

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

----- WINERY -----	2009 RANK	---- CURRENT MONTH ---- 2008	---- 2009	CHANGE -%-	---- YEAR TO DATE ---- 2008	---- 2009	----- CHANGE ----- -AMOUNT-	----- -%-	MARKET 2008	SHARE % 2009
GALLO, E & J WINERY	1	345,739	438,779	26.9	4,115,358	4,374,087	258,729	6.3	22.9	23.8
WINE GROUP	2	320,327	166,081	48.2-	2,659,549	3,010,905	351,356	13.2	14.8	16.4
CONSTELLATION WINES	3	90,378	102,343	13.2	2,988,013	2,763,186	224,827-	7.5-	16.6	15.0
SUTTER HOME WINERY	4	73,655	84,059	14.1	979,942	1,061,702	81,760	8.3	5.5	5.8
FOSTER'S WINE ESTATES	5	187,438	60,238	67.9-	1,030,332	949,454	80,878-	7.8-	5.7	5.2
BRONCO WINE COMPANY	6	84,766	53,750	36.6-	899,973	846,912	53,061-	5.9-	5.0	4.6
BANFI PRODUCTS CORPORATION	7	4,856	24,878	412.3	398,364	449,928	51,564	12.9	2.2	2.5
DEUTSCH & SONS LTD	8	23,386	61,784	164.2	446,130	415,332	30,798-	6.9-	2.5	2.3
DIAGEO NORTH AMERICA	9	26,461	41,550	57.0	268,851	333,069	64,218	23.9	1.5	1.8
STE. MICHELLE WINE ESTATES	10	16,455	26,846	63.1	245,618	240,180	5,438-	2.2-	1.4	1.3
GREEN MOUNTAIN BEVERAGE	11	9,862	9,246	6.2-	164,367	218,335	53,968	32.8	.9	1.2
CRIBARI VINEYARDS	12	16,740	16,939	1.2	163,155	212,785	49,630	30.4	.9	1.2
SHAW-ROSS IMPORTERS	13	22,570	7,238	67.9-	139,417	193,270	53,853	38.6	.8	1.1
DELICATO VINEYARDS	14	1,640	5,053	208.1	129,596	177,728	48,132	37.1	.7	1.0
BROWN-FORMAN CORPORATION	15	13,037	7,571	41.9-	236,298	177,657	58,641-	24.8-	1.3	1.0
PALM BAY IMPORTS	16	10,023	17,923	78.8	188,931	174,035	14,896-	7.9-	1.1	.9
PERNOD RICARD USA, LLC	17	15,758	6,208	60.6-	138,658	135,243	3,415-	2.5-	.8	.7
MAJESTIC FINE WINES	18	4,868	8,092	66.2	132,842	134,641	1,799	1.4	.7	.7
BACARDI USA, INC.	19	0	968	.0	114,162	110,861	3,301-	2.9-	.6	.6
SIGNATURE IMPORTS	20	6,743	0	100.0-	75,424	87,130	11,706	15.5	.4	.5
MONDAVI, C & SONS	21	7,593	7,136	6.0-	65,685	71,807	6,122	9.3	.4	.4
SCHMITT SOHNE, INC.	22	7,518	33	99.6-	81,377	66,828	14,549-	17.9-	.5	.4
SLJ GROUP, INC.	23	10,628	8,693	18.2-	68,542	63,360	5,182-	7.6-	.4	.3
KOBRAND CORPORATION	24	1,771	2,174	22.8	77,370	62,298	15,072-	19.5-	.4	.3
U S DISTILLED PRODUCTS	25	6,121	5,466	10.7-	58,780	60,133	1,353	2.3	.3	.3
FRANCIS COPPOLA WINERY	26	5,280	8,747	65.7	55,151	51,483	3,668-	6.7-	.3	.3
PRESTIGE WINE IMPORTS	27	2,865	0	100.0-	31,956	49,984	18,028	56.4	.2	.3
FREIXENET USA, INC.	28	604	1,336	121.2	40,964	44,061	3,097	7.6	.2	.2
OLIVER WINE COMPANY	29	1,367	4,565	233.9	29,575	42,337	12,762	43.2	.2	.2
STRONG VINEYARDS	30	3,481	845	75.7-	49,008	38,570	10,438-	21.3-	.3	.2
DREYFUS ASHBY & COMPANY	31	1,206	1,375	14.0	29,046	37,486	8,440	29.1	.2	.2
TERLATO WINES INT'L	32	2,252	2,347	4.2	35,329	36,877	1,548	4.4	.2	.2
WILDMAN, FREDERICK & SONS	33	1,021	1,276	25.0	27,502	35,320	7,818	28.4	.2	.2
SEBASTIANI, DON & SONS	34	2,263	5,681	151.0	61,249	34,734	26,515-	43.3-	.3	.2
WINEBOW, INC.	35	266	2,109	692.9	25,078	31,470	6,392	25.5	.1	.2
MHW LTD	36	1,766	0	100.0-	25,297	31,410	6,113	24.2	.1	.2
CLINE CELLARS	37	1,071	2,197	105.1	20,416	28,218	7,802	38.2	.1	.2
WINESELLERS LTD	38	1,083	1,580	45.9	25,902	26,496	594	2.3	.1	.1
VINEYARD BRANDS	39	889	851	4.3-	23,640	25,752	2,112	8.9	.1	.1
LOHR WINERY	40	78	577	639.7	27,757	24,984	2,773-	10.0-	.2	.1
KENWOOD VINEYARDS	41	122	1,297	963.1	20,786	24,752	3,966	19.1	.1	.1
PURPLE WINE COMPANY	42	2,663	2,886	8.4	31,000	24,493	6,507-	21.0-	.2	.1
EMPSON USA, INC.	43	546	514	5.9-	12,789	23,811	11,022	86.2	.1	.1
HESS COLLECTION WINERY	44	266	1,131	325.2	30,138	23,654	6,484-	21.5-	.2	.1

