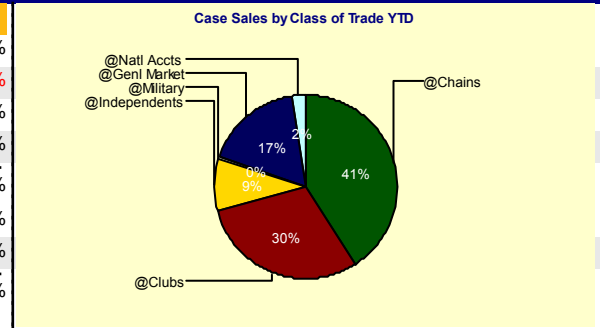


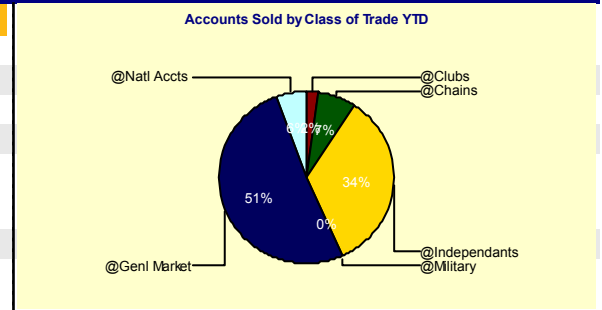
Case Sales by Class of Trade

	YTD	LYTD	VAR	VAR %	PREV	GOAL	VAR	VAR %
Chains	33,748	27,904	5,844	21%	27,904	-	9,444	39%
Clubs	24,695	21,851	2,844	13%	21,851	-	-7,625	-24%
Independents	7,601	6,501	1,099	17%	6,501	-	381	5%
Military	48	16	32	200%	16	2	35	265%
Off Premise	66,091	56,272	9,820	17%	56,272	63,856	2,235	4%
Genl Market	14,295	12,609	1,686	13%	12,609	-	145	1%
Natl Accts	2,033	1,818	215	12%	1,818	-	463	30%
On Premise	16,329	14,427	1,901	13%	14,427	15,720	609	4%
Total	82,420	70,699	11,721	17%	70,699	79,576	2,844	4%



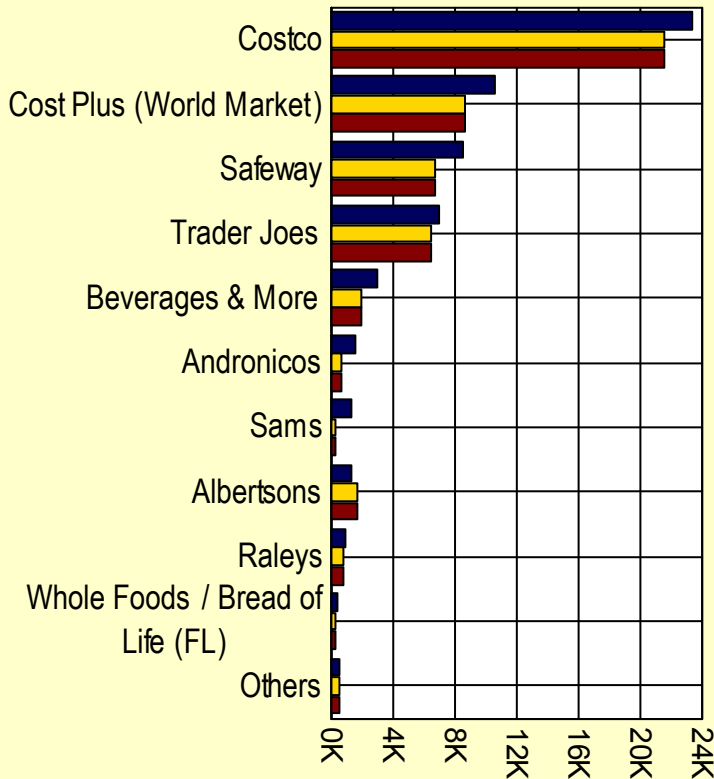
Accounts Sold by Class of Trade

	YTD	LYTD	VAR	VAR %	PREV	GOAL	VAR	VAR %
Chains	147	251	-104	-41%	251			
Clubs	44	69	-25	-36%	69			
Independents	699	795	-96	-12%	795			
Military	3	2	1	50%	2			
Off Premise	893	1,117	-224	-20%	1,117			
Genl Market	1,049	1,087	-38	-3%	1,087			
Natl. Accts	115	136	-21	-15%	136			
On Premise	1,164	1,223	-59	-5%	1,223			
Total	2,057	2,340	-283	-12%	2,340			

