

BEVERAGE MARKETING CORPORATION
OHIO WINE MARKET
JUNE, 2012 -- TOTAL GALLONS --

----- WINERY -----	2012 RANK	----- CURRENT MONTH ----- 2011	----- 2012	CHANGE -%-	----- YEAR TO DATE ----- 2011	----- 2012	----- CHANGE ----- -AMOUNT-	----- -%-	MARKET 2011	SHARE % 2012
GALLO, E & J WINERY	1	521,571	415,919	20.3-	2,380,835	2,262,430	118,405-	5.0-	24.4	23.0
WINE GROUP	2	327,820	365,616	11.5	1,603,836	1,907,975	304,139	19.0	16.4	19.4
CONSTELLATION WINES	3	182,954	252,911	38.2	1,394,255	1,400,034	5,779	.4	14.3	14.2
SUTTER HOME WINERY	4	126,220	97,012	23.1-	587,149	577,039	10,110-	1.7-	6.0	5.9
TREASURY WINE ESTATES	5	85,116	99,475	16.9	396,849	400,570	3,721	.9	4.1	4.1
BRONCO WINE COMPANY	6	48,930	51,588	5.4	311,785	259,650	52,135-	16.7-	3.2	2.6
DEUTSCH & SONS LTD	7	56,398	33,549	40.5-	238,123	236,916	1,207-	.5-	2.4	2.4
GREEN MOUNTAIN BEVERAGE	8	40,600	47,470	16.9	165,235	198,763	33,528	20.3	1.7	2.0
BANFI PRODUCTS CORPORATION	9	58,353	29,892	48.8-	216,580	167,698	48,882-	22.6-	2.2	1.7
DELICATO VINEYARDS	10	17,707	32,692	84.6	146,819	162,058	15,239	10.4	1.5	1.6
STE. MICHELLE WINE ESTATES	11	21,964	23,289	6.0	210,807	138,271	72,536-	34.4-	2.2	1.4
CRIBARI VINEYARDS	12	12,439	8,210	34.0-	98,772	105,600	6,828	6.9	1.0	1.1
DIAGEO NORTH AMERICA	13	51,411	30,854	40.0-	124,981	98,673	26,308-	21.0-	1.3	1.0
PALM BAY IMPORTS	14	18,922	16,179	14.5-	112,354	83,494	28,860-	25.7-	1.1	.8
MAJESTIC FINE WINES	15	22,049	20,375	7.6-	73,164	69,543	3,621-	4.9-	.7	.7
U S DISTILLED PRODUCTS	16	7,638	7,817	2.3	54,905	65,839	10,934	19.9	.6	.7
PERNOD RICARD USA, LLC	17	21,070	6,639	68.5-	74,112	60,445	13,667-	18.4-	.8	.6
SHAW-ROSS IMPORTERS	18	11,900	22,689	90.7	42,192	59,433	17,241	40.9	.4	.6
SIGNATURE IMPORTS	19	9,052	10,148	12.1	61,130	51,104	10,026-	16.4-	.6	.5
WINERY EXCHANGE	20	7,694	7,092	7.8-	48,606	45,213	3,393-	7.0-	.5	.5
SLJ GROUP, INC.	21	4,057	10,098	148.9	30,693	42,963	12,270	40.0	.3	.4
SCHMITT SOHNE, INC.	22	6,505	10,356	59.2	37,547	33,495	4,052-	10.8-	.4	.3
OLIVER WINE COMPANY	23	5,505	7,740	40.6	31,786	33,242	1,456	4.6	.3	.3
EXCELSIOR WINES	24	0	11,259	.0	0	33,186	33,186	.0	.0	.3
MONDAVI, C & SONS	25	2,663	7,392	177.6	32,592	32,638	46	.1	.3	.3
TERLATO WINES INT'L	26	3,333	4,734	42.0	32,179	29,988	2,191-	6.8-	.3	.3
PRESTIGE WINE IMPORTS	27	5,231	3,193	39.0-	18,422	29,804	11,382	61.8	.2	.3
WINEBOW, INC.	28	3,910	6,905	76.6	24,189	29,518	5,329	22.0	.2	.3
CAMERON HUGHES WINE	29	800	5,331	566.4	7,885	29,505	21,620	274.2	.1	.3
BOGLE VINEYARDS	30	4,693	5,592	19.2	11,750	29,458	17,708	150.7	.1	.3
FETZER VINEYARDS	31	0	5,432	.0	0	25,498	25,498	.0	.0	.3
PURPLE WINE COMPANY	32	2,447	2,610	6.7	17,470	24,627	7,157	41.0	.2	.3
HESS COLLECTION WINERY	33	4,722	2,282	51.7-	14,568	24,464	9,896	67.9	.1	.2
KOBRAND CORPORATION	34	7,825	5,998	23.3-	30,787	23,877	6,910-	22.4-	.3	.2
BACARDI USA, INC.	35	204	3,580	999.9	19,108	22,625	3,517	18.4	.2	.2
DREYFUS ASHBY & COMPANY	36	1,991	4,751	138.6	18,571	22,310	3,739	20.1	.2	.2
NEW PARROTT & COMPANY	37	1,226	4,473	264.8	14,333	21,589	7,256	50.6	.1	.2
MHW LTD	38	0	12,883	.0	12,219	21,442	9,223	75.5	.1	.2
FOLEY FAMILY WINES	39	902	2,203	144.2	14,887	20,128	5,241	35.2	.2	.2
FRANCIS COPPOLA WINERY	40	8,142	5,748	29.4-	38,811	20,126	18,685-	48.1-	.4	.2
WILDMAN, FREDERICK & SONS	41	3,885	942	75.8-	13,967	19,222	5,255	37.6	.1	.2
TGIC IMPORTERS, INC.	42	1,617	2,976	84.0	3,497	18,960	15,463	442.2	.0	.2
SEBASTIANI, DON & SONS	43	2,732	2,688	1.6-	23,442	18,627	4,815-	20.5-	.2	.2
STRONG VINEYARDS	44	7,722	4,005	48.1-	17,617	17,440	177-	1.0-	.2	.2

