

## FALL 2021 TARGETS

Assortment Group	Display Group	Fall 2021	Currently	NEED
		Target	Listed	
Cider_0-3.99	BEER_Cider	17	18	-1
Cider_4.00-Above	BEER_Cider	12	10	2
BEER_FMB	BEER_FMB	54	55	-1
BeerLarge_0-3.09	BEER_LARGE	10	9	1
BeerLarge_10.00-Above	BEER_LARGE	11	9	2
BeerLarge_3.10-3.99	BEER_LARGE	7	6	1
BeerLarge_4.00-9.99	BEER_LARGE	10	9	1
BeerSmall_0-1.58	BEER_SMALL	10	9	1
BeerSmall_1.59-1.89	BEER_SMALL	25	29	-4
BeerSmall_1.90-2.29	BEER_SMALL	94	92	2
BeerSmall_2.30-Above	BEER_SMALL	100	115	-15
Liqueurs_Bitters & Herbal	Liqueurs_Bitters & Herbal	48	48	0
Liqueurs_Coffee & Cream	Liqueurs_Coffee & Cream	41	44	-3
Liqueurs_Fruit & Nut	Liqueurs_Fruit & Nut	54	56	-2
PreMixed_0-3.99	PreMixed	15	16	-1
PreMixed_4.00-Above	PreMixed	27	27	0
Red1500s_0-11.99	Red_1500s	15	13	2
Red1500s_12.00-15.99	Red_1500s	24	22	2
Red1500s_16.00-24.99	Red_1500s	11	11	0
Red1500s_25.00-79.99	Red_1500s	2	2	0
Red375s_0-19.99	Red_375s	7	7	0
Red375s_20.00-99.99	Red_375s	3	5	-2
RedArgentine_0-14.99	Red_Argentine	26	25	1
RedArgentine_100.00-199.99	Red_Argentine	2	1	1
RedArgentine_15.00-29.99	Red_Argentine	29	31	-2
RedArgentine_30.00-44.99	Red_Argentine	2	2	0
RedArgentine_45.00-59.99	Red_Argentine	2	2	0
RedArgentine_60.00-99.99	Red_Argentine	2	0	2
RedAustralian_0-10.99	Red_Australian	12	10	2
RedAustralian_11.00-14.99	Red_Australian	11	10	1
RedAustralian_15.00-19.99	Red_Australian	12	8	4
RedAustralian_20.00-29.99	Red_Australian	11	9	2
RedAustralian_30.00-199.99	Red_Australian	3	3	0
RedBlends_0-14.99	Red_Blends	52	50	2
RedBlends_100.00-199.99	Red_Blends	5	6	-1
RedBlends_15.00-29.99	Red_Blends	42	41	1
RedBlends_30.00-49.99	Red_Blends	22	22	0
RedBlends_50.00-99.99	Red_Blends	18	19	-1
RedCabernet_0-9.99	Red_Cabernet	25	24	1
RedCabernet_10.00-14.99	Red_Cabernet	43	42	1
RedCabernet_100.00-199.99	Red_Cabernet	27	30	-3
RedCabernet_15.00-19.99	Red_Cabernet	40	43	-3
RedCabernet_20.00-34.99	Red_Cabernet	35	33	2
RedCabernet_35.00-49.99	Red_Cabernet	20	23	-3
RedCabernet_50.00-99.99	Red_Cabernet	50	55	-5
RedChilean_0-14.99	Red_Chilean	14	13	1

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RedChilean_15.00-29.99	Red_Chilean	12	11	1
RedChilean_30.00-199.99	Red_Chilean	2	4	-2
RedFrench_0-14.99	Red_French	25	25	0
RedFrench_100.00-199.99	Red_French	15	19	-4
RedFrench_15.00-29.99	Red_French	64	70	-6
RedFrench_30.00-49.99	Red_French	25	28	-3
RedFrench_50.00-99.99	Red_French	25	29	-4
Red_German	Red_German	5	3	2
Red_Greek	Red_Greek	2	3	-1
RedItalian_0-14.99	Red_Italian	53	50	3
RedItalian_100.00-199.99	Red_Italian	8	10	-2