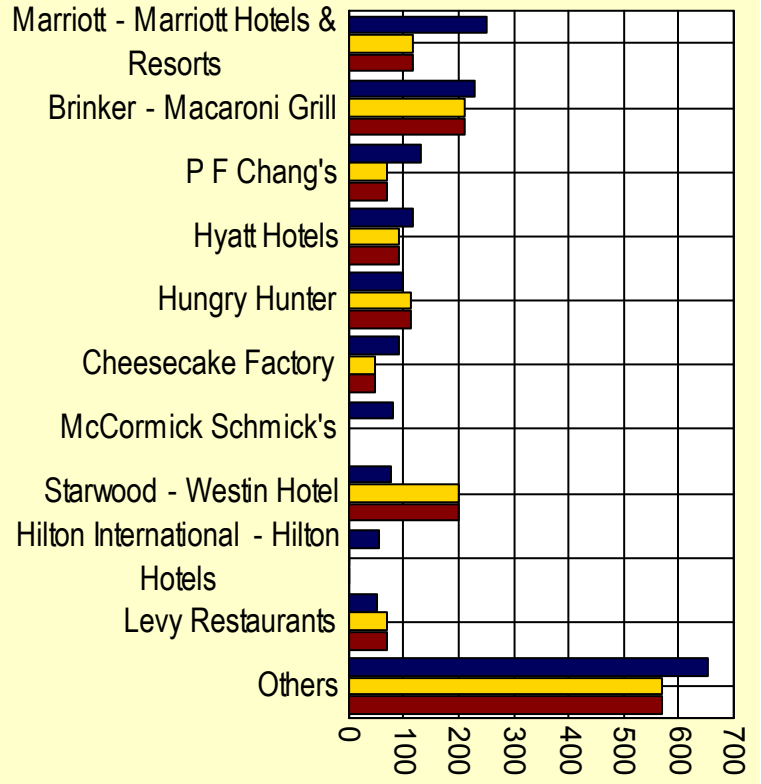


Chain / Club / National Accounts Case Sales

Off Premise



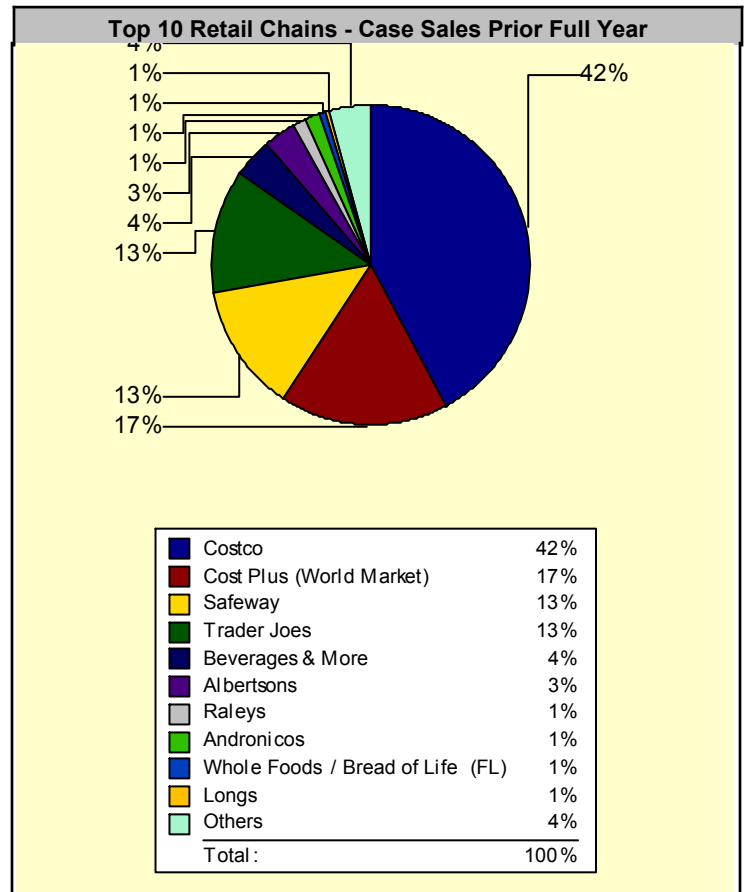
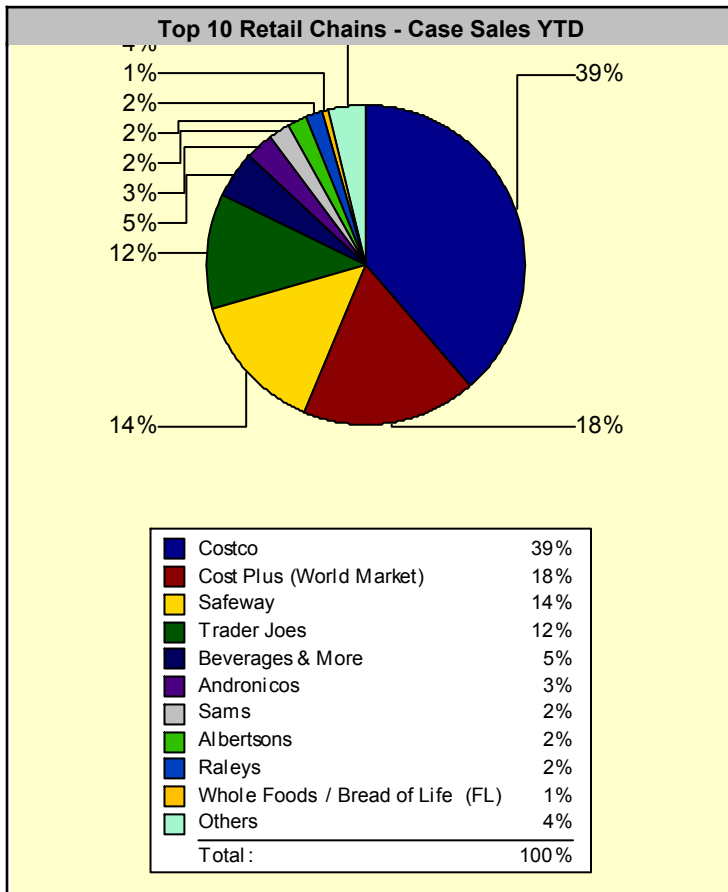
