



ABD News

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www.IowaABD.com

Lynn M. Walding, Administrator

FY07 Liquor Sales Report

The Division just closed the books on Fiscal Year 2007 (July 1, 2006 – June 30, 2007) after transferring just under \$90 million to the State General Fund over that time. With liquor sales topping \$177 million, dollar sales were up 10.35% and volume exceeded approximately 8% growth for the year.

Liquor sales are anticipated to continue to grow rapidly in the coming years. Accordingly, please anticipate that the Division will, from time-to-time, continue to make adjustments to its delivery system in order to accommodate the needs of its customers and to promote savings and efficiencies for the state.

New Order Entry Hours

The new order-entry hours will be from 8:00 AM to 3:30 PM daily, with Will-Call hours unchanged from 8:00 AM to 1:00 PM. Customers whose orders are placed on the first four delivery trucks to be loaded every day, however, will need to submit orders prior to 11:00 AM to assure a timely departure of the vehicles. Of course, the importance of timely placing your order cannot be overstressed as the trucks will begin pulling out of the warehouse shortly after the cutoff times. Anyone who misses the deadline, however, may still avail themselves of the Warehouse Pickup Service. The new Will-Call pick-up hours will be 11:00 AM to 3:30 PM daily.

Product Special: Hanger One Vodka

The Division is pleased offer a limited quantity of the Award Winning Hangar One Vodka. Hangar One Vodka (903705) and Hangar One Mandarin (903711) are available in 6 pack cases, \$192.00/case – full case quantities only please.

Top-10 Liquor Sales (through June 2007)

1. Black Velvet Canadian Whiskey
2. Captain Morgan Original Spiced Rum
3. Hawkeye 80 Proof Vodka
4. Five O’Clock 80 Proof Vodka
5. Jack Daniels Whiskey
6. Bacardi Light Dry Rum
7. Smirnoff 80 Proof Vodka
8. Barton 80 Proof Vodka
9. Jagermeister
10. Cuervo Classic Lime Margarita

Promotions

Spirited Brands of Iowa

3410 Kingman Blvd.
Des Moines, IA 50311
Phone: 515.202.1661

Please mail a copy to the above address, attention Jeremy Thompson. Products must be purchased on one invoice and all invoices must be submitted by September 15, 2007, for payment.

Hawkeye Brands 1.75L

- Purchase 25 cases and receive a \$50 gift check.
- Purchase 50 cases and receive a \$150 gift check.
- Purchase 100 cases and receive a \$500 gift check.

Arrow Cordials 750mL, 1L, and 1.75L

- Purchase 10 cases and receive a \$60 gift check.
- Purchase 25 cases and receive a \$200 gift check.
- Purchase 50 cases and receive a \$600 gift check.
- Purchase 100 cases and receive a \$1,300 gift check.

Johnson Brothers of Iowa

2515 Dean Ave.
Des Moines, IA 50317
Phone: 515.262.1199
Fax: 515.262.0845

The following promotions are offered during the month of August. Purchases must be made on one invoice. Please send copies of your invoice to Cory Meiners at the address above.

NOTE: Buffalo Trace Distillery has sold out of the Eagle Rare Single Barrel Bourbon, code 17766. The product should be available in November.

Phillips Vodka, Gin, Rum – 1.75L

- Purchase 25 cases of 1.75L Phillips Vodka (37348), Gin (31718), or Rum (45418) and receive a \$25 gift check. \$3 SPA in August.
- Purchase 50 cases of 1.75L Phillips Vodka (37348), Gin (31718) or Rum (45418) and receive a \$100 gift check. \$3 SPA in August.

ORDER ENTRY

8:00 AM – 3:30 PM
Local: 281.7422
Toll Free: 866.IowaABD
(866.469.2223)

WAREHOUSE PICKUP

Mon. – Fri. 11:00 AM – 3:30 PM
(Will-Call Order 8:00 AM – 1:00 PM)
Will-Call: 515.281.7470

FAX ORDERS

8:00 AM – 3:30 PM
Products Fax: 515.281.7385
Toll Free Fax: 877.891.5348

UV Vodka & UV Flavors

Mix & Match 25 cases of UV Vodka 80 Proof and UV Flavored Vodka 750ml and 1.75L and receive a \$200 gift check.