BEVERAGE MARKETING CORPORATION
OHIO WINERY-DISTRIBUTOR REPORT
JUNE, 2012 -- TOTAL GALLONS --

-- WINERY-DISTRIBUTOR --	-- CURRENT MONTH --			----- YEAR TO DATE -----			YTD WINERY %	
	-2011-	-2012-	% CHG	-2011-	-2012-	% CHG	2011	2012
A S V WINES, INC. - MC FARLAND, CA								
BUCKEYE DIST-COLUMBUS	311	0	100.0-	445	200	55.1-	18.7	3.6
HAMMER CO-CLEVELAND	0	133	.0	0	133	.0	.0	2.4
HEIDELBERG DIST-CLEVELAND	399	0	100.0-	499	732	46.7	21.0	13.1
HEIDELBERG DIST-COLUMBUS	466	0	100.0-	466	0	100.0-	19.6	.0
MAXIMUM/55 DEGREES-CLEVE	0	0	.0	0	2,397	.0	.0	42.9
PRIVATE RESERVE-SHEFLD VLG	0	169	.0	965	2,121	119.8	40.6	38.0
TOTAL	1,176	302	74.3-	2,375	5,583	135.1	99.9	100.0
A TO Z WINE WORKS - DUNDEE, OR								
CUTTING EDGE SELECTN-CINN	0	0	.0	266	0	100.0-	6.2	.0
GOODMAN/HEIDELBERG-LORAIN	0	0	.0	102	0	100.0-	2.4	.0
HEIDELBERG DIST-CINCINNATI	913	100	89.0-	2,473	851	65.6-	58.0	21.5
HEIDELBERG DIST-CLEVELAND	0	33	.0	559	33	94.1-	13.1	.8
HEIDELBERG DIST-COLUMBUS	0	266	.0	497	2,965	496.6	11.7	74.8
HEIDELBERG DIST-DAYTON	0	117	.0	257	117	54.5-	6.0	3.0
HEIDELBERG DIST-PERRYSBURG	0	0	.0	107	0	100.0-	2.5	.0
TOTAL	913	516	43.5-	4,261	3,966	6.9-	99.9	100.1
A V BRANDS, INC. - BALTIMORE, MD								
ESBER BEVERAGE-CANTON	1,296	1,545	19.2	8,523	1,545	81.9-	18.6	10.1
GLAZERS DIST-COLUMBUS	8,779	3,023	65.6-	34,377	9,958	71.0-	75.0	65.0
HAMMER CO-CLEVELAND	835	0	100.0-	1,859	1,212	34.8-	4.1	7.9
OHIO WINE IMP-YOUNGSTOWN	0	1,248	.0	0	1,248	.0	.0	8.2
VINTAGE WINE-CLEVELAND	980	582	40.6-	1,079	1,346	24.7	2.4	8.8
TOTAL	11,890	6,398	46.2-	45,838	15,309	66.6-	100.1	100.0
A W DIRECT INC. - NOVATO, CA								
HAMMER CO-CLEVELAND	0	102	.0	0	218	.0	.0	52.2
TRADERMAN DIST-STOW	33	17	48.5-	124	200	61.3	100.0	47.8
TOTAL	33	119	260.6	124	418	237.1	100.0	100.0
A. HARDY USA - DES PLAINES, IL								
BOWLING GREEN BEV-B.GREEN	0	0	.0	0	71	.0	.0	100.0
HAMMER CO-CLEVELAND	119	0	100.0-	119	0	100.0-	100.0	.0
TOTAL	119	0	100.0-	119	71	40.3-	100.0	100.0
ABACELA VINEYARDS - ROSEBURG, OR								
CUTTING EDGE SELECTN-CINN	0	0	.0	14	33	135.7	100.0	100.0
TOTAL	0	0	.0	14	33	135.7	100.0	100.0
ABIGAL ADAMS WINE CO. - YOUNTVILLE, CA								
MAXIMUM/55 DEGREES-CLEVE	0	0	.0	67	0	100.0-	100.0	.0
TOTAL	0	0	.0	67	0	100.0-	100.0	.0

