI PLUS DOU			2	2		.00	.01	.01
QNTA DOS GRILOS			2	2		.00	.01	.01
MEANDRO VL MEAO			2	2		.00	.01	.01
RAMOS VIL SANTA			2		2	100.00	.01	.00
EUGENIO D ALNDA			1	13	-12	-92.31	.01	.06
BERCO D INFANTE			1	7	-6	-85.71	.01	.03
QUINTA DAS BAND			1	3	-2	-66.67	.01	.01
CASA CMPTSL VRD			1	3	-2	-66.67	.01	.01
ESPGUERO VNH VR			1	3	-2	-66.67	.01	.01
QNTA FT AURATUS			1	2	-1	-50.00	.01	.01
MXAGT VNHO TNO			1		1	100.00	.01	.00
MXAGT TNTA BRCA			1		1	100.00	.01	.00
QNTA L RSA RSRV			1		1	100.00	.01	.00
PINTAS CHARACTR			1		1	100.00	.01	.00
TNS D DUORUM RD			1		1	100.00	.01	.00
RMOS PNT ADRN R			1		1	100.00	.01	.00
CAPE ROCA FISH			1		1	100.00	.01	.00
HERA ROSE			1		1	100.00	.01	.00
SOGRP CLBRG ATL				1492	-1492	-100.00	.00	7.29
QUNTA FRONTEIRA				1200	-1200	-100.00	.00	5.86
VALE PERDIDO WH				106	-106	-100.00	.00	.52
VALE PERDIDO RD				105	-105	-100.00	.00	.51
ADEGA PEOGS RED				18	-18	-100.00	.00	.09
MURLHS MNCO VRD				12	-12	-100.00	.00	.06
QNTA L RSA DRSA				10	-10	-100.00	.00	.05
RGNGS MLGC V VR				6	-6	-100.00	.00	.03
FIUZA NATIVE RD				6	-6	-100.00	.00	.03
CONDE VIMSO RED				5	-5	-100.00	.00	.02
QNTA GRRDA GRRD				5	-5	-100.00	.00	.02
TRRA ANTG V VRD				4	-4	-100.00	.00	.02
MURAL DOURO WHT				3	-3	-100.00	.00	.01
CASA SNTR V TNT				3	-3	-100.00	.00	.01
QNTA CBZ CLHT W				2	-2	-100.00	.00	.01
VINZELO RED DRO				1	-1	-100.00	.00	.00
QNTA MONT LYBRA				1	-1	-100.00	.00	.00
VINHA CONCHAS				1	-1	-100.00	.00	.00
BATUSSI				1	-1	-100.00	.00	.00
FIUZA NATVE RSE				1	-1	-100.00	.00	.00
RAMOS TRINCADEI				1	-1	-100.00	.00	.00
FONSCA PRQT CLS				1	-1	-100.00	.00	.00
TOTAL PORTUGAL			17830	20466	-2636	-12.88		
ARGT CAB SAUV								
MRC5 JMS MDZ CB			6654	7779	-1125	-14.46	34.38	37.22
ALAMOS MENDOZA			1828	1765	63	3.57	9.45	8.44
CNCHA XPLOA CAB			1554	1505	49	3.25	8.03	7.20
TRIVENTO RESERV			905	915	-10	-1.09	4.68	4.38
FUNKY LLAMA			859	1032	-173	-16.76	4.44	4.94
MISTERIO			802	486	316	65.02	4.14	2.33
SEPTIMA MENDOZA			714	733	-19	-2.59	3.69	3.51
TRAPICHE CAB RS			551	711	-160	-22.50	2.85	3.40
TRRZS ANDS CB S			541	608	-67	-11.02	2.80	2.91
RIO SECO ESTATE			344	326	18	5.52	1.78	1.56
SANTA JULIA ORG			333	303	30	9.90	1.72	1.45
CRIO5 SN BALBO			305	289	16	5.54	1.58	1.38
90+CLR L53 CAB			300		300	100.00	1.55	.00
CATENA MENDOZA			292	304	-12	-3.95	1.51	1.45
EL FELINO			254	159	95	59.75	1.31	.76
TILIA			253	210	43	20.48	1.31	1.00
TRPCHS CB S OAK			181	387	-206	-53.23	.94	1.85
CATENA CAB RSV A			173	130	43	33.08	.89	.62
ELSA SAN RAFAEL			150	36	114	316.67	.78	.17
CATENA AGRELO			144	49	95	193.88	.74	.23
LAS LAJAS			133	102	31	30.39	.69	.49
PASO DE PIEDRA			133	7	126	1800.00	.69	.03
LOS CARDOS			122	250	-128	-51.20	.63	1.20
NAVRRD CRRS CAB			118	419	-301	-71.84	.61	2.00
ZOLO MENDOZA			78	70	8	11.43	.40	.33
VL ACEQUIAS RES			77		77	100.00	.40	.00
RIO SECO CB RES			75	94	-19	-20.21	.39	.45
STA JULA CAB RS			69	136	-67	-49.25	.35	.65
SOTTANO			64	4	60	1500.00	.33	.02
FINCA DECERO			62	58	4	6.90	.32	.28
ASTICA CUYO			60	91	-31	-34.07	.31	.44
FINCA LA LINDA			58	58		.00	.30	.28
SUSANA BALBO			54	76	-22	-28.95	.28	.36
ALTAS CUMBRES			53	30	23	76.67	.27	.14
ALBERTI 154			51	43	8	18.60	.26	.21
SALENTEIN PORTL			50	53	-3	-5.95	.25	.25
KAIKEN MENDOZA			47	8	39	487.50	.24	.04
CUMA ORGANIC			46	29	17	58.62	.24	.14
LAMADRID MENDOZ			44	58	-14	-24.14	.23	.28
GOULART CLASSIC			41		41	100.00	.21	.00
FAMIGLIA BINCHI			40	50	-10	-20.00	.21	.24
BODEGA NRTN RES			40	33	7	21.21	.21	.16
FELNO VNA COBOS			37	3	34	1133.33	.19	.01
FABRE MONTMAYOU			35	22	14	63.64	.19	.11
BEN MARCO			36	2	34	1700.00	.19	.01
PASCUAL TOSO			35		13	59.09	.18	.11
GUGUNHM ESTACNS			31	22	31	100.00	.16	.00

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
ANDEAN SKY			28		28	100.00	.14	.00
RIO PERDIDO MDZ			28		28	100.00	.14	.00
DONA PAULA EST			26	497	-471	-94.77	.13	2.38
CHE GAUCHO MNDZ			26	23	3	13.04	.13	.11
LA FINCA			23		23	100.00	.12	.00
VALENTIN BIANCH			22	17	5	29.41	.11	.08
BIANCHI SEN CAB			21	8	13	162.50	.11	.04
LUIGI BOSCA RES			20	35	-15	-42.86	.10	.17
SANTA JULIA (+)			19		19	100.00	.10	.00
TRAPICHE EB CAB			17	56	-39	-69.64	.09	.27
PARADOS MENDOZA			17	41	-24	-58.54	.09	.20
NEU DIRECTION			17		17	100.00	.09	.00
TRPCH FALL CYO			15	38	-23	-60.53	.08	.18
FAM ZUCCDI MNDZ			15	18	-3	-16.67	.08	.09
BARRICAS			14	1	13	1300.00	.07	.00
MAIPE			13	67	-54	-80.60	.07	.32
SALVTORE RUN/BL			13	28	-15	-53.57	.07	.13
RIO DIAMANTE			12	26	-14	-53.85	.06	.12
ALTA VISTA MDZA			12	23	-11	-47.83	.06	.11
LAMADRID RESERV			12	17	-5	-29.41	.06	.08
ALTOSUR MENDOZA			11		11	100.00	.06	.00
SANTA FLORENTNA			10	49	-39	-79.59	.05	.23
FINCA EL PRTLLO			10	13	-3	-23.08	.05	.06
MAIPU ROBLE CAB			9	24	-15	-62.50	.05	.11
BRQUEL CAB SAV			9	22	-13	-59.09	.05	.11
TRRZ AND CAB RS			9	6	3	50.00	.05	.03
CATENA ALTA			9	4	5	125.00	.05	.02
CASARENA MNDZ			9		9	100.00	.05	.00
LOS HAROLDOS			8		8	100.00	.04	.00
BEN MRCO DM PLT			6	13	-7	-53.85	.03	.06
ESPUELA GAUCHO			6	2	4	200.00	.03	.01
TRIVENTO CB SV			6	1	5	500.00	.03	.00
BRAMRE LUJN CYO			5	16	-11	-68.75	.03	.08
UMBRAL D L Tmps			5	12	-7	-58.33	.03	.06
TRUMPETER CB SV			5	9	-4	-44.44	.03	.04
CATENA ZAP MEND			4	16	-12	-75.00	.02	.08
GOUGUENHEIM			4	2	2	100.00	.02	.01
CRIOS			3	33	-30	-90.91	.02	.16
ALPAMANTA NATAL			3	7	-4	-57.14	.02	.03
NEMESIO RESERVE			3		3	100.00	.02	.00
RIGLOS GRAN			3		3	100.00	.02	.00
HENRY LGRDE RES			2	17	-15	-88.24	.01	.08
ZOLO RESERVE			2	4	-2	-50.00	.01	.02
THE WAIT			2	3	-1	-33.33	.01	.01
ALPAMANTA EST			2	2			.01	.01
LAS LOICAS ORG			2		2	100.00	.01	.00
D MANUEL VLLFNE			2		2	100.00	.01	.00
BRAMARE			2		2	100.00	.01	.00
MARRASO MENDOZA			1	204	-203	-99.51	.01	.98
NIETO SNTNR RES			1	19	-18	-94.74	.01	.09
LEGADO RES CAB			1	1			.01	.00
DM JN BSQT TPGT			1		1	100.00	.01	.00
NVRRO CR ALG GR			1		1	100.00	.01	.00
ANTIS CAB RESRV				13	-13	-100.00	.00	.06
LEGADO DMV CAB				10	-10	-100.00	.00	.05
ALTA VISTA CLSC				8	-8	-100.00	.00	.04
TORINO DD CB SV				7	-7	-100.00	.00	.03
ANTIS CAB MEND				6	-6	-100.00	.00	.03
LA BOCA MENDOZA				6	-6	-100.00	.00	.03
TAPIZ CB SV MDZ				6	-6	-100.00	.00	.03
LA PUERTA				5	-5	-100.00	.00	.02
BUDINI				5	-5	-100.00	.00	.02
FNCA SPHNA TPGT				3	-3	-100.00	.00	.01
SENSUAL MENDOSA				3	-3	-100.00	.00	.01
SALENTEIN RESRV				1	-1	-100.00	.00	.00
SANTA JULIA CAB				1	-1	-100.00	.00	.00
PASCUAL TOSO RS				1	-1	-100.00	.00	.00
NEMESIO				1	-1	-100.00	.00	.00
D MANUEL VLF RS				1	-1	-100.00	.00	.00
CHAKANA MENDOZA				1	-1	-100.00	.00	.00
ALEPH MENDOZA				1	-1	-100.00	.00	.00
GRAFFIGNA CNTNR				1	-1	-100.00	.00	.00
FNCA LA FLORNCA				1	-1	-100.00	.00	.00
MEDRANO				1	-1	-100.00	.00	.00
TOTAL ARGT CAB SAUV			19353	20901	-1548	-7.41		
ARGT CHARDNNY								
MRCS JM MDZ CHR			9239	11896	-2657	-22.34	53.24	55.45
ALAMOS MENDOZA			2029	2281	-252	-11.05	11.69	10.63
BODEGA ELENA DM			1742	678	1064	156.93	10.04	3.16
FUNKY LLAMA			981	1362	-381	-27.97	5.65	6.35
TERRAZAS CHARD			381	294	87	29.59	2.20	1.37
TILIA			362	343	19	5.54	2.09	1.60
SANTA JULIA ORG			321	131	190	145.04	1.85	.61
BUDINI MENDOZA			310	278	32	11.51	1.79	1.30
CATENA CHR RSVA			273	194	79	40.72	1.57	.90
CATENA MENDOZA			271	257	14	5.45	1.56	1.20
RIO SECO ESTATE			248	341	-93	-27.27	1.43	1.59
ZOLO UNDAKED			160	145	15	10.34	.92	.68
LOS CARDOS			91	181	-90	-49.72	.52	.84
BLACK ELK MEND			85	220	-135	-61.36	.49	1.03
OMBU SAN RAFAEL			79	190	-111	-58.42	.46	.89

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
FINGER PRINTS			78		78	100.00	.45	.00
CNCHA XPLOR CHR			56	20	36	180.00	.32	.09
ASTICA CUYO			53	78	-25	-32.05	.31	.36
TRIADA			52	63	-11	-17.46	.30	.29
FINCA EL PRTILLO			43	35	8	22.86	.25	.16
NAVRRO CRRS CHR			38	378	-340	-89.95	.22	1.76
AGUA PIED G RSV			29	66	-37	-56.06	.17	.31
LUCA ALTS MNDZA			28	14	14	100.00	.16	.07
TRRZ AND CHR RS			27	9	18	200.00	.16	.04
SEPTIMA MENDOZA			24	76	-52	-68.42	.14	.35
LOS HAROLDOS			20		20	100.00	.12	.00
TRAPICHE EB CHR			18	50	-32	-64.00	.10	.23
FINCA LA LINDA			18	47	-29	-61.70	.10	.22
LA FINCA			18		18	100.00	.10	.00
RIO DIAMANTE			17	78	-61	-78.21	.10	.36
VINA COBOS FLNO			17		17	100.00	.10	.00
PARADOS MENDOZA			14	49	-35	-71.43	.08	.23
ELSA CHARDONNAY			14	1	13	1300.00	.08	.00
NIETO SNTNR RES			13	139	-126	-90.65	.07	.65
SALVTORE CHARDY			13	36	-23	-63.89	.07	.17
GOUGNHM MENDOZA			13	2	11	550.00	.07	.01
BODEGA NORTON			12	274	-262	-95.62	.07	1.28
CATENA ALTA			12	3	9	300.00	.07	.01
SALENTEIN RESRV			11	14	-3	-21.43	.06	.07
CATALPA			11		11	100.00	.06	.00
CRIOS SN BALBO			10	24	-14	-58.33	.06	.11
DOM JN BOUSQUET			10	6	4	66.67	.06	.03
ALTOSUR			10		10	100.00	.06	.00
TRPCHE FALL CHR			9	391	-382	-97.70	.05	1.82
NVRRO CRRS PRIV			9	6	3	50.00	.05	.03
ANORO			9		9	100.00	.05	.00
BROQUEL CHRDNYY			8	183	-175	-95.63	.05	.85
ANDEAN SKY			8		8	100.00	.05	.00
TRPCHE FALL CYO			7	22	-15	-68.18	.04	.10
LUIGI BOSCA RES			7	9	-2	-22.22	.04	.04
TRRZS ANDS CHR			6	31	-25	-80.65	.03	.14
TRIVENTO CHRDNYY			5	4	1	25.00	.03	.02
ALTA VISTA LIND			5	2	3	150.00	.03	.01
TRUMPETER CHARD			4	7	-3	-42.86	.02	.03
FAMIGLIA BINCHI			4	2	2	100.00	.02	.01
FINCA SOPHENIA			4		4	100.00	.02	.00
LUCKY 7			3	4	-1	-25.00	.02	.02
LA PUERTA			3	4	-1	-25.00	.02	.02
TAPIZ CHARD MDZ			2	10	-8	-80.00	.01	.05
NEMESIO			2	4	-2	-50.00	.01	.02
BRAMARE MRCHTRI			2	2			.01	.01
LEGADO DMV CHR			1	10	-9	-90.00	.01	.05
TRPCHE CHR OAK			1	8	-7	-87.50	.01	.04
ALTA VISTA MNDZ			1	7	-6	-85.71	.01	.03
MAIPE			1	7	-6	-85.71	.01	.03
VERUM PATAGONIA			1	4	-3	-75.00	.01	.02
SNTA JULIA CHR			1	2	-1	-50.00	.01	.01
MISTERIO				255	-255	-100.00	.00	1.19
LAS LAJAS				102	-102	-100.00	.00	.48
MARRASO MENDOZA				34	-34	-100.00	.00	.16
CHE GAUCHO MNDZ				20	-20	-100.00	.00	.09
FAM ZUCCDI MNDZ				19	-19	-100.00	.00	.09
PUELICHE RESERVA				13	-13	-100.00	.00	.06
ANTIS CHR MEND				12	-12	-100.00	.00	.06
EL FELINO				9	-9	-100.00	.00	.04
ALPAMANTA NATAL				8	-8	-100.00	.00	.04
ZOLO RESERVE				4	-4	-100.00	.00	.02
QUARA				2	-2	-100.00	.00	.01
D MANUEL VLLFNE				1	-1	-100.00	.00	.00
DONA PAULA EST				1	-1	-100.00	.00	.00
TRIVENTO GLD RS				1	-1	-100.00	.00	.00
TOTAL ARGV CHARDNYY			17354	21453	-4099	-19.11		
ARGV MALBEC								
ALAMOS MENDOZA			17305	15179	2126	14.01	9.79	9.92
FRONTERA MALBEC			14048	12147	1901	15.65	7.95	7.94
GASCON MALBEC			10908	10954	-46	-.42	6.17	7.16
BLACK BOX MALBEC			10345	7908	2437	30.82	5.85	5.17
MRCSS JMS MENDOZ			6936	6064	872	14.38	3.92	3.96
BODEGA ELENA DM			5350	1955	3395	173.66	3.03	1.28
LAYER CAKE MNDZ			4351	4097	254	6.20	2.46	2.68
COLORES D S RES			4100	3907	193	4.94	2.32	2.55
PIPER RANCH			3750		3750	100.00	2.12	.00
CUPCAKE MENDOZA			3697	2919	778	26.65	2.09	1.91
TRIVENTO RESERV			3545	3438	107	3.11	2.01	2.25
REDWOOD CRK MDZ			3120	3244	-124	-3.82	1.76	2.12
TRRZS ANDS MLBC			2889	3526	-637	-18.07	1.63	2.31
BOTA BOX MENDOZA			2885		2885	100.00	1.63	.00
WALNUT CRST MEN			2839	1	2838	*****	1.61	.00
DISENO OLD VINE			2814	1693	1121	66.21	1.59	1.11
TRPCHE MLBC OAK			2780	3697	-917	-24.80	1.57	2.42
SEPTIMA MENDOZA			2557	2174	383	17.62	1.45	1.42
MISTERIO			2429	2093	336	16.05	1.37	1.37
FUNKY LLAMA			2416	3258	-842	-25.84	1.37	2.13
LOS CARDOS			2124	2093	31	1.48	1.20	1.37
SANTA ANA CUYO			2043	2090	-47	-2.25	1.16	1.37
NVRRO CRRS MLBC			1935	2032	-97	-4.77	1.09	1.33

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

ALL STATES-1/1/12 - 09/30/12

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
TAMARI RESERVA			1762	1502	260	17.31	1.00	.98
TILIA			1741	1997	-256	-12.82	.98	1.31
CONQUISTA MENDO			1627	1522	105	6.90	.92	1.00
MOUNTAIN DOOR			1577		1577	100.00	.89	.00
TRAPICHE			1542	1622	-80	-4.93	.87	1.06
GATO NEGRO MLBC			1498	1387	111	8.00	.85	.91
TRRZ AND MLB RS			1495	1558	-63	-4.04	.85	1.02
TRPCH FALL CYO			1397	1347	50	3.71	.79	.88
FLICHMAN RESERV			1375	1262	113	8.95	.78	.83
BROQUEL MALBEC			1278	1523	-245	-16.09	.72	1.00
NANDU MENDOZA			1248	1259	-11	-.87	.71	.82
DONA PAULA EST			1182	1018	164	16.11	.67	.67
GRAFFIGNA CNTNR			1079	1106	-27	-2.44	.61	.72
BODEGA NRTN RES			990	1092	-102	-9.34	.56	.71
MAIPE MENDOZA			980	902	78	8.65	.55	.59
CNCHA XPLR MLBC			975	1266	-291	-22.99	.55	.83
90+CLR LOT 23			954	367	587	159.95	.54	.24
EL FELINO			949	967	-18	-1.86	.54	.63
CRIOS ROSE			862	885	-23	-2.60	.49	.58
THE SHOW MENDOZ			857	374	483	129.14	.48	.24
HIGH NOTE			852	836	16	1.91	.48	.55
CATENA MENDOZA			816	1272	-456	-35.85	.46	.83
CALLIA ALTA MLB			808	328	480	146.34	.46	.21
CATENA LUNLUNTA			806	431	375	87.01	.46	.28
TRAPCHE EB MLBC			767	696	71	10.20	.43	.46
MEDRANO			728	674	54	8.01	.41	.44
ALAMOS SLCN MEN			694	1571	-877	-55.82	.39	1.03
CIGAR BOX MNDZA			673	569	104	18.28	.38	.37
LUCKY DUCK			648	897	-249	-27.76	.37	.59
VINA ESTBAN MLB			641	874	-233	-26.66	.36	.57
VINA ESTBAN RSV			622	713	-91	-12.76	.35	.47
GESTOS			620		620	100.00	.35	.00
YELLOW + BLUE			612	946	-334	-35.31	.35	.62
ALTOS L HMG MAL			594	608	-14	-2.30	.34	.40
VINA ANTIGUA BN			570	815	-245	-30.06	.32	.53
LUIGI BOSCA RES			561	410	151	36.83	.32	.27
RUTA 22 NEUQUEN			549	596	-47	-7.89	.31	.39
NVRRO CRRS PRIV			545	608	-63	-10.36	.31	.40
AGUA PIEDRA RES			529	521	8	1.54	.30	.34
AGUA PIED G RSV			520	726	-206	-28.37	.29	.47
FINCA LA LINDA			453	443	10	2.26	.26	.29
BODEGA NORTON			431	333	98	29.43	.24	.22
GRAFFIGNA			404	276	128	46.38	.23	.18
VALLE PERDIDO			403	433	-30	-6.93	.23	.28
DURIGUTTI MNDZ			400	430	-30	-6.98	.23	.28
ZOLO MENDOZA			398	333	65	19.52	.23	.22
CATENA VST FLRS			394	340	54	15.88	.22	.22
SANTA JULIA ORG			386	372	14	3.76	.22	.24
OMBU SAN RAFAEL			378	563	-185	-32.86	.21	.37
LA POSTA PAULCI			370	338	32	9.47	.21	.22
HRM REX-GOLIATH			358		358	100.00	.20	.00
JELU SAN JUAN			357	326	31	9.51	.20	.21
CRIOS SN BALBO			342	454	-112	-24.67	.19	.30
STA JLA MLBC RS			340	375	-35	-9.33	.19	.25
FETZER MENDOZA			332		332	100.00	.19	.00
RED DIAMOND MDZ			329		329	100.00	.19	.00
CATENA PADRILLS			316		316	100.00	.18	.00
PASCUAL TOSO			315	246	69	28.05	.18	.16
PUNTO FINAL CLS			311	434	-123	-28.34	.18	.28
MASSIMO MENDOZA			308	199	109	54.77	.17	.13
BALDUCCI'S MNDZ			307	496	-189	-38.10	.17	.32
C BASSO DOS FNC			297		297	100.00	.17	.00
ZARPADO			280	280		.00	.16	.18
SENSUAL MENDOSA			277	255	22	8.63	.16	.17
RIO SECO ESTATE			274	251	23	9.16	.15	.16
KAIKEN MENDOZA			274	226	48	21.24	.15	.15
NOTRO			264	109	155	142.20	.15	.07
SUSANA BALBO			263	213	50	23.47	.15	.14
CHE GAUCHO MNDZ			257	269	-12	-4.46	.15	.18
ALBERTI 154			256	217	39	17.97	.14	.14
ALTIVO RES MEND			254	197	57	28.93	.14	.13
LA PUERTA			235	299	-64	-21.40	.13	.20
FINGER PRINTS			229		229	100.00	.13	.00
90+CLRS LOT 38			225		225	100.00	.13	.00
ZUCCARDI SERIE A			217	3	214	7133.33	.12	.00
BROADBENT			199	166	33	19.88	.11	.11
TERCOS MENDOZA			199	125	74	59.20	.11	.08
TIKAL AMORIO			198	124	74	59.68	.11	.08
BUDINI MENDOZA			195	219	-24	-10.96	.11	.14
PASO DE PIEDRA			183	182	1	.55	.10	.12
GASCON MLBC RSV			181	257	-76	-29.57	.10	.17
ANDELUNA			181	25	156	624.00	.10	.02
GOUGHM MENDOZA			175	100	75	75.00	.10	.07
RIO SECO MBC RS			174	112	62	55.36	.10	.07
TORINO DD MALBC			168	238	-70	-29.41	.10	.16
CLOS DE SIETE			162	59	103	174.58	.09	.04
FINCA DCRO AGRL			161	130	31	23.85	.09	.08
VL ACEQUIAS RES			151		151	100.00	.09	.00
DOMNO D PLT RSE			150	138	12	8.70	.08	.09
LAS LAJAS			150	102	48	47.06	.08	.07
ASTICA CUYO			147	243	-96	-39.51	.08	.16
VALENTIN BIANCH			144	154	-10	-6.49	.08	.10
CUMA ORGANIC			139	131	8	6.11	.08	.09

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
THE SEEKER MNDZ			137		137	100.00	.08	.00
CUEVA MANOS RSV			136	81	55	67.90	.08	.05
SALENTEIN PORTL			134	200	-66	-33.00	.08	.13
RIO SECO EST			133	177	-44	-24.86	.08	.12
FINCA EL PORTLO			132	133	-1	-.75	.07	.09
ENTRADA			132	10	122	1220.00	.07	.01
GAUCHO CLUB			131	117	14	11.97	.07	.08
BEN MARCO			131	68	63	92.65	.07	.04
TRUMPETER MALBC			128	190	-62	-32.63	.07	.12
HENRY LGRDE RES			125	97	28	28.87	.07	.06
CRISTOBAL PALO			120	71	49	69.01	.07	.05
LA POSTA COCINA			119	192	-73	-38.02	.07	.13
TRIVENTO BD&BEE			119	108	11	10.19	.07	.07
BARKING SHEEP			115	56	59	105.36	.07	.04
MAPEMA MENDOZA			113	43	70	162.79	.06	.03
ALTA MAX			113		113	100.00	.06	.00
PARADOS MENDOZA			112	132	-20	-15.15	.06	.09
ZONDA MENDOZA			110	126	-16	-12.70	.06	.08
FAMILIA AGUEROS			110	107	3	2.80	.06	.07
LA POSTA PZLLA			109	101	8	7.92	.06	.07
BELASCO LLAMA			109		109	100.00	.06	.00
CATENA ZAP MEND			108	6	102	1700.00	.06	.00
BEN MRCO DM PLT			107	89	18	20.22	.06	.06
LAS PERDICES			105		105	100.00	.06	.00
RIO PERDIDO MDZ			104		104	100.00	.06	.00
BRANDSEN			100	18	82	455.56	.06	.01
TANGO			97	125	-28	-22.40	.05	.08
LO TENGO			96	95	1	1.05	.05	.06
ELSA SAN RAFAEL			95	125	-30	-24.00	.05	.08
MARTINO MENDOZA			92	124	-32	-25.81	.05	.08
RICARDO SANTOS			92	117	-25	-21.37	.05	.08
BARBERIS MENDZA			92	28	64	228.57	.05	.02
KIRKLAND SIGNTR			90	80	10	12.50	.05	.05
FAMIGLIA BINCHI			88	105	-17	-16.19	.05	.07
LAS LOICAS ORG			83	80	3	3.75	.05	.05
TERRA ROSA MNDZ			81	93	-12	-12.90	.05	.06
DEL FIN DM RESV			81	71	10	14.08	.05	.05
FNCA SPHNA TP R			80	8	72	900.00	.05	.01
SOTTANO			79	51	28	54.90	.04	.03
MAIPE RESERVE			79		79	100.00	.04	.00
ALTA VISTA CLSC			78	224	-146	-65.18	.04	.15
LAMADRID MENDOZ			76	159	-83	-52.20	.04	.10
MIL PIEDRAS			75	77	-2	-2.60	.04	.05
ALTOCEDRO AN CR			75	51	24	47.06	.04	.03
MAIPE RESERVA			73	57	16	28.07	.04	.04
TRIADA			72	63	9	14.29	.04	.04
GOUGNHM ESTACNS			72		72	100.00	.04	.00
SANTA FLORENTNA			71	79	-8	-10.13	.04	.05
ENRIQUE FSTR IQ			71	74	-3	-4.05	.04	.05
PASCUAL TOSO RS			69	97	-28	-28.87	.04	.06
R MNDVI PVT SEL			69		69	100.00	.04	.00
CASA DE CAMPO			68	313	-245	-78.27	.04	.20
ALTOSUR MENDOZA			68		68	100.00	.04	.00
EL ENEMIGO			66		66	100.00	.04	.00
MAIPE ROSE MLBC			63		63	100.00	.04	.00
XUMEK			62	33	29	87.88	.04	.02
DON GUILLERMO			59	14	45	321.43	.03	.01
GOULART CLASSIC			58	121	-63	-52.07	.03	.08
NOVECENCO MENDZ			58		58	100.00	.03	.00
TRIVENTO SELECT			57	79	-22	-27.85	.03	.05
LITTLE CHICA			57	18	39	216.67	.03	.01
LA FINCA			56		56	100.00	.03	.00
LUIGI BSCA DOC			55	66	-11	-16.67	.03	.04
LUCA			54	76	-22	-28.95	.03	.05
CARLA CHIARO RS			54		54	100.00	.03	.00
LOS HAROLDOS			53		53	100.00	.03	.00
MENDEL MENDOZA			51	20	31	155.00	.03	.01
LAGARDE P VINAS			51		51	100.00	.03	.00
PANNOTIA MENDOZ			50	46	4	8.70	.03	.03
COLOME			50	37	13	35.14	.03	.02
ROCA ANDINA			50		50	100.00	.03	.00
ZAPHY CUYO			50		50	100.00	.03	.00
ANORO MENDOZA			47	20	27	135.00	.03	.01
PIATELLI PRMIUM			47		47	100.00	.03	.00
NVRRO CRRS G RS			46	47	-1	-2.13	.03	.03
ANDEAN SKY			46		46	100.00	.03	.00
THE GAMBLER MDZ			46		46	100.00	.03	.00
CHANARMUYO			45	76	-31	-40.79	.03	.05
SALENTEIN MENDZ			45	43	2	4.65	.03	.03
FABRE MONTMY RS			43	46	-3	-6.52	.02	.03
FAMILIA DON CNO			42	45	-3	-6.67	.02	.03
LUCKY DUCK			42	14	28	200.00	.02	.01
HUMBERTO CANALE			42	5	37	740.00	.02	.00
FINCA EL ORIGEN			41	62	-21	-33.87	.02	.04
J&F LRIN MLB RS			41	57	-16	-28.07	.02	.04
TIKAL ORGANIC			41		41	100.00	.02	.00
ICHANKA			40		40	100.00	.02	.00
NIETO SNTNR RES			39	38	1	2.63	.02	.02
CRIOS MENDOZA			39	38	1	2.63	.02	.02
KILLKA			38	10	28	280.00	.02	.01
25 LAGUNAS			38		38	100.00	.02	.00
CATENA ALTA			37	36	1	2.78	.02	.02
GOGNHM MNDZA RS			36	1	35	3500.00	.02	.00

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

ALL STATES-1/1/12 - 09/30/12

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
ALTO LAS TACAS			35	134	-99	-73.88	.02	.09
PUNTO FNL PRDRL			35	20	15	75.00	.02	.01
ACHAVAL FERRER			34	30	4	13.33	.02	.02
KAIKEN ULTRA			33	53	-20	-37.74	.02	.03
SOTTANO RES FAM			33		33	100.00	.02	.00
ORIGIN MALBEC			32	65	-33	-50.77	.02	.04
FAM ZUCCDI MNDZ			32	35	-3	-8.57	.02	.02
BARRICAS			32	15	17	113.33	.02	.01
FABRE MONTMY GR			32	8	24	300.00	.02	.01
BLACKSTN WNMKER			32		32	100.00	.02	.00
BAGUALA MALBEC			31	57	-26	-45.61	.02	.04
VINA OBVIO MNDZ			30	59	-29	-49.15	.02	.04
DOM JN BOUSQUET			30		30	100.00	.02	.00
BATTLE AXE MNDZ			29		29	100.00	.02	.00
ACHAVAL FRR MIRA			28	29	-1	-3.45	.02	.02
SNTA JULIA MLBC			27		27	100.00	.02	.00
BDGS LURTON RSV			26	99	-73	-73.74	.01	.06
NEU DIRECTION			26	33	-7	-21.21	.01	.02
EL LIBRE			26		26	100.00	.01	.00
ZUCCARDI Q MNDZ			25	80	-55	-68.75	.01	.05
LA DANIELA MNDZ			25	72	-47	-65.28	.01	.05
CATALPA			25		25	100.00	.01	.00
SUR L ANDES RSV			24		24	100.00	.01	.00
UMBRAL D L TMPS			22	1	21	2100.00	.01	.00
TRIVENTO GLD RS			21	21		00.00	.01	.01
VISTALBA ARIDO			21	5	16	320.00	.01	.00
MELIPAL			21	4	17	425.00	.01	.00
TIASTA			20	34	-14	-41.18	.01	.02
DNA PLA SL BDGA			20	5	15	300.00	.01	.00
COLIMAN			20		20	100.00	.01	.00
TAPIZ MLBC MDZ			19	155	-136	-87.74	.01	.10
HACNDA PLTA ZGL			19	24	-5	-20.83	.01	.02
BUENAS ONDAS			19	12	7	58.33	.01	.01
FNCA ABRL RPSDA			19	12	7	58.33	.01	.01
CASA MARGUERY			19		19	100.00	.01	.00
LUNTA MENDOZA			19		19	100.00	.01	.00
CASARENA MNDZ			19		19	100.00	.01	.00
MANOS NEGRS MLB			18	16	2	12.50	.01	.01
WEINERT MALBEC			18	3	15	500.00	.01	.00
NUNA RESERVE			18		18	100.00	.01	.00
CALIGIORE RESV			17	58	-41	-70.69	.01	.04
C BASSO RESRVDO			16	17	-1	-5.88	.01	.01
VISTALBA TOMERO			15	125	-110	-88.00	.01	.08
RIO DIAMANTE			15	95	-80	-84.21	.01	.06
MAIRENA MENDOZA			15	39	-24	-61.54	.01	.03
ALTAS CUM MALBC			15	25	-10	-40.00	.01	.02
DANTE ROBINO			15	22	-7	-31.82	.01	.01
FILUS RESERVE			15	2	13	650.00	.01	.00
TINTO NEGRO			15		15	100.00	.01	.00
SAURUS PATAGON			14	9	5	55.56	.01	.01
MIDDLE SIS WILD			14		14	100.00	.01	.00
GNARLY HEAD			14		14	100.00	.01	.00
ANTIS MLBC RESV			13	26	-13	-50.00	.01	.02
NIETO SNTR NCVN			13	13		00.00	.01	.01
ALTA VSTA TR SL			13		13	100.00	.01	.00
ZOLO RESERVE			12	17	-5	-29.41	.01	.01
CAMINO DEL INCA			12	4	8	200.00	.01	.00
VINA COBOS BRMR			12		12	100.00	.01	.00
PUNTO FINAL RES			11	804	-793	-98.63	.01	.53
GATO NGR B-N-BX			11	158	-147	-93.04	.01	.10
THE NAKED GRAPE			11		11	100.00	.01	.00
PAGO CIMERA			11		11	100.00	.01	.00
LA FLOR			11		11	100.00	.01	.00
FELIPE RUT MLBC			10	17	-7	-41.18	.01	.01
LAMADRID RESERV			10	13	-3	-23.08	.01	.01
CAMRON HUGH 275			10		10	100.00	.01	.00
EL SUPREMO			9		9	100.00	.01	.00
ACORDEON			9		9	100.00	.01	.00
FLYING WINEMAKR			8	42	-34	-80.95	.00	.03
SALENTEIN RESRV			8	41	-33	-80.49	.00	.03
NEMESIO			8	13	-5	-38.46	.00	.01
RODOLFO			8	2	6	300.00	.00	.00
TORINO DD RES			8	1	7	700.00	.00	.00
N			7		7	100.00	.00	.00
ZUCCARDI MALMADO			7	5	-2	-22.22	.00	.01
VALLE PUERTA RS			6	18	-12	-66.67	.00	.01
THE WAIT			6	11	-5	-45.45	.00	.01
ESPUELA GAUCHO			6	10	-4	-40.00	.00	.01
ALTOCEDRO RESRV			6	4	2	50.00	.00	.00
BRAMRE LUJN CYO			6	2	4	200.00	.00	.00
ALTA VISTA PREM			6		6	100.00	.00	.00
ANTIGAL UNO MAL			6		6	100.00	.00	.00
TINTO NEGRO RES			6		6	100.00	.00	.00
RIGLOS GRAN MLB			6		6	100.00	.00	.00
SALENTEIN PRIMS			5	6	-1	-16.67	.00	.00
GRAFFIGNA GR RS			5	5		00.00	.00	.00
HINOJOSA RESRVE			5	2	3	150.00	.00	.00
CARMELO PATTI			5		5	100.00	.00	.00
ATAMISQUE			5		5	100.00	.00	.00
SPIRIT ANDES			5		5	100.00	.00	.00
LABORUM			5		5	100.00	.00	.00
MAIPU MENDOZA			4	89	-85	-95.51	.00	.06
LEGADO DMV MLBC			4	16	-12	-75.00	.00	.01

