

## SPRING 2024 CATEGORY TARGETS

Display Group	Assortment Group	Spring 2024 Target	Listed Items	NEED
BEER_Cider	Cider_0-3.99	13	18	-5
BEER_Cider	Cider_4.00-Above	14	15	-1
BEER_FMB	BEER_FMB	43	44	-1
BEER_LARGE	BeerLarge_0-3.09	8	8	0
BEER_LARGE	BeerLarge_3.10-3.99	7	8	-1
BEER_LARGE	BeerLarge_4.00-9.99	10	8	2
BEER_LARGE	BeerLarge_10.00-Above	8	10	-2
BEER_SMALL	BeerSmall_0-1.58	8	8	0
BEER_SMALL	BeerSmall_1.59-1.89	12	11	1
BEER_SMALL	BeerSmall_1.90-2.29	73	86	-13
BEER_SMALL	BeerSmall_2.30-Above	100	158	-58
PreMixed	PreMixed_0-3.99	40	42	-2
PreMixed	PreMixed_4.00-Above	35	48	-13
<b>SPIRITS</b>				
Liqueurs_Bitters & Herbal	Liqueurs_Bitters & Herbal	39	50	-11
Liqueurs_Coffee & Cream	Liqueurs_Coffee & Cream	42	42	0
Liqueurs_Fruit & Nut	Liqueurs_Fruit & Nut	49	55	-6
Spirits_BRANDY	Brandy_0-19.99	14	15	-1
Spirits_BRANDY	Brandy_20.00-49.99	13	18	-5
Spirits_BRANDY	Brandy_50.00-ABOVE	8	8	0
Spirits_BRANDY1750	Brandy1750	5	5	0
Spirits_BRANDY375	Brandy375	6	6	0
Spirits_GIN	Gin_0-9.99	4	4	0
Spirits_GIN	Gin_10.00-19.99	13	13	0
Spirits_GIN	Gin_20.00-ABOVE	30	37	-7
Spirits_GIN1750	Gin1750_0-19.99	6	6	0
Spirits_GIN1750	Gin1750_20.00-ABOVE	8	9	-1
Spirits_GIN375	Gin375	6	6	0
Spirits_RUM	Rum_0-14.99	20	22	-2
Spirits_RUM	Rum_15.00-24.99	49	53	-4
Spirits_RUM	Rum_25.00-ABOVE	18	27	-9
Spirits_RUM1750	Rum1750_0-19.99	8	7	1
Spirits_RUM1750	Rum1750_20.00-ABOVE	13	13	0
Spirits_RUM375	Rum375	8	7	1
Spirits_TEQUILA	Tequila_0-19.99	17	15	2
Spirits_TEQUILA	Tequila_20.00-34.99	45	47	-2
Spirits_TEQUILA	Tequila_35.00-69.99	34	49	-15
Spirits_TEQUILA	Tequila_70.00-ABOVE	10	20	-10
Spirits_TEQUILA1750	Tequila1750	19	19	0
Spirits_TEQUILA375	Tequila375	13	13	0
Spirits_Vodka	Vodka_0-9.99	13	14	-1
Spirits_Vodka	Vodka_10.00-19.99	29	33	-4
Spirits_Vodka	Vodka_20.00-34.99	24	33	-9
Spirits_Vodka	Vodka_35.00-ABOVE	4	5	-1
Spirits_VODKA1750	Vodka1750_0-19.99	14	13	1

