

BEVERAGE MARKETING CORPORATION  
OHIO WINE MARKET  
DECEMBER, 2009 -- TOTAL GALLONS --

----- WINERY -----	2009 RANK	----- LAST 6 MONTHS ----- 2008	2009	CHANGE --%--	----- LAST 12 MONTHS ----- 2008	2009	CHANGE --%--	----- YEAR TO DATE ----- 2008	2009	----- CHANGE ----- -AMOUNT-	----- --%--	MARKET 2008	SHARE % 2009
GALLO, E & J WINERY	1	2,175,204	2,312,353	6.3	4,115,358	4,374,087	6.3	4,115,358	4,374,087	258,729	6.3	22.9	23.8
WINE GROUP	2	1,474,339	1,625,196	10.2	2,659,549	3,010,905	13.2	2,659,549	3,010,905	351,356	13.2	14.8	16.4
CONSTELLATION WINES	3	1,479,048	1,395,220	5.7-	2,988,013	2,763,186	7.5-	2,988,013	2,763,186	224,827-	7.5-	16.6	15.0
SUTTER HOME WINERY	4	504,501	609,302	20.8	979,942	1,061,702	8.3	979,942	1,061,702	81,760	8.3	5.5	5.8
FOSTER'S WINE ESTATES	5	612,800	553,206	9.7-	1,030,332	949,454	7.8-	1,030,332	949,454	80,878-	7.8-	5.7	5.2
BRONCO WINE COMPANY	6	462,264	388,438	16.0-	899,973	846,912	5.9-	899,973	846,912	53,061-	5.9-	5.0	4.6
BANFI PRODUCTS CORPORATION	7	169,558	242,699	43.1	398,364	449,928	12.9	398,364	449,928	51,564	12.9	2.2	2.5
DEUTSCH & SONS LTD	8	254,730	238,124	6.5-	446,130	415,332	6.9-	446,130	415,332	30,798-	6.9-	2.5	2.3
DIAGEO NORTH AMERICA	9	142,468	207,759	45.8	268,851	333,069	23.9	268,851	333,069	64,218	23.9	1.5	1.8
STE. MICHELLE WINE ESTATES	10	126,328	136,561	8.1	245,618	240,180	2.2-	245,618	240,180	5,438-	2.2-	1.4	1.3
GREEN MOUNTAIN BEVERAGE	11	95,661	119,843	25.3	164,367	218,335	32.8	164,367	218,335	53,968	32.8	.9	1.2
CRIBARI VINEYARDS	12	120,185	118,532	1.4-	163,155	212,785	30.4	163,155	212,785	49,630	30.4	.9	1.2
SHAW-ROSS IMPORTERS	13	85,300	117,053	37.2	139,417	193,270	38.6	139,417	193,270	53,853	38.6	.8	1.1
DELICATO VINEYARDS	14	66,968	93,002	38.9	129,596	177,728	37.1	129,596	177,728	48,132	37.1	.7	1.0
BROWN-FORMAN CORPORATION	15	128,144	95,146	25.8-	236,298	177,657	24.8-	236,298	177,657	58,641-	24.8-	1.3	1.0
PALM BAY IMPORTS	16	89,363	98,494	10.2	188,931	174,035	7.9-	188,931	174,035	14,896-	7.9-	1.1	.9
PERNOD RICARD USA, LLC	17	39,964	58,484	46.3	138,658	135,243	2.5-	138,658	135,243	3,415-	2.5-	.8	.7
MAJESTIC FINE WINES	18	63,098	64,715	2.6	132,842	134,641	1.4	132,842	134,641	1,799	1.4	.7	.7
BACARDI USA, INC.	19	87,222	79,064	9.4-	114,162	110,861	2.9-	114,162	110,861	3,301-	2.9-	.6	.6
