

DABS - FALL 2022 CATEGORY TARGETS

Display Group	Assortment Group	Fall 2022 Targets	Currently Listed	NEED
BEER_Cider	Cider_0-3.99	15	18	-3
BEER_Cider	Cider_4.00-Above	10	12	-2
BEER_FMB	BEER_FMB	49	55	-6
BEER_LARGE	BeerLarge_0-3.09	7	6	1
BEER_LARGE	BeerLarge_3.10-3.99	6	6	0
BEER_LARGE	BeerLarge_4.00-9.99	11	11	0
BEER_LARGE	BeerLarge_10.00-Above	10	10	0
BEER_SMALL	BeerSmall_0-1.58	7	7	0
BEER_SMALL	BeerSmall_1.59-1.89	20	14	6
BEER_SMALL	BeerSmall_1.90-2.29	91	96	-5
BEER_SMALL	BeerSmall_2.30-Above	100	117	-17
PreMixed	PreMixed_0-3.99	23	26	-3
PreMixed	PreMixed_4.00-Above	31	31	0
SPIRITS				
Liqueurs_Bitters & Herbal	Liqueurs_Bitters & Herbal	43	51	-8
Liqueurs_Coffee & Cream	Liqueurs_Coffee & Cream	38	45	-7
Liqueurs_Fruit & Nut	Liqueurs_Fruit & Nut	47	58	-11
Spirits_BRANDY	Brandy_0-19.99	17	16	1
Spirits_BRANDY	Brandy_20.00-49.99	10	13	-3
Spirits_BRANDY	Brandy_50.00-Above	3	9	-6
Spirits_BRANDY1750	Brandy1750	5	5	0
Spirits_BRANDY375	Brandy375	8	10	-2
Spirits_GIN	Gin_0-9.99	2	3	-1
Spirits_GIN	Gin_10.00-19.99	11	12	-1
Spirits_GIN	Gin_20.00-Above	31	38	-7
Spirits_GIN1750	Gin1750_0-19.99	6	6	0
Spirits_GIN1750	Gin1750_20.00-Above	8	8	0
Spirits_GIN375	Gin375	6	6	0
Spirits_RUM	Rum_0-14.99	25	26	-1
Spirits_RUM	Rum_15.00-24.99	53	58	-5
Spirits_RUM	Rum_25.00-Above	16	20	-4
Spirits_RUM1750	Rum1750_0-19.99	11	11	0
Spirits_RUM1750	Rum1750_20.00-Above	13	13	0
Spirits_RUM375	Rum375	8	8	0
Spirits_TEQUILA	Tequila_0-19.99	20	19	1
Spirits_TEQUILA	Tequila_20.00-34.99	36	42	-6
Spirits_TEQUILA	Tequila_35.00-69.99	31	38	-7
Spirits_TEQUILA	Tequila_70.00-Above	6	16	-10
Spirits_TEQUILA1750	Tequila1750	19	19	0
Spirits_TEQUILA375	Tequila375	11	13	-2
Spirits_Vodka	Vodka_0-9.99	16	17	-1
Spirits_Vodka	Vodka_10.00-19.99	32	33	-1
Spirits_Vodka	Vodka_20.00-34.99	25	30	-5
Spirits_Vodka	Vodka_35.00-Above	4	4	0
Spirits_VODKA1750	Vodka1750_0-19.99	14	13	1
Spirits_VODKA1750	Vodka1750_20.00-34.99	14	15	-1
Spirits_VODKA1750	Vodka1750_35.00-Above	13	13	0
Spirits_VODKA375	Vodka375	19	20	-1

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Spirits_FlavoredVodka	FlavoredVodka_0-9.99	10	11	-1
Spirits_FlavoredVodka	FlavoredVodka_10.00-19.99	60	60	0
Spirits_FlavoredVodka	FlavoredVodka_20.00-Above	21	27	-6
Spirits_FlavoredVodka1750	FlavoredVodka1750	8	8	0
Spirits_FlavoredVodka375	FlavoredVodka375	4	4	0
Whiskey_American	American_0-14.99	8	8	0
Whiskey_American	American_15.00-24.99	16	16	0
Whiskey_American	American_25.00-34.99	17	17	0
Whiskey_American	American_35.00-59.99	30	52	-22
Whiskey_American	American_60.00-99.99	5	14	-9
Whiskey_American1750	American1750_0-24.99	7	9	-2
Whiskey_American1750	American1750_25.00-Above	12	14	-2
