

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

----- WINERY -----	2012 RANK	----- LAST 6 MONTHS ----- 2011	2012	CHANGE --%	----- LAST 12 MONTHS ----- 2011	2012	CHANGE --%	----- YEAR TO DATE ----- 2011	2012	----- CHANGE ----- -AMOUNT-	----- --%	MARKET SHARE 2011	2012	%	
GALLO, E & J WINERY	1	2,380,835	2,262,430	5.0-	4,826,976	4,921,698	2.0	2,380,835	2,262,430	118,405-	5.0-	24.4	23.0		
WINE GROUP	2	1,603,836	1,907,975	19.0	3,175,758	3,651,414	15.0	1,603,836	1,907,975	304,139	19.0	16.4	19.4		
CONSTELLATION WINES	3	1,394,255	1,400,034	.4	2,768,720	2,740,288	1.0-	1,394,255	1,400,034	5,779	.4	14.3	14.2		
SUTTER HOME WINERY	4	587,149	577,039	1.7-	1,308,959	1,218,933	6.9-	587,149	577,039	10,110-	1.7-	6.0	5.9		
TREASURY WINE ESTATES	5	396,849	400,570	.9	895,927	893,307	.3-	396,849	400,570	3,721	.9	4.1	4.1		
BRONCO WINE COMPANY	6	311,785	259,650	16.7-	671,553	585,294	12.8-	311,785	259,650	52,135-	16.7-	3.2	2.6		
DEUTSCH & SONS LTD	7	238,123	236,916	.5-	495,174	461,824	6.7-	238,123	236,916	1,207-	.5-	2.4	2.4		
GREEN MOUNTAIN BEVERAGE	8	165,235	198,763	20.3	326,705	383,302	17.3	165,235	198,763	33,528	20.3	1.7	2.0		
BANFI PRODUCTS CORPORATION	9	216,580	167,698	22.6-	420,834	362,518	13.9-	216,580	167,698	48,882-	22.6-	2.2	1.7		
DELICATO VINEYARDS	10	146,819	162,058	10.4	258,638	328,823	27.1	146,819	162,058	15,239	10.4	1.5	1.6		
STE. MICHELLE WINE ESTATES	11	210,807	138,271	34.4-	352,295	312,996	11.2-	210,807	138,271	72,536-	34.4-	2.2	1.4		
CRIBARI VINEYARDS	12	98,772	105,600	6.9	214,905	267,188	24.3	98,772	105,600	6,828	6.9	1.0	1.1		
DIAGEO NORTH AMERICA	13	124,981	98,673	21.0-	248,408	205,644	17.2-	124,981	98,673	26,308-	21.0-	1.3	1.0		
PALM BAY IMPORTS	14	112,354	83,494	25.7-	203,468	186,419	8.4-	112,354	83,494	28,860-	25.7-	1.1	.8		
MAJESTIC FINE WINES	15	73,164	69,543	4.9-	157,101	142,687	9.2-	73,164	69,543	3,621-	4.9-	.7	.7		
U S DISTILLED PRODUCTS	16	54,905	65,839	19.9	117,166	141,020	20.4	54,905	65,839	10,934	19.9	.6	.7		
PERNOD RICARD USA, LLC	17	74,112	60,445	18.4-	144,480	123,806	14.3-	74,112	60,445	13,667-	18.4-	.8	.6		
SHAW-ROSS IMPORTERS	18	42,192	59,433	40.9	152,613	143,975	5.7-	42,192	59,433	17,241	40.9	.4	.6		
SIGNATURE IMPORTS	19	61,130	51,104	16.4-	139,091	128,394	7.7-	61,130	51,104	10,026-	16.4-	.6	.5		
WINERY EXCHANGE	20	48,606	45,213	7.0-	85,061	102,193	20.1	48,606	45,213	3,393-	7.0-	.5	.5		
SLJ GROUP, INC.	21	30,693	42,963	40.0	61,573	86,226	40.0	30,693	42,963	12,270	40.0	.3	.4		
SCHMITT SOHNE, INC.	22	37,547	33,495	10.8-	70,358	66,826	5.0-	37,547	33,495	4,052-	10.8-	.4	.3		
OLIVER WINE COMPANY	23	31,786	33,242	4.6	57,788	66,196	14.5	31,786	33,242	1,456	4.6	.3	.3		
EXCELSIOR WINES	24	0	33,186	.0	0	33,186	.0	0	33,186	33,186	.0	.0	.3	.3	
MONDAVI, C & SONS	25	32,592	32,638	.1	59,154	71,146	20.3	32,592	32,638	46	.1	.3	.3		
TERLATO WINES INT'L	26	32,179	29,988	6.8-	51,910	59,175	14.0	32,179	29,988	2,191-	6.8-	.3	.3		
PRESTIGE WINE IMPORTS	27	18,422	29,804	61.8	44,435	54,171	21.9	18,422	29,804	11,382	61.8	.2	.3		
WINEBOW, INC.	28	24,189	29,518	22.0	38,655	71,450	84.8	24,189	29,518	5,329	22.0	.2	.3		
CAMERON HUGHES WINE	29	7,885	29,505	274.2	12,738	65,638	415.3	7,885	29,505	21,620	274.2	.1	.3		
BOGLE VINEYARDS	30	11,750	29,458	150.7	11,750	57,312	387.8	11,750	29,458	17,708	150.7	.1	.3		
FETZER VINEYARDS	31	0	25,498	.0	0	25,498	.0	0	25,498	25,498	.0	.0	.3	.3	
PURPLE WINE COMPANY	32	17,470	24,627	41.0	52,377	60,072	14.7	17,470	24,627	7,157	41.0	.2	.3		
HESS COLLECTION WINERY	33	14,568	24,464	67.9	28,683	35,363	23.3	14,568	24,464	9,896	67.9	.1	.2		
KOBRAND CORPORATION	34	30,787	23,877	22.4-	61,599	46,776	24.1-	30,787	23,877	6,910-	22.4-	.3	.2		
BACARDI USA, INC.	35	19,108	22,625	18.4	102,274	99,637	2.6-	19,108	22,625	3,517	18.4	.2	.2		
DREYFUS ASHBY & COMPANY	36	18,571	22,310	20.1	39,785	42,568	7.0	18,571	22,310	3,739	20.1	.2	.2		
NEW PARROTT & COMPANY	37	14,333	21,589	50.6	28,928	55,416	91.6	14,333	21,589	7,256	50.6	.1	.2		
MHW LTD	38	12,219	21,442	75.5	32,079	25,203	21.4-	12,219	21,442	9,223	75.5	.1	.2		
FOLEY FAMILY WINES	39	14,887	20,128	35.2	28,232	41,697	47.7	14,887	20,128	5,241	35.2	.2	.2		
FRANCIS COPPOLA WINERY	40	38,811	20,126	48.1-	82,035	60,740	26.0-	38,811	20,126	18,685-	48.1-	.4	.2		
WILDMAN, FREDERICK & SONS	41	13,967	19,222	37.6	25,131	38,488	53.1	13,967	19,222	5,255	37.6	.1	.2		
TGIC IMPORTERS, INC.	42	3,497	18,960	442.2	5,785	34,264	492.3	3,497	18,960	15,463	442.2	.0	.2		
SEBASTIANI, DON & SONS	43	23,442	18,627	20.5-	49,015	48,915	.2-	23,442	18,627	4,815-	20.5-	.2	.2		
STRONG VINEYARDS	44	17,617	17,440	1.0-	43,461	37,486	13.7-	17,617	17,440	177-	1.0-	.2	.2		