SIGNATURE IMPORTS	20	38,877	41,935	7.9	75,424	87,130	15.5	75,424	87,130	11,706	15.5	.4	.5
MONDAVI, C & SONS	21	34,417	51,762	50.4	65,685	71,807	9.3	65,685	71,807	6,122	9.3	.4	.4
SCHMITT SOHNE, INC.	22	39,649	35,433	10.6-	81,377	66,828	17.9-	81,377	66,828	14,549-	17.9-	.5	.4
SLJ GROUP, INC.	23	35,570	32,228	9.4-	68,542	63,360	7.6-	68,542	63,360	5,182-	7.6-	.4	.3
KOBRAND CORPORATION	24	31,121	34,542	11.0	77,370	62,298	19.5-	77,370	62,298	15,072-	19.5-	.4	.3
U S DISTILLED PRODUCTS	25	32,603	34,823	6.8	58,780	60,133	2.3	58,780	60,133	1,353	2.3	.3	.3
FRANCIS COPPOLA WINERY	26	32,395	31,777	1.9-	55,151	51,483	6.7-	55,151	51,483	3,668-	6.7-	.3	.3
PRESTIGE WINE IMPORTS	27	15,310	30,314	98.0	31,956	49,984	56.4	31,956	49,984	18,028	56.4	.2	.3
FREIXENET USA, INC.	28	23,675	24,501	3.5	40,964	44,061	7.6	40,964	44,061	3,097	7.6	.2	.2
OLIVER WINE COMPANY	29	14,861	25,609	72.3	29,575	42,337	43.2	29,575	42,337	12,762	43.2	.2	.2
STRONG VINEYARDS	30	23,098	24,013	4.0	49,008	38,570	21.3-	49,008	38,570	10,438-	21.3-	.3	.2
DREYFUS ASHBY & COMPANY	31	15,479	18,399	18.9	29,046	37,486	29.1	29,046	37,486	8,440	29.1	.2	.2
TERLATO WINES INT'L	32	18,846	18,676	.9-	35,329	36,877	4.4	35,329	36,877	1,548	4.4	.2	.2
WILDMAN, FREDERICK & SONS	33	11,268	22,222	97.2	27,502	35,320	28.4	27,502	35,320	7,818	28.4	.2	.2
SEBASTIANI, DON & SONS	34	25,939	21,670	16.5-	61,249	34,734	43.3-	61,249	34,734	26,515-	43.3-	.3	.2
WINEBOW, INC.	35	14,356	18,489	28.8	25,078	31,470	25.5	25,078	31,470	6,392	25.5	.1	.2
MHW LTD	36	13,326	15,039	12.9	25,297	31,410	24.2	25,297	31,410	6,113	24.2	.1	.2
CLINE CELLARS	37	14,968	19,856	32.7	20,416	28,218	38.2	20,416	28,218	7,802	38.2	.1	.2
WINESELLERS LTD	38	7,612	13,634	79.1	25,902	26,496	2.3	25,902	26,496	594	2.3	.1	.1
VINEYARD BRANDS	39	17,809	11,175	37.3-	23,640	25,752	8.9	23,640	25,752	2,112	8.9	.1	.1
LOHR WINERY	40	15,413	11,615	24.6-	27,757	24,984	10.0-	27,757	24,984	2,773-	10.0-	.2	.1
KENWOOD VINEYARDS	41	11,573	13,965	20.7	20,786	24,752	19.1	20,786	24,752	3,966	19.1	.1	.1
PURPLE WINE COMPANY	42	20,927	10,174	51.4-	31,000	24,493	21.0-	31,000	24,493	6,507-	21.0-	.2	.1
EMPSON USA, INC.	43	1,702	16,839	889.4	12,789	23,811	86.2	12,789	23,811	11,022	86.2	.1	.1