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

ALL STATES-1/1/12 - 09/30/12

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
ENRIQUE FSTR RS			4	4		.00	.00	.00
TRRZS AND G MLB			4	4		.00	.00	.00
ALTA VSTA S SRN			4		4	100.00	.00	.00
TRPCH DM SRMT0			4		4	100.00	.00	.00
FINCA ORG GR RS			4		4	100.00	.00	.00
KSANA			3	28	-25	-89.29	.00	.02
LUCKY 7			3	18	-15	-83.33	.00	.01
ALTIVO CLASSIC			3	8	-5	-62.50	.00	.01
ARGENTO MENDOZA			3	6	-3	-50.00	.00	.00
LEGADO RES MLBC			3	4	-1	-25.00	.00	.00
D MANUEL VLLFNE			3	4	-1	-25.00	.00	.00
POSTALES DL FIN			3	1	2	200.00	.00	.00
ALTA VSTA S TMS			3		3	100.00	.00	.00
NEMESIO PRP RES			3		3	100.00	.00	.00
ACHAVL FRR ALTA			3		3	100.00	.00	.00
MONTE QUIETO 3			2	890	-888	-99.78	.00	.58
EL PORTILLO			2	50	-48	-96.00	.00	.03
90+CLR LOT 36			2	47	-45	-95.74	.00	.03
SAN TELMO ESNCA			2	29	-27	-93.10	.00	.02
TRAPICHE ORLLNA			2	19	-17	-89.47	.00	.01
BDGS FLCHS GR R			2	17	-15	-88.24	.00	.01
LA BOCA MENDOZA			2	6	-4	-66.67	.00	.00
TRAPCHE AHUMADA			2	5	-3	-60.00	.00	.00
TRIVENTO EOLO			2	2		.00	.00	.00
TRIVENTO MALBEC			2	2		.00	.00	.00
BRAMARE MRCHIRI			2	1	1	100.00	.00	.00
CATENA ZAP ARGN			2		2	100.00	.00	.00
XUMEK SAN JUAN			1	108	-107	-99.07	.00	.07
ALPAMANTA NATAL			1	9	-8	-88.89	.00	.01
NVRRO CR ALG GR			1	7	-6	-85.71	.00	.00
BARBERIS GR RSV			1	6	-5	-83.33	.00	.00
VERUM PATAGONIA			1	5	-4	-80.00	.00	.00
ELSA VNYD MALBC			1	4	-3	-75.00	.00	.00
ANTIS MLBC MEND			1	4	-3	-75.00	.00	.00
CRUZ ANDINA MDZ			1	3	-2	-66.67	.00	.00
SLVTORE PRINCPE			1	3	-2	-66.67	.00	.00
CATENA NICASIA			1	1		.00	.00	.00
ALPAMANTA EST			1	1		.00	.00	.00
ALPATACO			1	1		.00	.00	.00
DURIGUTTI RESRV			1	1		.00	.00	.00
MARC&BARR PERDR			1	1		.00	.00	.00
FNCA SPHNA TPGT			1	1		.00	.00	.00
BDGA RURAL RUTN			1		1	100.00	.00	.00
BRNGR FNDRS EST			1		1	100.00	.00	.00
ALTA VSTA S ALZ			1		1	100.00	.00	.00
CATENA ADRIANNA			1		1	100.00	.00	.00
CATENA ARGENTIN			1		1	100.00	.00	.00
TAPIZ BLK TEARS			1		1	100.00	.00	.00
ALMA NEGRA BNRD				219	-219	-100.00	.00	.14
GOULART MARSHLL				87	-87	-100.00	.00	.06
ALMA MORA				57	-57	-100.00	.00	.04
MAIPU SUBLIMIS				46	-46	-100.00	.00	.03
LA BRUJA				30	-30	-100.00	.00	.02
DOMADOS RSL MLB				28	-28	-100.00	.00	.02
PEPPRWD GV MLBC				26	-26	-100.00	.00	.02
DISENO				25	-25	-100.00	.00	.02
ANDES CROSSING				18	-18	-100.00	.00	.01
CALZO MENDOZA				18	-18	-100.00	.00	.01
SANTA ANA RES				11	-11	-100.00	.00	.01
LOS MORS S JUAN				11	-11	-100.00	.00	.01
CATENA ALTA				11	-11	-100.00	.00	.01
MARRASO MENDOZA				10	-10	-100.00	.00	.01
TRAPICHE OLIVE				10	-10	-100.00	.00	.01
VINA ALICIA				9	-9	-100.00	.00	.01
KU DE TA MENDZA				8	-8	-100.00	.00	.01
MAR DEL SUR MLB				5	-5	-100.00	.00	.00
TRAPICHE ELD AC				5	-5	-100.00	.00	.00
ALTA VISTA LIND				4	-4	-100.00	.00	.00
HACND P ARO RSV				3	-3	-100.00	.00	.00
D MANUEL VLF RS				3	-3	-100.00	.00	.00
RENCR PNT FN CL				2	-2	-100.00	.00	.00
LAMADRID GR RSV				2	-2	-100.00	.00	.00
PULENTA LA FLOR				2	-2	-100.00	.00	.00
ECLPSE ACNGA RS				2	-2	-100.00	.00	.00
MAYOL KALEIDO				2	-2	-100.00	.00	.00
NEMESIO RESERVE				2	-2	-100.00	.00	.00
NIETO SNTNR CDS				1	-1	-100.00	.00	.00
LOS NEVADOS MDZ				1	-1	-100.00	.00	.00
ALTOCEDRO GR RS				1	-1	-100.00	.00	.00
ALTA VSTA GR RS				1	-1	-100.00	.00	.00
ALTA VSTA FN MN				1	-1	-100.00	.00	.00
BDGA D F D MNDO				1	-1	-100.00	.00	.00
TOTAL ARGT MALBEC			176787	152960	23827	15.58		
ARGT MERLOT								
MRCJS JM MDZ MRL			5882	7477	-1595	-21.33	82.93	76.63
CNCHA XPLOR MRL			440	438	2	.46	6.20	4.49
RIO SECO ESTATE			221	226	-5	-2.21	3.12	2.32
LAS LAJAS			125	88	37	42.05	1.76	.90
SANTA FLORNTINA			87	451	-364	-80.71	1.23	4.62
TILIA			80	108	-28	-25.93	1.13	1.11
ZOLO MENDOZA			46	40	6	15.00	.65	.41

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

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ALL STATES-1/1/12 - 09/30/12

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
ALBERTI 154			42	52	-10	-19.23	.59	.53
GOUGHNM ESTACNS			33		33	100.00	.47	.00
EL FELINO			20	45	-25	-55.56	.28	.46
FELNO VNA COBOS			19		19	100.00	.27	.00
CICCHITTI MEND			18		18	100.00	.25	.00
FUNKY LLAMA			15	12	3	25.00	.21	.12
NVRRO CRRS PRIV			11	421	-410	-97.39	.16	4.31
TRAPCHE EB MRLT			8	53	-45	-84.91	.11	.54
SALENTEIN PORTL			7	32	-25	-78.13	.10	.33
LUIGI BOSCA RES			7	7		100.00	.10	.07
GOUGHNM MENDOZA			7	5	2	40.00	.10	.05
TAPIZ MRLT MDZ			7	1	6	600.00	.10	.01
SNTA JULIA MRLT			5	10	-5	-50.00	.07	.10
LUCKY 7			4	3	1	33.33	.06	.03
TRUMPETER MRLT			3	11	-8	-72.73	.04	.11
LOS CARDOS			2	67	-65	-97.01	.03	.69
OMBU			1	159	-158	-99.37	.01	1.63
BODEGA NRTN MRL			1	5	-4	-80.00	.01	.05
FINCA EL PRTLLO			1	1		100.00	.01	.01
COBOS FLNO MRLT			1		1	100.00	.01	.00
DONA PAULA EST				16	-16	-100.00	.00	.16
FINCA SOPHNA RS				13	-13	-100.00	.00	.13
LA BOCA MENDOZA				4	-4	-100.00	.00	.04
LA PUERTA				3	-3	-100.00	.00	.03
VERUM PATAGONIA				3	-3	-100.00	.00	.03
ALTA VISTA LIND				3	-3	-100.00	.00	.03
ANTIS MRLT RESV				2	-2	-100.00	.00	.02
SALENTEIN MENDZ				1	-1	-100.00	.00	.01
TOTAL ARGV MERLOT			7093	9757	-2664	-27.30		
ARGV OTHR RED								
BODEGA ELENA DM			3275	974	2301	236.24	15.07	6.48
BRNGR RED MSCTO			2094		2094	100.00	9.64	.00
ALAMOS RED MNDZ			1628		1628	100.00	7.49	.00
FUNKY LLAMA SHZ			1267	1928	-661	-34.28	5.83	12.82
FUNKY LLAMA P N			1240	687	553	80.49	5.71	4.57
CNCHA XPLR CRMN			1131	1260	-129	-10.24	5.21	8.38
ECOLGCA SHZ/MLB			807	776	31	3.99	3.71	5.16
LUCKY DUCK SHRZ			665	653	12	1.84	3.06	4.34
FLCHMN PAISAJE			662	193	469	243.01	3.05	1.28
TRIVENTO RS SRH			577	704	-127	-18.04	2.66	4.68
TRPCH CASK P NR			576	679	-103	-15.17	2.65	4.51
CRIOS BNRDA SYH			456	172	284	165.12	2.10	1.14
SEPTIMA SYRAH			408	380	28	7.37	1.88	2.53
BROKE ASS MB/SZ			399	443	-44	-9.93	1.84	2.95
ZUCCRDI Q TMPNL			368	16	352	2200.00	1.69	.11
DEBUT MLBC/CAB			322		322	100.00	1.48	.00
TRVNTO AMD MLBC			312	79	233	294.94	1.44	.53
URBAN UCO MEND			257	14	243	1735.71	1.18	.09
LA POSTA COCINA			249	256	-7	-2.73	1.15	1.70
ALAMOS SLCN RED			213		213	100.00	.98	.00
TIKAL PATRIOTA			209	149	60	40.27	.96	.99
RIO SECO PN NR			178	3	175	5833.33	.82	.02
VNA MAIPU TRRNT			175		175	100.00	.81	.00
TILIA MLBC SRH			173	266	-93	-34.96	.80	1.77
TRVNTO SRH MLBC			168	27	141	522.22	.77	.18
BAQUEANO PN RES			159	158	1	.63	.73	1.05
RIO SECO EST SZ			154	169	-15	-8.88	.71	1.12
NOTRO			147		147	100.00	.68	.00
2 COPAS RED			138	45	93	206.67	.64	.30
C BASSO CB/MLBC			129	157	-28	-17.83	.59	1.04
ZUCCRDI BNRDA A			116	1210	-1094	-90.41	.53	8.05
LUIGI BSC PN RS			108	123	-15	-12.20	.50	.82
MONTEPIO			105		105	100.00	.48	.00
ALMA NEGRA RED			97	66	31	46.97	.45	.44
LOS AILOS SR/MB			95	22	73	331.82	.44	.15
LOST VYD MBC/BN			94	3	91	3033.33	.43	.02
RIO SECO PN RES			92	129	-37	-28.68	.42	.86
SALNTN PRTL P N			91	189	-98	-51.85	.42	1.26
INCA PINOT NOIR			87	39	48	123.08	.40	.26
CLOS D LS SIETE			84	102	-18	-17.65	.39	.68
BODEGA NRTN PVD			80	75	5	6.67	.37	.50
MAIPE BONARDA			79	58	21	36.21	.36	.39
JELU PATAG P NR			78	69	9	13.04	.36	.46
ELINA SRH/MLBC			68		68	100.00	.31	.00
TRAPCHE EB PN N			66	98	-32	-32.65	.30	.65
CA DE CALLE MEN			66	55	11	20.00	.30	.37
AMANCAYA CB/MLB			62	72	-10	-13.89	.29	.48
PARADDS WNM SEL			59	126	-67	-53.17	.27	.84
HECTOR MELI BON			59		59	100.00	.27	.00
ALTOS HMG BONAR			58		58	100.00	.27	.00
GOUGHNM B MND SY			53	1	52	5200.00	.24	.01
MANOS NEGRS PNR			51	58	-7	-12.07	.23	.39
C BASSO CB/MRLT			49	62	-13	-20.97	.23	.41
LUCA ALTOS SYRH			49	23	26	113.04	.23	.15
TILIA BONARDA			47	16	31	193.75	.22	.11
ALPATAO PN NOR			46	41	5	12.20	.21	.27
MASI PSO D TPNG			46	33	13	39.39	.21	.22
ENAMORE			46	22	24	109.09	.21	.15
ZAMRRO BNRD MLB			45	103	-58	-56.31	.21	.68
VINAS BALBO RED			45		45	100.00	.21	.34
NUNA BONARDA RS			44	51	-6	-11.76	.21	.00

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
DURIGUTTI BONRD			43	23	20	86.96	.20	.15
FAMILIA AGU PRM			35	101	-66	-65.35	.16	.67
GOUGNHM EST SRH			34		34	100.00	.16	.00
NOTRO FUNDACION			34		34	100.00	.16	.00
ASTICA CYO SHRZ			33	52	-19	-36.54	.15	.35
LAMADRID BONRDA			33	15	18	120.00	.15	.10
BDGA WNRT CRSC			29	17	12	70.59	.13	.11
LA FINCA TEMPRN			29		29	100.00	.13	.00
ICHANKA BONARDA			29		29	100.00	.13	.00
GALLO F RED MSC			28		28	100.00	.13	.00
PERLITA MAL/SYR			24		24	100.00	.11	.00
LOS AILOS SY RS			24		24	100.00	.11	.00
WEINERT CRSC TN			23	20	3	15.00	.11	.13
BUENS OND MB/SY			23	1	22	2200.00	.11	.01
ANDEAN SKY SHRZ			23		23	100.00	.11	.00
LA PUERTA SHIRZ			21	40	-19	-47.50	.10	.27
CALVULCURA			21	32	-11	-34.38	.10	.21
TERCOS SANGVESE			21	24	-3	-12.50	.10	.16
FINCA L LND TMP			21	18	3	16.67	.10	.12
SNTA JL OR TEMP			20	29	-9	-31.03	.09	.19
TORINO TANNAT			19	14	5	35.71	.09	.09
ACHAVL FRR QUMR			19	12	7	58.33	.09	.08
ZOLO BONARDA			17	26	-9	-34.62	.08	.17
LUCA ALTOS P NR			16	16		.00	.07	.11
LA POSTA PN NR			16	16		.00	.07	.11
RENACER ENAMORE			14	25	-11	-44.00	.06	.17
ALTOCEDRO TMPNL			13	24	-11	-45.83	.06	.16
COLONIA BONARDA			13	7	6	85.71	.06	.05
CHANRMYO CB/CFR			13	5	8	160.00	.06	.03
VISTALBA CRT C			13		13	100.00	.06	.00
JELU S JUAN SRH			12	24	-12	-50.00	.06	.16
FAMLIA DN CN PN			12	22	-10	-45.45	.06	.15
FINCA E PRT P N			12	18	-6	-33.33	.06	.12
CARO CB SV/MLBC			12	12		.00	.06	.08
TRUMPTR MLB SYH			12	6	6	100.00	.06	.04
25 LAGUNS CB/SY			12		12	100.00	.06	.00
LUCA LABRD SYRH			12		12	100.00	.06	.00
DAN ROBINO BNRD			11	29	-18	-62.07	.05	.19
BEN MRCO EXPRSV			11	4	7	175.00	.05	.03
TRPCHE OAK SHRZ			10	19	-9	-47.37	.05	.13
TRZZ CHV CB/MLB			10	6	4	66.67	.05	.04
LA POSTA BONRDA			9	11	-2	-18.18	.04	.07
LAMADRID RS BON			8	10	-2	-20.00	.04	.07
HINOJOSA TMP RS			8	2	6	300.00	.04	.01
NIETO SNT PN NR			7	59	-52	-88.14	.03	.39
FINCA L BONARDA			6	6		.00	.03	.04
LUIGI B GALA 1			6	3	3	100.00	.03	.02
TAPIZ PNT NOIR			6	3	3	100.00	.03	.02
ELSA BONARDA			6	1	5	500.00	.03	.01
LOS HRLDOS TEMP			6		6	100.00	.03	.00
LUCA BESO DANTE			6		6	100.00	.03	.00
SOPHENIA SYNTHS			6		6	100.00	.03	.00
ATAMISQUE ASMBL			6		6	100.00	.03	.00
FINCA DCRO AMNO			6		6	100.00	.03	.00
XUMEK SYRAH			5	29	-24	-82.76	.02	.19
NIETO SNTR BNRD			5			.00	.02	.03
TITTARLL TEM RS			5			.00	.02	.03
NEMESIO P RS BL			3		2	66.67	.02	.02
MAYOL BONARDA			3	1	4	400.00	.02	.01
NIETO RSV BNRDA			3		5	100.00	.02	.00
FURQUE SYRAH			5		5	100.00	.02	.00
TIKAL JUBILO			5		5	100.00	.02	.00
NEMESIO C/ML/MB			4	14	-10	-71.43	.02	.09
SUSAN BLB BROSO			4	9	-5	-55.56	.02	.06
FINCA L LND SRH			4	2	2	100.00	.02	.01
MRQS D PNT SYRH			4		4	100.00	.02	.00
CHACRA BARD A PN			4		4	100.00	.02	.00
B NOEMIA A LISA			4		4	100.00	.02	.00
GOULRT ML/CB RS			3	46	-43	-93.48	.01	.31
MAIRENA BONARDA			3	34	-31	-91.18	.01	.23
SALENTEIN NUMNA			3	4	-1	-25.00	.01	.03
MENDEL UNUS			3		3	100.00	.01	.00
ZUCCARDI ZETA			3		3	100.00	.01	.00
ALMA NEGRA P NR			3		3	100.00	.01	.00
BAQUEANO CB/MLB			2	24	-22	-91.67	.01	.16
TRPCHE MRL/MLBC			2	7	-5	-71.43	.01	.05
FAMILIA MAYOL			2	4	-2	-50.00	.01	.03
LUIGI B GALA 2			2	4	-2	-50.00	.01	.03
NIETO SNT NCANR			2	3	-1	-33.33	.01	.02
CATENA CAB/MLB			2	2		.00	.01	.01
FAM ZUCCDI TEMP			2	2		.00	.01	.01
LOS HRLDOS TORR			2		2	100.00	.01	.00
NVRRO CRRS SYRH			1	258	-257	-99.61	.00	1.72
CHANARMUYO SYRH			1	21	-20	-95.24	.00	.14
TERCOS BONARDA			1	13	-12	-92.31	.00	.09
BDGA POESA PSDB			1	8	-7	-87.50	.00	.05
LOS CARDOS SYRH			1	6	-5	-83.33	.00	.04
GOGNHM MND TEMP			1	5	-4	-80.00	.00	.03
CHANARMUYO TANT			1	3	-2	-66.67	.00	.02
LUIGI B GALA 4			1		1	100.00	.00	.00
CATENA ZAP RED			1		1	100.00	.00	.00
ALMA NEGRA MSTR			1		1	100.00	.00	.00
MAPMA PRMRA ZNA			1		1	100.00	.00	.00

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
SALNTN RSRV P N			1		1	100.00	.00	.00
ALTA VISTA ALTO			1		1	100.00	.00	.00
FURQUE TEMPRNLO			1		1	100.00	.00	.00
COLORES RSV RED			1		1	100.00	.00	.00
URRACA LNGLY RS			1		1	100.00	.00	.00
RIGLOS GR CORTE			1		1	100.00	.00	.00
LA DANIELA TEMP				156	-156	-100.00	.00	1.04
HAT IN RING SHZ			147		-147	-100.00	.00	.98
VISTALBA CB/MLT			98		-98	-100.00	.00	.65
MONTE QUIETO RS			74		-74	-100.00	.00	.49
DNA PAULA SZ/MB			59		-59	-100.00	.00	.39
BROQUEL BONARDO			54		-54	-100.00	.00	.36
TRIVENTO RES PN			28		-28	-100.00	.00	.19
PUELCHE RSV PNR			20		-20	-100.00	.00	.13
MAIRENA BONARDA			14		-14	-100.00	.00	.09
SNTA JULIA PN N			14		-14	-100.00	.00	.09
LATITUD 34 SYRH			13		-13	-100.00	.00	.09
DOMADOS BONARDA			11		-11	-100.00	.00	.07
TAPIZ SYRAH MDZ			8		-8	-100.00	.00	.05
NVRRO C P CB/MB			7		-7	-100.00	.00	.05
STA JLA OR BNRD			7		-7	-100.00	.00	.05
LA YUNTA TINTO			3		-3	-100.00	.00	.02
BDGS LRTN SY/MB			3		-3	-100.00	.00	.02
FNCA FLRNCA BND			3		-3	-100.00	.00	.02
SEPTIMA GRN RSV			3		-3	-100.00	.00	.02
GOGNHM B ESN SY			3		-3	-100.00	.00	.02
ALTA VSTA ATMPR			3		-3	-100.00	.00	.02
HENRY LGRDE SYH			3		-3	-100.00	.00	.02
FURQUE 3 CEPAS			2		-2	-100.00	.00	.01
BAGUALA C-S-M-M			2		-2	-100.00	.00	.01
SNTA JULIA TEMP			1		-1	-100.00	.00	.01
BARBERIS L DNLA			1		-1	-100.00	.00	.01
SALENTN PN MNDZ			1		-1	-100.00	.00	.01
ALMA NGR GR MST			1		-1	-100.00	.00	.01
BDGA DFD SP BLD			1		-1	-100.00	.00	.01
CAMINO INC QUIP			1		-1	-100.00	.00	.01
TOTAL ARGT OTHR RED			21729	15039	6690	44.48		
ARGT OTHR WHT								
BAREFOOT MSCTO			11117		11117	100.00	29.42	.00
MARCUS JMS RSLN			6124	6192	-68	-1.10	16.21	27.59
NEW AGE MENDOZA			1743	1065	678	63.66	4.61	4.75
ZUCCRDI SER TOR			1733		1733	100.00	4.59	.00
ALAMOS TORRONTS			1551	1601	-50	-3.12	4.10	7.13
BLACK BOX MSCTO			1233		1233	100.00	3.26	.00
MIDDLE SIS MSCT			1204		1204	100.00	3.19	.00
VALNTN BCH SV B			1160	93	1067	1147.31	3.07	.41
FUNKY LLAMA P G			1068	709	359	50.63	2.83	3.16
TRIVENTO RS TOR			1050	1163	-113	-9.72	2.78	5.18
NIETO SNT RS TR			988	128	860	671.88	2.61	.57
GRAFFIGNA P GRG			746	753	-7	-.93	1.97	3.36
FUNKY LLAMA SB			659	763	-104	-13.63	1.74	3.40
SANTA ANA TRRNT			589	731	-142	-19.43	1.56	3.26
LUCKY DUCK SV B			499	614	-115	-18.73	1.32	2.74
CRIOS BLBO TRRN			425	464	-39	-8.41	1.12	2.07
GALLO FAM V MSC			415	500	-85	-17.00	1.10	2.23
ECOLGCA TRNT/CH			395	424	-29	-6.84	1.05	1.89
YELLOW + BL TOR			371	535	-164	-30.65	.98	2.38
LA YUNTA TORNTS			284	187	97	51.87	.75	.83
VNA ANTGUA UGNI			281	467	-186	-39.83	.74	2.08
DISENO TORRONTS			267	199	68	34.17	.61	.89
CALLA ALT P GRG			229	198	31	15.66	.61	.88
CONQUISTA MSCT			218		218	100.00	.58	.00
SNTA JLA PN GRG			182	89	93	104.49	.48	.40
RIO SCO EST TOR			169	322	-153	-47.52	.45	1.43
ALTIVO CLS TORR			158	126	32	25.40	.42	.56
YELLW&BLUE SV B			157	154	3	1.95	.42	.69
BROKE ASS TR/CN			146	164	-18	-10.98	.39	.73
ZOLO TORRONTES			119	183	-64	-34.97	.31	.82
TRIVENTO BD&BEE			116	136	-20	-14.71	.31	.61
DEBUT CHD/CH BL			100		100	100.00	.26	.00
ZUCCRDI CHR VGN			98	1547	-1449	-93.67	.26	6.89
ASTICA CYO SV B			79	129	-50	-38.76	.21	.57
LA PUERTA TORNT			76	99	-23	-23.23	.20	.44
TILIA TRRNT SLT			75	4	71	1775.00	.20	.02
RIO SECO TOR RS			74	74		.00	.20	.33
MAPEMA SAUV BLC			73	44	29	65.91	.19	.20
ZONDA CHR/VGNR			72	21	51	242.86	.19	.09
SALENTFIN SV BL			71	143	-72	-50.35	.19	.64
CUMA ORG TORRNT			67	44	23	52.27	.18	.20
GOGNHM TOR MOM			60		60	100.00	.15	.00
LS PRDCES PN GR			58	2	56	2800.00	.15	.01
ZOLO SV BL MEND			54	108	-54	-50.00	.14	.48
SNTA JL OR TORR			52	27	25	92.59	.14	.12
GOULART TORRNT			51	150	-99	-66.00	.13	.67
BDGS LRTN PN GR			51	5	46	920.00	.13	.02
FILUS TORRONTES			49		49	100.00	.13	.00
CRISTOBL PIE VG			46	52	-6	-11.54	.12	.23
CASARENA SV BL			45		45	100.00	.12	.00
STA JLA P GR(+)			44		44	100.00	.12	.00
FINCA L LND TOR			43	70	-27	-38.57	.11	.31
JELU S JN TRNTS			43	37	6	16.22	.11	.16

NABCA CASE SALES ANALYSIS

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ALL STATES-1/1/12 - 09/30/12

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
TAMARI TORR RES			43	16	27	168.75	.11	.07
J&F LRTN SB ARC			37		37	100.00	.10	.00
VINAS BALBO WHT			35	38	-3	-7.89	.09	.17
CASA CAMPO TRRN			34	46	-12	-26.09	.09	.20
TILIA TORRONTES			34	41	-7	-17.07	.09	.18
LA POSTA CC BDB			34	7	27	385.71	.09	.03
BODGA NRTN TORR			32	70	-38	-54.29	.08	.31
TERCOS TORRONT			32	47	-15	-31.91	.08	.21
TRRZ AND TOR RS			32	27	5	18.52	.08	.12
LOS CARDOS S BL			29	53	-24	-45.28	.08	.24
LOST VYD CHD/TR			27		27	100.00	.07	.00
ALTA VSTA P TOR			26	74	-48	-64.86	.07	.33
TORINO DD TORRN			26	36	-10	-27.78	.07	.16
LS PRDCES VIOGN			26		26	100.00	.07	.00
J&F LRTN TRRNTE			26		26	100.00	.07	.00
ALTOSUR TORRNTS			25	7	18	257.14	.07	.03
FINCA E PRT S B			24	196	-172	-87.76	.06	.87
DNA PLA EST TOR			24	22	2	9.09	.06	.10
ALTOSUR SAV BLC			24	3	21	700.00	.06	.01
SNTA JULIA VIOG			22	17	5	29.41	.06	.08
ZAPHY TRRNT CUY			21		21	100.00	.06	.00
CALLIA ALTA TOR			20	129	-109	-84.50	.05	.57
RICRDO SNTOS SM			20	21	-1	-4.76	.05	.09
SNTA FLRNTNA TR			19	78	-59	-75.64	.05	.35
ICHANKA SAV BLC			19		19	100.00	.05	.00
ALPATACO SAV BL			18	22	-4	-18.18	.05	.10
LEGADO DMV TORR			18	2	16	800.00	.05	.01
ASTICA CY TRRNT			17	45	-28	-62.22	.04	.20
FINCA LND VGNR			17	16	1	6.25	.04	.07
SANTA JUL TARDO			16	10	6	60.00	.04	.04
LABORUM TORNTS			14		14	100.00	.04	.00
ZAMRRO CHEN TRR			13	36	-23	-63.89	.03	.16
J&F LRTN PN GRS			13	28	-15	-53.57	.03	.12
CHANARMUYO VGNR			13	15	-2	-13.33	.03	.07
DAVID STNE MSCT			13		13	100.00	.03	.00
ORFILA SAV BLNC			12	86	-74	-86.05	.03	.38
HRM REX-GOL MSC			12		12	100.00	.03	.00
COLOME TORRONT			11	8	3	37.50	.03	.04
TRVNTO AMDO SUR			11		11	100.00	.03	.00
PAGO CMRA TRNTS			10		10	100.00	.03	.00
RIO DIAMNTE SAV			9	44	-35	-79.55	.02	.20
ZOLO VIOGNIER			8	3	5	166.67	.02	.01
TWISTED MOSCATO			8		8	100.00	.02	.00
TRPCH CV SB/SEM			7	337	-330	-97.92	.02	1.50
ANDELUNA TUPNGT			7	89	-82	-92.13	.02	.40
BDGS LURTON TOR			7		7	100.00	.02	.00
TRPCH TORRNTS			6	36	-30	-83.33	.02	.16
LUIGT B GALA 3			6	5	1	20.00	.02	.02
PULENTA FLOR SB			6	3	3	100.00	.02	.01
1591 DOLCE TORR			6		6	100.00	.02	.00
SNTA JLA PL TOR			5		5	100.00	.01	.00
D MANUEL V TORR			4	2	2	100.00	.01	.01
MAIPE TORRONTES			4		4	100.00	.01	.00
NEMESIO SAV BLC			3	8	-5	-62.50	.01	.04
PIRCAS NGRS TOR			3		3	100.00	.01	.00
ALTA MAX TRRNTS			3		3	100.00	.01	.00
ALMA NEGRA VIOG			3		3	100.00	.01	.00
MENDEL SEMILLON			3		3	100.00	.01	.00
WEINERT CRSC WH			2	1	1	100.00	.01	.00
GRAN LRTN CORTE			2		2	100.00	.01	.00
BAGUALA TORRNTS			1	35	-34	-97.14	.00	.16
DONA PAULA EST			1	6	-5	-83.33	.00	.03
SNTA JULIA TORR			1	3	-2	-66.67	.00	.01
FAMGLA BNCH S B			1	3	-2	-66.67	.00	.01
SAN TLM ESN TOR			1	2	-1	-50.00	.00	.01
COLORES RSV WHT			1		1	100.00	.00	.00
ALMA MORA PN GR				40	-40	-100.00	.00	.18
CONQUISTA TRRNT				34	-34	-100.00	.00	.15
CAMINO INC TORR				13	-13	-100.00	.00	.06
ALTAS CMBRS TOR				11	-11	-100.00	.00	.05
MEDRANO TORRNTS				11	-11	-100.00	.00	.05
ALTAS CMBRS VGN				10	-10	-100.00	.00	.04
PASSION4 CH/CHN				8	-8	-100.00	.00	.04
MANOS NEGRS TOR				4	-4	-100.00	.00	.02
ALIVO CH/VG RS				4	-4	-100.00	.00	.02
THE WAIT TORNTS				3	-3	-100.00	.00	.01
POSTLS DF SV/SM				3	-3	-100.00	.00	.01
TAPIZ TORRONTES				3	-3	-100.00	.00	.01
LAMADRID TORNTS				3	-3	-100.00	.00	.01
NIETO SNT NCANR				3	-3	-100.00	.00	.01
DM J BSQT CH/Pg				2	-2	-100.00	.00	.01
LA BOCA TORRNTS				1	-1	-100.00	.00	.00
LUIGI BSCA GWRZ				1	-1	-100.00	.00	.00
LO TENGO TORNTS				1	-1	-100.00	.00	.00
TOTAL ARGT OTHR WHT			37784	22444	15340	68.35		
ARGT OTHER								
GALLO F PNK MSC			3733		3733	100.00	81.54	.00
MARCUS JMS W ZN			267	265	2	.75	5.83	40.21
NEW AGE MNDZ RS			88	36	52	144.44	1.92	5.46
FINCA OR MB/RSE			75		75	100.00	1.64	.00
ZONDA ROSE			69		69	100.00	1.51	.00

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

ALL STATES-1/1/12 - 09/30/12

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
ALTOSUR MBC/RSE			66		66	100.00	1.44	.00
2 COPAS WHITE			60	24	36	150.00	1.31	3.64
LA FLOR MLB RSE			59		59	100.00	1.29	.00
HACNDA PLTA REF			38		38	100.00	.83	.00
JELU MLBC ROSE			33	45	-12	-26.67	.72	6.83
YELLOW+BLUE ROSE			24	96	-72	-75.00	.52	14.57
TIASTA ROSE			23		23	100.00	.50	.00
FINCA LND ROSE			18	23	-5	-21.74	.39	3.49
CALLA ALT SHIRZ			10	6	4	66.67	.22	.91
FABRE MNTMY RSE			8		8	100.00	.17	.00
LS HRLDOS ML RS			5		5	100.00	.11	.00
THE WAIT MLB/RS			1		1	100.00	.02	.00
HRM RX-GO P MSC			1		1	100.00	.02	.00
DNA PLA MLB/RSE				93	-93	-100.00	.00	14.11
LA BRUJA ROSE			51		-51	-100.00	.00	7.74
TAPIZ MLBC/ROSE			12		-12	-100.00	.00	1.82
PASCUAL TOSO			3		-3	-100.00	.00	.46
TORINO ROSE			3		-3	-100.00	.00	.46
ANTIS MLBC ROSE			1		-1	-100.00	.00	.15
TORINO MLB ROSE			1		-1	-100.00	.00	.15
TOTAL ARGT OTHER			4578	659	3919	594.69		
CHLE CAB SAUV								
FRONTERA CB SV			12636	11645	991	8.51	25.93	22.66
WALNUT CR CB SV			7303	7747	-444	-5.73	14.99	15.07
CNCHA CS DB CAB			5336	5214	122	2.34	10.95	10.14
GATO NEGRO CB S			2046	2061	-15	-.73	4.20	4.01
NATURA COL VLLY			1715	1699	16	.94	3.52	3.31
LAS PARCELAS			1593		1593	100.00	3.27	.00
SNTA RTA RS CAB			1538	2113	-575	-27.21	3.16	4.11
HRM REX-GOLIATH			1506		1506	100.00	3.09	.00
LOS VASCOS CB S			1495	1995	-500	-25.06	3.07	3.88
SNTA RTA 120 CB			1250	1778	-528	-29.70	2.57	3.46
ROOT 1 CAB SAUV			1002	1308	-306	-23.39	2.06	2.54
ANAKENA			962	61	901	1477.05	1.97	.12
VENTISQUERO RT1			909	782	127	16.24	1.87	1.52
LUCKY DUCK			849	959	-110	-11.47	1.74	1.87
COUSINO CAB SAV			578	506	72	14.23	1.19	.98
CONO SUR BICYCL			550		550	100.00	1.13	.00
COUSINO CAB RSV			437	508	-71	-13.98	.90	.99
SANTA EMA CB SV			382	18	364	2022.22	.78	.04
SNTA RTA MR CAB			367	465	-98	-21.08	.75	.90
MONTES CLASSIC			348	57	291	510.53	.71	.11
CONO SUR C V			310	461	-151	-32.75	.64	.90
C LPSTL CUV CAB			289	296	-7	-2.36	.59	.58
ST MRVSTA CB RS			288	308	-20	-6.49	.59	.60
C LAPSTLE CB SV			260	716	-456	-63.69	.53	1.39
S CRLNA FAM CAB			254	160	94	58.75	.52	.31
TIERRUCA RESERV			247		247	100.00	.51	.00
VEO GRANDE COL			245	580	-335	-57.76	.50	1.13
CHILENS RSV CAB			245	78	167	214.10	.50	.15
ECO BALANCE CAB			196	224	-28	-12.50	.40	.44
HARAS ESTATE			183	30	153	510.00	.38	.06
TERRANOBLE			168	112	56	50.00	.34	.22
ERRZURZ CAB SAV			145	24	121	504.17	.30	.05
CARTA VIEJA CAB			133	85	48	56.47	.27	.17
CNCHA WNMKR LOT			126	128	-2	-1.56	.26	.25
PACFCO SUR CRCO			117	128	-11	-8.59	.24	.25
CONO SUR VISION			112	84	28	33.33	.23	.16
LOS VSCOS CB RS			111	174	-63	-36.21	.23	.34
90+CLR LOT 44			98		98	100.00	.20	.00
ARESTI MONTEMAR			95	152	-57	-37.50	.19	.30
CNCHA MLCHR C S			92	112	-20	-17.86	.19	.22
CIGAR BOX V CEN			91	107	-16	-14.95	.19	.21
VERAMNTE CB CUR			91	85	6	7.06	.19	.17
ESTACION CB SV			89		89	100.00	.18	.00
CNCHA MRQ CASA			81	46	35	76.09	.17	.09
MONTES ALPHA AV			77	72	5	6.94	.16	.14
ERRZURZ MAX RES			74	42	32	76.19	.15	.08
FOLATARE			74		74	100.00	.15	.00
VNO EYZGRRE CAB			70	7	63	900.00	.14	.01
ALFASI CAB SAUV			66	95	-29	-30.53	.14	.18
SUNRISE CAB SAV			65	2342	-2277	-97.22	.13	4.56
GRAN RESERVA			64		64	100.00	.13	.00
VNA MNT GRS RSV			58	94	-36	-38.30	.12	.18
DEBAUCHERY			58	59	-1	-1.69	.12	.11
LA PLAYA CAB EC			55		55	100.00	.11	.00
APALTAGUA RES			54	42	12	28.57	.11	.08
MAPUCHE			54		54	100.00	.11	.00
CALINA CB S RSV			53	64	-11	-17.19	.11	.12
D MRTNO 347 RES			52	109	-57	-52.29	.11	.21
PENALOEN MAIPO			52	62	-10	-16.13	.11	.12
TRADER JOE'S			48		48	100.00	.10	.00
SASSY BITCH			44	53	-9	-16.98	.09	.10
ARAUCANO			43	10	33	330.00	.09	.02
VEO ULTIMA COL			41	54	-13	-24.07	.08	.11
STA MARVSTA CAB			41	47	-6	-12.77	.08	.09
SAN ELIAS			36	24	12	50.00	.07	.05
MONTES RESERVE			34	49	-15	-30.61	.07	.10
D MRTNO LGDO RS			33	710	-677	-95.35	.07	1.38
MARCHIGUE GR RS			32	17	15	88.24	.07	.03
TABALI RESERVA			28	9	19	211.11	.06	.02