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-- DISTRIBUTOR-WINERY -	-- CURRENT MONTH --			----- YEAR TO DATE -----			YTD WINERY %	
	-2011-	-2012-	-%-	-2011-	-2012-	-%-	2011	2012
BELLAS CO-MINGO JCT.								
BACARDI USA, INC.	0	0	.0	27	0	100.0-	.1	.0
BANFI PRODUCTS CORPORATION	0	0	.0	5,019	1,849	63.2-	11.8	3.7
STE. MICHELLE WINE ESTATES	0	0	.0	0	333	.0	.0	.7
BROWN-FORMAN CORPORATION	48	0	100.0-	48	0	100.0-	.1	.0
FETZER VINEYARDS	0	0	.0	0	143	.0	.0	.3
CONSTELLATION WINES	1,884	1,996	5.9	7,754	10,012	29.1	18.2	19.9
GALLO, E & J WINERY	3,006	5,985	99.1	25,928	29,825	15.0	60.9	59.4
GREEN MOUNTAIN BEVERAGE	0	630	.0	0	1,418	.0	.0	2.8
PERNOD RICARD USA, LLC	0	0	.0	97	0	100.0-	.2	.0
SUTTER HOME WINERY	0	1,265	.0	2,813	4,611	63.9	6.6	9.2
U S DISTILLED PRODUCTS	29	109	275.9	371	418	12.7	.9	.8
WINE GROUP	0	713	.0	535	1,590	197.2	1.3	3.2
TOTAL	4,967	10,698	115.4	42,592	50,199	17.9	100.1	100.0
BOWLING GREEN BEV-B.GREEN								
STELLAR IMPORTING COMPANY	0	0	.0	121	0	100.0-	1.0	.0
WEIN BAUER, INC.	0	0	.0	290	0	100.0-	2.5	.0
DIME GROUP INT'L	0	0	.0	238	0	100.0-	2.0	.0
AIKO IMPORTERS, INC.	0	0	.0	0	195	.0	.0	2.0
ATHENEE IMPORTERS	202	29	85.6-	952	436	54.2-	8.1	4.4
AUSTRALIAN WINE CONNECTION	0	0	.0	944	133	85.9-	8.0	1.3
PARAGON VINEYARD COMPANY	100	0	100.0-	100	83	17.0-	.8	.8
DEL RIO VINEYARDS	0	0	.0	366	533	45.6	3.1	5.3
BRANHAM ESTATE WINES	0	0	.0	0	100	.0	.0	1.0
A. HARDY USA	0	0	.0	0	71	.0	.0	.7
ANDERS-LANE WINES, LP	0	0	.0	300	166	44.7-	2.5	1.7
BOISSET WINES USA	5	454	999.9	1,258	1,507	19.8	10.7	15.1
BROADBENT SELECTIONS	0	0	.0	0	95	.0	.0	1.0
FINE WINES INT'L	321	0	100.0-	321	0	100.0-	2.7	.0
TRADITIONAL WINE INNOVATIONS	0	0	.0	0	744	.0	.0	7.5
FANTIS IMPORTS	0	0	.0	417	38	90.9-	3.5	.4
JOSULETE WINES, INC.	0	0	.0	302	0	100.0-	2.6	.0
KREUSCH, LEONARD INC.	0	0	.0	1,829	1,462	20.1-	15.5	14.7
MHW LTD	0	124	.0	749	124	83.4-	6.4	1.2
MIDNIGHT CELLARS, INC.	0	0	.0	0	195	.0	.0	2.0
NESTOR IMPORTS	0	0	.0	1,497	2,503	67.2	12.7	25.1
NICHE IMPORT COMPANY	262	178	32.1-	550	438	20.4-	4.7	4.4
PARAISO VINEYARDS	67	0	100.0-	67	33	50.7-	.6	.3
QUILCEDA CREEK VINTNERS	0	0	.0	17	17	.0	.1	.2
SPANN VINEYARDS	0	121	.0	307	205	33.2-	2.6	2.1
TRANSYLVANIA IMPORTS	0	0	.0	0	133	.0	.0	1.3
JOSEPH VICTORI WINES	183	188	2.7	611	632	3.4	5.2	6.3
VINA ROBLES	133	0	100.0-	533	133	75.0-	4.5	1.3
TOTAL	1,273	1,094	14.1-	11,769	9,976	15.2-	99.8	100.1