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

-- WINERY-DISTRIBUTOR --	-- CURRENT MONTH --			----- 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	0	.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	350	0	100.0-	8,191	4,729	42.3-	80.6	62.4
STAGNARO/DENNERT DIST-CINN	0	0	.0	1,041	0	100.0-	10.2	.0
TOTAL	350	0	100.0-	10,164	7,582	25.4-	100.0	100.1
A TO Z WINE WORKS - DUNDEE, OR								
CUTTING EDGE SELECTN-CINN	982	166	83.1-	8,641	6,147	28.9-	100.0	100.0
TOTAL	982	166	83.1-	8,641	6,147	28.9-	100.0	100.0
A V BRANDS, INC. - BALTIMORE, MD								
GLAZERS DIST-COLUMBUS	2,782	333	88.0-	23,329	12,274	47.4-	84.2	61.7
HAMMER CO-CLEVELAND	0	418	.0	4,262	5,877	37.9	15.4	29.5
VINTAGE WINE-CLEVELAND	0	100	.0	100	1,744	999.9	.4	8.8
TOTAL	2,782	851	69.4-	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	0	.0	0	133	.0	.0	87.5
ESBER BEVERAGE-CANTON	0	19	.0	0	19	.0	.0	12.5
TOTAL	0	19	.0	0	152	.0	.0	100.0
ADLER FELS WINERY - SANTA ROSA, CA								
CUTTING EDGE SELECTN-CINN	366	266	27.3-	3,795	3,162	16.7-	23.9	22.3
GLAZERS DIST-COLUMBUS	359	504	40.4	4,244	5,052	19.0	26.7	35.7
HAMMER CO-CLEVELAND	1,398	131	90.6-	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	0	.0	0	74	.0	.0	.5
TOTAL	2,522	960	61.9-	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	131	166	26.7	3,542	7,139	101.6	36.8	70.1
PRIVATE RESERVE-SHEFLD VLG	0	0	.0	565	480	15.0-	5.9	4.7
TOTAL	1,439	166	88.5-	9,638	10,179	5.6	100.1	99.9

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

-- DISTRIBUTOR-WINERY -	-- CURRENT MONTH --			----- YEAR TO DATE -----			YTD WINERY %	
	-2008-	-2009-	-%-	-2008-	-2009-	-%-	2008	2009
BACCHUS WINE CO-BEACHWOOD								
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
BARREL AGED WINE-CONCORD								
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
BELLAS CO-MINGO JCT.								
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	247	.0	17,173	16,426	4.3-	15.5	17.5
GALLO, E & J WINERY	6,135	6,299	2.7	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	8,347	7,631	8.6-	110,626	93,902	15.1-	100.0	99.9
BELVINO LLC-SOLON								
HELLER ESTATE	0	0	.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	0	.0	413	166	59.8-	100.0	100.0
BOWLING GREEN BEV-B.GREEN								
STELLAR IMPORTING COMPANY	0	0	.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	176	.0	266	850	219.5	.9	3.0