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

-- WINERY-DISTRIBUTOR --	-- CURRENT TWO MONTHS --			----- 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	366	8.3-	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	333	.0	0	2,397	.0	.0	42.9
PRIVATE RESERVE-SHEFLD VLG	0	335	.0	965	2,121	119.8	40.6	38.0
TOTAL	1,176	1,167	.8-	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	1,046	100	90.4-	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	835	.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	1,046	1,085	3.7	4,261	3,966	6.9-	99.9	100.1
A V BRANDS, INC. - BALTIMORE, MD								
ESBER BEVERAGE-CANTON	7,130	1,545	78.3-	8,523	1,545	81.9-	18.6	10.1
GLAZERS DIST-COLUMBUS	27,241	3,023	88.9-	34,377	9,958	71.0-	75.0	65.0
HAMMER CO-CLEVELAND	835	212	74.6-	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	1,046	632	39.6-	1,079	1,346	24.7	2.4	8.8
TOTAL	36,252	6,660	81.6-	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-SHOW	33	109	230.3	124	200	61.3	100.0	47.8
TOTAL	33	211	539.4	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	67	0	100.0-	67	0	100.0-	100.0	.0
TOTAL	67	0	100.0-	67	0	100.0-	100.0	.0

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-- DISTRIBUTOR-WINERY -	-- CURRENT TWO MONTHS --			----- 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	2,359	3,392	43.8	7,754	10,012	29.1	18.2	19.9
GALLO, E & J WINERY	8,748	8,454	3.4-	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	1,334	2,131	59.7	2,813	4,611	63.9	6.6	9.2
U S DISTILLED PRODUCTS	118	192	62.7	371	418	12.7	.9	.8
WINE GROUP	535	713	33.3	535	1,590	197.2	1.3	3.2
TOTAL	13,142	15,512	18.0	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	195	.0	0	195	.0	.0	2.0
ATHENEE IMPORTERS	438	152	65.3-	952	436	54.2-	8.1	4.4
AUSTRALIAN WINE CONNECTION	0	133	.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	233	0	100.0-	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	105	454	332.4	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	134	38	71.6-	417	38	90.9-	3.5	.4
JOSULETE WINES, INC.	0	0	.0	302	0	100.0-	2.6	.0
KREUSCH, LEONARD INC.	1,059	1,197	13.0	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	362	386	6.6	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	157	121	22.9-	307	205	33.2-	2.6	2.1
TRANSYLVANIA IMPORTS	0	133	.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	3,554	3,299	7.2-	11,769	9,976	15.2-	99.8	100.1