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

ALL STATES-1/1/12 - 09/30/12

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
TERRA VEGA C V			25		25	100.00	.05	.00
J&F LURTON ARAU			25		25	100.00	.05	.00
VISTAMAR CAB SV			24	25	-1	-4.00	.05	.05
ECHVRIA LTD ED			23	19	4	21.05	.05	.04
PEPPRWD GRN BOX			22	196	-174	-88.78	.05	.38
CNCHA CD RS PRV			22		22	100.00	.05	.00
ARESTI CAB RESV			20	35	-15	-42.86	.04	.07
SANTA EMA CB RS			19	5	14	280.00	.04	.01
PORTA ACNCGA RS			18	12	6	50.00	.04	.02
MONTES CAB SAUV			17	35	-18	-51.43	.03	.07
ANDES PEAKS RES			17	14	3	21.43	.03	.03
CRUCERO CLCHGUA			17	9	8	88.89	.03	.02
TERRA NATIVA			16	20	-4	-20.00	.03	.04
ARESTI EST SLCT			15	22	-7	-31.82	.03	.04
D MARTINO CB RS			15	15			.03	.03
ARBOLEDA CAB CV			15	1	14	1400.00	.03	.00
NOVAS			13		13	100.00	.03	.00
CALTRRA CB S RS			12	7	5	71.43	.02	.01
MANCURA			12		12	100.00	.02	.00
MANOS NEGRS CAB			12		12	100.00	.02	.00
VERAMONTE CB SV			11	144	-133	-92.36	.02	.28
TERRA ANDNA CAB			11	9	2	22.22	.02	.02
STA ALCA CAB RS			11	5	6	120.00	.02	.01
CARMEN GRN RSV			11		11	100.00	.02	.00
TEXAS DE BRAZIL			10		10	100.00	.02	.00
THE SEEKER CNTL			10		10	100.00	.02	.00
MOMENTOS			9		9	100.00	.02	.00
TERRAPURA CNTRL			8	19	-11	-57.89	.02	.04
CRBR TRR FGO RS			8	14	-6	-42.86	.02	.03
ARESTI EQUILBRO			8	8			.02	.02
ANDES PEAKS BIB			7	1848	-1841	-99.62	.01	3.60
LOS BOLDOS CB S			6	963	-957	-99.38	.01	1.87
CULPEO			6	31	-25	-80.65	.01	.06
CNCHA TRNYO CAB			6	4	2	50.00	.01	.01
ALCANCE			6	6			.01	.00
S CRLNA RESERVA			5	15	-10	-66.67	.01	.03
DOMUS AUREA MV			5	7	-2	-28.57	.01	.01
TORRES ST DIGNA			4	29	-25	-86.21	.01	.06
TABALI			4	15	-11	-73.33	.01	.03
SANTA RTA CB SV			4	11	-7	-63.64	.01	.02
CALINA CAB SAUV			4	7	-3	-42.86	.01	.01
CALCU RESERVA			4		4	100.00	.01	.00
ALFASI CB SV RS			4		4	100.00	.01	.00
PORTA ACHCGA GR			4		4	100.00	.01	.00
CASA JULIA MAIP			3	9	-6	-66.67	.01	.02
S CRLNA G RS CB			3	4	-1	-25.00	.01	.01
LANZUR			3	3			.01	.01
VENDANGE			3	3			.01	.01
EL TOQUI RESERV			2	5	-3	-60.00	.00	.01
APALTAGUA EST			2	4	-2	-50.00	.00	.01
TERRANOBLE G RS			2		2	100.00	.00	.00
CASA SLV RESERV			2		2	100.00	.00	.00
TERRANOBLE RSRV			1	44	-43	-97.73	.00	.09
LUCKY 7			1	11	-10	-90.91	.00	.02
CUMBRES AND RSV			1	2	-1	-50.00	.00	.00
STA ALCA CAB SV			1				.00	.00
PORTA BLDO ACNG			1	1			.00	.00
ERRZURZ CAB RSV			1		1	100.00	.00	.00
NATHANSON CREEK				329	-329	-100.00	.00	.64
CARMEN CAB SAUV				239	-239	-100.00	.00	.47
GATO NG CAB 4PK				66	-66	-100.00	.00	.13
CORINTO				45	-45	-100.00	.00	.09
TORRES LS MULAS				31	-31	-100.00	.00	.06
C MOLINA CAB RS				21	-21	-100.00	.00	.04
AUREUS GRAN RSV				20	-20	-100.00	.00	.04
NOVAS GRAN RSV				13	-13	-100.00	.00	.03
PEREZ CRUZ RES				12	-12	-100.00	.00	.02
ALFASI MISTICO				10	-10	-100.00	.00	.02
VNA CASA BSQ RS				5	-5	-100.00	.00	.01
HARAS ELEGANCE				5	-5	-100.00	.00	.01
CNDE VLQZ ACNQA				2	-2	-100.00	.00	.00
ASUNTO VINO C V				1	-1	-100.00	.00	.00
TOTAL CHLE CAB SAUV			48725	51397	-2672	-5.20		
CHLE CHARDNNY			18793	21338	-2545	-11.93	54.12	48.85
FRONTERA CHRDNV			5978	6605	-627	-9.49	17.21	15.12
WALNUT CR CHARD			1454	1804	-350	-19.40	4.19	4.13
GATO NEGRO CHR			1233	1114	119	10.68	3.55	2.55
NATURA CASA VLY			783	680	103	15.15	2.25	1.56
CNCHA CSL WOOD			625	646	-21	-3.25	1.80	1.48
CONO SUR C V			500	837	-337	-40.26	1.44	1.92
SNTA RTA 120 CH			498	503	-5	-.99	1.43	1.15
COUSINO CHARDNY			374	289	85	29.41	1.08	.66
ROYAL BITCH CHR			342	402	-60	-14.93	.98	.92
CNCHA CSL DB CH			335	410	-75	-18.29	.96	.94
ST MRVSTA CH RS			242	168	74	44.05	.70	.38
PKNT SILVER COL			233	199	34	17.09	.67	.46
CHILENS RSV CHR			212	214	-2	-.93	.61	.49
CALINA CHRDR RSV			193		193	100.00	.56	.00
WONDERLUST VC			176	326	-150	-46.01	.51	.75
SNTA RTA RS CHR			147	1675	-1528	-91.22	.42	3.83
COPA DEL RAY								

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BY CLASS, TYPE, BRAND

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
ECO BALANCE CHR			129	46	83	180.43	.37	.11
CARTA VIEJA CHR			128	159	-31	-19.50	.37	.36
C LAPOSTILLE CHR			108	528	-420	-79.55	.31	1.21
PACFCO SUR CRCO			107	205	-98	-47.80	.31	.47
C LPSTL CUV CHR			105	209	-104	-49.76	.30	.48
ERRZURZ W FRMNT			101	111	-10	-9.01	.29	.25
LOS VASCOS COLC			97	210	-113	-53.81	.28	.48
CNCHA MQ CSA CH			95	101	-6	-5.94	.27	.23
VERAMONTE CHR			91	1279	-1188	-92.89	.26	2.93
ESTACION CHRDNV			91		91	100.00	.26	.00
ERRAZURIZ CHARD			83	128	-45	-35.16	.24	.29
CONO SUR ORGAN			79	86	-7	-8.14	.23	.20
ANDES PEAKS BIB			77	1530	-1453	-94.97	.22	3.50
ARESTI CHARDNNY			75	179	-104	-58.10	.22	.41
LLAI LLAIBIO			73	140	-67	-47.85	.21	.32
SASSY BITCH			73	69	4	5.80	.21	.16
BARCO VIEJO			70		70	100.00	.20	.00
FOLATARE			68		68	100.00	.20	.00
ALFASI CHARDNNY			57	59	-2	-3.39	.16	.14
SWEET BITCH CHL			56	63	-7	-11.11	.16	.14
GRAN RESERVA			48		48	100.00	.14	.00
DEBAUCHERY			43	49	-6	-12.24	.12	.11
TRADER JOE'S			43		43	100.00	.12	.00
ROOT 1 CASABLNC			39	109	-70	-64.22	.11	.25
WM COLE ALBAMAR			39		39	100.00	.11	.00
ARESTI ESTATE			37	51	-14	-27.45	.11	.12
TORRES CHARDNNY			37		37	100.00	.11	.00
STA MARVSTA CHR			36	23	13	56.52	.10	.05
D MRTNO LGDO RS			33	53	-20	-37.74	.10	.12
COUSINO CHR RSV			32	79	-47	-59.49	.09	.18
NOVAS VL CASBLN			30	53	-23	-43.40	.09	.12
TABALI RES ESPC			28	7	21	300.00	.08	.02
TERRA ANDNA CHR			27	77	-50	-64.94	.08	.18
CALTRRA CHR RSV			25	4	21	525.00	.07	.01
SANTA EMA AMPLS			20		20	100.00	.06	.00
MONTES ALPHA			18	14	4	28.57	.05	.03
ECHVRRRIA MOLINA			17	20	-3	-15.00	.05	.05
ARBOLEDA CHRDNV			17		17	100.00	.05	.00
TAMAYA RESERVA			16	38	-22	-57.89	.05	.09
LEYDA CL CHRDNV			15	15		0.00	.04	.03
CNCHA AMLIA CHR			15	7	8	114.29	.04	.02
HARAS ESTATE			14	41	-27	-65.85	.04	.09
CALINA CHARDNNY			14	8	6	75.00	.04	.02
APALTAGUA			13		13	100.00	.04	.00
TERRA VEGA C V			13		13	100.00	.04	.00
MANCURA			12		12	100.00	.03	.00
SNTA RTA MR CHR			11	19	-8	-42.11	.03	.04
VINA ETB RS CHR			11	8	3	37.50	.03	.02
ANAKENA			11	4	7	175.00	.03	.01
PORTA BDGES RSV			10	21	-11	-52.38	.03	.05
TERRANOBLE CLSC			10		10	100.00	.03	.00
LA PLAYA CHR EC			10		10	100.00	.03	.00
CREBAR TRRA FGO			9	29	-20	-68.97	.03	.07
TERRANOBLE			9	9		0.00	.03	.02
S CRLNA RESERVA			8	8		0.00	.02	.02
S CRLNA G RS CH			8	2	6	300.00	.02	.00
CULPEO CHARDNNY			6	9	-3	-33.33	.02	.02
VNA MNT GRS RSV			6	6		0.00	.02	.01
VALDVSO CHR			6	2	4	200.00	.02	.00
C MOLINA CHR RS			5	178	-173	-97.19	.01	.41
SNTA CRLNA CHR			5		5	100.00	.01	.00
TEXAS DE BRAZIL			5		5	100.00	.01	.00
CORDILLERA CHR			4	12	-8	-66.67	.01	.03
MONTES RESERVE			4	4		0.00	.01	.01
CRUCERO CLCHGUA			4	3	1	33.33	.01	.01
VISTAMAR CHRDNV			3	20	-17	-85.00	.01	.05
TABALI LM VLY			3	7	-4	-57.14	.01	.02
AMARAL			3	2	1	50.00	.01	.00
CARMEN GRN RSV			3		3	100.00	.01	.00
PETIRROJO			3		3	100.00	.01	.00
VNA CASA BSQ RS			2	9	-7	-77.78	.01	.02
CNCHA TRIO RES			2	4	-2	-50.00	.01	.01
SANTA EMA CHARD			1	3	-2	-66.67	.00	.01
SUNRISE CHARDNNY			1		1	100.00	.00	.00
CULITOS CNTRL V			1		1	100.00	.00	.00
MOLINO VJO CHR			1		1	100.00	.00	.00
GATO NGR B-N-BX				124	-124	-100.00	.00	.28
GATO BL CHR 4PK				97	-97	-100.00	.00	.22
CONO SUR VISION				44	-44	-100.00	.00	.10
ROOT 1 CHR C V				19	-19	-100.00	.00	.04
ASUNTO VINO C V				15	-15	-100.00	.00	.03
CORINTO				14	-14	-100.00	.00	.03
CASES BSQ CSBLN				10	-10	-100.00	.00	.02
CARMEN CHARDNNY				9	-9	-100.00	.00	.02
ENDANGERED WINE				9	-9	-100.00	.00	.02
VALDVSO CHARDNNY				6	-6	-100.00	.00	.01
VNA MNT GRS CHR				4	-4	-100.00	.00	.01
HORNY RESERVA				3	-3	-100.00	.00	.01
EL TOQUI RESERV				3	-3	-100.00	.00	.01
TERRAPURA CNTRL				2	-2	-100.00	.00	.00
S CRLNA CLC CHR				2	-2	-100.00	.00	.00
HARAS CHARACTER				1	-1	-100.00	.00	.00
SIMONE CHARDNNY				1	-1	-100.00	.00	.00

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

ALL STATES-1/1/12 - 09/30/12

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
LA PALMA RS CHR				1	-1	-100.00	.00	.00
TOTAL CHLE CHARDNNY			34727	43683	-8956	-20.50		
CHILE MALBEC								
CRBT CYN VL CNT			3568	1742	1826	104.82	32.03	34.41
WOODBIDGE VLLC			3294	349	2945	843.84	29.57	6.89
CNCHA CS DIABLO			2129	276	1853	671.38	19.11	5.45
MONTES CLASSIC			685	661	24	3.63	6.15	13.06
ANDES PEAKS BIB			591	1328	-737	-55.50	5.31	26.23
CHILENSIS RESV			302	149	153	102.68	2.71	2.94
MONTES RESERVE			259	372	-113	-30.38	2.33	7.35
NATURA MALBEC			116		116	100.00	1.04	.00
FLIP FLOP MLBC			84		84	100.00	.75	.00
MONTES			48	63	-15	-23.81	.43	1.24
GRAN RESERVA			30		30	100.00	.27	.00
CULPEO			13	26	-13	-50.00	.12	.51
ESTAMPA COLCHAG			8		8	100.00	.07	.00
CALCU RESERVA			5	1	4	400.00	.04	.02
1865 MAULE VLLY			3	3		.00	.03	.06
ANDES PEAK			2	69	-67	-97.10	.02	1.36
CALTRRA TRIBUTE			2	14	-12	-85.71	.02	.28
CUMBRES AND RSV				10	-10	-100.00	.00	.20
TOTAL CHILE MALBEC			11139	5063	6076	120.01		
CHILE MERLOT								
FRONTERA MERLOT			13101	14118	-1017	-7.20	45.55	37.06
WALNUT CR MERLT			9019	10258	-1239	-12.08	31.36	26.92
CNCHA CS DB MRL			2364	2747	-383	-13.94	8.22	7.21
SNTA RTA 120 ME			669	1158	-489	-42.23	2.33	3.04
NATURA MERLOT			624	483	141	29.19	2.17	1.27
ST MRVSTA ML RSV			392	421	-29	-6.89	1.36	1.11
COUSINO MRL RSV			316	362	-46	-12.71	1.10	.95
SNTA RTA MRL RSV			229	411	-182	-44.28	.80	1.08
CONO SUR C V			172	257	-85	-33.07	.60	.67
SWEET BITCH CHL			155	132	23	17.42	.54	.35
C LAPSTLE MERLT			154	144	10	6.94	.54	.38
CHILENS RSV MRL			126	8	118	1475.00	.44	.02
SUNRISE MERLOT			123	1689	-1566	-92.72	.43	4.43
CARTA VIEJA MRL			116	75	41	54.67	.40	.20
CNCHA MQ CS MRL			105	100	5	5.00	.37	.26
ECO BALANCE MRL			100	31	69	222.58	.35	.08
ARESTI MERLOT			96	148	-52	-35.14	.33	.39
VIEJO FEO			76		76	100.00	.26	.00
C LPSTL CUV MRL			74	86	-12	-13.95	.26	.23
STA MARVSTA MRL			58	64	-6	-9.38	.20	.17
COUSINO MERLOT			57	102	-45	-44.12	.20	.27
SASSY BITCH			56	47	9	19.15	.19	.12
PKNT			48	67	-19	-28.36	.17	.18
VNO EYZGRRE MRL			46	1	45	4500.00	.16	.00
ALFASI MERLOT			40	47	-7	-14.89	.14	.12
TRADER JOE'S			39		39	100.00	.14	.00
VINA ETB RS MRL			35	51	-16	-31.37	.12	.13
ROYAL BITCH MRL			33	46	-13	-28.26	.11	.12
MONTES CLASSIC			32	270	-244	-90.37	.09	.71
ERRAZURIZ MERLT			29	16	9	56.25	.09	.04
CASA JULIA RAPL			23	27	-4	-14.81	.08	.07
CULITOS CNTRL V			23		23	100.00	.08	.00
MANCURA			16		16	100.00	.06	.00
ECHVRRIA MRL RS			16		16	100.00	.06	.00
SANTA EMA ML RS			15	31	-16	-51.61	.05	.08
ARESTI ESTATE			15	9	6	66.67	.05	.02
VERAMONTE MERLT			14	9	5	55.56	.05	.02
S CAROLINA RESV			13	7	6	85.71	.05	.02
CALCU COLCHAGUA			13		13	100.00	.05	.00
CARMEN GRN RSV			13		13	100.00	.05	.00
LA PLAYA MRL EC			12		12	100.00	.04	.00
CALINA MRLT RSV			10	13	-3	-23.08	.03	.03
TEXAS DE BRAZIL			10		10	100.00	.03	.00
PORTA RSV MAIPO			9	7	2	28.57	.03	.02
CRUCERO COLCHGA			9	4	5	125.00	.03	.01
TERRA ANDNA MRL			9	4	5	125.00	.03	.01
ANDES PEAKS BIB			8	1505	-1497	-99.47	.03	3.95
SANTA EMA MERLT			8	23	-15	-65.22	.03	.06
ARESTI MRLT RES			8	18	-10	-55.56	.03	.05
TERRA VEGA C V			6		6	100.00	.02	.00
TIERRA FUGO RSV			5	10	-5	-50.00	.02	.03
CULPEO			5	7	-2	-28.57	.02	.02
LANZUR			5	4	1	25.00	.02	.01
CALINA MERLOT			5	3	2	66.67	.02	.01
PETIRROJO			5		5	100.00	.02	.00
COPA DEL RAY			3	1475	-1472	-99.80	.01	3.87
ANAKENA			3	2	1	50.00	.01	.01
CORINTO MERLOT			2	21	-19	-90.48	.01	.06
MONTES ALPHA			1	4	-3	-75.00	.00	.01
MORANDE MAIPO			1	2	-1	-50.00	.00	.01
PKNT SILVER COL			1		1	100.00	.00	.00
TERRANOBLE			1		1	100.00	.00	.00
STA ALCA MERLOT			1		1	100.00	.00	.00
VERAMONTE RES				1476	-1476	-100.00	.00	3.87
GATO NEGRO MRLT				55	-55	-100.00	.00	.14
ENDANGERED WINE				14	-14	-100.00	.00	.04

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

ALL STATES-1/1/12 - 09/30/12

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
C LAPSTLE CLSSC				12	-12	-100.00	.00	.03
HORNY RESERVA				7	-7	-100.00	.00	.02
CARMEN MERLOT				3	-3	-100.00	.00	.01
MONTES RS SP CV				2	-2	-100.00	.00	.01
VNA MNT GRS MRL				2	-2	-100.00	.00	.01
CARMEN MRLT RSV				1	-1	-100.00	.00	.00
TERRAPURA CNTRL				1	-1	-100.00	.00	.00
CASA JULIA MAIP				1	-1	-100.00	.00	.00
CALTRRA MLT RSV				1	-1	-100.00	.00	.00
TOTAL CHILE MERLOT			28762	38099	-9337	-24.51		
CHLE OTHR RED								
FRNTRA CB S/MRL			27317	33314	-5997	-18.00	36.18	38.36
CYT FRONTRA SHZ			8058	8669	-611	-7.05	10.67	9.98
FRNTRA CRMENERE			6777	6371	406	6.37	8.98	7.34
CNCHA CS DB CRM			4103	4207	-104	-2.47	5.43	4.84
FRNTRA MRL/MLBC			3455	4318	-863	-19.99	4.58	4.97
FRNTRA CB/MR PL			3264	4224	-960	-22.73	4.32	4.86
ROOT 1 CARMENRE			1839	1788	51	2.85	2.44	2.06
CONO SUR PN NR			1738	2500	-762	-30.48	2.30	2.88
NATURA CRMNR CV			1572	1528	44	2.88	2.08	1.76
LAS PRCLAS CRMN			1293		1293	100.00	1.71	.00
GATO NGRO CB/ML			886	862	24	2.78	1.17	.99
ANAKENA CARMENR			866	11	855	772.73	1.15	.01
ROOT 1			713	535	178	33.27	.94	.62
CNCHA CS DB SHZ			711	659	52	7.89	.71	.76
SNTA RTA 120 CR			544	624	-80	-12.82	.72	.72
ROYAL BCH SZ RS			538	472	66	13.98	.71	.54
PALO ALTO RESRV			520	367	153	41.69	.69	.42
DEMTRNO CRM LGD			480		480	100.00	.64	.00
CALINA CARM RSV			426	391	35	8.95	.56	.45
S CRLNA CB/MRLT			404	1281	-877	-68.46	.54	1.47
CHILENS RSV CRM			342	287	55	19.16	.45	.33
CONO SUR VSN PN			337	417	-80	-19.18	.45	.48
C MOLNA CARM RS			329	13	316	2430.77	.44	.01
ERASMO			289		289	100.00	.38	.00
LLAI LLA1 PN NR			282	119	163	136.97	.37	.14
OOPS CRMNR SPCY			281	212	69	32.55	.37	.24
PKNT S C CRMNRE			272	384	-112	-29.17	.36	.44
MONTES LM PN NR			250	202	48	23.76	.33	.23
CONO SUR CRMNRE			249	243	6	2.47	.33	.28
CHILENSIS PN NR			247	283	-36	-12.72	.33	.33
ANKNA ONA BLEND			232	252	-20	-7.94	.31	.29
CONO SR CAB CRM			226	198	28	14.14	.30	.23
CNCHA CS DB PNR			215	469	-254	-54.16	.28	.54
WALNUT CR CRMNR			210	951	-741	-77.92	.28	1.10
CHILENS RSV PNT			206	296	-90	-30.41	.27	.34
CNCHA MRQ CS CB			199	284	-85	-29.93	.26	.33
S CRLNA MRLT/CB			191	436	-245	-56.19	.25	.50
VNA MTGR CRM RS			189	176	13	7.39	.25	.20
ERRZRZ CRMN SNG			166	75	91	121.33	.22	.09
OOPS VOLUPTUOUS			153	237	-84	-35.44	.20	.27
VERAMONTE PN RS			150	113	37	32.74	.20	.13
ARENAL CRMENERE			143	171	-28	-16.37	.19	.20
GRAN RESV CRMNR			143		143	100.00	.19	.00
CNCHA CD RS PRV			140	167	-27	-16.17	.19	.19
BOUCHON CRM/SYR			134		134	100.00	.18	.00
DEBAUCHERY CRMN			131	194	-63	-32.47	.17	.22
COPA CABNA CB/C			125		125	100.00	.17	.00
MOMENTOS CARMNR			121	987	-866	-87.74	.16	1.14
RITUAL PNT NOIR			112	22	90	409.09	.15	.03
TERRNLE GR CRM			111	80	31	38.75	.15	.09
OVEJA NG CF/CRM			105	105		.00	.14	.12
PACFCO SR PN RS			98	142	-44	-30.99	.13	.16
ESTACION CARMNR			98		98	100.00	.13	.00
D MRTNO 347 CRM			96	206	-110	-53.40	.13	.24
BRNGR RED MSCTO			94		94	100.00	.12	.00
PKNT CARMENERE			92	143	-51	-35.66	.12	.16
ARESTI PN NR CV			86	212	-126	-59.43	.11	.24
VNA MTGRS CB/SH			79	215	-136	-63.26	.10	.25
CALCU RED			78	66	12	18.18	.10	.08
CNCHA MQ CS CRM			74	14	60	428.57	.10	.02
PACFCO CRM ESTR			68	89	-21	-23.60	.09	.10
CONO SR DRG P N			68	7	61	871.43	.09	.01
FOLATARE CARMNR			68		68	100.00	.09	.00
VERAMNTE PRIMUS			65	602	-537	-89.20	.09	.69
VNA MTGR CARMNR			63	70	-7	-10.00	.08	.08
COUSINO FIN TER			63	62	1	1.61	.08	.07
THE SHOW PNT NR			63		63	100.00	.08	.00
STA ALCA CRM RS			59	78	-19	-24.36	.08	.09
MORANDE CARMNRE			59		59	100.00	.08	.00
MARCHIGUE CRMNR			56	9	47	522.22	.07	.01
FALERNIA RS CRM			56		56	100.00	.07	.00
TERRA ANDNA CRM			55	146	-91	-62.33	.07	.17
SASSY BITCH P N			55	68	-13	-19.12	.07	.08
ANTIYAL MAIPO			52	13	39	300.00	.07	.01
MONTES ALPHA CM			51	47	4	8.51	.07	.05
CARMN G RSV CRM			51		51	100.00	.07	.00
SNTA RTA MR CRM			50	149	-99	-66.44	.07	.17
SAN ELIAS SYRAH			50		50	100.00	.07	.00
ROOT 1 PN NOIR			49		49	100.00	.06	.00
D MRTNO CAB/MLB			47	44	3	6.82	.06	.05

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

ALL STATES-1/1/12 - 09/30/12

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
D BOSLR CSBL PN			47	39	8	20.51	.06	.04
APLTGUA RSV CRM			46	46		.00	.06	.05
THE BG GRN B PN			45	16	29	181.25	.06	.02
LEYDA PN BRISAS			43	8	35	437.50	.06	.01
TIERRUCA PN NR			42	87	-45	-51.72	.06	.10
MAQUIS LIEN COL			42	65	-23	-35.38	.06	.07
VNA MTGR QUATRO			42	46	-4	-8.70	.06	.05
ERRZRZ CRMN RSV			41	76	-35	-46.05	.05	.09
ARESTI EST P NR			39	71	-32	-45.07	.05	.08
OOPS CRMNR/MRLT			39	21	18	85.71	.05	.02
CALITRRA CRM RS			38	23	15	65.22	.05	.03
FALERNIA CRMNR			37	18	19	105.56	.05	.02
VISTMAR SPA P N			34	74	-40	-54.05	.05	.09
S CRLNA P NR RS			32	168	-136	-80.95	.04	.19
C LPSTL CRMN RP			32	108	-76	-70.37	.04	.12
LA PLAYA CARMNR			31		31	100.00	.04	.00
SANTA EMA AMP 1			29	27	2	7.41	.04	.03
LEYDA CLSC PN N			28	19	9	47.37	.04	.02
LEYDA CRMN CLHG			28		28	100.00	.04	.00
MONTES PRPL ANG			27	9	18	200.00	.04	.01
ESCUDO ROJO RED			26	408	-382	-93.63	.03	.47
NOVAS CRMNR/CAB			26	86	-60	-69.77	.03	.10
LAS MRCEDES ESMB			26		26	100.00	.03	.00
OVEJA NG CARIGN			25	30	-5	-16.67	.03	.03
SNTA RTA RS CRM			24	565	-541	-95.75	.03	.65
C MOLINA PNT RS			24	404	-380	-94.06	.03	.47
TORRES CARMENRE			24	74	-50	-67.57	.03	.09
OVEJA NG CB/SRH			24	18	6	33.33	.03	.02
APLTGUA ENVRO R			23	27	-4	-14.81	.03	.03
CONO SUR BICYCL			23	10	13	130.00	.03	.01
CNCHA TRNYO CRM			22	18	4	22.22	.03	.02
MONTES TW ML/CB			22		22	100.00	.03	.00
EMILIANA COYAM			21	39	-18	-46.15	.03	.04
PKNT PINOT NOIR			21	5	16	320.00	.03	.01
ARBOLEDA CMN MV			20		20	100.00	.03	.00
C LPSTL CLS CRM			19	3	16	533.33	.03	.00
PORTA RSV CRMRE			18	51	-33	-64.71	.02	.06
ARAUCANO CRMNR			18	45	-27	-60.00	.02	.05
TERRA AND PN RS			18	43	-25	-58.14	.02	.05
ARESTI A CRMNR			18	33	-15	-45.45	.02	.04
C LAPSTL CLS AP			18	13	5	38.46	.02	.01
35 SO OGN CB/ML			17		17	100.00	.02	.00
C LPSTL CV CRMN			16	36	-20	-55.56	.02	.04
APLTGUA RSV P N			16	5	11	220.00	.02	.01
CULPEO PIN NOIR			15	24	-9	-37.50	.02	.03
VNA MTGR AN NIO			15	14	1	7.14	.02	.02
D MRTNO LGD SRH			15	7	8	114.29	.02	.01
KUYEN RED BLEND			15	6	9	150.00	.02	.01
VNO EYZGRRE SRH			15		15	100.00	.02	.00
TABALI P NR RES			14	13	1	7.69	.02	.01
CARMN G RS P SH			14		14	100.00	.02	.00
SANTA EMA CB/ML			13	7	6	85.71	.02	.01
MANCURA CARMNR			13		13	100.00	.02	.00
FALERNIA CRM/SR			12	17	-5	-29.41	.02	.02
TERRA AND RS CR			12	9	3	33.33	.02	.01
TERRA NAT CARMN			12	8	4	50.00	.02	.01
CSA SLVA RS CRM			12		12	100.00	.02	.00
J&F LRTN CMN RS			12		12	100.00	.02	.00
ORIGIN CARMENRE			11	36	-25	-69.44	.01	.04
PANILNCO CRM RS			11		11	100.00	.01	.00
CRBR T FGO CRMN			10	33	-23	-69.70	.01	.04
MONTES ALPHA M			10	5	5	100.00	.01	.01
FOUND OBJCT CRM			10		10	100.00	.01	.00
TERRNBL SYH RSV			9	77	-68	-88.31	.01	.09
PCFCO CRM/CB RS			9	11	-2	-18.18	.01	.01
CONO SUR BRL PN			9	10	-1	-10.00	.01	.01
SNTA RTA TRPL C			9	10	-1	-10.00	.01	.01
MONTES CAB/CARM			8	39	-31	-79.49	.01	.04
ARESTI EST CRMN			8	33	-25	-75.76	.01	.04
S CRLNA CAC CRM			8		8	100.00	.01	.00
TABALI RD BL RS			8		8	100.00	.01	.00
HARAS CAB/CRMNR			7	11	-4	-36.36	.01	.01
LUCKY 7 CARMNR			7	7		.00	.01	.01
MONTES FOLLY SH			7	1	6	600.00	.01	.00
TERRA VEGA SHZ			7		7	100.00	.01	.00
VEO ULTIMA SYRH			6	20	-14	-70.00	.01	.02
ALMAVIVA			6	9	-3	-33.33	.01	.01
C LPSTL L KURAS			6	7	-1	-14.29	.01	.01
ANKA MAIPO VLLY			6		6	.00	.01	.01
ARAUCANO PN NR			6	5	1	20.00	.01	.01
TERRA ANDNA CRM			6	2	4	200.00	.01	.00
FRNTRA VNTG RED			6		6	100.00	.01	.00
FOUND OBJCT SRH			6		6	100.00	.01	.00
LA PLAYA CB RSE			6		6	100.00	.01	.00
GATO NEGRO SHRZ			5	182	-177	-97.25	.01	.21
VALDVSO CBLO LC			5	5		.00	.01	.01
SANTA EMA CARMN			5	3	2	66.67	.01	.00
PCFCO CB/MR/ RS			5	3	2	66.67	.01	.00
S CRLNA BAR SRH			5	5		100.00	.01	.00
1865 CRMN MAULE			4	48	-44	-91.67	.01	.05
LA DOTE PN NR			4	14	-10	-71.43	.01	.02
C LPSTL ALX SYR			4	9	-5	-55.56	.01	.01
CRBR T FGO SYRH			4	6	-2	-33.33	.01	.01