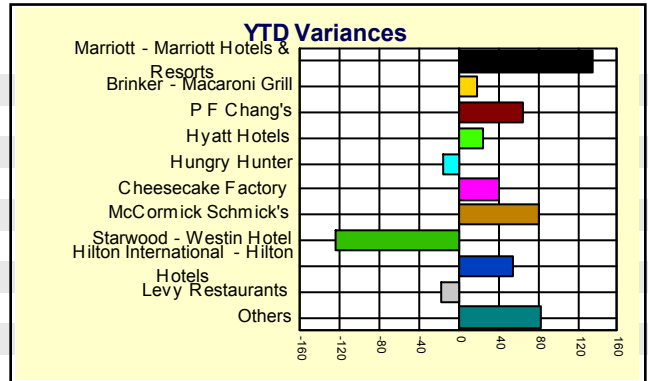
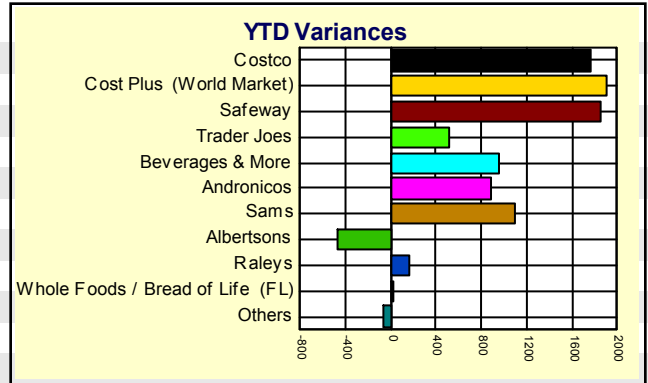
On Premise



Legend: Current Year to Date (Dark Blue), Prior Year to Date (Yellow), Prior Full Year (Red)