RedItalian_15.00-29.99	Red_Italian	64	61	3
RedItalian_30.00-49.99	Red_Italian	28	32	-4
RedItalian_50.00-99.99	Red_Italian	33	40	-7
RedMerlot_0-14.99	Red_Merlot	30	30	0
RedMerlot_15.00-29.99	Red_Merlot	26	25	1
RedMerlot_30.00-49.99	Red_Merlot	8	8	0
RedMerlot_50.00-199.99	Red_Merlot	6	6	0
Red_Misc.	Red_Misc.	5	3	2
Red_NewZealand	Red_NewZealand	5	8	-3
RedPinotNoir_0-9.99	Red_PinotNoir	12	9	3
RedPinotNoir_10.00-14.99	Red_PinotNoir	28	29	-1
RedPinotNoir_100.00-199.99	Red_PinotNoir	2	2	0
RedPinotNoir_15.00-19.99	Red_PinotNoir	25	23	2
RedPinotNoir_20.00-34.99	Red_PinotNoir	64	60	4
RedPinotNoir_35.00-49.99	Red_PinotNoir	40	42	-2
RedPinotNoir_50.00-99.99	Red_PinotNoir	35	35	0
Red_SouthAfrican	Red_SouthAfrican	12	10	2
RedSpanish_0-14.99	Red_Spanish	53	53	0
RedSpanish_100.00-199.99	Red_Spanish	3	3	0
RedSpanish_15.00-29.99	Red_Spanish	59	60	-1
RedSpanish_30.00-49.99	Red_Spanish	6	8	-2
RedSpanish_50.00-99.99	Red_Spanish	6	8	-2
RedSyrah_0-14.99	Red_Syrah	14	11	3
RedSyrah_15.00-29.99	Red_Syrah	23	22	1
RedSyrah_30.00-49.99	Red_Syrah	6	8	-2
RedSyrah_50.00-199.99	Red_Syrah	4	4	0
RedZinfandel_0-14.99	Red_Zinfandel	12	11	1
RedZinfandel_15.00-29.99	Red_Zinfandel	36	34	2
RedZinfandel_30.00-49.99	Red_Zinfandel	22	25	-3
RedZinfandel_50.00-199.99	Red_Zinfandel	4	4	0
Sparkling_0-9.99	Sparklingwine	16	13	3
Sparkling_10.00-14.99	Sparklingwine	49	52	-3
Sparkling_100.00-199.99	Sparklingwine	8	10	-2
Sparkling_15.00-19.99	Sparklingwine	36	40	-4
Sparkling_20.00-34.99	Sparklingwine	32	32	0
Sparkling_35.00-49.99	Sparklingwine	16	16	0
Sparkling_50.00-99.99	Sparklingwine	27	33	-6

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Sparkling375s_0-39.99	Sparklingwine_375	16	16	0
Sparkling375s_40.00-99.99	Sparklingwine_375	3	2	1
Brandy_0-19.99	Spirits_BRANDY	18	17	1
Brandy_20.00-49.99	Spirits_BRANDY	11	14	-3
Brandy_50.00-199.99	Spirits_BRANDY	7	9	-2
Brandy1750	Spirits_BRANDY1750	4	4	0
Brandy375	Spirits_BRANDY375	10	12	-2
FlavoredVodka_0-9.99	Spirits_FlavoredVodka	10	6	4
FlavoredVodka_10.00-19.99	Spirits_FlavoredVodka	70	66	4
FlavoredVodka_20.00-199.99	Spirits_FlavoredVodka	17	18	-1
FlavoredVodka1750	Spirits_FlavoredVodka1750	8	7	1
FlavoredVodka375	Spirits_FlavoredVodka375	4	3	1
Gin_0-9.99	Spirits_GIN	4	3	1
Gin_10.00-19.99	Spirits_GIN	11	11	0
Gin_20.00-199.99	Spirits_GIN	34	33	1
Gin1750_0-19.99	Spirits_GIN1750	6	5	1
Gin1750_20.00-199.99	Spirits_GIN1750	8	8	0
Gin375	Spirits_GIN375	6	6	0
Rum_0-14.99	Spirits_RUM	28	26	2
Rum_15.00-24.99	Spirits_RUM	56	58	-2
Rum_25.00-199.99	Spirits_RUM	15	19	-4
Rum1750_0-19.99	Spirits_RUM1750	12	10	2