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

ALL STATES-1/1/12 - 09/30/12

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
CH LAJOYA SH RS			4	2	2	100.00	.01	.00
PANILNCO GR SRH			4		4	100.00	.01	.00
VERAMNTE RS CRM			4		4	100.00	.01	.00
SNTA HLN CRM RS			3	336	-333	-99.11	.00	.39
VNA MTGR AN SRH			3	4	-1	-25.00	.00	.00
CNCHA TRNYO SRH			3	3		100.00	.00	.00
APALTAGUA CRMNR			3	1	2	200.00	.00	.00
CALCU CARM RES			3		3	100.00	.00	.00
LETDA CLSC CRMN			3		3	100.00	.00	.00
ARBOLEDA SYRAH			3		3	100.00	.00	.00
EMILIANA G			3		3	100.00	.00	.00
C MOLINA SHZ RS			2	204	-202	-99.02	.00	.23
EAGLE ROCK P NR			2	175	-173	-98.86	.00	.20
TERRNBL P NR SR			2	45	-43	-95.56	.00	.05
MONTES ALPHA SR			2	18	-16	-88.89	.00	.02
CUMBRES AND CRM			2	15	-13	-86.67	.00	.02
D MARTINO CRMNR			2	12	-10	-83.33	.00	.01
BOTLCURA SY/MLB			2	6	-4	-66.67	.00	.01
TABALI SRZ RES			2	6	-4	-66.67	.00	.01
VALDVSO ECLAT			2	4	-2	-50.00	.00	.00
MONTES CSBL P N			2	4	-2	-50.00	.00	.00
CASA V LMRI P N			2	3	-1	-33.33	.00	.00
OOPS CAB FRANC			2	1	1	100.00	.00	.00
PORTA RES PN NR			2	1	1	100.00	.00	.00
WM COLE RS PN N			2		2	100.00	.00	.00
COUSINO LOTA			2		2	100.00	.00	.00
NEYEN ESP APLTA			2		2	100.00	.00	.00
C LPSTL BORB WD			2		2	100.00	.00	.00
CORDILLERA CRNA			1	28	-27	-96.43	.00	.03
ECO BALANCE CRM			1	22	-21	-95.45	.00	.03
CULPEO CARMNERE			1	16	-15	-93.75	.00	.02
SNTA HLN CRMNR			1	14	-13	-92.86	.00	.02
MAYCAS LMR SYRH			1	8	-7	-87.50	.00	.01
BIG TAT RED 2BR			1	7	-6	-85.71	.00	.01
ARBOLEDA CMN CV			1	3	-2	-66.67	.00	.00
SNTA HLN CRM NG			1	3	-2	-66.67	.00	.00
SANTA EM AM CRG			1	3	-2	-66.67	.00	.00
SENA RED BLEND			1	2	-1	-50.00	.00	.00
SNTA RTA 120 SH			1	1		100.00	.00	.00
PORTA GR RS PN			1		1	100.00	.00	.00
SNTA RTA FLR CB			1		1	100.00	.00	.00
ASUNTO VNO CRMNR			1		1	100.00	.00	.00
S CRLN RS CRMBX			1		1	100.00	.00	.00
C LAPSTLE SYRAH			1		1	100.00	.00	.00
GR ARACNO CM AL			1		1	100.00	.00	.00
SNTA RTA RS SHZ			1		1	100.00	.00	.00
S CRLNA RES SRH				241	-241	-100.00	.00	.28
GATO N CB/ML BX				136	-136	-100.00	.00	.16
PARGUA PARG II				32	-32	-100.00	.00	.04
ERASMO RS CALIB				27	-27	-100.00	.00	.03
CREBAR T FGO PN				13	-13	-100.00	.00	.01
TABALI CRMNR RS				8	-8	-100.00	.00	.01
CONO SR CRM PMO				8	-8	-100.00	.00	.01
S CRLNA CRMN RS				5	-5	-100.00	.00	.01
SNTA RTA CRM GF				4	-4	-100.00	.00	.00
VALDVSO CB F SV				4	-4	-100.00	.00	.00
TERRANOBLE CRMN				4	-4	-100.00	.00	.00
VALDVSO CARM RS				4	-4	-100.00	.00	.00
PALIN CARMENERE				3	-3	-100.00	.00	.00
VERAMONTE PN NR				2	-2	-100.00	.00	.00
CRUCERO CRMNERE				1	-1	-100.00	.00	.00
CARMEN CARMENER				1	-1	-100.00	.00	.00
MONTES ALPHA PN				1	-1	-100.00	.00	.00
CARMEN RES SHRZ				1	-1	-100.00	.00	.00
TOTAL CHLE OTHR RED			75498	86849	-11351	-13.07		
CHLE OTHR WHT								
FRONTERA SAV BL			12336	12697	-361	-2.84	28.65	42.28
ANAKENA SAV BLC			4508	91	4417	4853.85	10.47	.30
LAS PARCELAS			2846		2846	100.00	6.61	.00
FRONTERA PN GRG			2646	247	2399	971.26	6.15	.82
BRNGR MSCTO CHL			2115		2115	100.00	4.91	.00
FRONTERA MOSCAT			1991	280	1711	611.07	4.62	.93
CNCHA DBLO S B			1622	1848	-226	-12.23	3.77	6.15
SANTA RTA SV BL			1322	1629	-307	-18.85	3.07	5.42
NATURA SAV BLNC			1160	1151	9	.78	2.69	3.83
C LAPSTLE SV BL			988	1124	-136	-12.10	2.29	3.74
ROOT 1 SAUV BLC			936	923	13	1.41	2.17	3.07
GALLO F MSC CHL			774		774	100.00	1.80	.00
CONO SUR BICYCL			639		639	100.00	1.48	.00
CONO SUR SB CV			577	699	-122	-17.45	1.34	2.33
OOPS SAV BLANC			558	301	257	85.38	1.30	1.00
GRAN VRNO SV BL			413	202	211	104.46	.96	.67
S CRLNA CH/SV B			386	486	-100	-20.58	.90	1.62
CHILENS RSV SAV			383	259	124	47.88	.89	.86
SNTA RTA 120 SB			365	393	-28	-7.12	.85	1.31
SNTA RTA RS SB			358	788	-430	-54.57	.83	2.62
VENTISQR RTI SB			347	299	48	16.05	.81	1.00
DEBAUCHERY SV B			308	287	21	7.32	.72	.96
ECO BALANCE SAV			306	255	51	20.00	.71	.85
PALO ALTO RS SV			296	212	84	39.62	.69	.71
CONO SUR RSLING			288	123	165	134.15	.67	.41

NABCA CASE SALES ANALYSIS

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(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
MONTES CLSC S B			285	272	13	4.78	.66	.91
TERRANOBLE SV B			256	193	63	32.64	.59	.64
LA PLAYA SAV EB			196		196	100.00	.46	.00
CONO SUR SB VSN			187	182	5	2.75	.43	.61
VERAMONTE SV BL			184	299	-115	-38.46	.43	1.00
FLIP FLOP SV BL			184		184	100.00	.43	.00
ERRZRZ EST SV B			169	66	103	156.06	.39	.22
ARESTI EST SV B			129	120	9	7.50	.30	.40
CONO SUR VIOGNR			128	118	10	8.47	.30	.39
SANTA EMA SV BL			128	36	92	255.56	.30	.12
TIERRUCA SB RES			121		121	100.00	.28	.00
TIERRUCA SV BLC			114	175	-61	-34.86	.26	.58
LEYDA SV BL CLS			113	75	38	50.67	.26	.25
PENLLN CV SV BL			108	87	21	24.14	.25	.29
ESTACION SV BL			107		107	100.00	.25	.00
TABALI SV BL RS			105	119	-14	-11.76	.24	.40
ANKNA ONA BLEND			94	92	2	2.17	.22	.31
PACFCO SUR SV B			92	65	27	41.54	.22	.22
CASA JULIA SV B			84	123	-39	-31.71	.20	.41
MAPUCHE SAV BLC			84		84	100.00	.20	.00
TERRAPURA SV BL			78	83	-5	-6.02	.18	.28
TORRES TRM VG RS			67	73	-6	-8.22	.16	.24
LEYDA S BLC GRM			61		61	100.00	.14	.00
CARTA VIEJA SAV			57	121	-64	-52.89	.13	.40
TOLOLO SAV BLC			54	979	-925	-94.48	.13	3.26
CONO SR ORG S B			53	89	-36	-40.45	.12	.30
TORRES LM SV BL			53		53	100.00	.12	.00
VNA CASA BSQ SB			52	3	49	1633.33	.12	.01
SV BL PHNTM GRM			52		52	100.00	.12	.00
MONTES RS SV/FM			48	51	-3	-5.88	.11	.17
COUSINO SV GRIS			47	55	-8	-14.55	.11	.18
ERRZRZ SAV BLC			47	49	-2	-4.08	.11	.16
FOLATARE SV BLC			47		47	100.00	.11	.00
CRBR T FGO SVBL			43	22	21	95.45	.10	.07
TRADER JOE'S SB			43		43	100.00	.10	.00
ALBAMAR SAUV BL			40	23	17	73.91	.09	.08
VINA ETB SAV BL			36	58	-22	-37.93	.08	.19
TERRA NAT SV BL			36	12	24	200.00	.08	.04
LUCKY DUCK S BL			36	9	27	300.00	.08	.03
LUCKY DUCK MSCT			34		34	100.00	.08	.00
VNA MTGR SB RES			33	42	-9	-21.43	.08	.14
MONTES SB LEYDA			33	16	17	106.25	.08	.05
RANCR PNTD SV B			33	15	18	120.00	.08	.05
WM COLE ALBM SB			29	22	7	31.82	.07	.07
AYLIN SAV BLNC			29	14	15	107.14	.07	.05
ARESTI EQ SV BL			28	48	-20	-41.67	.07	.16
CALITERRA SB RS			27	12	15	125.00	.06	.04
CNCHA CS DB VGN			26	17	9	52.94	.06	.06
ERRZRZ SNG S BL			26	9	17	188.89	.06	.03
LOS VASCOS SV B			26		26	100.00	.06	.00
TERRA ANDNA S B			24	89	-65	-73.03	.06	.30
TERRANBL V S SB			23	42	-19	-45.24	.05	.14
D MARTINO SV BL			22	56	-34	-60.71	.05	.19
SAN ELIAS SV BL			22	33	-11	-33.33	.05	.11
VISTAMAR SAV BL			21	49	-28	-57.14	.05	.16
PORTA RSV SV BL			21	18	3	16.67	.05	.06
MANCURA SAV BLC			20		20	100.00	.05	.00
TERRA VEGA S BL			19		19	100.00	.04	.00
TERRNBL SV B RS			18	49	-31	-63.27	.04	.16
CRBT CYN MSC VC			16		16	100.00	.04	.00
CULPEO SAV BLNC			15	33	-18	-54.55	.03	.11
HACNDA ARC SV B			15		15	100.00	.03	.00
C MOLINA SAV RS			12	658	-646	-98.18	.03	2.19
GRAN RESV SV BL			12		12	100.00	.03	.00
GATO NG MOSCATO			12		12	100.00	.03	.00
PENLLN SV B LMN			11	29	-18	-62.07	.03	.10
CNCHA TRNYO SAV			11	12	-1	-8.33	.03	.04
ARESTI SAUV BLC			10	98	-88	-89.80	.02	.33
HARAS SV BL EST			10	8	2	25.00	.02	.03
CRUCERO CRCO SB			10	5	5	100.00	.02	.02
LUCKY 7 SAV BLC			9	74	-65	-87.84	.02	.25
D MRTNO 347 SB			9	30	-21	-70.00	.02	.10
CONO SUR GWZ VS			9	8	1	12.50	.02	.03
CNCHA XPLOR SAV			8	5	3	60.00	.02	.02
TORRES SAUV BLC			7	48	-41	-85.42	.02	.16
CARTAGENA GWRTZ			6	1	5	500.00	.01	.00
COUSINO DI RSLG			5	2	3	150.00	.01	.01
LA PALMA SAV BL			5	1	4	400.00	.01	.00
SNTA CRLNA SV B			5		5	100.00	.01	.00
CNCHA XPLOR MOS			5		5	100.00	.01	.00
CASBLNC NMBS SB			4	230	-226	-98.26	.01	.77
ARBOLEDA SAV BL			4	39	-35	-89.74	.01	.13
SNTA HL SB G RS			4	6	-2	-33.33	.01	.02
TABALI VGNR RES			3	10	-7	-70.00	.01	.03
ALFASI SAV BLNC			3		3	100.00	.01	.00
CASA MARN GWZTR			3		3	100.00	.01	.00
CH LAJOYA SB RS			3		3	100.00	.01	.00
RITUAL SVGN BL			3		3	100.00	.01	.00
GRYPHUS SAV BLC			2	14	-12	-85.71	.00	.05
CNCHA TRI RS SB			2	13	-11	-84.62	.00	.04
ARESTI EST GWZT			2	10	-8	-80.00	.00	.03
BOTLCURA CH/VGN			2	8	-6	-75.00	.00	.03
1865 SAV BL LYD			2	1	1	100.00	.00	.00

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
NUEVO MUNDO SB			2		2	100.00	.00	.00
CARMN G RS S BL			2		2	100.00	.00	.00
TERRA AND SV BL			2		2	100.00	.00	.00
AMARAL SAV BLNC			1	28	-27	-96.43	.00	.09
SNTA RTA MR SB			1	11	-10	-90.91	.00	.04
MONTES LM SV BL			1	1		.00	.00	.00
SNTA RTA FLR SB			1	1		.00	.00	.00
ERRZRZ LH SV BL			1	1		.00	.00	.00
MOMENTOS SV BLC			1		1	100.00	.00	.00
1865 SYRAH CACH			1		1	100.00	.00	.00
OVEJA NG CH/VGN			1		1	100.00	.00	.00
CASA MARN SV BL			1		1	100.00	.00	.00
GATO BLNCO SV B				52	-52	-100.00	.00	.17
CORINTO SAUV BL				28	-28	-100.00	.00	.09
PKNT SAV BLNC				24	-24	-100.00	.00	.08
KU DE TA SAV BL				21	-21	-100.00	.00	.07
STA CRLNA SV RS				9	-9	-100.00	.00	.03
NATURA GEWURZTR				7	-7	-100.00	.00	.02
ARESTI GEWURZTR				7	-7	-100.00	.00	.02
PSADO VRRY VGNR				5	-5	-100.00	.00	.02
ARESTI SV BL RS				5	-5	-100.00	.00	.02
SNTA HLNA SV RS				4	-4	-100.00	.00	.01
CASA VIVA SV BL				4	-4	-100.00	.00	.01
GATO NGR SV BLC				4	-4	-100.00	.00	.01
VALDVSD SB RES				3	-3	-100.00	.00	.01
CNCHA T LH SV B				2	-2	-100.00	.00	.01
ASUNTO VNO SV B				1	-1	-100.00	.00	.00
CARMEN SAUV BLC				1	-1	-100.00	.00	.00
TOTAL CHLE OTHR WHT			43054	30034	13020	43.35		
CHILE OTHER								
BRNGR PNK MSCTO			2840		2840	100.00	70.49	.00
FRONTERA ROSE			785	884	-99	-11.20	19.48	81.03
OVEJA NG SB/CRM			96	96		.00	2.38	8.80
APLTGUA RSE/CMN			86		86	100.00	2.13	.00
OVEJA NEG ROSE			47	18	29	161.11	1.17	1.65
CALCU ROSE COL			43	30	13	43.33	1.07	2.75
TORRES CAB ROSE			33		33	100.00	.82	.00
SANGRIA GRANDE			32	34	-2	-5.88	.79	3.12
NATURA CAB/CHRD			23		23	100.00	.57	.00
PANLNC ML/MB RS			14		14	100.00	.35	.00
PCFCO SUR RS CR			13	22	-9	-40.91	.32	2.02
PANLNC CH/VG RS			9		9	100.00	.22	.00
SWEET BTCH MS/R			8		8	100.00	.20	.00
MONTES CHERUB				4	-4	-100.00	.00	.37
EAGLE RK MLB/RS				2	-2	-100.00	.00	.18
CASA CUV ALX/GF				1	-1	-100.00	.00	.09
TOTAL CHILE OTHER			4029	1091	2938	269.29		
SPAIN								
C GRCIA SANGRIA			10861	11812	-951	-8.05	9.18	11.09
YAGO SANTGRIA			4736	293	4443	1516.38	4.00	.28
SEVEN			3180	3453	-273	-7.91	2.69	3.24
CAMPO VJ TMRNL			3155	2777	378	13.61	2.67	2.61
MARTIN CDX ALBN			3118	2644	474	17.93	2.64	2.48
MRQ CACRS RJ RD			2845	2745	100	3.64	2.41	2.58
TORRES VINA ESM			2811	249	2562	1028.92	2.38	.23
VENDEANCE CAB SV			2715		2715	100.00	2.30	.00
CAMPO VJ TEM RR			2408	2423	-15	-.62	2.04	2.28
TORRES GRAN CRN			2315	2	2313	*****	1.96	.00
MARQUES RIS RJA			2246	2173	73	3.36	1.90	2.04
MARTIN CDX TEMP			2112	1823	289	15.85	1.79	1.71
VINA EGUIA RESV			1988		1988	100.00	1.68	.00
LAS ROCAS SA GR			1911	1978	-67	-3.39	1.62	1.86
EL COTO CRIANZA			1785	1255	530	42.23	1.51	1.18
TAPENA TEMPRNLO			1750	1515	235	15.51	1.48	1.42
TWISTED MOSCATO			1699	796	903	113.44	1.44	.75
EVODIA GARNACHA			1582	1517	65	4.28	1.34	1.42
JEAN LEON CB SV			1551		1551	100.00	1.31	.00
NATHAN CRK CB S			1545	155	1390	896.77	1.31	.15
RED GUITR GRNCH			1534	1910	-376	-19.69	1.30	1.79
TAPENA GARNACHA			1371	1216	155	12.75	1.16	1.14
TORRE SNGR CTLY			1353	1235	118	9.55	1.14	1.16
TORRES MALENA			1208	520	688	132.31	1.02	.49
VEGA MRILLO TNT			1204		1204	100.00	1.02	.00
VINA BORGIA GRN			1035	697	338	48.49	.88	.65
EGUREN PROTCOLO			1023	1415	-392	-27.70	.86	1.33
R BARBIER MED W			992	2558	-1566	-61.22	.84	2.40
OPICIT SANGRIA			958	308	650	211.04	.81	.29
VINA ZCO TMP RJ			954	787	167	21.22	.81	.74
MNTBUENA TMP RJ			900	787	113	14.36	.76	.74
TELMO RDRGZ BSA			882	76	806	1060.53	.75	.07
MRCES JMS MERLOT			865		865	100.00	.73	.00
MARQUES RIS WHT			857	941	-84	-8.93	.72	.88
MRQS CACRS BLCO			841	1326	-485	-36.58	.71	1.25
R BARBIER MED R			764	2040	-1276	-62.55	.65	1.92
DIOS ARES CRNZA			731		731	100.00	.62	.00
CAMPO BRJA BRSA			729	725	4	.55	.62	.68
FAUSTNO VII RJA			723	776	-53	-6.83	.61	.73
MNTCLO CMBR CRZ			693	954	-261	-27.36	.59	.90
VILLACEZAN ALBN			686		686	100.00	.58	.00

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
BURGANS ALBRINO			620	423	197	46.57	.52	.40
TRES PICOS GRNC			617	528	89	16.86	.52	.50
GARNACHA FUEGO			611	806	-195	-24.19	.52	.76
INSPRCN VDMR GB			596		596	100.00	.50	.00
MRCS JMS CAB SV			594		594	100.00	.50	.00
BITCH GN ARAGON			580		580	100.00	.49	.00
SIERRA CN RJ CZ			555	670	-115	-17.16	.47	.63
GANDIA CADENAS			527	1018	-491	-48.23	.45	.96
MGL ANGL MRO TM			500	167	333	199.40	.42	.16
LAGLVA ESPTO RS			498		498	100.00	.42	.00
LUCKY DUCK TEMP			490	196	294	150.00	.41	.18
MRQS CACRS ROSE			482	341	141	41.35	.41	.32
PROTOCOLO TINTO			478	696	-218	-31.32	.40	.65
TOSSAL JUNIOR			473		473	100.00	.40	.00
PROTOCOLO RED			449	250	199	79.60	.38	.23
RAMON BILB TEMP			448	533	-85	-15.95	.38	.50
PROTOS VERDEJO			436	576	-140	-24.31	.37	.54
LAS BRISUS SV B			428	411	17	4.14	.36	.39
CAS GUALDA C&J			414		414	100.00	.35	.00
ZABRIN GN FUEGO			408	1048	-640	-61.07	.34	.98
MRQS CACRS RSVA			385	217	168	77.42	.33	.20
LA TERRA CAB SV			351		351	100.00	.30	.00
PROXIMO RIOJA			344		344	100.00	.29	.00
LAN RIOJA CRNZA			333	474	-141	-29.75	.28	.45
MRQ CACRS RJ WH			333	268	65	24.25	.28	.25
TERREO SANGRIA			329	61	268	439.34	.28	.06
SOLAR RANDZ RJA			328	246	82	33.33	.28	.23
ANCIANO GRN RSV			324	230	94	40.87	.27	.22
CASTANO MNST RD			321	325	-4	-1.23	.27	.31
PASO PASO TMPLO			321	153	168	109.80	.27	.14
TARIMA MONSTRLL			311	445	-134	-30.11	.26	.42
AGRCLA BRJA BOR			309	251	58	23.11	.26	.24
SENDA 66 TMPRNL			305	68	237	348.53	.26	.06
BDGS P MSC TINTO			295		295	100.00	.25	.00
ALMIRA LOS DOS			289	424	-135	-31.84	.24	.40
GALLO F MSC VAL			278	517	-239	-46.23	.24	.49
V SINDOA TMP/ML			274	264	10	3.79	.23	.25
CAS GUALDA ANNV			273		273	100.00	.23	.00
EMINA TINTO FIN			268		268	100.00	.23	.00
ANCIANO RSV TMP			266	300	-34	-11.33	.22	.28
BDGS LNDLCE CRZ			260		260	100.00	.22	.00
BT ROSE 2010			257		257	100.00	.22	.00
RIOJA VEGA TEMP			243	103	140	135.92	.21	.10
BDG QUO PLUMIA			243		243	100.00	.21	.00
CASTL DE RMI GT			239	263	-24	-9.13	.20	.25
PACO&LOLA ALBRN			239	136	103	75.74	.20	.13
HONORO VR CLYTD			236		236	100.00	.20	.00
FNCA LZN V MNTL			234	329	-95	-28.88	.20	.31
VENTA MRLES TMP			232	208	24	11.54	.20	.20
VOLVER PASO TIN			231	86	145	168.60	.20	.08
LAS ROCAS RD BL			231		231	100.00	.20	.00
EL BURRO KA GNC			229	229		.00	.19	.22
MAD DOG&ENG JUM			228	295	-67	-22.71	.19	.28
CAMPO VJO GR RS			223	228	-5	-2.19	.19	.21
TARDNCUBA RB TR			222		222	100.00	.19	.00
BODEGA MUR CRMN			215		215	100.00	.18	.00
SAN PRDNCA CUET			210	211	-1	-.47	.18	.20
ROJO MOJO SHIRZ			208	440	-232	-52.73	.18	.41
CAPCANES MS MON			206	116	90	77.59	.17	.11
MANYANA TMPRNL			202	196	6	3.06	.17	.18
VOLTEO TEMP SHZ			199	232	-33	-14.22	.17	.22
MARQS RIS RUEDA			197	189	8	4.23	.17	.18
DINASTIA V CRNZ			184		184	100.00	.16	.00
MUGA RIOJA RSVA			182	149	33	22.15	.15	.14
VINOS SN-LY ZST			182	4	178	4450.00	.15	.00
MASIA TINTO			175	363	-188	-51.79	.15	.34
FLACO TEMPRANLO			175		175	100.00	.15	.00
LAN RIOJA RESV			174	84	90	107.14	.15	.08
VINOS PNL LUDVC			169	24	145	604.17	.14	.02
EGUREN PRTEL BL			166	385	-219	-56.88	.14	.36
SPANSH QT CB/TM			165	950	-785	-82.63	.14	.89
DINASTIA WHITE			165	12	153	1275.00	.14	.01
VOLVER TEMPRNLO			162	93	69	74.19	.14	.09
CAPCANES MS DNS			161	60	101	168.33	.14	.06
LAS BRISAS RUDA			158	254	-96	-37.80	.13	.24
BULLAS 3000 ANS			156		156	100.00	.13	.00
LAS ROCAS VS VJ			155	149	6	4.03	.13	.14
EGUREN CODICE			153	81	72	88.89	.13	.08
J GIL JUMILLA			150	197	-47	-23.86	.13	.18
CSTILO MNSRN GRN			147		147	100.00	.12	.00
BDGS ONDLN TEMP			140	174	-34	-19.54	.12	.16
C GRCIA SNG BIB			137	169	-32	-18.93	.12	.16
ALTOS DEL CUCO			137	95	42	44.21	.12	.09
ATTECA GARNACHE			134	184	-50	-27.17	.11	.17
NAIA VERDEJO VR			133	73	60	82.19	.11	.07
ARRAYAN RED BLD			130		130	100.00	.11	.00
CANTBRA CSCH RJ			129	133	-4	-3.01	.11	.12
RIVAREY TEMP RJ			129		129	100.00	.11	.00
PEDRO ESC F ELV			126	134	-8	-5.97	.11	.13
VNA PLACC CRIAN			126	83	43	51.81	.11	.08
CNDSA LGNZA CRZ			124	107	17	15.89	.10	.10
TRES OJOS GRNCH			122	206	-84	-40.78	.10	.19
RIVA REY TMPNLO			122	185	-63	-34.05	.10	.17

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
OROYA WHITE			122	118	4	3.39	.10	.11
CASTNDA SANGRIA			122		122	100.00	.10	.00
PARES BLTA PNDS			121	54	67	124.07	.10	.05
BORSAO ROSE			117	88	29	32.95	.10	.08
CASTANO HECULA			117	53	64	120.75	.10	.05
SPANSH DEMON RJ			117		117	100.00	.10	.00
PETALOS D BRZA			115		115	100.00	.10	.00
CODICE RIOJA RD			113	134	-21	-15.67	.10	.13
BORJA BORSAO RD			112	149	-37	-24.83	.09	.14
HIJOS JUAN GIL			112	35	77	220.00	.09	.03
ATALAYA ALMANSA			109	106	3	2.83	.09	.10
CASTANO SOLNERA			106	117	-11	-9.40	.09	.11
ACTUM RED			106		106	100.00	.09	.00
TEMPRA TRM TM/C			105	1051	-946	-90.01	.09	.99
CAMPOS DE LUZ			105	17	88	517.65	.09	.02
MONTE HINIESTA			105		105	100.00	.09	.00
CAMPELLARES RJA			104	92	12	13.04	.09	.09
TURN ME SWEET			103	96	7	7.29	.09	.09
CASA L'ANGEL EV			103		103	100.00	.09	.00
MEDIEVAL RD RJO			102	65	37	56.92	.09	.06
ROJO MOJO TEMP			101	110	-9	-8.18	.09	.10
PASO PASO VRDJO			101	71	30	42.25	.09	.07
ACTUM SV BL			99		99	100.00	.08	.00
AGRCLA BRJ BRGA			97	96	1	1.04	.08	.09
MONTECILO CRNZA			94	122	-28	-22.95	.08	.11
ALDIAL NA RUEDA			93	146	-53	-36.30	.08	.14
RAIMAT TEMP CDS			93	140	-47	-33.57	.08	.13
CAN BLAU MONTST			93	111	-18	-16.22	.08	.10
GRAN FAMLA RIOJ			92	144	-52	-36.11	.08	.14
LORINON RJ CRNZ			92	67	25	37.31	.08	.06
CYAN T R ZAMORA			92		92	100.00	.08	.00
EL CORTIJILLO			92		92	100.00	.08	.00
FINCA LZN VERDE			91	182	-91	-50.00	.08	.17
PANARROZ JUMILA			91	178	-87	-48.88	.08	.17
ZABRIN ATECA GN			91	88	3	3.41	.08	.08
90+CLR L8 GRNCH			91		91	100.00	.08	.00
TRITIUUM 6MB RJO			90	222	-132	-59.46	.08	.21
LAS VALLS VIURA			90	199	-109	-54.77	.08	.19
SHAYA VRDJO O V			90	111	-21	-18.92	.08	.10
LAS VALLES CRNA			88	200	-112	-56.00	.07	.19
ZAZO MOSCATO			88	50	38	76.00	.07	.05
RIOJA VEGA CRNZ			87	55	32	58.18	.07	.05
CAMPOS D LUZ WH			86	20	66	330.00	.07	.02
FRANCISCO CASAS			86		86	100.00	.07	.00
BESLLUM MONTSNT			86		86	100.00	.07	.00
V SINDOA VRA/CH			85	56	29	51.79	.07	.05
TELMO RDRGZ RJO			85	25	60	240.00	.07	.02
CORTIJO III TNT			85		85	100.00	.07	.00
WRNGO DNGO JMLA			84	109	-25	-22.94	.07	.10
VENTA MZRN TEMP			84	109	-25	-22.94	.07	.10
MEDRANO IRZ TMP			84	99	-15	-15.15	.07	.09
DIBON CVA BR RS			84		84	100.00	.07	.00
MASSIMO RIOJA			82	36	46	127.78	.07	.03
TERMES TORO			81	89	-8	-8.99	.07	.08
ALTO MNCYO GRNC			81	14	67	478.57	.07	.01
EMINA VD RUEDA			81		81	100.00	.07	.00
GRANROJO TMRNL			80	76	4	5.26	.07	.07
MEDRANO IRZ CRZ			80	52	28	53.85	.07	.05
SIERRA CAN TINT			79		79	100.00	.07	.00
TARIMA MNSTL JM			78	218	-140	-64.22	.07	.20
PEDRO ESC F MLN			78	130	-52	-40.00	.07	.12
ALTO ALMANZORA			77	234	-157	-67.09	.07	.22
TERRA UN TMP RS			77	113	-36	-31.86	.07	.11
FOURNIER URBAN			75	91	-16	-17.58	.06	.09
VEGA SN EL CHAP			75	86	-11	-12.79	.06	.08
TEMPRA TRM TM/M			73	896	-823	-91.85	.06	.84
SEXTO TERRA ALT			73	86	-13	-15.12	.06	.08
FINCA ARNTI ALB			71	589	-518	-87.95	.06	.55
PARES BLTA ROSE			69		69	100.00	.06	.00
CASA CSTLO MNST			68	142	-74	-52.11	.06	.13
MANO A MANO TEM			66	105	-39	-37.14	.06	.10
LA CANA ALBARNO			66	97	-31	-31.96	.06	.09
QUINTRO GALICIA			66		66	100.00	.06	.00
DACU TEMPRANLLO			65	12	53	441.67	.05	.01
BDGS RZ VNSP CR			63	55	8	14.55	.05	.05
C MNJRD TIN TEM			62	25	37	148.00	.05	.02
ARROCAL RBRA DR			62	12	50	416.67	.05	.01
MORGDO LGDO CON			62	12	50	416.67	.05	.01
VINAMAS GRN TMP			62		62	100.00	.05	.00
C MNJRDN GARNAC			62		62	100.00	.05	.00
MONTE CSTRL RBL			62		62	100.00	.05	.00
PLCOS RMDO VNDM			61	823	-762	-92.59	.05	.77
TINTO LENA			61	32	29	90.63	.05	.03
OLIVARES A HOYA			61	7	54	771.43	.05	.01
VILLA NEGRA GRN			61		61	100.00	.05	.00
OPERA PRIMA CAB			59	98	-39	-39.80	.05	.09
L BRJO GRNCH CL			58	34	24	70.59	.05	.03
VINOS ZESTOS BL			58	8	50	625.00	.05	.01
FNCA D CAST TMP			58		58	100.00	.05	.00
MONTE CSTRL ROS			57	58	-1	-1.72	.05	.05
CASA SOLAR ORO			57		57	100.00	.05	.00
VNTA MRLS TM OR			57		57	100.00	.05	.00
LATRIA MNST RED			56	29	27	93.10	.05	.03

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
AGOSTON TEMP/CB			56		56	100.00	.05	.00
CAMRON HUGH 272			56		56	100.00	.05	.00
MEDRANO IRZ RES			55		55	100.00	.05	.00
RAMON BLB CRZ R			54	78	-24	-30.77	.05	.07
FINCA LUZON JUM			53	92	-39	-42.39	.04	.09
SOLNIA TMPL RJA			53	56	-3	-5.36	.04	.05
FAUSTNO V RSV R			53	25	28	112.00	.04	.02
CRUS PIEDRA GRN			53	7	46	657.14	.04	.01
CAMRON HUGH 263			53		53	100.00	.04	.00
MERMELADA SASSY			53		53	100.00	.04	.00
DEHESA GAGO			52	18	34	188.89	.04	.02
TORRE SNGR WHITE			51	19	32	168.42	.04	.02
RAMON BILB VLNS			51		51	100.00	.04	.00
MASIA BLANCO			50	266	-216	-81.20	.04	.25
MARS & VNUS CAB			50		50	100.00	.04	.00
MARIA OLE SNGR			50		50	100.00	.04	.00
MORADA SANGRIA			49	7	42	600.00	.04	.01
KURMISTA			49		49	100.00	.04	.00
CAMPOS REAL TEM			48	147	-99	-67.35	.04	.14
VINA GODEVAL VD			48	65	-17	-26.15	.04	.06
LA GRANJA TEMP			48		48	100.00	.04	.00
MARS&VENUS CHR			48		48	100.00	.04	.00
VAZA COSECHA			47	50	-3	-6.00	.04	.05
VEGA MRGNA TEMP			47	41	6	14.63	.04	.04
PRIMA TORO DRU			47	7	40	571.43	.04	.01
MATARROMERA CRZ			47		47	100.00	.04	.00
ABADAL ROSE			47		47	100.00	.04	.00
ABUELA SNG WTML			47		47	100.00	.04	.00
VOLVER MNCH TIN			46	30	16	53.33	.04	.03
DINASTIA VIV RS			45	334	-289	-86.53	.04	.31
TORRE SNGR TMPL			45	73	-28	-38.36	.04	.07
ED HARDY SANGRA			44	26	18	69.23	.04	.02
CLNS EBR GRN BL			44	4	40	1000.00	.04	.00
CASTANO MNST RS			44		44	100.00	.04	.00
MRQS CAC GR RSV			43	27	16	59.26	.04	.03
LAGLVA ESPTO WH			43	27	16	59.26	.04	.03
ABUELA SNG BKBV			43		43	100.00	.04	.00
COTO DE HYAS RS			43		43	100.00	.04	.00
LORCA BULLAS			43		43	100.00	.04	.00
SOLA FRED			42	19	23	121.05	.04	.02
VALDELOSFR L RSE			42		42	100.00	.04	.00
COTO DE IMAZ RS			41	34	7	20.59	.03	.03
AGOSTON GRN/SRH			41		41	100.00	.03	.00
SPANSH QTR CHR			40	327	-287	-87.77	.03	.31
MONTE VCR GRNCH			40	24	16	66.67	.03	.02
V SINDOA CB/TMP			40	21	19	90.48	.03	.02
MQS D MORAL CRZ			39	64	-25	-39.06	.03	.06
PEITAN ALBARINO			39		39	100.00	.03	.00
ALMEZ TEMPRANLO			37	87	-50	-57.47	.03	.08
CAPCNES MS RSAT			37	66	-29	-43.94	.03	.06
GREENR PLNT T/G			37	61	-24	-39.34	.03	.06
CARACOL SERRANO			37	52	-15	-28.85	.03	.05
BESLLUM XABEC			37		37	100.00	.03	.00
CLARAVAL SL ESP			37		37	100.00	.03	.00
BLNCO NEVA VRDJ			36	334	-298	-89.22	.03	.31
VALDBN RBRA DRO			36	37	-1	-2.70	.03	.03
EL CURATO TORO			36		36	100.00	.03	.00
ARAGONS M CLETO			35	49	-14	-28.57	.03	.05
PARDVLLES ALBRN			35	13	22	169.23	.03	.01
RADIO BOCA TEMP			35	6	29	483.33	.03	.01
ALBET NOYA P WH			35		35	100.00	.03	.00
EARTH 3.0 TEMP			35		35	100.00	.03	.00
SALNEVAL ALBRNO			34	283	-249	-87.99	.03	.27
ABADA RTVRTA RV			34	72	-38	-52.78	.03	.07
OPERA PRMA CHR			34	62	-28	-45.15	.03	.06
VNA PALCG JOVEN			34	43	-9	-20.93	.03	.04
BDGS NKS SND CH			34	13	21	161.54	.03	.01
LAN RIOJA GR RS			34	5	29	580.00	.03	.00
RODA RESERVA			34		34	100.00	.03	.00
V SINDOA CB NRV			33	48	-15	-31.25	.03	.05
BDGS ONDLN RESV			33	40	-7	-17.50	.03	.04
VNA IJALBA LVOR			33		33	100.00	.03	.00
COMOLOCO MNSTR			32		32	100.00	.03	.00
EL ALBAR LURTON			31	407	-376	-92.38	.03	.38
CONDADO DE HAZA			31	43	-12	-27.91	.03	.04
IZADI TEMPRNLO			31	31		.00	.03	.03
FLAVIUM GODELLO			31	24	7	29.17	.03	.02
PUERTO BONTA G5			31	14	17	121.43	.03	.01
BERONIA CRIANZA			31		31	100.00	.03	.00
ERMITA SA TMRN			31		31	100.00	.03	.00
TAPENA VERDEJO			30	389	-359	-92.29	.03	.37
BORSAO MTE OTON			30	71	-41	-57.75	.03	.07
VAZA CRIANZA			30	38	-8	-21.05	.03	.04
PRADO REY ROBLE			30	26	4	15.38	.03	.02
MRQS CACRS ALBR			30		30	100.00	.03	.00
RAMN BLB TMP LE			29	41	-12	-29.27	.02	.04
DESTINOS BLANCO			29		29	100.00	.02	.00
EMILIO M RESALS			28	80	-52	-65.00	.02	.08
MUSTGLLO MSTZJE			28	75	-47	-62.67	.02	.07
CSTLO MNJRDN CH			28	47	-19	-40.43	.02	.04
ANIMA NEGRA AN2			28	23	5	21.74	.02	.02
OPERA PRIMA MRL			28	10	18	180.00	.02	.01
90+CLR L35 TM/C			28	3	25	833.33	.02	.00

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ALL STATES-1/1/12 - 09/30/12

