



NABCA
ANALYTICS

**VINE CONNECTIONS
PENNSYLVANIA SPECIAL
MARCH 2019**

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Beverage Alcohol Case Sales Report

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PENNSYLVANIA

SALES DATA INCLUDED IN THIS REPORT

DISTILLED SPIRITS

Retail Sales: ALL
 Wholesale & Licensee Sales: ALL
 Military Sales: NONE
 Special Orders: NOT COMPLETE

WINES (ALL TYPES)

Retail Sales: ALL
 Wholesale & Licensee Sales: ALL
 Military Sales: NONE
 Special Orders: NOT COMPLETE

COCKTAILS AND MIXES (of less than 48 proof) All

NOTE: NABCA has been asked by the Industry Statistics Committee, to convert all products to the "STANDARD" case pack. Following is the table we use when converting bottles to cases.

SIZE	BOTTLES PER CASE	OUNCES PER CASE
12 LITERS OR MORE	1	N/A
5.0	4	676.0
4.0	4	540.8
3.0	4	405.6
1.75	6	355.2
1.5	6	304.2
1.0	12	405.6
.750	12	304.2
.500	24	405.6
.375	24	304.2
.200	48	326.4
.187	48	302.4
.100	48	163.2
.050	120	204.0

THIS REPORT CONTAINS:

- SECTION ONE** - DISTILLED SPIRITS BRAND LEADERS
 - WINE AND VERMOUTH BRAND LEADERS
- SECTION TWO** - CASE SALES BY CLASSES, TYPES AND SIZES - CURRENT MONTH
 - CASE SALES BY CLASSES, TYPES AND SIZES - YEAR TO DATE
 - CASE SALES BY CLASSES, TYPES AND SIZES - 12 MONTHS MOVING
- SECTION THREE** - CASE SALES BY VENDOR - DISTILLED SPIRITS
- SECTION FOUR** - CASE SALES BY VENDOR - WINES AND VERMOUTHS
- SECTION FIVE** - CASE SALES BY CLASS AND TYPE, BY BRAND AND BOTTLE SIZE
- SECTION SIX** - CASE SALES BY VENDOR AND BRAND

PLEASE NOTE: Products with an asterisk (*) in the last space of their brand name are improperly categorized. The suppliers have requested they be placed in the category to reflect their market perception.

SALES DATA MARCH 2019
4 WEEK PERIOD 2019 3/4/19 - 3/31/19 28 SELLING DAYS 4 FRIDAYS, 4 SATURDAYS
4 WEEK PERIOD 2018 3/5/18 - 4/1/18 27 SELLING DAYS 4 FRIDAYS, 4 SATURDAYS

NABCA DISTILLED SPIRITS CASE SALES

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Class & Type Brand	Vendor	Age/ Proof	750 ml Retail Price	Case Sales Last Twelve Months	Case Sales Last Year to Date	This Year to Date		Case Sales Current Month	Current Month Sales by Bottle Sizes						
						%	Case Sales		1.75 L	1.0 L	750 ml	750 ml Traveler	*375 ml	*200 ml	100 ml
RETAIL PRICES BASED ON PRICE LIST EFFECTIVE DECEMBER 31, 1899															
DISTILLED SPIRITS TOTAL															

* Includes non-standard size products e.g., 355ml and 250ml cans.

NABCA VENDOR SUMMARY

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Vendor / Brand	Age/ Proof	Class	Last 12 Months This Year	Last 12 Months Prior Year	% Change	This Year to Date	Last Year to Date	% Change	Current Month This Year	Current Month Last Year	% Change					
VINE CONNECTION		IMPORTED SAKE		6	-100.00		1	-100.00		1	-100.00					
MANA TRUE VISON		CHLE OTHR RED		1	-100.00			.00			.00					
BOUCHON CNTO NR		IMPORTED SAKE	25	17	47.06	5	17	-70.59	2	3	-33.33					
KONTEKI PEARLS		CHLE OTHR WHT	20		100.00	10		100.00	4		100.00					
BOYA SAUV BLANC		IMPORTED SAKE	1091	962	13.41	354	424	-16.51	91	98	-7.14					
TOZAI LVNG JWLL		ARGT OTHR RED	111		100.00	40		100.00	7		100.00					
LA POSTA TINTO		IMPORTED SAKE	25	17	47.06	5	17	-70.59	2	3	-33.33					
CHYNOSNO SHARED		ARGT MALBEC	224	227	-1.32	72	26	176.92	11	3	266.67					
LA POSTA PZZLLA		IMPORTED SAKE	1251	1161	7.75	407	428	-4.91	99	104	-4.81					
TOZAI SNW MAIDN		IMPORTED SAKE		3	-100.00			.00			.00					
NIGHT SWIM CAN		IMPORTED SAKE	9	5	80.00	2	5	-60.00	1	1	.00					
FUKUCHO SEASIDE		IMPORTED SAKE	23	15	53.33	6	15	-60.00	2	3	-33.33					
CHYNOSNO SACRED		IMPORTED SAKE		5	-100.00			.00			.00					
BOUCHN CNTO SUR		CHLE OTHR RED	29	31	-6.45	11	9	22.22	2	2	.00					
J BOUCHON PAIS		CHLE OTHR RED	4	48	-91.67		15	-100.00		2	-100.00					
RIHAKU DRMY CLD		IMPORTED SAKE	2812	2498	12.57	912	957	-4.70	221	220	.45					
TOTAL VENDOR																
DISTILLED SPIRITS TOTALS																
WINE & VERMOUTH TOTALS			2812	2498	12.57	912	957	-4.70	221	220	.45					
GRAND TOTALS			2812	2498	12.57	912	957	-4.70	221	220	.45					