Rum1750_20.00-199.99	Spirits_RUM1750	12	12	0
Rum375	Spirits_RUM375	9	7	2
Tequila_0-19.99	Spirits_TEQUILA	25	23	2
Tequila_20.00-34.99	Spirits_TEQUILA	34	30	4
Tequila_35.00-69.99	Spirits_TEQUILA	31	35	-4
Tequila_70.00-199.99	Spirits_TEQUILA	6	8	-2
Tequila1750	Spirits_TEQUILA1750	19	19	0
Tequila375	Spirits_TEQUILA375	14	11	3
Vodka_0-9.99	Spirits_Vodka	16	15	1
Vodka_10.00-19.99	Spirits_Vodka	35	35	0
Vodka_20.00-34.99	Spirits_Vodka	28	27	1
Vodka_35.00-199.99	Spirits_Vodka	6	5	1
Vodka1750_0-19.99	Spirits_VODKA1750	14	12	2
Vodka1750_20.00-34.99	Spirits_VODKA1750	15	15	0
Vodka1750_35.00-199.00	Spirits_VODKA1750	12	12	0
Vodka375	Spirits_VODKA375	20	17	3
American_0-14.99	Whiskey_American	12	7	5
American_15.00-24.99	Whiskey_American	18	19	-1
American_25.00-34.99	Whiskey_American	20	20	0
American_35.00-59.99	Whiskey_American	25	34	-9
American_60.00-99.99	Whiskey_American	4	8	-4
American1750_0-24.99	Whiskey_American1750	8	7	1
American1750_25.00-199.99	Whiskey_American1750	14	14	0
Whiskey_American375	Whiskey_American375	17	15	2
Canadian_0-19.99	Whiskey_Canadian	28	24	4
Canadian_20.00-34.99	Whiskey_Canadian	8	8	0

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Canadian_35.00-99.99	Whiskey_Canadian	5	5	0
Whiskey_Canadian1750	Whiskey_Canadian1750	16	16	0
Whiskey_Canadian375	Whiskey_Canadian375	8	6	2
Flavored_0-19.99	Whiskey_Flavored	37	36	1
Flavored_20.00-199.99	Whiskey_Flavored	13	15	-2
Whiskey_Flavored1750	Whiskey_Flavored1750	10	10	0
Whiskey_Flavored375	Whiskey_Flavored375	7	6	1
Irish_0-34.99	Whiskey_Irish	15	15	0
Irish_35.00-199.99	Whiskey_Irish	8	8	0
Japanese_0-19.99	Whiskey_Japanese	2	0	2
Japanese_20.00-34.99	Whiskey_Japanese	2	0	2
Japanese_35.00-99.99	Whiskey_Japanese	4	6	-2
Whiskey_Japanese1750	Whiskey_Japanese1750	2	0	2
Whiskey_Japanese375	Whiskey_Japanese375	2	0	2
Rye_0-19.99	Whiskey_Rye	4	2	2
Rye_20.00-34.99	Whiskey_Rye	12	14	-2
Rye_35.00-99.99	Whiskey_Rye	12	14	-2
Whiskey_Rye1750	Whiskey_Rye1750	2	2	0
Whiskey_Rye375	Whiskey_Rye375	4	3	1
Scotch_0-24.99	Whiskey_Scotch	7	6	1
Scotch_100.00-199.99	Whiskey_Scotch	14	16	-2
Scotch_25.00-34.99	Whiskey_Scotch	8	8	0
Scotch_35.00-49.99	Whiskey_Scotch	19	18	1
Scotch_50.00-69.99	Whiskey_Scotch	25	30	-5
Scotch_70.00-99.99	Whiskey_Scotch	16	23	-7
Scotch1750_0-24.99	Whiskey_Scotch1750	4	3	1
Scotch1750_25.00-199.99	Whiskey_Scotch1750	7	8	-1
Whiskey_Scotch375	Whiskey_Scotch375	6	6	0
White1500s_0-19.99	White_1500s	60	56	4
White1500s_20.00-199.99	White_1500s	3	3	0
White375s_0-19.99	White_375s	24	21	3
White375s_20.00-99.99	White_375s	11	13	-2