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Display Group	Assortment Group	Spring 2024 Target	Listed Items	NEED
Spirits_VODKA1750	Vodka1750_20.00-34.99	14	15	-1
Spirits_VODKA1750	Vodka1750_35.00-ABOVE	12	12	0
Spirits_VODKA375	Vodka375	21	22	-1
Spirits_FlavoredVodka	FlavoredVodka_0-9.99	10	9	1
Spirits_FlavoredVodka	FlavoredVodka_10.00-19.99	57	61	-4
Spirits_FlavoredVodka	FlavoredVodka_20.00-ABOVE	31	28	3
Spirits_FlavoredVodka1750	FlavoredVodka1750	7	10	-3
Spirits_FlavoredVodka375	FlavoredVodka375	4	5	-1
Whiskey_American	American_0-14.99	6	6	0
Whiskey_American	American_15.00-24.99	16	18	-2
Whiskey_American	American_25.00-34.99	20	22	-2
Whiskey_American	American_35.00-59.99	39	55	-16
Whiskey_American	American_60.00-ABOVE	5	25	-20
Whiskey_American1750	American1750_0-24.99	7	7	0
Whiskey_American1750	American1750_25.00-ABOVE	16	17	-1
Whiskey_American375	Whiskey_American375	16	15	1
Whiskey_Canadian	Canadian_0-19.99	18	19	-1
Whiskey_Canadian	Canadian_20.00-34.99	9	9	0
Whiskey_Canadian	Canadian_35.00-ABOVE	5	7	-2
Whiskey_Canadian1750	Whiskey_Canadian1750	17	16	1
Whiskey_Canadian375	Whiskey_Canadian375	7	7	0
Whiskey_Flavored	Flavored_0-19.99	22	23	-1
Whiskey_Flavored	Flavored_20.00-ABOVE	27	35	-8
Whiskey_Flavored1750	Whiskey_Flavored1750	8	8	0
Whiskey_Flavored375	Whiskey_Flavored375	10	10	0
Whiskey_Irish	Irish_0-34.99	15	15	0
Whiskey_Irish	Irish_35.00-ABOVE	8	8	0
Whiskey_Japanese	Japanese_0-19.99	2	1	1
Whiskey_Japanese	Japanese_20.00-34.99	2	0	2
Whiskey_Japanese	Japanese_35.00-ABOVE	7	12	-5
Whiskey_Japanese1750	Whiskey_Japanese1750	2	0	2
Whiskey_Japanese375	Whiskey_Japanese375	7	9	-2
Whiskey_Rye	Rye_0-19.99	4	2	2
Whiskey_Rye	Rye_20.00-34.99	10	13	-3
Whiskey_Rye	Rye_35.00-ABOVE	17	32	-15
Whiskey_Rye1750	Whiskey_Rye1750	4	3	1
Whiskey_Rye375	Whiskey_Rye375	4	4	0
Whiskey_Scotch	Scotch_0-24.99	6	4	2
Whiskey_Scotch	Scotch_25.00-34.99	8	10	-2
Whiskey_Scotch	Scotch_35.00-49.99	13	13	0
Whiskey_Scotch	Scotch_50.00-69.99	15	18	-3
Whiskey_Scotch	Scotch_70.00-99.99	17	34	-17
Whiskey_Scotch	Scotch_100.00-ABOVE	12	25	-13
Whiskey_Scotch1750	Scotch1750_0-24.99	3	2	1
Whiskey_Scotch1750	Scotch1750_25.00-ABOVE	8	8	0

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Display Group	Assortment Group	Spring 2024 Target	Listed Items	NEED
Whiskey_Scotch375	Whiskey_Scotch375	6	7	-1
<b>WINE</b>				
Red_Blends	RedBlends_0-14.99	40	44	-4
Red_Blends	RedBlends_15.00-29.99	38	42	-4
Red_Blends	RedBlends_30.00-49.99	17	17	0
Red_Blends	RedBlends_50.00-99.99	16	24	-8
Red_Blends	RedBlends_100.00-ABOVE	5	6	-1
Red_Cabernet	RedCabernet_0-9.99	19	20	-1
Red_Cabernet	RedCabernet_10.00-14.99	35	36	-1
Red_Cabernet	RedCabernet_15.00-19.99	27	30	-3
Red_Cabernet	RedCabernet_20.00-34.99	35	39	-4
Red_Cabernet	RedCabernet_35.00-49.99	17	18	-1
Red_Cabernet	RedCabernet_50.00-99.99	45	51	-6
Red_Cabernet	RedCabernet_100.00-ABOVE	25	33	-8
Red_Merlot	RedMerlot_0-14.99	20	20	0
Red_Merlot	RedMerlot_15.00-29.99	22	22	0
Red_Merlot	RedMerlot_30.00-49.99	6	8	-2
Red_Merlot	RedMerlot_50.00-ABOVE	4	7	-3
Red_PinotNoir	RedPinotNoir_0-9.99	10	7	3
Red_PinotNoir	RedPinotNoir_10.00-14.99	21	23	-2
Red_PinotNoir	RedPinotNoir_15.00-19.99	24	28	-4
Red_PinotNoir	RedPinotNoir_20.00-34.99	48	49	-1
Red_PinotNoir	RedPinotNoir_35.00-49.99	35	40	-5
Red_PinotNoir	RedPinotNoir_50.00-99.99	27	34	-7
Red_PinotNoir	RedPinotNoir_100.00-ABOVE	5	14	-9
Red_Syrah	RedSyrah_0-14.99	8	8	0
Red_Syrah	RedSyrah_15.00-29.99	18	19	-1
Red_Syrah	RedSyrah_30.00-49.99	7	9	-2
Red_Syrah	RedSyrah_50.00-ABOVE	5	5	0
Red_Zinfandel	RedZinfandel_0-14.99	7	7	0
Red_Zinfandel	RedZinfandel_15.00-29.99	25	27	-2
Red_Zinfandel	RedZinfandel_30.00-49.99	19	19	0
Red_Zinfandel	RedZinfandel_50.00-ABOVE	5	7	-2
White_Blends	WhiteBlends_0-14.99	3	2	1
White_Blends	WhiteBlends_15.00-ABOVE	15	14	1
White_Blush	White_Blush	8	8	0
White_Chardonnay	WhiteChardonnay_0-9.99	19	20	-1
White_Chardonnay	WhiteChardonnay_10.00-14.99	37	39	-2
White_Chardonnay	WhiteChardonnay_15.00-19.99	35	43	-8
White_Chardonnay	WhiteChardonnay_20.00-34.99	44	43	1
White_Chardonnay	WhiteChardonnay_35.00-49.99	17	17	0
White_Chardonnay	WhiteChardonnay_50.00-ABOVE	20	28	-8
Red_Misc.	Red_Misc.	5	16	-11
White_Misc	WhiteMisc._0-19.99	20	22	-2
White_Misc	WhiteMisc._20.00-ABOVE	11	16	-5