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
ABADAL CRIANZA			28		28	100.00	.02	.00
ROTTLAN TRA PRT			28		28	100.00	.02	.00
ADEGAS VM NS AL			27	18	9	50.00	.02	.02
CANCHALES RIOJA			26	124	-98	-79.03	.02	.12
BDGS EL NIDO CL			26	76	-50	-65.79	.02	.07
MARS&VNUS SV BL			26		26	100.00	.02	.00
LAS HERMANAS OG			25	44	-19	-43.18	.02	.04
FILLABOA ALBAR			25	31	-6	-19.35	.02	.03
NORA WHITE			25	26	-1	-3.85	.02	.02
CAST LBST CRNZA			25		25	100.00	.02	.00
LUNA BRDE MNCHA			25		25	100.00	.02	.00
LOST VYD CB/TEM			25		25	100.00	.02	.00
GLADIUM TEMP CZ			24	52	-28	-53.85	.02	.05
FINCA LZN ALTOS			24	16	8	50.00	.02	.02
ERMITA RJ CRNZ			24	8	16	200.00	.02	.01
LA CASITA SNGR			24	6	18	300.00	.02	.01
MELIOR			24		24	100.00	.02	.00
PRIORAT GR-174			24		24	100.00	.02	.00
DINASTIA ROSADO			23	124	-101	-81.45	.02	.12
PRADO REY CRNZA			23	28	-5	-17.86	.02	.03
LAS HERMANAS JV			23	28	-5	-17.86	.02	.03
TORREMORN DUERO			23	23		.00	.02	.02
BILBNS VNA ZAGO			23	20	3	15.00	.02	.02
LAGLVA ESPTO RD			23	20	3	15.00	.02	.02
CUNE VNA RL RSV			23	2	21	1050.00	.02	.00
ALBERO RED			23		23	100.00	.02	.00
TEMPRA TRM TM/S			22	1140	-1118	-98.07	.02	1.07
NORA ALBARINO			22	35	-13	-37.14	.02	.03
VNA HNDA M JMLA			22	33	-11	-33.33	.02	.03
VENTA LA OSSA			22	2	20	1000.00	.02	.00
LURTON VERDEJO			22		22	100.00	.02	.00
FARINA PEROMOTO			22		22	100.00	.02	.00
BDGS LX ALB BXS			21	104	-83	-79.81	.02	.10
VALL LLACH EMBX			21	4	17	425.00	.02	.00
MUGA RIOJA RSDO			21	4	17	425.00	.02	.00
DESTINOS TINTO			21		21	100.00	.02	.00
BARCO DE PIEDRA			21		21	100.00	.02	.00
CASA ERMT CRNZA			20	366	-346	-94.54	.02	.34
ROJO MOJO MNCHA			20	62	-42	-67.74	.02	.06
ORIGIN TMPRNILO			20	46	-26	-56.52	.02	.04
RTUERTA RVL ABD			20	43	-23	-53.49	.02	.04
CNDE VLDMR CSCA			20	23	-3	-13.04	.02	.02
CUNE RIOJA RSYA			20	18	2	11.11	.02	.02
SANTA QUITR BT			20	17	3	17.65	.02	.02
PAZO GALEGS ALB			20	7	13	185.71	.02	.01
TAPENA ROSE			20	5	15	300.00	.02	.00
SERRA D EST ALB			20	4	16	400.00	.02	.00
INSPRCN VALDMAR			20		20	100.00	.02	.00
CAMPOS DE VINTO			20		20	100.00	.02	.00
VNTA ALBNO R BX			20		20	100.00	.02	.00
BUIL&GINE PRIRT			20		20	100.00	.02	.00
LOS CMPS ENZ GR			19	93	-74	-79.57	.02	.09
BORSAO CRNZ SEL			19	69	-50	-72.46	.02	.06
CONCLSS RUDA WH			19	68	-49	-72.06	.02	.06
MNTICLLO ALBRINO			19	57	-38	-66.67	.02	.05
RTUERTA SEL ESP			19	50	-31	-62.00	.02	.05
PRIMA			19	13	6	46.15	.02	.01
LA GRANJA TM/GN			19		19	100.00	.02	.00
PENAMONTE MESES			18	121	-103	-85.12	.02	.11
SNTAGO IJLBA BL			18	38	-20	-52.63	.02	.04
MILCAMPOS TMPRL			18	32	-14	-43.75	.02	.03
GODLLO LRO BOLO			18	23	-5	-21.74	.02	.02
ANTANO RESERVA			18	21	-3	-14.29	.02	.02
MRQS VLA TORO W			18	19	-1	-5.26	.02	.02
CLIO JUMILLA RD			18	14	4	28.57	.02	.01
NO TIME GRANCHA			18	13	5	38.46	.02	.01
CASA ERMT ROBLE			18	8	10	125.00	.02	.01
NUMANTHIA TERMS			18	2	16	800.00	.02	.00
M LACUESTA RJ W			18		18	100.00	.02	.00
DESUSA NAI ALBR			18		18	100.00	.02	.00
LOS PINOS GRNCH			18		18	100.00	.02	.00
PRADO REY VRDJO			18		18	100.00	.02	.00
TERRAS GD ROSAL			17	9	8	88.89	.01	.01
ERMTA FELCE RSE			17	6	11	183.33	.01	.01
CUNE IMP RESRVE			17	4	13	325.00	.01	.00
ALLENDE RJA RED			17	3	14	466.67	.01	.00
NUMANTHIA TORO			17	2	15	750.00	.01	.00
SANTA QUITR ALT			17		17	100.00	.01	.00
PENAMONTE COSCH			16	123	-107	-86.99	.01	.12
TRITON TMP CSTL			16	46	-30	-65.22	.01	.04
BDGS GDVL GDLLLO			16	35	-19	-54.29	.01	.03
MUGA RIOJA WH			16	15		433.33	.01	.02
FAUSTNO D CRNZA			16	3	13	433.33	.01	.00
FLOR VERDEJO			16		16	100.00	.01	.00
F ESP BRN GR RS			16		16	100.00	.01	.00
EARTH 3.0 TM/SR			16		16	100.00	.01	.00
OBALO TEMPRANLO			16		16	100.00	.01	.00
LA GRANJA SYRAH			16		16	100.00	.01	.00
CARRION ATN TEM			15	50	-35	-70.00	.01	.05
DOMINIO EGIUREN			15	40	-25	-62.50	.01	.04
TRRA LOBO GDLLLO			15	33	-18	-54.55	.01	.03
TXAKOLI ETXANIZ			15	30	-15	-50.00	.01	.03
MUGA RIOJA ROSE			15	27	-12	-44.44	.01	.03

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

ALL STATES-1/1/12 - 09/30/12

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
CNDE VLDMR RSVA			15	22	-7	-31.82	.01	.02
LA CARTUJA PRT			15	9	6	66.67	.01	.01
EL COTO RJA BLC			15	6	9	150.00	.01	.01
CORTIJO III RSE			15		15	100.00	.01	.00
ALBET NOYA TEMP			15		15	100.00	.01	.00
BDGS P MSC RSDO			14	429	-415	-96.74	.01	.40
DOMNIO TRS BLTS			14	173	-159	-91.91	.01	.16
TRES OJOS BLNCO			14	55	-41	-74.55	.01	.05
ALBET NOYA XARL			14	39	-25	-64.10	.01	.04
LAGER ALTO TEMP			14	20	-6	-30.00	.01	.02
CRETA ROBLE TMP			14	15	-1	-6.67	.01	.01
VNA GDVAL GDLLD			14	9	5	55.56	.01	.01
LOST VYD RD SNG			14	4	10	250.00	.01	.00
TERRENAL TEMPNL			14		14	100.00	.01	.00
URIONDO BZ TXAK			14		14	100.00	.01	.00
ANCANO 7Y GR RS			14		14	100.00	.01	.00
ED HARDY WH SNG			14		14	100.00	.01	.00
SNTAGO IJLBA CZ			13	40	-27	-67.50	.01	.04
ZUMAYA CRIANZA			13	37	-24	-64.86	.01	.03
MRQ IRM VRDJ RS			13	32	-19	-59.38	.01	.03
EL TORO FLC SNG			13	19	-6	-31.58	.01	.02
GRMNA GSSMI PND			13	17	-4	-23.53	.01	.02
BODEGS MORO DRO			13	7	6	85.71	.01	.01
CUNE VR GRN RES			13	4	9	225.00	.01	.00
CONTINO RJ RSVA			13	2	11	550.00	.01	.00
ARROYO VSTL DUE			13		13	100.00	.01	.00
RUA VALDEORRAS			13		13	100.00	.01	.00
CALMA RIOJA RED			13		13	100.00	.01	.00
ALBRNO GRABAZAN			13		13	100.00	.01	.00
PARES BLTA PNDS			13		13	100.00	.01	.00
PIGGY BANK TEMP			13		13	100.00	.01	.00
ANCIANO 3Y CRNZ			13		13	100.00	.01	.00
TERRENAL CB SV			13		13	100.00	.01	.00
PLA CREU XARLLO			12	42	-30	-71.43	.01	.04
NITA PRIORAT			12	26	-14	-53.85	.01	.02
CARRION ANT CRZ			12	14	-2	-14.29	.01	.01
CUNE IMP GR RES			12	7	5	71.43	.01	.01
RODA II RESERVA			12	6	6	100.00	.01	.01
ARTADI VNS GAIN			12	1	11	1100.00	.01	.00
ANTANO VIURA			12		12	100.00	.01	.00
MONTE DUCAY RES			12		12	100.00	.01	.00
M LACUESTA RJ R			12		12	100.00	.01	.00
CAMPOS RCA MNST			12		12	100.00	.01	.00
TELMO RDGZ GAGO			12		12	100.00	.01	.00
CLS DMNC VNY BX			12		12	100.00	.01	.00
CMPOS SNS VRDJO			12		12	100.00	.01	.00
OLVNA SMNTNO CH			11	248	-237	-95.56	.01	.23
CELLAR ESPLT GM			11	45	-34	-75.56	.01	.04
EL QUNTNL RUEDA			11	34	-23	-67.65	.01	.03
REMONTE GARNACH			11	16	-5	-31.25	.01	.02
P SNCHZ GRN SYR			11	15	-4	-26.67	.01	.01
NAVARRO LPZ CRZ			11	15	-4	-26.67	.01	.01
VINEDOS DEHESA			11	14	-3	-21.43	.01	.01
CNDE VDM CRZ TM			11	13	-2	-15.38	.01	.01
ALATE KOSHER			11	6	5	83.33	.01	.01
HRMNS VLR IPSUM			11	5	6	120.00	.01	.00
BESITOS VAL MSC			11	4	7	175.00	.01	.00
VNA SASTRE TEMP			11	4	7	175.00	.01	.00
ALBA ROSA ALBNO			11		11	100.00	.01	.00
CRUZ ALBA CRNZ			11		11	100.00	.01	.00
BOHIGAS XARELLO			11		11	100.00	.01	.00
CARRO TINTO			11		11	100.00	.01	.00
SLOW PASEO ORG			11		11	100.00	.01	.00
FINCA EMPTRZ CZ			11		11	100.00	.01	.00
MORGADIO ALBAR			11		11	100.00	.01	.00
TEMPRA TRM TM/G			10	795	-785	-98.74	.01	.75
EDULIS CRIANZA			10	206	-196	-95.15	.01	.19
VINA ALRB OV GN			10	61	-51	-83.61	.01	.06
CUATRO PSO BRZO			10	41	-31	-75.61	.01	.04
T DUENDE ROSE			10	15	-5	-33.33	.01	.01
LOSADA MENCIA			10	10		.00	.01	.01
SANTA QUITR HIG			10	7	3	42.86	.01	.01
ETURNM VTI TORO			10	3	7	233.33	.01	.00
CARODORUM SL SP			10	1	9	900.00	.01	.00
OPERA PRIMA TMP			10	1	9	900.00	.01	.00
ALBERO CAVA			10		10	100.00	.01	.00
COLUMNA ALBARNO			10		10	100.00	.01	.00
ELIAS MORA CRNZ			10		10	100.00	.01	.00
FINCA ALNDE RJA			10		10	100.00	.01	.00
ALTO MNCYO VRIN			10		10	100.00	.01	.00
ARTESANO TN TER			9	77	-68	-88.31	.01	.07
LUBRRI MNJE AMS			9	64	-55	-85.94	.01	.06
DN OLEGARIO ALB			9	56	-47	-83.93	.01	.05
MRC MIR XRLO CH			9	46	-37	-80.43	.01	.04
VOLTEO TMPRNLLD			9	28	-19	-67.86	.01	.03
ALGRIRO RS BXAS			9	23	-14	-60.87	.01	.02
ERCAVIO RED			9	22	-13	-59.09	.01	.02
NOEMUS TINTO RJO			9	21	-12	-57.14	.01	.02
L BRUJO MACABEO			9	12	-3	-25.00	.01	.01
GODELLO VS VALD			9	11	-2	-18.18	.01	.01
IJALBA CRIANZA			9	10	-1	-10.00	.01	.01
ERMITA RIOJA WH			9	1	8	800.00	.01	.00
CAST LBST RS TM			9		9	100.00	.01	.00

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

ALL STATES-1/1/12 - 09/30/12

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
VLDAMOR ALBRINO			9		9	100.00	.01	.00
CNDE SBRTS ROSE			9		9	100.00	.01	.00
CUNE BLNCO SCCO			9		9	100.00	.01	.00
PUJANZA HADO			9		9	100.00	.01	.00
VEGA REINA SV B			8	249	-241	-96.79	.01	.23
CLRS FUENTES GC			8	144	-136	-94.44	.01	.14
VINA HERMNA TMP			8	91	-83	-91.21	.01	.09
TOMAS CUS VILSL			8	32	-24	-75.00	.01	.03
MAXIMO TMPRNLL			8	11	-3	-27.27	.01	.01
LUNA BRDE F CST			8	2	6	300.00	.01	.00
THE SHOW GRNCHA			8		8	100.00	.01	.00
PENA DONAS ALMA			8		8	100.00	.01	.00
FINCA EMTRZ TMP			8		8	100.00	.01	.00
FINCS GANUZA RS			8		8	100.00	.01	.00
ALBERO MONASTRL			8		8	100.00	.01	.00
MQ GRNON CALIZA			8		8	100.00	.01	.00
ARS NOVA			8		8	100.00	.01	.00
EVOHE GRENACHE			8		8	100.00	.01	.00
MAS IGNEUS			7	242	-235	-97.11	.01	.23
TORRES CORONAS			7	204	-197	-96.57	.01	.19
CARCHELO C JML			7	92	-85	-92.39	.01	.09
TINTO PESQUERA			7	40	-33	-82.50	.01	.04
CAPCNS DNS BAR			7	16	-9	-56.25	.01	.02
ABAD BUENO GDLO			7	16	-9	-56.25	.01	.02
MEDRANO IRZ BLC			7	12	-5	-41.67	.01	.01
VINOS SN-LY M5			7	11	-4	-36.36	.01	.01
TRRS CLST RB DU			7	8	-1	-12.50	.01	.01
SAN ROMAN TMPRL			7	7		.00	.01	.01
PAZO SNRN ALBAR			7	7		.00	.01	.01
LUNA BEBRDE CST			7	5	2	40.00	.01	.00
FERRER BOBT PRT			7	4	3	75.00	.01	.00
PAPA GDLO VALD			7	4	3	75.00	.01	.00
ANIMA NG QUIBIA			7	2	5	250.00	.01	.00
TAPAS WINE COLL			7		7	100.00	.01	.00
M LACUESTA CRNZ			7		7	100.00	.01	.00
CUNE RIOJA			7		7	100.00	.01	.00
BOUZA CSTL ALBN			7		7	100.00	.01	.00
DAMA D TORO CRZ			7		7	100.00	.01	.00
J PARIENTE VRTL			7		7	100.00	.01	.00
PLCOS RMDO MONT			7		7	100.00	.01	.00
ELIX PRIORAT			6	373	-367	-98.39	.01	.35
ALAI RED			6	102	-96	-94.12	.01	.10
V SINDOA TMPNLA			6	65	-59	-90.77	.01	.06
TORRES GRN SNGR			6	50	-44	-88.00	.01	.05
PESQRA TINTO RBR			6	39	-33	-84.62	.01	.04
CORTIJO III BNC			6	21	-15	-71.43	.01	.02
CASA ERMT VGNR			6	15	-9	-60.00	.01	.01
MUSEUM CZ CIGLE			6	12	-6	-50.00	.01	.01
COTO GOMRZ BLNC			6	12	-6	-50.00	.01	.01
RAMON CORDVA RJ			6	10	-4	-40.00	.01	.01
ABANDO RJO CSHA			6	8	-2	-25.00	.01	.01
ENRIQUE MEN TRE			6	2	4	200.00	.01	.00
ALBRNO LGR CSTA			6	2	4	200.00	.01	.00
SITIOS BDGA CON			6	1	5	500.00	.01	.00
M LACUESTA RS R			6	1	5	500.00	.01	.00
MARTINSNCHO VDJ			6		6	100.00	.01	.00
VIRIATO TN TORO			6		6	100.00	.01	.00
PROYETO 4			6		6	100.00	.01	.00
VICTORINO TORO			6		6	100.00	.01	.00
BERONIA GR RSRV			6		6	100.00	.01	.00
ESPRNZA VRDJ VR			6		6	100.00	.01	.00
RAIMAT ALBN V24			6		6	100.00	.01	.00
VEGA MRGN V VJS			6		6	100.00	.01	.00
REVES PRIORAT			6		6	100.00	.01	.00
TORRES S T ROSE			6	387	-382	-98.71	.00	.36
ABRAZO TN GRNCH			5	122	-117	-95.90	.00	.11
D'ESTE MLNT VLN			5	59	-54	-91.53	.00	.06
T DUENDE RED			5	41	-36	-87.80	.00	.04
VALLOBERA CRNZA			5	25	-20	-80.00	.00	.02
FONTANA MESTA W			5	23	-18	-78.26	.00	.02
T DUENDE VERDUO			5	17	-12	-70.59	.00	.02
PALOS VERDEJO			5	16	-11	-68.75	.00	.02
VZCARRA RMS RBL			5	15	-10	-66.67	.00	.01
RAIMAT ALBARINO			5	15	-10	-66.67	.00	.01
BDG ONDLN JOVEN			5	14	-9	-64.29	.00	.01
C GRCIA SNG WHT			5	6	-1	-16.67	.00	.01
EXCEPCN RSV TMP			5	6	-1	-16.67	.00	.01
ITSAS MNDI TXKL			5	5		.00	.00	.00
FINCA SANDOVAL			5	4	1	25.00	.00	.00
VALDESIL VLDRRS			5	4	1	25.00	.00	.00
GUELZENZU RED			5	4	1	25.00	.00	.00
IZADI EL REGALO			5	2	3	150.00	.00	.00
VICTORINO TINTA			5		5	100.00	.00	.00
LA MURIA MENCIA			5		5	100.00	.00	.00
BRN D LEY GR RS			5		5	100.00	.00	.00
EVOHE TEMPRNLL			5		5	100.00	.00	.00
LAYA T ALMANSA			5		5	100.00	.00	.00
SOHN RELAX PINK			5		5	100.00	.00	.00
RAMON BILB CRNZ			5		5	100.00	.00	.00
SANTBRU			5		5	100.00	.00	.00
RAMON BILB RESV			5		5	100.00	.00	.00
FURVUS			5		5	100.00	.00	.00
ALVRZ TOLE MENC			5		5	100.00	.00	.00

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

ALL STATES-1/1/12 - 09/30/12

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
TORRES SALMOS			5		5	100.00	.00	.00
FINCA EMPTRZ RS			5		5	100.00	.00	.00
BARHNDIA BEL PRN			4	331	-327	-98.79	.00	.31
ALTA MARCA MADR			4	212	-208	-98.11	.00	.20
GRANROJO GRNCHA			4	58	-54	-93.10	.00	.05
FINCA LZN TINTO			4	42	-38	-90.48	.00	.04
ESPELT CRLI RSE			4	33	-29	-87.88	.00	.03
BDGS NKS SND RS			4	25	-21	-84.00	.00	.02
LUBRRI BIGA RJ			4	13	-9	-69.23	.00	.01
ABRAZZO CRIANZA			4	13	-9	-69.23	.00	.01
BALDOR SYRAH			4	12	-8	-66.67	.00	.01
L MANO TINTO BRZ			4	12	-8	-66.67	.00	.01
GANDIA M FST NV			4	11	-7	-63.64	.00	.01
EL JAMON TEMP			4	9	-5	-55.56	.00	.01
ARTAZURI NV GRN			4	9	-5	-55.56	.00	.01
AALTO RIBERA DD			4	9	-5	-55.56	.00	.01
BARHNDIA NABUKO			4	7	-3	-42.86	.00	.01
CALA BLANCA TEM			4	6	-2	-33.33	.00	.01
FAUSTNO I G RSV			4	5	-1	-20.00	.00	.00
CARE CRIANZA			4	5	-1	-20.00	.00	.00
TERRA UNCA TEMP			4	5	-1	-20.00	.00	.00
PICO MADAMA JML			4	3	1	33.33	.00	.00
CUNE VINA REAL			4	3	1	33.33	.00	.00
MAXIMO VIURA			4	2	2	100.00	.00	.00
M M YGAY GR RES			4	1	3	300.00	.00	.00
ZAZA GRNCH ROSE			4	1	3	300.00	.00	.00
SPNSH VNES TEMP			4		4	100.00	.00	.00
HONORO VR MNSTL			4		4	100.00	.00	.00
VINAS DEL CENIT			4		4	100.00	.00	.00
CAPAENS OSD SRL			4		4	100.00	.00	.00
V PGNOS RJ PNTD			4		4	100.00	.00	.00
TELMO RDGZ LNZG			4		4	100.00	.00	.00
ALVRZ TOLE GODL			4		4	100.00	.00	.00
MQ GRINON CB SV			4		4	100.00	.00	.00
FARINA DM TORO			4		4	100.00	.00	.00
SAN PDRO HRD RJ			3	60	-57	-95.00	.00	.06
LOS CAMPOS ENZ			3	22	-19	-86.36	.00	.02
OCHOA VIURA CHR			3	14	-11	-78.57	.00	.01
CNDE VDM RJ RES			3	13	-10	-76.92	.00	.01
ABAD D BUENO RB			3	12	-9	-75.00	.00	.01
SABOR CRNZ TORO			3	12	-9	-75.00	.00	.01
HEREDAD VN CARL			3	10	-7	-70.00	.00	.01
MUSEUM RESERVA			3	8	-5	-62.50	.00	.01
VIZCONDE BR ALB			3	8	-5	-62.50	.00	.01
NAIADES			3	8	-5	-62.50	.00	.01
LOVIVLO JVN TMP			3	5	-2	-40.00	.00	.00
MENGUANTE GRNCH			3	5	-2	-40.00	.00	.00
TERRAS GD ALBAR			3	5	-2	-40.00	.00	.00
VEGA NUMANTHIA			3	4	-1	-25.00	.00	.00
MRQS D MRTA RED			3	2	1	50.00	.00	.00
BAJOZ EL ORIGNL			3	2	1	50.00	.00	.00
MRQS VLA TORO R			3	2	1	50.00	.00	.00
TILENUS JOVN MN			3	1	2	200.00	.00	.00
ABANDO CRNZ RJO			3	1	2	200.00	.00	.00
AG VENDEMIA SEL			3	1	3	100.00	.00	.00
NO TIME TEMPRNL			3		3	100.00	.00	.00
MQ GRNON SUMMA			3		3	100.00	.00	.00
CMPOS DE CELTAS			3		3	100.00	.00	.00
FILLABOA SELCCN			3		3	100.00	.00	.00
CAN BLAU MAS DE			3		3	100.00	.00	.00
ALLENDE CALVARO			3		3	100.00	.00	.00
TERMANTHIA TORO			3		3	100.00	.00	.00
D DIEGO TRAMOYA			3		3	100.00	.00	.00
MDM FULGET ALBR			3		3	100.00	.00	.00
ALBERO BOBAL RS			3		3	100.00	.00	.00
ESENCIA D MONTE			3		3	100.00	.00	.00
CNDE VLDMR G RS			3		3	100.00	.00	.00
FINCA VJA CRNZA			3		3	100.00	.00	.00
FLAMINGO SYRAH			2	345	-343	-99.42	.00	.32
VNAS MRLVLL IBR			2	282	-280	-99.29	.00	.26
VALERIANO CRNZA			2	268	-266	-99.25	.00	.25
RIOJA VEGA JOVN			2	227	-225	-99.12	.00	.21
PAGODL VC PENTA			2	131	-129	-98.47	.00	.12
BORSAC CRIANZA			2	75	-73	-97.33	.00	.07
RAIMAT CHRD CDS			2	27	-25	-92.59	.00	.03
SIERRA CN RIOJA			2	21	-19	-90.48	.00	.02
ALONSO D YERRO			2	18	-16	-88.89	.00	.02
MANTEL BLNC RUE			2	16	-14	-87.50	.00	.02
ERCAVO TMP RBLE			2	14	-12	-85.71	.00	.01
PIQRS D ALMNSA			2	14	-12	-85.71	.00	.01
DELJLN CLRVL CA			2	14	-12	-85.71	.00	.01
VINOS SN-LY G4			2	14	-12	-85.71	.00	.01
BLNCO NEVA SV B			2	13	-11	-84.62	.00	.01
T DUENDE GARNCH			2	12	-10	-83.33	.00	.01
MNTSRA MAC CHRD			2	12	-10	-83.33	.00	.01
REAL ARGN CNTNR			2	10	-8	-80.00	.00	.01
ARZGA PLNTA RBR			2	7	-5	-71.43	.00	.01
LEGARIS VERDEJO			2	7	-5	-71.43	.00	.01
VNA ACRD GAR VJ			2	6	-4	-66.67	.00	.01
CODICE			2	6	-4	-66.67	.00	.01
CSA ERMT MNSTR			2	5	-3	-60.00	.00	.00
TORRES VINA SOL			2	5	-3	-60.00	.00	.00
RAIMAT CAB CDS			2	5	-3	-60.00	.00	.00

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
BDGS P MSC BLNC			2	4	-2	-50.00	.00	.00
VNA ACRED GRNCH			2	4	-2	-50.00	.00	.00
ALMIREZ TORO			2	4	-2	-50.00	.00	.00
MARTUE ESPECIAL			2	3	-1	-33.33	.00	.00
PLCOS RMDO PRPD			2	3	-1	-33.33	.00	.00
REAL ARGON GRNC			2	3	-1	-33.33	.00	.00
TORRE MUGA			2	3	-1	-33.33	.00	.00
OCHOA GRNCHA TM			2	3	-1	-33.33	.00	.00
CAPFNS MASOS PR			2	2	.00	.00	.00	.00
RMIRZ GANUZA RJ			2	1	1	100.00	.00	.00
FNT FIGRA PRT			2	2	0	100.00	.00	.00
DREAMBIRD MSCTO			2	2	0	100.00	.00	.00
BDGS EL ND NIDO			2	2	0	100.00	.00	.00
ELIAS MORA TINT			2	2	0	100.00	.00	.00
PRMTVO QLS FNDL			2	2	0	100.00	.00	.00
QNTA SARDONIA			2	2	0	100.00	.00	.00
GRAN FAMILA RUDA			2	2	0	100.00	.00	.00
DOMONIO DS ESTY			2	2	0	100.00	.00	.00
MQ GRINON SYRAH			2	2	0	100.00	.00	.00
CMPOS D LUZ OV			2	2	0	100.00	.00	.00
CLS D L' OBC PRT			2	2	0	100.00	.00	.00
MONTE VCR OV GN			2	2	0	100.00	.00	.00
MARQS TERAN RSV			2	2	0	100.00	.00	.00
GENIUM PRIORAT			2	2	0	100.00	.00	.00
SPNSH VNS SV BL			2	2	0	100.00	.00	.00
PUJANZA RIOJA			2	2	0	100.00	.00	.00
MAR D VENAS ALB			2	2	0	100.00	.00	.00
MQ GRINON P VDT			2	2	0	100.00	.00	.00
BERBRNA #1 TEMP			2	2	0	100.00	.00	.00
LA RIOJA AT ARD			2	2	0	100.00	.00	.00
MONTECILO RESRV			2	2	0	100.00	.00	.00
VINEDOS EL SQUE			2	2	0	100.00	.00	.00
LOLALO RED SNG			1	798	-797	-99.87	.00	.75
FLAMINGO SAV BL			1	332	-331	-99.70	.00	.31
MARQS RSCL TEMP			1	182	-181	-99.45	.00	.17
CORTIJO III RJO			1	52	-51	-98.08	.00	.05
ALBAE TEMPRANLO			1	30	-29	-96.67	.00	.03
VNA GRMZ TMP RB			1	29	-28	-96.55	.00	.03
CASTA MAMI MR/C			1	18	-17	-94.44	.00	.02
CNDE VDM GRNCHA			1	18	-17	-94.44	.00	.02
CHIVITE GF ROSE			1	15	-14	-93.33	.00	.01
ARTAZU GRN ARTZ			1	11	-10	-90.91	.00	.01
CARCHELO SRH/CB			1	7	-6	-85.71	.00	.01
MIRONE OV GRNCH			1	6	-5	-83.33	.00	.01
VILQSELL SEGRE			1	4	-3	-75.00	.00	.00
TAJINSTE 4 MESE			1	3	-2	-66.67	.00	.00
EL VINCULO			1	2	-1	-50.00	.00	.00
VNA ACRED CRNZA			1	2	-1	-50.00	.00	.00
ARAGONS C HAYAS			1	2	-1	-50.00	.00	.00
CEPA 21			1	2	-1	-50.00	.00	.00
NO BS TEMP/GRNC			1	2	-1	-50.00	.00	.00
R BRBIER MD RSE			1	2	-1	-50.00	.00	.00
CHIVITE GF RSRV			1	1	.00	.00	.00	.00
CASA CSTLO GRVS			1	1	.00	.00	.00	.00
V SARDA PNEDS W			1	1	.00	.00	.00	.00
CAPCANES VAL DL			1	1	.00	.00	.00	.00
REMONTE TMRNLO			1	1	.00	.00	.00	.00
VIZCARRA RMS JC			1	1	.00	.00	.00	.00
MURIEL BLANCO			1	1	.00	.00	.00	.00
COTO DE IMAZ GR			1	1	.00	.00	.00	.00
TEOFILO REY DUE			1	1	.00	.00	.00	.00
TORRES GR VINA			1	1	.00	.00	.00	.00
SEÑORIO VINCENT			1	1	.00	.00	.00	.00
MARQS RSCL G RS			1	1	.00	.00	.00	.00
EL JAMON CRNZ			1	1	.00	.00	.00	.00
MARQS RSCL ROSE			1	1	.00	.00	.00	.00
LEDA VINS VIEJS			1	1	.00	.00	.00	.00
MONTECILLO BLNC			1	1	.00	.00	.00	.00
CASA ERMT P VDT			1	1	.00	.00	.00	.00
BLAU T MONTSANT			1	1	.00	.00	.00	.00
MALONDRO MNST R			1	1	.00	.00	.00	.00
CORTIJO II CRNZ			1	1	.00	.00	.00	.00
VNA BJNDA MDRDO			1	1	.00	.00	.00	.00
VINAS VERO BLNC			1	1	.00	.00	.00	.00
CASTLLO DE PAPA			1	1	.00	.00	.00	.00
TRS MAS PLNA CB			1	1	.00	.00	.00	.00
ZAZA MSCTO ROSE			1	1	.00	.00	.00	.00
MQ GRNON EMERTS			1	1	.00	.00	.00	.00
FINCA ANTGA GRN			1	1	.00	.00	.00	.00
ORO D CSTL VERD			1	1	.00	.00	.00	.00
ALTA ALELLA MTR			1	1	.00	.00	.00	.00
BARON D LEY FNC			1	1	.00	.00	.00	.00
FALST ETM MNTSN			1	1	.00	.00	.00	.00
ERCAVO PLAZUELA			1	1	.00	.00	.00	.00
MUSEUM RL RS CG			1	1	.00	.00	.00	.00
LOLALO WHT SNG				736	-736	-100.00	.00	.69
BDGS NV ANCO RS				618	-618	-100.00	.00	.58
CSTLLO FMRYR GF				394	-394	-100.00	.00	.37
TRRS CLST ROBLE				321	-321	-100.00	.00	.30
DAMALISCO CRNZA				306	-306	-100.00	.00	.29
CAPCNES DNS CNZ				295	-295	-100.00	.00	.28
VAL SNZO VRD RU				187	-187	-100.00	.00	.18
PORTIA RBRA DUE				71	-71	-100.00	.00	.07

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
RODA I RESERVA					53	-53	-100.00	.00
CAS GUALDA TEMP					52	-52	-100.00	.00
PORTIA PRMA RBR					45	-45	-100.00	.00
CASA GUALDA CRZ					44	-44	-100.00	.00
BDGS PG AYL BRR					42	-42	-100.00	.00
LEGADO MNZ TML					37	-37	-100.00	.00
LACRMUS RJ CRNZ					35	-35	-100.00	.00
REYNAL BLC FRIZ					35	-35	-100.00	.00
BDGS NV ANC G R					33	-33	-100.00	.00
MANYANA CRIANZA					30	-30	-100.00	.00
GANDIA MRCLE VL					26	-26	-100.00	.00
REYNAL RED FRIZ					25	-25	-100.00	.00
BARHND A BARRICA					25	-25	-100.00	.00
CASTNO MNST YCA					22	-22	-100.00	.00
MENCOS RED					22	-22	-100.00	.00
CASA GULDA PLUS					21	-21	-100.00	.00
PALACIO BORNOS					21	-21	-100.00	.00
LANGA GARNACHA					20	-20	-100.00	.00
MERUM MNSTR LJM					20	-20	-100.00	.00
ALTO PZRRS GRNC					18	-18	-100.00	.00
GUELBNZU VIERLS					16	-16	-100.00	.00
QUO CMPO BRJ GR					16	-16	-100.00	.00
LEGARIS RES RDD					16	-16	-100.00	.00
HRNCA ANTCA TMP					16	-16	-100.00	.00
LCRNS MNTE SRDA					15	-15	-100.00	.00
LADRON D GUEVAR					14	-14	-100.00	.00
QUO CMPO BRJ CH					14	-14	-100.00	.00
SPANISH SON TEM					12	-12	-100.00	.00
FAUSTNO VII BLC					12	-12	-100.00	.00
REYNAL RSE FRIZ					12	-12	-100.00	.00
VINOS SN-LY G2					11	-11	-100.00	.00
VERA ESTN PG RD					11	-11	-100.00	.00
CON CLS VERDEJO					10	-10	-100.00	.00
BLACK SLATE GRN					10	-10	-100.00	.00
CRUZ PIEDRA RSD					10	-10	-100.00	.00
VOLTEO TMP CB S					9	-9	-100.00	.00
CIMS POR SOLANE					9	-9	-100.00	.00
SCALA DEI NEGRE					9	-9	-100.00	.00
PAZO SRNTLOS AL					9	-9	-100.00	.00
J FORASTER BARR					9	-9	-100.00	.00
VNA SLGDA CRNZA					8	-8	-100.00	.00
SCALA D CRTX RS					8	-8	-100.00	.00
ZETA CHRD CTLNG					8	-8	-100.00	.00
CARE SYRH TMPLO					7	-7	-100.00	.00
MURIEL SL RIOJA					7	-7	-100.00	.00
BILBNS VICUANA					7	-7	-100.00	.00
BECQUER BLANCO					6	-6	-100.00	.00
PENASOL SANGRIA					6	-6	-100.00	.00
BILBNA L VIC RS					6	-6	-100.00	.00
ALMIRA GRNCH SY					6	-6	-100.00	.00
VALLOBERA PAGO					6	-6	-100.00	.00
VALDESIL MNT GD					6	-6	-100.00	.00
PAGO FLRNTO TMP					6	-6	-100.00	.00
PRIORAT ONIX R					6	-6	-100.00	.00
VINOS SN-LY KTS					5	-5	-100.00	.00
V SINDOA CHRDNV					5	-5	-100.00	.00
MNTSRA TMP/GRNH					5	-5	-100.00	.00
SCALA D PR CRNC					5	-5	-100.00	.00
OSBNE SLZ TM/CB					5	-5	-100.00	.00
TORRES NEROLA R					5	-5	-100.00	.00
CHIVITE GF CRNZ					5	-5	-100.00	.00
GAUDA ALB CMPIO					5	-5	-100.00	.00
HACNDA MONASTRO					5	-5	-100.00	.00
CNDE VLDMR RIJA					5	-5	-100.00	.00
GRAN FAM RJ RES					5	-5	-100.00	.00
BDG ENGUE DELTA					4	-4	-100.00	.00
MIRONE WHITE					4	-4	-100.00	.00
BDGS NKS SND WH					4	-4	-100.00	.00
FONTNA MSTA TMP					4	-4	-100.00	.00
MARTIN C ALB SL					4	-4	-100.00	.00
FAUSTNO V BLNCO					4	-4	-100.00	.00
EL MOLINET					4	-4	-100.00	.00
LA REVOLERA NVR					4	-4	-100.00	.00
CONCERTUM ALBRN					4	-4	-100.00	.00
BERBRNA V ALRDE					3	-3	-100.00	.00
CANOPY TRS PATS					3	-3	-100.00	.00
DARIEN TMPLO RJ					3	-3	-100.00	.00
MONSTRLL ALCNTE					3	-3	-100.00	.00
TRES OJOS RSADO					3	-3	-100.00	.00
OCHOA TML CRNZ					3	-3	-100.00	.00
RAMON BILBAO RS					3	-3	-100.00	.00
OSBNE SLZ BLNCO					3	-3	-100.00	.00
TAGONIUS TMPRL					3	-3	-100.00	.00
PAZO BRRTS ALBR					3	-3	-100.00	.00
C MNJRD ROSADO					3	-3	-100.00	.00
DIGNUS RED					3	-3	-100.00	.00
OSBNE SLZ SZ/TM					3	-3	-100.00	.00
DON SIMON SNGR					2	-2	-100.00	.00
PRNEOS PRRLT SM					2	-2	-100.00	.00
VNA SLGDA RJ RS					2	-2	-100.00	.00
VNA ACRD TMP GR					2	-2	-100.00	.00
DARIEN RJO CRNZ					2	-2	-100.00	.00
PARES BLTA CLCR					2	-2	-100.00	.00