HESS COLLECTION WINERY	44	16,338	16,097	1.5-	30,138	23,654	21.5-	30,138	23,654	6,484-	21.5-	.2	.1

BEVERAGE MARKETING CORPORATION  
OHIO WINERY-DISTRIBUTOR REPORT  
DECEMBER, 2009      -- TOTAL GALLONS --

-- WINERY-DISTRIBUTOR --	-- CURRENT TWO MONTHS --			----- YEAR TO DATE -----			YTD WINERY %	
	-2008-	-2009-	% CHG	-2008-	-2009-	% CHG	2008	2009
A I G IMPORT COMPANY - NEW YORK, NY								
OHIO VLY WINE/BEER-EVENDLE	0	0	.0	0	88	.0	.0	100.0
TOTAL	0	0	.0	0	88	.0	.0	100.0
A S V WINES, INC. - MC FARLAND, CA								
BUCKEYE DIST-COLUMBUS	0	166	.0	0	635	.0	.0	8.4
HEIDELBERG DIST-CLEVELAND	0	0	.0	932	2,218	138.0	9.2	29.3
PRIVATE RESERVE-SHEFLD VLG	1,348	1,132	16.0-	8,191	4,729	42.3-	80.6	62.4
STAGNARO/DENNERT DIST-CINN	133	0	100.0-	1,041	0	100.0-	10.2	.0
TOTAL	1,481	1,298	12.4-	10,164	7,582	25.4-	100.0	100.1
A TO Z WINE WORKS - DUNDEE, OR								
CUTTING EDGE SELECTN-CINN	1,997	799	60.0-	8,641	6,147	28.9-	100.0	100.0
TOTAL	1,997	799	60.0-	8,641	6,147	28.9-	100.0	100.0
A V BRANDS, INC. - BALTIMORE, MD								
GLAZERS DIST-COLUMBUS	5,564	621	88.8-	23,329	12,274	47.4-	84.2	61.7
HAMMER CO-CLEVELAND	0	1,024	.0	4,262	5,877	37.9	15.4	29.5
VINTAGE WINE-CLEVELAND	0	1,744	.0	100	1,744	999.9	.4	8.8
TOTAL	5,564	3,389	39.1-	27,691	19,895	28.2-	100.0	100.0
A W DIRECT - NOVATO, CA								
SOLERA IMPORTS-DUBLIN	0	0	.0	231	67	71.0-	100.0	100.0
TOTAL	0	0	.0	231	67	71.0-	100.0	100.0
A. HARDY USA - DES PLAINES, IL								
BOWLING GREEN BEV-B.GREEN	0	133	.0	0	133	.0	.0	87.5
ESBER BEVERAGE-CANTON	0	19	.0	0	19	.0	.0	12.5
TOTAL	0	152	.0	0	152	.0	.0	100.0
ADLER FELS WINERY - SANTA ROSA, CA								
CUTTING EDGE SELECTN-CINN	466	366	21.5-	3,795	3,162	16.7-	23.9	22.3
GLAZERS DIST-COLUMBUS	426	1,082	154.0	4,244	5,052	19.0	26.7	35.7
HAMMER CO-CLEVELAND	1,465	281	80.8-	6,569	4,881	25.7-	41.3	34.5
HEIDELBERG DIST-CINCINNATI	0	59	.0	133	126	5.3-	.8	.9
HEIDELBERG DIST-CLEVELAND	399	0	100.0-	1,165	865	25.8-	7.3	6.1
HEIDELBERG DIST-PERRYSBURG	0	74	.0	0	74	.0	.0	.5
TOTAL	2,756	1,862	32.4-	15,906	14,160	11.0-	100.0	100.0
ADMIRAL IMPORTS - CEDAR GROVE, NJ								
EURO FINE WINES-CLEVELAND	0	0	.0	464	0	100.0-	4.8	.0
GLAZERS DIST-COLUMBUS	1,308	0	100.0-	5,067	2,560	49.5-	52.6	25.1
HAMMER CO-CLEVELAND	281	333	18.5	3,542	7,139	101.6	36.8	70.1
PRIVATE RESERVE-SHEFLD VLG	36	0	100.0-	565	480	15.0-	5.9	4.7
