



**Gravity Hills Day**

October 19th, 2005

Distinctive and Estates Group Number of Cases Good,  
 Varietal Breakdown not good.

**OVERALL REP SALES**

**Number of cases sold**

State	Distributor	Total Cases	Rep	Killer Climb	Base Camp	Percentage of Sales	
CO	Classic Wines	24.66	Shan Bagwell	1	13.33	10.33	<b>5.47%</b>
TX	The Wine Frog	24	Steven DiMatteo	0	12	12	<b>5.32%</b>
NY	Elmira	23	John Wilson	0	8	15	<b>5.10%</b>
NY	Elmira	19	Micahel Dalton	2	7	10	<b>4.21%</b>
NY	Elmira	18	Peter Yeskoot	6	6	6	<b>3.99%</b>
CO	Classic Wines	16.25	Bob Elliot	1.25	5.5	9.5	<b>3.60%</b>
CA	Estates Group - Northern	15	Ruben Morancy	0	9	6	<b>3.33%</b>
MD	Wines Limited	13.48	Victoria Stagmer	2.16	0.66	10.66	<b>2.99%</b>
CO	Classic Wines	12	Holly Larson	0	5	7	<b>2.66%</b>
TX	The Wine Frog	12	Sue Dickens	0	2	10	<b>2.66%</b>
CO	Classic Wines	11	Andy Welch	0	5	6	<b>2.44%</b>
DC	Wine Partners	11	Bill Ritter	3	4	4	<b>2.44%</b>
DC	Wine Partners	11	Lisa Pope	1	6	4	<b>2.44%</b>
MD	Wines Limited	11	Melissa Koch	2	3	6	<b>2.44%</b>
TN	Horizon Wine and Spirits	11	R Morrison	0	2	9	<b>2.44%</b>
CO	Classic Wines	10	Mike Fehr	0	4	6	<b>2.22%</b>

TN	Horizon Wine and Spirits	9	M Malone	0	2	7	<b>2.00%</b>
CA	Estates Group	8	Lisa Wherry	0	4	4	<b>1.77%</b>
CO	Classic Wines	7	Karen Clark	1	1	5	<b>1.55%</b>
DC	Wine Partners	7	Jean Gagliolo	0	7	0	<b>1.55%</b>
WI	The Wine Merchant	7	Jillian Imilkowski	2	5	0	<b>1.55%</b>
CO	Classic Wines	6	David Bernard	0	2	4	<b>1.33%</b>
CO	Classic Wines	6	Kevin Benner	1	4	1	<b>1.33%</b>
NY	Elmira	6	Don Griffin	0	3	3	<b>1.33%</b>
WI	The Wine Merchant	6	Dawn Riker	5	1	0	<b>1.33%</b>
CA	Estates Group	5	Adam Pizer	0	3	2	<b>1.11%</b>
CA	Estates Group	5	Erik Tecson	0	3	2	<b>1.11%</b>
CA	Estates Group	5	Gil Hutchinson	0	3	2	<b>1.11%</b>
IL	Distinctive Wine and Spirits	5	Ted Alexandrakis	0	3	2	<b>1.11%</b>
TN	Horizon Wine and Spirits	5	B White	0	1	4	<b>1.11%</b>
TN	Dinwiddie Distributing	5	Mike Goodin	0	2	3	<b>1.11%</b>
TN	Horizon Wine and Spirits	5	Travis Bain	0	1	4	<b>1.11%</b>
CA	Estates Group	4	Allyson Depetrillo	0	2	2	<b>0.89%</b>
CA	Estates Group - Northern	4	Dean Alexander	0	0	4	<b>0.89%</b>
CA	Estates Group	4	Justin Kleineider	0	2	2	<b>0.89%</b>
CO	Classic Wines	4	Eric Lambertus	0	0	4	<b>0.89%</b>
DC	Wine Partners	4	Stuart Emdan	0	2	2	<b>0.89%</b>
NY	Elmira	4	Cameron Mills	0	4	0	<b>0.89%</b>
WI	The Wine Merchant	4	Jackie Slavens	2	1	1	<b>0.89%</b>
WI	The Wine Merchant	4	Karen Hall	3	1	0	<b>0.89%</b>
TX	The Wine Frog	3.5	Margot Vanoni	0	1.5	2	<b>0.78%</b>
CA	Estates Group	3	Ron Hahn	0	3	0	<b>0.67%</b>