NABCA CASE SALES ANALYSIS

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(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
VINOS SL ZST EP					2	-2	-100.00	.00
BALLESTRS MIBAL					2	-2	-100.00	.00
OLVENA RED BLND					2	-2	-100.00	.00
LEGARIS CRZ RDD					2	-2	-100.00	.00
EL COTO RJ ROSE					2	-2	-100.00	.00
CUNE RIOJA RSDD					2	-2	-100.00	.00
CAPFNS MAS D MS					2	-2	-100.00	.00
VIONTA ALBARINO					2	-2	-100.00	.00
L HULA ADRS ALM					2	-2	-100.00	.00
MUGA RIOJA ESPC					2	-2	-100.00	.00
BDG MG ANGL CRZ					2	-2	-100.00	.00
EMILIO MRO TMLP					1	-1	-100.00	.00
EL PERRO VERDE					1	-1	-100.00	.00
ROTLIAN TRR PRT					1	-1	-100.00	.00
MONTECILO GR RS					1	-1	-100.00	.00
RTUERTA CV PLMR					1	-1	-100.00	.00
MONASTERIO RDD					1	-1	-100.00	.00
VINA MAYOR RSV					1	-1	-100.00	.00
CIMS PORRERA CL					1	-1	-100.00	.00
PLCOS RMDO PLCT					1	-1	-100.00	.00
SANFIR CRIANZA					1	-1	-100.00	.00
ARENA LOCA TEMP					1	-1	-100.00	.00
MUGA RIOJA PRDO					1	-1	-100.00	.00
RAMON BLB GR RS					1	-1	-100.00	.00
VINOS SN-LY MNS					1	-1	-100.00	.00
RTUERTA NEGRLDA					1	-1	-100.00	.00
AG PENAGUDO CRZ					1	-1	-100.00	.00
A2O ALBARINO					1	-1	-100.00	.00
TORO ALBA PD XZ					1	-1	-100.00	.00
BERROJA BZ TXAK					1	-1	-100.00	.00
ALBADA TINTO					1	-1	-100.00	.00
TAJINSTE LSTN B					1	-1	-100.00	.00
BILBNS VN PM RS					1	-1	-100.00	.00
MANGA BRJO GRCH					1	-1	-100.00	.00
MAR FRDS ALBRNO					1	-1	-100.00	.00
TOTAL SPAIN			118278	106493	11785	11.07		
NEW ZEALAND								
CUPCAKE SB MARL			18247	15335	2912	18.99	14.24	14.53
MONKEY BAY SV B			10405	10518	-113	-1.07	8.12	9.97
STARBOROUGH SAV			10054	6831	3223	47.18	7.84	6.47
NOBILO SAUV BLC			9491	7574	1917	25.31	7.40	7.18
CRAWFRD KIM SAV			9132	7920	1212	15.30	7.12	7.51
SILVER BIRCH SB			7806	4644	3162	68.09	6.09	4.40
BLACK BOX SV BL			6316	3946	2370	60.06	4.93	3.74
OYSTER BY SB MB			6026	4746	1280	26.97	4.70	4.50
MATUA SV B MARL			5791	4910	881	17.94	4.52	4.65
BRANCTT VAR SAV			3408	2680	728	27.16	2.66	2.54
STRATUM SAV BLC			2712		2712	100.00	2.12	.00
HURU SAV BL MRL			2381		2381	100.00	1.86	.00
VLLA MRIA PB SB			2281	1790	491	27.43	1.78	1.70
BRANCTT SAV BLC			2150	2201	-51	-2.32	1.68	2.09
WHITEVNV SAV BL			2102	1405	697	49.61	1.64	1.33
SILVER POINT SB			1598		1598	100.00	1.25	.00
90+CLR L2 SAV B			1304	659	645	97.88	1.02	.62
MAKARA SAV BLNC			1238		1238	100.00	.97	.00
SPY VALLEY SV B			1212	1262	-50	-3.96	.95	1.20
NOBILO FH SV BL			1097	828	269	32.49	.86	.78
CRAWFRD KIM CHR			1070	956	114	11.92	.83	.91
MUD HOUSE SV BL			1043	48	995	2072.92	.81	.05
NOBILO RC PN NR			999	159	840	528.30	.78	.15
LOBSTER REEF SB			984	275	709	257.82	.77	.26
OYSTER BY CH MB			916	211	705	334.12	.71	.20
MOHUA SAUV BLNC			895	708	187	26.41	.70	.67
THE SEEKER SV B			879	1077	-198	-18.38	.69	1.02
CLOUDY BAY SV B			848	914	-66	-7.22	.66	.87
CRAWFRD KIM PNT			814	688	126	18.31	.64	.65
OYSTER BY PN MB			809	826	-17	-2.06	.63	.78
PONGA SAUV BLNC			764	496	268	54.03	.60	.47
NEW HARBOR SV B			622	587	35	5.96	.49	.56
FIRE ROAD SV BL			599	440	159	36.14	.47	.42
TOHU SAUV BLANC			551	924	-373	-40.37	.43	.88
CLIFFORD BAY SV			546	461	85	18.44	.43	.44
YEALANDS SV BL			454	351	103	29.34	.35	.33
CROSSINGS SV BL			443	417	26	6.24	.35	.40
BRANCTT PN NOIR			357	326	31	9.51	.28	.31
WITHER HLS SV B			344	194	150	77.32	.27	.18
DOG POINT SV BL			330	189	141	74.60	.26	.18
GIESEN SAUV BLC			320	507	-187	-36.88	.25	.48
WILD ROCK PN NR			311	267	44	16.48	.24	.25
NINE WALKS S BL			305	44	261	593.18	.24	.04
MATUA P NR MARL			281	362	-81	-22.38	.22	.34
CRAGGY SAUV BLC			281	316	-35	-11.08	.22	.30
NOBILO ICN S BL			280	223	57	25.56	.22	.21
SPY VALLEY PN N			270	148	122	82.43	.21	.14
MUD HSE OTGA PN			269	13	256	1969.23	.21	.01
FRAMINGHAM SV B			247	287	-40	-13.94	.19	.27
FRENZY SAV BLNC			212	188	24	12.77	.17	.18
ST CLAIR VIC SB			206	98	108	110.20	.16	.09
SOLE BEECH SV/B			205		205	100.00	.16	.00
KUMEU RVR CHARD			197	14	183	1307.14	.15	.01
REDCLIFFE SV BL			175	2387	-2212	-92.67	.14	2.26

NABCA CASE SALES ANALYSIS

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(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

ALL STATES-1/1/12 - 09/30/12

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
BABICH MRLB S B			169	190	-21	-11.05	.13	.18
SCOTT ALN VS SB			169	175	-6	-3.43	.13	.17
RANGA RANGA SAV			159	91	68	74.73	.12	.09
VLLA MRIA PB CH			157	169	-12	-7.10	.12	.16
WILD RCK EVL SB			156	120	36	30.00	.12	.11
WHITEVHN PIN NR			154	230	-76	-33.04	.12	.22
OYSTER BY ML HB			146	134	12	8.96	.11	.13
CRAWFRD KM P GR			133	528	-395	-74.81	.10	.50
NAUTILUS SAV BL			121	144	-23	-15.97	.09	.14
CROSSINGS PN NR			120	114	6	5.26	.09	.11
CHIMNEY CRK SV			119	102	17	16.67	.09	.10
RAIN MRLB SV BL			118	95	23	24.21	.09	.09
LAWSONS DH S BL			115	116	-1	-.86	.09	.11
DRYLANDS SV BLC			111	122	-11	-9.02	.09	.12
RIBBONWOOD SV B			91	2487	-2396	-96.34	.07	2.36
LOBSTER REEF PN			87	162	-75	-46.30	.07	.15
OVER EDG PNT NR			85	5	80	1600.00	.07	.00
GROVE MLL SV BL			84	62	22	35.48	.07	.06
GLAZEBROOK SV B			83	41	42	102.44	.06	.04
SNT CLAIR SV BL			81	44	37	84.09	.06	.04
TIKI SOUND S BL			81		81	100.00	.06	.00
KIRKLAND SIG SB			80	70	10	14.29	.06	.07
MRGRAIN RVR EDG			80		80	100.00	.06	.00
CLOUDY BAY CHR			79		79	9.72	.06	.07
STONELEIGH P NR			78	132	-54	-40.91	.06	.13
HARBOR TOWN SAV			77	217	-140	-64.52	.06	.21
MUSSEL BAY S BL			77		77	100.00	.06	.00
SMKE STCK SV BL			72		72	100.00	.06	.00
VAVSR DSHWD SAV			70	64	6	9.38	.05	.06
INFAMOUS GS SAV			69	72	-3	-4.17	.05	.07
FUSIONAL SV BLC			65		65	100.00	.05	.00
SPY VALLEY RSLG			64	52	12	23.08	.05	.05
10 SISTRS SV BL			62		62	100.00	.05	.00
WAIRAU RVR SV B			61	108	-47	-43.52	.05	.10
WITHER HLS P NR			55	36	19	52.78	.04	.03
TOHU CHARDONNAY			54	65	-11	-16.92	.04	.06
3 BROOMS SV BL			52		52	100.00	.04	.00
3 STONES SAV BL			48	2770	-2722	-98.27	.04	2.63
LONG BOAT SV BL			48	282	-234	-82.98	.04	.27
FARMER MRKT SAV			46		46	100.00	.04	.00
VLLA MRIA PB RL			44	46	-2	-4.35	.03	.04
SILENI SAV BLNC			44	14	30	214.29	.03	.01
VLLA MRIA CL SB			42	56	-14	-25.00	.03	.05
NAUTILUS P NOIR			41	59	-18	-30.51	.03	.06
MOHUA PINOT NOR			41	27	14	51.85	.03	.03
Craggy TMN S BL			41		41	100.00	.03	.00
TABLELANDS S BL			41		41	100.00	.03	.00
VLLA MRIA PB PN			40	46	-6	-13.04	.03	.04
CLOUDY BAY PN N			38	41	-3	-7.32	.03	.04
OMAKA SPR SV BL			37	141	-104	-73.76	.03	.13
ISABEL SAUV BLC			37	79	-42	-53.16	.03	.07
90+ ZEAL MRL SB			37	32	5	15.63	.03	.03
OVER EDG PN GRS			35	14	21	150.00	.03	.01
BRANCTT SAV RSV			34	488	-454	-93.03	.03	.46
TOHU PINOT NOIR			34	37	-3	-8.11	.03	.04
COOPERS CK ROSE			34		34	100.00	.03	.00
WAIRAU RV PN HB			33	6	27	450.00	.03	.01
KONO			32		32	100.00	.02	.00
STONELEIGH SV B			29	78	-49	-62.82	.02	.07
VRGNIE TAUNT SB			28	52	-24	-46.15	.02	.05
MATUA SB PRETAI			28	49	-21	-42.86	.02	.05
Craggy CHARD KY			28	18	10	55.56	.02	.02
FAIRHLL DWN SAV			28		28	100.00	.02	.00
TORA BAY SV BLC			28		28	100.00	.02	.00
WILD ROCK SV BL			27	58	-31	-53.45	.02	.05
SHRWD SB BL MRB			26	54	-28	-51.85	.02	.05
MT NELSON SV BL			26	24	2	8.33	.02	.02
BRNCOTT BRCT SB			25	14	11	78.57	.02	.01
ST CLAIR VIC PN			24	13	11	84.62	.02	.01
VLLA MRIA CL PN			24	5	19	380.00	.02	.00
MT DFFCLTY P NR			24	3	21	700.00	.02	.00
GLAZEBRK SAV MB			23	2	21	1050.00	.02	.00
ISABEL PIN NOIR			22	37	-15	-40.54	.02	.04
ASTROLABE SV BL			22	5	17	340.00	.02	.00
YEALANDS PN NR			21	471	-450	-95.54	.02	.45
ST CLAIR 18 SV			21		21	100.00	.02	.00
GROVE MLL P GRS			21		21	100.00	.02	.00
GREYWACKE SV BL			21		21	100.00	.02	.00
THORNY RS SV BL			20		20	100.00	.02	.00
SHRWOOD PIN NOR			19	25	-6	-24.00	.01	.02
AUNTFLD OR H CH			19	9	10	111.11	.01	.01
NOBILO ICN P NR			19	2	17	850.00	.01	.00
SAUV RPBL C S BL			19	1	18	1800.00	.01	.00
MASSIMO SAV BLC			19		19	100.00	.01	.00
FIRE ROAD PN NR			17	27	-10	-37.04	.01	.03
DOG POINT PN NR			17	18	-1	-5.56	.01	.02
COOPERS CK RSLN			17	8	9	112.50	.01	.01
MONKEY BAY CHR			16	95	-79	-83.16	.01	.09
MOHUA PINOT GRS			16		16	100.00	.01	.00
KIRKLAND SIG PN			15	15			.01	.01
PICTON BAY S BL			15		15	100.00	.01	.00
DASHWOOD PN NR			14		14	100.00	.01	.00
KUMEU RV MTE CH			14		14	100.00	.01	.00

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

ALL STATES-1/1/12 - 09/30/12

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
CRAGGY TMN P NR			13	2	11	550.00	.01	.00
HUIA SAV BLANC			13		13	100.00	.01	.00
DYED IN WOOL SB			12	37	-25	-67.57	.01	.04
FELTON RD PN NR			12	3	9	300.00	.01	.00
NELSON BAY S BL			12	1	11	1100.00	.01	.00
FARMER MRKT P/M			12		12	100.00	.01	.00
PEGASUS BY RSLG			11		11	100.00	.01	.00
AMISFIELD PN NR			10	11	-1	-9.09	.01	.01
MT FISHTAIL S B			10	8	2	25.00	.01	.01
VLLA MRIA SV RS			10		10	100.00	.01	.00
TE MANIA PN RSE			9	43	-34	-79.07	.01	.04
ARONA SAUV BLNC			9	37	-28	-75.68	.01	.04
NEUDORF CHARDNY			9	7	2	28.57	.01	.01
GOOSE BAY PN NR			9	5	4	80.00	.01	.00
PICTON BAY P NR			9		9	100.00	.01	.00
NEUDORF SV BLC			8	26	-18	-69.23	.01	.02
DOG POINT CHARD			8	7	1	14.29	.01	.01
MT DFFCLTY P GR			8	1	7	700.00	.01	.00
ISABEL PIN GRIS			8		8	100.00	.01	.00
COOPERS CK SV B			7	239	-232	-97.07	.01	.23
SPY VALLEY GWRZ			7	13	-6	-46.15	.01	.01
RUNNYMDE STICH			7		7	100.00	.01	.00
SNT CLAIR PN NR			7		7	100.00	.01	.00
CLIFFORD BAY PN			6	22	-16	-72.73	.00	.02
GOOSE BAY SV BL			6	9	-3	-33.33	.00	.01
SNT CLAIR SB RS			6		6	100.00	.00	.00
FARMER MRKT CHR			6		6	100.00	.00	.00
HUNTERS SAUV BL			6		6	100.00	.00	.00
BRNCTT TERR P N			6		6	100.00	.00	.00
SELAKS SAUV BLC			5	93	-88	-94.62	.00	.09
HARBOR TWN PN N			5	74	-69	-93.24	.00	.07
DYED I WL PN NR			5	50	-45	-90.00	.00	.05
STAETE LANDT SB			5	25	-20	-80.00	.00	.02
TORLSSE WPR S B			5	23	-18	-78.26	.00	.02
LOBSTER REEF PG			5	17	-12	-70.59	.00	.02
GUNN EST SAV BL			5	12	-7	-58.33	.00	.01
CIGAR BOX MRLBR			5	2	3	150.00	.00	.00
MOMO PINOT NOIR			4	19	-15	-78.95	.00	.02
CRAGGY TE KAHU			4	4		100.00	.00	.00
SCOTT A PIN NOR			4	3	1	33.33	.00	.00
CRAGGY SOPHIA			4		4	100.00	.00	.00
CHIMNEY CRK PN			4		4	100.00	.00	.00
BORTHWICK PN NR			4		4	100.00	.00	.00
VLA MRIA CL M/C			4		4	100.00	.00	.00
GUNN UNOKD CHR			3	22	-19	-86.36	.00	.02
SELAKS ICE WINE			3	14	-11	-78.57	.00	.01
MT BEAUTIFUL SB			3	6	-3	-50.00	.00	.01
KUMEU RVR SV BL			3	4	-1	-25.00	.00	.00
ST CLAIR RSLNG			3		3	100.00	.00	.00
NEUDORF PN NOIR			3		3	100.00	.00	.00
ASTROLABE PN GR			3		3	100.00	.00	.00
LAWSON DH P GRS			3		3	100.00	.00	.00
SERESIN SAUV BL			2	138	-136	-98.55	.00	.13
COOPR CK PN NOR			2	71	-69	-97.18	.00	.07
MANU MRLBH P NR			2	30	-28	-93.33	.00	.03
NOBILO ICN P GR			2	8	-6	-75.00	.00	.01
VLLA MRIA ML/CB			2	8	-6	-75.00	.00	.01
DELTA PINOT NOR			2	7	-5	-71.43	.00	.01
CLOUDY BY TK SB			2	4	-2	-50.00	.00	.00
NELSON BAY P NR			2	2		100.00	.00	.00
HUIA PN NR MRLB			2	1	1	100.00	.00	.00
FOREFATHRS SV B			2	1	1	100.00	.00	.00
BORTHWICK PN GR			2		2	100.00	.00	.00
SUNDAY MT SV BL			2		2	100.00	.00	.00
VALLI BANNCKBRN			2		2	100.00	.00	.00
ASTROLABE PN NR			2		2	100.00	.00	.00
VLA MRIA RS C/M			2		2	100.00	.00	.00
KATO SAV BLANC			1	49	-48	-97.96	.00	.05
BRNCT FSTVL BLK			1	18	-17	-94.44	.00	.02
WLNT BLK SAV BL			1	10	-9	-90.00	.00	.01
SANDY COVE SV B			1	9	-8	-88.89	.00	.01
VAVSR DSHWD PIN			1	3	-2	-66.67	.00	.00
MT BEAUTIFUL PN			1	3	-2	-66.67	.00	.00
CAPE CAMPBL S B			1	1		100.00	.00	.00
ESK VLLY SAV BL			1		1	100.00	.00	.00
SERESIN PN NOIR			1		1	100.00	.00	.00
LAWSON DH PN NR			1		1	100.00	.00	.00
CHASNG VN SV BL			1		1	100.00	.00	.00
RNNYMD GR GHST			1		1	100.00	.00	.00
CRAGGY AROHA PN			1		1	100.00	.00	.00
SPY VALLEY CHR			1		1	100.00	.00	.00
NEW HARBOR P NR				227	-227	-100.00	.00	.22
MARTNBORGH SAUV				143	-143	-100.00	.00	.14
REDCLIFFE PN NR				55	-55	-100.00	.00	.05
MANU MRLBH SV B				50	-50	-100.00	.00	.05
BELL BIRD MERLT				29	-29	-100.00	.00	.03
TORRENT BAY SB				20	-20	-100.00	.00	.02
TOHU RIESLING				17	-17	-100.00	.00	.02
MONKEY BAY ROSE				15	-15	-100.00	.00	.01
ALLAN SCOTT S B				14	-14	-100.00	.00	.01
BRANCTT PNT RSV				14	-14	-100.00	.00	.01
SACRED HL SV BL				12	-12	-100.00	.00	.01
MATUA CHR				10	-10	-100.00	.00	.01

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

ALL STATES-1/1/12 - 09/30/12

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
AMSFLD SV B OTG				9	-9	-100.00	.00	.01
BRANCTT CH GSBN				9	-9	-100.00	.00	.01
WILD ROCK ROSE				8	-8	-100.00	.00	.01
RUBEUS LR PN NR				8	-8	-100.00	.00	.01
ALPHA DMS NVGTR				7	-7	-100.00	.00	.01
BIRD PN NR MRLB				7	-7	-100.00	.00	.01
BRNCT CH GIS RS				5	-5	-100.00	.00	.00
NOBILO ICN RSLN				5	-5	-100.00	.00	.00
KONRAD PIN NOIR				5	-5	-100.00	.00	.00
TRINITY HL SV B				4	-4	-100.00	.00	.00
TRINITY HL P NR				3	-3	-100.00	.00	.00
DISCOVERY SB EC				3	-3	-100.00	.00	.00
STONECRFT SYRAH				3	-3	-100.00	.00	.00
CRAWFRD SPFR SB				3	-3	-100.00	.00	.00
MUDDY WTR PN NR				3	-3	-100.00	.00	.00
WAIRAU RVR RSLN				2	-2	-100.00	.00	.00
BRANCTT GWZ PAT				2	-2	-100.00	.00	.00
TAMBRLAINE S BL				2	-2	-100.00	.00	.00
CRAGGY LE SOL				2	-2	-100.00	.00	.00
MT BEAUTIFUL RSL				2	-2	-100.00	.00	.00
ALPHA DOMUS CHR				2	-2	-100.00	.00	.00
CRAGGY BX CLOX				1	-1	-100.00	.00	.00
LAKE CHALICE SB				1	-1	-100.00	.00	.00
TORLESSE RSLNG				1	-1	-100.00	.00	.00
FERNLEAF SAV BL				1	-1	-100.00	.00	.00
ORIGIN SV BL RS				1	-1	-100.00	.00	.00
MAK MRLB SAV BL				1	-1	-100.00	.00	.00
CRAWFRD TIET CH				1	-1	-100.00	.00	.00
ERADUS SAUV BLC				1	-1	-100.00	.00	.00
FELTON RD CHDNY				1	-1	-100.00	.00	.00
SHELLBACK SV BL				1	-1	-100.00	.00	.00
FELTON RD PN B5				1	-1	-100.00	.00	.00
CROSSROAD SV BL				1	-1	-100.00	.00	.00
BRNCT SB CD FST				1	-1	-100.00	.00	.00
TOTAL NEW ZEALAND			128182	105505	22677	21.49		
SOUTH AFRICA								
HERDNG C CN/CHD			3883	4283	-400	-9.34	10.92	12.38
HERDNG C ML/PTG			3065	3012	53	1.76	8.62	8.70
GOATS DO ROAM R			2116	2270	-154	-6.78	5.95	6.56
TWO OCEAN SB WC			1912	1788	124	6.94	5.38	5.17
EXCELSIOR CB SV			1194	1432	-238	-16.62	3.36	4.14
NEDRURG STN CB			1136	564	572	101.42	3.19	1.63
FAIRVIEW SAV BL			975	1414	-439	-31.05	2.74	4.09
NEDRURG PNOTG			963	838	125	14.92	2.71	2.42
PERCHERON CN VG			961		961	100.00	2.70	.00
ROBRTSN N SW RD			879	1134	-255	-22.49	2.47	3.28
HALALA AFR CH B			849		849	100.00	2.39	.00
GALLO F MSC WST			820		820	100.00	2.31	.00
PERCHERON CINST			818		818	100.00	2.30	.00
ROBRTSN SW ROSE			780	905	-125	-13.81	2.19	2.62
JAM JAR SWT SHZ			709	661	48	7.26	1.99	1.91
ROBRTSN N SW WH			577	802	-225	-28.05	1.62	2.32
THE WOLFTRAP RD			554	243	311	127.98	1.56	1.70
PORCPNE RDG SAV			473	525	-52	-9.90	1.33	1.52
BOEKNLOOF WT SY			471	444	27	6.08	1.32	1.28
ROYAL			365	20	345	1725.00	1.03	.06
PORCPNE RDG CAB			362	321	41	12.77	1.02	.93
INDABA CHARDNNY			354	324	30	9.26	1.00	.94
MAN VNT CHN BLC			342	395	-53	-13.42	.96	1.14
WOODBERG MOSCATO			321		321	100.00	.90	.00
INDABA SV BL			294	323	-29	-8.98	.83	.93
MULDERBCH CB RS			269	343	-74	-21.57	.76	.99
BUITENVER SB BL			251	24	227	945.83	.71	.07
BEACH HOUSE WHT			250	199	51	25.63	.70	.58
NEIL ELLIS CHRD			243	26	217	834.62	.68	.08
FORRESTER CH BL			240	201	39	19.40	.67	.58
GOAT DO ROAM WH			232	230	2	.87	.65	.66
SIX HATS SHIRAZ			191	15	176	1173.33	.54	.04
ROYAL SHRZ/CBNT			180		180	100.00	.51	.00
OBIKWA MSCTO WC			175	9	166	1844.44	.49	.03
TWO OCEAN MS WC			174		174	100.00	.49	.00
MULDERBCH LH SB			172	146	26	17.81	.48	.42
MAN VNT CB SAV			169	220	-51	-23.18	.48	.64
TWO OCEAN SZ WC			168	917	-749	-81.68	.47	2.65
INDABA CHN BLN			167	252	-85	-33.73	.47	.73
EXCELSIOR CHDNY			160	235	-75	-31.91	.45	.68
OBIKWA SW RD WC			157	5	152	3040.00	.44	.01
OBIKWA SAUV BL			155	4	151	3775.00	.44	.01
RIEBEEK CHARD			154	109	45	41.28	.43	.31
GOAT DOOR CHRD			154		154	100.00	.43	.00
DOUGLSS GRN SAV			146	71	75	105.63	.41	.21
LIVE-LITTLE RVSH			140	120	20	16.67	.39	.35
WARWICK F LADY			137	35	102	291.43	.39	.10
TWO OCEAN P GRS			137		137	100.00	.39	.00
THE BEAN PINTGE			136	65	71	109.23	.38	.19
OBIKWA CAB SAUV			136	6	130	2166.67	.38	.02
GRAHAM BK SB RS			134	869	-735	-84.58	.38	2.51
TWO OCEAN CH WC			132	431	-299	-69.37	.37	1.25
GOAT DO ROAM RS			131	121	10	8.26	.37	.35
RIEBEEK SAV BLC			129	38	91	239.47	.36	.11
PORCPNE RDG SRH			127	74	53	71.62	.36	.21

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

ALL STATES-1/1/12 - 09/30/12

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
NEIL EL SB SNCR			123	163	-40	-24.54	.35	.47
FORRESTR PT PTG			118	146	-28	-19.18	.33	.42
RIEBEEK PINOTGE			117	9	108	1200.00	.33	.03
PASSAGES MERLOT			113	83	30	36.14	.32	.24
LONG NECK CB SV			108		108	100.00	.30	.00
LONG NECK CHARD			105		105	100.00	.30	.00
NEDERBURG CB SV			103	124	-21	-16.94	.29	.36
LONG NECK MERLT			100		100	100.00	.28	.00
FORRESTR CB/MRL			99	96	3	3.13	.28	.28
WARWICK 3 CP LD			98	55	43	78.18	.28	.16
LONG NECK SV BL			97		97	100.00	.27	.00
LONG NECK SHIRZ			96	5	91	1820.00	.27	.01
SOUTHN RGT S BL			89	90	-1	-1.11	.25	.26
NEIL EL T L BNK			85	56	29	51.79	.24	.16
FORRESTR PT CHN			79	97	-18	-18.56	.22	.28
PASSAGES CAB/MR			79	69	10	14.49	.22	.20
ZONNEBLOEM PNTG			78	97	-19	-19.59	.22	.28
ORACLE PINOTAGE			78	86	-8	-9.30	.22	.25
KANONKOP KADTTE			74	299	-225	-75.25	.21	.86
FAIRVIEW PNTAGE			74	124	-50	-40.32	.21	.36
DOUGLSS GRN SHZ			73	27	46	170.37	.21	.08
MULDERBCH CN BL			71	40	31	77.50	.20	.12
MAN VNT SHIRAZ			70	63	7	11.11	.20	.18
ORACLE SAV BLNC			67	71	-4	-5.63	.19	.21
BEACH HOUSE RED			67		67	100.00	.19	.00
MAN VNT PINOTGE			64	69	-5	-7.25	.18	.20
MAN VNT CHRDNY			63	98	-35	-35.71	.18	.28
RAATS CHENIN BL			63	42	21	50.00	.18	.12
SIMONSIG CHN BL			62	87	-25	-28.74	.17	.25
JAM JAR MOSCATO			58		58	100.00	.16	.00
PAINTD WLF PNTG			56	70	-14	-20.00	.16	.20
SIMONSIG PNTAGE			56	66	-10	-15.15	.16	.19
LIVE-LITTLE WICK			56	8	48	600.00	.16	.02
ARABELLA SHIRAZ			55	83	-28	-33.73	.15	.24
TWO OCEAN CB/ML			54	61	-7	-11.48	.15	.18
SIX HATS CH BLC			53		53	100.00	.15	.00
THE WOLFTRAP WH			52	7	45	642.86	.15	.02
RIEBEEK CAB SVG			51		51	100.00	.14	.00
SIX HATS SV BLC			50	15	35	233.33	.14	.04
FANTAIL SAV BLC			49		49	100.00	.14	.00
SEBEKA SV BL			47	427	-380	-88.99	.13	1.23
SIX HATS PINTGE			47	16	31	193.75	.13	.05
NEIL ELLIS SV B			45	52	-7	-13.46	.13	.15
STEENBERG SV BL			44	67	-23	-34.33	.12	.19
VILLRA EARTH RD			43	61	-18	-29.51	.12	.18
KANU CHENIN BLC			42	44	-2	-4.55	.12	.13
FALSE BAY PNTG			42		42	100.00	.12	.00
ARABELLA SAV BL			40	49	-9	-18.37	.11	.14
EXCELSIOR SHIRZ			40	47	-7	-14.89	.11	.14
STELLR ORGN C S			40	42	-2	-4.76	.11	.12
ARABELLA CAB SV			39	56	-17	-30.36	.11	.16
STELLR ORGN SHZ			38	54	-16	-29.63	.11	.16
WARWCK PRO B SB			38	52	-14	-26.92	.11	.15
INDABA MERLOT			35	71	-36	-50.70	.10	.21
DDN PASCUAL VGN			35	31	4	12.90	.10	.09
BRAMPTON STL SB			35		35	100.00	.10	.00
WARWICK PINOTGE			34	30	4	13.33	.10	.09
MLDBSCH F HOUND			33	35	-2	-5.71	.09	.10
DURBANVILLE SV B			32	741	-709	-95.68	.09	2.14
NEIL EL SZ SNCR			32	45	-13	-28.89	.09	.13
TWO OCEAN CB SV			32	30	2	6.67	.09	.09
EDGBSTN PEPR PT			32	1	31	3100.00	.09	.00
SEBEKA CAB/PNTG			31	523	-492	-94.07	.09	1.51
PASSAGES CHRDNY			31	29	2	6.90	.09	.08
NEIL ELLIS CB S			31	17	14	82.35	.09	.05
FAIRVIEW GOAT R			30	55	-25	-45.45	.08	.16
MAN VNT SAV BLC			30	24	6	25.00	.08	.07
NEIL EL PINOTGE			28	43	-15	-34.88	.08	.12
BARISTA PINOTGE			27	59	-32	-54.24	.08	.17
POMULA WN SPTZR			27		27	100.00	.08	.00
KWV CC PINOTAGE			26	97	-71	-73.20	.07	.28
ARABELLA MERLOT			26	48	-22	-45.83	.07	.14
ORACLE CHARDNAY			26	37	-11	-29.73	.07	.11
BOEKENLOOF CHOC			25	7	18	257.14	.07	.02
INDABA SHIRAZ			24	51	-27	-52.94	.07	.15
PAINTD WLF CH B			24	14	10	71.43	.07	.04
BLK PEARL CB SZ			24		24	100.00	.07	.00
GLENELLY CB SV			24		24	100.00	.07	.00
SEBEKA SHZ/PNTG			23	248	-225	-90.73	.06	.72
TWO OCEAN MERLT			23	20	3	15.00	.06	.06
FALSE BAY SV BL			23		23	100.00	.06	.00
EDGBSTN HONY PT			22		22	100.00	.06	.00
LEFT BANK			21	12	9	75.00	.06	.03
FAIRVIEW SHIRAZ			20	23	-3	-13.04	.06	.07
GUARDN PK FRNTR			19	319	-300	-94.04	.05	.92
ARABELLA CHN BL			19	27	-8	-29.63	.05	.08
ZONNEBLOEM SHRZ			19	13	6	46.15	.05	.04
ERNIE ELS			19	4	15	375.00	.05	.01
CHOCOLATE BLOCK			18	25	-7	-28.00	.05	.07
GLN CROU G CLS			18	16	2	12.50	.05	.05
KWV ROODEBRG RD			17	43	-26	-60.47	.05	.12
ORACLE SHIRAZ			17	41	-24	-58.54	.05	.12
KWV STEEN CH BL			17	36	-19	-52.78	.05	.10