Three Olives Vodka 1.75L

Purchase 3 cases of Three Olives Vodka 1.75L (34919) and receive a \$36 gift check. \$6 SPA in August.

Quintessential Gin 750ml

Purchase 1 case of Quintessential Gin (28806) and receive a \$12 gift check. \$6 SPA in August.

Ryans Cream 750ml

Purchase 3 cases of Ryans Cream 750ml (80456) and receive an \$18 gift check in addition to a \$10 SPA per case in August.

Kapali Coffee Liqueur 750ml

Purchase 3 cases of Kapali 750ml (67586) and receive a \$15 gift check. \$10 SPA in August.

Jagermeister 750ml & 1.75L

Purchase 7 cases of Jagermeister 750ml (65256) or 1.75L (65258) and receive a \$50 gift check.

Tommy Bahama Rums

Purchase a case each of Tommy Bahama Golden Sun (42783) and White Sand Rums (42793) and receive a \$50 gift check.

Glen Garioch Single Malt Scotch

Purchase 3 bottles of Glen Garioch Single Malt (4948) and receive a \$18 gift check.

Glazer's

4377 – 112th Street
Urbandale, IA 50322
Phone: 515.252.7173
Fax: 515.252.8681

All purchases must be on one invoice. Please present a copy of the invoices to your Glazer's PINNACLE Division Sales Representative or fax them to Mace Ishida at 515.252.8681.

Tanqueray, Rangpur, Tanqueray #10 & Ciroc: 750mls, Liters (as outlined) & 1.75's

- Purchase 4 cases (1 case can be Liters) and receive a \$100 Gift Check
- Purchase 7 cases (2 cases can be Liters) and receive a \$225 Gift Check

Diageo Prepared Cocktails Program: Include New Smirnoff Grand Cosmo, Jose Cuervo Authentics, 750ml, 4 packs (2cs = 1cs), 1.75L; Golden Margaritas 750ml & 1.75L; All TGI Friday's 750ml, 1.75L

Purchase 10 cases Mix & Match (2 cases must be Grand Cosmo) and receive a \$20 Gift Check.

- Purchase 20 cases Mix & Match (2 cases must be Grand Cosmo) and receive a \$80 Gift Check.
- Purchase 50 cases Mix & Match (6 cases must be Grand Cosmo) and receive a \$250 Gift Check.
- Purchase 75 cases Mix & Match (6 cases must be Grand Cosmo) and receive a \$450 Gift Check.
- Purchases 100 cases Mix & match (6 cases must be Grand Cosmo) and receive a \$1000 Gift Check.

Jose Cuervo Especial, Flavors, Black, Clasico, Tradicional, de la Familia (3btl.Familia=1cs)

- Purchase 6 cases (Liters Excluded) receive a \$36 Gift Check.
- Purchase 15 cases (4 cases can be liters) receive a \$120 Gift Check.
- Purchase 20 cases (6 cases can be liters) receive a \$200 Gift Check.

Don Julio Family: Blanco, Anejo, Resposado

- Purchase 2 cases (Liters Excluded) receive a \$30 Gift Check.
- Purchase 4 cases (4 cases can be liters) receive a \$100 Gift Check.
- Purchase 6 cases (6 cases can be liters) receive a \$200 Gift Check.

Johnnie Walker Family: 750mls, Liters (as outlined) & 1.75's

- Purchase 3 cases (Liters Excluded) and receive a \$30 Gift Check
- Purchase 5 cases (1 case can be liters) and receive a \$75 Gift Check
- Purchase 8 cases (3 cases can be liters) and receive a \$150 Gift Check

Smirnoff Family Program: Smirnoff 80, 90 & 100 and Smirnoff Flavors: All Sizes, Liters outlined below.

- Purchase 25 cases (5 cases flavors, 5 cases max liters) receive a \$275 Check.
- Purchase 50 cases (10 cases flavors, 10 cases max liters) receive a \$600 Check.
- Purchase 75 cases (10 cases flavors, 15 cases max liters) receive a \$975 Check.
- Purchase 100 cases (10 cases flavors, 20 cases max liters) receive a \$1500 Check.