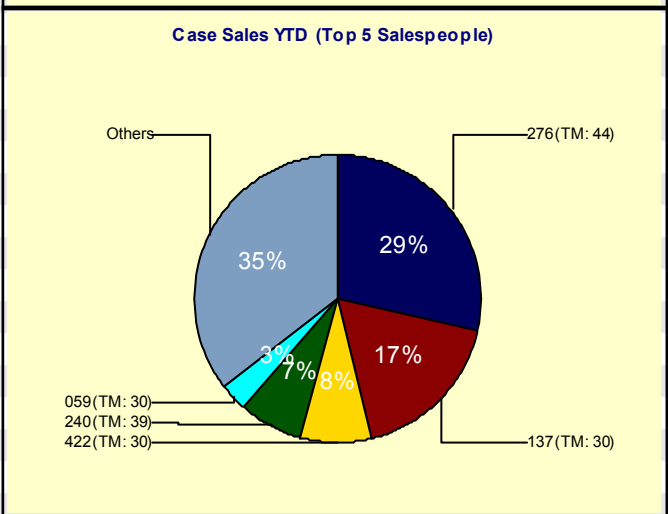
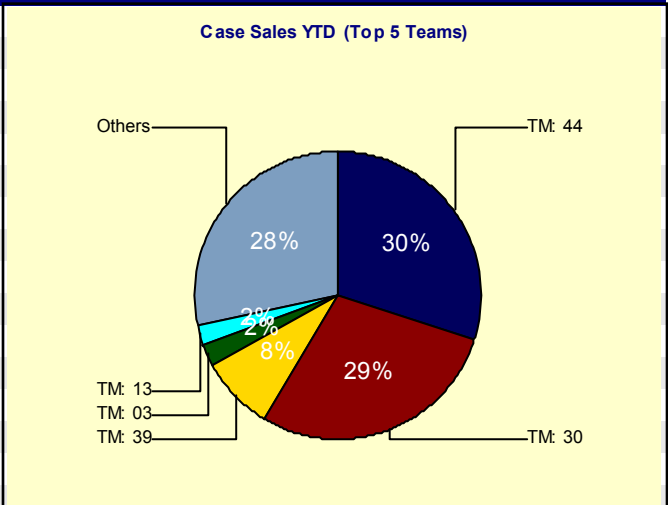
Chain / Club / National Account Case Sales

	YTD	LYTD	VAR	VAR %	PREV
Off Premise					
Costco	23,314	21,553	1,761	8%	21,553
Cost Plus (World Market)	10,582	8,671	1,911	22%	8,671
Safeway	8,562	6,703	1,859	28%	6,703
Trader Joes	6,962	6,438	524	8%	6,438
Beverages & More	2,946	1,992	954	48%	1,992
Andronicos	1,567	679	889	131%	679
Sams	1,363	269	1,094	407%	269
Albertsons	1,255	1,715	-460	-27%	1,715
Raleys	918	747	171	23%	747
Whole Foods / Bread of Life (354	326	28	8%	326
Others	539	597	-59	-10%	597
Total: Off Premise	58,362	49,689	8,673	17%	49,689
On Premise					
Marriott - Marriott Hotels & Resc	251	117	134	115%	117
Brinker - Macaroni Grill	230	212	18	8%	212
P F Chang's	133	69	64	93%	69
Hyatt Hotels	116	91	25	27%	91
Hungry Hunter	100	115	-15	-13%	115
Cheesecake Factory	90	50	40	80%	50
McCormick Schmick's	81	-	81	0%	-
Starwood - Westin Hotel	77	201	-124	-62%	201
Hilton International - Hilton Hote	55	1	54	5,400%	1
Levy Restaurants	53	70	-17	-24%	70
Others	651	568	83	15%	568
Total: On Premise	1,837	1,494	343	23%	1,494
Non Chain	22,220	19,516	2,705	14%	19,516
Total	82,420	70,699	11,721	17%	70,699