TOTAL	1,625	333	79.5-	9,638	10,179	5.6	100.1	99.9

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-- DISTRIBUTOR-WINERY -	-- CURRENT TWO MONTHS --			----- YEAR TO DATE -----			YTD WINERY %	
	-2008-	-2009-	-%-	-2008-	-2009-	-%-	2008	2009
<b>BACCHUS WINE CO-BEACHWOOD</b>								
DIME GROUP INT'L	238	0	100.0-	1,477	585	60.4-	81.2	100.0
DOZORTSEV AND SONS LTD	102	0	100.0-	342	0	100.0-	18.8	.0
TOTAL	340	0	100.0-	1,819	585	67.8-	100.0	100.0
<b>BARREL AGED WINE-CONCORD</b>								
BLUE MOON MARKETING	266	0	100.0-	399	0	100.0-	32.0	.0
VINTAGE NEW WORLD	141	0	100.0-	572	433	24.3-	45.9	62.8
BRANDBORG VINEYARD	0	0	.0	133	0	100.0-	10.7	.0
CANNON WINES	0	0	.0	0	133	.0	.0	19.3
VINO CON BRIO	0	0	.0	143	124	13.3-	11.5	18.0
TOTAL	407	0	100.0-	1,247	690	44.7-	100.1	100.1
<b>BELLAS CO-MINGO JCT.</b>								
BACARDI USA, INC.	0	0	.0	1,505	996	33.8-	1.4	1.1
BANFI PRODUCTS CORPORATION	0	0	.0	9,469	9,249	2.3-	8.6	9.8
STE. MICHELLE WINE ESTATES	0	166	.0	670	540	19.4-	.6	.6
BROWN-FORMAN CORPORATION	0	0	.0	1,592	1,355	14.9-	1.4	1.4
CONSTELLATION WINES	0	2,748	.0	17,173	16,426	4.3-	15.5	17.5
GALLO, E & J WINERY	9,310	9,392	.9	58,647	56,645	3.4-	53.0	60.3
PERNOD RICARD USA, LLC	0	0	.0	0	195	.0	.0	.2
SCHMITT SOHNE, INC.	0	0	.0	307	269	12.4-	.3	.3
SUTTER HOME WINERY	972	788	18.9-	7,526	6,373	15.3-	6.8	6.8
U S DISTILLED PRODUCTS	77	131	70.1	520	408	21.5-	.5	.4
VICTORI, JOSEPH WINES	0	0	.0	0	200	.0	.0	.2
WINE GROUP	1,163	0	100.0-	13,217	1,246	90.6-	11.9	1.3
TOTAL	11,522	13,225	14.8	110,626	93,902	15.1-	100.0	99.9
<b>BELVINO LLC-SOLON</b>								
HELLER ESTATE	0	67	.0	0	166	.0	.0	100.0
BIANCHI VINEYARDS	0	0	.0	214	0	100.0-	51.8	.0
VICTORI, JOSEPH WINES	0	0	.0	33	0	100.0-	8.0	.0
WEIBEL VINEYARDS	0	0	.0	166	0	100.0-	40.2	.0
TOTAL	0	67	.0	413	166	59.8-	100.0	100.0
<b>BOWLING GREEN BEV-B.GREEN</b>								
STELLAR IMPORTING COMPANY	131	0	100.0-	623	530	14.9-	2.1	1.9
DOMAINE SAINT GEORGE	0	0	.0	133	0	100.0-	.5	.0
DIME GROUP INT'L	0	0	.0	509	485	4.7-	1.7	1.7
MARGATE WINE COMPANY	0	0	.0	40	0	100.0-	.1	.0
AIKO IMPORTERS, INC.	0	0	.0	124	143	15.3	.4	.5
AMERICAN WINE DISTRIBUTORS	0	0	.0	982	0	100.0-	3.4	.0
ATHENEE IMPORTERS	0	0	.0	826	1,267	53.4	2.8	4.4
AUSTRALIAN WINE CONNECTION	0	300	.0	266	850	219.5	.9	3.0