Brand Mix & Match: Jose Cuervo Authentics (max 5 cases), Jose Cuervo Family, Smirnoff 80, or Captain Morgan Original Spiced Rum 750ml & 1.75L sizes only

Purchase 20 cases and receive a \$100 Check. Please note that the Mix & Match offer is valid as stand alone program only and cases may not be used with other brand programs.

Grand Marnier: 375ml only (24 bottles per case)

Purchase 1 case of Grand Marnier Code # 65124 and receive a \$48 Check

Hennessy: VS: All Marques and Sizes, VSOP 750ml only

- Purchase 5 cases of VS and 5bt of VSOP and receive a \$60 Check
- Purchase 10 cases of VS and 1 case of VSOP and receive a \$140 Check
- Purchase 15 cases of VS and 2 cases of VSOP and receive a \$275 Check

Hawkeye Wine & Spirits

3100 Justin Drive, Suite F
 Urbandale, IA 50322
 Phone: 515.252.1665
 Fax: 515.252.1708

HWS offers the following promotions during the month of August. Promotions are limited to one per account. All purchases MUST be made on one invoice, cases MUST be on display and invoices MUST be at our office by September 15, 2007, for payment. Fax or send a copy of your invoice to the address above.

Starbucks Coffee or Cream Liqueurs

Purchase 3 cases of Starbucks™ Coffee Liqueur or Cream Liqueur and receive a \$75 gift check.

Jim Beam Black 750ml

Purchase 3 cases of Jim Beam Black 750ml and receive a \$50 gift check.

Knob Creek 750ml

Purchase 3 cases (12 bottles per case) of Knob Creek 750ml and receive a \$50 gift check.

DeKuyper 750ml & 1.75L

Purchase 10 cases of DeKuyper 750ml and 1.75L and receive a \$50 gift check.

Jim Beam 1.75L

Purchase 25 cases of Jim Beam 1.75L and receive a \$125 gift check.

Chi-Chi's Cocktails

- Purchase 10 cases of Chi-Chi's Cocktails and receive radio cooler bags.
- Purchase 25 cases of Chi-Chi's Cocktails (3 cases must be the new Pomegranate flavor) and receive a universal remote, OR XM Radio with 3 months of free activation, OR iPod docking station (home stereo).

Effen Vodka & Effen Black Cherry Vodka

- Purchase 3 cases of Effen or Effen Black Cherry Vodka and receive a \$50 gift check.
- Purchase 6 cases of Effen and Effen Black Cherry Vodka (3 of each) and receive a \$125 gift check.

Cazadores

Purchase 1 case and receive a \$25 gift check.

Bacardi Party Drinks RTDs 1.75L

Purchase 10 cases and receive a \$50 gift check.

Bacardi Superior/Gold/Limon/Select 1.75L

Purchase 25 cases of 1.75L size only and receive a \$125 gift check.

Bombay Sapphire Mix

Purchase 4 cases and receive a \$100 gift check.

Bombay Gin

Purchase 1 case and receive a \$25 gift check.

NEW Bacardi Peach Red

- Purchase 3 cases and receive a \$25 gift check.
- Purchase 5 cases and receive a \$50 gift check.

Cutty Sark 1.75L

Purchase 4 cases and receive a \$200 gift check.

Campari

Purchase 1 case and receive a \$25 gift check.

Skyy Vodka 1.75L

- Purchase 5 cases of Skyy Vodka 1.75L and receive a \$100 gift check.
- Purchase 10 cases of Skyy Vodka 1.75L and receive a \$250 gift check.

Skyy Flavors 750ml

Purchase 3 cases of Skyy flavors and receive a \$100 gift check.

Midori 750ml

Purchase 3 cases and receive a \$50 gift check.

Balvenie & Glenfiddich

Purchase a 12-bottle mix and receive a \$50 gift check.

Hendricks Gin

Purchase 1 case (6 bottles) and receive a \$25 gift check.

Sailor Jerry 750ml & 1L

Purchase 2 cases and receive a \$25 gift check.

Display Racks Available

Display Racks available for Bacardi Flavored Rums, Bacardi Party Drinks, Bombay Sapphire, DeKuyper, Dewar's, Jim Beam Black, Jim Beam Racing, Ketel One, Knob Creek, Malibu, Starbucks™ Coffee Liqueur & Stoli

Glassware Available

Ask your sales representative about Glassware available.

New Codes

The Division reports no new codes for August 2007.