Whiskey_American375	Whiskey_American375	16	16	0
Whiskey_Canadian	Canadian_0-19.99	25	25	0
Whiskey_Canadian	Canadian_20.00-34.99	7	7	0
Whiskey_Canadian	Canadian_35.00-Above	5	7	-2
Whiskey_Canadian1750	Whiskey_Canadian1750	16	16	0
Whiskey_Canadian375	Whiskey_Canadian375	7	7	0
Whiskey_Flavored	Flavored_0-19.99	30	30	0
Whiskey_Flavored	Flavored_20.00-Above	17	23	-6
Whiskey_Flavored1750	Whiskey_Flavored1750	10	10	0
Whiskey_Flavored375	Whiskey_Flavored375	7	8	-1
Whiskey_Irish	Irish_0-34.99	12	14	-2
Whiskey_Irish	Irish_35.00-Above	7	11	-4
Whiskey_Japanese	Japanese_0-19.99	2	1	1
Whiskey_Japanese	Japanese_20.00-34.99	2	0	2
Whiskey_Japanese	Japanese_35.00-99.99	5	7	-2
Whiskey_Japanese375	Whiskey_Japanese375	2	3	-1
Whiskey_Rye	Rye_0-19.99	4	4	0
Whiskey_Rye	Rye_20.00-34.99	10	11	-1
Whiskey_Rye	Rye_35.00-Above	11	18	-7
Whiskey_Rye1750	Whiskey_Rye1750	3	2	1
Whiskey_Rye375	Whiskey_Rye375	4	4	0
Whiskey_Scotch	Scotch_0-24.99	8	6	2
Whiskey_Scotch	Scotch_100.00-199.99	10	15	-5
Whiskey_Scotch	Scotch_25.00-34.99	7	10	-3
Whiskey_Scotch	Scotch_35.00-49.99	14	15	-1
Whiskey_Scotch	Scotch_50.00-69.99	20	21	-1
Whiskey_Scotch	Scotch_70.00-99.99	15	21	-6
Whiskey_Scotch1750	Scotch1750_0-24.99	4	4	0
Whiskey_Scotch1750	Scotch1750_25.00-Above	7	7	0
Whiskey_Scotch375	Whiskey_Scotch375	6	5	1
WINE				
Red_Blends	RedBlends_0-14.99	46	44	2
Red_Blends	RedBlends_15.00-29.99	42	47	-5
Red_Blends	RedBlends_30.00-49.99	16	22	-6
Red_Blends	RedBlends_50.00-99.99	14	14	0
Red_Blends	RedBlends_100.00-199.99	4	4	0

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Display Group	Assortment Group	Fall 2022 Targets	Currently Listed	NEED
Red_Cabernet	RedCabernet_0-9.99	21	21	0
Red_Cabernet	RedCabernet_10.00-14.99	39	42	-3
Red_Cabernet	RedCabernet_15.00-19.99	35	37	-2
Red_Cabernet	RedCabernet_20.00-34.99	31	36	-5
Red_Cabernet	RedCabernet_35.00-49.99	17	20	-3
Red_Cabernet	RedCabernet_50.00-99.99	48	50	-2
Red_Cabernet	RedCabernet_100.00-199.99	27	31	-4
Red_Merlot	RedMerlot_0-14.99	25	25	0
Red_Merlot	RedMerlot_15.00-29.99	21	25	-4
Red_Merlot	RedMerlot_30.00-49.99	7	3	4
Red_Merlot	RedMerlot_50.00-Above	6	5	1
Red_Misc.	Red_Misc.	3	4	-1
Red_PinotNoir	RedPinotNoir_0-9.99	9	7	2
Red_PinotNoir	RedPinotNoir_10.00-14.99	26	28	-2
Red_PinotNoir	RedPinotNoir_15.00-19.99	22	26	-4
Red_PinotNoir	RedPinotNoir_20.00-34.99	57	57	0
Red_PinotNoir	RedPinotNoir_35.00-49.99	34	33	1
Red_PinotNoir	RedPinotNoir_50.00-99.99	33	38	-5
Red_PinotNoir	RedPinotNoir_100.00-199.99	2	1	1
Red_Syrah	RedSyrah_0-14.99	10	9	1
Red_Syrah	RedSyrah_15.00-29.99	21	21	0
Red_Syrah	RedSyrah_30.00-49.99	7	6	1
Red_Syrah	RedSyrah_50.00-Above	4	5	-1