White_Argentine	White_Argentine	10	9	1
WhiteAustralian_0-14.99	White_Australian	22	20	2
WhiteAustralian_15.00-199.99	White_Australian	6	8	-2
WhiteBlends_0-14.99	White_Blends	2	1	1
WhiteBlends_15.00-199.99	White_Blends	16	18	-2
White_Blush	White_Blush	10	8	2
WhiteChardonnay_0-9.99	White_Chardonnay	27	23	4
WhiteChardonnay_10.00-14.99	White_Chardonnay	47	44	3
WhiteChardonnay_15.00-19.99	White_Chardonnay	46	44	2
WhiteChardonnay_20.00-34.99	White_Chardonnay	50	49	1
WhiteChardonnay_35.00-49.99	White_Chardonnay	26	30	-4
WhiteChardonnay_50.00-199.99	White_Chardonnay	19	25	-6
White_Chilean	White_Chilean	11	10	1
WhiteFrench_0-14.99	White_French	21	19	2
WhiteFrench_100.00-199.99	White_French	6	8	-2
WhiteFrench_15.00-29.99	White_French	45	50	-5

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WhiteFrench_30.00-49.99	White_French	18	22	-4
WhiteFrench_50.00-99.99	White_French	15	16	-1
WhiteGerman_0-19.99	White_German	29	26	3
WhiteGerman_20.00-199.99	White_German	10	9	1
White_Greek	White_Greek	4	4	0
WhiteItalian_0-14.99	White_Italian	31	34	-3
WhiteItalian_15.00-29.99	White_Italian	39	42	-3
WhiteItalian_30.00-199.99	White_Italian	2	3	-1
WhiteMisc_0-19.99	White_Misc	27	27	0
WhiteMisc_20.00-199.99	White_Misc	12	11	1
White_Moscato	White_Moscato	12	12	0
WhiteNewZealand_0-19.99	White_NewZealand	28	26	2
WhiteNewZealand_20.00-199.99	White_NewZealand	6	4	2
WhitePinotGris_0-14.99	White_PinotGris	32	29	3
WhitePinotGris_15-199.99	White_PinotGris	23	25	-2
WhiteRiesling_0-14.99	White_Riesling	23	21	2
WhiteRiesling_15.00-199.99	White_Riesling	9	11	-2
WhiteSauvBlanc_0-14.99	White_SauvBlanc	36	35	1
WhiteSauvBlanc_15.00-29.99	White_SauvBlanc	40	44	-4
WhiteSauvBlanc_30.00-199.99	White_SauvBlanc	6	6	0
White_SouthAfrican	White_SouthAfrican	18	18	0
WhiteSpanish_0-14.99	White_Spanish	25	23	2
WhiteSpanish_15.00-199.99	White_Spanish	17	16	1
Wine_Bulk	Wine_Bulk	71	67	4
Wine_Fruit	Wine_Fruit	26	28	-2
LateHarvest_0-19.99	Wine_LateHarvest	5	6	-1
LateHarvest_20.00-99.99	Wine_LateHarvest	2	2	0
Wine_MarsalaMadera	Wine_MarsalaMadera	15	16	-1
Port_0-9.99	wine_Port	3	2	1
Port_10.00-29.99	wine_Port	11	16	-5
Port_100.00-199.99	wine_Port	6	7	-1
Port_30.00-99.99	wine_Port	16	18	-2
Rose_0-14.99	Wine_Rose	53	51	2
Rose_15.00-29.99	Wine_Rose	56	59	-3
Rose_30.00-199.99	Wine_Rose	3	7	-4
Sake_0-14.99	Wine_Sake	13	12	1
Sake_15.00-99.99	Wine_Sake	19	25	-6
Sherry_0-9.99	wine_Sherry	4	3	1
Sherry_10.00-99.99	wine_Sherry	15	19	-4
Wine_SmallPackage	Wine_SmallPackage	12	13	-1
Vermouth_0-9.99	Wine_Vermouth	6	5	1
Vermouth_10.00-Above	Wine_Vermouth	11	12	-1