Distributor Team Sales

	YTD	LYTD	VAR	VAR %	PREV
TM: 44	24,677	21,829	2,848	13%	21,829
TM: 30	23,581	18,833	4,748	25%	18,833
TM: 39	6,962	6,438	524	8%	6,438
TM: 14	1,664	2,066	-402	-19%	2,066
TM: 07	1,578	2,009	-431	-21%	2,009
TM: 13	1,830	1,681	149	9%	1,681
TM: 12	1,458	1,481	-23	-2%	1,481
TM: 10	1,456	1,432	24	2%	1,432
TM: 16	1,275	1,382	-107	-8%	1,382
TM: 04	1,416	1,340	76	6%	1,340
TM: 03	2,024	1,267	757	60%	1,267
TM: 08	1,069	1,120	-51	-5%	1,120
TM: 01	894	1,047	-154	-15%	1,047
TM: 26	1,052	971	81	8%	971
TM: 35	908	734	174	24%	734
TM: 05	571	541	30	6%	541
TM: 06	439	512	-73	-14%	512
TM: 20	643	504	139	28%	504
TM: 23	504	501	3	0.51%	501
TM: 46	747	485	262	54%	485
TM: 25	581	466	116	25%	466
TM: 49	-	445	-445	-100%	445
TM: 45	1,120	397	723	182%	397
TM: 27	426	396	30	7%	396
TM: 02	412	380	32	9%	380
TM: 21	394	378	17	4%	378
TM: 61	519	277	242	87%	277
TM: 63	756	272	484	178%	272
TM: 48	530	244	286	117%	244
TM: 22	594	230	365	159%	230
Others	2,339	1,042	1,297	125%	1,042
Total:	82,420	70,699	11,721	17	70,699



Top 10 Accounts by Class of Trade Previous Year

Retailer Name	Retailer Address	Last Act.	PREV	YTD	LYTD	Var	Var %
Off Premise							
Pricecostco, #179	25862 S Schulte Rd,Tracy, CA, 95377	Dec 2004	16,971	20,311	18,444	1,867	10%
Cost Plus-Warehouse	2201 W Washington,Stockton, CA, 95203	Dec 2004	9,268	9,595	8,498	1,097	13%
Safeway Distributor Whse	16900 W Schulte Rd,Tracy Payee#038008, CA, 95110	Dec 2004	8,932	8,562	6,703	1,859	28%
Trader Joes	2121 Boeing Way,Stockton, CA, 95206	Dec 2004	6,785	6,962	6,438	524	8%
Albertsons District Cnt	9999 Niblick Dr,Roseville, CA, 95661	Dec 2004	1,629	1,254	1,709	-455	-27%
Raleys Warehouse	4061 Gateway Park Blvd,Sacramento, CA, 95834	Dec 2004	857	908	734	174	24%
Beverages & More	14800 Camden Ave,San Jose, CA, 95124	Dec 2004	496	380	333	47	14%
Pricecostco, #141	300 Vintage Way,Novato, CA, 94545	Dec 2004	389	288	268	20	7%
Pricecostco, #144	450 10th St,San Francisco, CA, 94103	Dec 2004	363	282	214	68	32%
Pricecostco, #470	5301 Almaden Expway,San Jose, CA, 95118	Dec 2004	306	277	241	36	15%
On Premise							
Niebaum Coppola/P/a	473 University Ave,Palo Alto, CA, 94301	Dec 2004	728	767	653	114	17%
Rosso & Bianco	916 Kearny St,San Francisco, CA, 94133	Dec 2004	477	395	402	-7	-2%
Bandera	2232 Fair Oaks Blvd,Sacramento, CA, 95825	Mar 2004	228	2	46	-44	-96%
Cliff Htl/Asia de Cub	495 Geary St,San Francisco, CA, 94102	Dec 2004	214	228	183	45	25%
Esquire Grill	1213 K St,Sacramento, CA, 95814	Dec 2004	164	131	140	-9	-6%
Birks*	3955 Freedom Cir,Santa Clara, CA, 95054	Dec 2004	162	101	121	-20	-16%
NAPA Valley Wine Train	807 8th St,Napa, CA, 94559	Dec 2004	150	189	197	-8	-4%
Amfora Fino/Alexander	65 Moraga Way,Orinda, CA, 94563	Oct 2004	149	102	131	-29	-22%
Claremont Hotel	41 Tunnel Rd,Berkeley, CA, 94705	Dec 2004	139	69	107	-38	-36%
Le Colonial	20 Cosmo Pl,San Francisco, CA, 94109	Dec 2004	135	121	113	8	7%