Red_Zinfandel	RedZinfandel_0-14.99	11	8	3
Red_Zinfandel	RedZinfandel_15.00-29.99	25	30	-5
Red_Zinfandel	RedZinfandel_30.00-49.99	20	22	-2
Red_Zinfandel	RedZinfandel_50.00-Above	5	4	1
Sparklingwine	Sparkling_0-9.99	11	9	2
Sparklingwine	Sparkling_10.00-14.99	36	39	-3
Sparklingwine	Sparkling_15.00-19.99	39	43	-4
Sparklingwine	Sparkling_20.00-34.99	26	39	-13
Sparklingwine	Sparkling_35.00-49.99	12	16	-4
Sparklingwine	Sparkling_50.00-99.99	21	35	-14
Sparklingwine	Sparkling_100.00-199.99	7	12	-5
Sparklingwine_375	Sparkling375s_0-39.99	12	15	-3
Sparklingwine_375	Sparkling375s_40.00-99.99	3	3	0
White_Blends	WhiteBlends_0-14.99	2	2	0
White_Blends	WhiteBlends_15.00-Above	15	16	-1
White_Blush	White_Blush	9	10	-1
White_Chardonnay	WhiteChardonnay_0-9.99	20	20	0
White_Chardonnay	WhiteChardonnay_10.00-14.99	44	48	-4
White_Chardonnay	WhiteChardonnay_15.00-19.99	37	37	0
White_Chardonnay	WhiteChardonnay_20.00-34.99	51	51	0
White_Chardonnay	WhiteChardonnay_35.00-49.99	24	27	-3
White_Chardonnay	WhiteChardonnay_50.00-Above	21	22	-1
White_Misc	WhiteMisc_0-19.99	23	24	-1
White_Misc	WhiteMisc_20.00-Above	11	9	2
White_Moscato	White_Moscato	12	12	0

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Display Group	Assortment Group	Fall 2022 Targets	Currently Listed	NEED
White_PinotGris	WhitePinotGris_0-14.99	26	26	0
White_PinotGris	WhitePinotGris_15-Above	21	20	1
White_Riesling	WhiteRiesling_0-14.99	17	18	-1
White_Riesling	WhiteRiesling_15.00-Above	12	12	0
White_SauvBlanc	WhiteSauvBlanc_0-14.99	28	29	-1
White_SauvBlanc	WhiteSauvBlanc_15.00-29.99	40	37	3
White_SauvBlanc	WhiteSauvBlanc_30.00-Above	5	8	-3
Wine_LateHarvest	LateHarvest_0-19.99	3	4	-1
Wine_LateHarvest	LateHarvest_20.00-Above	2	2	0
Wine_Orange	Orange_0-14.99	2	1	1
Wine_Orange	Orange_15.00-29.99	4	6	-2
Wine_Orange	Orange_30.00-Above	2	1	1
Wine_Rose	Rose_0-14.99	41	43	-2
Wine_Rose	Rose_15.00-29.99	51	67	-16
Wine_Rose	Rose_30.00-Above	7	9	-2
Red_Argentine	RedArgentine_0-14.99	22	20	2
Red_Argentine	RedArgentine_15.00-29.99	28	33	-5
Red_Argentine	RedArgentine_30.00-44.99	3	3	0
Red_Argentine	RedArgentine_45.00-59.99	2	2	0
Red_Argentine	RedArgentine_60.00-99.99	2	2	0
Red_Argentine	RedArgentine_100.00-199.99	1	1	0
White_Argentine	White_Argentine	7	8	-1
Red_Australian	RedAustralian_0-10.99	8	7	1
Red_Australian	RedAustralian_11.00-14.99	11	9	2
Red_Australian	RedAustralian_15.00-19.99	11	7	4
Red_Australian	RedAustralian_20.00-29.99	10	16	-6
Red_Australian	RedAustralian_30.00-Above	3	2	1
White_Australian	WhiteAustralian_0-14.99	16	16	0
White_Australian	WhiteAustralian_15.00-Above	8	8	0
Red_Chilean	RedChilean_0-14.99	12	12	0