## SPRING 2024 CATEGORY TARGETS

Display Group	Assortment Group	Spring 2024 Target	Listed Items	NEED
White_Moscato	White_Moscato	9	11	-2
White_PinotGris	WhitePinotGris_0-14.99	22	23	-1
White_PinotGris	WhitePinotGris_15-ABOVE	18	21	-3
White_Riesling	WhiteRiesling_0-14.99	16	17	-1
White_Riesling	WhiteRiesling_15.00-ABOVE	8	11	-3
White_SauvBlanc	WhiteSauvBlanc_0-14.99	23	25	-2
White_SauvBlanc	WhiteSauvBlanc_15.00-29.99	35	42	-7
White_SauvBlanc	WhiteSauvBlanc_30.00-ABOVE	6	10	-4
Wine_LateHarvest	LateHarvest_0-19.99	2	2	0
Wine_LateHarvest	LateHarvest_20.00-ABOVE	3	2	1
Wine_Orange	Orange_0-14.99	3	2	1
Wine_Orange	Orange_15.00-29.99	5	8	-3
Wine_Orange	Orange_30.00-ABOVE	3	2	1
Wine_Rose	Rose_0-14.99	37	34	3
Wine_Rose	Rose_15.00-29.99	59	60	-1
Wine_Rose	Rose_30.00-ABOVE	8	10	-2
Wine_Fruit	Wine_Fruit	20	25	-5
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Sparklingwine	Sparkling_0-9.99	11	10	1
Sparklingwine	Sparkling_10.00-14.99	31	29	2
Sparklingwine	Sparkling_15.00-19.99	39	38	1
Sparklingwine	Sparkling_20.00-34.99	35	39	-4
Sparklingwine	Sparkling_35.00-49.99	15	15	0
Sparklingwine	Sparkling_50.00-99.99	21	42	-21
Sparklingwine	Sparkling_100.00-ABOVE	5	16	-11
Sparklingwine_375	Sparkling375s_0-39.99	15	17	-2
Sparklingwine_375	Sparkling375s_40.00-ABOVE	3	4	-1
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Red_Argentine	RedArgentine_0-14.99	19	18	1
Red_Argentine	RedArgentine_15.00-29.99	29	29	0
Red_Argentine	RedArgentine_30.00-44.99	4	4	0
Red_Argentine	RedArgentine_45.00-59.99	3	3	0
Red_Argentine	RedArgentine_60.00-99.99	3	5	-2
Red_Argentine	RedArgentine_100.00-ABOVE	3	5	-2
White_Argentine	White_Argentine	8	8	0
Red_Australian	RedAustralian_0-10.99	8	6	2
Red_Australian	RedAustralian_11.00-14.99	12	11	1
Red_Australian	RedAustralian_15.00-19.99	9	7	2
Red_Australian	RedAustralian_20.00-29.99	14	12	2
Red_Australian	RedAustralian_30.00-ABOVE	3	3	0
White_Australian	WhiteAustralian_0-14.99	17	18	-1
White_Australian	WhiteAustralian_15.00-ABOVE	10	9	1
Red_Chilean	RedChilean_0-14.99	11	9	2
Red_Chilean	RedChilean_15.00-29.99	10	8	2
Red_Chilean	RedChilean_30.00-ABOVE	3	4	-1
White_Chilean	White_Chilean	9	8	1