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
WNRV GD HPE C B			16	39	-23	-58.97	.04	.11
ROBERTSN CHN BL			16	32	-16	-50.00	.04	.09
KANONKOP PINTAG			16	2	14	700.00	.04	.01
RUST EN VRD CAB			16	1	15	1500.00	.04	.00
GUARDN PK SHIRZ			16		16	100.00	.04	.00
NEDERBURG SV BL			14	3	12	400.00	.04	.01
VILLRA EARTH WH			14	28	-14	-50.00	.04	.08
FORRESTR SZ/GRN			14	17	-3	-17.65	.04	.05
DE TOREN FUSION			14		14	100.00	.04	.00
KANONKOP CAB SV			14		14	100.00	.04	.00
KWV CC SUAV BLC			14		14	100.00	.04	.00
DEWTSHF LSCA CH			13	9	4	44.44	.04	.03
ROBERTSON CHARD			13		13	100.00	.04	.00
HERDNG C CB/SHZ			12	81	-69	-85.19	.03	.23
STORYTELLER SRH			12	30	-18	-60.00	.03	.09
SECATEURS CN BL			12		12	100.00	.03	.00
SECATEURS RED			12		12	100.00	.03	.00
SEBEKA CHN BLNC			11	408	-397	-97.30	.03	1.18
GOAT-ROTI			11	20	-9	-45.00	.03	.06
ARABELLA VIOGNR			11	15	-4	-26.67	.03	.04
ORACLE CAB SAVG			11	14	-3	-21.43	.03	.04
HRM REX-GOL CHR			11		11	100.00	.03	.00
BRAMPTON SHIRAZ			10	248	-238	-95.97	.03	.72
FAIRVLLY SAV BL			10	21	-11	-52.38	.03	.06
KWV CC SHIRAZ			10	13	-3	-23.08	.03	.04
DYNASTY MRC BLD			10	13	-3	-23.08	.03	.04
RUSTENBERG CHR			10		10	100.00	.03	.00
HAMLTON RSSL PN			9	12	-3	-25.00	.03	.03
KAAPZCHT PNOTGE			9	4	5	125.00	.03	.01
STORYTLLR CN BL			8	17	-9	-52.94	.02	.05
STORYTELLER MRL			7	23	-16	-69.57	.02	.07
FORRESTER SV BL			7	21	-14	-66.67	.02	.06
FL D CAP PINOTG			7	5	2	40.00	.02	.01
GLEN CARLOU CHR			7	1	6	600.00	.02	.00
DE TOREN Z RED			7	1	6	600.00	.02	.00
SIMONSIG SAV BL			7		7	100.00	.02	.00
SPICE RT CHKLKA			7		7	100.00	.02	.00
SPICE ROUTE SB			7		7	100.00	.02	.00
FAIRVLLY CHN BL			6	28	-22	-78.57	.02	.08
FAIRVLLY CHRDNV			6	22	-16	-72.73	.02	.06
WNRV GD HPE PNT			6	22	-16	-72.73	.02	.06
FL D CAP CAB SV			6	6		.00	.02	.02
SEVN SISTR CHEN			6	5	1	20.00	.02	.01
HAMLTON RSSL CH			5	13	-8	-61.54	.01	.04
SEVN SIST PN/SH			5	6	-1	-16.67	.01	.02
D FROST SHIRAZ			5		5	100.00	.01	.00
GLEN CARLOU SYR			5		5	100.00	.01	.00
GRAHAM BK CB RS			4	24	-20	-83.33	.01	.07
STORYTELLER CHR			4	9	-5	-55.56	.01	.03
ARABELLA CHARD			4		4	100.00	.01	.00
VINUM CHEN BLNC			4	6	-2	-33.33	.01	.02
WATFRD PC CH B			4		4	100.00	.01	.00
FAIRVLLY CAB SV			3	14	-11	-78.57	.01	.04
FL D CAP SAV BL			3	5	-2	-40.00	.01	.01
MAKULU ISW PNTG			3	2	1	50.00	.01	.01
ERNST GW&CO CNB			3	1	1	50.00	.01	.01
NEIL ELLS GR SB			3	2	2	200.00	.01	.00
WARWICK BLND RS			3	3	3	100.00	.01	.00
MEERLUST RUBICN			3		3	100.00	.01	.00
SPICE ROUTE PNT			2	73	-71	-97.26	.01	.21
SEBEKA CHARDONY			2	24	-22	-91.67	.01	.07
BONNIEVALE CHR			2	11	-9	-81.82	.01	.03
RBRTSN LH GWURZ			2	10	-8	-80.00	.01	.03
BONNVALE CCC WH			2	8	-6	-75.00	.01	.02
CATHEDRAL CB SV			2	7	-5	-71.43	.01	.02
JARDIN			2		2	100.00	.01	.00
M'HUDI SAV BLNC			2	5	-3	-60.00	.01	.01
ZONNEBLOEM CB S			2	3	-1	-33.33	.01	.01
MEERLUST MERLOT			2	2		.00	.01	.01
RELEAF CB SAUV			2		2	100.00	.01	.00
FAIRVLLY PINTGE			1	20	-19	-95.00	.00	.06
GOATFATHER			1	19	-18	-94.74	.00	.05
ROBERTSON PNTGE			1	14	-13	-92.86	.00	.04
DMZ SHIRAZ STLB			1	12	-11	-91.67	.00	.03
BONNIEVALE SV B			1	11	-10	-90.91	.00	.03
DELHEIM PTG RSE			1	9	-8	-88.89	.00	.03
KWV CC CAB SAUV			1	9	-8	-88.89	.00	.03
GRAHAM BK PINNO			1	5	-4	-80.00	.00	.01
BORED DOE CSTL			1	4	-3	-75.00	.00	.01
FAIRVIEW GDFTHR			1	2	-1	-50.00	.00	.01
FL D CAP MERLOT			1	2	-1	-50.00	.00	.01
BCHRD FLS HANNB			1	2	-1	-50.00	.00	.01
MULDERBCH ST CH			1	2	-1	-50.00	.00	.01
WELTEVREDE MSCT			1	1		.00	.00	.00
HILL&DALE PNOTG			1	1		.00	.00	.00
ALXNDRFNTN SV B			1	1		.00	.00	.00
RUSTNBERG MERIMN			1	1		.00	.00	.00
L'ORMARINS CHR			1	1		.00	.00	.00
HILL&DALE SV BL			1	1	1	100.00	.00	.00
SECATEURS ROSE			1	1	1	100.00	.00	.00
WATERFRD SHIRAZ			1	1	1	100.00	.00	.00
ATARAXIA CHRDNV			1	1	1	100.00	.00	.00
FALSE BAY C BLC			1	1	1	100.00	.00	.00

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
HERDNG C CH/VGN				132	-132	-100.00	.00	.38
NEDERBURG LYRIC				95	-95	-100.00	.00	.27
SPICE ROUTE VGN				27	-27	-100.00	.00	.08
CATHEDRAL SHRAZ				17	-17	-100.00	.00	.05
LE BNHEUR SV BL				15	-15	-100.00	.00	.04
EVENTIDE SHIRAZ				12	-12	-100.00	.00	.03
FL D CAP CHRDN				9	-9	-100.00	.00	.03
RBT RCK CH B/CH				9	-9	-100.00	.00	.03
RBRT RCK CB/MRL				9	-9	-100.00	.00	.03
KWV CC CHARDNNY				7	-7	-100.00	.00	.02
FIVE BARS MERLT				7	-7	-100.00	.00	.02
FIVE BARS CB SV				7	-7	-100.00	.00	.02
LINDEMANS SA CH				6	-6	-100.00	.00	.02
GLEN CARLOU CAB				5	-5	-100.00	.00	.01
LE BNHEUR CB SV				5	-5	-100.00	.00	.01
KWV CC MERLOT				5	-5	-100.00	.00	.01
CEDERBERG CH BL				5	-5	-100.00	.00	.01
LE BNHEUR CHARD				5	-5	-100.00	.00	.01
WATERFORD CHARD				4	-4	-100.00	.00	.01
GOAT ROAM VLLGS				4	-4	-100.00	.00	.01
DARLNG HL OV RD				4	-4	-100.00	.00	.01
GRAHAM BK CB/SZ				3	-3	-100.00	.00	.01
DEWTSHF LSC CH				3	-3	-100.00	.00	.01
FAIRVIEW VGNIER				3	-3	-100.00	.00	.01
CATHEDRAL CHARD				3	-3	-100.00	.00	.01
DELHEIM DRY RED				3	-3	-100.00	.00	.01
THE RUINS CB/SR				3	-3	-100.00	.00	.01
DARLNG HL OV WH				3	-3	-100.00	.00	.01
BACKSBERG CHARD				3	-3	-100.00	.00	.01
NEDERBURG CHARD				2	-2	-100.00	.00	.01
BACKSBERG PNTGE				2	-2	-100.00	.00	.01
PAINTED WLF CPE				2	-2	-100.00	.00	.01
STORMHOEX PN GR				2	-2	-100.00	.00	.01
L HRZON CAB MRL				2	-2	-100.00	.00	.01
ERNST GW&CO SHZ				2	-2	-100.00	.00	.01
FIVE BARS CHARD				2	-2	-100.00	.00	.01
BONNVALE CCC RD				2	-2	-100.00	.00	.01
ONDINE MERLOT				2	-2	-100.00	.00	.01
BOEKENLOOF SYRH				1	-1	-100.00	.00	.00
GUARDN PK MRLT				1	-1	-100.00	.00	.00
HILL&DALE CB SV				1	-1	-100.00	.00	.00
BON CAP SYRAH				1	-1	-100.00	.00	.00
WESTRLND CLB WH				1	-1	-100.00	.00	.00
FORRESTR PT RSE				1	-1	-100.00	.00	.00
LINDEMANS SA CB				1	-1	-100.00	.00	.00
CEDERBERG SV BL				1	-1	-100.00	.00	.00
SEBEKA SHIRAZ				1	-1	-100.00	.00	.00
FORRESTR MERLOT				1	-1	-100.00	.00	.00
SOUTH HLL SV BL				1	-1	-100.00	.00	.00
DELHEIM CAB SAV				1	-1	-100.00	.00	.00
GRAHAM BK RROAD				1	-1	-100.00	.00	.00
LINDEMANS SA SZ				1	-1	-100.00	.00	.00
KAAPZCHT EST RD				1	-1	-100.00	.00	.00
ERNST GW&CO PTG				1	-1	-100.00	.00	.00
BRADGATE SYRAH				1	-1	-100.00	.00	.00
WATERFORD CABNT				1	-1	-100.00	.00	.00
RELEAF CHEN BLC				1	-1	-100.00	.00	.00
KANU LMT RL SAV				1	-1	-100.00	.00	.00
LINDEMANS SA ML				1	-1	-100.00	.00	.00
VILLIERA CHN BL				1	-1	-100.00	.00	.00
WATERFORD SV BL				1	-1	-100.00	.00	.00
ERNIE ELS				1	-1	-100.00	.00	.00
TOTAL SOUTH AFRICA				35559	34607	952	2.75	
IMP OTHER RED								
C CYN PN PV MAC				5190	4037	1153	28.56	34.21
EGRI BK BULLBLD				1325	1276	49	3.84	10.81
AVIA PINOT NOIR				1026	804	222	27.61	6.81
BARKAN CAB SAUV				354	331	23	6.95	2.80
VAMPIRE MERLOT				275	281	-6	-2.14	2.38
PINOT EVL PN HG				249	102	147	144.12	.86
TREE LIFE SM SW				173	157	16	10.19	1.33
VAMPIRE PIN NOR				142	148	-6	-4.05	1.25
YARDEN HERMON R				140	129	11	8.53	1.09
BARKAN PIN NOIR				133	88	45	51.14	.75
KSARA RSV COVNT				110	78	32	41.03	.66
TABOR CAB GALIL				99	160	-61	-38.13	1.36
TELIANI KNDZMRL				96	106	-10	-9.43	.90
DREAMBIRD PN NR				96	67	29	43.28	.57
KINDZMARALI RD				78	113	-35	-30.97	.96
VAMPIRE CAB SAV				78	73	5	6.85	.62
KHVANCHKARA RED				69	58	11	18.97	.49
AVIA CAB SAUV				68	1105	-1037	-93.85	9.36
TURN ME RED				68	71	-3	-4.23	.60
PFAPFL CHRY ZWG				65	20	45	225.00	.17
AVIA MERLOT				64	996	-932	-93.57	8.44
MASSAYA SLY SEL				63	68	-5	-7.35	.58
BARKAN MERLOT				60	41	19	46.34	.35
AKHASHENI RED				56	83	-27	-32.53	.70
RECANATI MERLOT				54	72	-18	-25.00	.61
J&F LRTN BARCO				53	35	18	51.43	.30
MASSAYA CLSC RD				51	32	19	59.38	.27

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
ALAZANIS VALLEY			50	51	-1	-1.96	.43	.43
MASSAYA CLSC WH			50	44	6	13.64	.43	.37
BOUZA TNT L VLT			49	30	19	63.33	.42	.25
GOLAN CAB SAUVG			46	46		.00	.40	.39
ARBERTI KALLMET			45		45	100.00	.39	.00
BARKAN PET SYRH			40	36	4	11.11	.35	.31
MUENZNRD ZWEIGT			40		40	100.00	.35	.00
LENZ MSR H GRNR			39		39	100.00	.34	.00
SOUTHN RGT PNTG			38	32	6	18.75	.33	.27
YARDEN MERLOT			32	30	2	6.67	.28	.25
KSARA CAB SAUV			31	29	2	6.90	.27	.25
LENZ MSR BL ZWG			31	15	16	106.67	.27	.13
TABOR VOLCNC CB			27	45	-18	-40.00	.23	.38
GAMLA MERLOT			27	41	-14	-34.15	.23	.35
GOLAN SION CRK			27	37	-10	-27.03	.23	.31
SANTIAGO QROLO			27		27	100.00	.23	.00
ZNTHO ZWGLT BRG			27		27	100.00	.23	.00
BINYAMINA CB RS			27		27	100.00	.23	.00
YASMIN RD MEVCH			26	78	-52	-66.67	.23	.66
RECANATI CAB SV			21	22	-1	-4.55	.18	.19
GALIL CAB SAUV			20	43	-23	-53.49	.17	.36
AVIA CB SV/MRLT			20	36	-16	-44.44	.17	.31
GALIL MERLOT			20	32	-12	-37.50	.17	.27
DYNASTY CAB SAV			20	27	-7	-25.93	.17	.23
YARDEN CAB SAUV			20	23	-3	-13.04	.17	.19
GALIL SHIRAZ			20		20	100.00	.17	.00
SEGALS SR CB SV			19	3	16	533.33	.16	.03
GEDEON CAB SAV			18	9	9	100.00	.16	.08
VINI MERLOT			18	2	16	800.00	.16	.02
RECANATI SYRAH			18	2	16	800.00	.16	.02
BARKAN CLSC SHZ			18		18	100.00	.16	.00
TABOR CB/MLT/SZ			18		18	100.00	.16	.00
CRML ISL CONRD			16	19	-3	-15.79	.14	.16
NOAH GDEON P SR			16	5	11	220.00	.14	.04
RECANATI CAB RS			15	32	-17	-53.13	.13	.27
VINDO V ALCYONE			15	7	8	114.29	.13	.06
SAPERAVI RED			14	16	-2	-12.50	.12	.14
WEREWOLF PNT NR			14	13	1	7.69	.12	.11
DRAGON HLW MRLT			14		14	100.00	.12	.00
TABOR MRL GALIL			13	21	-8	-38.10	.11	.18
WEREWOLF MERLOT			11	10	1	10.00	.10	.08
GEDEON PET SRH			11	4	7	175.00	.10	.03
GALIL YIRON			10	5	5	100.00	.09	.04
EGRI BIKAVER			10		10	100.00	.09	.00
VINEDOS FOLO			9	14	-5	-35.71	.08	.12
STADT KRM GR VL			9		9	100.00	.08	.00
HOPLER PNT NOIR			8	9	-1	-11.11	.07	.08
MUEZENRIEDER GV			8		8	100.00	.07	.00
ST DONATUS MRLT			8		8	100.00	.07	.00
VINDO V TANNET			7	10	-3	-30.00	.06	.08
RECANATI CB/MRL			7	7		.00	.06	.06
NCKNMRKT FRANK			7		7	100.00	.06	.00
ZNTHO ST LAURNT			7		7	100.00	.06	.00
RECANATI PSR/ZN			6	5	1	20.00	.05	.04
CRML YNG CRGNNO			6	6		.00	.05	.00
TELIANI MUKUZNI			5	53	-48	-90.57	.04	.45
WEREWOLF CB SV			5	10	-5	-50.00	.04	.08
GAMLA PNT NOIR			5	5		.00	.04	.04
BOUZA TEMP/TNNT			5	4	1	25.00	.04	.03
YARDEN SYRAH			5	1	4	400.00	.04	.01
TISHBI CAB/P SR			4		4	100.00	.04	.00
NO.99 GRIZ C SV			4	21	-17	-80.95	.03	.18
GAMLA CAB SAUV			4	17	-13	-76.47	.03	.14
MIOLO PN NR RSV			4	15	-11	-73.33	.03	.13
BARKAN SYRAH			4	8	-4	-50.00	.03	.07
ZAN WH CTY CB/M			4	6	-2	-33.33	.03	.05
RECANATI CHR RS			4	4		.00	.03	.03
RECANATI MRL RS			4	3	1	33.33	.03	.03
JERUSLM HL CAB			4	1	3	300.00	.03	.01
BOUZA TANNAT			4	1	3	300.00	.03	.01
GALIL BARBERA			4		4	100.00	.03	.00
NO.99 GRIZ MRLT			3	21	-18	-85.71	.03	.18
YARDEN PIN NOIR			3	5	-2	-40.00	.03	.04
MASSAYA GOLD RS			3	4	-1	-25.00	.03	.03
JERUSLM HL MRLT			3	2	1	50.00	.03	.02
TISHBI MERLOT			3	1	2	200.00	.03	.01
BARKAN CAB RSRV			3	1	2	200.00	.03	.01
GOLAN MERLOT			3		3	100.00	.03	.00
DM D CSTL GR VN			3		3	100.00	.03	.00
GLLRD DOLE MNTS			3		3	100.00	.03	.00
NO.99 GRIZ MRTG			2	16	-14	-87.50	.02	.14
TABOR VOLCNC ML			2	12	-10	-83.33	.02	.10
G ELN PN SP HUN			2	11	-9	-81.82	.02	.09
BOUZA MONTE V E			2	1	1	100.00	.02	.01
BOUZA TANNAT A6			2	1	1	100.00	.02	.01
INSKLN CB FRANC			2	1	1	100.00	.02	.01
YATIR FOREST			2		2	100.00	.02	.00
DOM BOYAR CB RS			2		2	100.00	.02	.00
DM CASTEL PETIT			2		2	100.00	.02	.00
LIDIO CRRO AGNS			2		2	100.00	.02	.00
NEMES KADARKA			1	29	-28	-96.55	.01	.25
CH KFRYA BRTCHS			1	16	-15	-93.75	.01	.14
TABOR ADM KF CB			1	12	-11	-91.67	.01	.10

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

ALL STATES-1/1/12 - 09/30/12

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
MIOLO CAB SV RS			1	9	-8	-88.89	.01	.08
MIOLO MERLOT RS			1	8	-7	-87.50	.01	.07
CH KEFRAYA RED			1	4	-3	-75.00	.01	.03
HOPLER ZWEIGELT			1	1		.00	.01	.01
JUBILEO MERITGE			1	1		.00	.01	.01
GESLLMNN ZB BLN			1	1		.00	.01	.01
DRAGON HLW CAB			1	1		.00	.01	.01
CAVE SPG PNT NR			1		1	100.00	.01	.00
EQUIFERA CB FRC			1		1	100.00	.01	.00
NECKNMARKT GELT			1		1	100.00	.01	.00
BARKAN MRL RSRV			1		1	100.00	.01	.00
TELIANI TSINDLI				27	-27	-100.00	.00	.23
AVIA SHIRAZ				18	-18	-100.00	.00	.15
TREE LIFE SM DR				5	-5	-100.00	.00	.04
KATRZYNA HLA MR				5	-5	-100.00	.00	.04
KATRZYNA TWN CB				4	-4	-100.00	.00	.03
JERSLM HL C/M/P				4	-4	-100.00	.00	.03
NOAH GDEON CB S				3	-3	-100.00	.00	.03
PFAFFI LRNT ALT				1	-1	-100.00	.00	.01
JUBILEO ZAP ZIN				1	-1	-100.00	.00	.01
MISSN HLL SVRAH				1	-1	-100.00	.00	.01
CARMEL PET SIRH				1	-1	-100.00	.00	.01
RECANATI CB FRC				1	-1	-100.00	.00	.01
HOPLER NB RES81				1	-1	-100.00	.00	.01
JERSLM HL CB/SZ				1	-1	-100.00	.00	.01
WINEMAKER CB/ML				1	-1	-100.00	.00	.01
TOTAL IMP OTHER RED			11536	11802	-266	-2.25		
IMP OTHER WHT								
PINOT EVL PG HG			7374	4312	3062	71.01	65.66	48.31
AVIA RIESLING			1679	1525	154	10.10	14.95	17.09
BARKAN CHARDNNY			183	223	-40	-17.94	1.63	2.50
DREAMBIRD P GRG			173	188	-15	-7.98	1.54	2.11
HUGL WNE GRN VL			163	106	57	53.77	1.45	1.19
TABOR CHR GALIL			117	111	6	5.41	1.04	1.24
VAMPIRE PNT GRG			111	65	46	70.77	.99	.73
GROONER GRN VLT			97	131	-34	-25.95	.86	1.47
AVIA PNOT GRGIO			92	82	10	12.20	.82	.92
DREAMFISH SV BL			88	49	39	79.59	.78	.55
AVIA CHARDONNAY			66	1057	-991	-93.76	.59	11.84
YARDEN HERMON W			66	51	15	29.41	.59	.57
YARDEN CHARDNAY			51	65	-14	-21.54	.45	.73
KSARA BLNC BLNC			47	47		.00	.42	.53
YARDEN SAUV BLC			45	31	14	45.16	.40	.35
MARTINSHF GN VT			44		44	100.00	.39	.00
GOLAN SION CRK			40	12	28	233.33	.36	.13
GOLAN MUSCAT			39	39		.00	.35	.44
FUCHS GRNR VLTR			38	22	16	72.73	.34	.25
L.A.CETTO CN BL			37		37	100.00	.33	.00
WACHAU FED TRSN			36	48	-12	-25.00	.32	.54
VINDO VNTS ESTV			34	20	14	70.00	.30	.22
PFAFFL G V PEPR			33	64	-31	-48.44	.29	.72
RECANATI CHRDNY			31	28	3	10.71	.28	.31
DRAGON HLW CHR			31	8	23	287.50	.28	.09
VAMPIRE CHARDNY			31	6	25	416.67	.28	.07
RECANATI SV BL			25	48	-23	-47.92	.22	.54
ARBERI KALLMET			25		25	100.00	.22	.00
POMME DE GLACE			21	75	-54	-72.00	.19	.84
BARKAN SAV BLNC			21	16	5	31.25	.19	.18
DM PNNCLE IC AP			20	2	18	900.00	.18	.02
BIOHOF GRN VTLN			19		19	100.00	.17	.00
RECANATI YSMN WH			17	77	-60	-77.92	.15	.86
INNSKLLN VDL IC			17	12	5	41.67	.15	.13
LOIMER LENZ RSL			16	14	2	14.29	.14	.16
GOLAN CHARDONNY			15	37	-22	-59.46	.13	.41
BOUZA CHARDONNY			15	21	-6	-28.57	.13	.24
DRAGON HLW RSLN			15	1	14	1400.00	.13	.01
LETH GRNR VLTN			14	24	-10	-41.67	.12	.27
KSARA CHARDNNAY			14	15	-1	-6.67	.12	.17
TURK GV KREMSER			14		14	100.00	.12	.00
JKSN-TRG PR ICE			13	57	-44	-77.19	.12	.64
BASTNCH MLVASIA			13		13	100.00	.12	.00
ROYAL TKJ FURMN			11	29	-18	-62.07	.10	.32
FRIZ VLTNR KLSK			11	4	7	175.00	.10	.04
BASTNCH RIBOLLA			10		10	100.00	.09	.00
SKELETON GRN VT			10		10	100.00	.09	.00
EQUIFERA VIDAL			10		10	100.00	.09	.00
CAVE SPG SD RSL			9	4	5	125.00	.08	.04
ELLA VALLEY CHR			8	2	6	300.00	.07	.02
MIOLO CHARDONNY			8		8	100.00	.07	.00
ROYL TKJ MAD CV			7		7	100.00	.06	.00
INSKLN VDL PRL			6	6		.00	.05	.07
SOELLNR GRN VLT			5	7	-2	-28.57	.04	.08
WEREWOLF P GRIG			5	6	-1	-16.67	.04	.07
SPP MSR VLT WHT			5	4	1	25.00	.04	.04
INSKLN RIESLING			5	3	2	66.67	.04	.03
KRCHR TKN PN GR			5	1	4	400.00	.04	.01
GOLAN MOSCATO			5		5	100.00	.04	.00
CRML YNG MSCTO			5		5	100.00	.04	.00
GALIL VIOGNIER			5		5	100.00	.04	.00
TELIANI TSOLKRI			4	46	-42	-91.30	.04	.52
DM HTZL DR FRMT			4	14	-10	-71.43	.04	.16

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

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ALL STATES-1/1/12 - 09/30/12

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
GAMLA CHARDONNY			4	9	-5	-55.56	.04	.10
HOPLER RIESLING			4	8	-4	-50.00	.04	.09
YARDEN MUSCAT			4	2	2	100.00	.04	.02
BIOHOF LNG RIED			4		4	100.00	.04	.00
GALIL CHARDONNY			4		4	100.00	.04	.00
M AUREL GRN VLT			4		4	100.00	.04	.00
PFAFFI GV HDVTL			3	11	-8	-72.73	.03	.12
TISHBI EMRD RSL			3	2	1	50.00	.03	.02
BARKAN CHRDRSV			3		3	100.00	.03	.00
GRNR GRU VEE VL			2	10	-8	-80.00	.02	.11
MISSN HL RSL IC			2	2		.00	.02	.02
CSTL BLC D CSTL			2		2	100.00	.02	.00
MO-VELT GRN VLT			2		2	100.00	.02	.00
WIENGR GRNR VLT			1	15	-14	-93.33	.01	.17
NO.99 GRTZ CHRDR			1	14	-13	-92.86	.01	.16
GAMLA SAUV BLNC			1	10	-9	-90.00	.01	.11
MALIVOIRE CHARD			1	5	-4	-80.00	.01	.06
WNGT BRNHD BERG			1	4	-3	-75.00	.01	.04
CH KFRYA DMN BL			1	2	-1	-50.00	.01	.02
PFAFFI GV HNDLS			1	2	-1	-50.00	.01	.02
TISHBI SAUV BLC			1	1		.00	.01	.01
YASMIN WH MEVCH			1	1		.00	.01	.01
EQUIFERA RSLNG			1		1	100.00	.01	.00
SEGAL SR CHRDRNY			1		1	100.00	.01	.00
BINYAMINA CH RS			1		1	100.00	.01	.00
GAMLA GAL RSLNG				2	-2	-100.00	.00	.02
CRML EM RS/CN B				1	-1	-100.00	.00	.01
CANCAO SAUVE WH				1	-1	-100.00	.00	.01
HOPLER GEWURZ				1	-1	-100.00	.00	.01
ROYAL TKJ AT CV				1	-1	-100.00	.00	.01
YARDEN GWRZTMNR				1	-1	-100.00	.00	.01
MALIVOIRE P GRS				1	-1	-100.00	.00	.01
MAGNOTTA RSL IC				1	-1	-100.00	.00	.01
HOPLER EISWEIN				1	-1	-100.00	.00	.01
CLS S THMS GRMT				1	-1	-100.00	.00	.01
MISSN HL RSV IC				1	-1	-100.00	.00	.01
TOTAL IMP OTHER WHT			11231	8925	2306	25.84		
IMP TABLE OTH								
SANT GRIA YAGO			14171	15371	-1200	-7.81	52.68	73.16
SKINNYGIRL SNGR			4930	1307	3623	277.20	18.33	6.22
STRONGBOW CIDER			2468	1647	821	49.85	9.17	7.84
VINE SMTH PEACH			818		818	100.00	3.04	.00
EUROPA CHOC WHP			617		617	100.00	2.29	.00
HOPLER GRNR VLT			416	392	24	6.12	1.55	1.87
LAURENZ&SOPHIE			410	382	28	7.33	1.52	1.82
EUROPA CHOC RSP			364	555	-191	-34.41	1.35	2.64
YLLW TL ROO&MOS			360		360	100.00	1.34	.00
KOOK SOON DANG			292	268	24	8.96	1.09	1.28
STONES GNDR CUR			269	11	258	2345.45	1.00	.05
BROADBNT GR VEL			212	157	55	35.03	.79	.75
LOIMER LOIS GV			164	80	84	105.00	.61	.38
CHUNG HA RICE			154	141	13	9.22	.57	.67
EUROPA CHOC ESP			151	106	45	42.45	.56	.50
BULMR WDPKR CDR			148	190	-42	-22.11	.55	.90
HEURIGER GR VLT			141	131	10	7.63	.52	.62
B GRN VLT GMORK			102	2	100	500.00	.38	.01
MAS LES SRT RST			81		81	100.00	.30	.00
LAURENZ V CHARM			75	42	33	78.57	.28	.20
VINE SMTH PNAPL			69		69	100.00	.26	.00
MACHRNDL GR VLT			67	25	42	168.00	.25	.12
VINE SMTH STWBY			65		65	100.00	.24	.00
CARMEL SACRA GR			48	50	-2	-4.00	.18	.24
VINE SMTH BERRY			47		47	100.00	.17	.00
IVANABSKN MRGRT			44		44	100.00	.16	.00
MASSAYA ROSE			33		33	100.00	.12	.00
AICHENBERG GVN			32		32	100.00	.12	.00
E DONG RICE WNE			18	89	-71	-79.78	.07	.42
CHOCOLATO STRWBR			15		15	100.00	.06	.00
CARMEL WHT ZNFD			14	13	1	7.69	.05	.06
CHOCOLATO			13		13	100.00	.05	.00
FLORIANA GR VEL			12		12	100.00	.04	.00
RECANATI ROSE			10		10	100.00	.04	.00
HEINRCH ZWEIGLT			9	2	7	350.00	.03	.01
HOPLER PNT BL			8	20	-12	-60.00	.03	.10
AVIA ZINFANY			8	4	4	100.00	.03	.02
CHOCOLATO ORNGE			8		8	100.00	.03	.00
SAUSKA ROSE			8		8	100.00	.03	.00
CHOCOLATO PEACH			7		7	100.00	.03	.00
CHOCOLATO RSPBRY			7		7	100.00	.03	.00
D'ARENBERG CMOB			5		5	100.00	.02	.00
NTTNAUS ZWEIGLT			3	2	1	50.00	.01	.01
MT CARMEL MERLT			3		3	100.00	.01	.00
MT CARMEL MSCTO			2	4	-2	-50.00	.01	.02
GLLRD FND MRTTS			2		2	100.00	.01	.00
LAURENZ V FRNDY				9	-9	-100.00	.00	.04
CH KEFRAYA ROSE				4	-4	-100.00	.00	.02
LOIMER ROSE				3	-3	-100.00	.00	.01
PENINSLA RG ICE				2	-2	-100.00	.00	.01
STRADIVARI GRNT				1	-1	-100.00	.00	.00
DOM WACHAU G V				1	-1	-100.00	.00	.00

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ALL STATES-1/1/12 - 09/30/12

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
TOTAL IMP TABLE	OTH		26900	21011	5889	28.03		
FR CHAMPAGNE								
CLCQT YELLW LBL			7671	7341	330	4.50	25.39	25.15
MT CHN IMPERIAL			6307	7320	-1013	-13.84	20.88	25.08
MT CHN NCTR RSE			4890	3644	1246	34.19	16.19	12.48
P HIEDSK BRT NV			1196	881	315	35.75	3.96	3.02
MT CHN NCTR IMP			1171	1383	-212	-15.33	3.88	4.74
TATNGR BR FRNCS			1008	1079	-71	-6.58	3.34	3.70
PERRIER-JT G BR			1005	1045	-40	-3.83	3.33	3.58
MT CHAN DOM PER			939	995	-56	-5.63	3.11	3.41
P HIEDSK X DRY			481	392	89	22.70	1.59	1.34
CLICQUOT BRT RSE			422	523	-101	-19.31	1.40	1.79
DVL-LRY BRUT NV			332	132	200	151.52	1.10	.45
MUMMS CR RGE BR			288	291	-3	-1.03	.95	1.00
MT CHN BR RS NV			277	312	-35	-11.22	.92	1.07
ROEDERER BRUT			268	214	54	25.23	.89	.73
GRUET BR B D NR			265	61	204	334.43	.88	.21
MUMMS CR RGE NV			247	193	54	27.98	.82	.66
MARQUIS L TR BR			245	234	11	4.70	.81	.80
ST HILAIRE BL B			228	181	47	25.97	.75	.62
BOUVET BRUT			191	118	73	61.86	.63	.40
CLCQT PNSRD RSE			180	174	6	3.45	.60	.60
ROEDERER BR PRM			174	199	-25	-12.56	.58	.68
HEIDSK MONOPOLE			146	135	11	8.15	.48	.46
PERR-JT BEL BRT			138	133	5	3.76	.46	.46
C DE FRE BR TRD			130	91	39	42.86	.43	.31
CLICQUOT DEMI SC			107	87	20	22.99	.35	.30
BOUVET ROSE BRT			107	55	52	94.55	.35	.19
C DE FRE BR RSV			104	122	-18	-14.75	.34	.42
ROEDERER CRISTL			87	60	27	45.00	.29	.21
N FEULLT B PRM			82	79	3	3.80	.27	.27
POL ROGR BRT NV			80	67	13	19.40	.26	.23
N FEULLT BRUT			69	34	35	102.94	.23	.12
CLCQT B/CLCQ/UP			60		60	100.00	.20	.00
CLCQT BR VNT RS			58	55	3	5.45	.19	.19
GRUET & FILS BR			57	75	-18	-24.00	.19	.26
DE CHANCENY EXC			55		55	100.00	.18	.00
MT CHN IMP DMND			50		50	100.00	.17	.00
BOLLINGER CUVEE			47	21	26	123.81	.16	.07
CHARLES LFTE BR			44	93	-49	-52.69	.15	.32
PERR-JT BLSN RS			43	16	27	168.75	.14	.05
MT CHN GV ROSE			42	13	29	223.08	.14	.04
C DE FRE J LOUS			41	2	39	1950.00	.14	.01
MT CHN GV BLANC			40	41	-1	-2.44	.13	.14
C HEIDSK BR RSV			37	46	-9	-19.57	.12	.16
CLCQT L GR DAME			31	31		.00	.10	.11
MUMMS			30	84	-54	-64.29	.10	.29
P HIEDSK CV SUB			27	26	1	3.85	.09	.09
N FEULLT B RSE			20	10	10	100.00	.07	.03
TATNGR CUV ROSE			19	4	15	375.00	.06	.01
MT DOM PER 2GLS			19	1	18	1800.00	.06	.00
SIMNNT FBVR CRM			19		19	100.00	.06	.00
LAFFITE ROSE			18	67	-49	-73.13	.06	.23
CLCQT RSE/JACKT			18	41	-23	-56.10	.06	.14
ARMAND D BRIGNC			18		18	100.00	.06	.00
CLCQT BR/SHP BG			17		17	100.00	.06	.00
PRR-JT GB ORGMI			16	6	10	166.67	.05	.02
DELAMOTTE BRUT			16	5	11	220.00	.05	.02
GOSSET BRT EXCL			15	21	-6	-28.57	.05	.07
CLCQT YLLW/JCKT			14	82	-68	-82.93	.05	.28
ROEDERER BRT RS			14	44	-30	-68.18	.05	.15
THIERRY TRLT GR			14		14	100.00	.05	.00
PERR-JT BEL/GLS			13	12	1	8.33	.04	.04
DVL-LRY RSE SGN			13	3	10	333.33	.04	.01
BILLECRT BR RSE			13		13	100.00	.04	.00
MUMMS CR/2 FLTS			12	42	-30	-71.43	.04	.14
PERR-JT GB/GLSS			12	16	-4	-25.00	.04	.05
KRUG GRANDE CUV			12	4	8	200.00	.04	.01
THIERRY TRLT BR			12		12	100.00	.04	.00
POMMERY POP RSE			11	16	-5	-31.25	.04	.05
L PERRIER RS BR			11	11		.00	.04	.04
PERR-JT G BR NV			11	6	5	83.33	.04	.02
DVL-LRY PARIS06			11		11	100.00	.04	.00
D PER/LUMNS LBL			11		11	100.00	.04	.00
HEIDSK MNP DEMI			11		11	100.00	.04	.00
N FLLT B RS 1/4			11		11	100.00	.04	.00
P HIEDSICK ROSE			10	20	-10	-50.00	.03	.07
LOUIS D SACY BR			10		10	100.00	.03	.00
GOSSET G RSE BR			9	5	4	80.00	.03	.02
MT CHN D PER RS			9	4	5	125.00	.03	.01
MT CHN GV 2002			9	1	8	800.00	.03	.00
DUMANGN&FILS 17			9		9	100.00	.03	.00
CLICQUOT VNT 02			8	18	-10	-55.56	.03	.06
DVL-LRY PARIS			8	13	-5	-38.46	.03	.04
KRUG G CV WD BX			8	12	-4	-33.33	.03	.04
MT CHN IMP ICE			8	10	-2	-20.00	.03	.03
RUINART ROSE			8	8		.00	.03	.03
TATNGR NOCTURNE			8	2	6	300.00	.03	.01
PERRIER BRUT LP			8	2	6	300.00	.03	.01
CLCQT BR/FRIDGE			8		8	100.00	.03	.00
L DAUPHIN			7	13	-6	-46.15	.02	.04
RUINART BL D BL			7	5	2	40.00	.02	.02