CA	Estates Group	2	Antonio Moretti	0	1	1	0.44%
CA	Estates Group	2	Dan Schuch	0	1	1	0.44%
CA	Estates Group	2	Fulvio Beltrami	0	1	1	0.44%
CA	Estates Group	2	Jason Hollida	0	1	1	0.44%
CA	Estates Group	2	Jeff Gollaner	0	1	1	0.44%
CA	Estates Group	2	Lee Moore	0	1	1	0.44%
CA	Estates Group	2	Mathew Andrews	0	1	1	0.44%
CA	Estates Group	2	Michael Smelich	0	1	1	0.44%
CA	Estates Group	2	Rick Ashley	0	1	1	0.44%
CA	Estates Group	2	Robert Pozzi	0	1	1	0.44%
CA	Estates Group	2	Saskia Spanhoff	0	1	1	0.44%
CT	Opici CT	2	Henry Coppola	0	0	0	0.44%
CT	Opici CT	2	Steve Smollin	0	0	0	0.44%
IL	Distinctive Wine and Spirits	2	Kerry Fields	0	1	1	0.44%
IL	Distinctive Wine and Spirits	2	Sergio Valsecchi	0	1	1	0.44%
MD	Wines Limited	2	Andrew Hampson	1	1	0	0.44%
MD	Wines Limited	2	Denise Treat	0	1	1	0.44%
NY	Elmira	2	Gene Losey	0	1	1	0.44%
TN	Dinwiddie Distributing	2	Robin Omastiak	0	1	1	0.44%
TX	The Wine Frog	2	Julie Font	0	1	1	0.44%
CO	Classic Wines	1.833	Doug Busch	0	0.833	1	0.41%
CA	Estates Group - Northern	1	Chad Brendle	0	0	1	0.22%
CA	Estates Group	1	Ian Hill	0	0	1	0.22%
CA	Estates Group - Northern	1	Jeff McCarthy	0	0	1	0.22%
CA	Estates Group	1	Michelle Myers	0	0	1	0.22%
CA	Estates Group	1	Ralph Sarkin	0	0	1	0.22%

CA	Estates Group	1	Sean Curtin	0	0	1	0.22%
CA	Estates Group - Northern	1	Steve Boyce	0	0	1	0.22%
CA	Estates Group	1	Steve Dobbins	0	0	1	0.22%
CA	Estates Group	1	Tom Hess	0	0	1	0.22%
CA	Estates Group	1	Tracey Brown	0	0	1	0.22%
CA	Estates Group - Northern	1	Tracy Bogue	0	0	1	0.22%
CO	Classic Wines	1	Chris Anson	0	0	1	0.22%
CO	Classic Wines	1	Kelly Fagan	0	0	1	0.22%
CO	Classic Wines	1	Rick Dufon	0	0	1	0.22%
CO	Classic Wines	1	Wendy Curtis	0	0	1	0.22%
CT	Opici CT	1	Francesco DiTuri	0	0	0	0.22%
CT	Opici CT	1	Rick Sobieraj	0	0	0	0.22%
IL	Distinctive Wine and Spirits	1	Bari Comerci	0	0	1	0.22%
IL	Distinctive Wine and Spirits	1	Howard Levine	0	0	1	0.22%
IL	Distinctive Wine and Spirits	1	John Paul Rooney	0	0	1	0.22%
IL	Distinctive Wine and Spirits	1	Michael Doerfler	0	0	1	0.22%
IL	Distinctive Wine and Spirits	1	Nitin Bhojraj	0	0	1	0.22%
IL	Distinctive Wine and Spirits	1	Pete Joseph	0	0	1	0.22%
IL	Distinctive Wine and Spirits	1	Tony Manzella	0	0	1	0.22%
IL	Distinctive Wine and Spirits	1	Vaidas Paulis	0	0	1	0.22%
MD	Wines Limited	1	Lucian Walsh	0	0	1	0.22%
NY	Elmira	1	Brandon Fowler	0	0	1	0.22%
TN	Horizon Wine and Spirits	1	Denise Decuir	0	0	1	0.22%
WI	The Wine Merchant	1	Holly Pozorski	0	1	0	0.22%
WI	The Wine Merchant	1	Mark Browning	1	0	0	0.22%
WI	The Wine Merchant	1	Steve Smith	1	0	0	0.22%

CO	Classic Wines	0.33	Joe Finnerty	0	0	0.33	0.07%
CA	Estates Group	0	David Vinik	0	0	0	0.00%
CA	Estates Group	0	Eric Braham	0	0	0	0.00%
CA	Estates Group	0	I Russ Turner	0	0	0	0.00%
CA	Estates Group	0	John Parker	0	0	0	0.00%
CA	Estates Group	0	Kenny Crowder	0	0	0	0.00%
CA	Estates Group	0	Marcelino Cosio	0	0	0	0.00%
CA	Estates Group	0	Scott Ritter	0	0	0	0.00%
CO	Classic Wines	0	Hayley Hughes	0	0	0	0.00%
CO	Classic Wines	0	Jody Gardner	0	0	0	0.00%
CO	Classic Wines	0	Sheryl Epperson	0	0	0	0.00%
CO	Classic Wines	0	Taylor Courey	0	0	0	0.00%
CT	Opici CT	0	Bill Nolan	0	0	0	0.00%
CT	Opici CT	0	Bud Serafine	0	0	0	0.00%
CT	Opici CT	0	Gene Pisani	0	0	0	0.00%
CT	Opici CT	0	Michele DesJardins	0	0	0	0.00%
CT	Opici CT	0	Nick Coppola	0	0	0	0.00%
CT	Opici CT	0	Tony Crombie	0	0	0	0.00%
IL	Distinctive Wine and Spirits	0	Brian Vaughan	0	0	0	0.00%
MD	Wines Limited	0	Bob Verdugo	0	0	0	0.00%
MD	Wines Limited	0	Nazila Safari	0	0	0	0.00%