Red_Chilean	RedChilean_15.00-29.99	10	10	0
Red_Chilean	RedChilean_30.00-Above	3	3	0
White_Chilean	White_Chilean	9	10	-1
Red_French	RedFrench_0-14.99	18	19	-1
Red_French	RedFrench_15.00-29.99	63	71	-8
Red_French	RedFrench_30.00-49.99	22	27	-5
Red_French	RedFrench_50.00-99.99	23	29	-6
Red_French	RedFrench_100.00-199.99	17	20	-3
White_French	WhiteFrench_0-14.99	16	14	2
White_French	WhiteFrench_15.00-29.99	43	47	-4
White_French	WhiteFrench_30.00-49.99	18	23	-5
White_French	WhiteFrench_50.00-99.99	14	18	-4
White_French	WhiteFrench_100.00-199.99	8	10	-2
Red_German	Red_German	4	5	-1
White_German	WhiteGerman_0-19.99	28	28	0
White_German	WhiteGerman_20.00-Above	13	13	0
Red_Greek	Red_Greek	3	3	0
White_Greek	White_Greek	4	5	-1

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Display Group	Assortment Group	Fall 2022 Targets	Currently Listed	NEED
Red_Italian	RedItalian_0-14.99	40	38	2
Red_Italian	RedItalian_15.00-29.99	56	67	-11
Red_Italian	RedItalian_30.00-49.99	27	34	-7
Red_Italian	RedItalian_50.00-99.99	27	36	-9
Red_Italian	RedItalian_100.00-199.99	8	10	-2
White_Italian	WhiteItalian_0-14.99	31	28	3
White_Italian	WhiteItalian_15.00-29.99	37	41	-4
White_Italian	WhiteItalian_30.00-Above	3	3	0
Red_NewZealand	Red_NewZealand	7	6	1
White_NewZealand	WhiteNewZealand_0-19.99	21	23	-2
White_NewZealand	WhiteNewZealand_20.00-Above	4	6	-2
Red_SouthAfrican	Red_SouthAfrican	8	11	-3
White_SouthAfrican	White_SouthAfrican	15	16	-1
Red_Spanish	RedSpanish_0-14.99	43	39	4
Red_Spanish	RedSpanish_15.00-29.99	50	63	-13
Red_Spanish	RedSpanish_30.00-49.99	7	9	-2
Red_Spanish	RedSpanish_50.00-99.99	6	8	-2
Red_Spanish	RedSpanish_100.00-199.99	2	2	0
White_Spanish	WhiteSpanish_0-14.99	20	22	-2
White_Spanish	WhiteSpanish_15.00-Above	17	15	2
Wine_Bulk	Wine_Bulk	65	70	-5
Wine_SmallPackage	Wine_SmallPackage	10	12	-2
Red_1500s	Red1500s_0-11.99	12	12	0
Red_1500s	Red1500s_12.00-15.99	19	16	3
Red_1500s	Red1500s_16.00-24.99	12	13	-1
Red_1500s	Red1500s_25.00-79.99	4	2	2
White_1500s	White1500s_0-19.99	54	54	0
White_1500s	White1500s_20.00-Above	3	3	0
Red_375s	Red375s_0-19.99	6	8	-2
Red_375s	Red375s_20.00-99.99	5	5	0
White_375s	White375s_0-19.99	20	20	0
White_375s	White375s_20.00-Above	12	13	-1
Wine_Fruit	Wine_Fruit	24	27	-3
wine_Port	Port_0-9.99	3	2	1
wine_Port	Port_10.00-29.99	12	15	-3
wine_Port	Port_30.00-99.99	16	12	4
wine_Port	Port_100.00-199.99	6	4	2
Wine_Sake	Sake_0-14.99	10	9	1
Wine_Sake	Sake_15.00-Above	17	20	-3
Wine_MarsalaMadiera	Wine_MarsalaMadiera	11	11	0
wine_Sherry	Sherry_0-9.99	4	4	0
wine_Sherry	Sherry_10.00-Above	14	14	0
Wine_Vermouth	Vermouth_0-9.99	4	4	0
Wine_Vermouth	Vermouth_10.00-Above	8	13	-5