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
MT CHN BR IM NV			7	3	4	133.33	.02	.01
DUMANGN&FILS GR			7		7	100.00	.02	.00
J LASLE 1ER CR			6	3	3	100.00	.02	.01
CLCQT LG DM/BOX			6		6	100.00	.02	.00
CHAMPGN LALLIER			5	11	-6	-54.55	.02	.04
HENRY VRNY BRUT			5	11	-6	-54.55	.02	.04
POL ROGR BR RSE			5	7	-2	-28.57	.02	.02
P HIEDSK BRUT V			5	6	-1	-16.67	.02	.02
POMMERY BRT RSE			5	4	1	25.00	.02	.01
LOUISE D'ES BRT			5		5	100.00	.02	.00
PRR-JT BL BR GF			5		5	100.00	.02	.00
R DUMONT ROSE			5		5	100.00	.02	.00
CHARLES D MQ BR			5		5	100.00	.02	.00
POMMERY BRT RYL			4	14	-10	-71.43	.01	.05
DEMSLE RSE BRT			4	10	-6	-60.00	.01	.03
LOUISE D'ES B R			4		4	100.00	.01	.00
MICHEL PN MEUNR			4		4	100.00	.01	.00
PASCAL DOQT BDB			4		4	100.00	.01	.00
POMMERY POP			3	4	-1	-25.00	.01	.01
TATNGR CMT BLNC			3	2	1	50.00	.01	.01
CHAMPGN LAL RSE			3		1	200.00	.01	.00
PERRIER BRT VNT			3		2	200.00	.01	.00
DELAMOTTE ROSE			3		2	200.00	.01	.00
L PERRIER ROSE			3		3	100.00	.01	.00
POL ROGR WINSTN			3		3	100.00	.01	.00
MARIE WEISS BRT			2	13	-11	-84.62	.01	.04
GOSSET GRND RSV			2	10	-8	-80.00	.01	.03
DVL-LRY BL CHR			2	10	-8	-80.00	.01	.03
BOLLNGR ROSE BR			2	4	-2	-50.00	.01	.01
N FEULT BL BL			2	4	-2	-50.00	.01	.01
POL ROGER BRT V			2		-1	-33.33	.01	.01
D PER 99 W/2FLT			2	3	-1	-33.33	.01	.01
DRPPIER BR NATR			2		2	100.00	.01	.00
CLCQT GR DM RSE			2		2	100.00	.01	.00
KRUG VINTAGE			2		2	100.00	.01	.00
N FEULT BR 1/4			2		2	100.00	.01	.00
BEAU JOIE			2		2	100.00	.01	.00
D PER/SHIELD BX			2		2	100.00	.01	.00
GOSSET BL DU BL			2		2	100.00	.01	.00
DRPPR GR SND RS			2		2	100.00	.01	.00
PAILLRD PRMR CV			2		2	100.00	.01	.00
D PR RSE/LUM LB			2		2	100.00	.01	.00
CLCQT RSE/BR BG			2		2	100.00	.01	.00
J LASALLE BR RS			2		2	100.00	.01	.00
PRR-JT FL ROSE			2		2	100.00	.01	.00
BILLECART BRUT			2		2	100.00	.01	.00
GRND LAURNT BRT			1	12	-11	-91.67	.00	.04
MT CHN RS/GRFTI			1	8	-7	-87.50	.00	.03
DEUTZ BRUT CLSC			1	5	-4	-80.00	.00	.02
D PER RS/PUR BX			1	2	-1	-50.00	.00	.01
ROEDERER CRS RS			1	2	-1	-50.00	.00	.01
KRUG ROSE/GF BX			1			.00	.00	.00
SALON BRUT BLNC			1			.00	.00	.00
HEIDSK MNP DMNT			1			.00	.00	.00
LAFITTE BRUT			1			.00	.00	.00
N FLTT B CV SPC			1			.00	.00	.00
PRR-JT BEL ROSE			1	1		.00	.00	.00
PRR-JT BL RS BX			1		1	100.00	.00	.00
PALMES D'OR RSE			1		1	100.00	.00	.00
TATNGR BR MLSME			1		1	100.00	.00	.00
CLCQT RSE/SH BG			1		1	100.00	.00	.00
DOM RUINART BDB			1		1	100.00	.00	.00
DOSNON&LEPAGE			1		1	100.00	.00	.00
DRPPIER RS DMSL			1		1	100.00	.00	.00
MUMM BRUT ROSE			1		1	100.00	.00	.00
KRUG BRUT VN 98			1		1	100.00	.00	.00
PERR-JT BLSN BR			1		1	100.00	.00	.00
DE CHANCENY BRT				212	-212	-100.00	.00	.73
MT CHN IMP GLDN				47	-47	-100.00	.00	.16
D PER ANDY WRHL				29	-29	-100.00	.00	.10
MT CHN GVO3/GFT				21	-21	-100.00	.00	.07
MT CHN IMP/ISOS				19	-19	-100.00	.00	.07
MT CHN GV RS GF				17	-17	-100.00	.00	.06
D PER WRHL MTL				11	-11	-100.00	.00	.04
KIRKLD S BR RS				10	-10	-100.00	.00	.03
MUMMS DE CRAMNT				8	-8	-100.00	.00	.03
POMMRY MAXI POP				7	-7	-100.00	.00	.02
DVL-LRY CV 2000				6	-6	-100.00	.00	.02
D PER O2/WHL BX				5	-5	-100.00	.00	.02
CLCQT VN RSE O2				5	-5	-100.00	.00	.02
MT CHN IM/CHLR				4	-4	-100.00	.00	.01
CLCQT VINT RES				3	-3	-100.00	.00	.01
CLCQT GD PUCCI				3	-3	-100.00	.00	.01
DVL-LRY CV FMME				3	-3	-100.00	.00	.01
PHLPPNAT BR RSE				3	-3	-100.00	.00	.01
MT CHN RSE/CHLR				3	-3	-100.00	.00	.01
HENRIOT BR SVRN				3	-3	-100.00	.00	.01
DVL-LRY LD ROSE				2	-2	-100.00	.00	.01
D PER OO/TRN BX				2	-2	-100.00	.00	.01
PETER PAUL LALL				2	-2	-100.00	.00	.01
CHAPUT				2	-2	-100.00	.00	.01
CLIQOT ROSE TM				2	-2	-100.00	.00	.01
TATNGR CMT ROSE				2	-2	-100.00	.00	.01

NABCA CASE SALES ANALYSIS

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
GRANDIN BRUT					1	-1	-100.00	.00
DELAMOTTE BL BL					1	-1	-100.00	.00
CLCQT RSE/IC BG					1	-1	-100.00	.00
DVL-LRY VNTG 96					1	-1	-100.00	.00
GUY CHLMGN BDB					1	-1	-100.00	.00
DOM BMRD CRM BR					1	-1	-100.00	.00
BOLLINGER BRUT					1	-1	-100.00	.00
LECLERE BRIANT					1	-1	-100.00	.00
CHARBAUT BRUT					1	-1	-100.00	.00
MT CHN BR RS VV					1	-1	-100.00	.00
RODERER CRT BLC					1	-1	-100.00	.00
D PER OEN/95 2B					1	-1	-100.00	.00
MT CHN BR IM VN					1	-1	-100.00	.00
PHLPNNT BRT RYL					1	-1	-100.00	.00
TATNGR PRELUDE					1	-1	-100.00	.00
TOTAL FR CHAMPAGNE			30207	29190	1017	3.48		
FR SPKLNK OTH								
ST HILAIRE SPKL			1143	1288	-145	-11.26	21.80	44.17
TOAD HLW RISQUE			701	300	401	133.67	13.37	10.29
C GREFFE BR RSE			377		377	100.00	7.19	.00
C GREFFE BRUT			366		366	100.00	6.98	.00
FRERES BDB BRUT			327		327	100.00	6.24	.00
TROCADERO BRUT			299	241	58	24.07	5.70	8.26
FRERES ROSE BRT			284		284	100.00	5.42	.00
MARQUIS LT ROSE			264	37	227	613.51	5.04	1.27
SMNNT FB CR RSE			137	88	49	55.68	2.61	3.02
PECHE IMPERIALE			103	12	91	758.33	1.96	.41
DANIEL PRDC BDB			88	27	61	225.93	1.68	.93
C FERRE BR CV JL			82	147	-65	-44.22	1.56	5.04
SIMNNT FBVR CRM			79	39	40	102.56	1.51	1.34
VARICHON BL BL			76	50	26	52.00	1.45	1.71
OPERA BL DE BL			71	57	14	24.56	1.35	1.95
CH MONCONTR T T			53		53	100.00	1.01	.00
WILLM ALSACE BR			41		41	100.00	.78	.00
CHMPALOU VV BRT			40		40	100.00	.76	.00
BRUT D'ARGENT			39	81	-42	-51.85	.74	2.78
ALBRECHT BR RSE			39	20	19	95.00	.74	.69
MONTMARTRE BRUT			39		39	100.00	.74	.00
MONMSSU VOVRAY			37		37	100.00	.71	.00
TRADER JOE'S BB			37		37	100.00	.71	.00
KIRKLAND SIG BR			30	30		.00	.57	1.03
QUINZE ARPENTS			29		29	100.00	.55	.00
ALBRECHT BRUT			26	15	11	73.33	.50	.51
MONTMTRR BR RSE			26		26	100.00	.50	.00
JULES BERTIER			24		24	100.00	.46	.00
VERNAY BLC D BL			22		22	100.00	.42	.00
CH MONCONTR BRT			21		21	100.00	.40	.00
VEUVE VNY BR RS			21		21	100.00	.40	.00
ALBRECHT BL BL			21		21	100.00	.40	.00
ST MEYLAND BRUT			18	22	-4	-18.18	.34	.75
CHEVALR D FRNCE			16		16	100.00	.31	.00
P LOUIS BL D BL			15		15	100.00	.29	.00
AMOUR PRS PEACH			15		15	100.00	.29	.00
A DELORME BR RS			15		15	100.00	.29	.00
L PERDRIER ROSE			14		14	100.00	.27	.00
JE T'AIME BR RS			14		14	100.00	.27	.00
C FERRE MUSCAT			13		13	100.00	.25	.00
BCHT CRMNT BRUT			12	3	9	300.00	.23	.10
L PERDRIER EXCL			12		12	100.00	.23	.00
WILLIAM BL D BL			12		12	100.00	.23	.00
BCHT CRMNT ROSE			11	2	9	450.00	.21	.07
P SPR CRMNT RSE			10	19	-9	-47.37	.19	.65
BLLY LAPIER RES			10	15	-5	-33.33	.19	.51
CHAMPALOU BRUT			10	4	6	150.00	.19	.14
RENE MURE CRMNT			8		8	100.00	.15	.00
BLLY LAPIER CHD			7	10	-3	-30.00	.15	.34
ST MEYLND B RSE			7	4	3	75.00	.13	.14
BLSN BGN BR RES			7		7	100.00	.13	.00
SMNNT FB CR BRT			7		7	100.00	.13	.00
FRNCOS MNTND BL			6	22	-16	-72.73	.11	.75
L BOUILLT D'LVR			6	18	-12	-66.67	.11	.62
PNT EVL BRT RSE			6	10	-4	-40.00	.11	.34
CHEVALR RSE BRT			6		6	100.00	.11	.00
LEON PALAIS BDB			6		6	100.00	.11	.00
L BOUILLT ROSE			5	5		.00	.10	.17
BLSN BGN BR RSE			5		5	100.00	.10	.00
A DELORME CH RS			5		5	100.00	.10	.00
POL ROGR BR CHR			4	3	1	33.33	.08	.10
BLSN BGN BLC NR			4		4	100.00	.08	.00
CUPCAKE BR P NR			3	18	-15	-83.33	.06	.62
L GRNLE CORAIL			3	4	-1	-25.00	.06	.14
L BOUILLT GR BR			2	3	-1	-33.33	.04	.10
MRQS DE PERLADE			2	1	1	100.00	.04	.03
BLLY LAPIER PNR			1	6	-5	-83.33	.02	.21
CHOLLT BL D BLC			1	3	-2	-66.67	.02	.10
BLLY LAPIER RSE			1	3	-2	-66.67	.02	.10
P SPRR CRMNT BR			1		1	100.00	.02	.00
DE CHNCNY BR RS				285	-285	-100.00	.00	9.77
ST GERMAIN BRUT				14	-14	-100.00	.00	.48
MERIEAU BULLES				5	-5	-100.00	.00	.17
ST HILAIRE X DR				2	-2	-100.00	.00	.07

NABCA CASE SALES ANALYSIS

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE			
			This Year	Last Year			This Year	Last Year		
SMNNT FB CRM PN P RGR W CHRCHLL BLANC FSSY BRUT					1 1 1	-1 -100.00 -100.00 -100.00	.00 .00 .00	.03 .03 .03		
TOTAL FR SPKLNNG OTH			5242	2916	2326	79.77				
GRM SPARKLING SOHNE BL BT RSL HENKELL TROCKEN SCHLS BBRH SEKT					6 192 43	1.74 -4.00 -83.40	56.61 30.97 6.94	41.52 24.07 31.17		
PETER BRUM GOLD HENKELL BL D BL KUPFERBERG GOLD					2 9 1	9.09 125.00 .00	3.87 1.45 .16	2.65 .48 .12		
TOTAL GRM SPARKLING			620	831	-211	-25.39				
ITL SPARKLING M RSSI ASTI SPM VERDI SPUMANTE VERDI RSPBY SPM					26907 8240 7362	28332 -281 255	-1425 -3.30 3.59	24.81 7.60 6.79	30.96 9.31 7.77	
CAVIT LNTA PRSC ELMO PIO PK MSC LA MARCA PRSCCO PIO ASTI SPWTE CUPCAKE PROSCCO					5578 5200 5034 4595 2973	6403 5200 2803 5107 737	-825 100.00 2231 -512 2236	-12.88 4.80 4.64 4.24 2.74	7.00 .00 3.06 5.58 .81	
MIONTTO PRSC BR M RSSI ROSE RUFFINO PROSCCO MIONETTO PRSCCO MASCHIO PRS BRT					2632 2357 2268 2200 1706	2376 2476 286 2432 1359	256 -119 1982 -232 347	10.77 -4.81 693.01 -9.54 25.53	2.43 2.17 2.09 2.03 1.57	2.60 2.71 .31 2.66 1.48
R RGL BRCHTO AQ ZEFIRO PROSECCO LIBRETTO PRSECO PICCLO TS MSC R MOLETTI PROSCCO					1701 1666 1600 1347 1192	1719 1666 1600 127 1509	-18 100.00 100.00 960.63 -317	-1.05 1.57 1.48 1.24 1.10	1.88 .00 .00 .14 1.65	
M RSSI PRSC FRZ ZARDTTO PRIVATE PROSECCO CNG BR MIRABLLLO PG RSE BOSCO D CM PRSC					1078 1039 1008 983 981	1101 476 765 983 981	-23 563 243 983 100.00	-2.09 118.28 31.76 100.00 100.00	.99 .96 .93 .91 .90	1.20 .52 .84 .00 .00
VAL DCA BL PRSC NANDO FRAGOLINO VOGA PN GRIGIO ZARDTTO PROSECO ZONIN PRSCCO SP					931 849 802 686 680	1087 1111 981 612 474	-156 -262 -179 74 206	-14.35 -23.58 -18.25 12.09 43.46	.86 .78 .74 .63 .63	1.19 1.21 1.07 .67 .52
STA MGHTA PRSCO LE VIGNE AL PRS VLLA SNDI CLAXA ALASIA BRACHTTO ADAMI BRT PRSCO					658 588 530 528 526	417 588 694 561 467	241 588 -164 -33 59	57.79 100.00 -23.63 -5.88 12.63	.61 .54 .49 .49 .49	.46 .00 .76 .61 .51
MIONTTO MSCT DL RIONDO PNK PRSC CANDONI PROSCCO MIONTTO IL PRSC NANDO ASTI SPUM					496 466 457 449 423	479 702 505 132 428	17 -236 -48 317 -5	3.55 -33.62 -9.50 240.15 -1.17	.46 .43 .42 .41 .39	.52 .77 .55 .14 .47
LUNAE MOS STRAW CINZANO ASTI SP M RSSI ASTI 4PK M RSSI PRSC 4PK ROCCA D SANNITI					389 388 377 368 367	389 527 374 396 299	389 -139 3 -28 68	100.00 -26.38 .80 -7.07 22.74	.36 .36 .35 .34 .34	.00 .58 .41 .43 .33
VLA JLND MS RSE BEAUTFLL SANGRA TINTERO MOS SOR VLA JOLANDA PRO STELLINA DN PRO					337 268 262 257 245	93 181 300 333 8	244 87 -38 -76 237	262.37 48.07 -12.67 -22.82 2962.50	.31 .25 .24 .24 .23	.10 .20 .33 .36 .01
BEAUTFLL FRGOLA BALDUCCI'S PRSC VERDI SPRKT PCH CANELLA PROSCCO CAPOSALDO PRSCO					244 233 221 201 192	136 245 157 217 223	108 -12 64 -16 -31	79.41 -4.90 40.76 -7.37 -13.90	.22 .21 .20 .19 .18	.15 .27 .17 .24 .24
BISOL PROSECCO SECCO BUBBLES CAVIT LNTA ROSE SEVEN DGHTR MOS NINO FRNCO PRSC					189 180 173 170 161	161 98 8 8 176	28 82 173 162 -15	17.39 83.67 100.00 2025.00 -8.52	.17 .17 .16 .15 .15	.18 .11 .00 .01 .19
TOSTI ASTI SPUM MIONTTO IL MSCT POZZI MOSCATO 90+CLR LT 50 BATASIOLO MC AS					150 142 142 140 139	119 257 142 140 138	31 -115 142 140 1	26.05 -44.75 100.00 100.00 .72	.14 .13 .13 .13 .13	.13 .28 .00 .00 .15
BARTNRA MOS RSE CINZANO PROSCCO MIONTTO XD PRSC BELLINI CANELLA SANTERO MSC RSE					135 128 124 114 112	135 158 99 113 70	135 -30 25 1 42	100.00 -18.99 25.25 .88 60.00	.12 .12 .11 .11 .10	.00 .17 .11 .12 .08
RIONDO PROSECCO VLA JLND MOSCTO ENRICO PRO BRUT ZARDTTO BRT RSE ZONIN PRSCCO OL					110 109 102 99 98	33 11 193 87 68	77 98 -91 99 11	233.33 890.91 -47.15 100.00 12.64	.10 .10 .09 .09 .09	.04 .01 .21 .00 .10
VLA SND PRC BRT CAPOSALDO MSCTO CANTINA SBR GLN					95 93 91	117 68 68	-22 25 91	-18.80 36.76 100.00	.09 .09 .08	.13 .07 .00

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
PRIMATERRA PRSC			88	57	31	54.39	.08	.06
BISOL JEIO PRSC			82	75	7	9.33	.08	.08
ZANTTI PRSC RCA			82	29	53	182.76	.08	.03
MIONTTO IL SPRZ			82		82	100.00	.08	.00
ANTON CERES PRO			75	136	-61	-44.85	.07	.15
MONDORO ASTI SP			74	85	-11	-12.94	.07	.09
MNTLLANA EX BRT			70		70	100.00	.06	.00
MEZZ ROTARI ART			66	77	-11	-14.29	.06	.08
SOLLETICO PROSC			62		62	100.00	.06	.00
GIANI DG MOSCTO			60		60	100.00	.06	.00
VALDO PROSECCO			59	3	56	1866.67	.05	.00
VLA JLNDA SUMMR			59		59	100.00	.05	.00
SWEET BTCH MS/R			59		59	100.00	.05	.00
MARTELLOZZO PRO			50		50	100.00	.05	.00
MIONTTO DRG PRS			49	152	-103	-67.76	.05	.17
SERAFNE DRY PRC			48	25	23	92.00	.04	.03
CRPNE MLVLT PRC			47	58	-11	-18.97	.04	.06
ZONIN PRSC BLCK			46	35	11	31.43	.04	.04
MIMOSA			45	260	-215	-82.69	.04	.28
ROTARI TAL ROSE			43	30	13	43.33	.04	.03
DE STEFANI PRSC			43	12	31	258.33	.04	.01
TOSTI MSCT RSTO			42		42	100.00	.04	.00
ASTORIA LG MSCT			42		42	100.00	.04	.00
STELLA MOSCATO			41		41	100.00	.04	.00
LAMBRTI PRC XDR			38	32	6	18.75	.04	.03
F SAN FLGHN SPU			38		38	100.00	.04	.00
SECCO ROSE BUBL			34	19	15	78.95	.03	.02
CAMRON HUGH 228			34		34	100.00	.03	.00
ROTARI TAL RSAV			30	21	9	42.86	.03	.02
LORDN GSPRN PRS			30		30	100.00	.03	.00
MIONTTO XD SRGO			29	23	6	26.09	.03	.03
BLNDA PRSC BRT			28	41	-13	-31.71	.03	.04
TIAMO PROSECCO			27	27		.00	.02	.03
BELSTAR PROSECO			27	17	10	58.82	.02	.02
ZONIN PRSC BRUT			25	15	10	66.67	.02	.02
AVISSI PROSECCO			25		25	100.00	.02	.00
GIONELLI PRSCCO			25		25	100.00	.02	.00
C D MDCI LMBRSC			24	48	-24	-50.00	.02	.05
PRLGE PRSC MRTA			24	8	16	200.00	.02	.01
FLOR PROSECCO			24		24	100.00	.02	.00
CUVEE AURORA RS			23	5	18	360.00	.02	.01
ZARDETTO ZETA			22	49	-27	-55.10	.02	.05
ENRICO CV ROSE			22	10	12	120.00	.02	.01
MACARON PRSECCO			22		22	100.00	.02	.00
BOITGA PTLO MOS			20	55	-35	-63.64	.02	.06
CASALNOVA PRSCO			20	13	7	53.85	.02	.01
FIZZ 56 SPUMNTE			20		20	100.00	.02	.00
ASTORIA PRSSCO			17		17	100.00	.02	.00
BANERO PROSECCO			16		16	100.00	.01	.00
ANTICA CNT CECI			15	39	-24	-61.54	.01	.04
ORIGIN PRO BRUT			15	31	-16	-51.61	.01	.03
BERA MSCTO ASTI			15	10	5	50.00	.01	.01
FERRARI BRUT			13	37	-24	-64.86	.01	.04
LAMBERTI ROSE			13	33	-20	-60.61	.01	.04
BERTI PRSC CNGL			13	11	2	18.18	.01	.01
VERDI G APL AST			12	356	-344	-96.63	.01	.39
ROTARI TLTO BRT			12	30	-18	-60.00	.01	.03
VOVETI PROSECCO			12		12	100.00	.01	.00
BERETTA PROSECO			12		12	100.00	.01	.00
IL COLLE PRSCCO			11	9	2	22.22	.01	.01
FNTFRDA MOS AST			11		11	100.00	.01	.00
D'AQUINO ASTI			11		11	100.00	.01	.00
ZONIN BACCOROSA			10	20	-10	-50.00	.01	.02
PREMIO MZNI MSC			10		10	100.00	.01	.00
OH ROME MSC RSE			9	3	6	200.00	.01	.00
ZONIN PRSCCO NL			9		9	100.00	.01	.00
V CERRINA ASTI			8		8	100.00	.01	.00
VLA JLND PRSC G			7	14	-7	-50.00	.01	.02
TIAMO PRSC XTRA			7	3	4	133.33	.01	.00
MIONNETTO IL RSE			7		7	100.00	.01	.00
LUNA LNA CH/GRG			6	1562	-1556	-99.62	.01	1.71
LE COLTURE PRO			6	27	-21	-77.78	.01	.03
BARTENURA AS SP			6	7	-1	-14.29	.01	.01
CNTRTO MLSMT BR			6		6	100.00	.01	.00
CINZANO BRCHTTO			5	13	-8	-61.54	.00	.01
SALVTORE PRSCCO			5		5	100.00	.00	.00
FANTNL PRSC SPM			4	4		.00	.00	.00
ASTORIA LG SWT			4	2	2	100.00	.00	.00
ANGELINI PROSCO			4		4	100.00	.00	.00
BERA ASTI SPMT			4		4	100.00	.00	.00
M RSSI ASTI/RSE			3	29	-26	-89.66	.00	.03
ASTORIA 9.5			3	4	-1	-25.00	.00	.00
VLLA RSA MOS AS			3	1	2	200.00	.00	.00
LA JARA PR XDRY			3		3	100.00	.00	.00
PETALO DL AMORE			3		3	100.00	.00	.00
CHARMNG LF PRSC			2	8	-6	-75.00	.00	.01
MONTENISA BRUT			2	7	-5	-71.43	.00	.01
CA BNCA BRB AST			2	6	-4	-66.67	.00	.01
RASHI ASTI SPUM			2	6	-4	-66.67	.00	.01
VALLEBELBO ASTI			2	1	1	100.00	.00	.00
CA BIANCA BRCHT			2		2	100.00	.00	.00
CON CASTALDI BR			2		2	100.00	.00	.00
CADORO MOSCATO			1	32	-31	-96.88	.00	.03

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

ALL STATES-1/1/12 - 09/30/12

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
FANTINEL PN RSE			1	13	-12	-92.31	.00	.01
ANNA SPNTO PRSC			1	11	-10	-90.91	.00	.01
BORGO ASTI SPUM			1	3	-2	-66.67	.00	.00
ROTARI DEMI-SEC			1	2	-1	-50.00	.00	.00
GANCIA SPUMANTE			1	1		.00	.00	.00
ANERI PROSECCO			1	1		.00	.00	.00
MONTASOLO PRSCO			1		1	100.00	.00	.00
ADAMI PRSCO GBL			1		1	100.00	.00	.00
SPATOLA ASTI SP			1		1	100.00	.00	.00
LUCCIO PROSECCO			1		1	100.00	.00	.00
MONTENISA B RSE			1		1	100.00	.00	.00
BIVIO PROSECCO			1		1	100.00	.00	.00
MONTENISA SATEN			1		1	100.00	.00	.00
BERTANI REC VLP			1		1	100.00	.00	.00
M RSI/MIX 3PCK				26	-26	-100.00	.00	.03
CA FURLAN PRSCO				18	-18	-100.00	.00	.02
IL FGGTO FRZZNT				14	-14	-100.00	.00	.02
ABBZIA MLV SPMT				5	-5	-100.00	.00	.01
HI! PROSECCO				4	-4	-100.00	.00	.00
ORIGIN P G BRUT				3	-3	-100.00	.00	.00
IL POGGIO VIGNT				3	-3	-100.00	.00	.00
FRATELLI PRSCCO				2	-2	-100.00	.00	.00
SANTINI ASTI SP				2	-2	-100.00	.00	.00
MIONTTO PRC VAL				1	-1	-100.00	.00	.00
365 PROSECCO				1	-1	-100.00	.00	.00
SERGIO SPU ROSE				1	-1	-100.00	.00	.00
UMBRTO MSCT AST				1	-1	-100.00	.00	.00
R RGL DOLCTO AQ				1	-1	-100.00	.00	.00
FRESCOBALDI				1	-1	-100.00	.00	.00
TOTAL ITL SPARKLING			108445	91517	16928	18.50		
SPANISH SPKLN								
FREXNT CR NG BR			10498	10145	353	3.48	36.04	36.74
JS CRSTLNO BRUT			4055	3711	344	9.27	13.92	13.44
FRX CRDN NG X D			3698	3078	620	20.14	12.69	11.15
FRX CRT NVD BRT			1897	1544	353	22.86	6.51	5.59
SGURA VDS BR RS			1693	1409	284	20.16	5.81	5.10
FRX CR NG MTHDE			1221	1239	-18	-1.45	4.19	4.49
FREIXENET TGIF			580	371	209	56.33	1.99	1.34
OPERA PRM P MOS			494	529	-35	-6.62	1.70	1.92
FRX CRDN ROSADO			416	441	-25	-5.67	1.43	1.60
SGURA VDS RS HR			407	358	49	13.69	1.40	1.30
MONTSRRA CVA BR			372	375	-3	-.80	1.28	1.36
MUSCANTI BRUT			309	70	239	341.43	1.06	.25
POEMA CAVA BRUT			293	143	150	104.90	1.01	.52
SEGURA ARIA BRT			275	278	-3	-1.08	.94	1.01
FREIXNT SMI SEC			242	234	8	3.42	.83	.85
1+1=3 BRUT CAVA			202	158	44	27.85	.69	.57
CASTELLER CV BR			188	66	122	184.85	.65	.24
KILA CAVA BRUT			187		187	100.00	.64	.00
JS CRSTLNO ROSE			172	240	-68	-28.33	.59	.87
SEGURA ARIA X D			171	221	-50	-22.62	.59	.80
MARQUS D GELIDA			171	119	52	43.70	.59	.43
FREIXNT SPUMNTE			154	186	-32	-17.20	.53	.67
CODORNIU CVA BR			133	166	-33	-19.88	.46	.60
FREIXNT SMI DRY			114	119	-5	-4.20	.39	.43
SEGURA BRT ROSE			92	123	-31	-25.20	.32	.45
JS CRSTLNO NAT			91		91	100.00	.31	.00
ANNA D CODORNIU			75	37	38	102.70	.26	.13
OPERA PRIMA MOS			67	126	-59	-46.83	.23	.46
SEGURA PN NR BR			62	53	9	16.98	.21	.19
CNDE SBRTS BRUT			58	80	-22	-27.50	.20	.29
CDRNU PN NR BRT			56	64	-8	-12.50	.19	.23
FREXNT BR BL BL			54	197	-143	-72.59	.19	.71
JS CRSTLNO XTRA			54	121	-67	-55.37	.19	.44
FRXNT CR ROSADO			46	93	-47	-50.54	.16	.34
CAVA MSTNGT RSE			44		44	100.00	.15	.00
DM EHRHRT CRMNT			42	504	-462	-91.67	.14	1.83
JUVE CMP BR CNT			39	53	-14	-26.42	.13	.19
MONTE VCR CV BR			35	37	-2	-5.41	.12	.13
CAMPO VJ GC RES			34	21	13	61.90	.12	.08
ALBERO ORG WHT			29		29	100.00	.10	.00
CAVA MSTNGT BRT			27	34	-7	-20.59	.09	.12
JUVS CMP FAM BR			27	19	8	42.11	.09	.07
NAVERAN CAVA			26	4	22	550.00	.09	.01
FRX BRUT NATURE			26		26	100.00	.09	.00
SARDA CAVA BRUT			25	30	-5	-16.67	.09	.11
FLARE MOSCATEL			21		21	100.00	.07	.00
PARXET CV 21 BR			18	38	-20	-52.63	.06	.14
ALBET NOYA BRUT			16	4	12	300.00	.05	.01
MAS MACIA ROSAT			15	9	6	66.67	.05	.03
AVINYO CV BR RS			13		13	100.00	.04	.00
AVINYO CVA BRUT			12	14	-2	-14.29	.04	.05
GRMNA CVE PENDS			12	3	9	300.00	.04	.01
VEGA BARCELONA			10	9	1	11.11	.03	.03
CODORNIU BRUT			9	2	7	350.00	.03	.01
POEMA CAVA X DR			8	32	-24	-75.00	.03	.12
CAMPOS ESTRELLA			8		8	100.00	.03	.00
MONT-MARCL PNDS			7	3	4	133.33	.02	.01
MAS FI CAVA BRT			6		6	100.00	.02	.00
SUMARCCA BRT RS			4	9	-5	-55.56	.01	.03
ANNA CODRN B RS			4	2	2	100.00	.01	.01

NABCA CASE SALES ANALYSIS

BY CLASS, TYPE, BRAND

(CASE SALES, THIS YEAR, ARE SHOWN IN DESCENDING SEQUENCE WITHIN CLASS)

ALL STATES-1/1/12 - 09/30/12

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CLASS & TYPE BRAND	AGE / PROOF	RETAIL PRICE 750ml	CASE SALES		CASES + or -	% OF + or -	% OF TYPE	
			This Year	Last Year			This Year	Last Year
CAVAS HL CVA BR			3	92	-89	-96.74	.01	.33
ROGER GOULRT BR			3	5	-2	-40.00	.01	.02
GOULART CVA SEC			3	2	1	50.00	.01	.01
GRMNA IMP CV GR			3	1	2	200.00	.01	.00
GRMNA LUSTRS GR			2		2	100.00	.01	.00
JUVS CMPS BR RS			1	3	-2	-66.67	.00	.01
MONT-MRCL RESRV			1	1		.00	.00	.00
POEMA CAVA ROSE			1	1		.00	.00	.00
BABOT CAVA BRUT			1		1	100.00	.00	.00
CDRNU RVNTOS RS				549	-549	-100.00	.00	1.99
ROGER GLRT B RS				11	-11	-100.00	.00	.00
PAUL CHEN CAVA				10	-10	-100.00	.00	.04
FAM OLIVDA BRUT				8	-8	-100.00	.00	.03
CDRNU CV RVNTOS				3	-3	-100.00	.00	.01
NAVARAN DAMA				2	-2	-100.00	.00	.01
CVDES VGA BRCLN				1	-1	-100.00	.00	.00
TOTAL SPANISH	SPKLN		29132	27610	1522	5.51		
IM SPKLN OTH								
YELLOW TAIL			1978	1941	37	1.91	35.54	22.66
YELLOW TAIL RSE			1184	995	189	18.99	21.27	11.62
PINK			621	522	99	18.97	11.16	6.09
BFT BLY AUS MOS			435	988	-553	-55.97	7.82	11.54
TRAPICHE BRUT			170	158	12	7.59	3.05	1.84
ORL JACB MSC RS			158		158	100.00	2.84	.00
GEKKEIKN ZIPANG			147	134	13	9.70	2.64	1.56
ORL JACB CHR/PN			140	133	7	5.26	2.52	1.55
EMERI PINK MSCT			124	2568	-2444	-95.17	2.23	29.98
VIDA ORG SPK CH			90		90	100.00	1.62	.00
ALMA NEG RS/MBC			43	26	17	65.38	.77	.30
ZIBIBBO PNK MSC			41		41	100.00	.74	.00
ZIBIBBO MOSCATO			32	55	-23	-41.82	.57	.64
PARINGA SPK SHZ			30	30		.00	.54	.35
DYNASTY BL D BL			26	26		.00	.47	.30
BLEASDLE BR SHZ			25	40	-15	-37.50	.45	.47
G NORMAN CHR/PN			25	32	-7	-21.88	.45	.37
HILLINGER SECCO			25		25	100.00	.45	.00
CNDE SBRTS B RS			23	78	-55	-70.51	.41	.91
ORLDO JACB MSCT			22		22	100.00	.40	.00
TALTARNI BRUT			20	12	8	66.67	.36	.14
BACIO BL P MSCT			19		19	100.00	.34	.00
PEARLY BAY CELB			16	421	-405	-96.20	.29	4.92
CONO SUR BRUT			14	12	2	16.67	.25	.14
GRAHAM BCK BRUT			14		14	100.00	.25	.00
RAZA TRRT DOLCE			14		14	100.00	.25	.00
ENGINE ROOM RED			13	12	1	8.33	.23	.14
THE CHOOK SHIRZ			12	16	-4	-25.00	.22	.19
BITCH BUBBLY			12	13	-1	-7.69	.22	.15
THE JMONG GRP R			12	10	2	20.00	.22	.12
STA JLA PN ROSE			12		12	100.00	.22	.00
BACIO BL R MSCT			9		9	100.00	.16	.00
FINCA LIN EX BR			8	10	-2	-20.00	.14	.12
RGNTO CLSTNA RS			8	3	5	166.67	.14	.04
BACIO BL FRAGLN			8		8	100.00	.14	.00
L.A. CETTO BRUT			7		7	100.00	.13	.00
RGNTO BLC D BLC			5	19	-14	-73.68	.09	.22
SUA STRAWBERRY			4	19	-15	-78.95	.07	.22
KITAYA A N HIME			3	133	-130	-97.74	.05	1.55
D'ARNBG CHM PEP			3		3	100.00	.05	.00
SZIGETI GRN VLT			3		3	100.00	.05	.00
HESKTH SCS HAND			3		3	100.00	.05	.00
CH MONTOUR VVRY			2	20	-18	-90.00	.04	.23
MCGUIGN SPK SHZ			1	13	-12	-92.31	.02	.15
SYN CUV BL D BL			1	8	-7	-87.50	.02	.09
SCHLMRGR WH SC			1			.00	.02	.01
REILLY MAD SHRZ			1	1		.00	.02	.01
THE JMPNG GRP W			1	1		.00	.02	.01
NEMESIO CUV RSV			1	1		.00	.02	.01
GRAHAM BK BR RS				67	-67	-100.00	.00	.78
EMERI MOSCATO				13	-13	-100.00	.00	.15
FINCA FLRNCA BR				8	-8	-100.00	.00	.09
ALTIVO MLBC/RSE				4	-4	-100.00	.00	.05
ULTRNE FLMM SZ				4	-4	-100.00	.00	.05
QUARTZ REEF				3	-3	-100.00	.00	.04
G NORMAN AUS ES				3	-3	-100.00	.00	.04
TOSO MNDZA BRUT				2	-2	-100.00	.00	.02
ORLDO JACB ROSE				2	-2	-100.00	.00	.02
BAROKES BL D NR				1	-1	-100.00	.00	.01
CLOVER HILL PR				1	-1	-100.00	.00	.01
LECNFLD SPK SHZ				1	-1	-100.00	.00	.01
YARDEN BRUT NV				1	-1	-100.00	.00	.01
VILLIERA TRD BR				1	-1	-100.00	.00	.01
SCHLMRGR CHD BR				1	-1	-100.00	.00	.01
NO 1 FAM CV NO1				1	-1	-100.00	.00	.01
DE BORTLI DB BR				1	-1	-100.00	.00	.01
TOTAL IM SPKLN OTH			5566	8565	-2999	-35.01		
IMP VRMTH DRY								
MRTNI RSSI X DR			17292	17075	217	1.27	74.06	70.14
STOCK			2813	4069	-1256	-30.87	12.05	16.71
NOLLY PRAT DRY			1991	1978	13	.66	8.53	8.12