## SPRING 2024 CATEGORY TARGETS

Display Group	Assortment Group	Spring 2024 Target	Listed Items	NEED
Red_French	RedFrench_0-14.99	15	15	0
Red_French	RedFrench_15.00-29.99	61	58	3
Red_French	RedFrench_30.00-49.99	20	23	-3
Red_French	RedFrench_50.00-99.99	24	28	-4
Red_French	RedFrench_100.00-ABOVE	17	24	-7
White_French	WhiteFrench_0-14.99	14	15	-1
White_French	WhiteFrench_15.00-29.99	45	44	1
White_French	WhiteFrench_30.00-49.99	17	21	-4
White_French	WhiteFrench_50.00-99.99	7	13	-6
White_French	WhiteFrench_100.00-ABOVE	10	12	-2
Red_German	Red_German	6	5	1
White_German	WhiteGerman_0-19.99	23	23	0
White_German	WhiteGerman_20.00-ABOVE	14	13	1
Red_Greek	Red_Greek	4	4	0
White_Greek	White_Greek	5	5	0
Red_Italian	RedItalian_0-14.99	29	31	-2
Red_Italian	RedItalian_15.00-29.99	61	63	-2
Red_Italian	RedItalian_30.00-49.99	25	30	-5
Red_Italian	RedItalian_50.00-99.99	25	41	-16
Red_Italian	RedItalian_100.00-ABOVE	6	9	-3
White_Italian	WhiteItalian_0-14.99	30	33	-3
White_Italian	WhiteItalian_15.00-29.99	37	34	3
White_Italian	WhiteItalian_30.00-ABOVE	4	6	-2
Red_NewZealand	Red_NewZealand	5	6	-1
White_NewZealand	WhiteNewZealand_0-19.99	18	19	-1
White_NewZealand	WhiteNewZealand_20.00-ABOVE	5	6	-1
Red_SouthAfrican	Red_SouthAfrican	8	8	0
White_SouthAfrican	White_SouthAfrican	15	15	0
Red_Spanish	RedSpanish_0-14.99	34	33	1
Red_Spanish	RedSpanish_15.00-29.99	55	54	1
Red_Spanish	RedSpanish_30.00-49.99	9	10	-1
Red_Spanish	RedSpanish_50.00-99.99	6	8	-2
Red_Spanish	RedSpanish_100.00-ABOVE	2	4	-2
White_Spanish	WhiteSpanish_0-14.99	18	18	0
White_Spanish	WhiteSpanish_15.00-ABOVE	18	18	0
Wine_MarsalaMadiera	Wine_MarsalaMadiera	10	8	2
wine_Port	Port_0-9.99	3	2	1
wine_Port	Port_10.00-29.99	14	11	3
wine_Port	Port_30.00-99.99	14	11	3
wine_Port	Port_100.00-ABOVE	6	5	1
wine_Sherry	Sherry_0-9.99	4	4	0
wine_Sherry	Sherry_10.00-ABOVE	14	14	0
Wine_Vermouth	Vermouth_0-9.99	5	4	1
Wine_Vermouth	Vermouth_10.00-ABOVE	12	16	-4
Wine_Sake	Sake_0-14.99	7	8	-1

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Display Group	Assortment Group	Spring 2024 Target	Listed Items	NEED
Wine_Sake	Sake_15.00-ABOVE	20	26	-6
Red_1500s	Red1500s_0-11.99	6	5	1
Red_1500s	Red1500s_12.00-15.99	18	19	-1
Red_1500s	Red1500s_16.00-24.99	8	8	0
Red_1500s	Red1500s_25.00-ABOVE	2	2	0
White_1500s	White1500s_0-19.99	49	49	0
White_1500s	White1500s_20.00-ABOVE	4	3	1
Red_375s	Red375s_0-19.99	5	5	0
Red_375s	Red375s_20.00-ABOVE	3	7	-4
White_375s	White375s_0-19.99	13	11	2
White_375s	White375s_20.00-ABOVE	12	14	-2
Wine_SmallPackage	Wine_SmallPackage	10	16	-6
Wine_Bulk	Wine_Bulk	65	67	-2